

# VRA Market Overview

Jayson Whittington  
Chief Car Editor – Glass’s

15<sup>th</sup> May 2019

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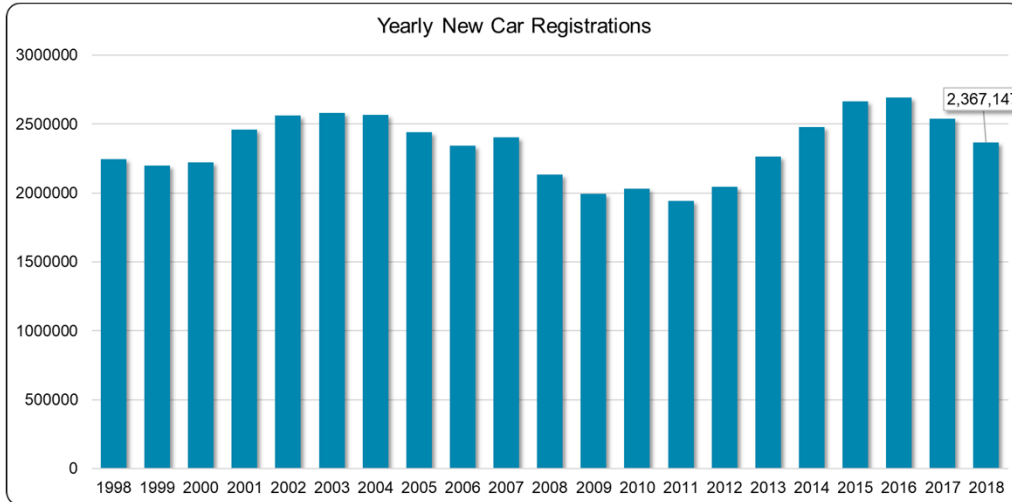
# New Car Market

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## New car market

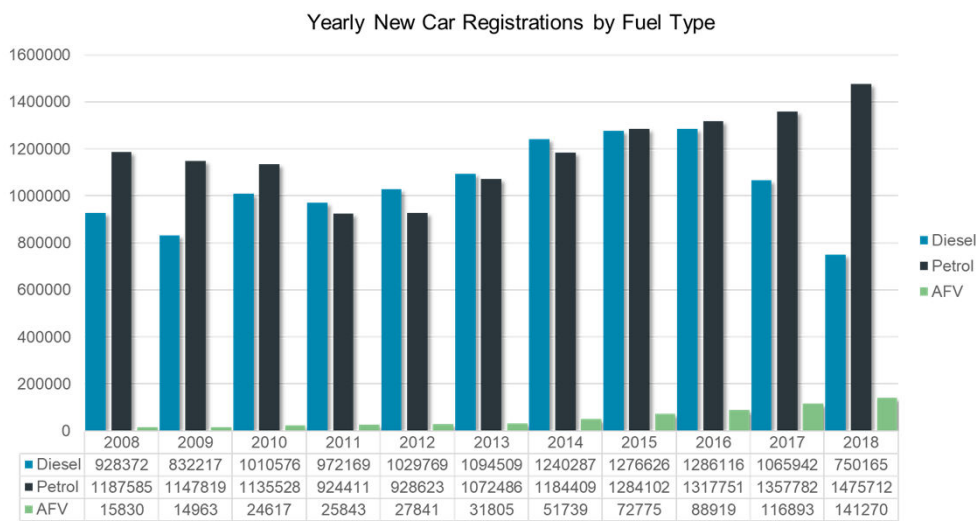


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## New car market



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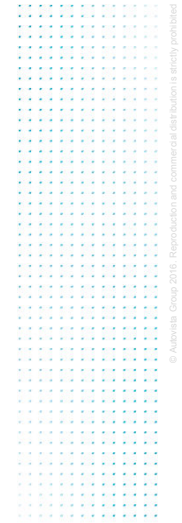
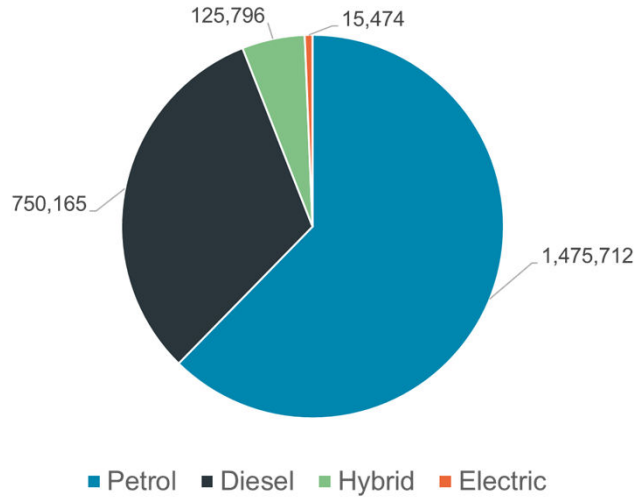
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## New car market - 2018

New car registrations - fuel split



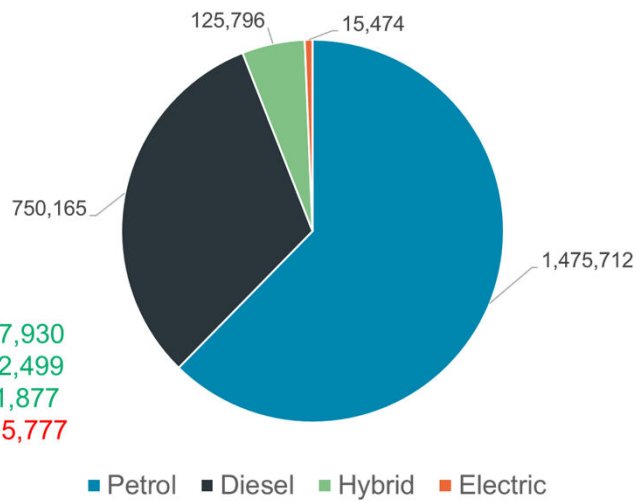
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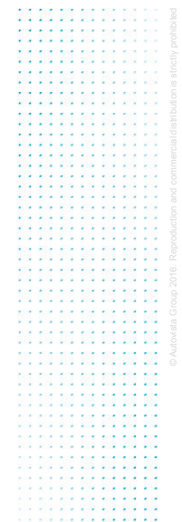
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## New car market - 2018

