

LATEST TRENDS IN REMARKETING

Stuart Chamberlain

Head of B2B and Partnerships, Remarketing



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For the many journeys in life



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Headline question

What are the latest trends affecting Fleet Remarketing?

In particular:

- **the growing number of BEVs entering the used car market**
- **limited demand for EV LCV**

EV adoption

- Demand is up for used vehicles
- Much wider range of choice of models and many now <£10k
- Used EVs generally sell more quickly than ICE
- As fast as demand grows, so does supply
- Government – ECG, PPM threat
- Cost of public charging
- Faulty vehicles /repair network
- Dealers still nervous



eLCV

- C. 3-4years behind the car market for BEV
- Demand still low but variable
- Supply still low but growing
- New vehicle pricing/discounts
- Condition/repair
- Additional considerations for usage
- 2030/2035 deadline



Regulated customers

- FOS, FCA, CRA 2015, bolstered in 2023 by Consumer Duty
- Provides valuable protection for consumers
- Effort and severe penalties for financial businesses
- Open to potential misuse by small number of individuals
- Seeing increasing numbers of customer fraud



UK adults with no savings account:

- 30% (source FCA)



- £5.4m fine
- £21.5m in redress

Mileage rollback summary



Mileage rollback expected

45 291 km
Odometer reading

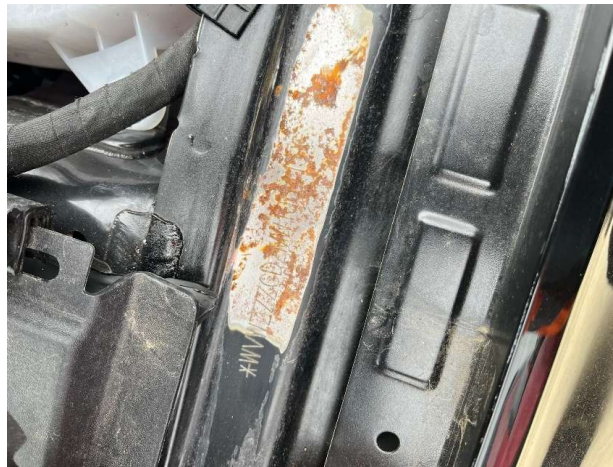
67 774 km
Detected mileage

Good

Suspicious

Correction expected

A 22 483 km difference between the odometer reading and detected mileage indicates potential odometer manipulation. Further investigation is advised.



New entrants

- Big increase in new OEMS
- Good quality cars at a lower price point
- Makes a small market more crowded
- Lack of price stability / consumer confidence
- Lack of brand recognition
- Makes RV forecasting much harder

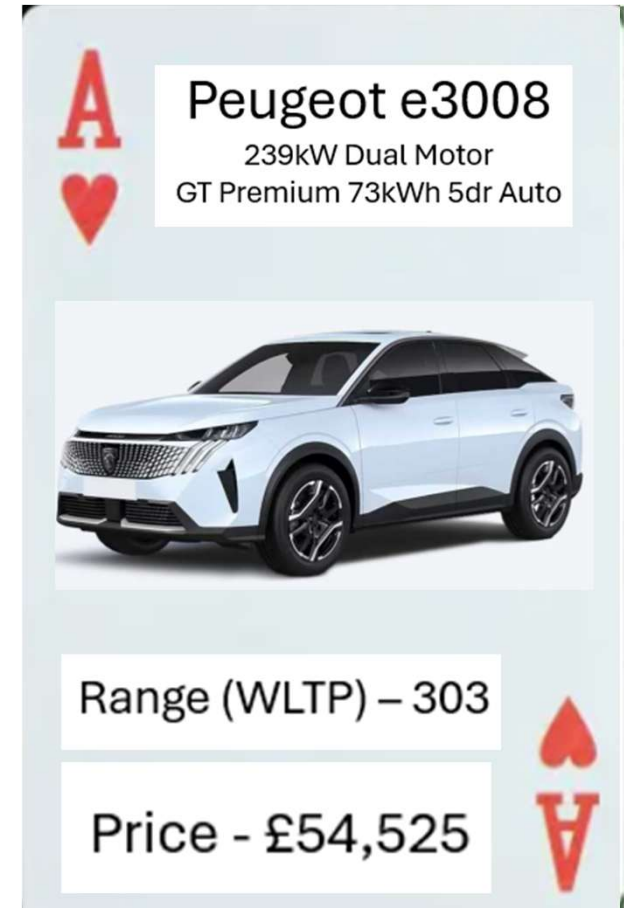
Where do these cars sit in the market?



New brand position in the market



- Picked out a range of new compact SUVs
- Tried to get comparative trim level:
- pan roof, premium stereo, heated steering wheel etc.



A  **Peugeot e3008**
239kW Dual Motor
GT Premium 73kWh 5dr Auto



Range (WLTP) – 303

Price - £54,525  **A**

Round 1

A
♥

Peugeot e3008
239kW Dual Motor
GT Premium 73kWh 5dr Auto



Range (WLTP) – 303

Price - £54,525

♥
A

2
♣

BYD Sealion7
390kW Excellence AWD
91kWh 5dr Auto



Range (WLTP) – 312

Price - £58,925

♣
2


+£4,400

Round 2

2
♣

BYD Sealion7
390kW Excellence AWD
91kWh 5dr Auto



Range (WLTP) – 312
Price - £58,925

♣
2

3
♦

Geely EX5
160kW Max
60kWh 5dr Auto



Range (WLTP) – 267
Price - £36,925

♦
3


-£22,000

Round 3

3 ♦ **3** ♦

Geely EX5
160kW Max
60kWh 5dr Auto



♦ Range (WLTP) – 267 ♦
£ Price - £36,925 £

4 ♠ **Omoda E5**
160kW Noble
60kWh 5dr Auto



Range (WLTP) – 267 ♠
Price - £34,500 ♠

↓
-£2,425

Round 4

4 ♠

Omoda E5
160kW Noble
60kWh 5dr Auto



Range (WLTP) – 267 ♠
Price - £34,500 ♠

5 ♥

Leapmotor B10
160kW 70kWh 5dr Auto



Range (WLTP) – 270 ♥
Price - £36,435 ♥

↑
-£1,935

New technology

- New to many
- Handover quality
- Apps and “MyCar” accounts
 - GDPR
 - Inconvenience
 - OEMs now charging
- Technical expertise outside of OEM network
- Calibration costs

Quick recap

- EVs continue to provide new opportunities and challenges
- New entrants giving more options and keep us on our toes
- Prepare for eLCV
- If you're a regulated customer....



Round 5

5♥ Leapmotor B10 5♥
160kW 70kWh 5dr Auto



♥ 5 Range (WLTP) – 270
5♥ Price - £36,435

6♣ Changan Deepal S07
160kW Ultra 80kWh 5dr Auto



Range (WLTP) – 295 ♣
Price - £39,925 9

↑
-£3,490

THANK merci

mèsitak **YOOGRA** chokrane

dhanyavad **ZARIG** dziękuję

GRACIAS danke **ATÔ** **NANDRI**

спасибо **MAH** teşekkür

ederim **APO JËRËJËF**

obrigado