

Used Cars 2030

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MANHEIM

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The background of the slide is a photograph of a modern stadium, likely the Allianz Arena in Munich, Germany, characterized by its illuminated, ribbed exterior. The image is heavily filtered with a semi-transparent blue overlay, which serves as a backdrop for the text. The year '2030' is centered in a large, white, serif font, while the header and footer text are in a smaller, white, sans-serif font.

2030

/ 2030: The reality

Used Cars 2030

000 WEEKS

/ 2030: The reality

Used Cars 2030

For the average used car buyer today, 2030 is just 2 or 3 car changes away



/ 2030: The reality

Used Cars 2030

The used market will still still feature ICE-powered vehicles in large volumes



/ 2030: The reality

Used Cars 2030

Autonomous vehicles won't be a significant feature of the used car market in 2030



/ What dealers tell us

Used Cars 2030



/ What dealers tell us

Used Cars 2030

71%

think fewer customers will buy a car but more will be buying 'usage'

77%

dealers say they'll have diversified in order to survive

92%

think servicing & aftersales will be more important to dealer profitability than it is today

77%

say more consumers will be buying cars with finance

44%

are unsure about the influence of brokers and third parties on attracting customers

48%

think the proportion of used car to new car customers will have grown



1

**Environmental
agenda**

2

**Car buying
and car usage**


3

**Wholesale
digital
disruption**

1

Environmental agenda

/ Environmental agenda



“Right now, we are facing a man-made disaster of global scale. Our greatest threat in thousands of years. Climate change.”

/ Vehicle types



The environmental agenda is accelerating the development of AFVs

/ Vehicle types



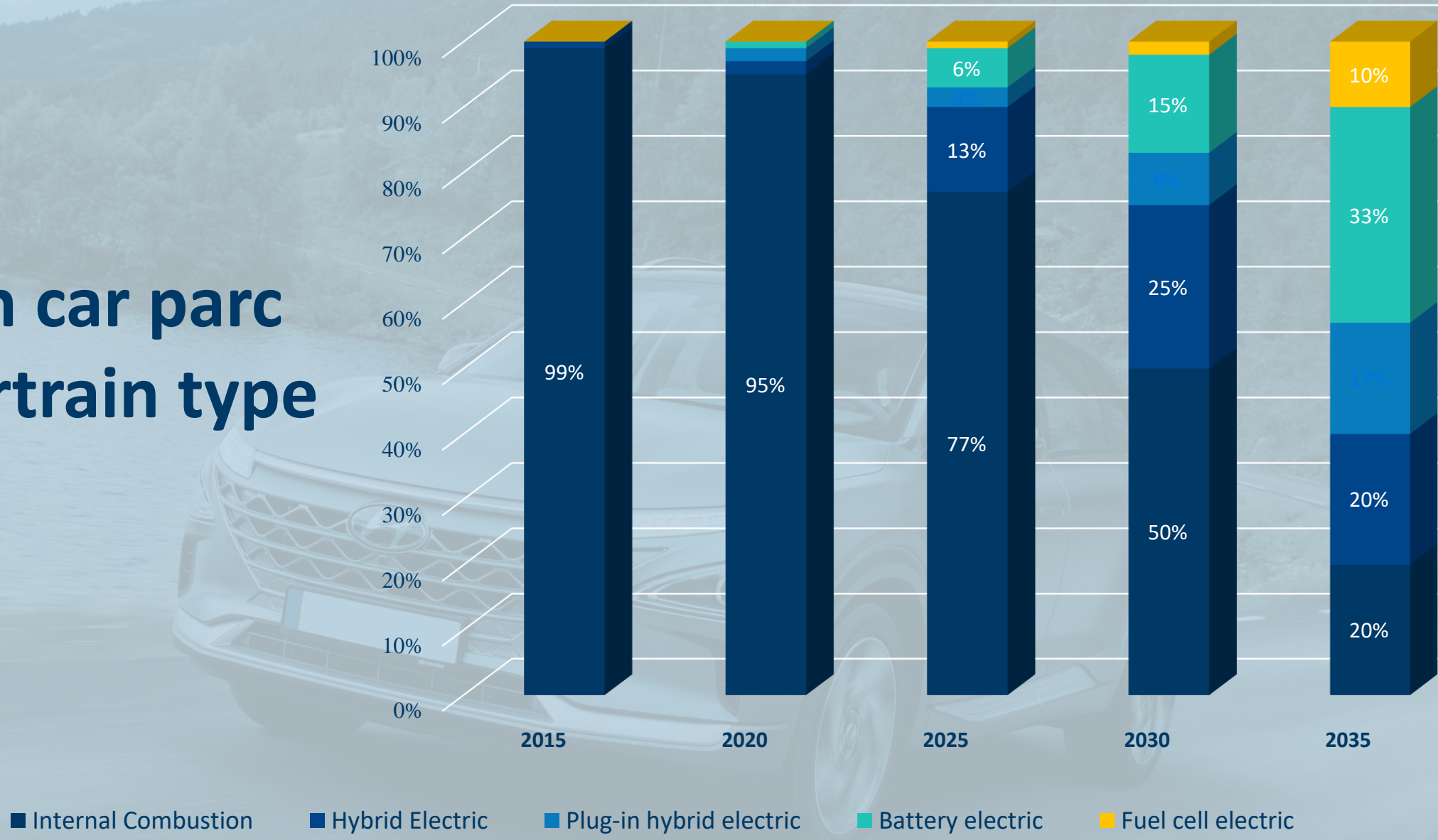
80+ new EV models in the next three years will quickly change the balance