New car registrations - fuel split



Petrol +117,930  
Hybrid + 22,499  
Electric + 1,877  
Diesel - 315,777

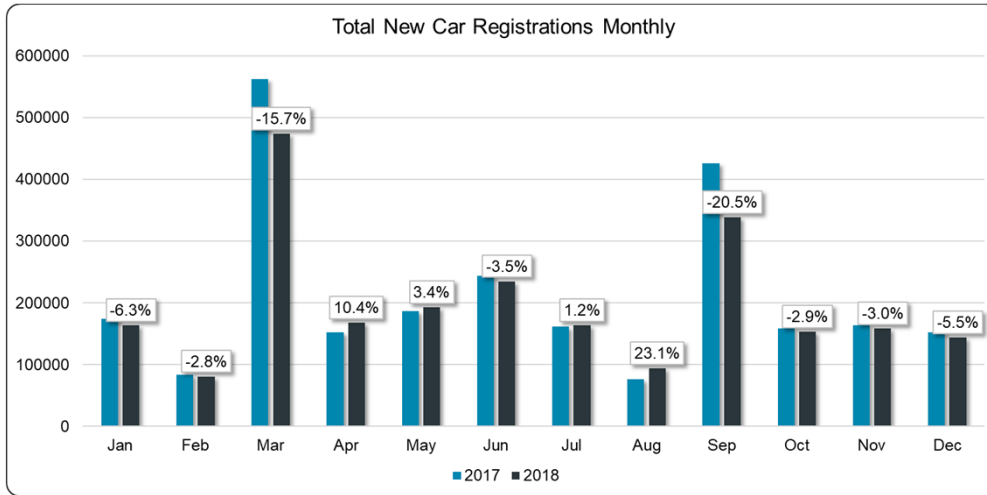


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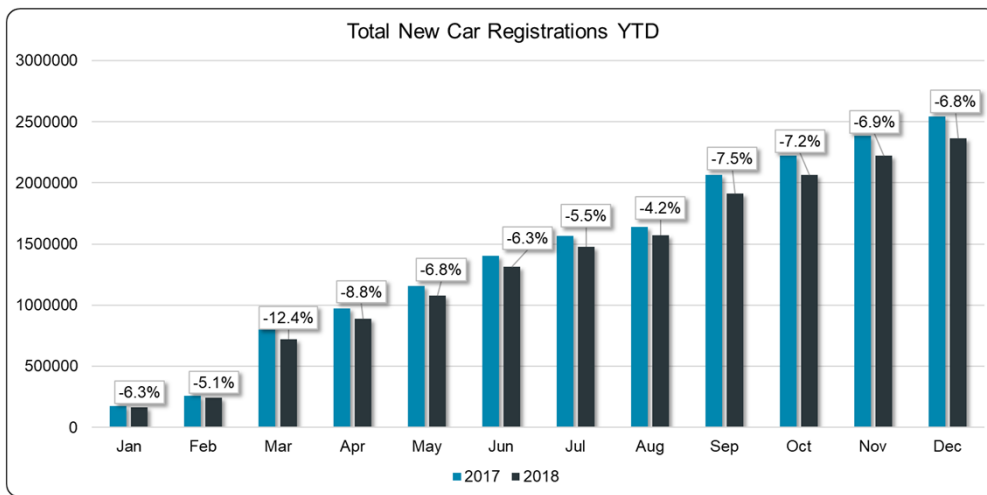
## New car market - 2018



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## New car market - 2018

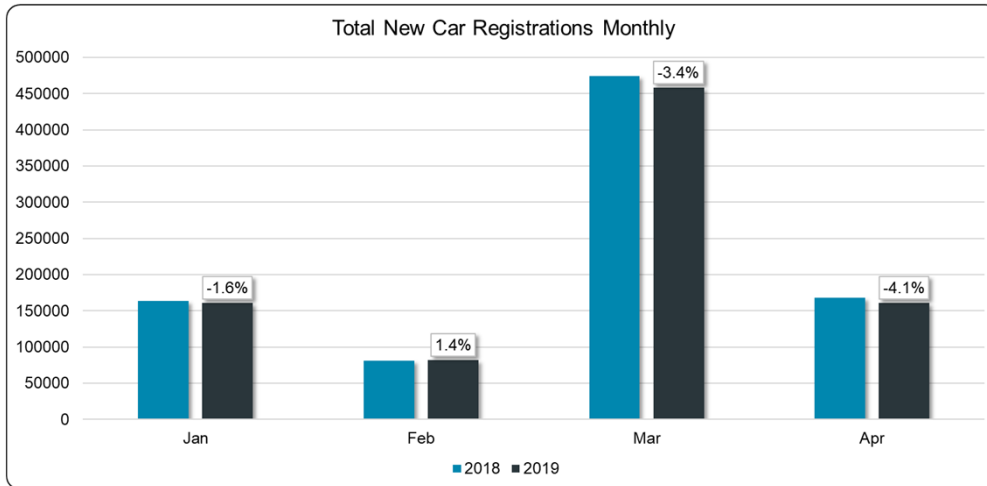


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## New car market - 2019



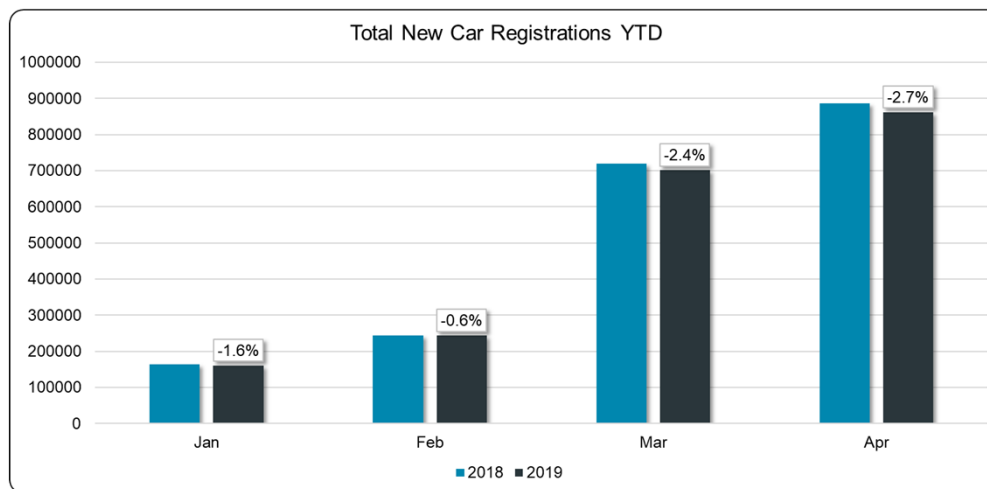
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## New car market - 2019



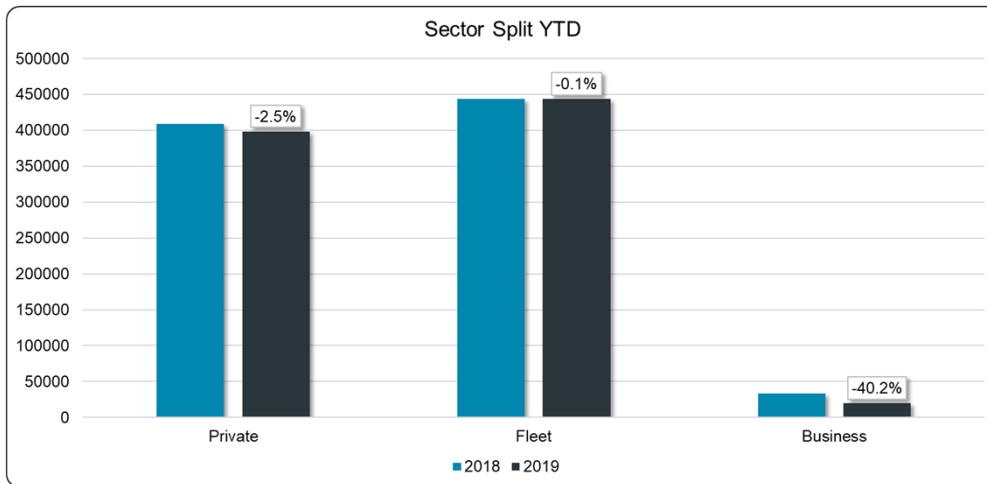
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## New car market - 2019



