

INDICATA Market Watch COVID-19

Rough waters continue but some glimmers of hope

Edition 14 | March 2021



Executive Summary

- Used car market still blighted by the impact of Coronavirus restrictions.
- February used car sales volumes ease back 0.6% compared to January 2021.
- Year-on-Year February 2021 used car sales down 5.2% and 8.1% down year-to-date.
- Typical ex-fleet vehicles aged 3-5-years old, faring better than older used cars.
- Turkish market showing the strains of a market returning to normality.
- Poland sees some tactical sales activity to try to fill supply constraints.
- Only France and Austria are showing tactical sales activity.
- Used petrol (-9%) and diesel cars (-11%) see sharp falls in used car sales YoY but there are supply constraints in some markets.
- YoY used car sales increase for BEVs (+131%) and hybrids (+85%) as alternative powertrains become increasingly popular. BEV sales are up 7% month-on-month and hybrids up 9%.
- Total used car stock levels going into March 2021 are 3.2% lower than the previous month but 6.2% higher than March 2020, and 12.3% above the same month in 2019.
- Stock turn for BEVs increases by 7% year-on-year as other powertrains sees a small fall.
- ICE vehicles (diesel 6.0x, petrol 5.3x) remain the fastest selling used cars.
- The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month-on-month, but most markets are bucking this trend.
- Online sales have become a key part of selling used cars through the Covid-19 crisis and going forward there is little evidence to support a full return to pre-crisis operating models.

European Markets

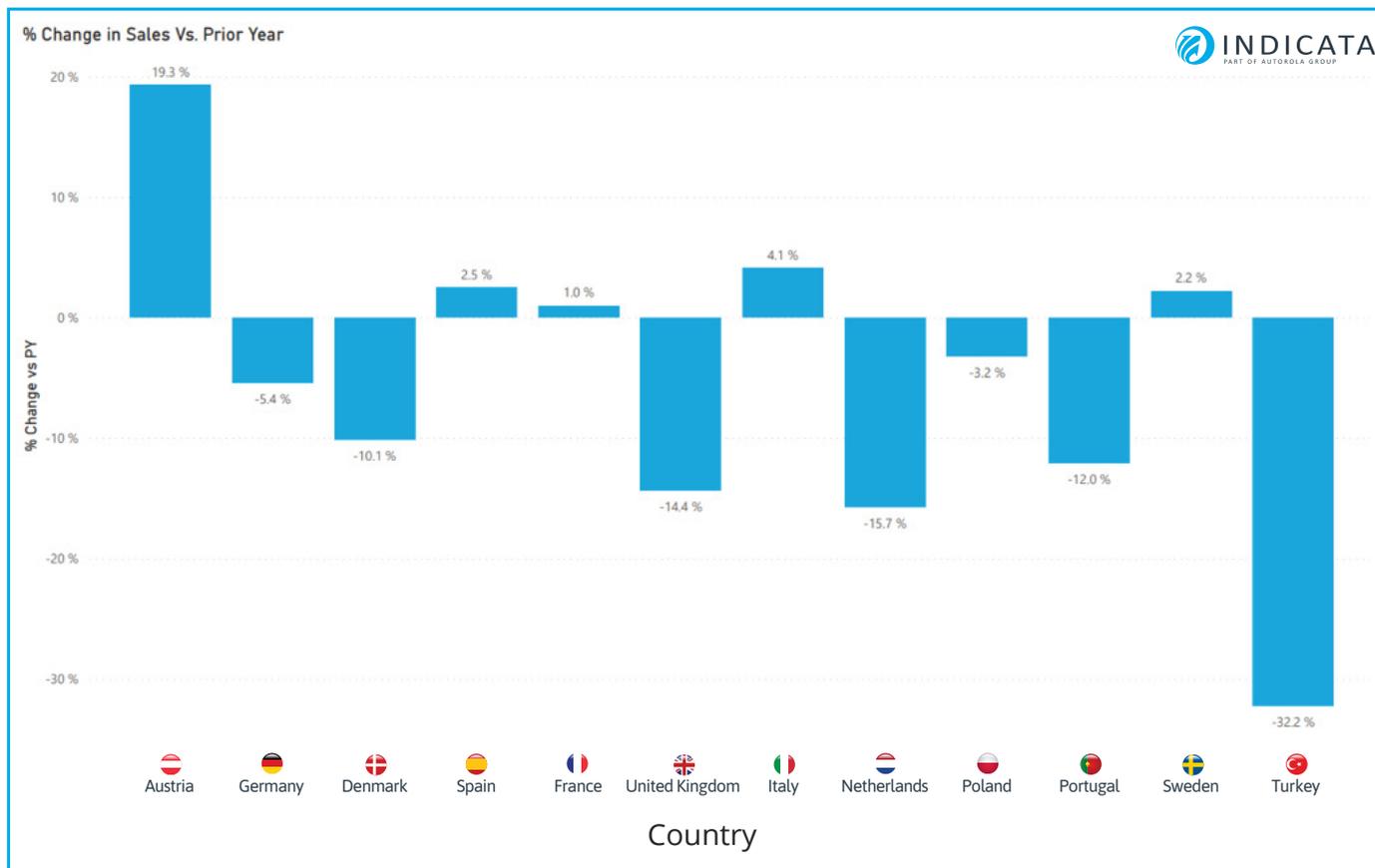
Online B2C sales down 8.1% for the first two months of 2021

