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SOLERA CONFIDENTIAL INFORMATION

Agenda

- Used Car Value Movements in 2024
- 2024 - Data Insights
- 2025 - So Far
- 2025 – What Comes Next?
- LCV Update
- Questions?



A satellite view of Earth at night, showing the illuminated continents of North and South America. The city lights are concentrated in the eastern and southern parts of the continents, creating a glowing pattern against the dark background of the planet and space. The title text is overlaid on the left side of the image.

2024 – Return To Stability

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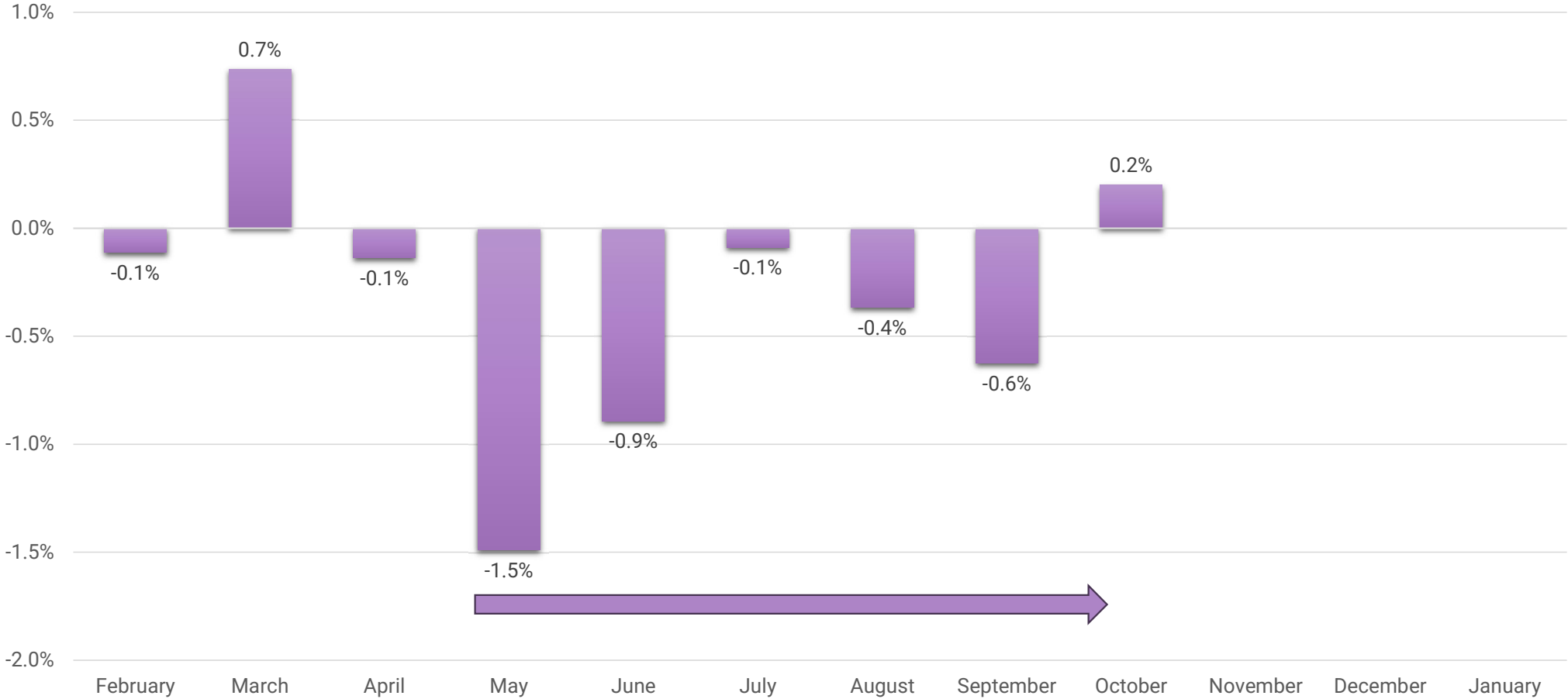
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Current Car Valuation – Percentage Movements By Month, 2024



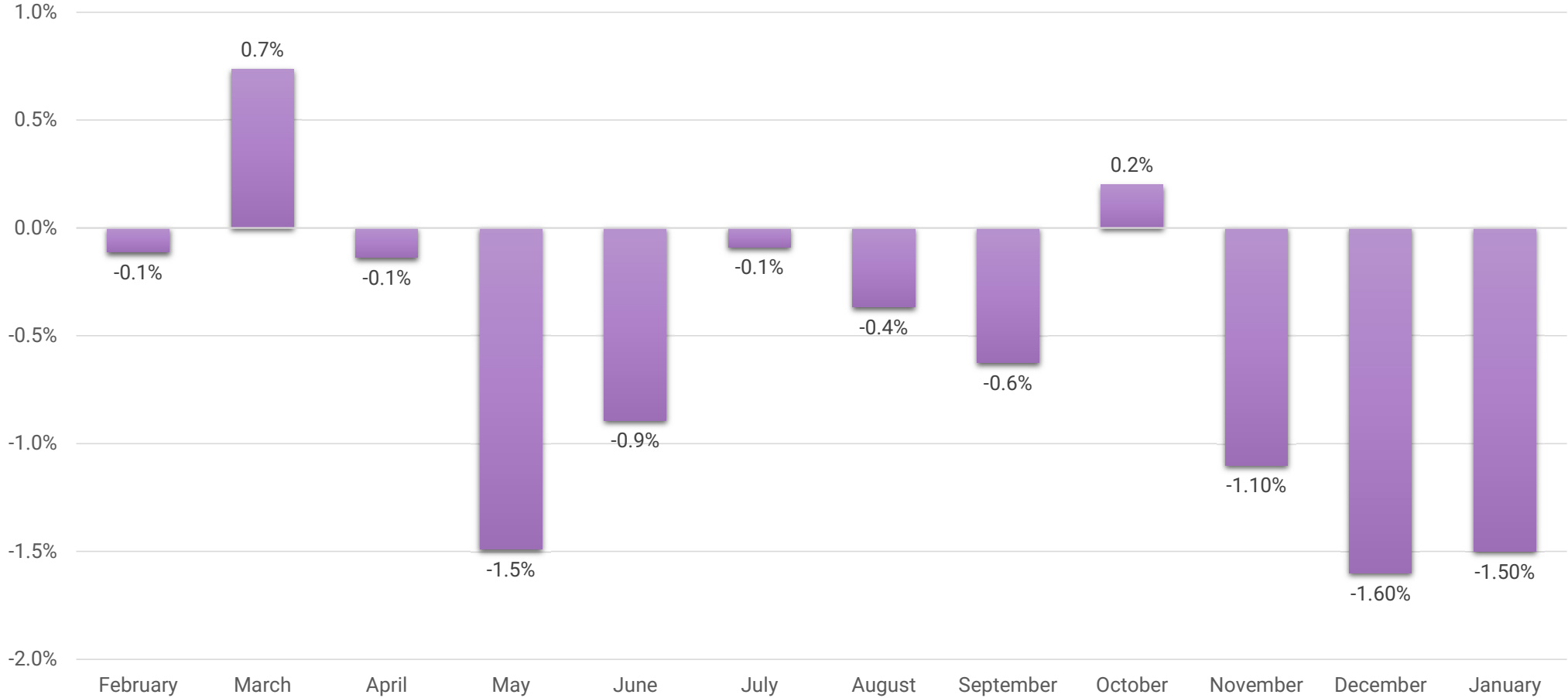
3 years 60k miles, no plate uplifts

Current Car Valuation – Percentage Movements By Month, 2024



3 years 60k miles, no plate uplifts

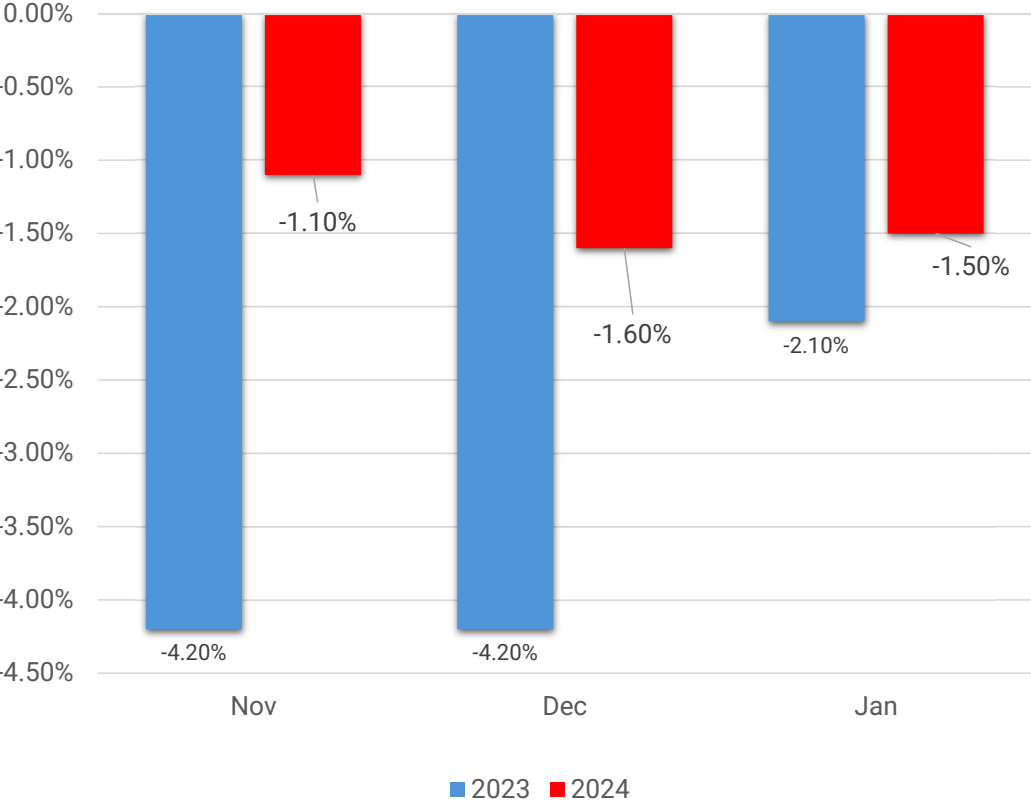
Current Car Valuation – Percentage Movements By Month, 2024



