

Glass's Monthly Webinar

May 11 2021



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Agenda

- Covid-19: Reopening News
- April 2021 new markets
- April 2021 used markets
- Volkswagen ID4 Launch Report
- Q&A



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UK Showroom reopening

- The reopening of showrooms boosts April new car registrations
- New van market records highest April registrations in history



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April 2021

New car market analysis



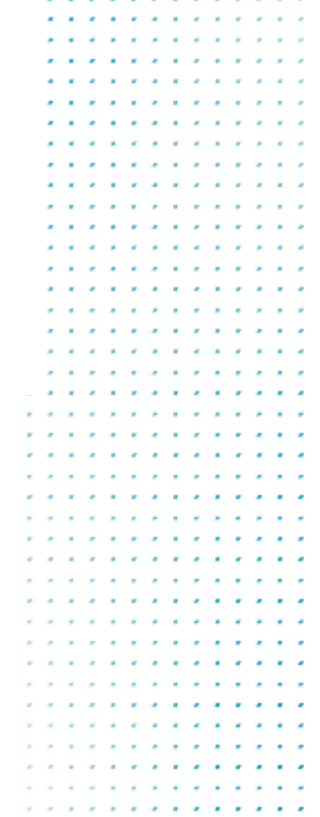
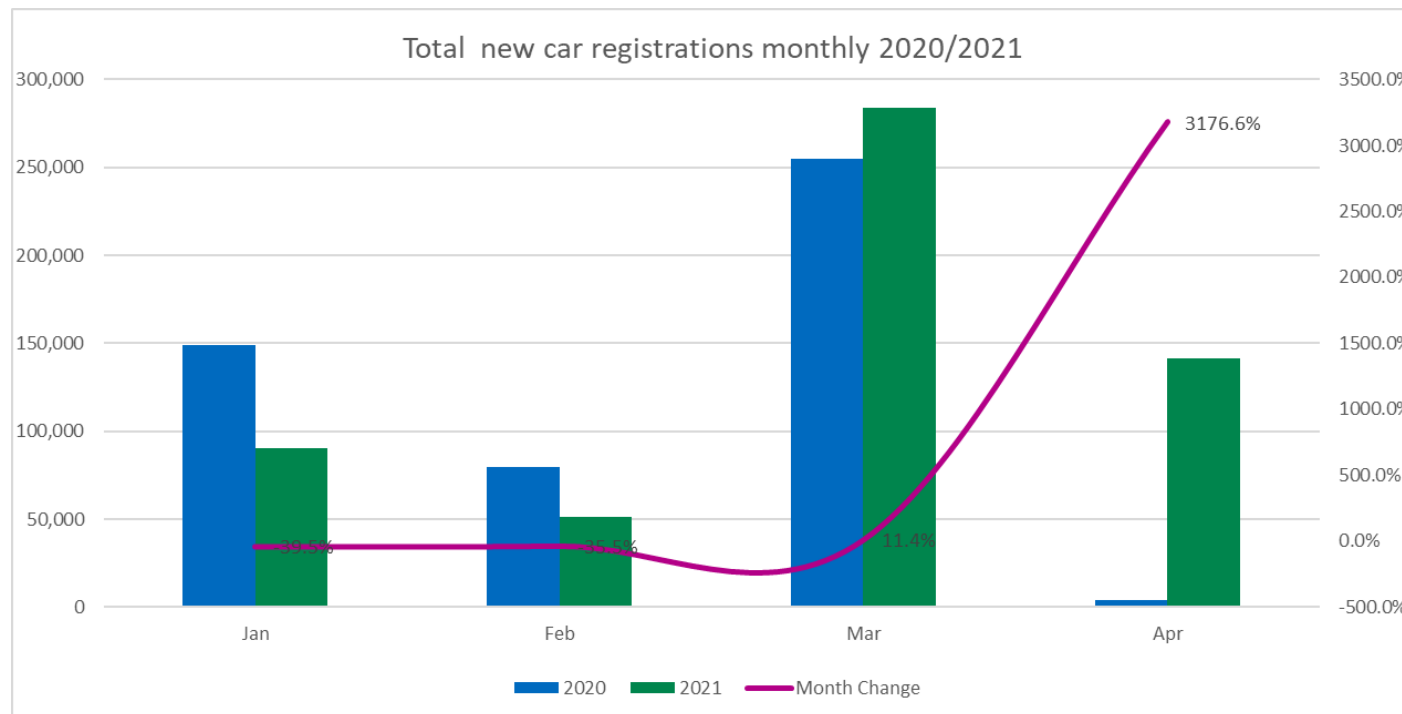
Kia EV6 is the symbol of Kia's new brand and Kia's first BEV built on new dedicated EV platform

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New car market monthly results

Month	2021	2020	Month Change	
Jan	90,249	149,279	-39.5%	-59,030
Feb	51,312	79,594	-35.5%	-28,282
Mar	283,964	254,864	11.4%	29,100
Apr	141,583	4,321	3176.6%	137,262



