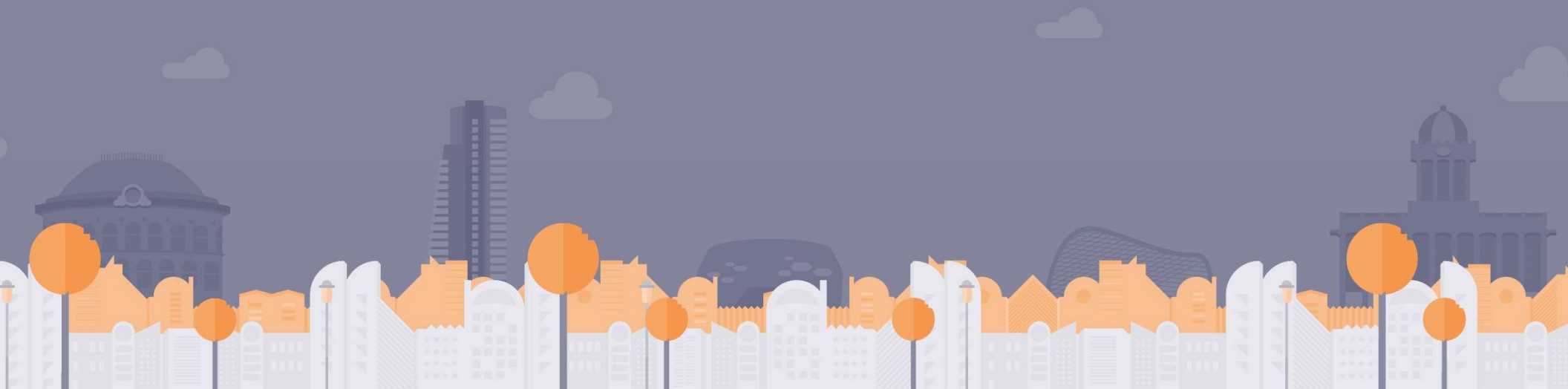


Overview of the used BEV market

Chris Plumb – Senior Valuations Editor
March, 2021



nda

EV Volumes

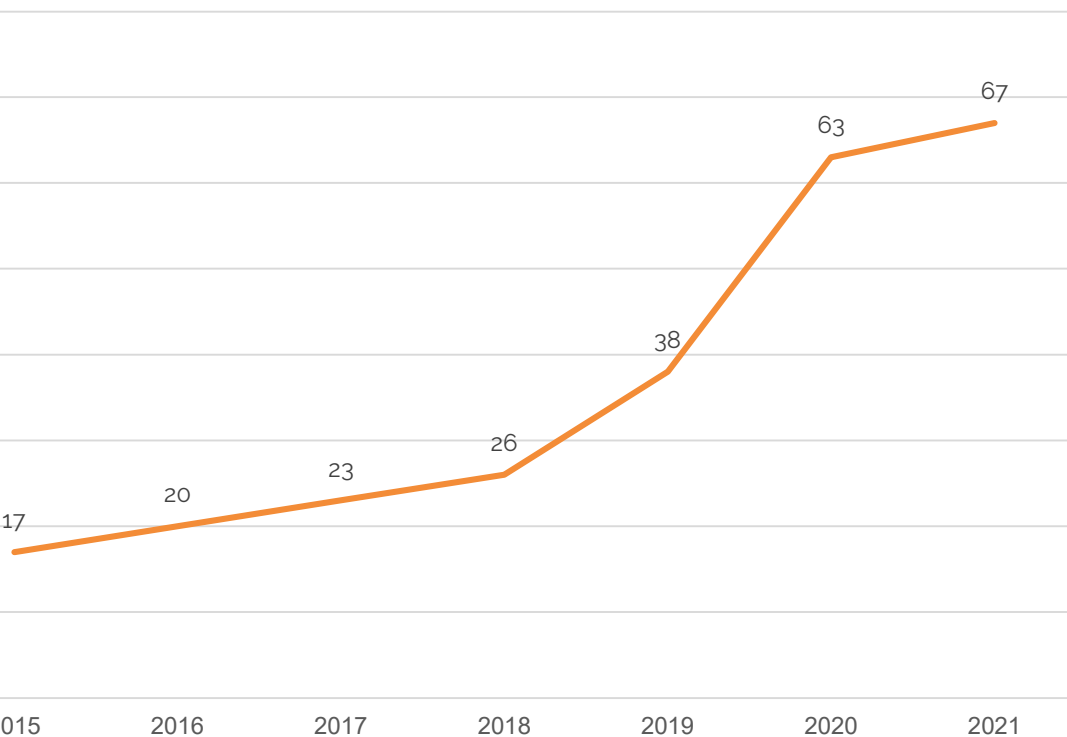
