

BEV and Hybrid Performance

Cazana Retail Pricing Insight

Whole Market, Data-Science Based Pricing

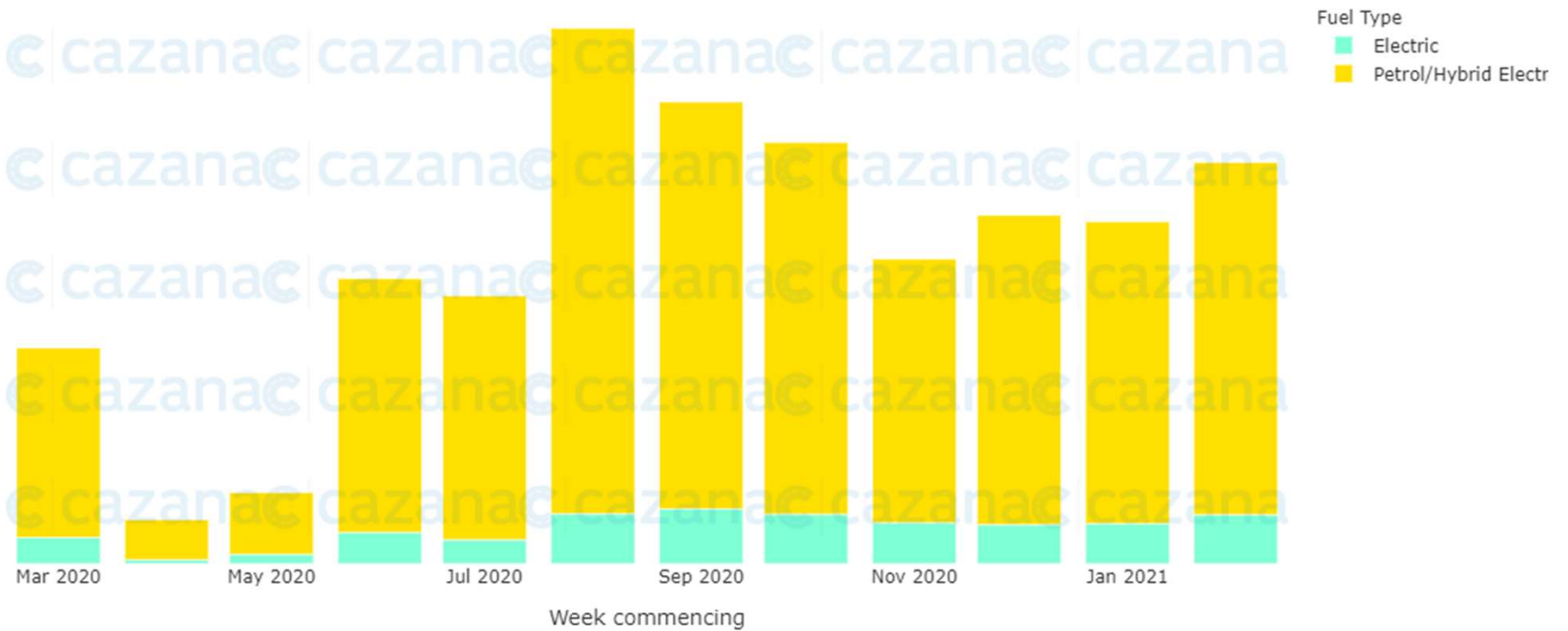
For the VRA Webinar

18th March 2021

 | **cazana**

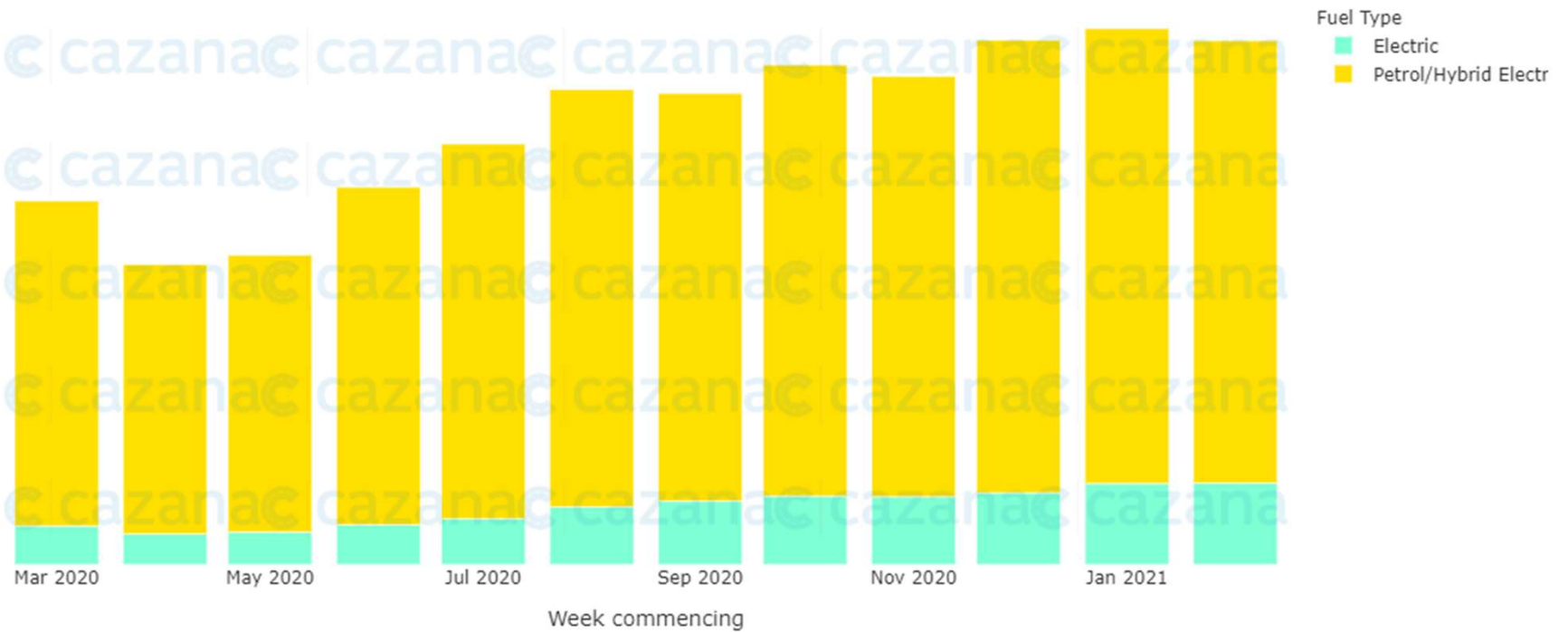
BEV and Hybrid Sales Performance

Whole Market Data - Retail Sales Volumes



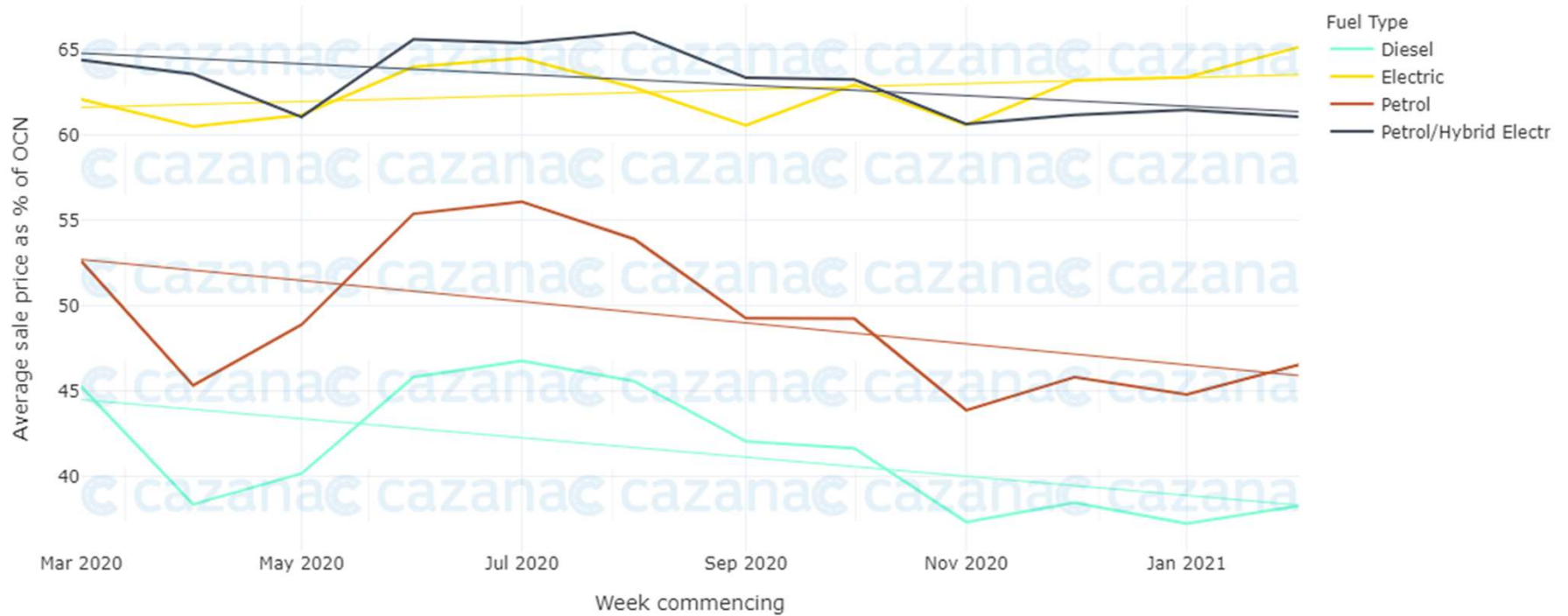
BEV and Hybrid Retail Advert Listings