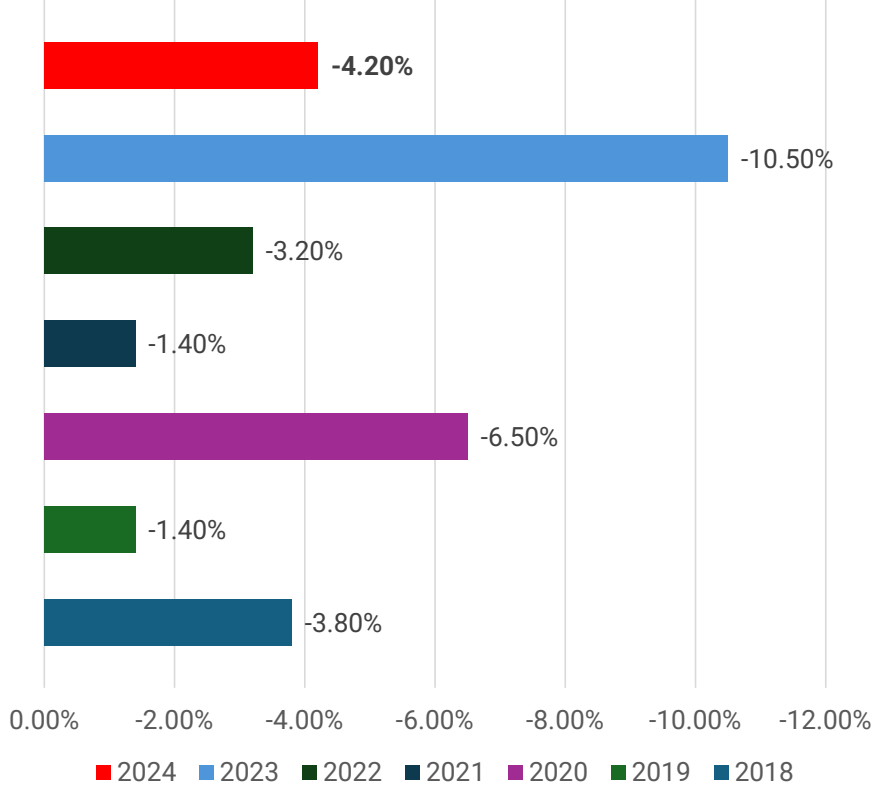
3 years 60k miles, no plate uplifts

Valuations - Percentage Movements Q4, 2018-Present

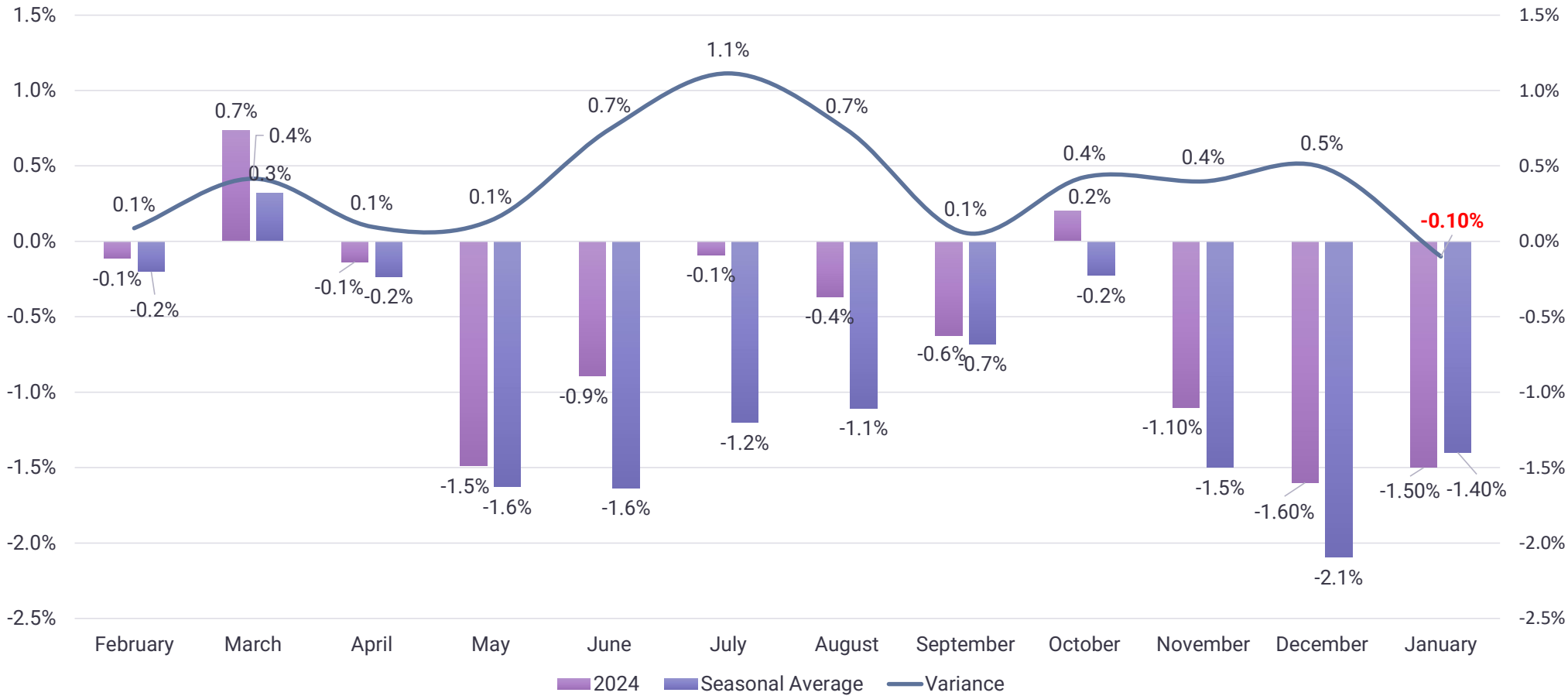
Monthly Movements Last 3 Months



Cumulative Movement Q4



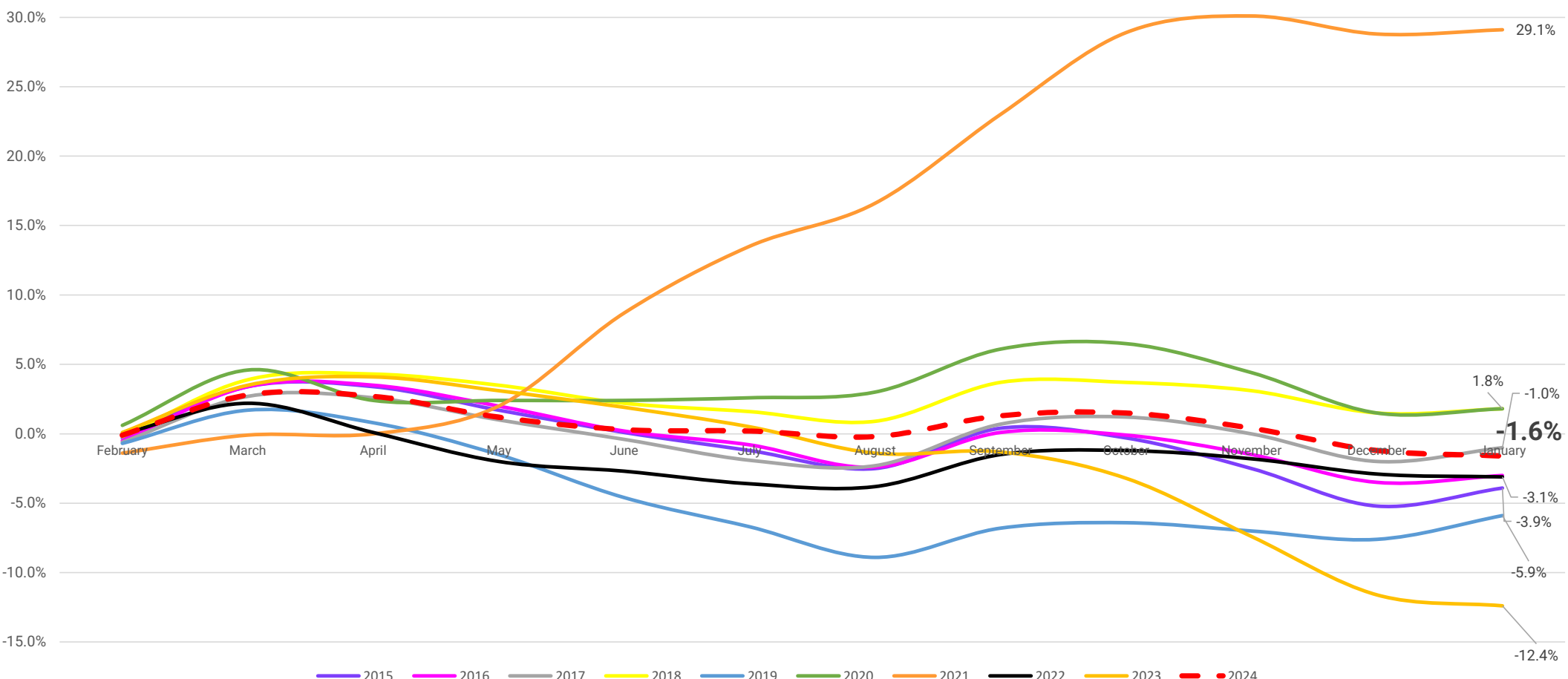
Percentage Movements by Month, 2024 vs. Seasonal Average



Excludes 2020/21

3 years 60k miles,