Across the EU region that we cover and excluding Turkey, online B2C online used car sales fell 5.2% in February 2021 compared to February 2020. Overall, that puts the market 8.1% down for the first two months of the year. February should signal the end of negative sales compared to a year earlier with March being the first comparator to a Covid-19 lockdown period.

The impact of lockdowns and Covid-19 is also continuing to impact not just how people are buying used cars, with increased online activity but also when. After the New Year rush in January for most markets, and before the registration plate change in the UK, February usually sees used car sales fall month-on-month by around 7.5% however, the pent-up demand resulted in sales remaining almost on par with January with just a 0.7% decline.

With several countries experiencing a third wave of Covid-19, and vaccinations not happening rapidly in several mainland European countries, it looks like a lot of 2021 could still see much of the region in and out of lockdowns, impacting new and used car sales.

February 2021



However, dealers are increasing their online presence which is resulting in some of the growth in online B2C sales we are seeing. We are currently carrying out some research on this topic and we hope to be able to bring you more information on how this is

developing in later Market Watch editions this year.

In the meantime, we will continue to follow how Covid-19 is impacting the industry, staying focused on both volumes and market stock turns in our report.

Used off lease vehicles doing better than the rest of the market

Sales may be down across the region but the increase in online selling is working well for dealers who are trading in the typical off-fleet ages of vehicles at 3-5 years of age. Whilst sales were almost flat year-on-year you need to consider that we are comparing a Covid-19 restricted February 2021 with a relatively unaffected February 2020. Also, worth noting is how much better off-fleet cars are performing compared to younger used vehicles and against the older end of the market.

Sales of young used cars are down compared to a year ago but the fall of 6% is far smaller than the 25% YoY drop last month. The indications are that some manufacturers are starting to support some tactical sales in certain markets which dealers are then able to support through the increase in online selling. There is further evidence of this with stock turn up 10% YoY for the very youngest cars to 4x.

Whilst stock turn for all other ages is down compared to February 2020 the average of around 6.2x for 3-year-old cars and above is an improvement on the 5.8x seen last month providing some hope for the future.

Year-on-Year Changes (February 2021 vs February 2020):



The move away from the traditional internal combustion engine "ICE" continues in the used car market with used diesel cars down 19% YoY in January and a further 11% decline this month versus a year earlier. Used petrol cars followed a similar path with a 9% fall in February YoY following on from the 21% drop we saw last month.

Before totally writing off the ICE cars in the used car market it is worth noting that stock turn for diesel (6x) and petrol (5.3x) are only marginally down on this time last year and selling much faster than battery electric vehicles "BEVs" (3.5x) and hybrid cars (4x).