Whole Market Data - Live Retail Listings



Retail Price Performance as a % of OCN

Whole Market Data - Average Retail Sale Price as a % of OCN



BEV and Hybrid Market Performance - February 2021 to January 2021

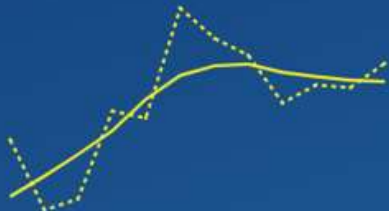


Sales

March 2020 to February 2021

Indexed

+17.4% from last month
+30.2% from average
February 2021 +86.0% from start

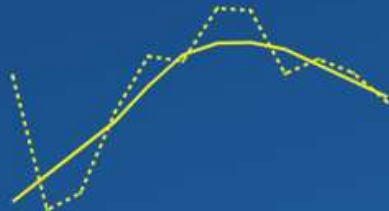


Listings

March 2020 to February 2021

Indexed

-19.7% from last month
-11.6% from average
February 2021 -18.0% from start



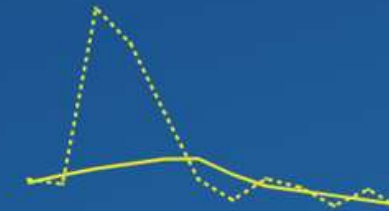
Average Price

March 2020 to February 2021

£21,782

February 2021

-1.2% from last month
-3.1% from average
-1.8% from start



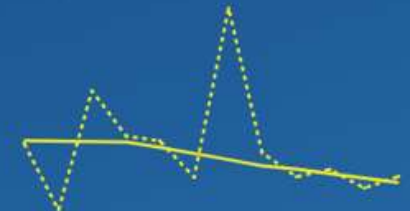
Price index

March 2020 to February 2021

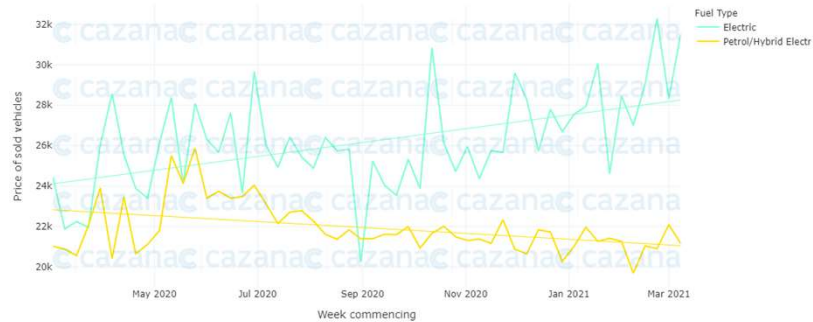
£22,206