no plate uplifts

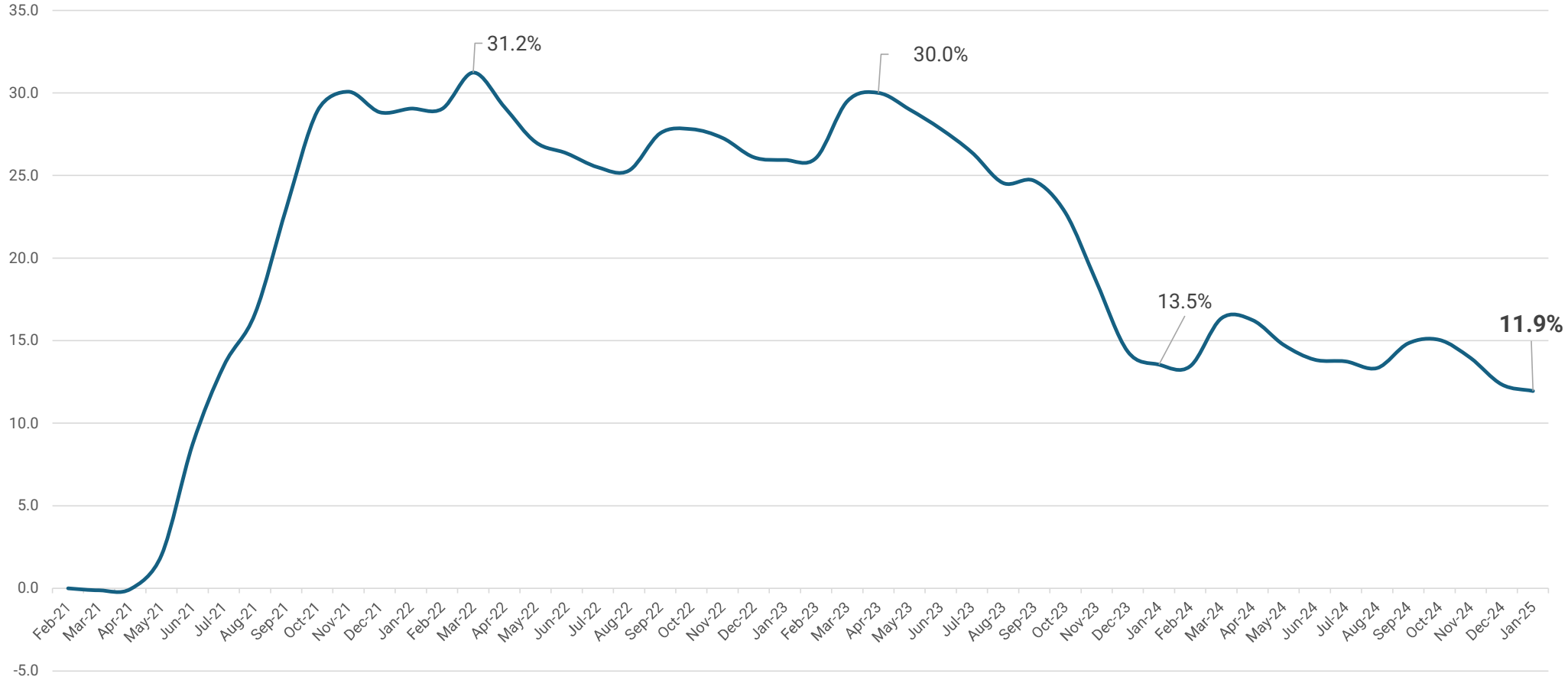
Cumulative Value Movement – Year-on-Year Comparison



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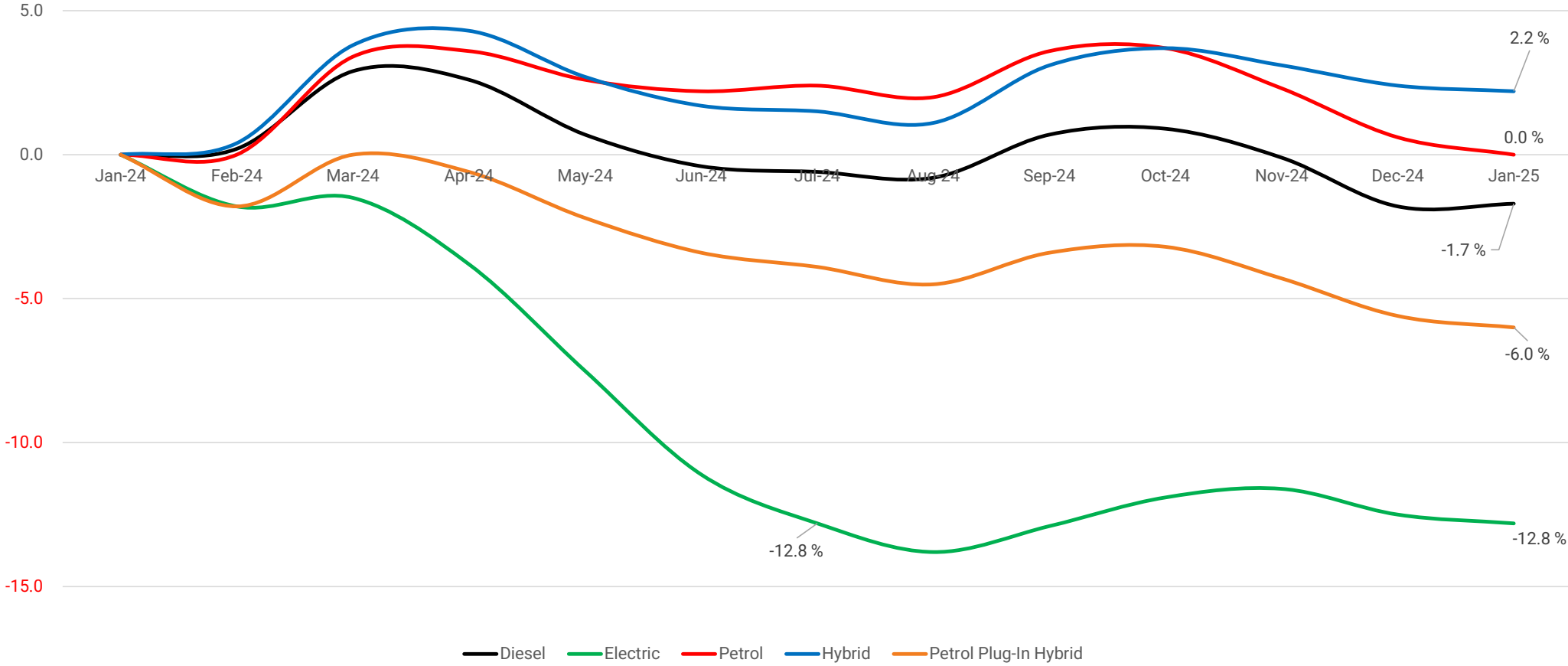
3 years 60k miles – Plate Uplift Included
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Cumulative Current Value % movements - 2021 to 2024

