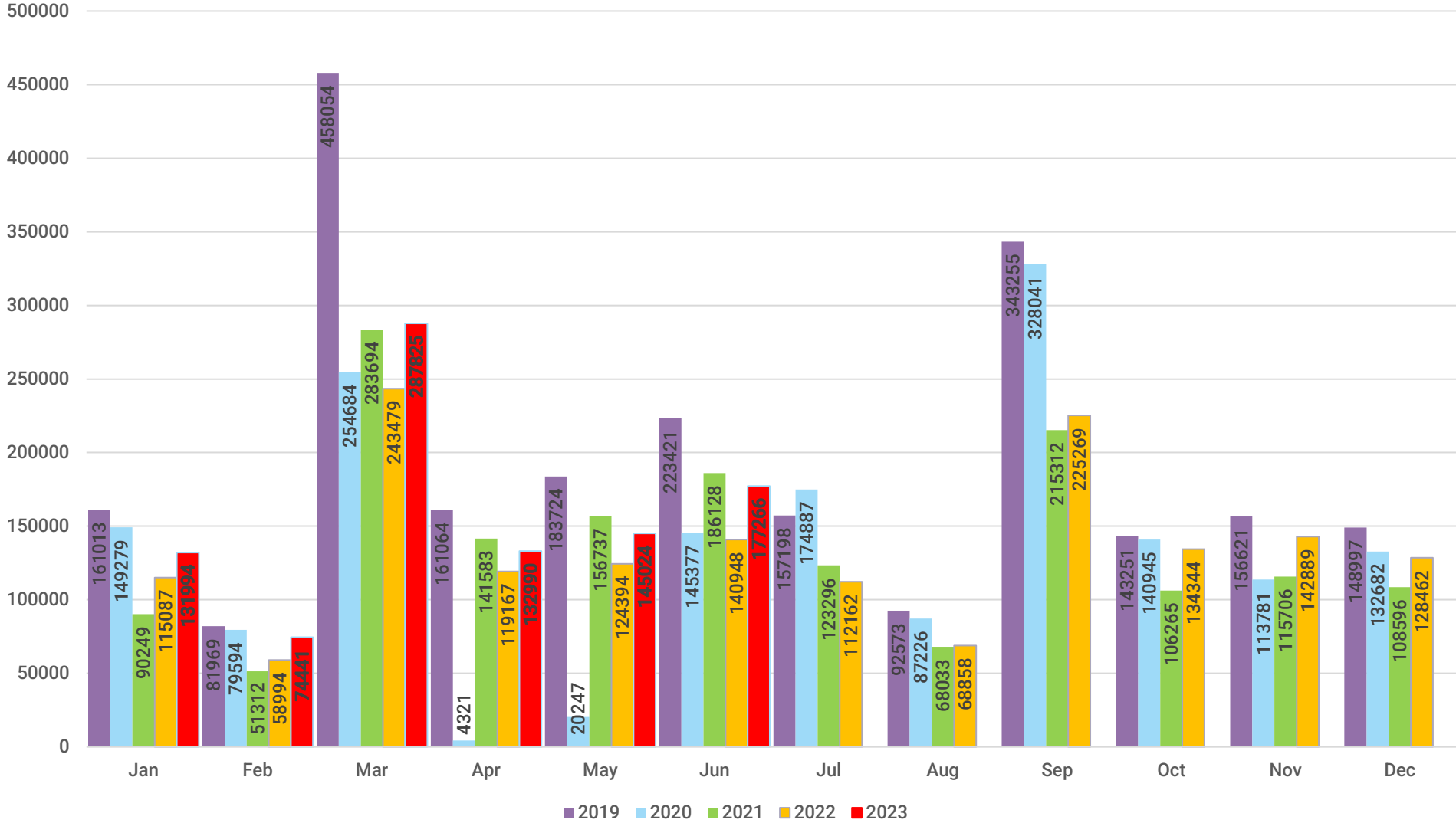


# VRA AGM 13<sup>th</sup> July

A satellite view of the Earth at night, showing the illuminated continents of Europe and Africa. The city lights are concentrated in the Western and Central parts of Europe, creating a bright, glowing pattern. The rest of the planet is in shadow, with the dark blue and black of space visible in the background.

# New Car Market

# Registrations by Month, 2019-23 YTD



### New car registrations June 2023 vs June 2022

- Overall – up +25.8%
- Diesel – down -13.5%
- Petrol – up +22.7%
- AFV – up +44.1%
  - BEV – up +39.4%
  - PHEV – up +65.5%
  - HEV – up +40.1%
- 2023 YTD vs 2022 YTD – Up +18.4%
- June 2023 vs June 2019 – Down -21%
- 2023 YTD vs 2019 YTD – Down -25%

# SMMT - Best Sellers

BEST SELLERS					
JUNE 2023			YEAR-TO-DATE		
①	Tesla Model Y	5,539	①	Ford Puma	22,765
②	Ford Puma	5,453	②	Vauxhall Corsa	21,208
③	Vauxhall Corsa	4,146	③	Nissan Qashqai	19,983
④	Hyundai Tucson	3,588	④	Tesla Model Y	19,551
⑤	Nissan Juke	3,256	⑤	Hyundai Tucson	18,678
⑥	Nissan Qashqai	3,232	⑥	Nissan Juke	18,380
⑦	MINI	3,222	⑦	Kia Sportage	18,057
⑧	Toyota Yaris	3,162	⑧	MINI	15,892
⑨	Kia Sportage	3,081	⑨	Ford Fiesta	15,359
⑩	Vauxhall Mokka	3,034	⑩	Vauxhall Mokka	14,996

## JUNE

	2023	2022	% change	Mkt share -23	Mkt share -22
Private	79,798	69,485	14.8%	45.0%	49.3%
Fleet	92,699	67,243	37.9%	52.3%	47.7%
Business	4,769	4,230	12.7%	2.7%	3.0%
<b>TOTAL</b>	<b>177,266</b>	<b>140,958</b>	<b>25.8%</b>		