Stock levels remain high year-on-year heading into March

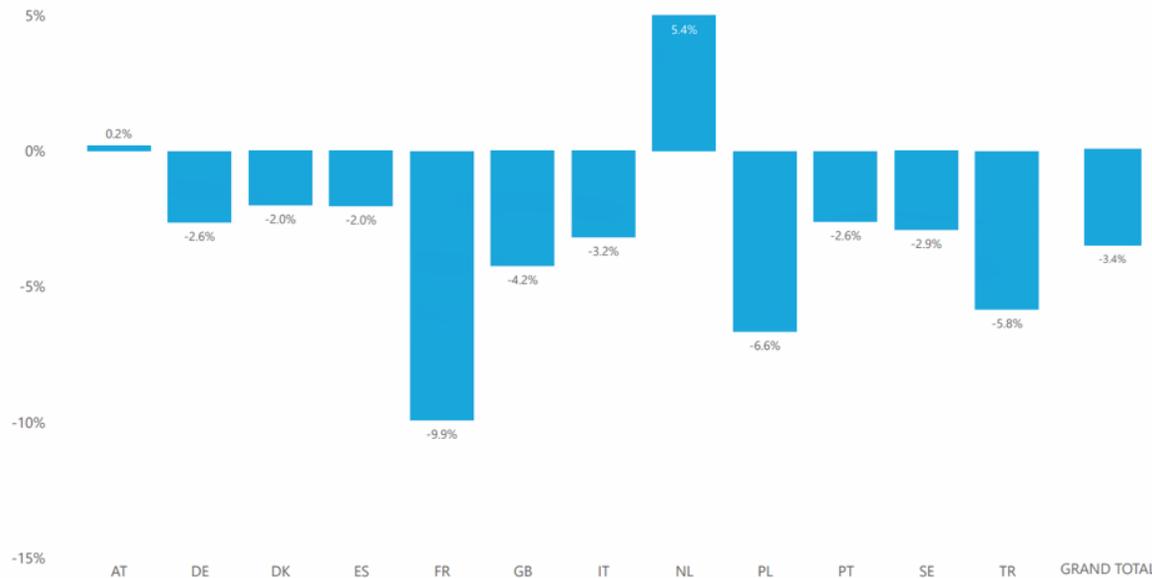
With March opening stock levels still much higher in Turkey (YoY +74%) than a year ago, due to falling sales since quarter 3 2020, we have excluded the distorting effect it would have in reporting the total regional stock levels as being 6.2% above March 2020 levels.

Compared to February 2021 the levels of used stock did fall 3.2% month-on-month as dealers remain cautious about taking on too much stock whilst Covid-19 continues to impact businesses generally, considering they are already so heavily stocked compared to a year ago.

Supply constraints continue to be a problem for some markets with Poland seeing sales fall but still eating into dealer's online stock which fell a further 6.6% compared to February 2021 and which is down 21.1% compared to March 2020.

Covid-19 continues to drive various restrictions on non-essential physical shopping across the region, when combined with an increasing number of online retailers, even in the used car sector, it has resulted in consumer confidence growing for e-commerce. With much of the left-hand drive market in Europe sharing the euro and with less restrictions and red tape on moving vehicles between European Member states there are definite opportunities to supply used vehicles on more than just the domestic market. This would help flatten some of the supply peaks and troughs, but any pan-European strategy still faces challenges from tax authorities and legislators which should not be underestimated.

% Change in dealer stock levels (March 2021 vs. February 2021)



% Change in dealer stock levels Year-on-Year (March 2020 to March 2021)



Online B2C used car sales rose 19.3% in February year-on-year as the Austrian used car market saw its third consecutive month of growth after a 2.8% rise in January and a 10.3% increase in December.

Almost all that growth happened in the typical franchise dealer segment of used cars up to 5-years-old as online sales continue to become more compelling for customers and dealers alike.