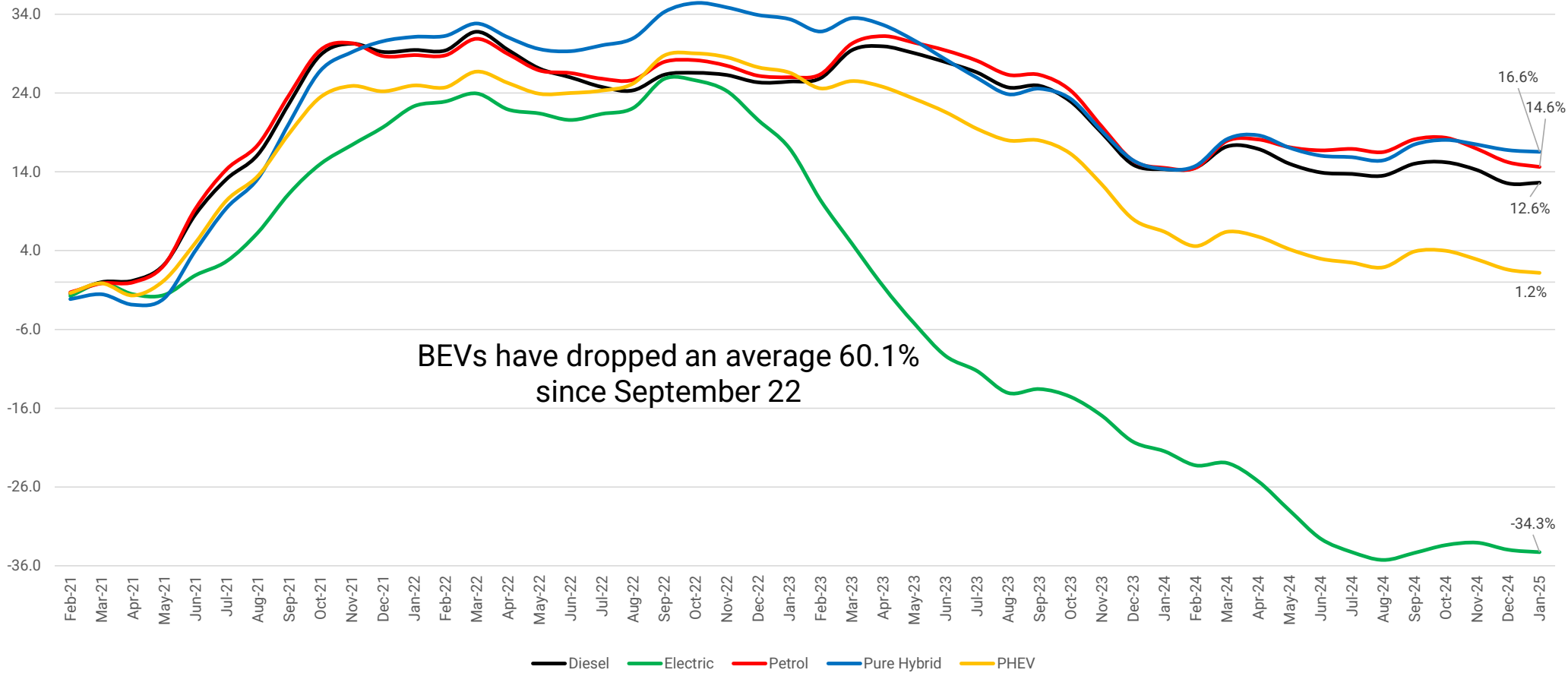


3 years 60k miles – Plate Uplift Included

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



Value Moves by Fuel Type since 2021



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 some faint stars visible.

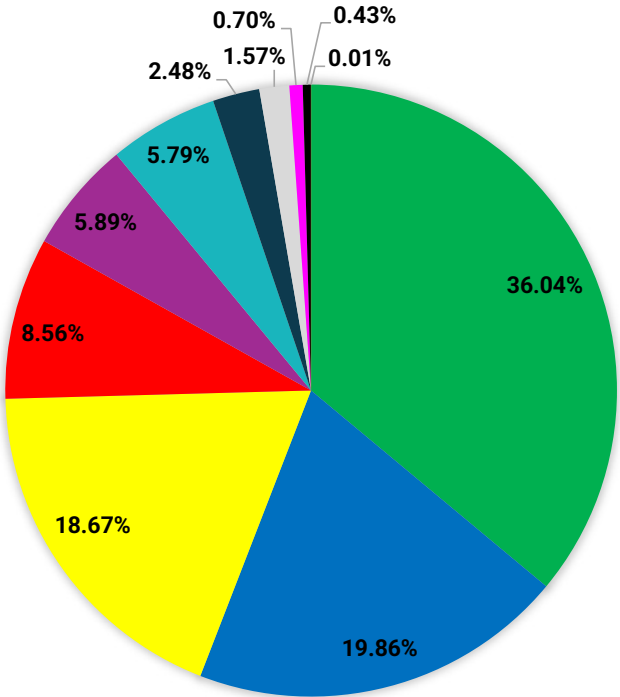
2024 – Data Insights

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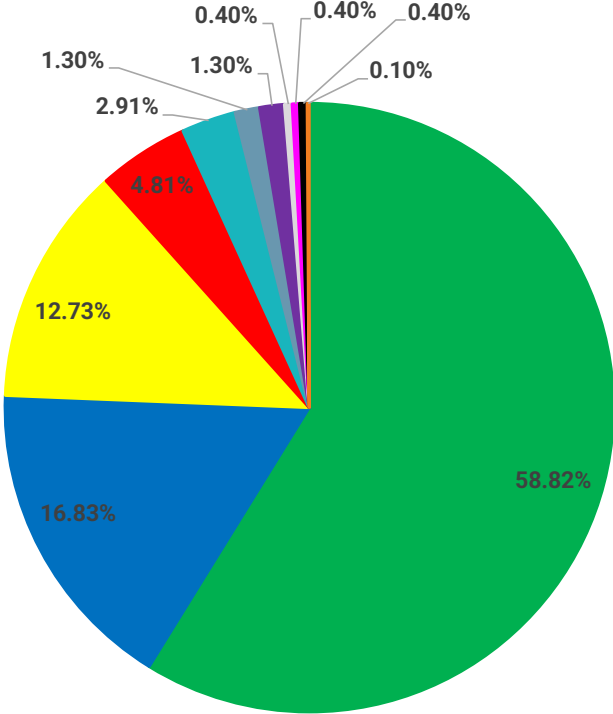
% Share Of Sold Data By Sector 2024

ALL AGES



- SUV
- Lower Medium
- Supermini
- Upper Medium
- MPV
- City Car
- Executive
- Coupe Cab & Convertible
- Sports
- Large & Luxury Exec
- Supercar