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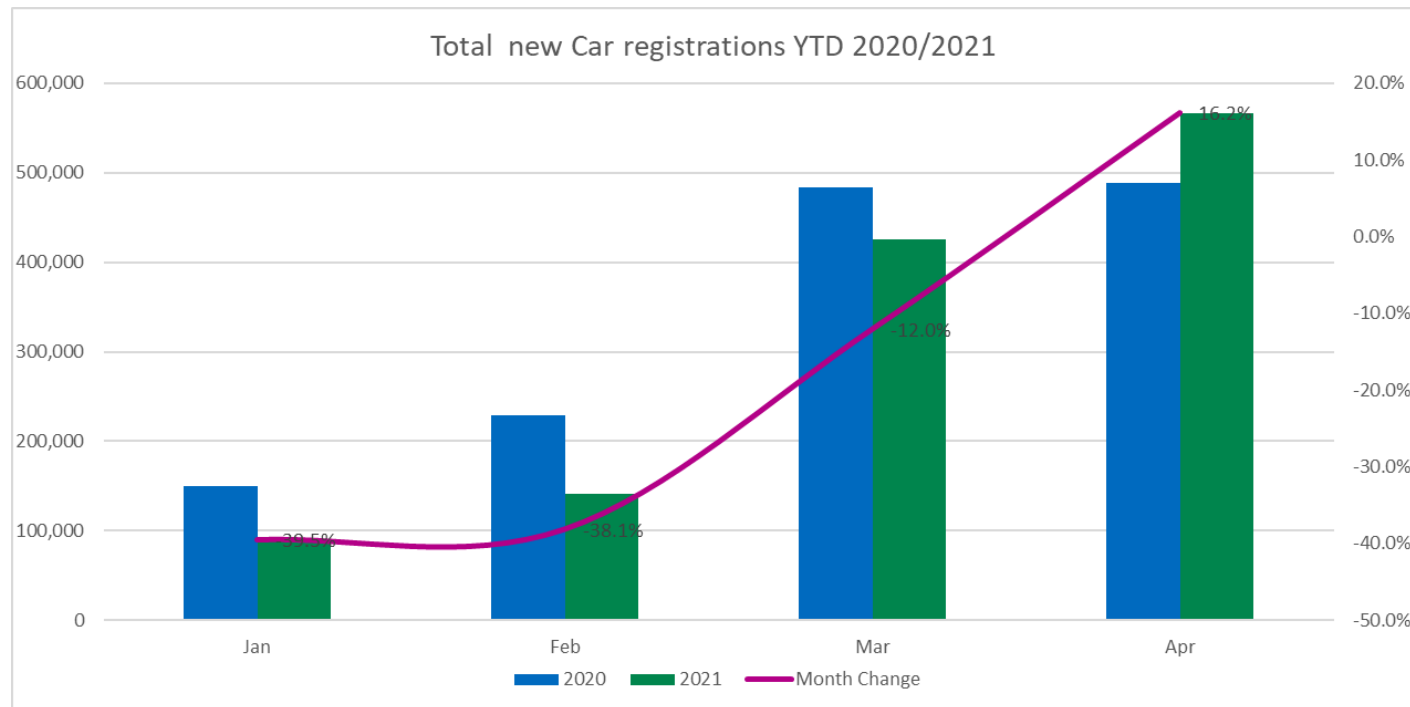