Used EV Values

Challenges

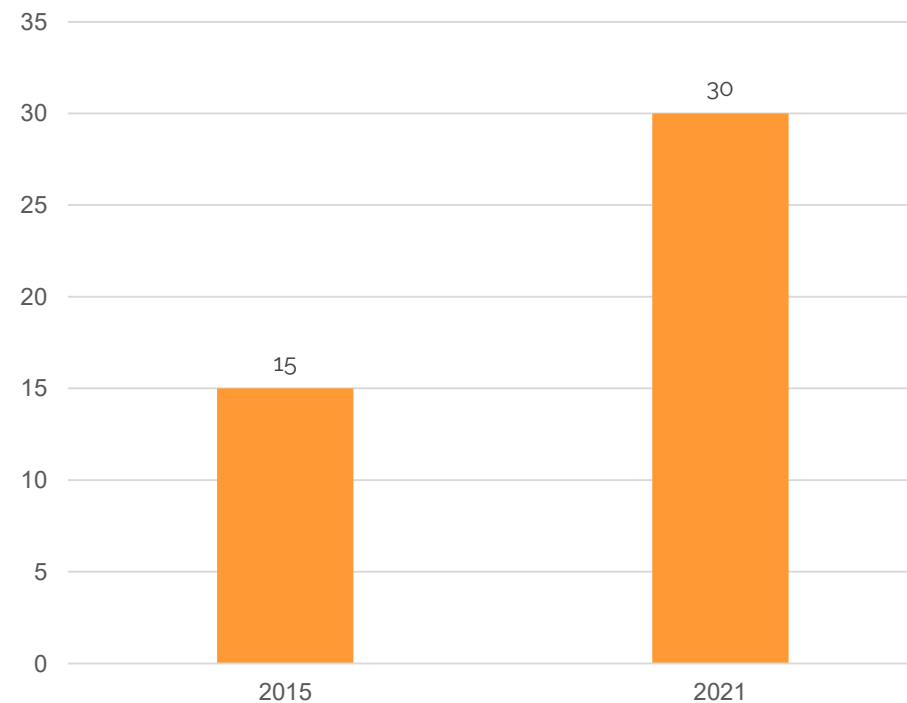


Availability

Volume of BEV models cap hpi value

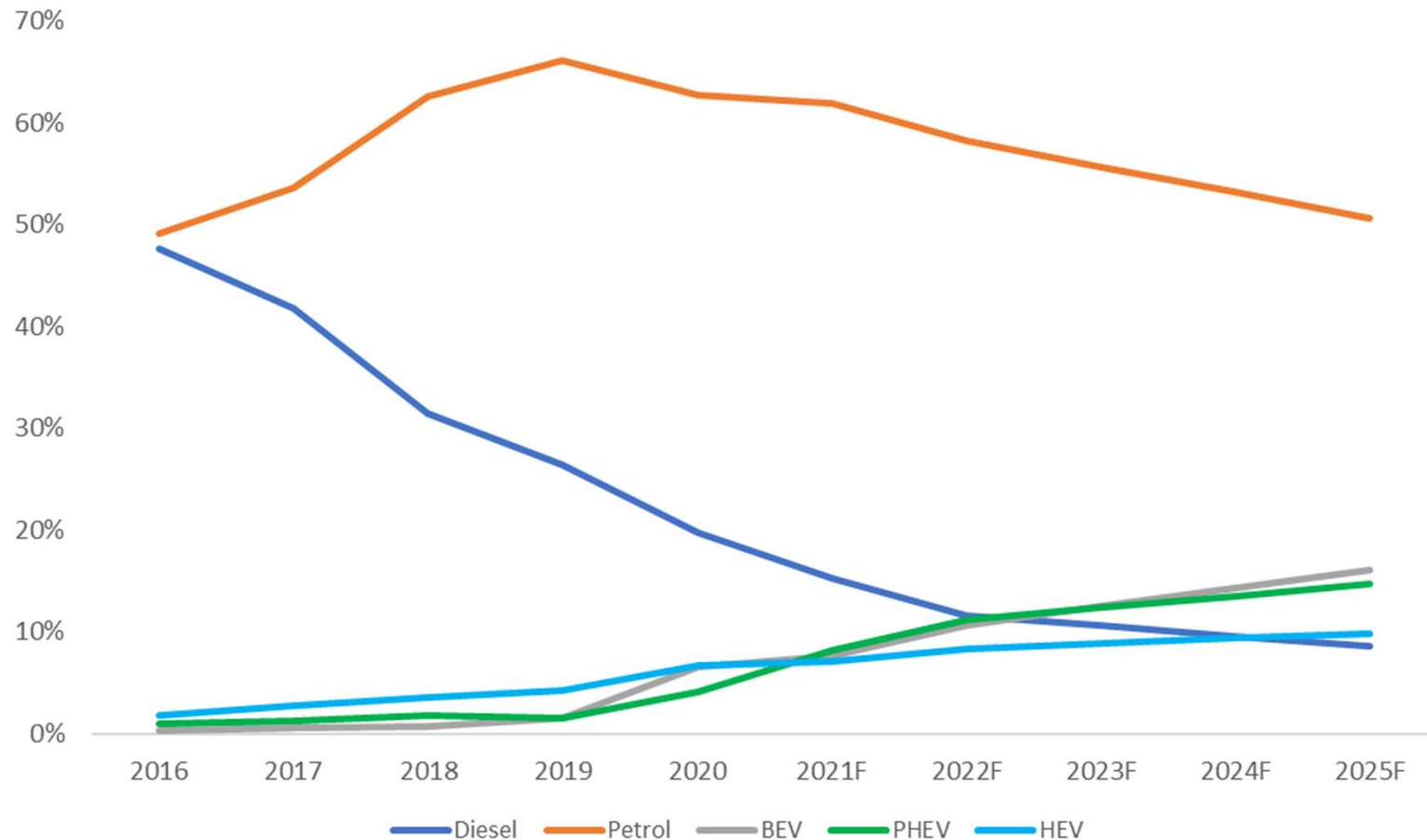