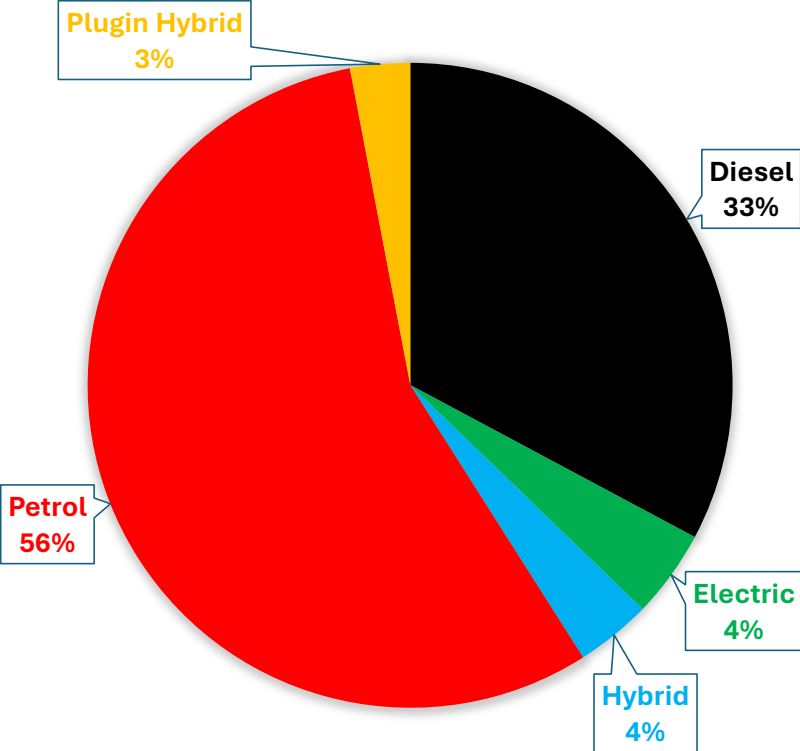
UP TO 3 YEARS OLD



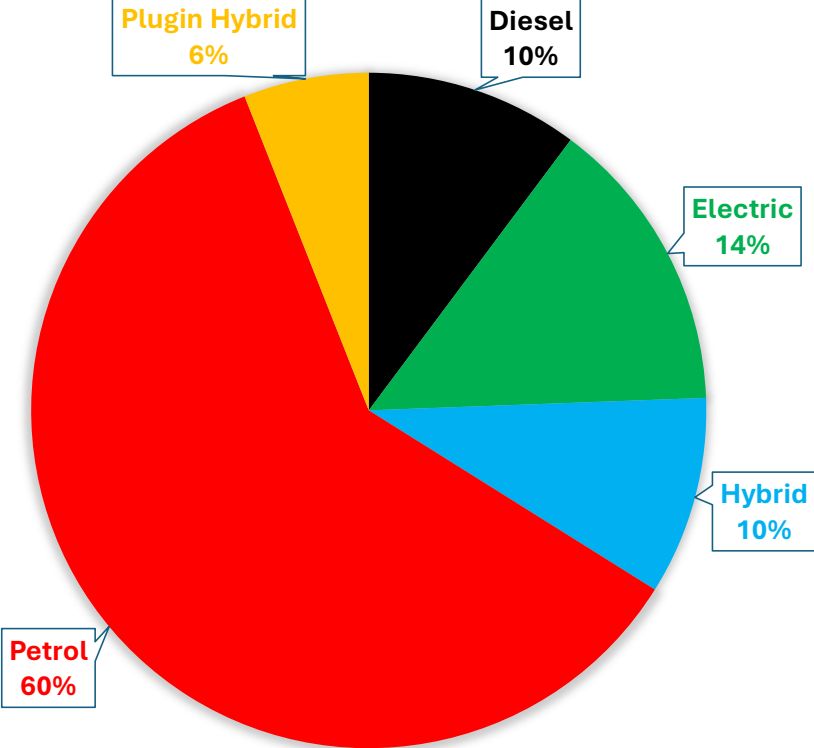
- SUV
- Lower Medium
- Supermini
- Upper Medium
- City Car
- MPV
- Executive
- Coupe Cab & Convertible
- Sports
- Large & Luxury Exec
- Supercar

% Share Of Sold Data By Fuel Type 2024

ALL AGES



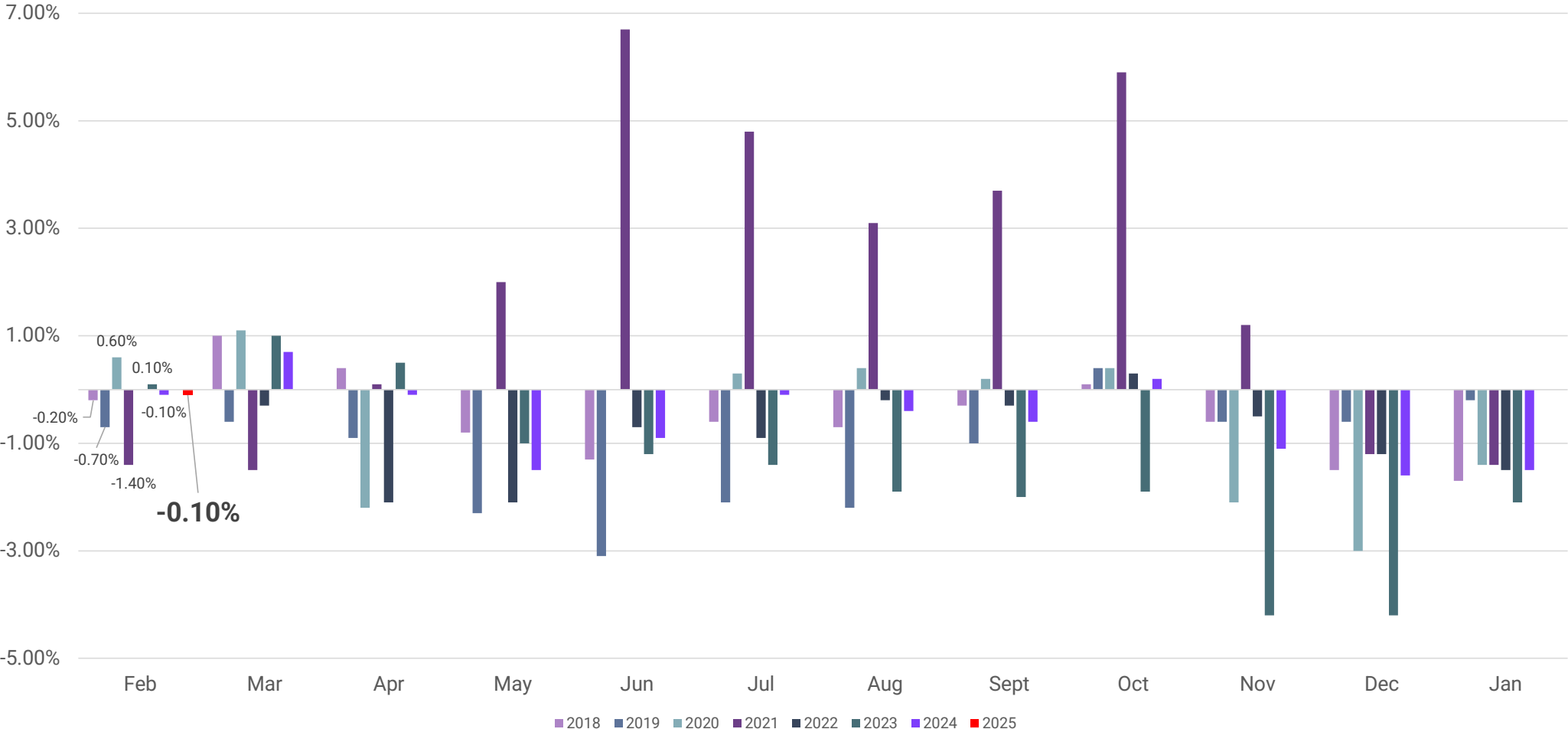
UP TO 3 YEARS OLD





2025 – Steady Start...

Valuations - Percentage movements by month, 2018-Present



Historic Average % Movement from Monthly Product

Live Monthly

Monthly Proc

- February 2025
- January 2025
- December 2024
- November 2024
- October 2024
- September 2024
- August 2024
- July 2024
- June 2024
- May 2024
- April 2024
- March 2024
- February 2024

Manufacturer

All

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
City Car	-0.2	-0.2	-0.2	0.7	1.8
Convertible	-0.2	-0.2	-0.3	0.1	1.0
Coupe Cabriolet	3.0	3.0	4.1	2.3	2.9
Executive	0.2	0.3	0.4	0.9	1.5
Large Executive	-0.8	-0.8	-0.8	-0.5	-0.1
Lower Medium	-0.2	-0.2	0.2	1.2	2.3
Luxury Executive	-2.1	-2.2	-2.5	-1.8	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Sports	0.1	0.1	0.2	0.1	0.4
Supercar	-0.6	-0.6	-1.0	-1.0	-0.3
Supermini	0.0	0.0	-0.3	0.4	0.9
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Upper Medium	-0.8	-0.8	-0.4	0.5	1.8
Total	-0.3	-0.3	-0.1	0.4	1.6

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Small	0.1	0.2	0.2	-0.2	0.3
Medium	-0.2	-0.2	-0.3	0.0	1.7
Large	-0.4	-0.5	-0.2	-0.4	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Small			1.8	1.7	2.3
Medium	-0.7	-0.7	0.2	0.1	1.6
Large	-0.8	-0.8	-0.5	-0.5	0.3
Total	-0.3	-0.3	-0.1	-0.1	1.3

Month From January 2025 Month To February 2025

Manufacturer	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
ABARTH	-0.2	-0.3	0.0	0.0	0.0
AIXAM					0.0
ALFA ROMEO	-0.3	-0.3	-0.1	-0.5	-0.5
ALPINE	0.0	0.0	0.0	0.0	
ASTON MARTIN	-0.7	-0.7	-1.0	-0.7	0.0
AUDI	0.1	0.1	0.1	0.4	1.4
BENTLEY	-1.7	-1.7	-1.9	-1.6	0.0
BMW	-0.3	-0.3	0.1	0.4	1.5
BMW ALPINA	-0.2	-0.2	-0.2	-0.3	
BYD	0.0	0.0			
CADILLAC	0.0				
CHEVROLET	0.0	0.0	0.0		0.2
CHRYSLER					0.0
CITROEN	-1.3	-1.2	-0.9	-0.5	0.3
CORVETTE					0.0
CUPRA	-0.4	-0.5	-0.5		
Total	-0.3	-0.3	-0.1	0.4	1.6

Fuel Type	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
Diesel	0.0	0.0	0.2	0.5	1.9
Electric	-1.0	-1.0	-1.1	-1.4	-0.5
Hybrid	-0.1	-0.1	0.0	0.4	0.9
Petrol	0.0	0.0	-0.1	0.4	1.3
Plugin Hybrid	-0.5	-0.5	-0.6	-0.7	-0.4
Total	-0.3	-0.3	-0.1	0.4	1.6

Historic Average % Movement from Monthly Product

Live Monthly

Monthly Proc

- February 2025
- January 2025
- December 2024
- November 2024
- October 2024
- September 2024
- August 2024
- July 2024
- June 2024
- May 2024
- April 2024
- March 2024
- February 2024