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Data Courtesy of SMMT

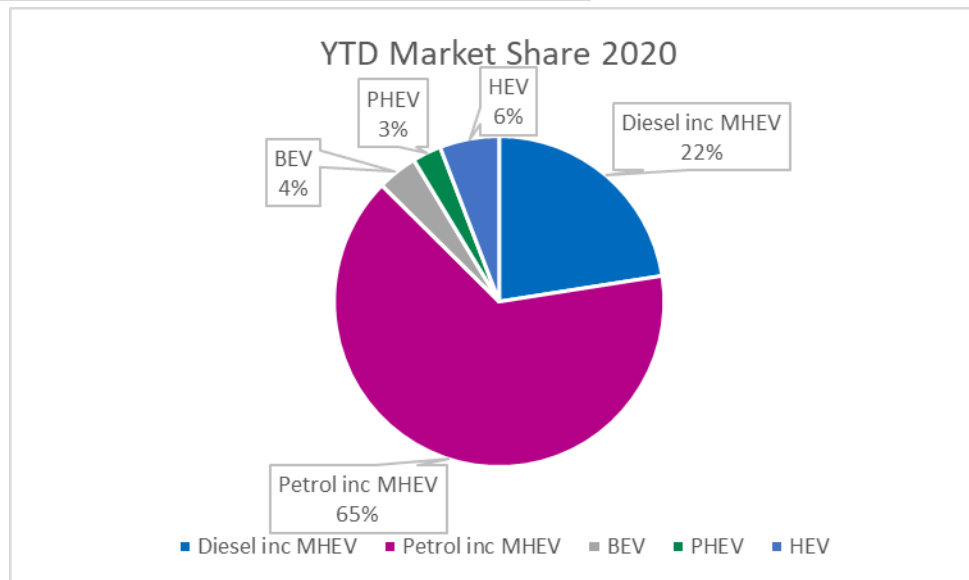
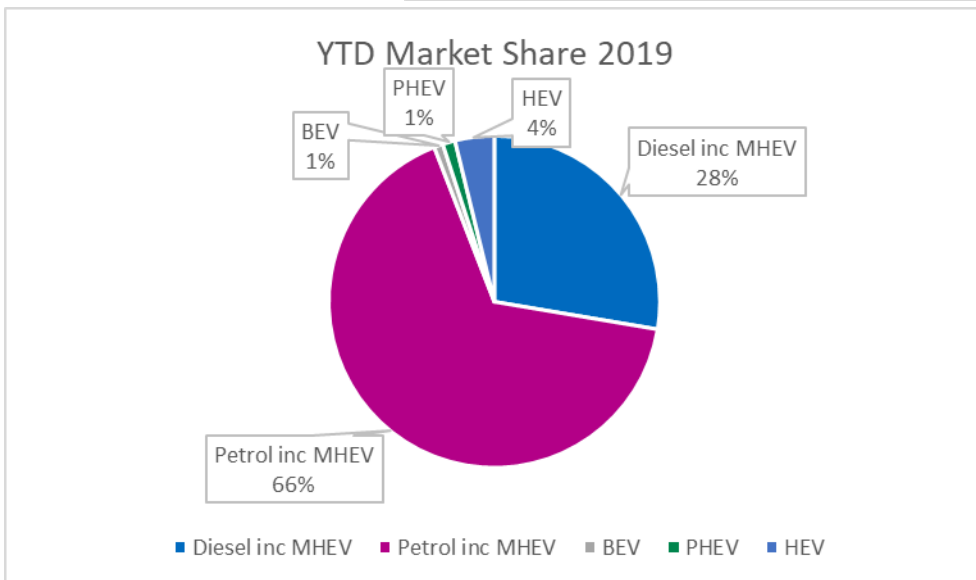
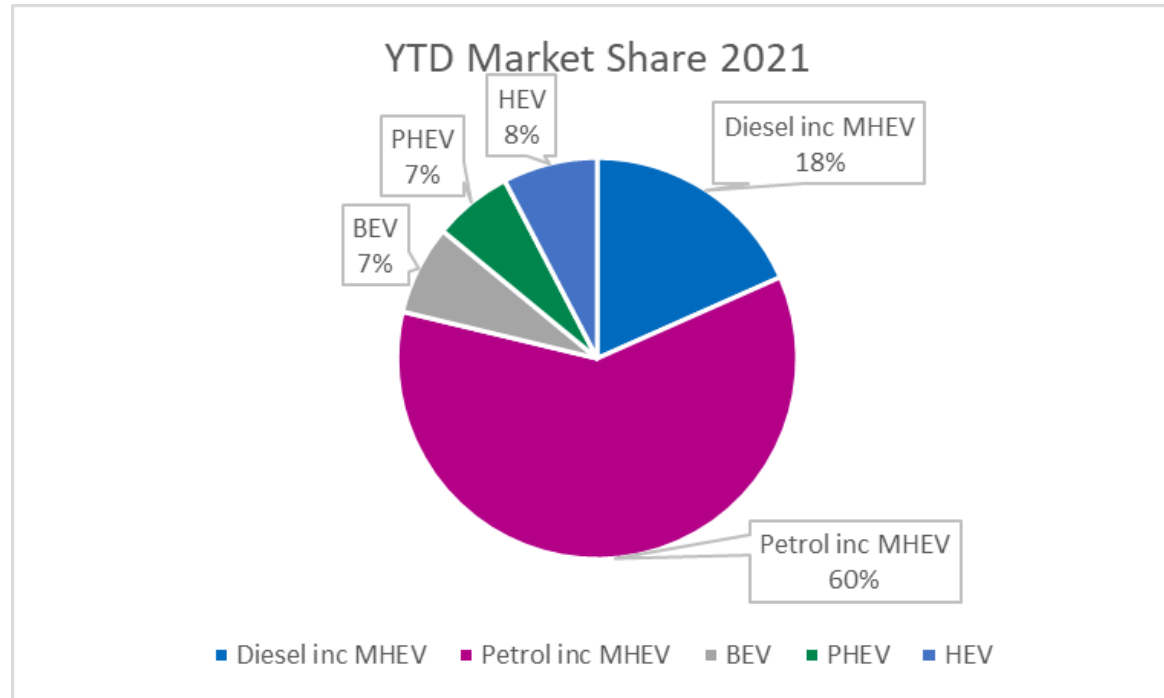
New car market year to date

YTD	2021	2020	Month Change	
Jan	90,249	149,279	-39.5%	-59,030
Feb	141,561	228,873	-38.1%	-87,312
Mar	425,525	483,737	-12.0%	-58,212
Apr	567,108	488,058	16.2%	79,050