## Year to date

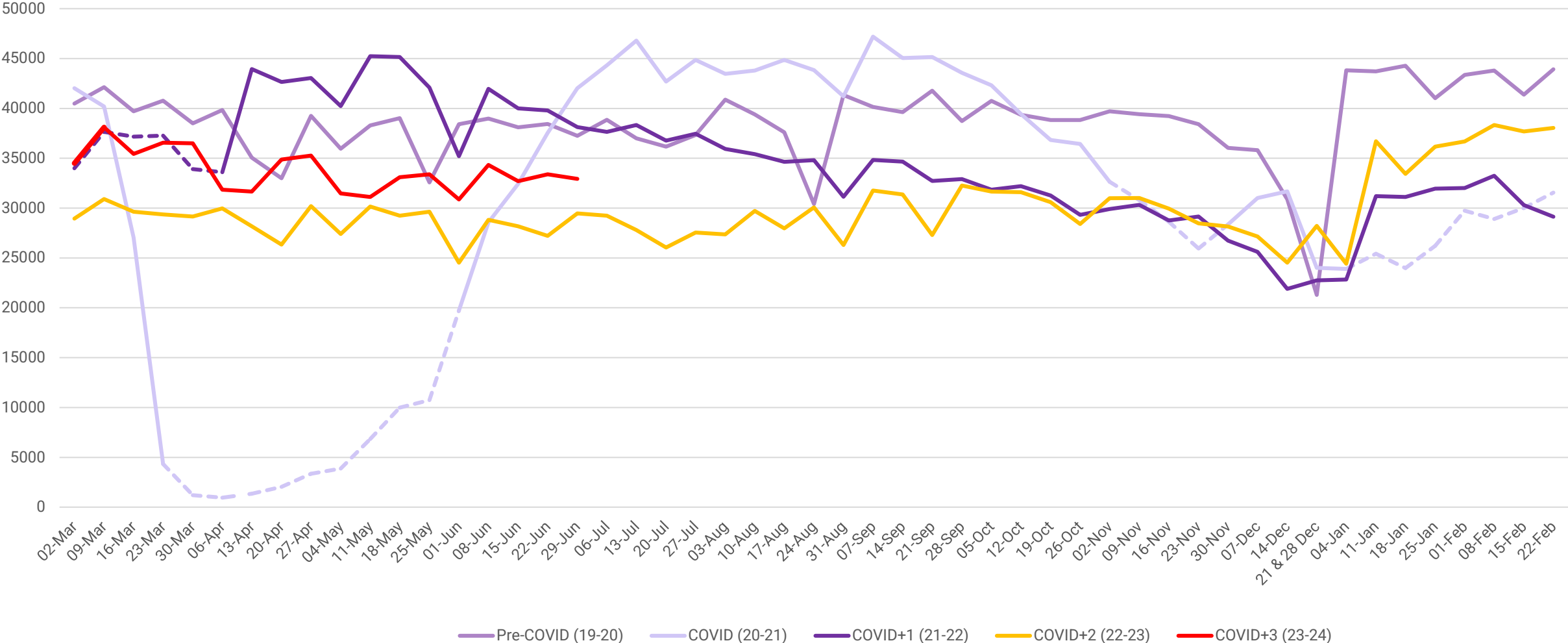
	YTD 2023	YTD 2022	% change	Mkt share -23	Mkt share -22
Private	435,325	428,066	1.7%	45.8%	53.4%
Fleet	490,723	354,472	38.4%	51.7%	44.2%
Business	23,672	19,541	21.1%	2.5%	2.4%
<b>TOTAL</b>	<b>949,720</b>	<b>802,079</b>	<b>18.4%</b>		

A satellite view of Earth at night, showing the curvature of the planet and the glowing lights of cities and continents. The lights are concentrated in the Eastern Hemisphere, particularly in Europe and Asia, creating a bright, golden glow against the dark blue and black of the night sky. The left side of the image shows the dark, unlit side of the Earth, with a thin blue line of the atmosphere visible at the top.