Manufacturer

All

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
City Car	-0.2	-0.2	-0.2	0.7	1.8
Convertible	-0.2	-0.2	-0.3	0.1	1.0
Coupe Cabriolet	3.0	3.0	4.1	2.3	2.9
Executive	0.2	0.3	0.4	0.9	1.5
Large Executive	-0.8	-0.8	-0.8	-0.5	-0.1
Lower Medium	-0.2	-0.2	0.2	1.2	2.3
Luxury Executive	-2.1	-2.2	-2.5	-1.8	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Sports	0.1	0.1	0.2	0.1	0.4
Supercar	-0.6	-0.6	-1.0	-1.0	-0.3
Supermini	0.0	0.0	-0.3	0.4	0.9
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Upper Medium	-0.8	-0.8	-0.4	0.5	1.8
Total	-0.3	-0.3	-0.1	0.4	1.6

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Small	0.1	0.2	0.2	-0.2	0.3
Medium	-0.2	-0.2	-0.3	0.0	1.7
Large	-0.4	-0.5	-0.2	-0.4	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Small			1.8	1.7	2.3
Medium	-0.7	-0.7	0.2	0.1	1.6
Large	-0.8	-0.8	-0.5	-0.5	0.3
Total	-0.3	-0.3	-0.1	-0.1	1.3

Month From January 2025 Month To February 2025

Manufacturer	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
ABARTH	-0.2	-0.3	0.0	0.0	0.0
AIXAM					0.0
ALFA ROMEO	-0.3	-0.3	-0.1	-0.5	-0.5
ALPINE	0.0	0.0	0.0	0.0	
ASTON MARTIN	-0.7	-0.7	-1.0	-0.7	0.0
AUDI	0.1	0.1	0.1	0.4	1.4
BENTLEY	-1.7	-1.7	-1.9	-1.6	0.0
BMW	-0.3	-0.3	0.1	0.4	1.5
BMW ALPINA	-0.2	-0.2	-0.2	-0.3	
BYD	0.0	0.0			
CADILLAC	0.0				
CHEVROLET	0.0	0.0	0.0		0.2
CHRYSLER					0.0
CITROEN	-1.3	-1.2	-0.9	-0.5	0.3
CORVETTE					0.0
CUPRA	-0.4	-0.5	-0.5		
Total	-0.3	-0.3	-0.1	0.4	1.6

Fuel Type	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
Diesel	0.0	0.0	0.2	0.5	1.9
Electric	-1.0	-1.0	-1.1	-1.4	-0.5
Hybrid	-0.1	-0.1	0.0	0.4	0.9
Petrol	0.0	0.0	-0.1	0.4	1.3
Plugin Hybrid	-0.5	-0.5	-0.6	-0.7	-0.4
Total	-0.3	-0.3	-0.1	0.4	1.6

Historic Average % Movement from Monthly Product

Live Monthly

Monthly Proc

- February 2025
- January 2025
- December 2024
- November 2024
- October 2024
- September 2024
- August 2024
- July 2024
- June 2024
- May 2024
- April 2024
- March 2024
- February 2024

Manufacturer

All

Sector	a.<£5k	b.£5-10k	c.£10-15k	d.£15-20k	e.£20-30k	f.£30-50k	g.>£50k
City Car	1.6	0.3	-0.2	-0.2	-0.4		
Convertible	0.6	1.3	-0.1	0.4	0.1	0.0	-0.7
Coupe Cabriolet	1.3	3.6	2.8	1.7	2.4		0.0
Executive	0.7	1.9	1.0	0.7	0.5	0.2	0.0
Large Executive	0.0	-0.4	-1.1	-0.6	-0.7	-0.8	
Lower Medium	2.3	1.7	0.4	-0.2	-0.2	0.7	
Luxury Executive					0.0	-0.5	-2.2
MPV	1.3	1.1	0.3	-0.8	-0.9	-0.6	-0.2
Sports	0.4	1.3	0.6	-0.3	0.1	0.2	0.1
Supercar				-3.0	-0.7	0.0	-0.8
Supermini	1.0	0.4	-0.5	0.0	0.1	0.0	
SUV	1.6	0.5	-0.1	-0.2	-0.3	-0.2	-0.3
Upper Medium	2.6	1.0	0.1	-0.3	-0.7	-0.6	0.0
Total	1.8	1.1	0.1	-0.1	-0.3	-0.2	-0.5

Sector	a.<£5k	b.£5-10k	c.£10-15k	d.£15-20k	e.£20-30k	f.£30-50k	g.>£50k
SUV	1.6	0.5	-0.1	-0.2	-0.3	-0.2	-0.3
Small	1.1	0.3	0.0	0.1	0.0	-1.5	
Medium	1.8	0.8	-0.2	-0.2	-0.3	-0.1	-0.1
Large	-2.1	0.0	-0.2	-0.9	-0.5	-0.3	-0.3
MPV	1.3	1.1	0.3	-0.8	-0.9	-0.6	-0.2
Small	2.2	1.9					
Medium	1.3	1.2	0.6	-0.6	-0.6	-1.8	
Large	0.6	0.4	-0.3	-1.1	-1.2	-0.5	-0.2
Total	1.5	0.7	-0.1	-0.2	-0.4	-0.3	-0.3

Month From January 2025 Month To February 2025

Manufacturer	a.<£5k	b.£5-10k	c.£10-15k	d.£15-20k	e.£20-30k	f.£30-50k	g.>£50k
ABARTH	0.0	0.0	0.0	0.0	-0.7		
AIXAM	0.0						
ALFA ROMEO	-0.6	-0.7	-0.3	-0.3	-0.2	-0.2	0.0
ALPINE					0.0	0.0	0.0
ASTON MARTIN					0.0	-0.2	-0.8
AUDI	1.1	1.6	0.8	0.3	0.2	0.0	-0.5
BENTLEY					0.0	-0.1	-1.8
BMW	2.0	1.4	0.6	0.1	-0.2	-0.3	-0.1
BMW ALPINA					0.0	0.0	-0.4
BYD				0.0	0.0	0.0	
CADILLAC							0.0
CHEVROLET	0.2		0.0				0.0
CHRYSLER	0.0	0.0					
CITROEN	0.2	-0.8	-0.8	-1.2	-1.4	-0.5	
CORVETTE				0.0	0.0		
CUPRA			-0.7	-0.6	-0.5	-0.3	
Total	1.8	1.1	0.1	-0.1	-0.3	-0.2	-0.5
Fuel Type	a.<£5k	b.£5-10k	c.£10-15k	d.£15-20k	e.£20-30k	f.£30-50k	g.>£50k
Diesel	2.1	1.5	0.3	0.0	-0.2	0.0	0.5
Electric	-0.7	-0.7	-1.1	-1.4	-1.0	-0.8	-1.3
Hybrid	-0.1	1.1	0.4	-0.1	-0.2	0.2	0.0
Petrol	1.5	0.8	0.0	0.0	0.0	0.1	-0.5
Plugin Hybrid	-0.4	-0.6	-0.6	-0.5	-0.6	-0.4	-0.7
Total	1.8	1.1	0.1	-0.1	-0.3	-0.2	-0.5

Historic Average % Movement from Monthly Product

Live Monthly

Monthly Proc

- February 2025
- January 2025
- December 2024
- November 2024
- October 2024
- September 2024
- August 2024
- July 2024
- June 2024
- May 2024
- April 2024
- March 2024
- February 2024

Manufacturer

All

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
City Car	-0.2	-0.2	-0.2	0.7	1.8
Convertible	-0.2	-0.2	-0.3	0.1	1.0
Coupe Cabriolet	3.0	3.0	4.1	2.3	2.9
Executive	0.2	0.3	0.4	0.9	1.5
Large Executive	-0.8	-0.8	-0.8	-0.5	-0.1
Lower Medium	-0.2	-0.2	0.2	1.2	2.3
Luxury Executive	-2.1	-2.2	-2.5	-1.8	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Sports	0.1	0.1	0.2	0.1	0.4
Supercar	-0.6	-0.6	-1.0	-1.0	-0.3
Supermini	0.0	0.0	-0.3	0.4	0.9
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Upper Medium	-0.8	-0.8	-0.4	0.5	1.8
Total	-0.3	-0.3	-0.1	0.4	1.6