/ Vehicle types

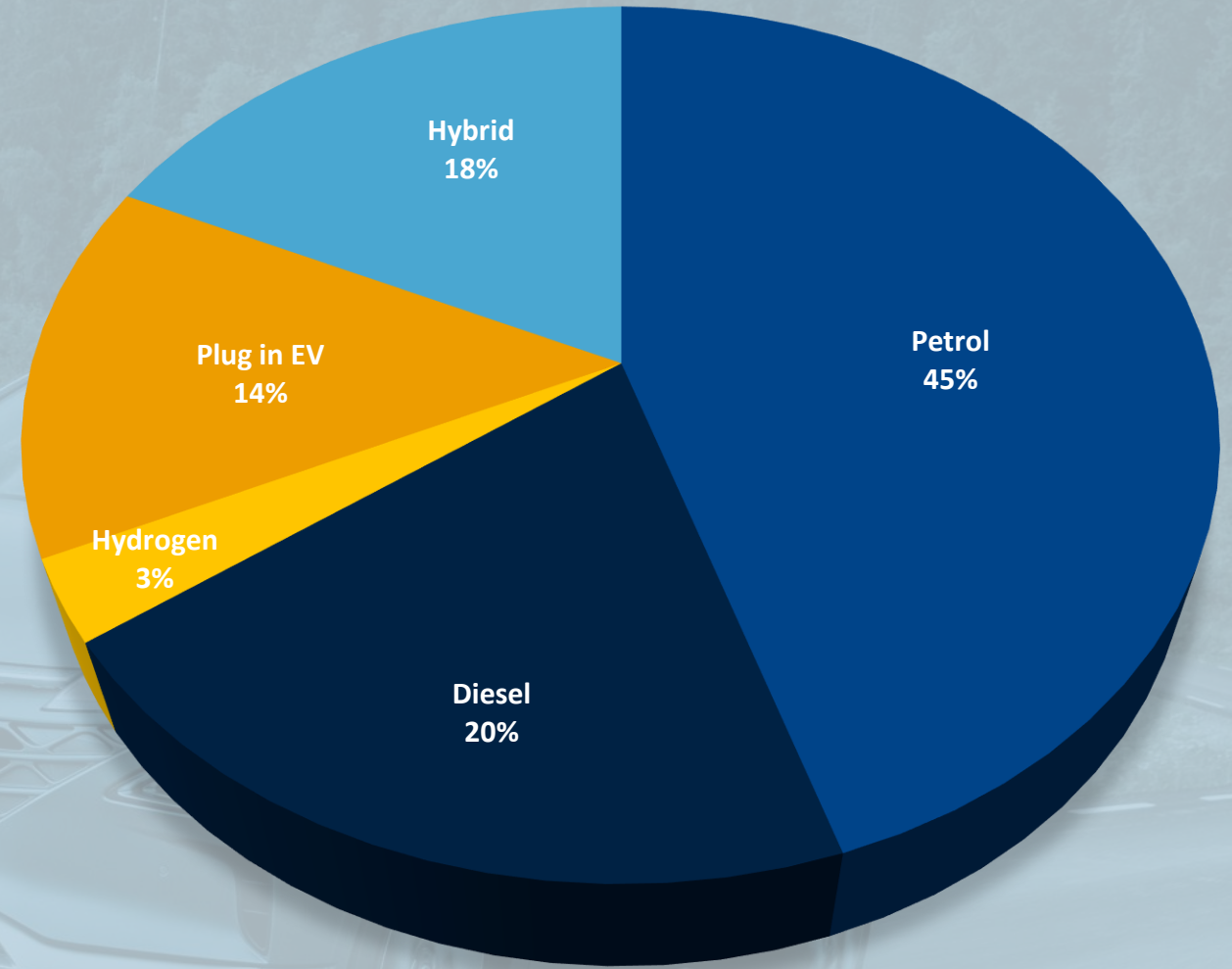


By 2028, Volkswagen Group plans to have almost 70 new electric models. By 2030 at least 40% of its fleet will be electric vehicles

European car parc by powertrain type



By 2023 what do you think your fuel profile will look like?



■ Petrol ■ Diesel ■ Hydrogen ■ Plug in EV ■ Hybrid

Vehicle usage

By 2030, environmental pressure will play a profound role on how we use cars

/ Vehicle usage

Used Cars 2030



First wave



/ Vehicle usage

Used Cars 2030

- First wave
- Second wave



Vehicle usage

Used Cars 2030

- First wave
- Second wave
- Third wave





Congestion costs
£1,680
per driver in London

2


Car buying and car usage

/ Car Buying

It's not simply about
how we buy but also
whether we buy


It's the *iPhoneification*
of our trade

/ Car ownership

A photograph of three people in a car dealership setting. A man and a woman are seated at a desk, smiling and signing documents. The man is wearing a light blue polo shirt, and the woman is wearing a light-colored blazer. A man in a dark suit is seated across from them, looking on. The background shows a car and a map of a city. The entire image has a blue tint.


British car buyers are no longer driven by the need to own their vehicles

/ Car ownership

A photograph of three people in an office setting. A man and a woman are seated at a desk, both smiling and looking down at documents they are signing. The man is on the left, wearing a light-colored polo shirt. The woman is in the center, wearing a light-colored blazer. To their right, another man in a dark suit is seated, looking towards them. The background is slightly blurred, showing what appears to be a car and some office equipment. The entire image has a blue tint and a faint map overlay.

An increasing number of cars
will have two lifecycles
before they reach the
wholesale market

/ Car ownership

A man and a woman are sitting at a desk, smiling and signing documents. A man in a suit is sitting across from them, looking at the documents. The background is a blurred image of a car lot. The entire image has a blue tint.