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Fuel type market share



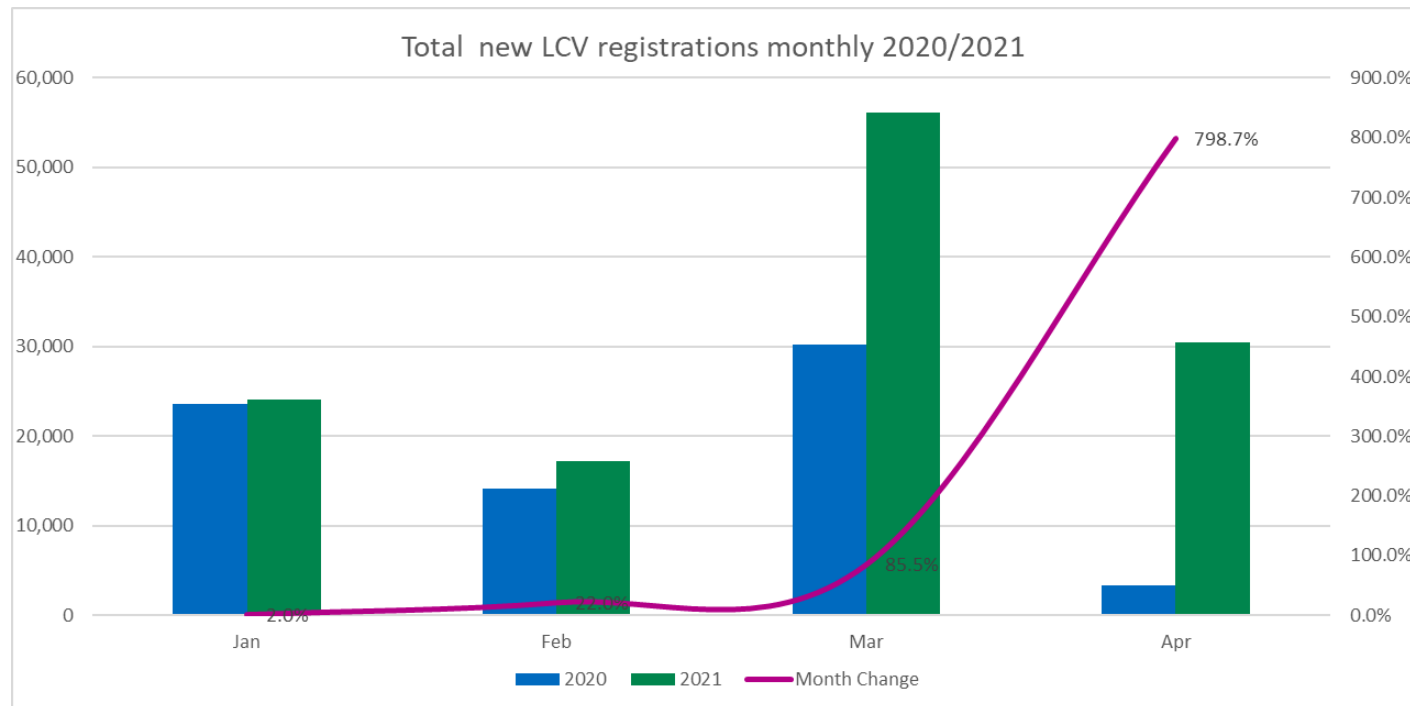
April 2021
New LCV market analysis



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New LCV market monthly results

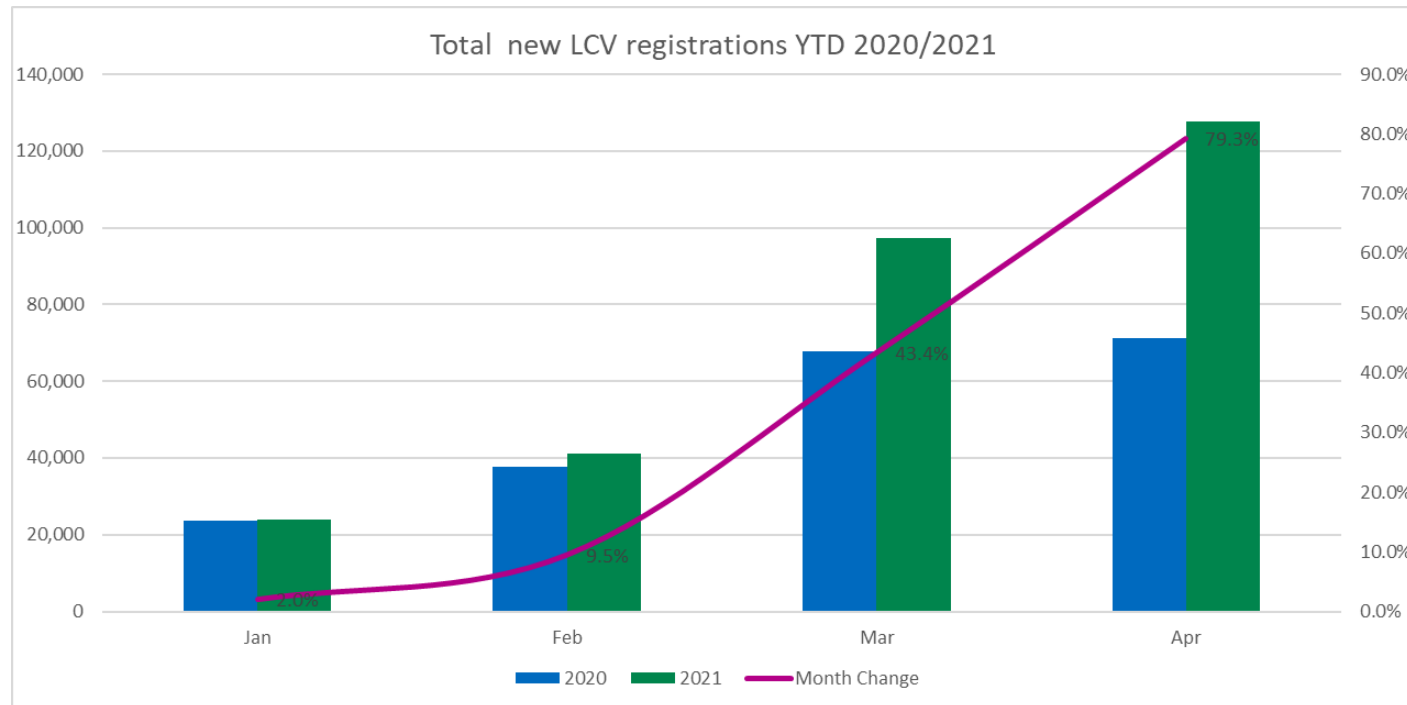
Month	2021	2020	Month Change	
Jan	24,029	23,557	2.0%	472
Feb	17,205	14,103	22.0%	3,102
Mar	56,122	30,247	85.5%	25,875
Apr	30,440	3,387	798.7%	27,053