# Used Car Market

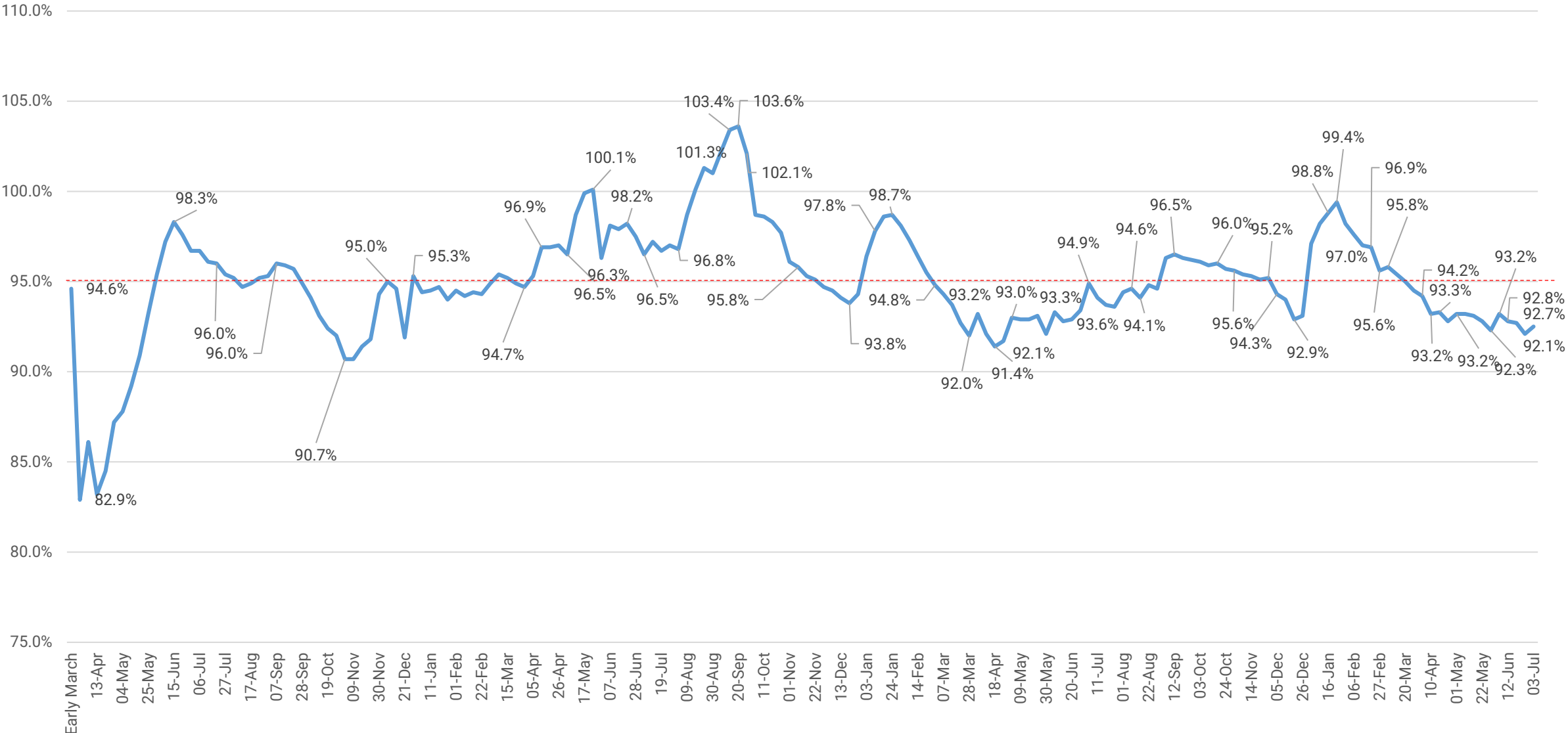
## Volumes & Values Since COVID-19

# Wholesale Volumes by week – Year-on-Year Comparison



Volumes 12% above same week 2022, 12% below 2019

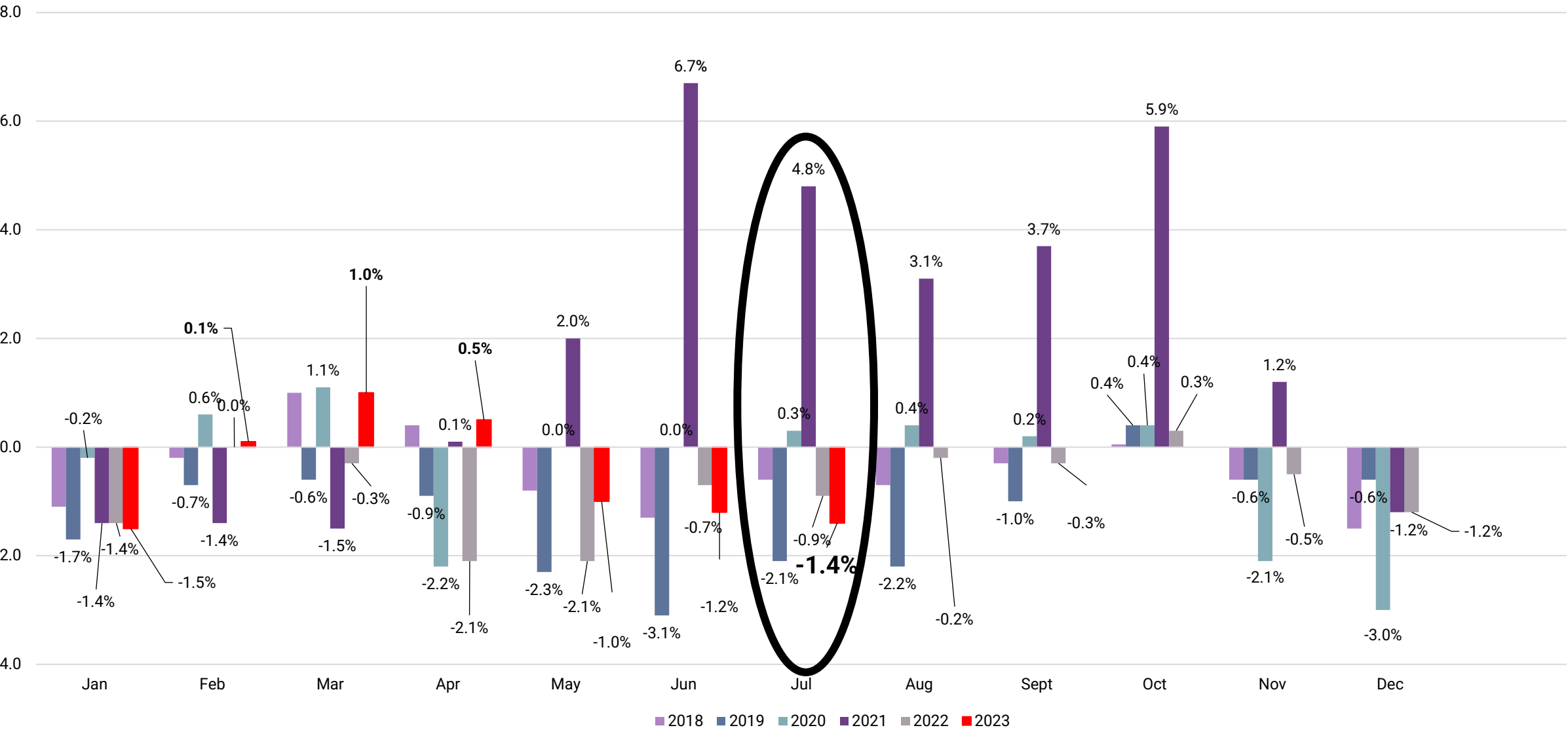
# % cap of wholesale data.....



A satellite view of Earth at night, showing the curvature of the planet and the glowing lights of cities and continents. The lights are concentrated in North America and Europe, with a dense network of lights in the eastern United States and Western Europe. The background is the dark blue and black of space, with the thin blue atmosphere of the Earth visible on the left side.

