

VRA Seminar November 2022

The impact of the changing
rental world on remarketing



Agenda

- 1 • Introduction
- 2 • Changing profile of vehicles
- 3 • Our evolving relationship with OEMs
- 4 • Managing our vehicles



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Changing Profile of Vehicles

- Older and higher mileage
- Individual specifications
- Better specifications
- Diverse mix



- Who wins?
- Impact on RV's?
- Change in how re-market vehicles



Our evolving relationship with OEM's

- Direct procurement – forms PART of our sourcing strategy
- Solid OEM partnerships still remain
- Traditional negotiations have changed
- Less cars in our channel

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- Will Pre 2020 come back?
 - Do we want it to?
 - How as an industry do we support OEM's better and how can they better support us



Managing our vehicles

- Much bigger OOS
- Challenges of in-fleeting used Cars
- Challenges of maintaining used cars in-life (tyres, services, v5's, spare keys, taxing)
- Spending more on consumables such as clutch's, Mot's etc
- Backorder parts
- Critical mass of one OEM not enough to have real weight in dealer network



Questions?