Dealers will increasingly sell
usage as opposed to cars



3

Wholesale digital disruption

/ Wholesale digital disruption

The wholesale market
is entering a period of
unprecedented change

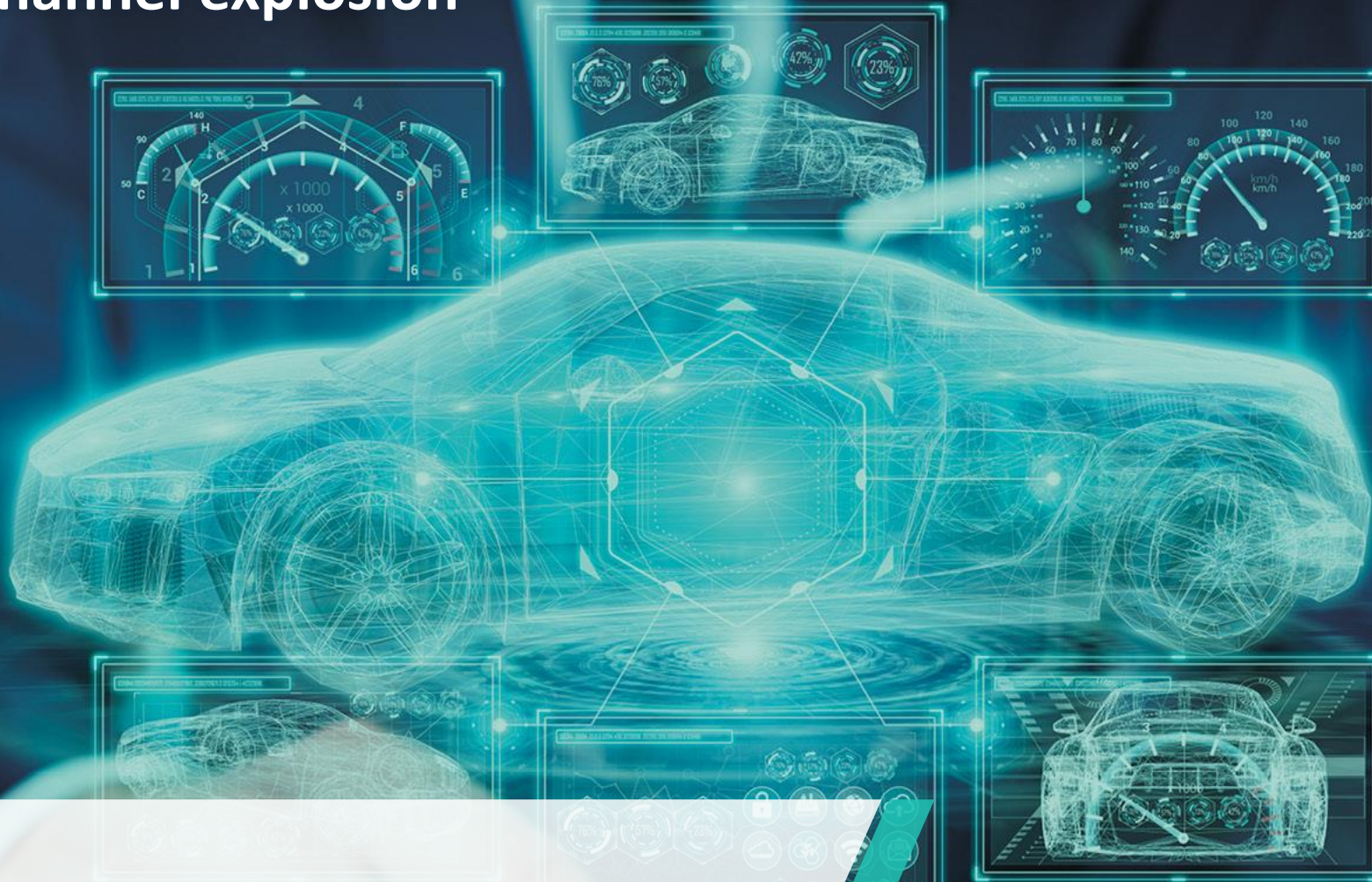
/ Wholesale digital disruption

Vendors are placing cars further upstream and avoiding the auction

/ Wholesale digital disruption

Both sides of the transaction
are seeking faster, better
decisions

/ Channel explosion



The wholesale market place is moving online

/ Channel explosion



80% of wholesale trades
will be online by 2023

/ Vehicle Solutions

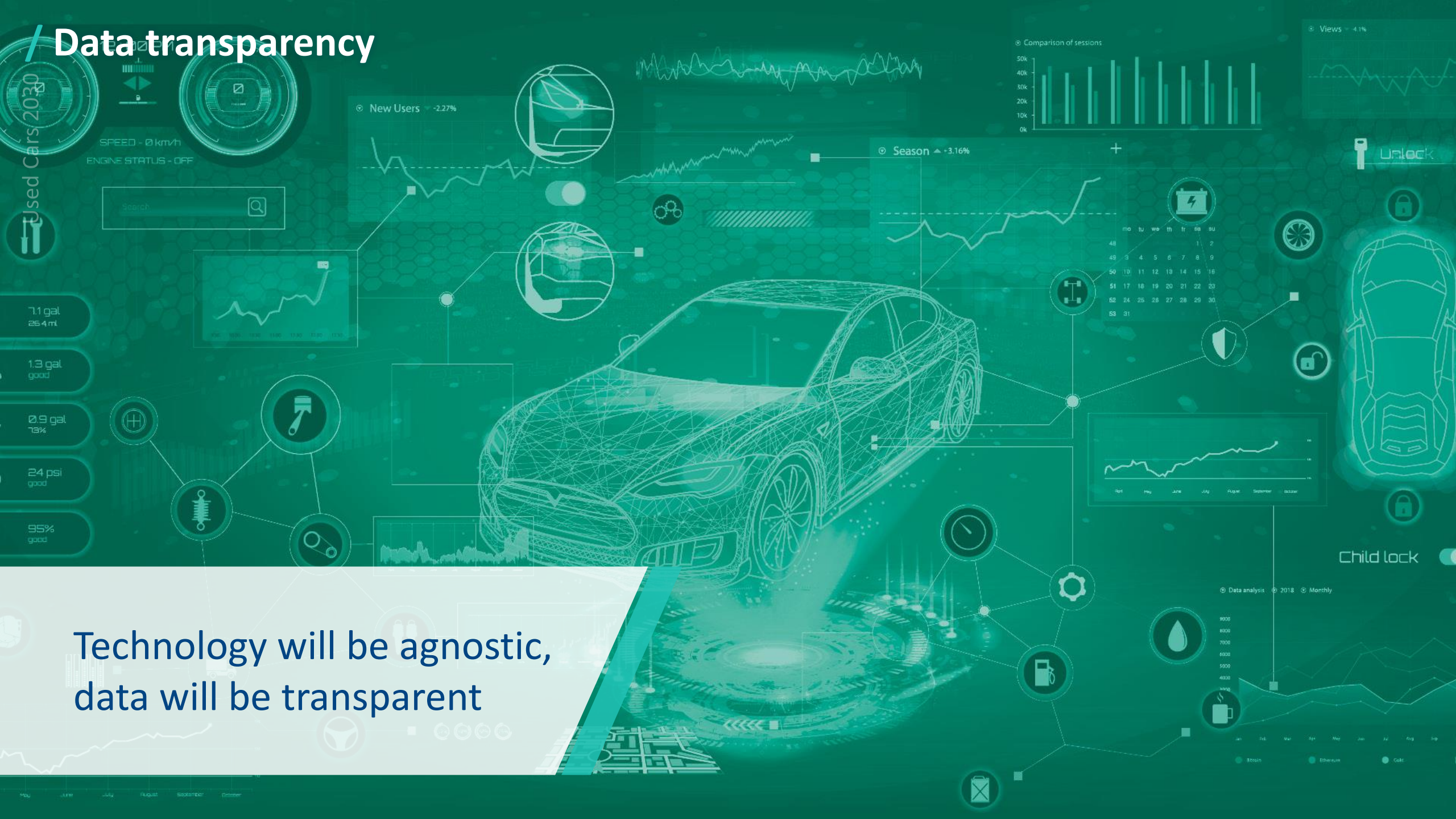