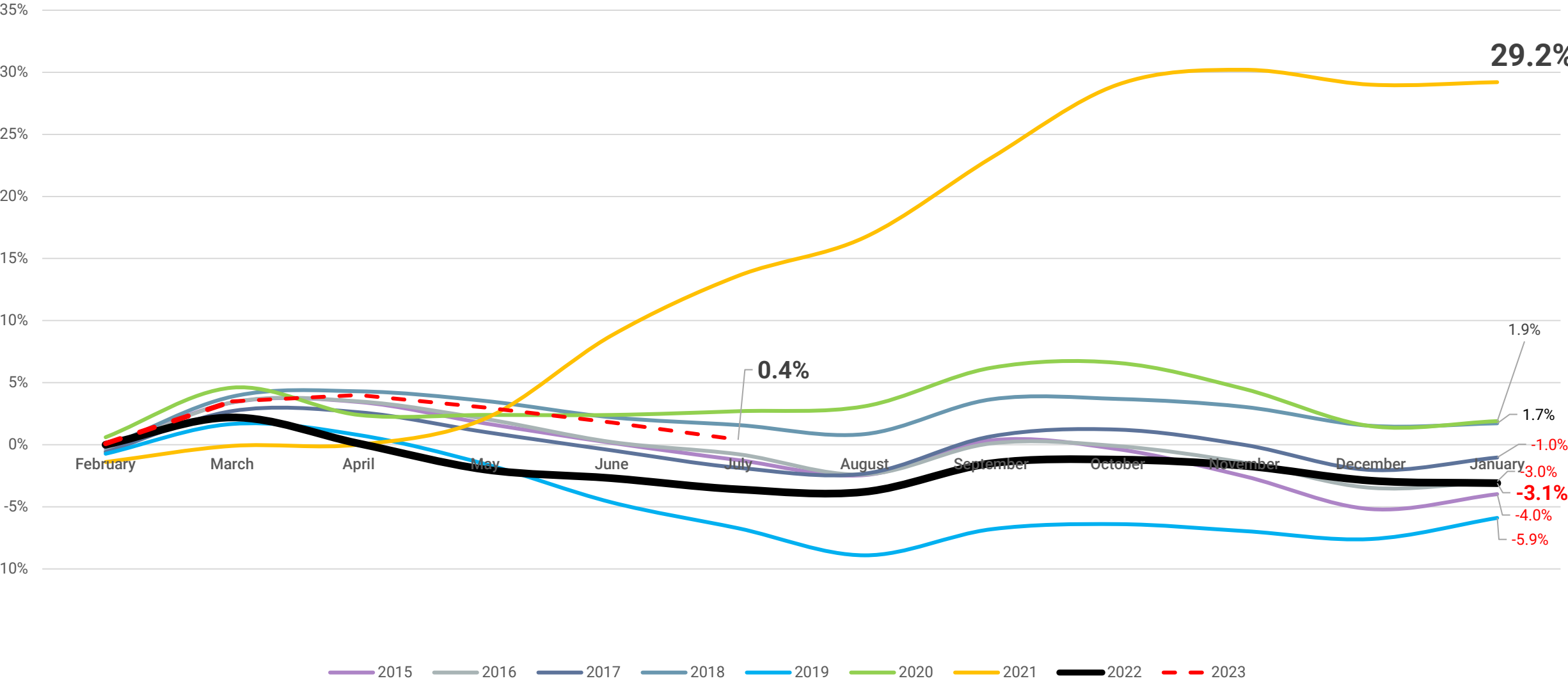
# Used Car Depreciation

# Valuations - Percentage movements by month, 2018-Present



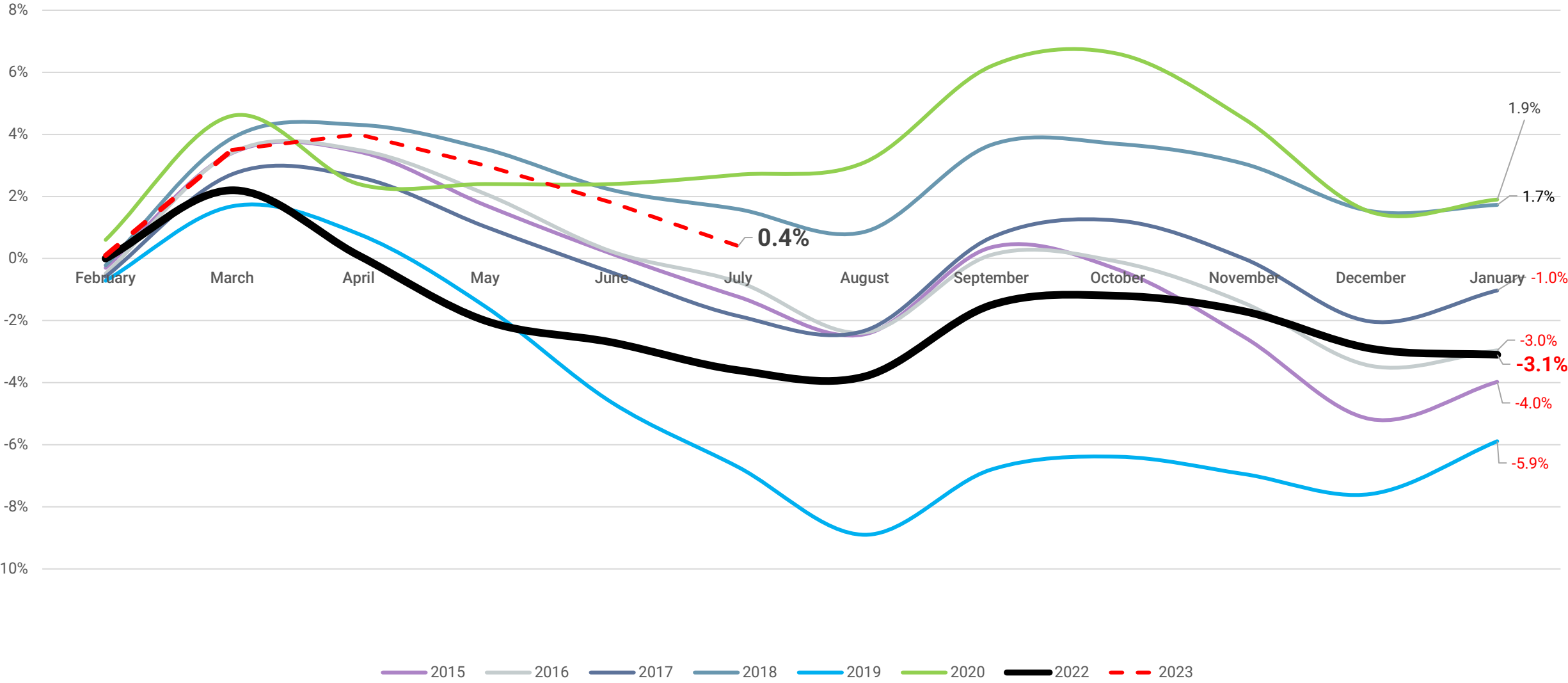
3 years 60k miles,  
no plate uplifts

# The Used Car Market Remains in Good Health.....



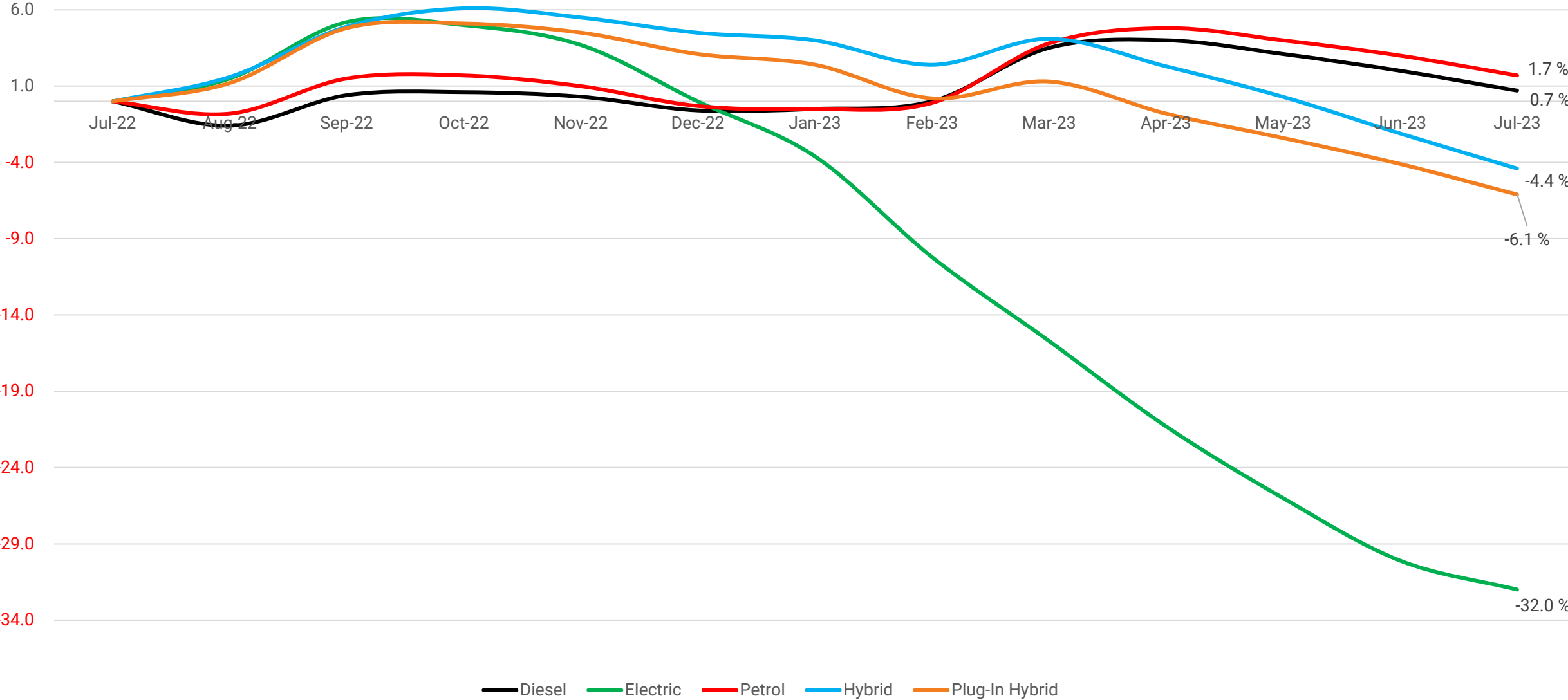
3 years 60k miles – Plate Uplift Included

# Cumulative black book live % movements, 2015-2023 ytd (2021 removed)



3 years 60k miles – Plate Uplift Included

# Cumulative % value movement by Fuel-Type – 12 - Month view



3 years 60k miles – Plate Uplift Included

# Average % Movement from Monthly Product

Monthly Date

Live Date

July 2023

12/07/2023

Live

Monthly

## Live

Live

## Manufacturer

All

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
⊕ City Car	-1.3	-1.6	-2.1	-2.8	-2.8
⊕ Convertible	-0.2	-0.2	-0.3	-0.4	-0.6
⊕ Coupe Cabriolet	0.0	0.0	0.0	-1.4	-3.7
⊕ Executive	-0.8	-0.9	-1.0	-1.7	-2.6
⊕ Large Executive	-0.4	-0.4	-0.5	-1.0	-1.5
⊕ Lower Medium	-1.1	-1.1	-1.3	-1.8	-2.6
⊕ Luxury Executive	-0.9	-0.9	-0.8	0.0	-0.3
⊕ MPV	-1.2	-1.2	-1.1	-1.2	-1.5
⊕ Sports	-0.6	-0.6	-0.8	-0.7	-0.9
⊕ Supercar	0.7	0.3	-0.3	-0.6	0.0
⊕ Supermini	-1.5	-1.7	-1.5	-1.4	-2.7
⊕ SUV	-1.1	-1.2	-1.3	-1.4	-2.0
⊕ Upper Medium	-1.1	-1.1	-1.1	-1.6	-1.6
<b>Total</b>	<b>-1.0</b>	<b>-1.1</b>	<b>-1.2</b>	<b>-1.5</b>	<b>-2.0</b>