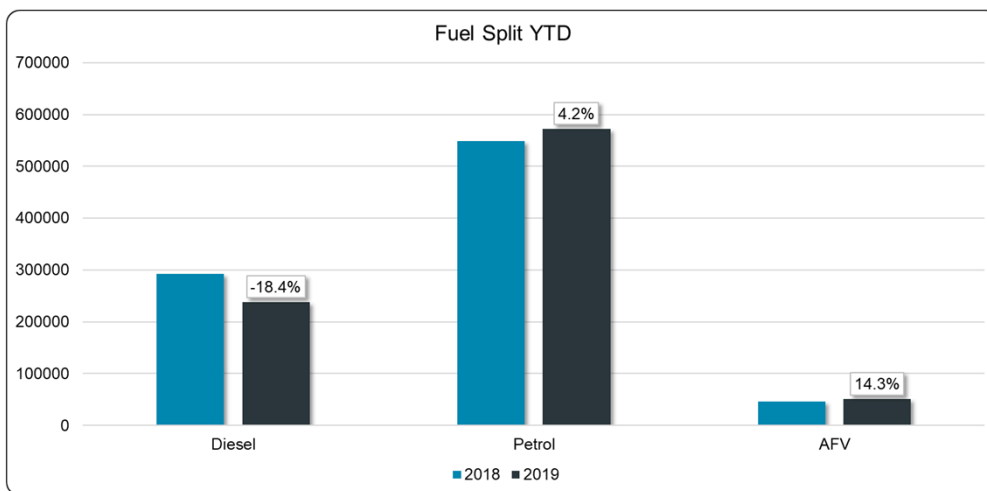
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## New car market - 2019



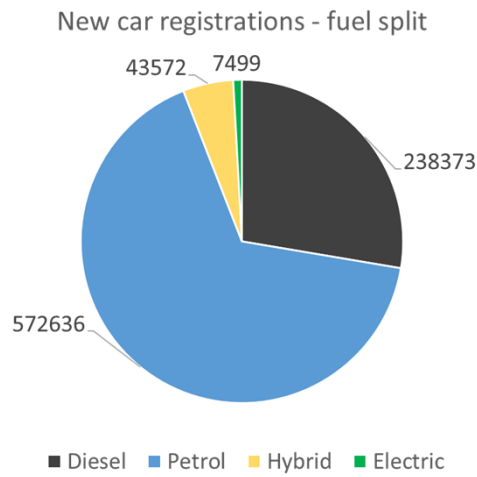
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## New car market – April YTD



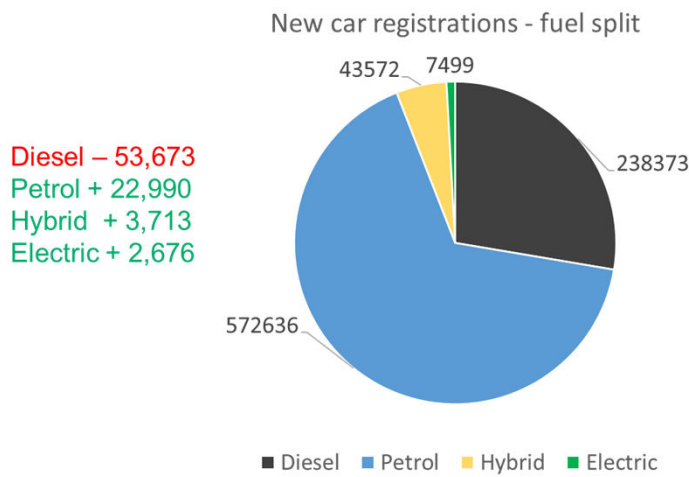
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## New car market – April YTD



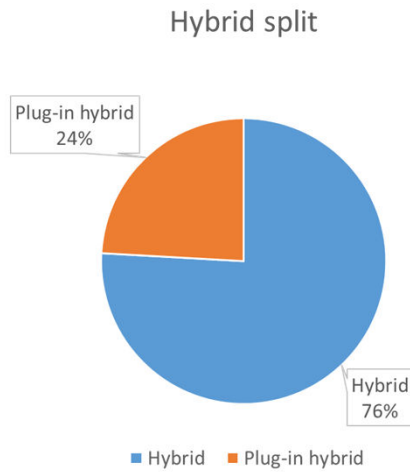
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### New car market – April YTD



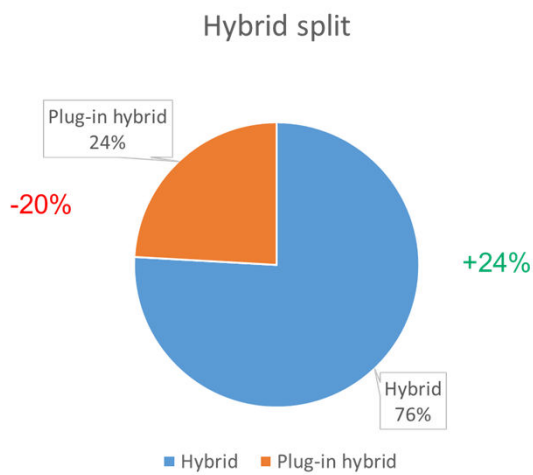
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### New car market – April YTD



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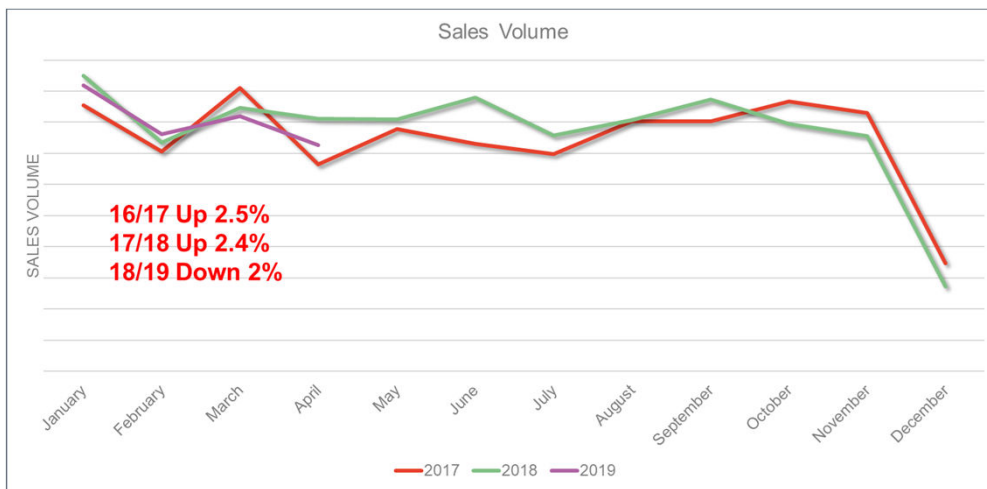
# Used Market Overview