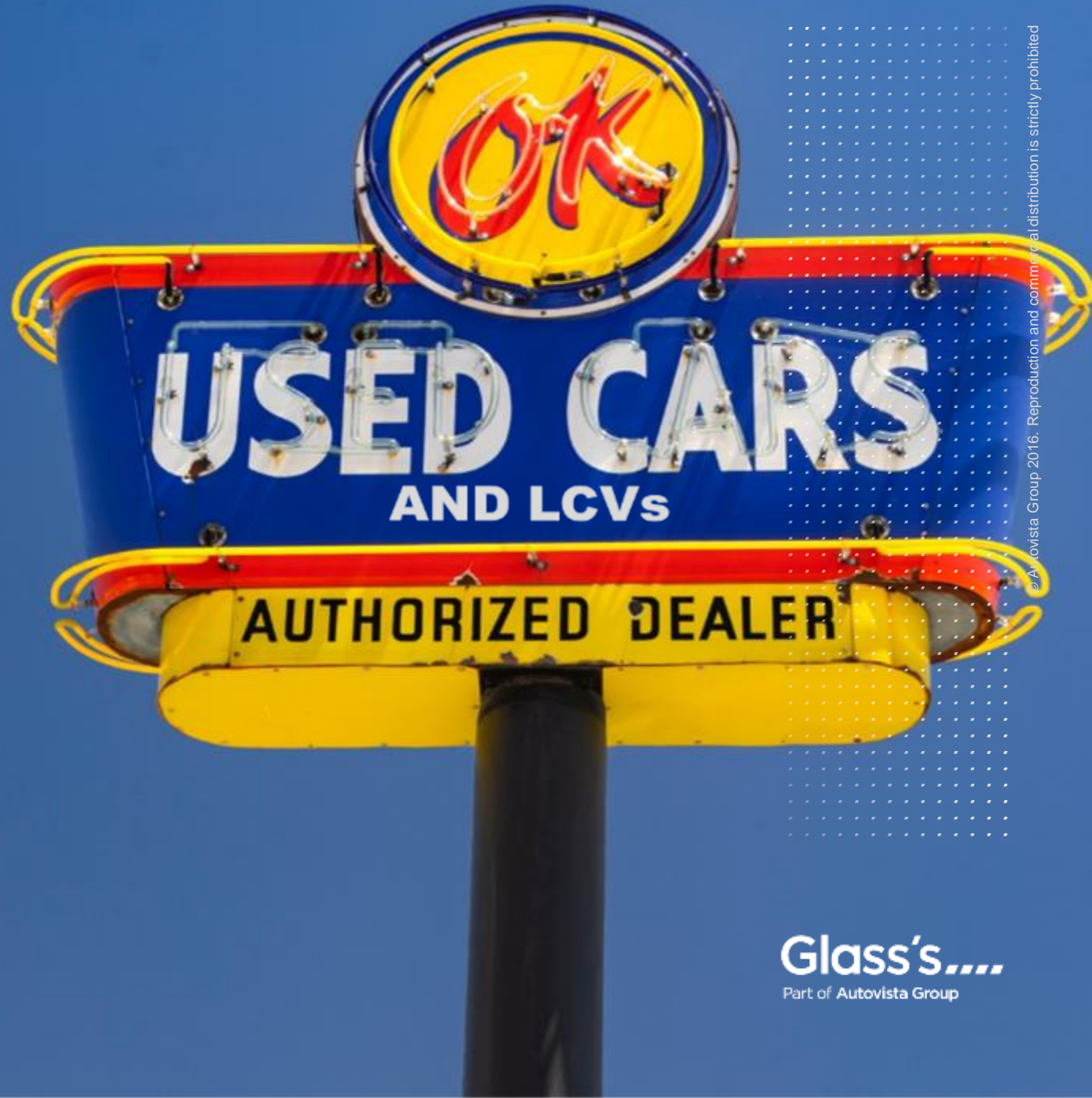


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New LCV market year to date

YTD	2021	2020	Month Change	
Jan	24,029	23,557	2.0%	472
Feb	41,234	37,660	9.5%	3,574
Mar	97,356	67,907	43.4%	29,449
Apr	127,796	71,294	79.3%	56,502





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Market Health – European Retail Price Index

