



CHANGING FLEET DISPOSAL STRATEGIES

VRA Member Meeting – March 2024





Mark Davis
Key Account Manager

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AGENDA

1 Overview

2 Fleet Disposal Strategies

3 EV Stats

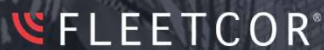
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EPYX OVERVIEW



LEADING THE FUTURE OF FLEET TECHNOLOGY

At epyx, we are proud of our ability to understand what needs to happen to make fleet processes more efficient, refined and simple. The results are human-driven solutions that innovate and elevate standards. Our clients know they will be met with sophisticated technology backed by insightful data, technical knowledge and unrivalled fleet expertise.

In the 1link family of products, epyx has defined the industry standard in driving efficiency through technology across all key areas of fleet activity – with platforms that constantly evolve to meet changing customer needs and commercial demands.

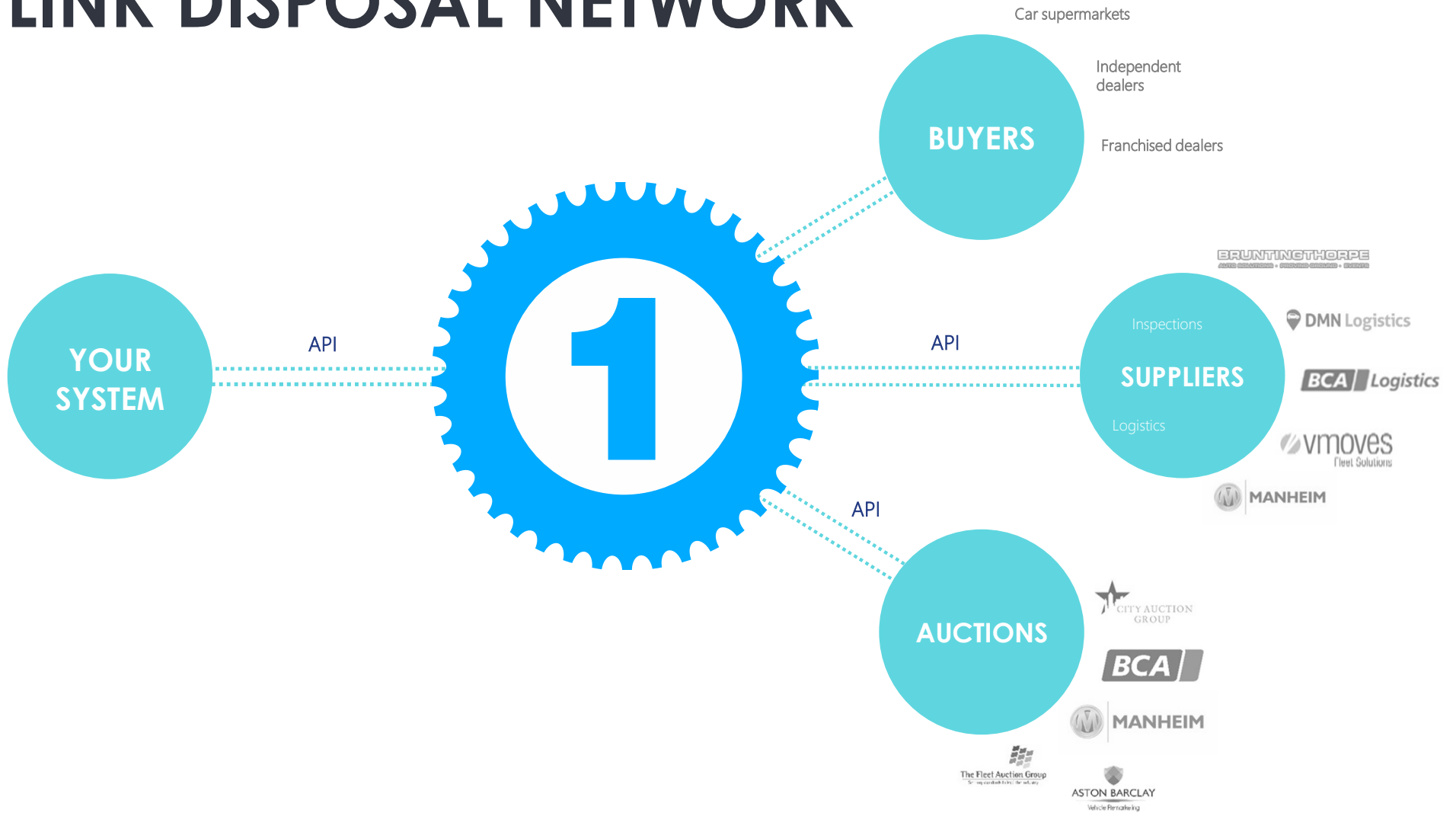


CLIENTS





1LINK DISPOSAL NETWORK



THE PROCESS



AGENDA

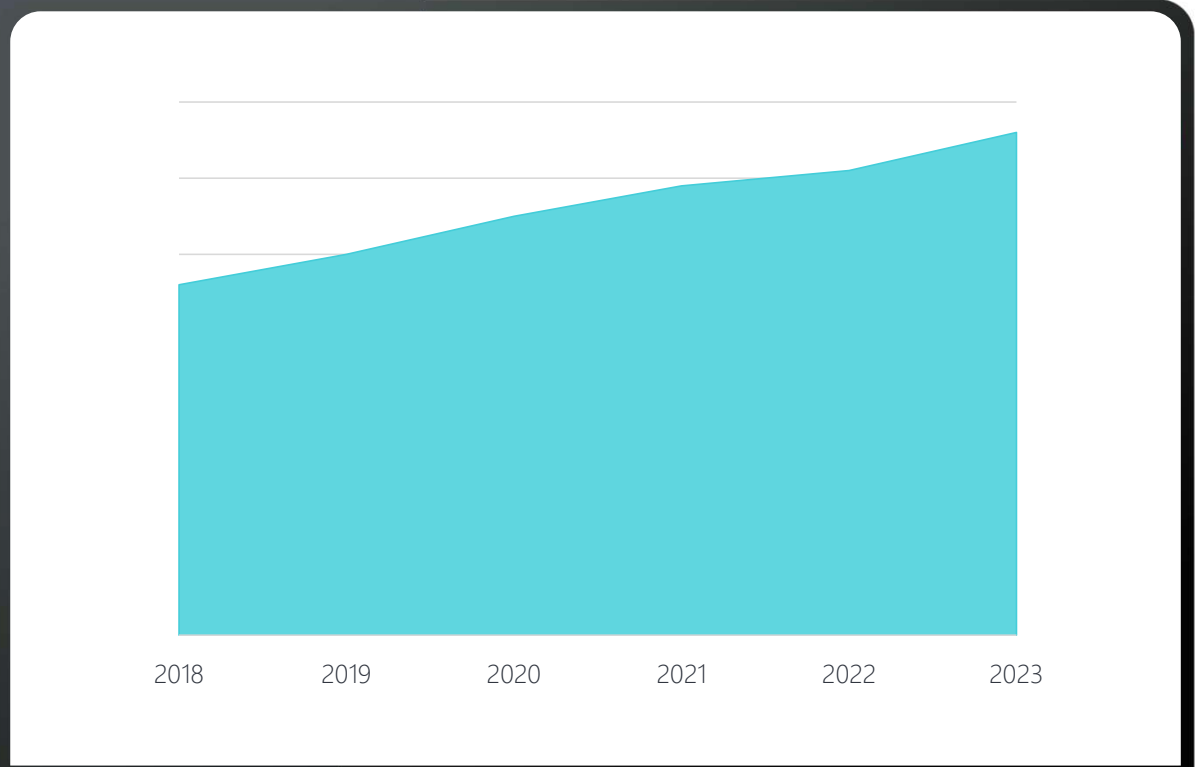
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NUMBER OF SALES CHANNELS