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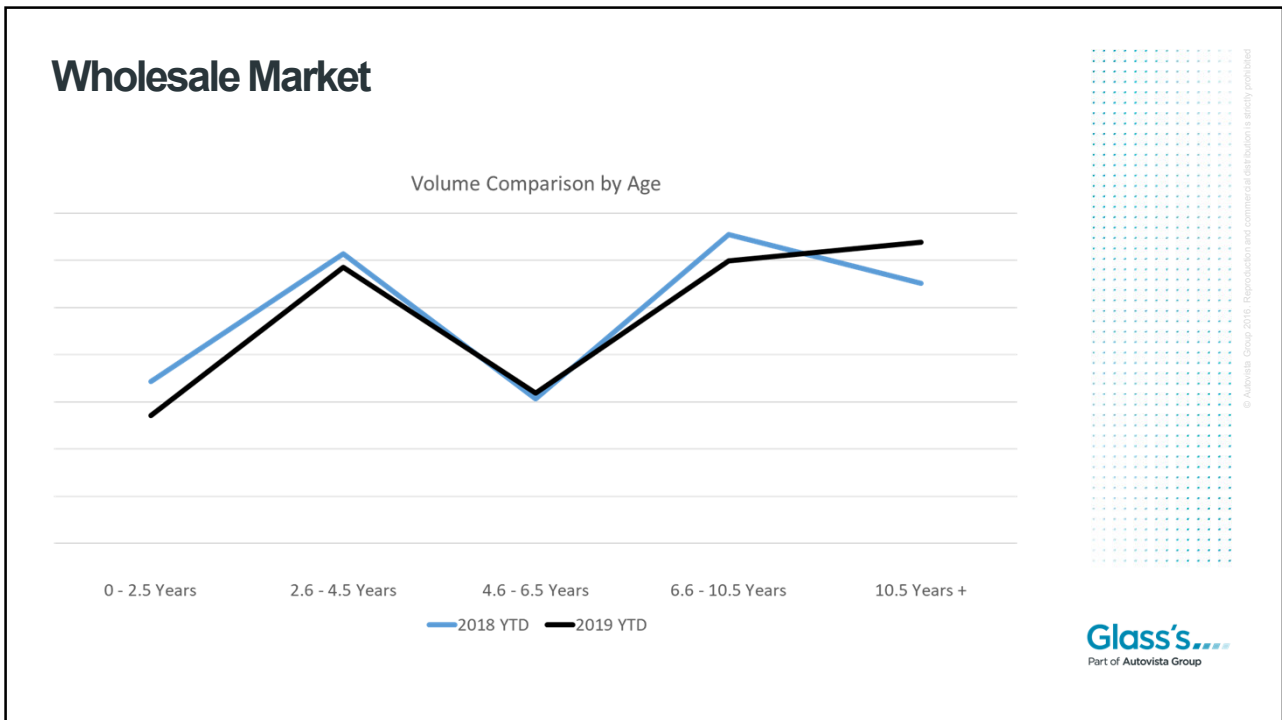
# Wholesale Market



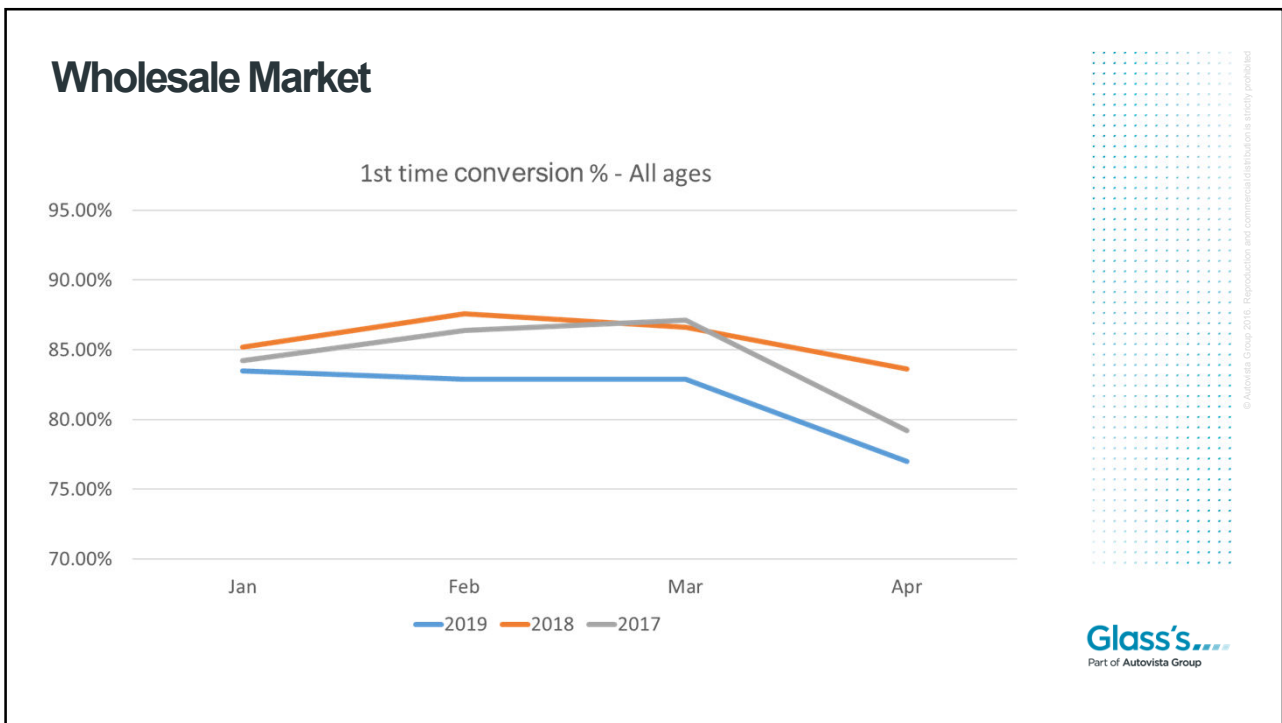
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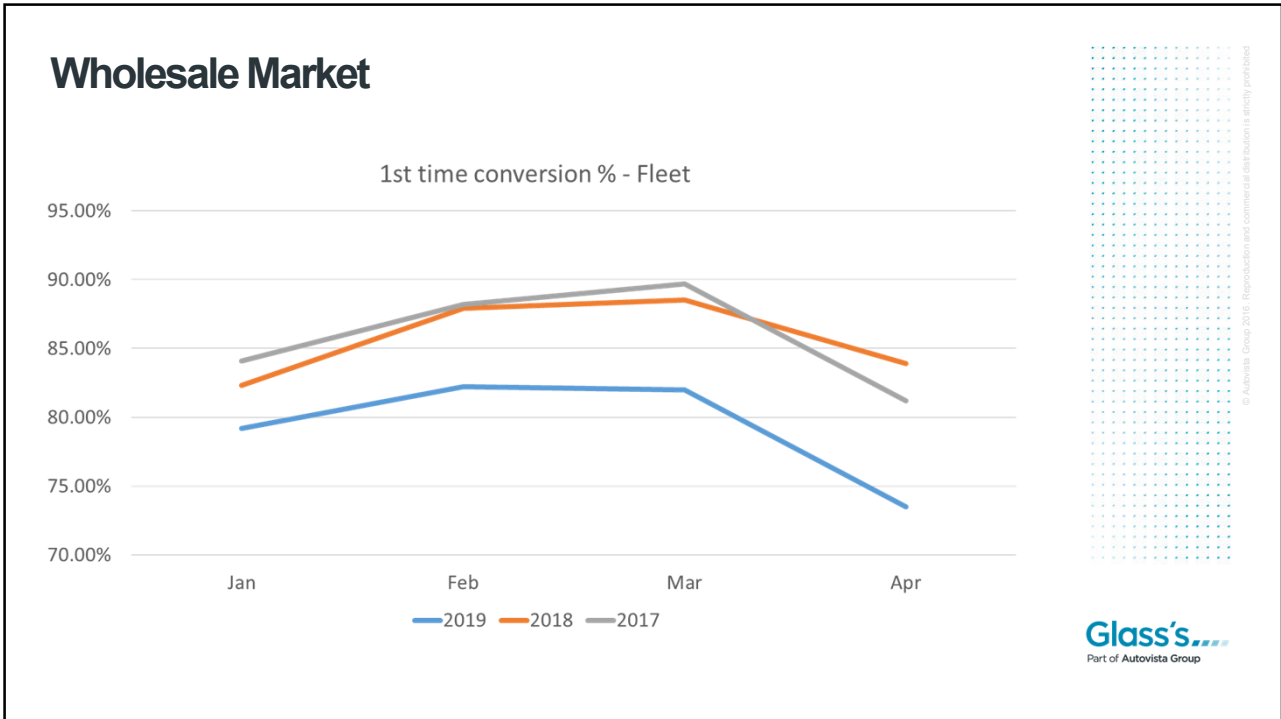
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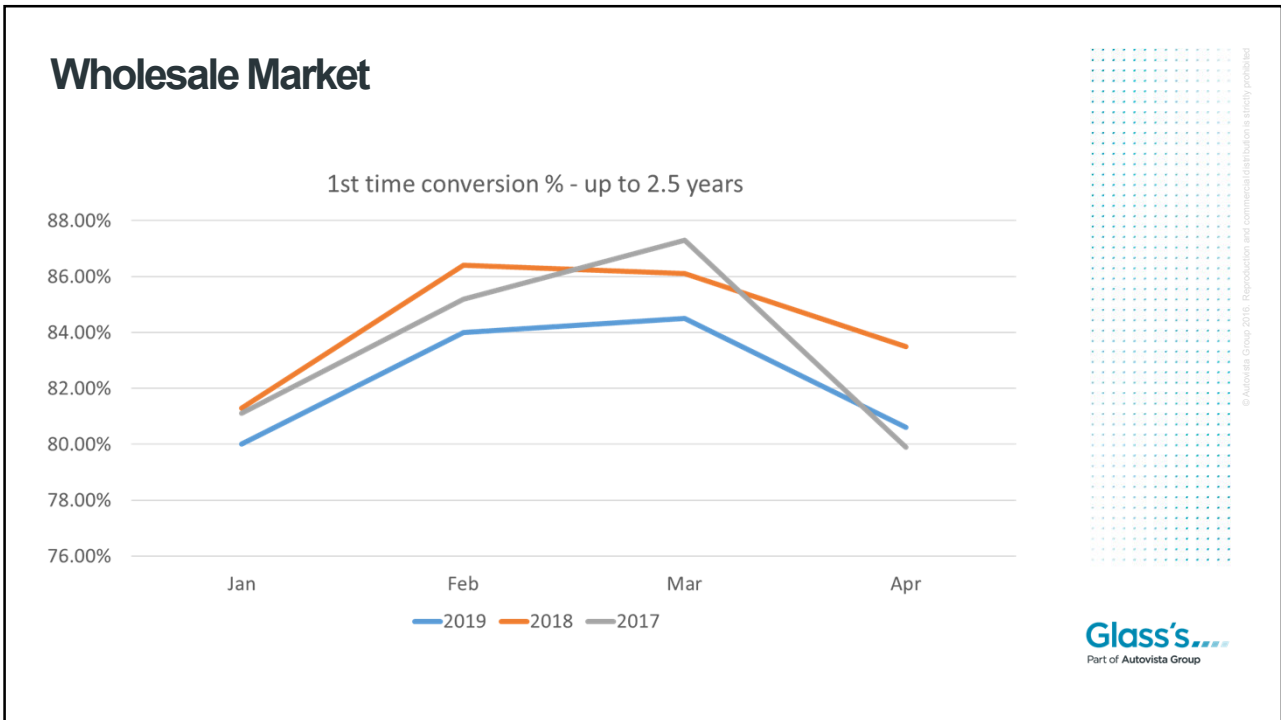
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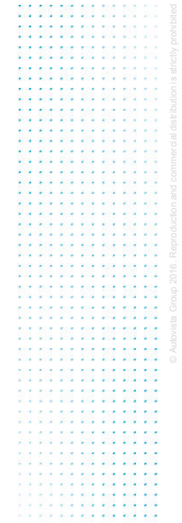
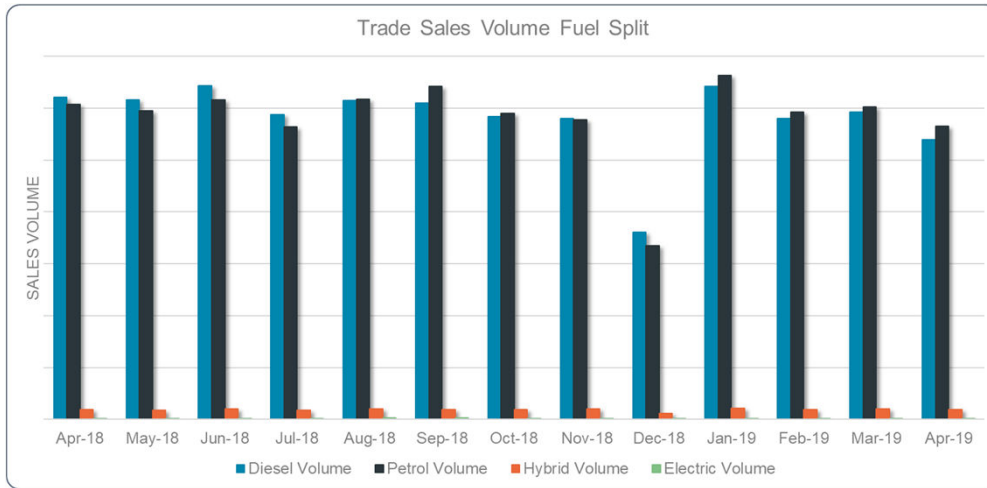