February 2021

+0.8% from last month
-2.0% from average
-2.2% from start



Whole Market Data - Average Retail Price by Week

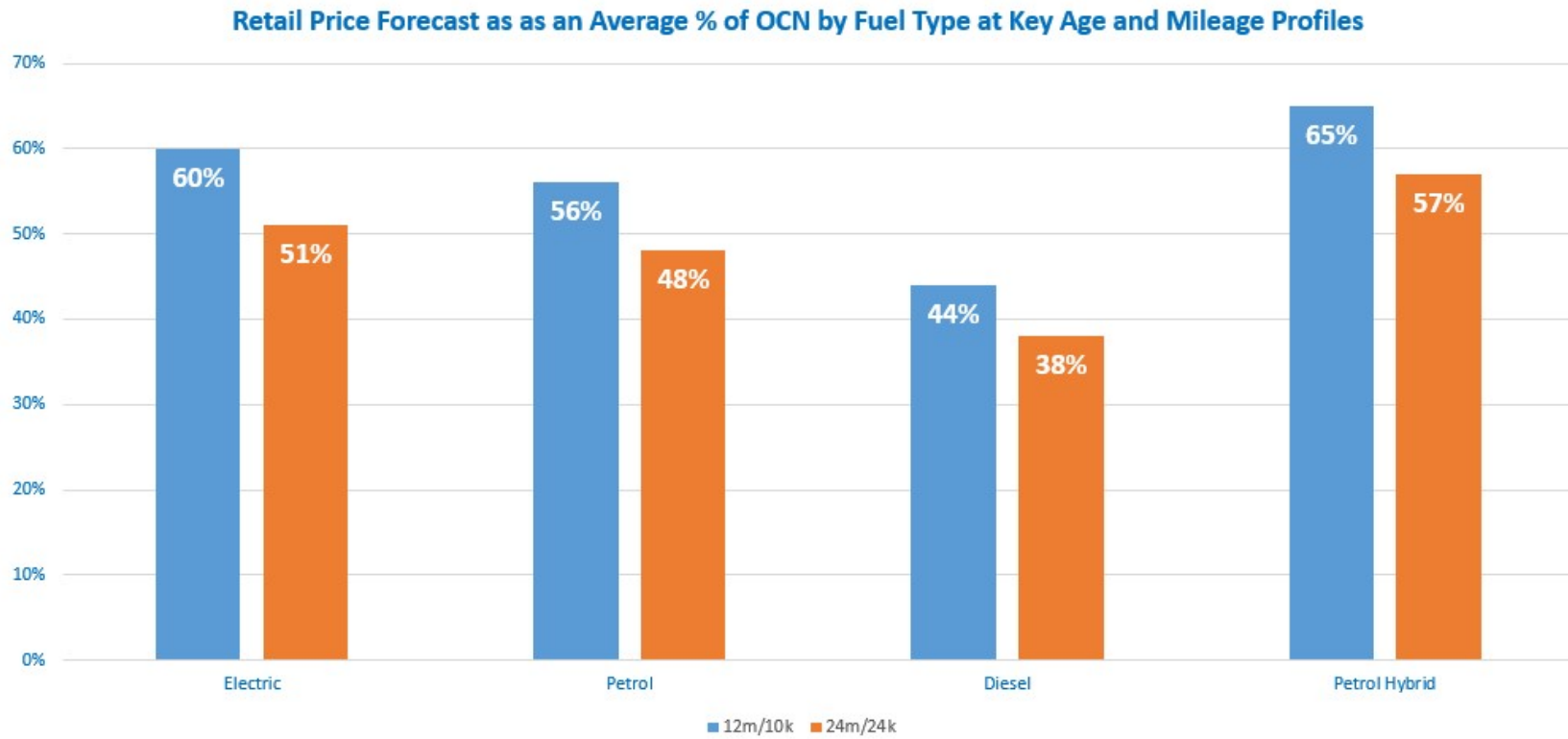


cazana.com

Data Powered by Cazana



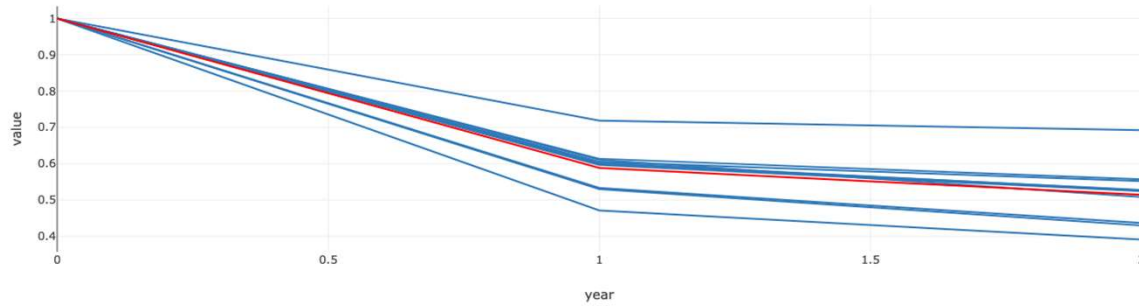
Retail Price Forecast as a % of OCN – Average by Fuel Type



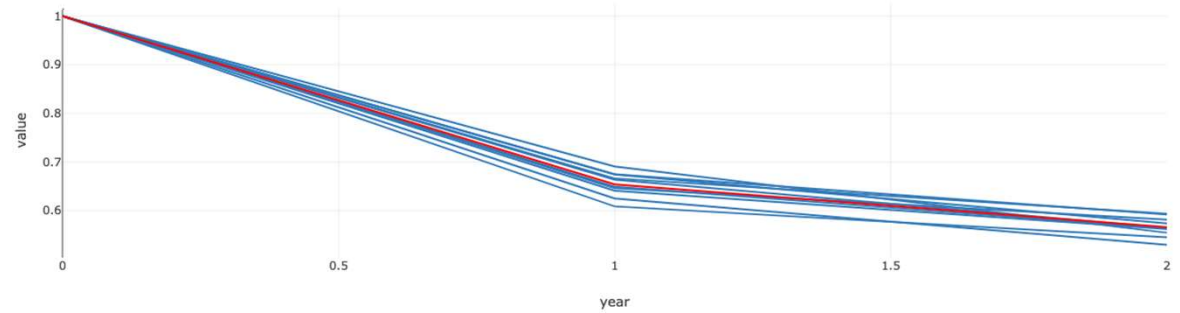
Retail Price Forecast Key Models – High Level Model Grouping