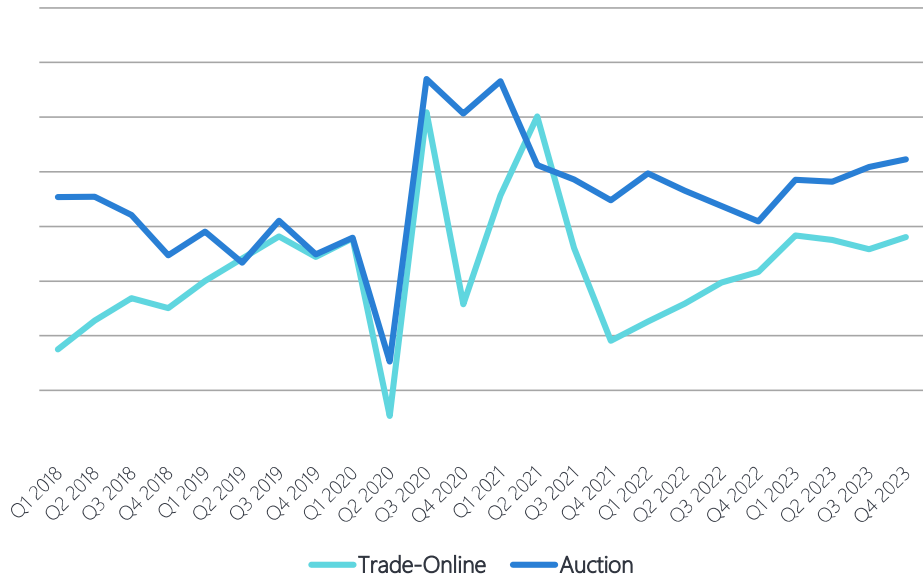
Sales channels in 1link have increased by 43% since 2018



+31%

+111%

Sales by Disposal Channel



CHANGES TO THESE CHANNELS

+111% more vehicles being sent to online channels

ONLINE BUYER BASE

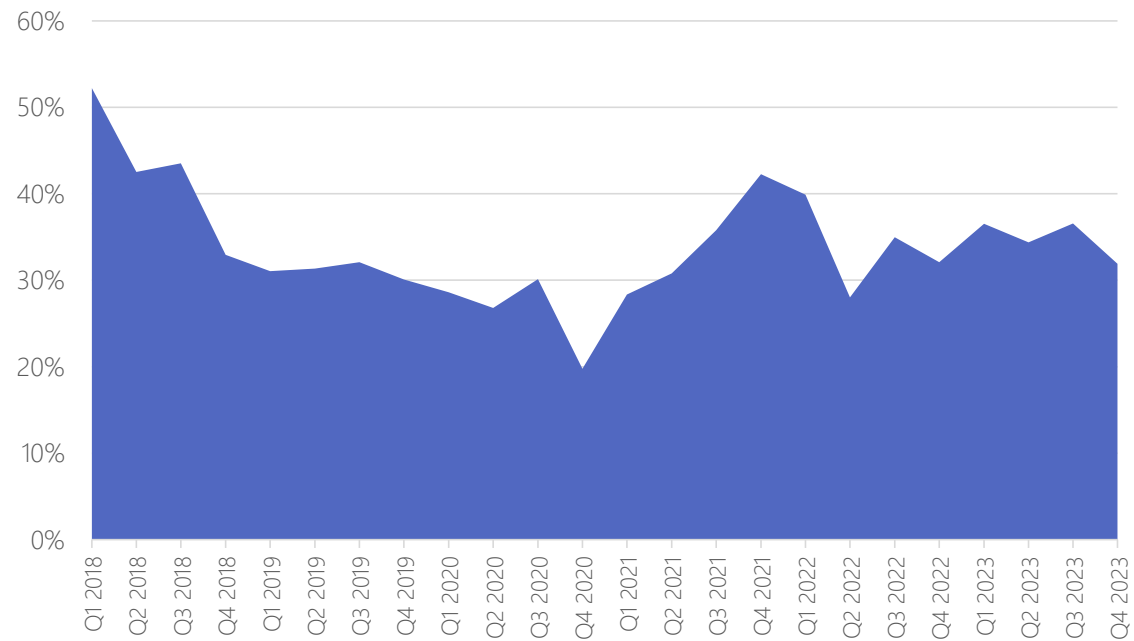
650,000 user interactions over the last 12 months