Number of OEMs that produce BEVs



Number of EV models has increased by 294%

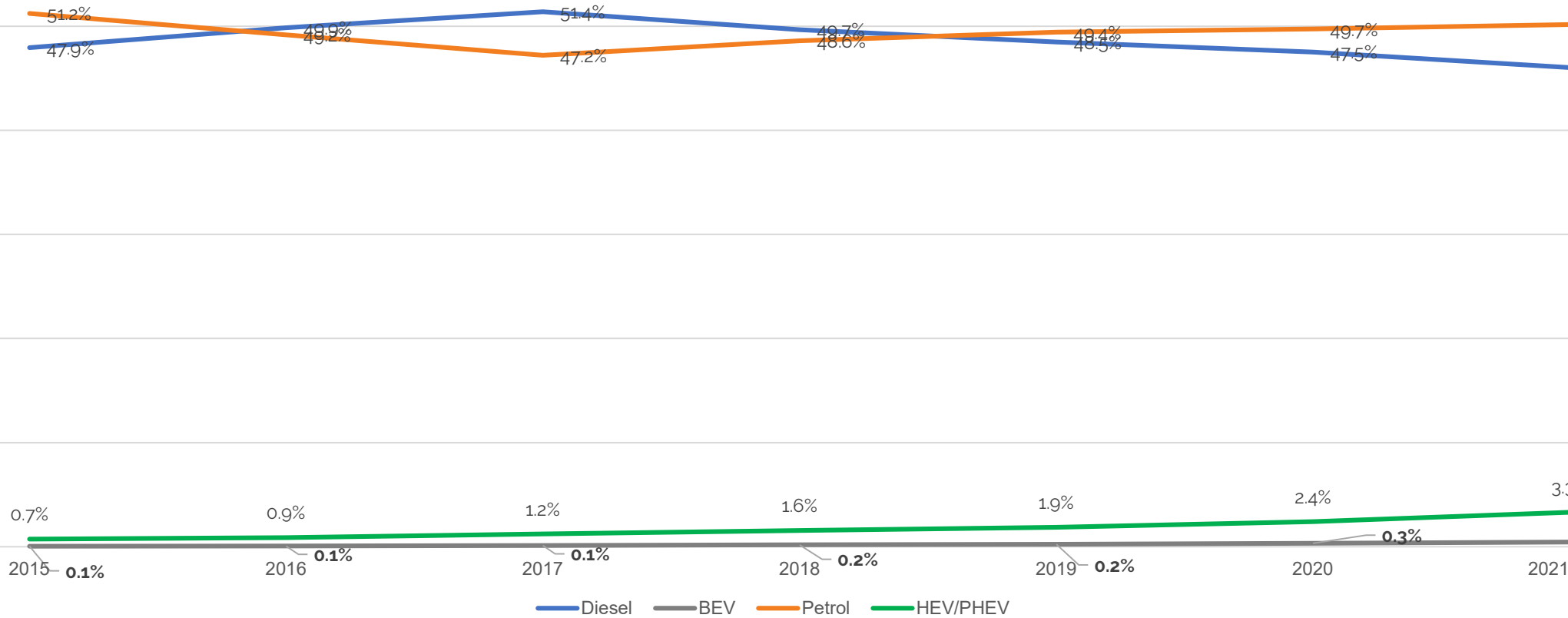
Type New Registration Progression Forecast