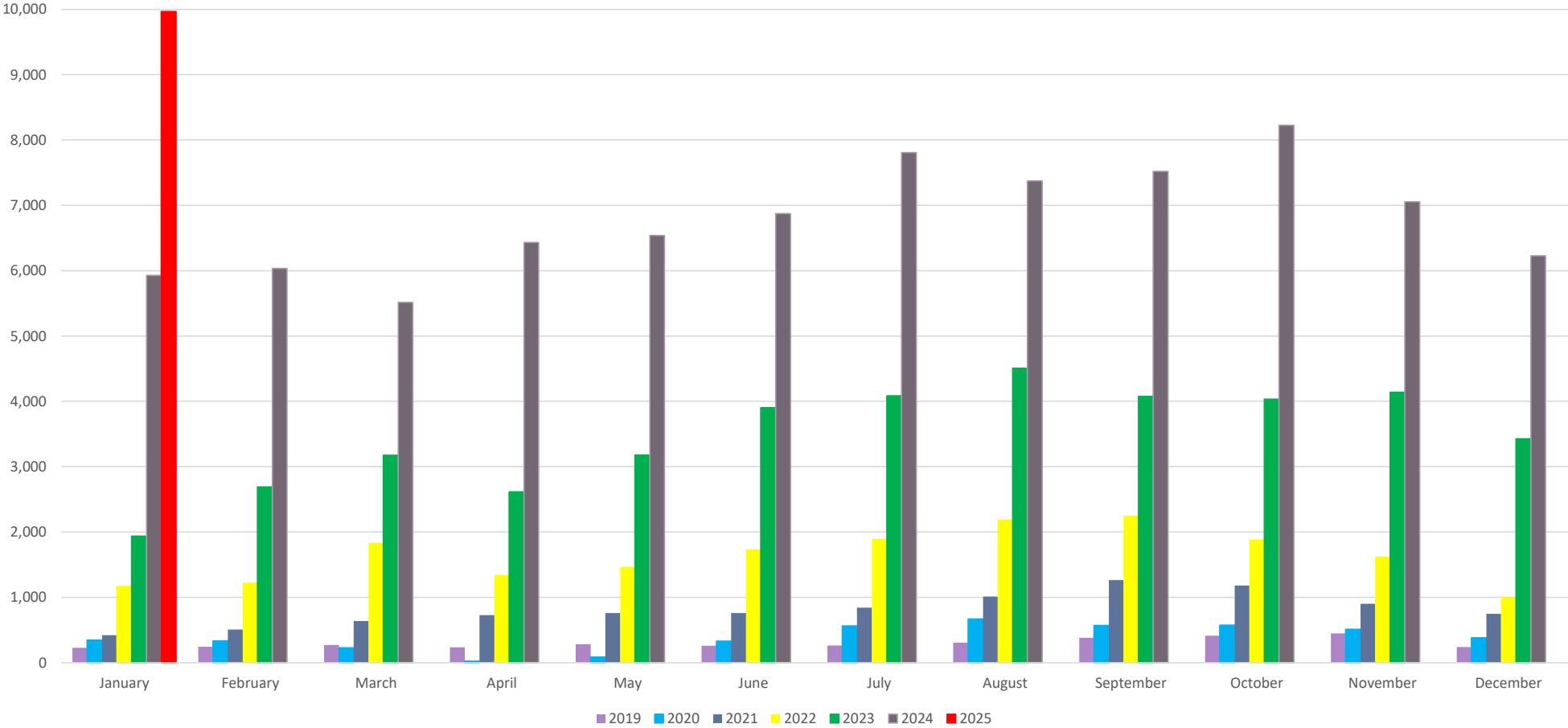
Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
SUV	-0.2	-0.2	-0.2	-0.1	1.1
Small	0.1	0.2	0.2	-0.2	0.3
Medium	-0.2	-0.2	-0.3	0.0	1.7
Large	-0.4	-0.5	-0.2	-0.4	-0.1
MPV	-0.8	-0.8	0.0	-0.1	1.5
Small			1.8	1.7	2.3
Medium	-0.7	-0.7	0.2	0.1	1.6
Large	-0.8	-0.8	-0.5	-0.5	0.3
Total	-0.3	-0.3	-0.1	-0.1	1.3

Month From January 2025 Month To February 2025

Manufacturer	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
ABARTH	-0.2	-0.3	0.0	0.0	0.0
AIXAM					0.0
ALFA ROMEO	-0.3	-0.3	-0.1	-0.5	-0.5
ALPINE	0.0	0.0	0.0	0.0	
ASTON MARTIN	-0.7	-0.7	-1.0	-0.7	0.0
AUDI	0.1	0.1	0.1	0.4	1.4
BENTLEY	-1.7	-1.7	-1.9	-1.6	0.0
BMW	-0.3	-0.3	0.1	0.4	1.5
BMW ALPINA	-0.2	-0.2	-0.2	-0.3	
BYD	0.0	0.0			
CADILLAC	0.0				
CHEVROLET	0.0	0.0	0.0		0.2
CHRYSLER					0.0
CITROEN	-1.3	-1.2	-0.9	-0.5	0.3
CORVETTE					0.0
CUPRA	-0.4	-0.5	-0.5		
Total	-0.3	-0.3	-0.1	0.4	1.6

Fuel Type	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
Diesel	0.0	0.0	0.2	0.5	1.9
Electric	-1.0	-1.0	-1.1	-1.4	-0.5
Hybrid	-0.1	-0.1	0.0	0.4	0.9
Petrol	0.0	0.0	-0.1	0.4	1.3
Plugin Hybrid	-0.5	-0.5	-0.6	-0.7	-0.4
Total	-0.3	-0.3	-0.1	0.4	1.6

Battery Electric Vehicle Disposal Data Monthly Volumes 2019 to 2025 YTD



Average % Movement from Monthly Product

Live | **Monthly**

Live

Live

Manufacturer

All

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
<input type="checkbox"/> City Car	0.3	0.4	0.6	0.7	0.9
<input type="checkbox"/> Convertible	-0.2	0.0	0.1	0.2	0.7
<input type="checkbox"/> Coupe Cabriolet	0.0	0.0	0.0	0.5	1.3
<input type="checkbox"/> Executive	0.3	0.4	0.4	0.5	0.8
<input type="checkbox"/> Large Executive	0.1	0.1	0.1	0.0	0.1
<input type="checkbox"/> Lower Medium	0.5	0.4	0.4	0.6	1.4
<input type="checkbox"/> Luxury Executive	0.0	0.0	0.0	0.0	0.0
<input type="checkbox"/> MPV	-0.6	-0.6	-0.1	0.2	0.3
<input type="checkbox"/> Sports	0.0	0.0	0.0	0.0	0.4
<input type="checkbox"/> Supercar	-0.2	-0.2	0.0	0.0	0.0
<input type="checkbox"/> Supermini	0.3	0.3	0.4	0.6	0.8
<input type="checkbox"/> SUV	0.0	0.0	0.1	0.1	0.7
<input type="checkbox"/> Upper Medium	-0.1	-0.1	0.0	0.4	0.8
Total	0.1	0.1	0.2	0.3	0.9

Sector	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
<input type="checkbox"/> MPV	-0.6	-0.6	-0.1	0.2	0.3
Large	-0.7	-0.8	-0.4	-0.1	-0.3
Medium	-0.4	-0.4	0.0	0.3	0.4
Small			0.0	0.7	0.5
<input type="checkbox"/> SUV	0.0	0.0	0.1	0.1	0.7
Large	0.1	0.1	0.2	-0.1	0.0
Medium	-0.1	-0.1	0.0	0.2	0.8
Small	0.2	0.2	0.2	0.1	0.8
Total	-0.1	-0.1	0.1	0.1	0.5