53 minute average engagement time

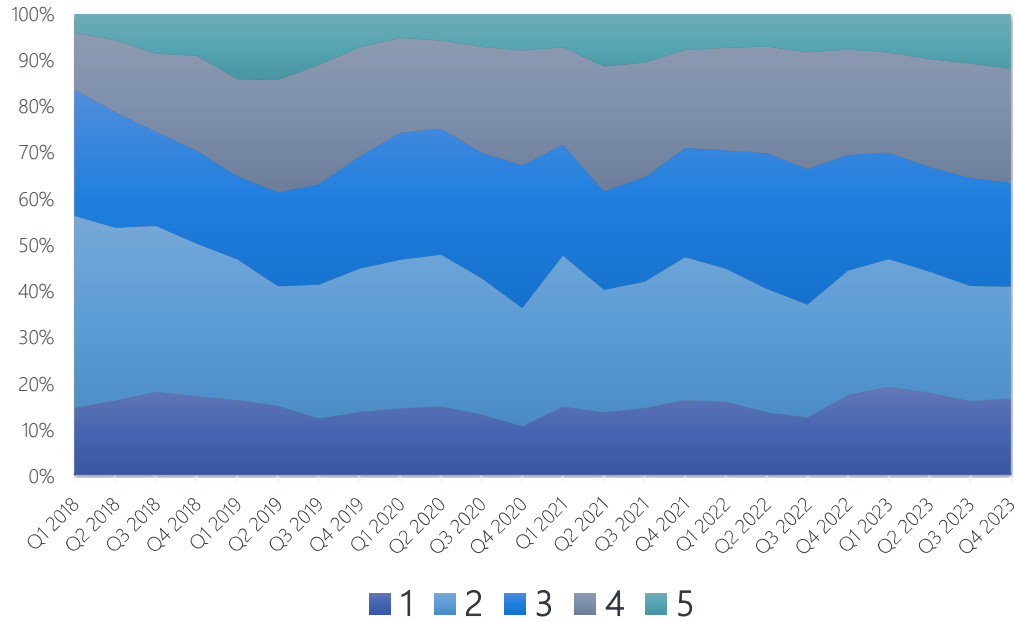


REPATRIATION

- Possibly due to age and profile of stock
- Vendors prioritising margin over repatriation