Source: SMMT

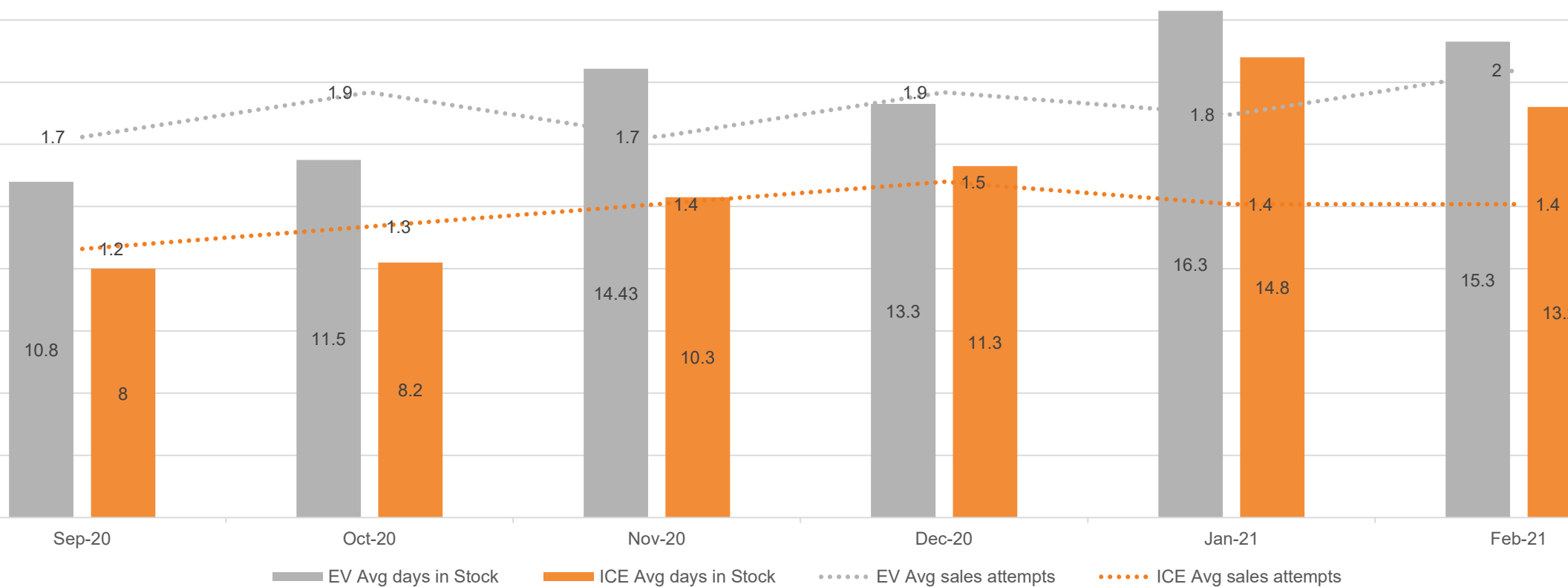
Alternative Fuel Share >40% by 2025 – BEVs c. 16%