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## Wholesale Market

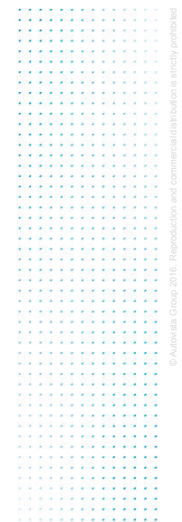
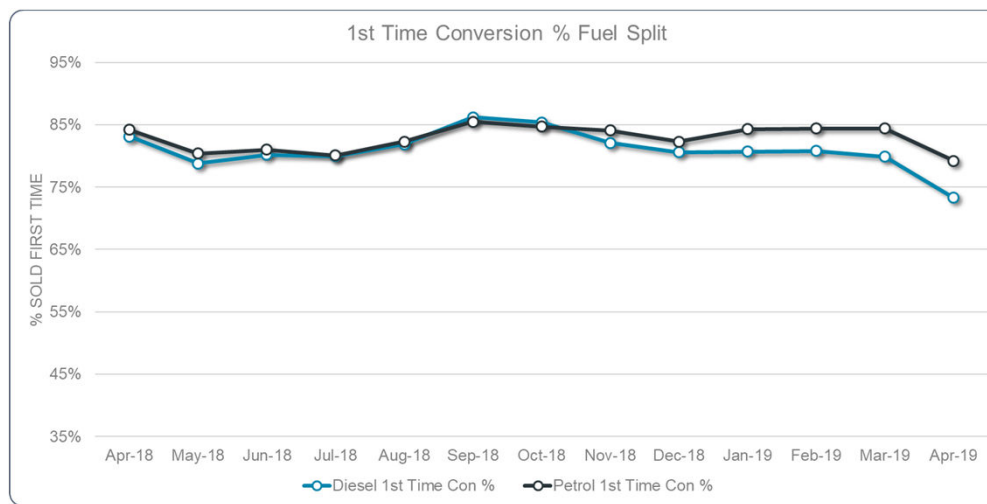