% Sales by Auction Grade



CHANGES TO VEHICLE CONDITION

Reduction in Grade 1 & 2 vehicles
Plus an increase to Grade 4 vehicles

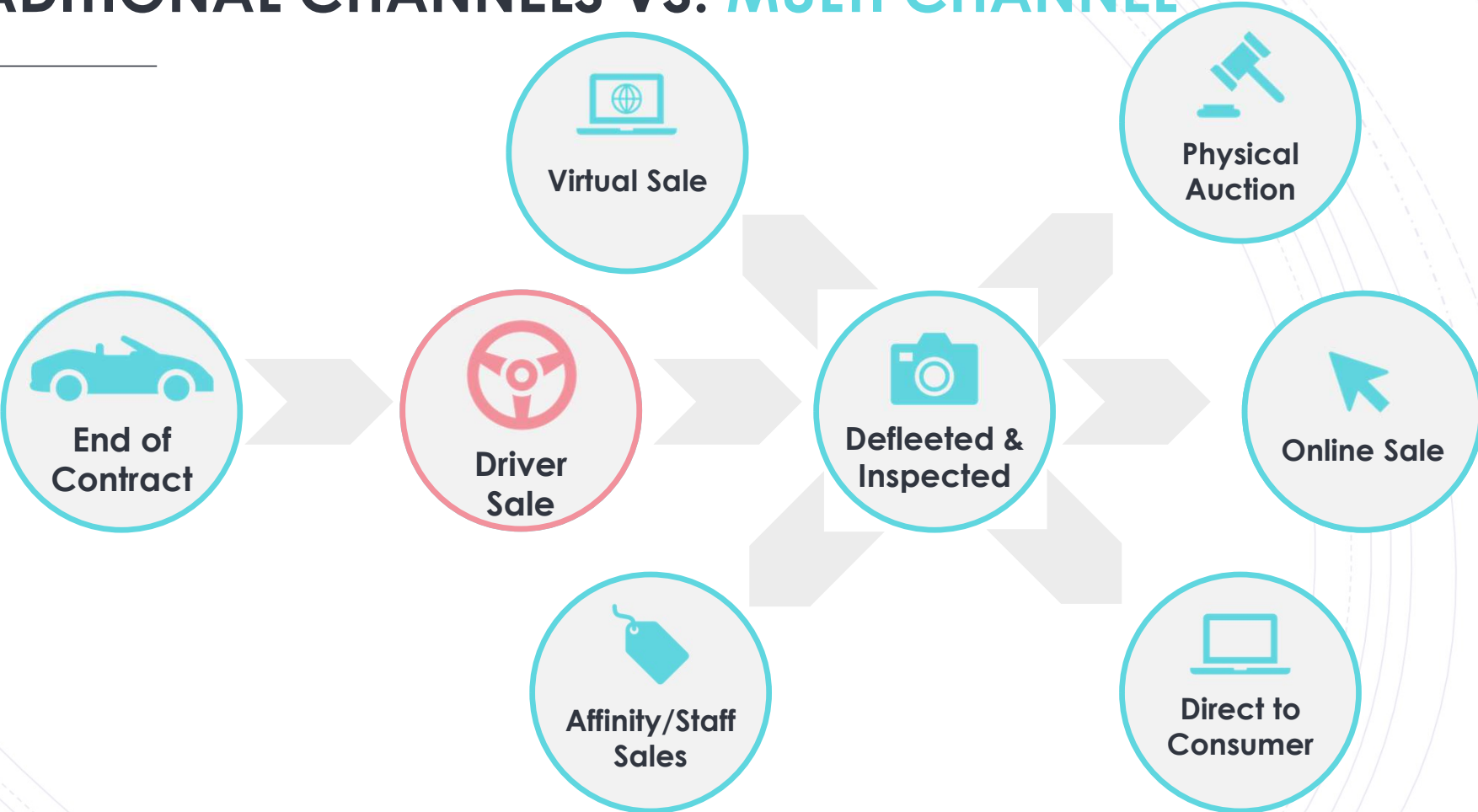
DIRECT TO CONSUMER



TRADITIONAL CHANNELS VS. MULTI CHANNEL



TRADITIONAL CHANNELS VS. MULTI CHANNEL



TRADITIONAL CHANNELS VS. **MULTI CHANNEL**

REMOVED FROM SALE



Multi-Channel Remarketing

- Protecting residual values
- Wider audience
- Spreading risk
- Less reliant on one channel
- Granular level of control
- Flexibility in pricing and remarketing route

WHAT DOES THE FUTURE HOLD?