Market price index

Price index by age

Listings activity

Stock development

Active dealers

SELECT MARKETS:
Multiple values

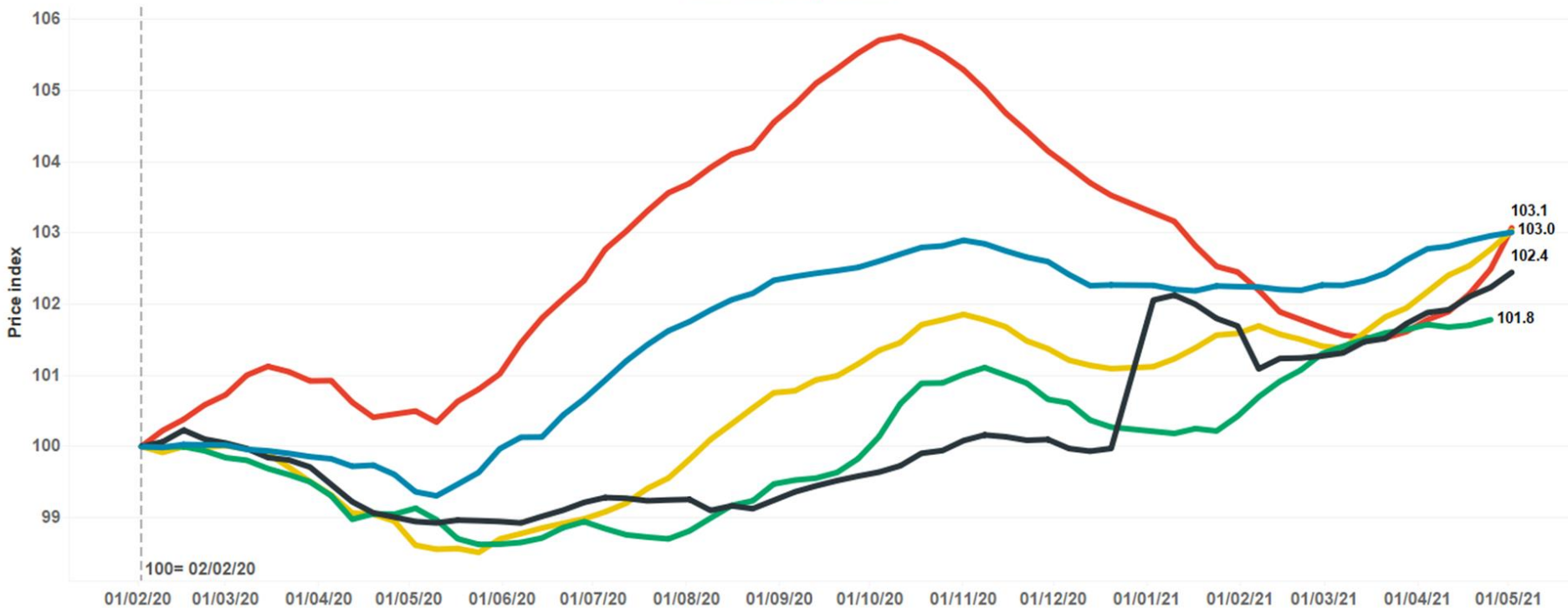
SELECT CAR AGE:
ALL

France
Germany

Italy
Spain

UK

Price index by market



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The price index shows the indexed average movement of the absolute price of all vehicles on offer. We control for vehicle-specific factors, like make, model, age, mileage and optional equipment. We control for changes in basket composition over time as well as aging of the vehicle over time. How to read: if the index moves from 1 to 0.99 in one week on average you would need to pay 1% less for the same vehicle than the week before.

Market Health

UK Price Index by age

Market price index

Price index by age

Listings activity

Stock development

Active dealers

SELECT MARKET:
UK

SELECT CAR AGE:
All

ALL

0-6mths

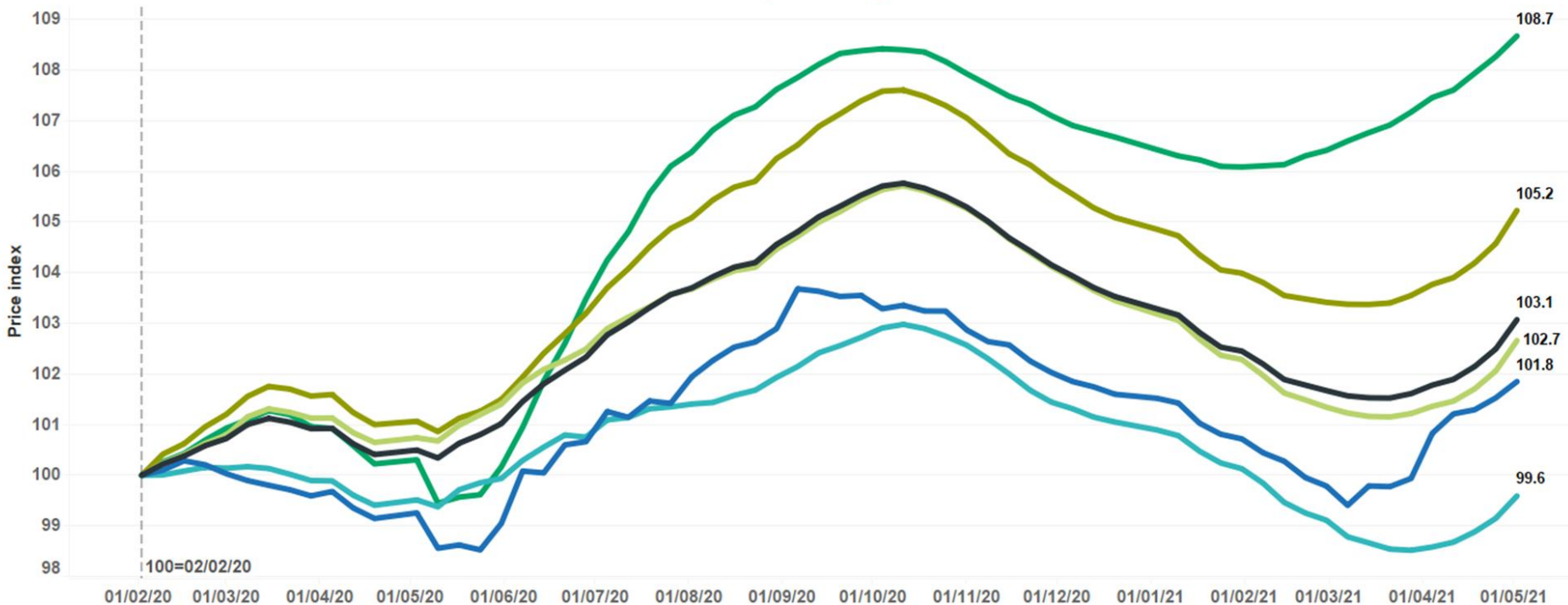
7-17mths

18-53mths

54-90mths

91mths+

Price index by vehicle age in UK



The price index shows the indexed average movement of the absolute price of all vehicles on offer. We control for vehicle-specific factors, like make, model, age, mileage and optional equipment. We control for changes in basket composition over time as well as aging of the vehicle over time. How to read: if the index moves from 1 to 0.99 in one week on average you would need to pay 1% less for the same vehicle than the week before.



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Retail stock tracker

Market price index

Price index by age

Listings activity

Stock development

Active dealers

SELECT MARKET
UK

SELECT CAR AGE:
All

SELECT VEHICLE TYPE
PC

■ UK

SELECT MARKET
UK

SELECT CAR AGE:
All

SELECT VEHICLE TYPE
LCV

■ UK

Days in stock of active adverts

Car



The graph shows the average days that adverts on offer have been in stock in the selected countries. It is based on active adverts at that particular date for used cars up to the age of 96 months.

Days in stock of active adverts

LCV



The graph shows the average days that adverts on offer have been in stock in the selected countries. It is based on active adverts at that particular date for used cars up to the age of 96 months.