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## Wholesale market



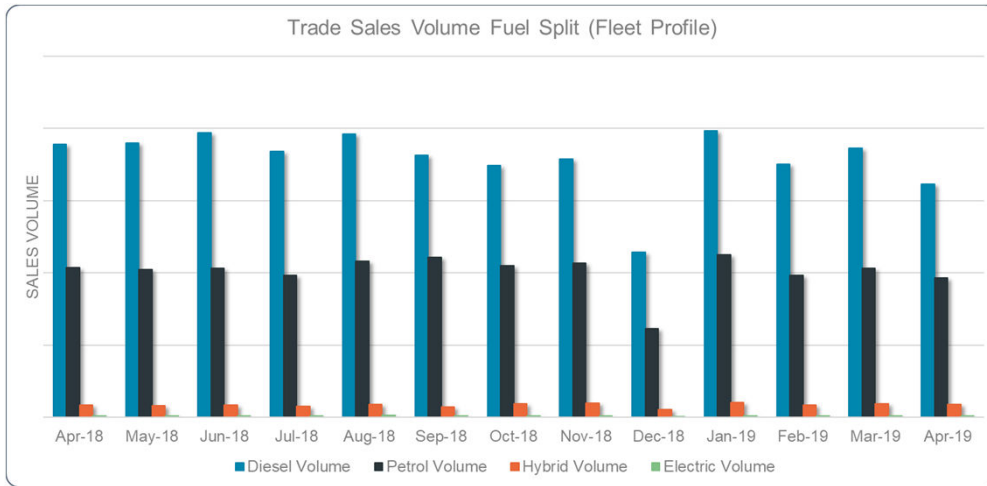
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## Wholesale market



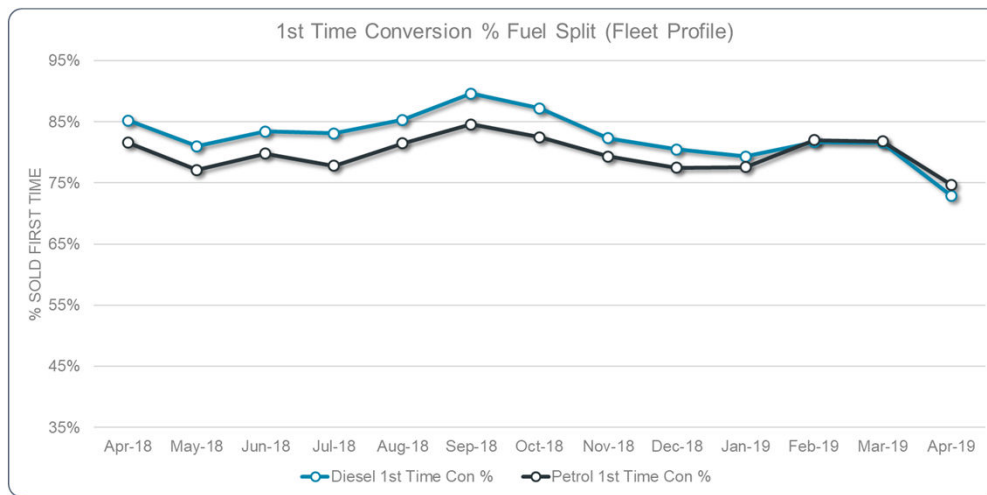
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## Wholesale market



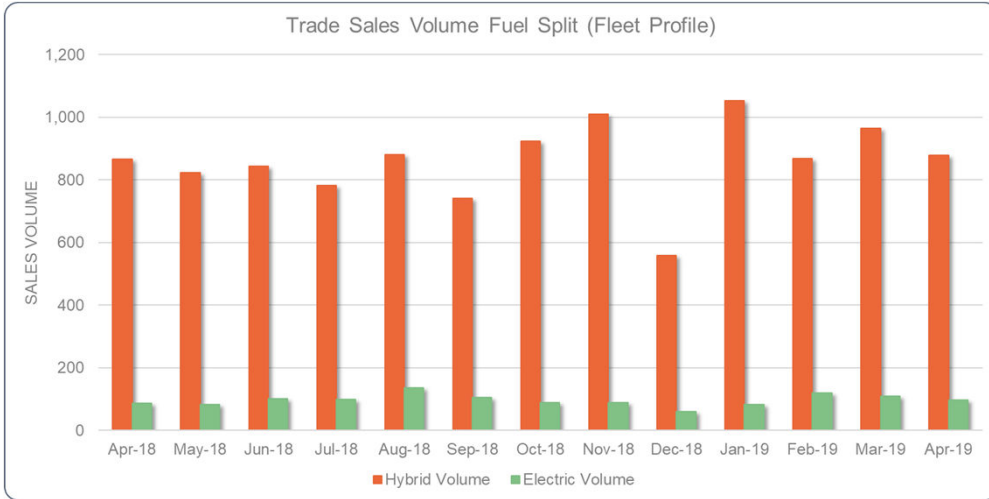
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## Wholesale market



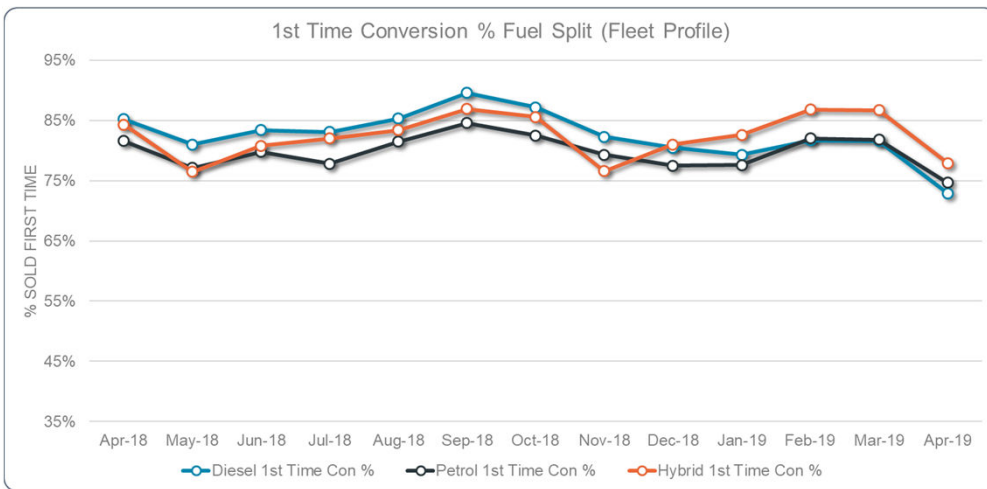
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## Wholesale market



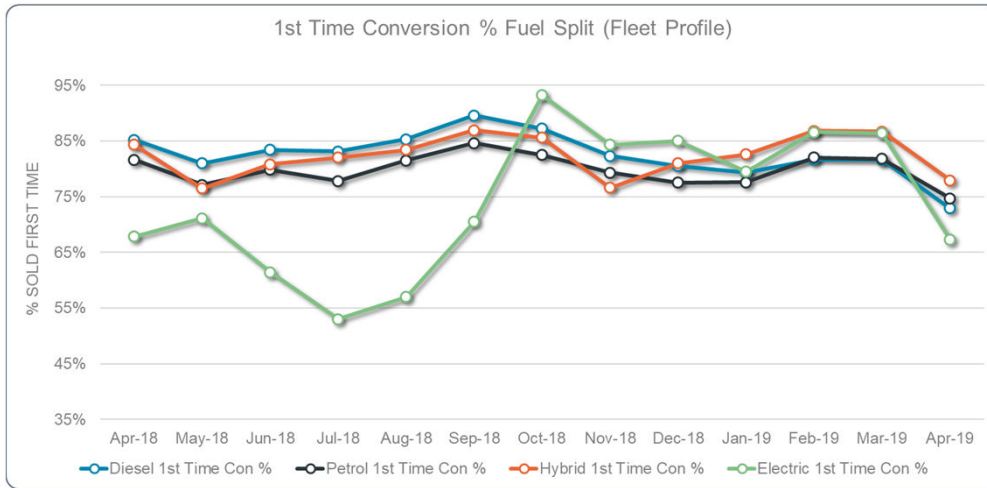
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## Wholesale market