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
⊕ <b>MPV</b>	<b>-1.2</b>	<b>-1.2</b>	<b>-1.1</b>	<b>-1.2</b>	<b>-1.5</b>
Large	-1.1	-1.0	-1.1	-1.3	-1.2
Medium	-1.3	-1.3	-1.1	-0.9	-1.4
Small		-3.2	-2.1	-2.3	-2.3
⊕ <b>SUV</b>	<b>-1.1</b>	<b>-1.2</b>	<b>-1.3</b>	<b>-1.4</b>	<b>-2.0</b>
Large	-0.9	-0.9	-0.9	-0.8	-1.7
Medium	-1.0	-1.1	-1.2	-1.4	-2.0
Small	-1.8	-1.9	-1.7	-1.7	-3.1
<b>Total</b>	<b>-1.2</b>	<b>-1.2</b>	<b>-1.2</b>	<b>-1.3</b>	<b>-1.8</b>

...

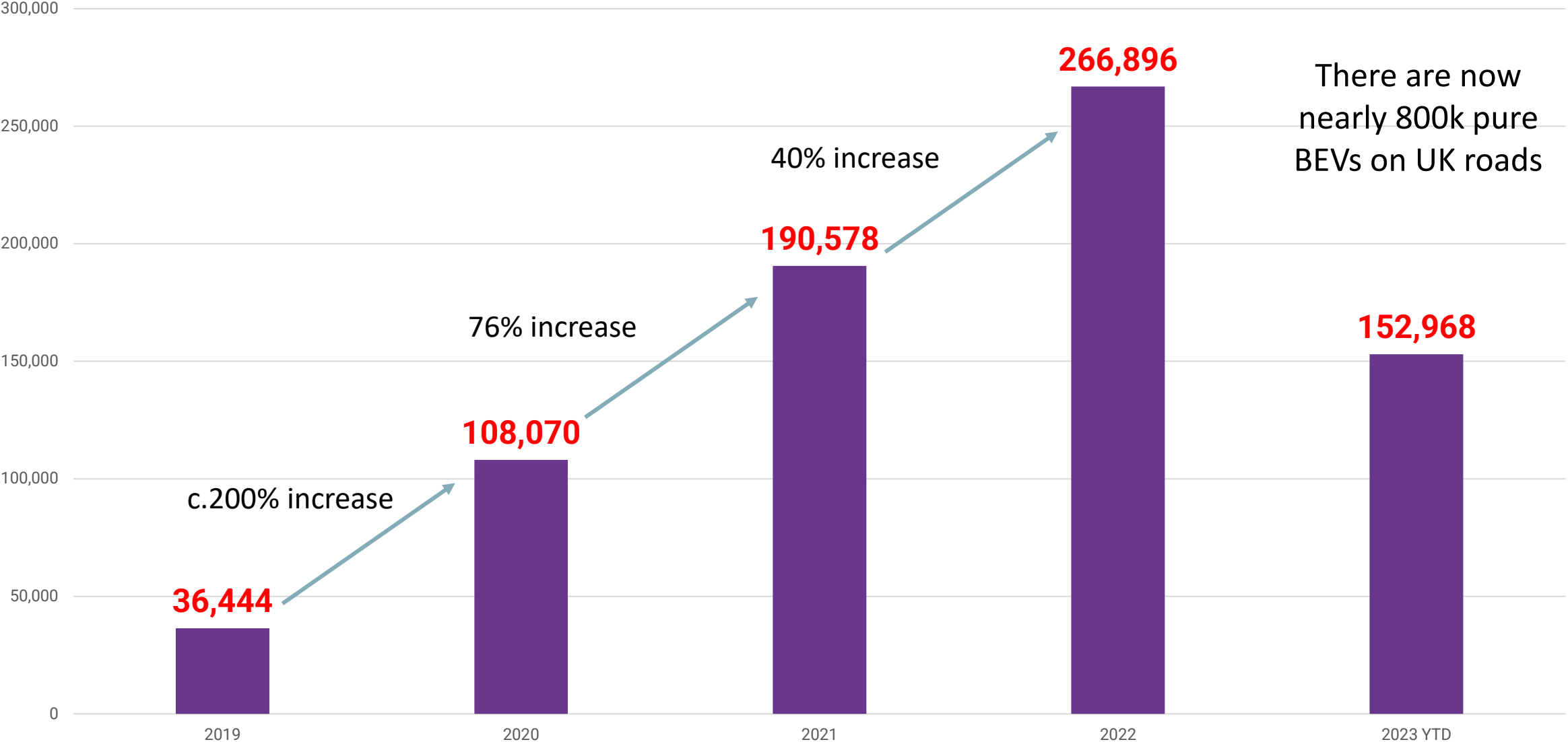
Manufacturer	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
ABARTH	-0.7	-0.9	-3.8	-4.0	-4.7
AIXAM					0.0
ALFA ROMEO	-1.5	-1.9	-1.9	-3.2	-3.6
ALPINE	-2.0	-2.0	-2.1	-2.0	
ASTON MARTIN	-0.2	-0.3	-0.2	0.0	-0.1
AUDI	-1.0	-1.1	-1.2	-1.8	-2.8
BENTLEY	-0.8	-0.8	-0.8	-0.1	0.0
BMW	-0.6	-0.7	-0.8	-1.3	-1.9
BMW ALPINA	-0.3	-0.5	-0.4		
BYD	0.0				
CHEVROLET	0.0	0.0			-2.7
CHRYSLER					-4.0
CITROEN	-1.6	-1.2	-1.4	-1.7	-2.7
CUPRA	-2.1	-2.0	-1.8		
DACIA	-1.5	-1.3	-1.7	-2.1	-2.3
<b>Total</b>	<b>-1.0</b>	<b>-1.1</b>	<b>-1.2</b>	<b>-1.5</b>	<b>-2.0</b>

Fuel Type	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
Diesel	-1.1	-1.1	-1.2	-1.7	-2.1
Electric	-1.4	-1.6	-1.9	-2.4	-2.8
Hybrid	-1.4	-1.4	-1.5	-1.3	-2.4
Petrol	-1.0	-1.0	-1.1	-1.3	-1.9
Plugin Hybrid	-0.8	-0.8	-1.1	-1.2	-1.5
<b>Total</b>	<b>-1.0</b>	<b>-1.1</b>	<b>-1.2</b>	<b>-1.5</b>	<b>-2.0</b>

A satellite view of Earth at night, showing the curvature of the planet and the glowing lights of cities and continents. The lights are concentrated in North America, Europe, and parts of Asia, creating a bright, golden glow against the dark blue and black of the night sky. The text "Focus on Battery Electric Vehicles" is overlaid in white, bold, sans-serif font across the center of the image.