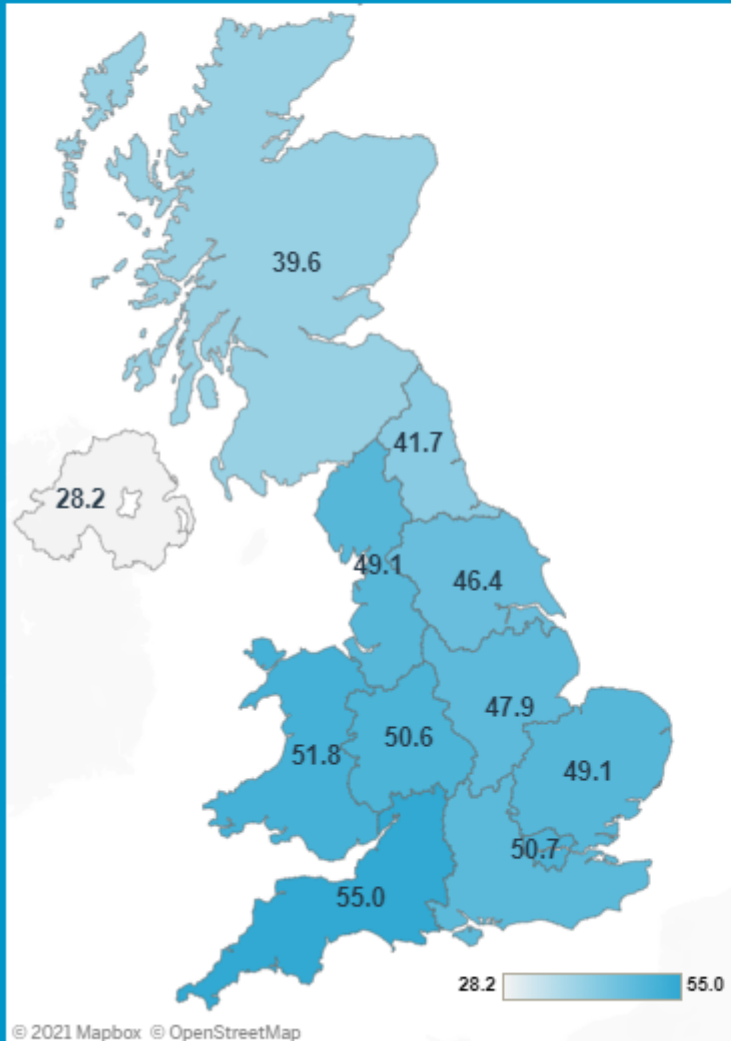


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UK's Fastest Selling Used Cars In April

Average days to sell by region



Days to sell for fastest sellers
Click on map to filter by region

	Days to sell	Retail asking price	Retail transacted price	Mileage	Age (months)
HYUNDAI ix35	26	7,477	7,361	53,919	84
PEUGEOT 2008 Crossover	26	6,843	6,738	45,281	71
VOLKSWAGEN Touareg	28	28,866	28,494	35,854	47
OPEL / VAUXHALL GTC	32	8,315	8,221	33,539	61
AUDI A6 Avant	32	19,816	19,548	46,121	52

Volkswagen ID4 Launch Report

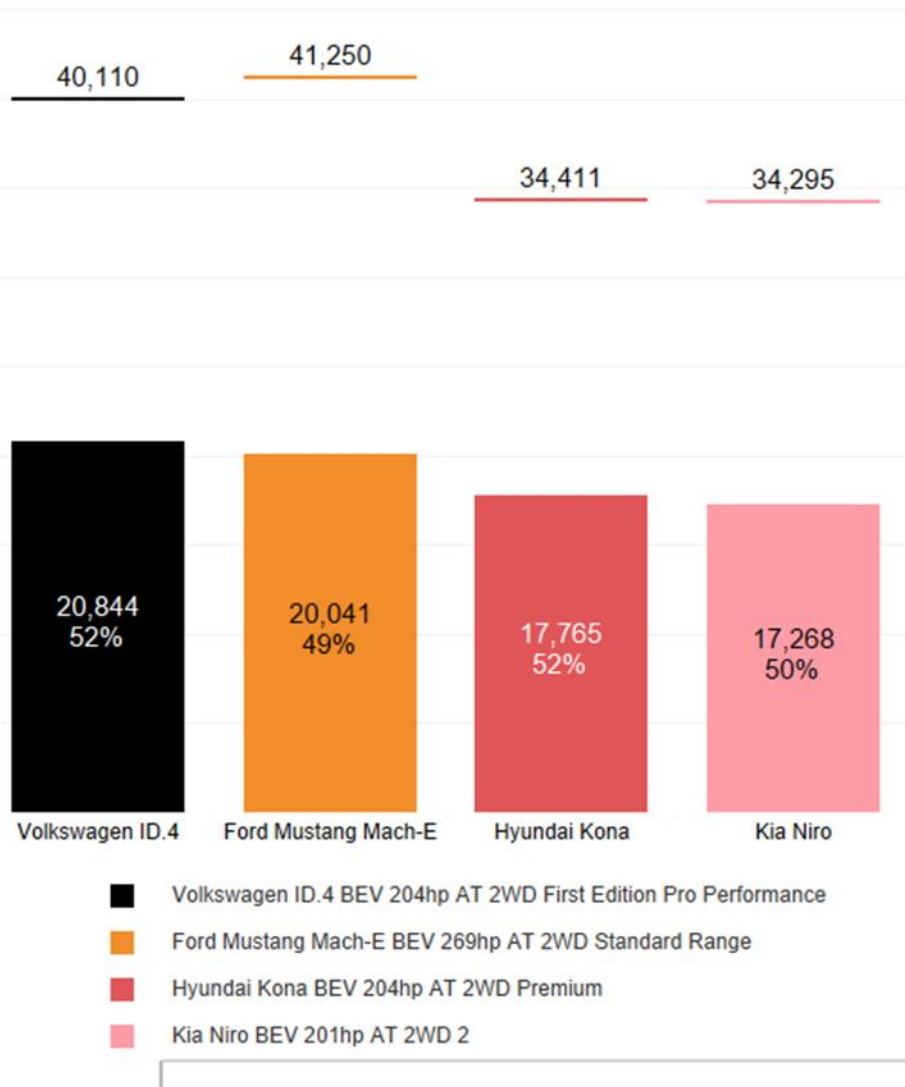


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New Price vs. Forecast Residual Value