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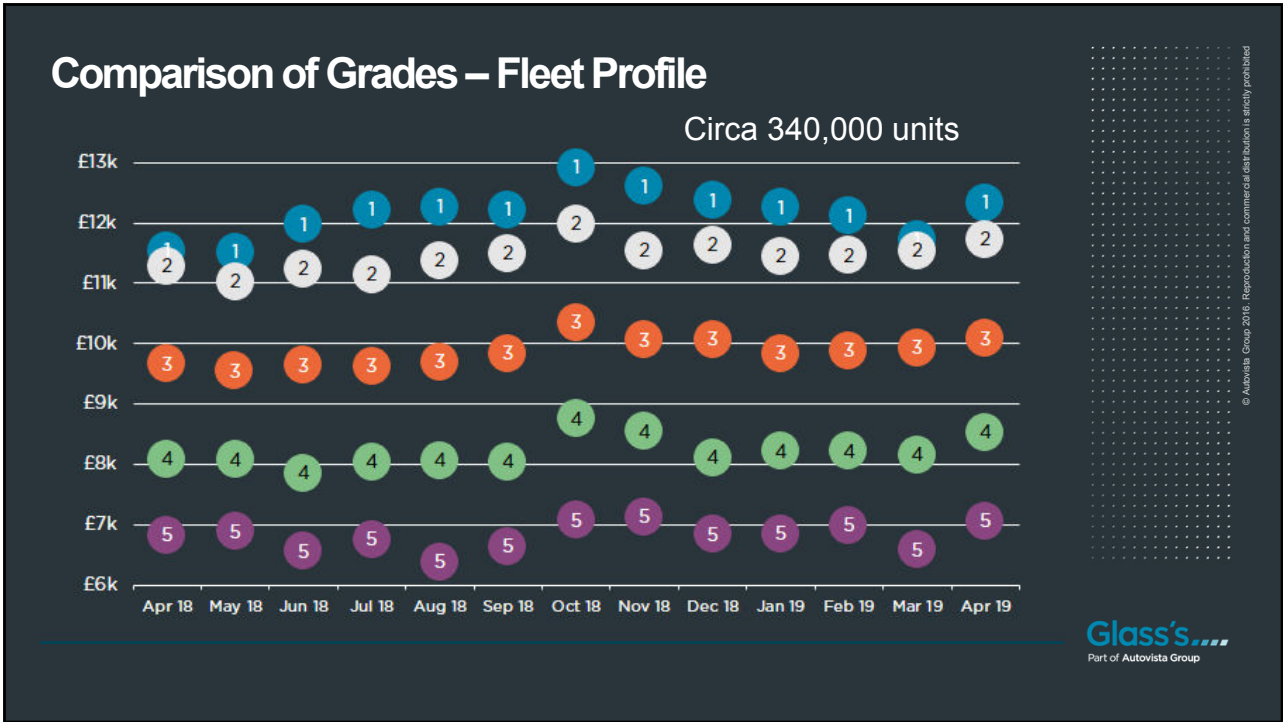
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## Comparison of Grades

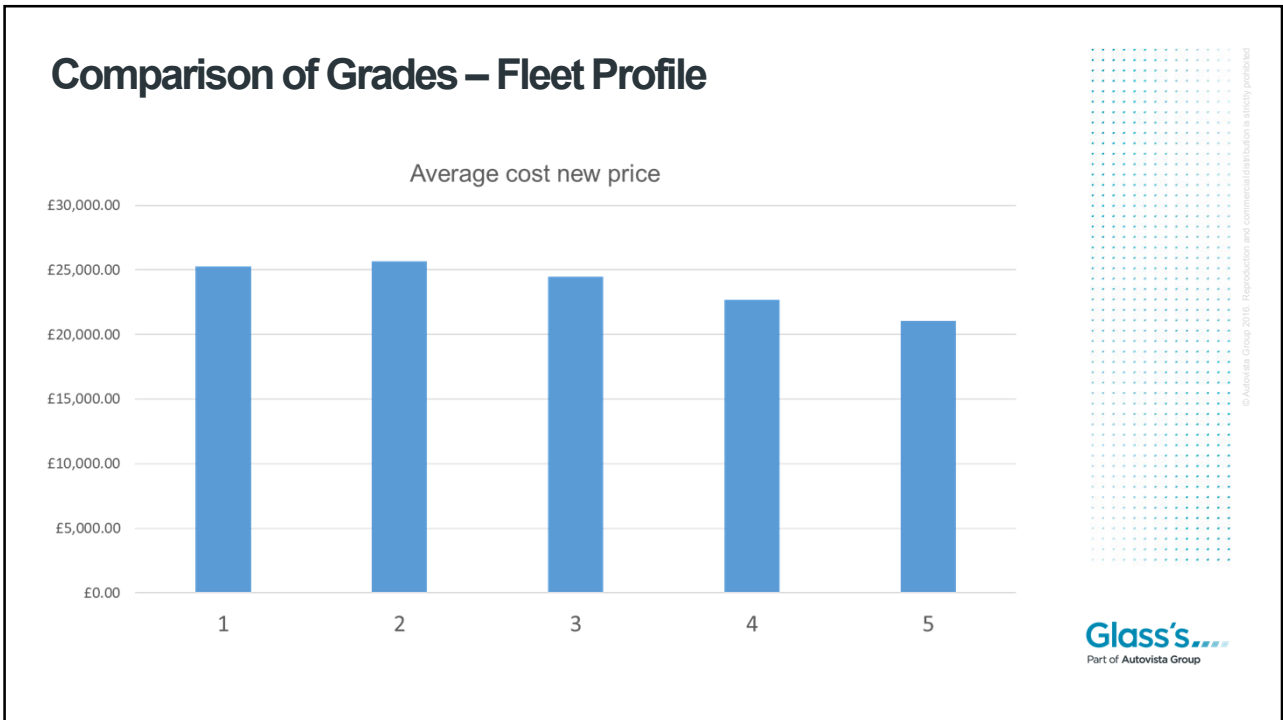
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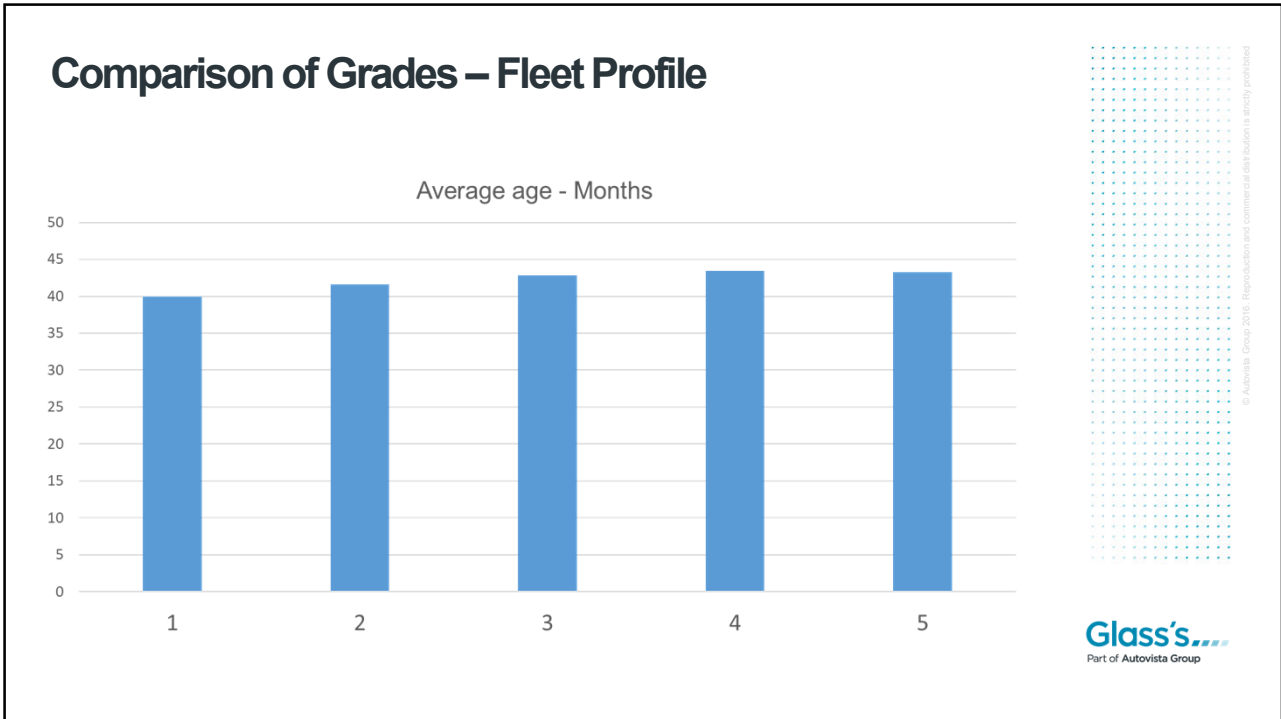