BEV 24m/20k

RV plot for result CIDs (red is mean)

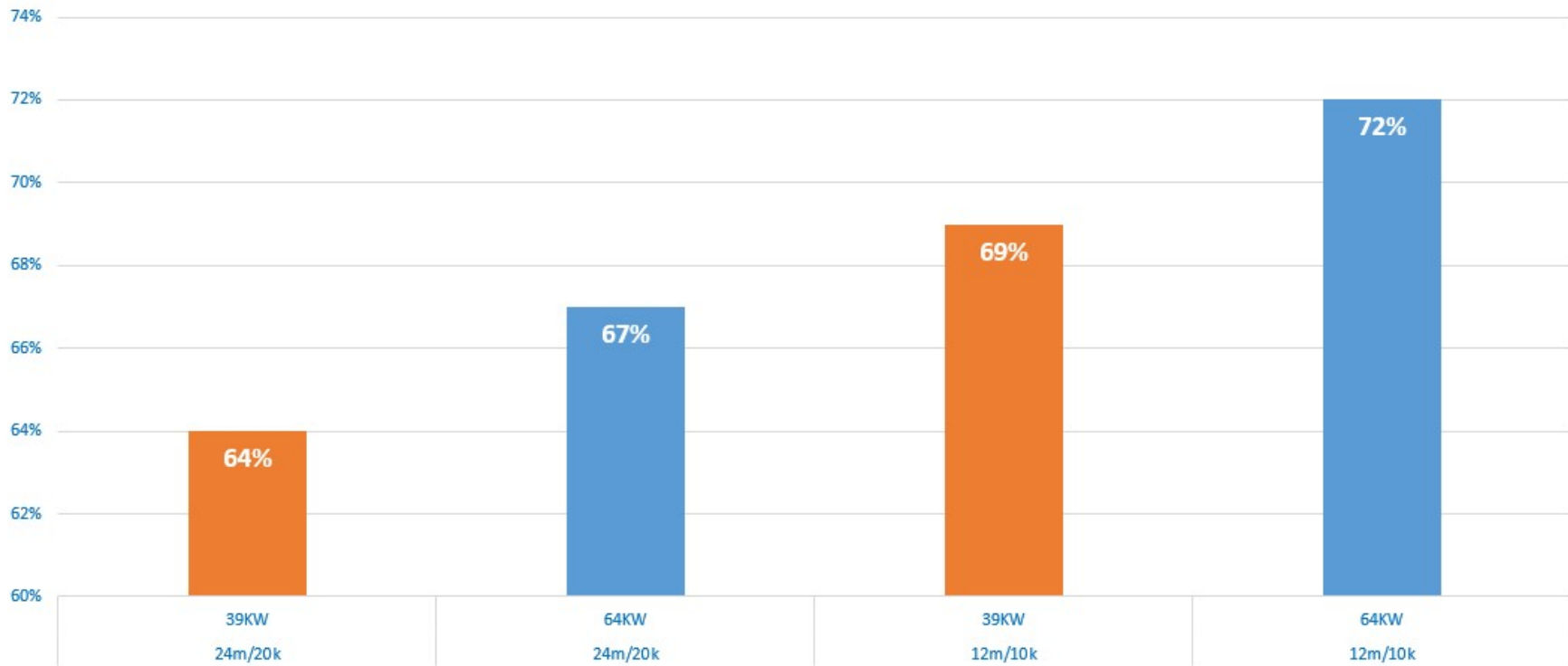


Petrol Hybrid 24m/20k



Retail Price Forecast as a % of OCN – Volume BEV Model Battery Comparison

Retail Residual Value Performance as a % of OCN for a



Thanks

Rupert Pontin
Director of Insight
rupert@cazana.com
+44 (0) 7800 809021

**If you would like to know more about how
Cazana can help your business accurately
evaluate risk, increase profit and forecasting
accuracy with real-time retail driven insight
please contact me either directly or the sales
team via sales@cazana.com**

 **cazana**