(36 months/ 30.000mls/ trade/ GBP)



Launch Report: Volkswagen ID.4



Strengths

The Volkswagen (VW) ID.4 is a very good, likeable fully-electric SUV that is arguably much more appealing than its smaller sibling, the ID.3, in terms of looks, value and usability. Launched in 'First Edition' trim with a price tag of just over £37,000 (after factoring in the government's £3,000 incentive), it will interest many company-car drivers. The interior is modern and airy, with decent build quality. Depending on the variant, driving range is around 215 to 320 claimed miles, which should cover most needs. The car is practical enough, with room for five adults and a boot capacity of 543 litres, so should fit most needs.

Opportunities

The car will obviously add yet another fully-electric vehicle to VW's line-up. This will help with the manufacturer's CO2 emissions targets, as well as its aims of becoming a greener manufacturer with a lower carbon footprint. There is also strong demand currently for BEV company cars in the UK due to the taxation benefits, so the vehicle will help fulfil that demand and get volumes into the market. There will obviously be cheaper versions arriving soon and after the government grant, the starting price will be very close to £30,000. This represents decent value and prices the vehicle within range of existing Tiguan diesel customers.

United Kingdom: April 2021

SELECT COUNTRY

- France
- Germany
- Spain
- United Kingdom

Weaknesses

Like all battery-electric vehicles (BEVs), the ID.4 has limitations, such as the useable range and the time it takes to recharge the battery. However, if selected sensibly, and range and charging time is properly considered, the vehicle should be easy enough to live with for most people. There is a mindset change, but most people will not use the full range in a day. Owners can then just use their home-charging point to top it up each evening - or every other evening, depending on use.

Threats

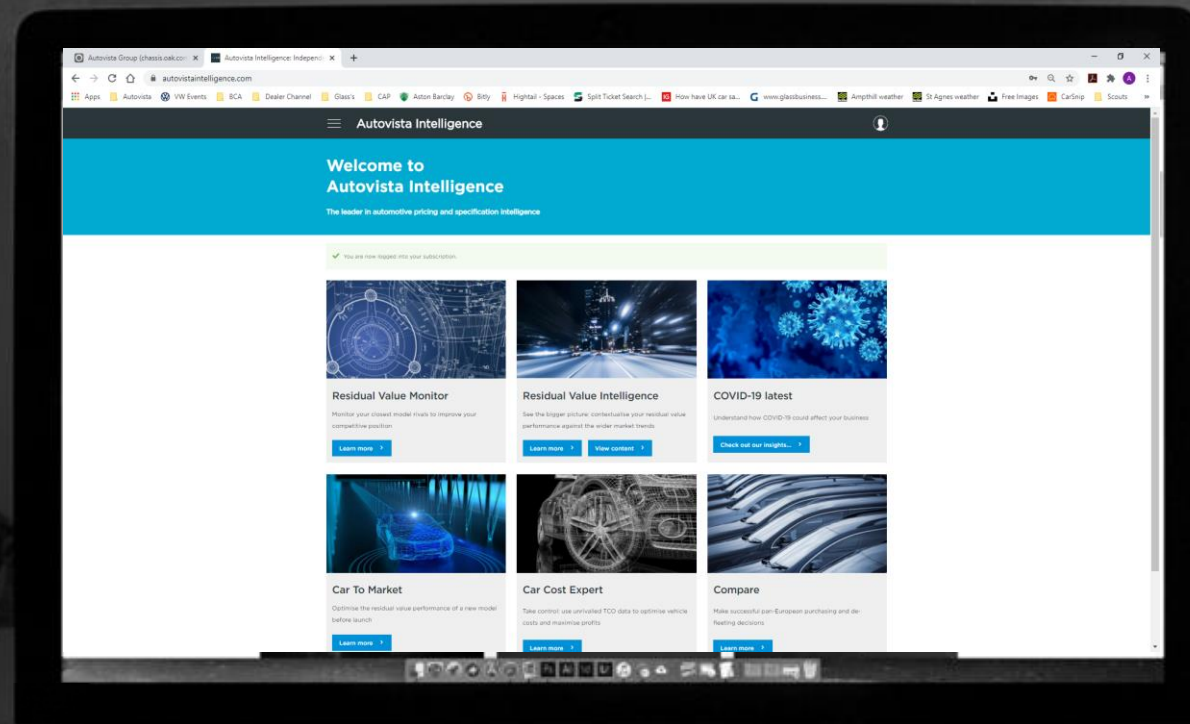
Like all BEVs, there are concerns about where they will fit into the used-car market once they start to come back in any volume. Currently, the demand for BEVs comes predominantly from company-car drivers due to the tax benefits, but where are the incentives in the used-car market? There remains a large price gap between internal combustion engine (ICE) vehicles and BEVs and it is difficult to see why a used-car buyer would choose to spend far more money on an electric model unless they really want one.

Summary

- April car
 - Artificial 30-fold increase of new car registrations compared to the same month last year
 - New car registrations remained -12.9% lower than the 10-year average
 - Stock availability remains a concern (New and Used)
- April LCV
 - The light commercial vehicle market recorded its busiest ever April
 - 30,440 new vans were registered

Residual Value Intelligence

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Glass's Market Webinar Q&A

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