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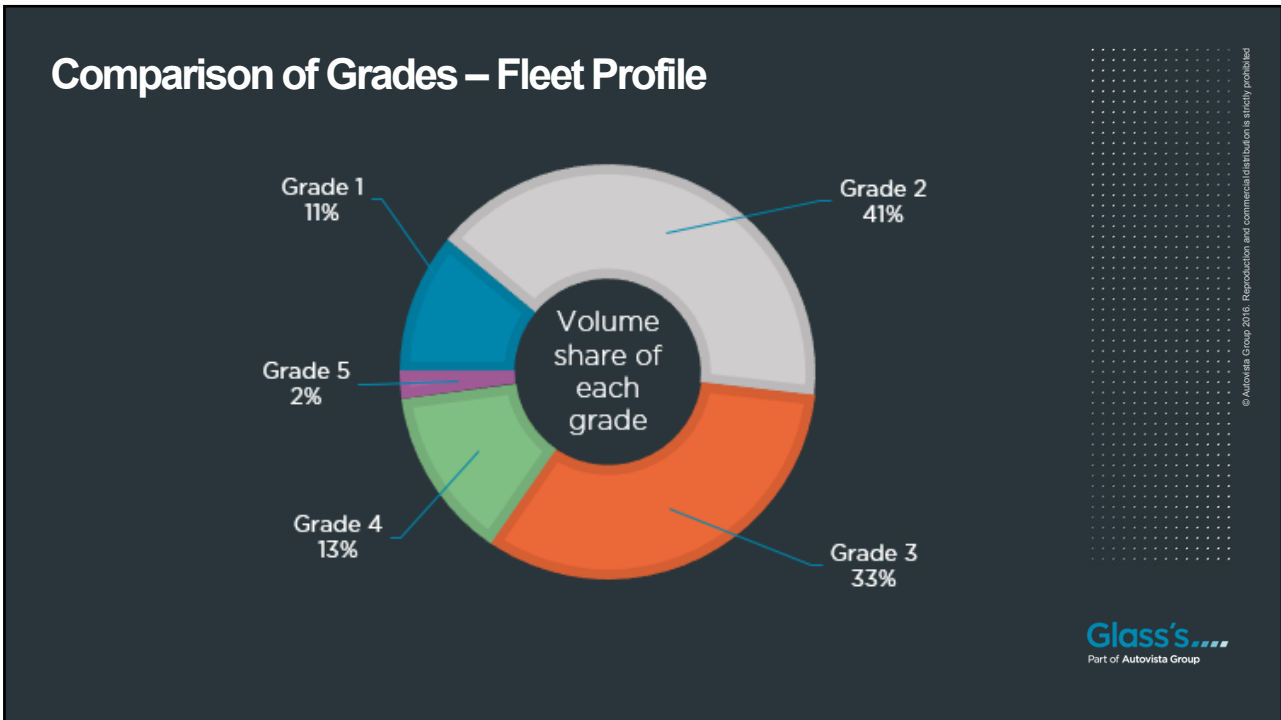


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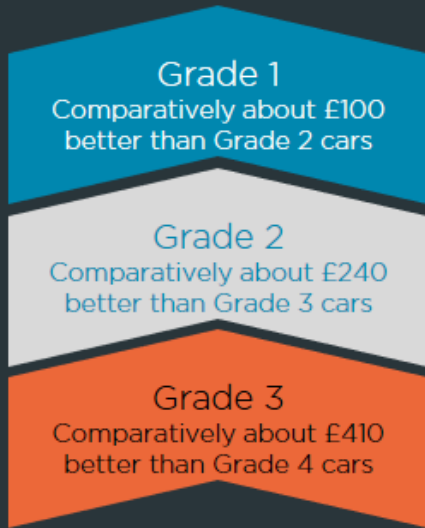


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## Comparison of Grades – Fleet Profile



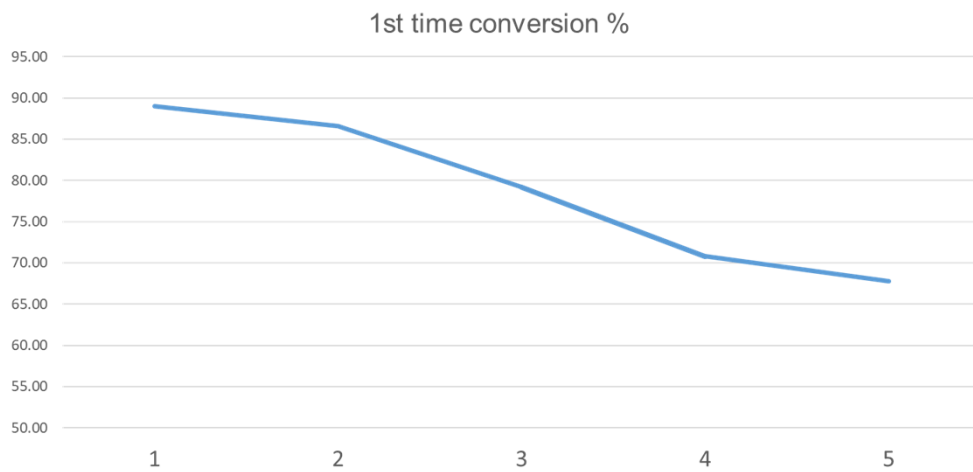
- Grade 4 – 13% Mix
- Circa 45,000 Sold in 12 months
- If reconditioned to grade 3 - £18 million additional revenue

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## Comparison of Grades – Fleet



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