Used Cars 2030

You can't store, fix or move
vehicles in the cloud

/ Vehicle Solutions

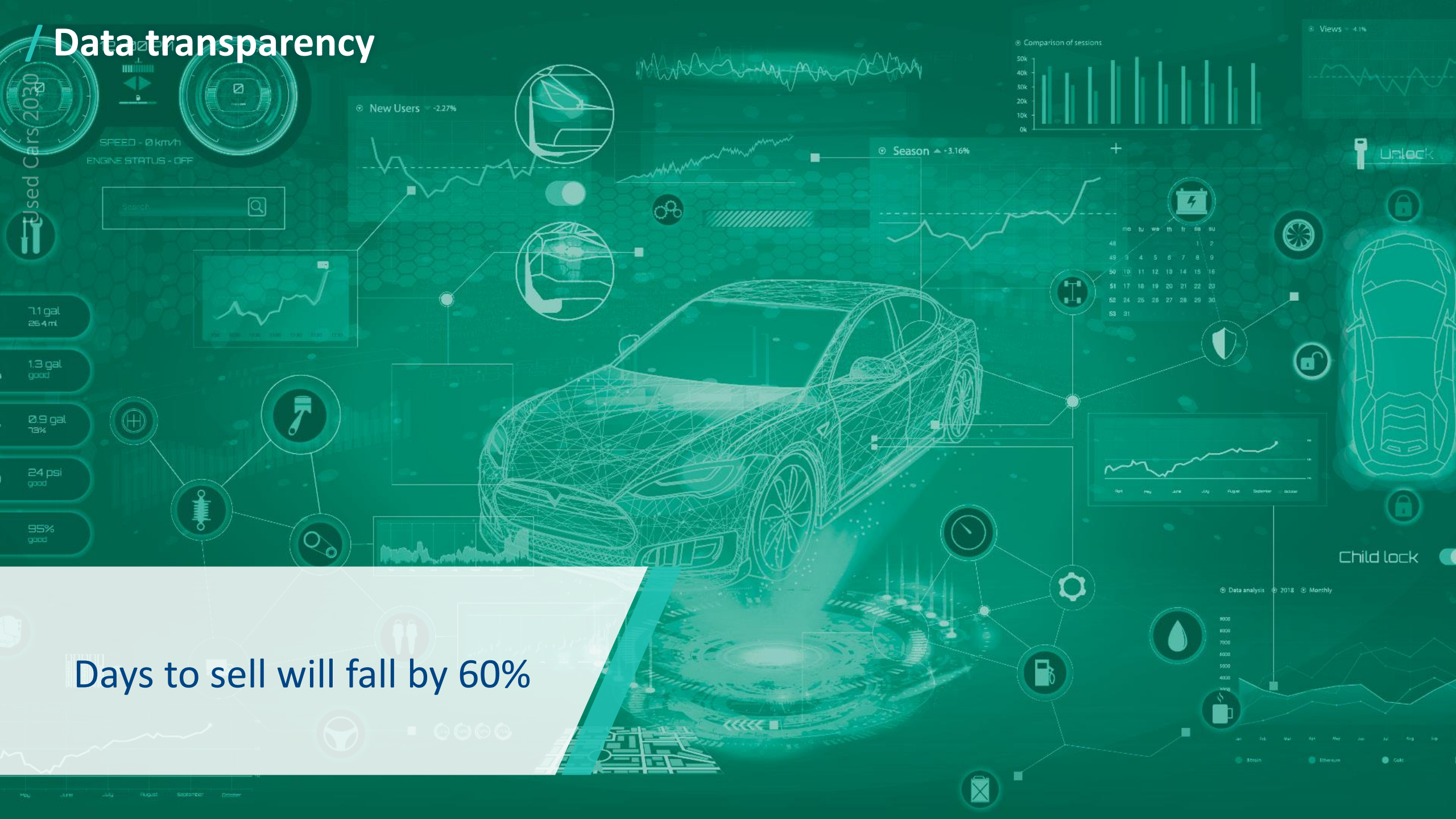
Used Cars 2030

Vehicle movements will
reduce by 50%



Data transparency

Technology will be agnostic,
data will be transparent



Data transparency

Days to sell will fall by 60%

/ A vision for the future of remarketing

80% of vehicles will
be sold online

A 'virtual' physical
retail experience will
emerge

Vehicle movements will
reduce by 50%

Days to sell will fall by
60%

Sales channel decisions
will be automated and
instant

Technology will be
agnostic, data will be
transparent



/ In summary

Used Cars 2030

Ownership will
no longer be
the norm

Used cars will be
transacted online
and with confidence

The wholesale
market will be
digitally driven,
centralised
and efficient

/ But there are questions we should be asking too...

Used Cars 2030

What will happen to older cars?

Will we just have a two or three tier PCH market with very limited ownership below?

What does that mean for the number of dealerships?

Is this actually the environmentally friendly solution?



Experience
Better...

Thank you

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