Online is here
Each channel
will play a key
will continue
part of the
to have a
remarkable
pivotal role
eco system



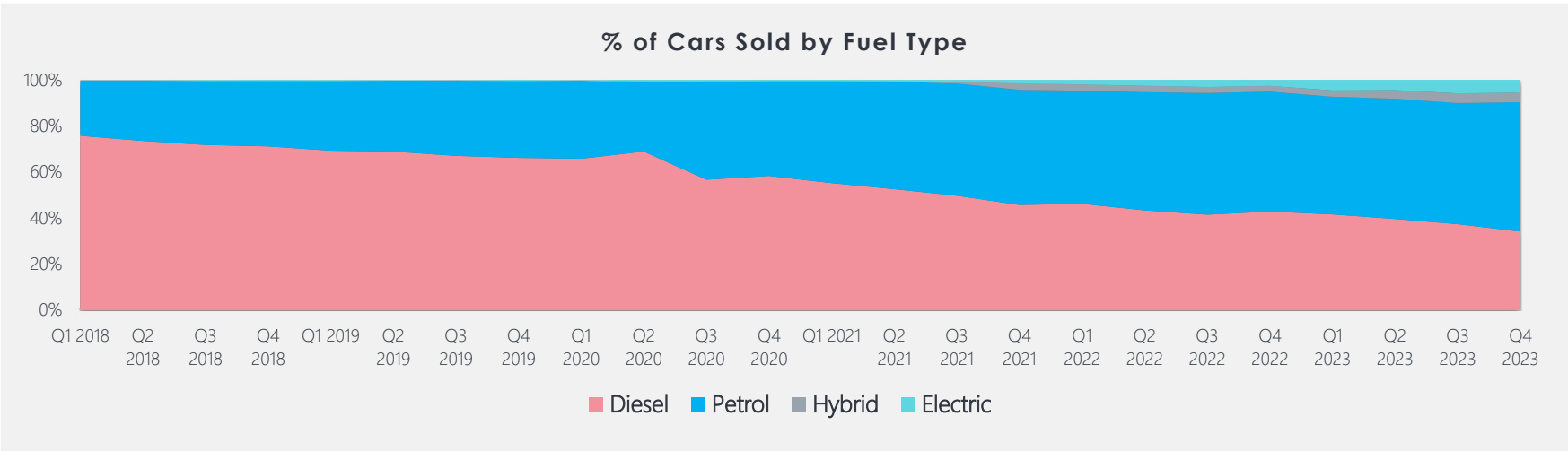
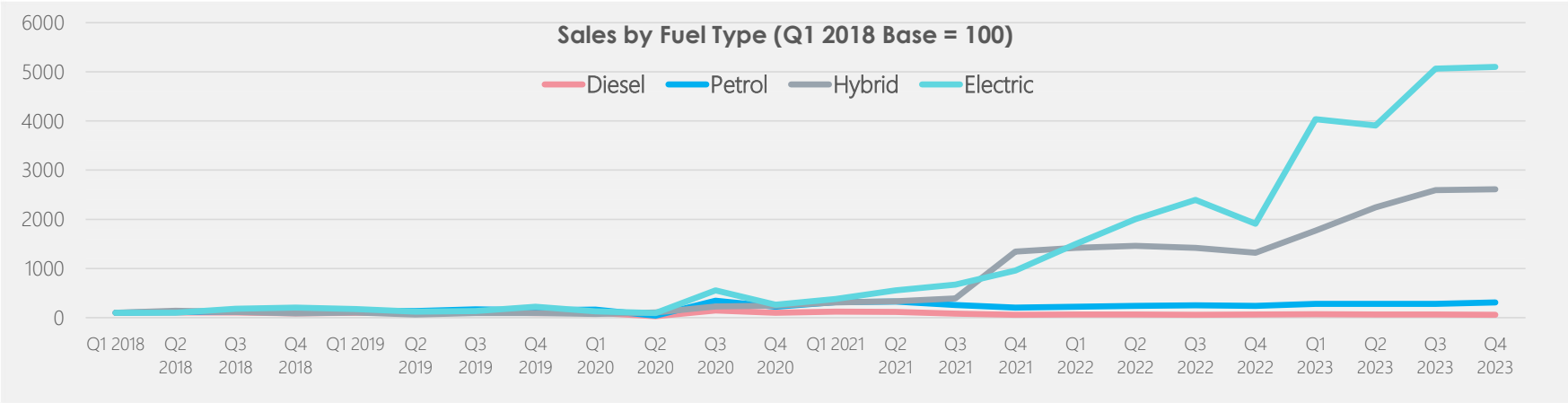
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EV REMARKETING