Sales Data – volume share by fuel type



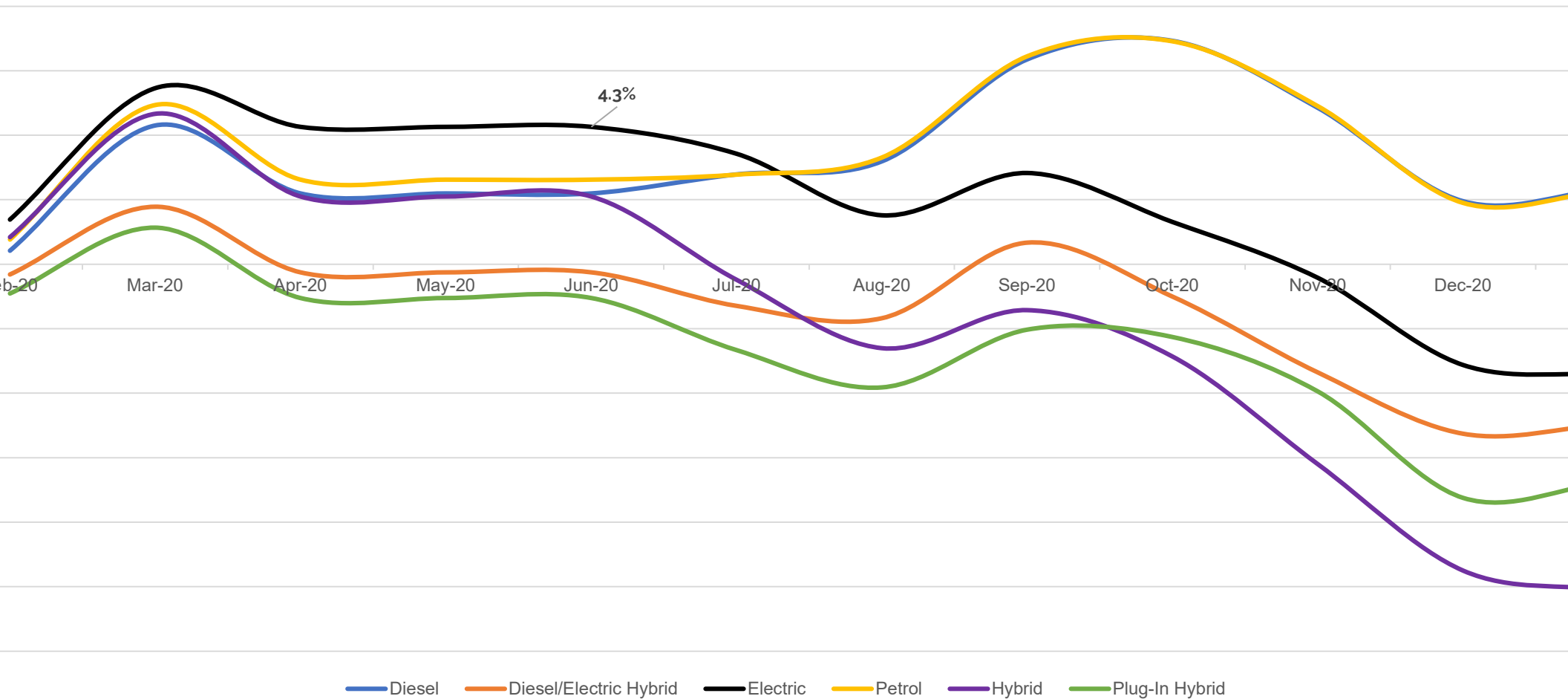
Disposal volumes of BEV's have steadily been increasing

ge auction days in stock and average sales attempts



BEVs take longer to sell...

Relative % value movement by Fuel-Type – 2020



Current values for AFVs and BEV under pressure in 2020

e Challenges...

Price premium over ICE vehicles – BEV's still look expensive

Ready increase in used wholesale supply, over the coming years volumes will increase but will consumer demand match?

Nearly all incentives are currently aimed at the new car buyer

Manufactures pushing new car volumes to mitigate against fines – increase in pre reg, dealer demos, strong consumer offers

Retained battery health data, is the industry set up to make this data available? Trade and retail?

Thank you



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