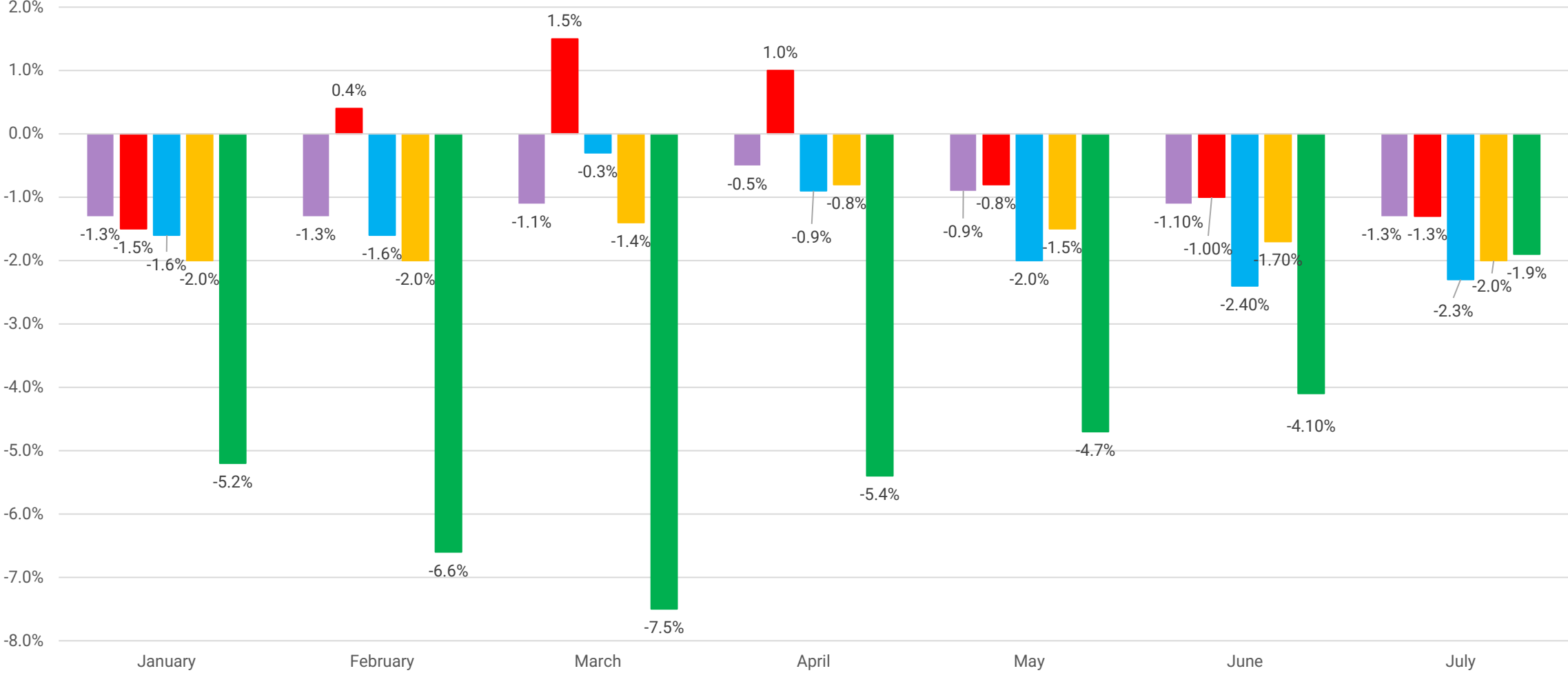
# Focus on Battery Electric Vehicles

# Battery Electric Vehicle New Vehicle Registrations



There are now nearly 800k pure BEVs on UK roads

# Current Values – Percentage Movements By Fuel Type 2023 YTD



3 years 60k miles

# Notable Downward EV Movers in last 6-months at 1-year, 10k miles

Generation	From	To	Average £ Movement	Average % Movement
SEAT MII (19-22) Electric	17,850	10,700	-7,150	-40.1
PEUGEOT 208 (19-) Electric	24,032	15,907	-8,125	-33.8
VAUXHALL CORSA (19-) ELECTRIC	22,063	14,618	-7,445	-33.7
HYUNDAI KONA (18-) Electric	28,600	19,035	-9,565	-33.4
NISSAN LEAF (17-)	22,643	15,154	-7,489	-33.2
RENAULT ZOE (19-) ELECTRIC	18,806	12,650	-6,156	-32.7
FIAT 500 (20-) Electric	21,771	14,729	-7,043	-32.4
MAZDA MX-30 (20-) Electric	22,338	15,163	-7,175	-32.1
VAUXHALL MOKKA (20-) Electric	26,235	17,845	-8,390	-32.0
CITROEN C4 (20-) Electric	24,421	16,746	-7,675	-31.4
PEUGEOT 2008 (19-) Electric	26,593	18,254	-8,339	-31.4
DS DS3 CROSSBACK / DS3 (19-) Electric	24,450	16,794	-7,656	-31.3
KIA E-NIRO (18-23) Electric	30,213	20,963	-9,250	-30.7
HYUNDAI IONIQ (19-) ELECTRIC	22,300	15,475	-6,825	-30.6
VOLKSWAGEN ID.3 (20-) Electric	32,245	22,381	-9,864	-30.6
VOLKSWAGEN UP (13-22) ELECTRIC	20,100	14,050	-6,050	-30.1
BMW I3 (13-22)	27,433	19,533	-7,900	-28.9
MG MOTOR UK MG 5 (20-) Electric	21,963	16,013	-5,950	-27.1
MG MOTOR UK ZS (19-) Electric	25,325	18,569	-6,756	-26.8
MERCEDES-BENZ EQA (21-) Electric	44,038	32,554	-11,485	-26.1
FORD MUSTANG MACH-E (20-) Electric	48,421	35,746	-12,675	-26.0
VAUXHALL VIVARO LIFE (20-) Electric	32,558	24,217	-8,342	-25.6
HONDA e (20-)	26,483	19,700	-6,783	-25.6
AUDI E-TRON SPORTBACK (19-23) Electric	56,052	42,878	-13,174	-23.5
KIA SOUL (19-) ELECTRIC	30,000	23,000	-7,000	-23.3

# Notable Downward EV Movers in last 6-months at 3-year, 30k miles

Generation	From	To	Average £ Movement	Average % Movement
RENAULT ZOE (13-20) ELECTRIC	14,708	8,738	-5,971	-40.6
SEAT MII (19-22) Electric	14,500	8,700	-5,800	-40.0
KIA SOUL (14-19) ELECTRIC	18,100	11,450	-6,650	-36.7
VAUXHALL CORSA (19-) ELECTRIC	17,300	11,463	-5,838	-33.7
PEUGEOT 208 (19-) Electric	18,615	12,340	-6,275	-33.7
HYUNDAI KONA (18-) Electric	22,238	14,794	-7,444	-33.5
NISSAN LEAF (17-)	18,725	12,538	-6,188	-33.2
HYUNDAI IONIQ (16-20) ELECTRIC	18,425	12,325	-6,100	-33.1
RENAULT ZOE (19-) ELECTRIC	14,857	9,993	-4,864	-32.7
VOLKSWAGEN GOLF (14-20) ELECTRIC	19,350	13,050	-6,300	-32.6
VAUXHALL MOKKA (20-) Electric	21,650	14,713	-6,938	-32.0
PEUGEOT 2008 (19-) Electric	20,900	14,360	-6,540	-31.3
DS DS3 CROSSBACK / DS3 (19-) Electric	20,100	13,813	-6,288	-31.3
HYUNDAI IONIQ (19-23) ELECTRIC	17,725	12,300	-5,425	-30.6
VOLKSWAGEN ID.3 (20-) Electric	28,000	19,450	-8,550	-30.5
KIA E-NIRO (18-23) Electric	25,260	17,640	-7,620	-30.2
MG MOTOR UK ZS (19-) Electric	17,950	12,675	-5,275	-29.4
BMW I3 (13-22)	21,325	15,300	-6,025	-28.4
VOLKSWAGEN UP (13-22) ELECTRIC	15,400	11,050	-4,350	-28.3
TESLA MODEL S (13-19)	49,900	35,892	-14,008	-28.1
MG MOTOR UK MG 5 (20-) Electric	17,925	13,050	-4,875	-27.2
VAUXHALL VIVARO LIFE (20-) Electric	26,688	19,850	-6,838	-25.6
HONDA e (20-)	20,925	15,575	-5,350	-25.6
TESLA MODEL X (16-19)	62,144	46,667	-15,478	-24.9
KIA SOUL (19-) ELECTRIC	25,100	18,850	-6,250	-24.9