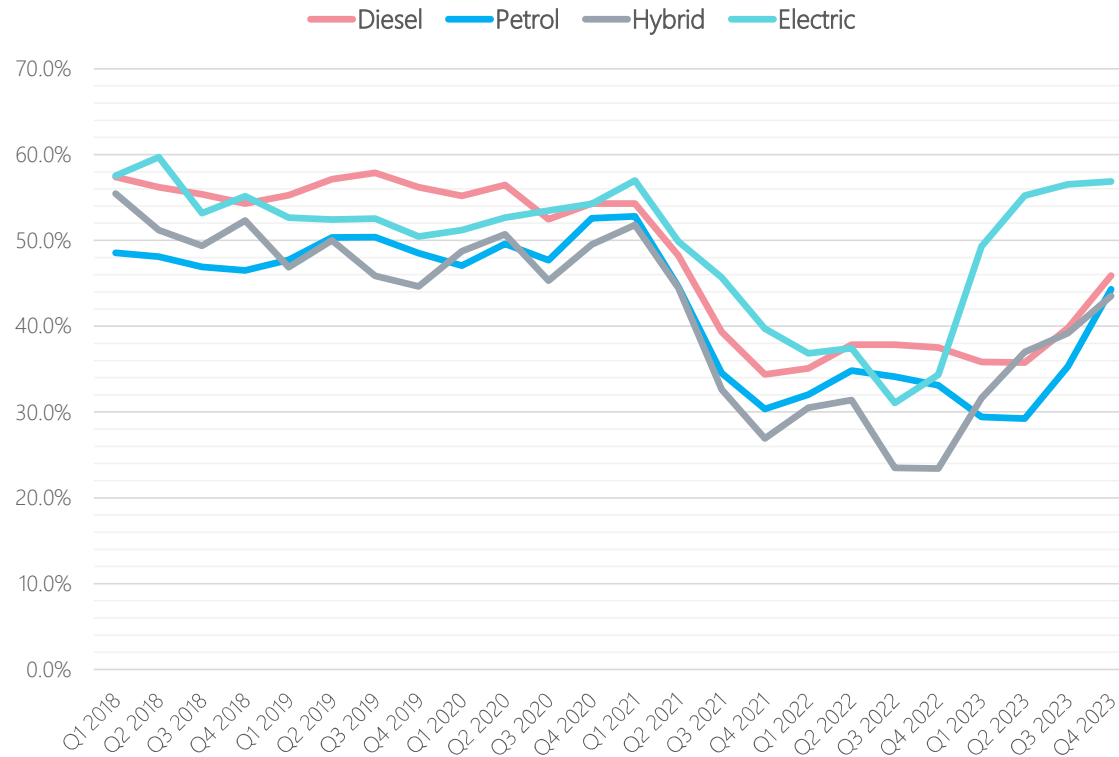


DEPRECIATION

EV's are ahead for depreciation but at levels similar to pre-covid

All other vehicle types are rising though

Depreciation per Fuel Type by Age for 3 Year Old Vehicles



SMR COSTS FOR ICE VEHICLES COMPARED TO EV



DIESEL