Monthly Date
February 2025

Live Date
04/02/2025

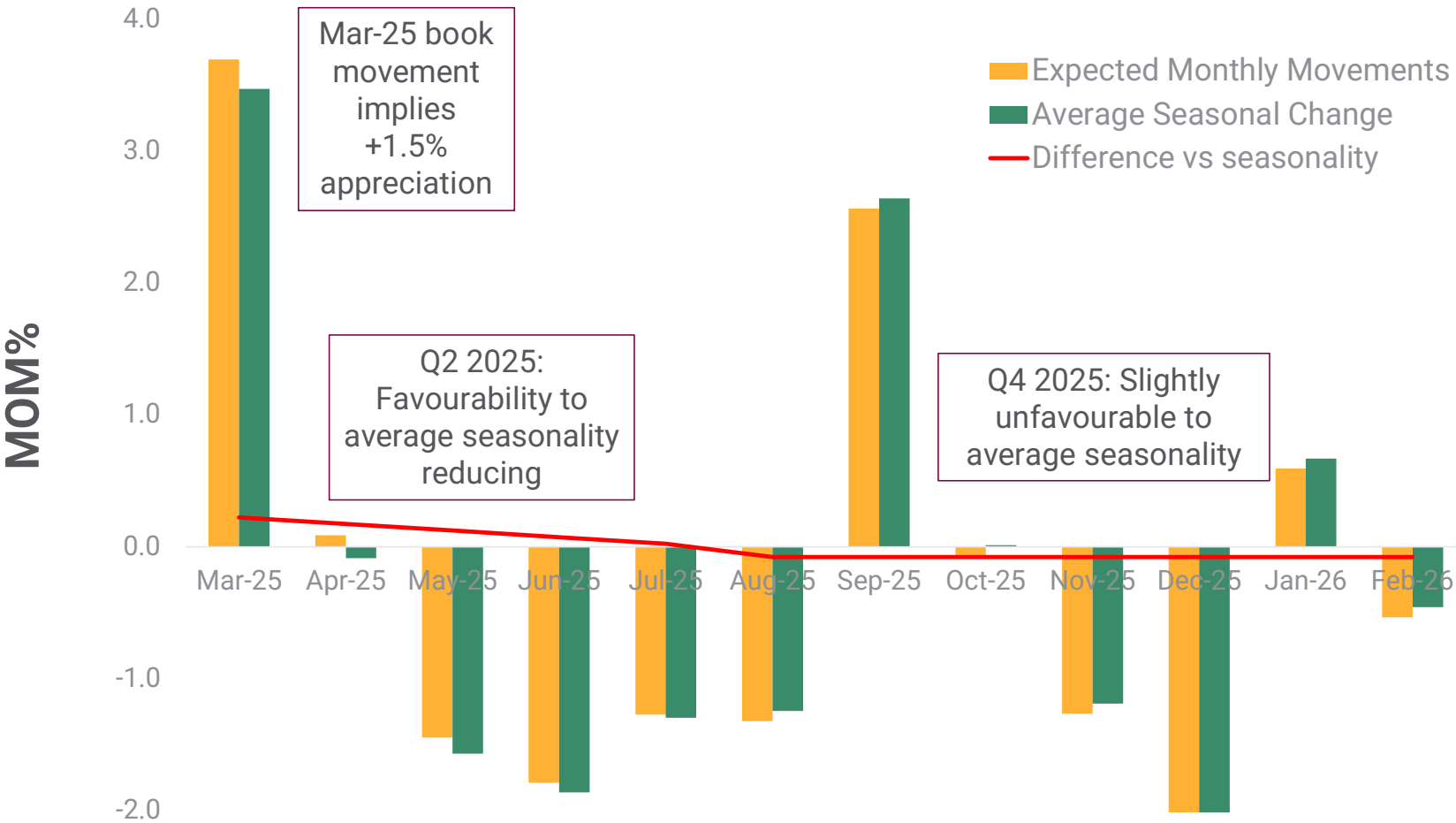
Manufacturer	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
ABARTH	0.5	0.5	0.6	0.6	0.5
AIXAM					0.0
ALFA ROMEO	0.0	0.0	0.0	-0.6	-1.9
ALPINE	0.0	0.0	0.0	0.0	
ASTON MARTIN	0.0	0.0	0.0	0.0	0.0
AUDI	0.2	0.2	0.3	0.3	1.3
BENTLEY	0.0	0.0	0.0	0.0	0.0
BMW	-0.3	-0.3	0.0	0.1	0.7
BMW ALPINA	0.0	0.0	0.0	0.0	
BYD	-1.2	-1.5			
CADILLAC	0.0				
CHEVROLET	0.0	0.0	0.0		1.0
CHRYSLER					0.0
CITROEN	-0.6	-0.6	0.0	0.5	0.1
CORVETTE					0.0
CUPRA	0.0	0.0	0.0		
Total	0.1	0.1	0.2	0.3	0.9

Fuel Type	A.6mth5k	B.1yr10k	C.3yr60k	D.5yr80k	E.10yr100k
Diesel	0.1	0.2	0.1	0.3	0.9
Electric	-0.5	-0.5	-0.3	-0.6	-2.0
Hybrid	0.1	0.1	0.3	0.1	0.5
Petrol	0.3	0.3	0.3	0.4	0.8
Plugin Hybrid	0.0	0.0	-0.1	-0.1	0.3
Total	0.1	0.1	0.2	0.3	0.9

A satellite view of the Earth at night, showing the illuminated continents of North and South America. The city lights are concentrated in the eastern and southern parts of the continents, creating a bright, glowing pattern against the dark background of the planet and space. The text "2025 – Steady Start.....Stable End?" is overlaid in white on the left side of the image.

2025 – Steady Start.....Stable End?

Expected monthly movements 36/60



Mar-25 book movement implies +1.5% appreciation

Q2 2025: Favourability to average seasonality reducing

Q4 2025: Slightly unfavourable to average seasonality

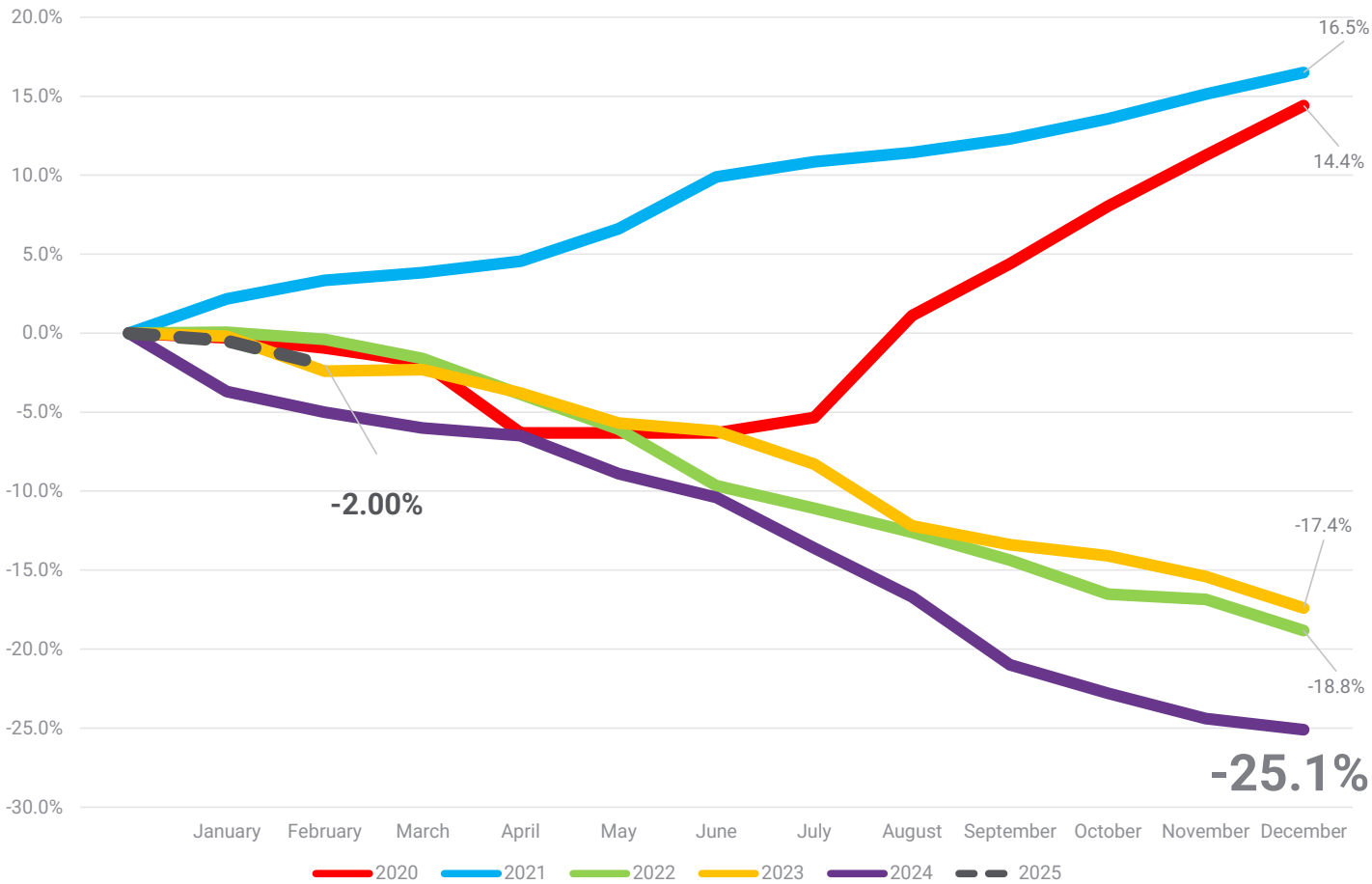


LCV

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Used LCV Market Cumulative movements 2020-2025



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Plate uplift excluded

Used LCV Movements 2025 YTD

	3Yr60k	Jan-25	Feb-25
Micro Van		-1.10%	-1.00%
City Van		-1.00%	-3.00%
Small Van		-2.00%	-2.10%
Medium Van		-1.20%	-2.20%
Large Van		-0.60%	-1.40%
E City Van		-1.10%	0.00%
E Small Van		-1.60%	-4.00%
E Medium Van		-1.30%	-3.70%
E Large Van		-0.90%	-5.00%
E Chassis - Derived		-1.00%	-4.00%
E Vat Qualifying		-1.10%	-2.00%
Over 3.5T		0.00%	-0.70%
All Terrain Workhorse		-0.20%	-0.20%
Forward Control Vehicle		1.30%	-1.70%
Chassis - Derived		0.10%	-1.40%
All Terrain Lifestyle		1.40%	-0.10%
Mini-bus		-3.10%	-0.60%
Vat Qualifying		-2.00%	-0.70%
Overall Average Movements		-0.50%	-1.50%



Looking Forward

- A year of two halves
- Retail is stable with a better appetite for vehicles
- Lots of new buyers
- Mileages 20-60k up to 5 years old
- Ready to retail vehicles commanding good prices
- New entrants into the Market



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Thank you

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