# EV vs ICE – Comparable Models – 12 Months 10K

Model	Jul-23
Audi E-Tron Estate (2019 2022) 300kW 55 Quattro 95kWh Black Edition 5dr Auto	£43,800
Audi Q7 Estate (2019 ----) 55 TFSI Quattro Black Edition 5dr Tiptronic	£50,500
Delta	-£6,700

Citroen E-C4 Electric Hatchback (2020 ----) 100kW Shine Plus 50kWh 5dr Auto [11kWCh]	£17,500
Citroen C4 Hatchback (2020 ----) 1.2 PureTech [130] Shine Plus 5dr Auto	£18,500
Delta	-£1,000

Ds DS 3 Electric Crossback Hatchback (2019 ----) 100kW E-TENSE Ultra Prestige 50kWh 5dr Auto	£16,900
Ds DS 3 Crossback Hatchback (2019 ----) 1.2 PureTech 130 Ultra Prestige 5dr EAT8	£21,150
Delta	-£4,250

Hyundai Kona Electric Hatchback (2021 ----) 100kW Premium 39kWh 5dr Auto	£16,950
Hyundai Kona Hatchback (2021 ----) 1.6 GDi Hybrid Premium 5dr DCT	£22,450
Delta	-£5,500

Hyundai Ioniq Electric Hatchback (2019 ----) 100kW Premium 38kWh 5dr Auto	£15,100
Hyundai Ioniq Hatchback (2019 ----) 1.6 GDi Hybrid Premium 5dr DCT	£18,950
Delta	-£3,850

MINI Electric Hatchback (2021 ----) 135kW Cooper S Level 2 33kWh 3dr Auto	£20,050
MINI Hatchback (2021 ----) 2.0 Cooper S Sport 3dr Auto [Nav Pack]	£22,650
Delta	-£2,600

Peugeot E-2008 Electric Estate (2019 ----) 100kW GT 50kWh 5dr Auto	£19,450
Peugeot 2008 Estate (2019 ----) 1.2 PureTech 130 GT 5dr EAT8	£23,600
Delta	-£4,150

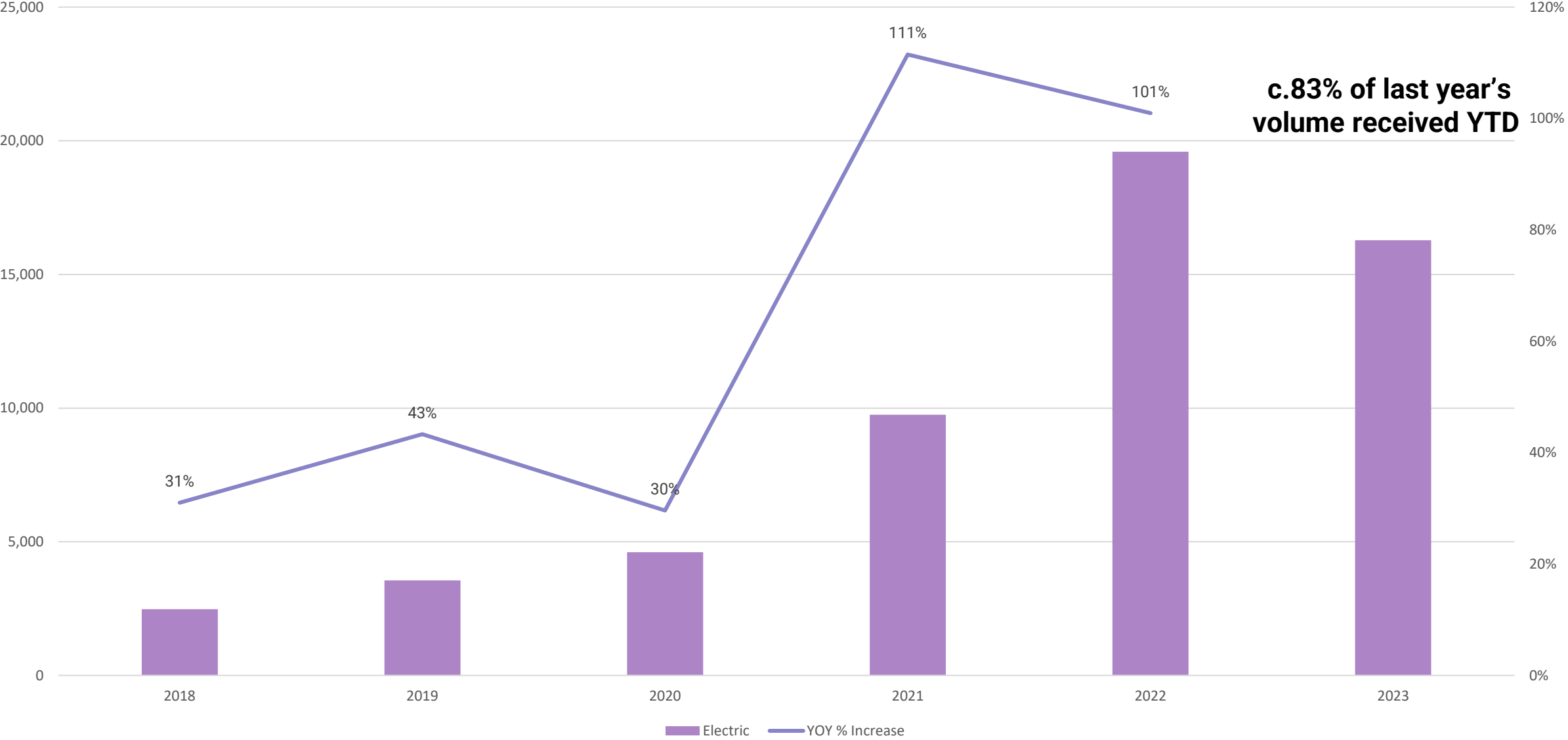
Peugeot E-208 Electric Hatchback (2019 ----) 100kW GT 50kWh 5dr Auto	£17,050
Peugeot 208 Hatchback (2019 ----) 1.2 PureTech 130 GT 5dr EAT8	£18,950
Delta	-£1,900

Renault Zoe Hatchback (2019 ----) 100kW i Iconic R135 50kWh Rapid Charge 5dr Auto	£12,500
Renault Clio Hatchback (2019 ----) 1.6 E-TECH Hybrid 140 Iconic 5dr Auto	£17,350
Delta	-£4,850