PETROL

BEV



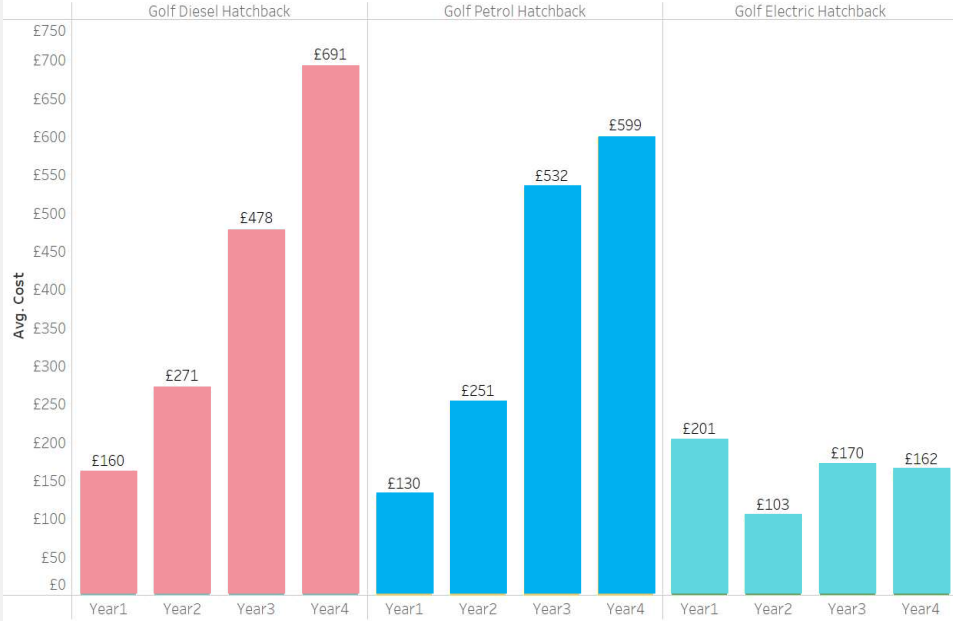
DIESEL

PETROL

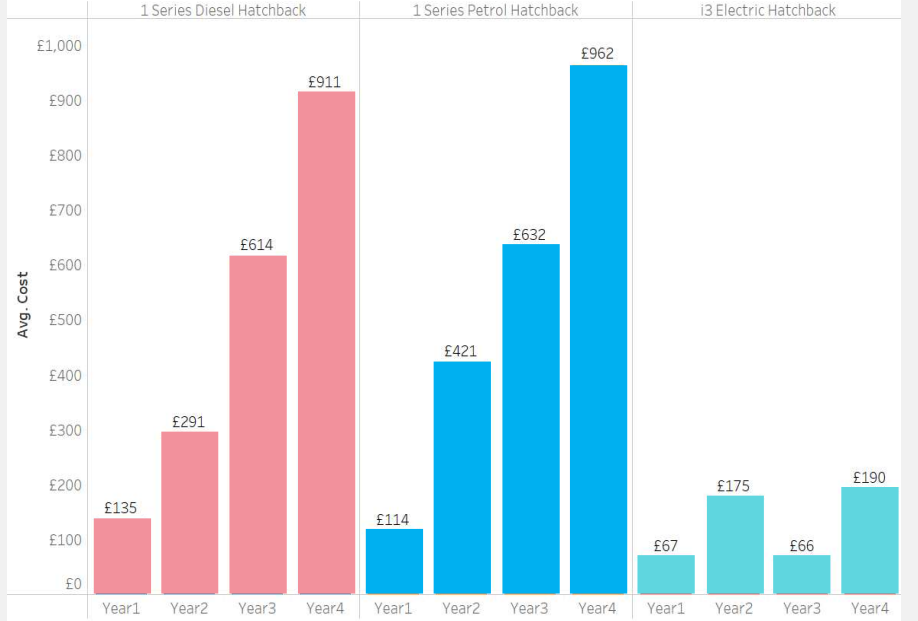
BEV



Comparison Between Equivalent Electric, Petrol and Diesel VW Hatchback



Comparison Between Equivalent Electric, Petrol and Diesel BMW Hatchback





THANK YOU!