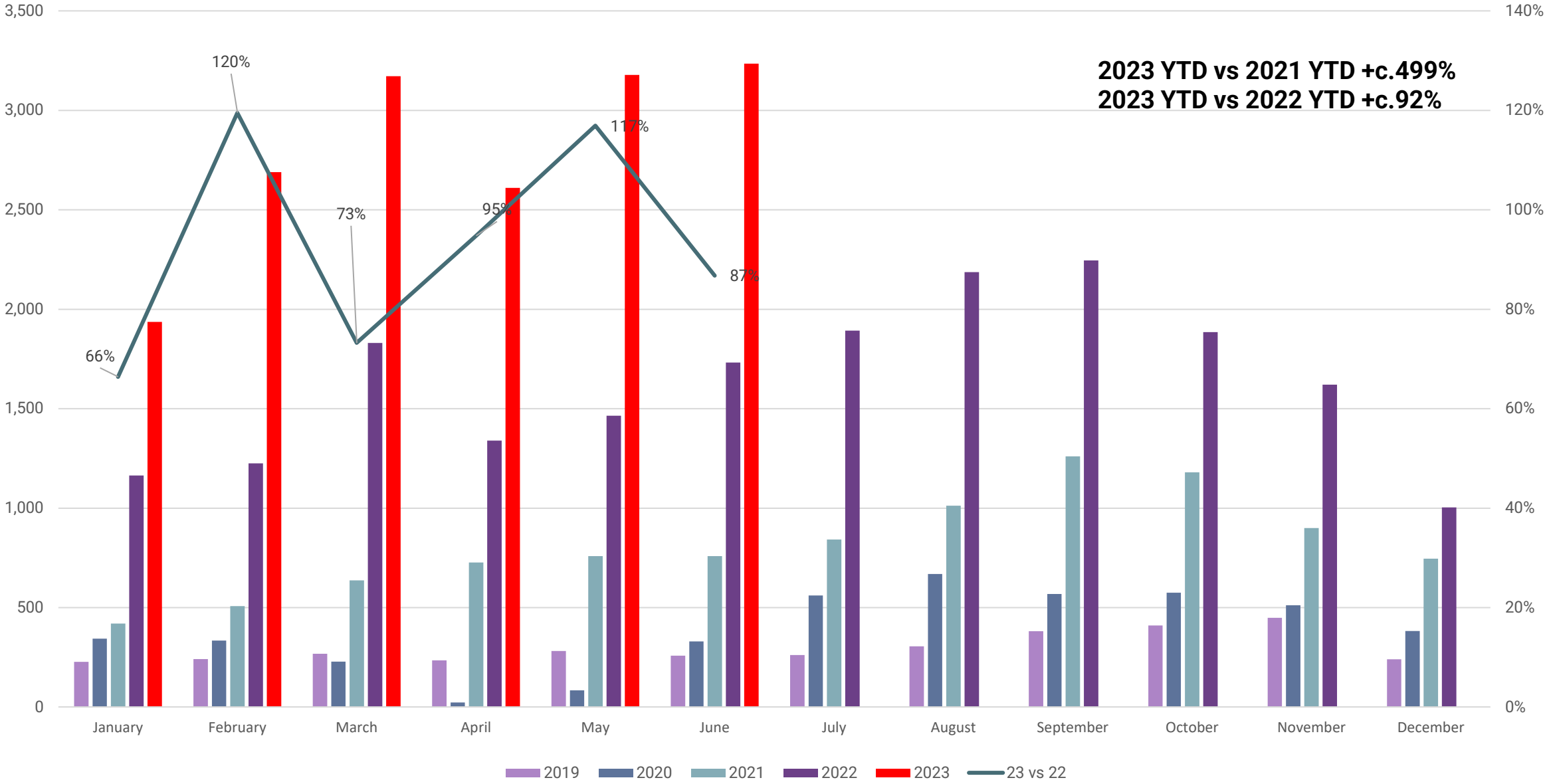
Vauxhall Corsa-E Electric Hatchback (2019 ----) 100kW Elite Premium 50kWh 5dr Auto [11kWCh]	£15,650
Vauxhall Corsa Hatchback (2019 ----) 1.2 Turbo Elite Nav Premium 5dr Auto	£17,300
Delta	-£1,650

Vauxhall Mokka-E Electric Hatchback (2020 ----) 100kW Elite Premium 50kWh 5dr Auto	£17,200
Vauxhall Mokka Hatchback (2020 ----) 1.2 Turbo Elite Premium 5dr Auto	£21,750
Delta	-£4,550

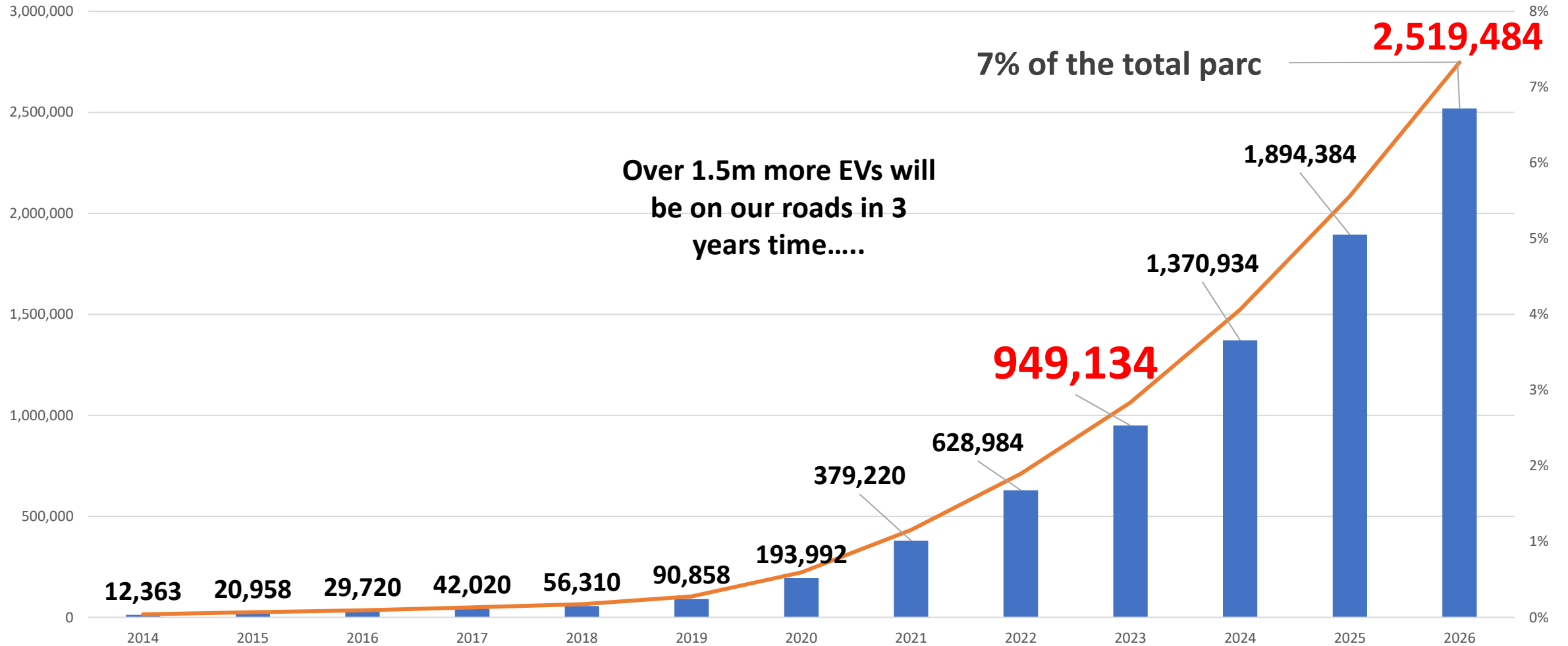
# Battery Electric Vehicle Sold Used Trade Volumes 2018 to 2023 YTD



# Battery Electric Vehicle Disposal Data Volumes 2019 to 2023 YTD



# UK BEV Parc Forecast – Volume and Share



# Thank you