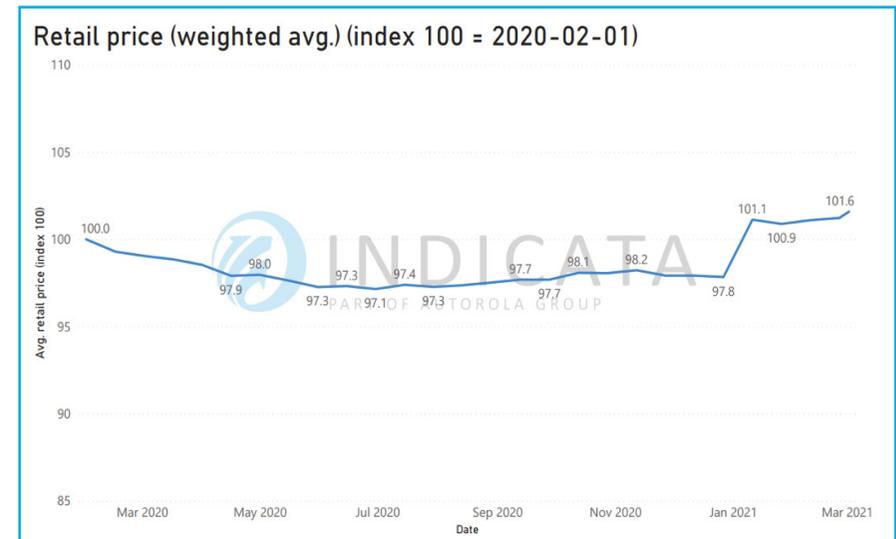
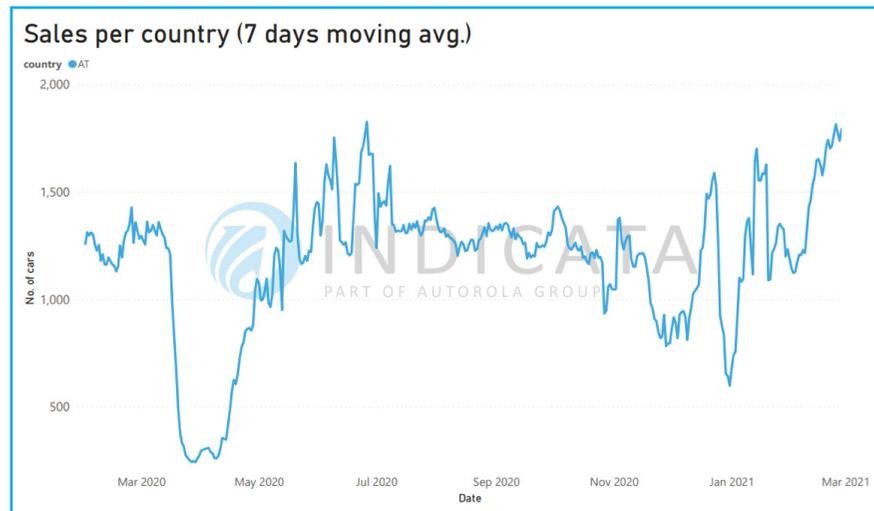
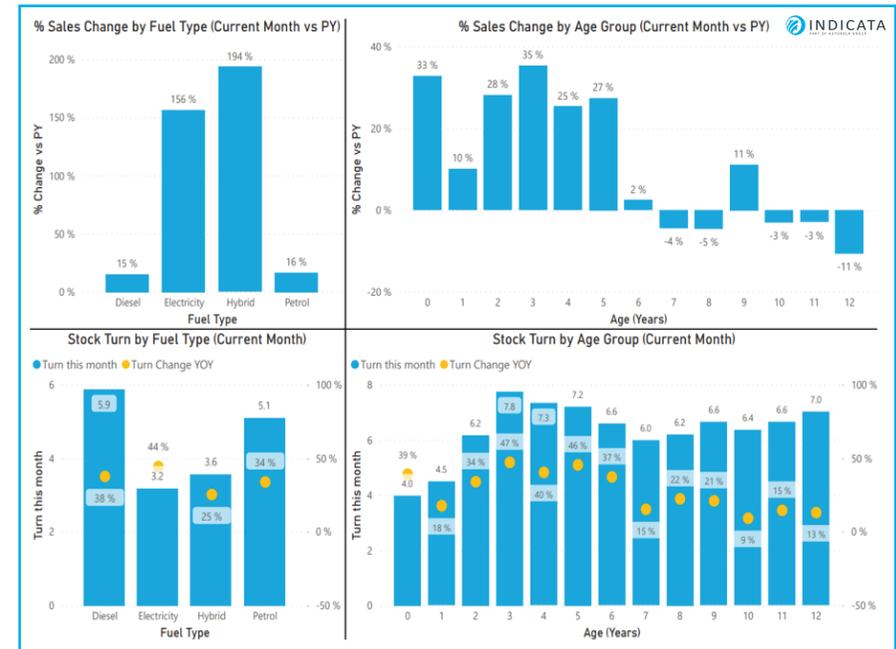
Hybrid vehicles continue to lead the charge in sales growth of alternative powered cars with sales up 194% in February compared to a year earlier, following a 137% YoY increase the previous month. BEVs also continue to enjoy increased demand as sales rose 156%.

Last month's report highlighted signs of a potential supply constraint in the market for the internal combustion engine cars and a month later the signs are even clearer. Despite sales of used diesel cars increasing by a healthy 15% YoY, with used petrol doing slightly better (+16%) compared to a year earlier the sharp rise in stock turn shows how the sales growth could have been even higher.

Stock turn for used petrol cars rose 34% YoY to 5.1x but demand for used diesels saw stock turn hit 5.9x, a 38% increase compared to the same month last year.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month but used car demand is having some inflationary impact on prices in the Austrian market.

Contact: Andreas Steinbach | ash@autorola.at





Denmark Lockdown continues to hit used car market

The coronavirus lockdown for the whole of January and February continues to decimate the Danish used car sector. After online B2C used car sales fell by 21.3% in January year-on-year, February saw a further 10.1% decline over the same month last year.

Young used cars, those up to 3-years-old, are a key part of many franchise dealer's sales but with non-essential shops on lockdown it is not surprising to see sales of these vehicles taking the brunt of the drop in YoY sales

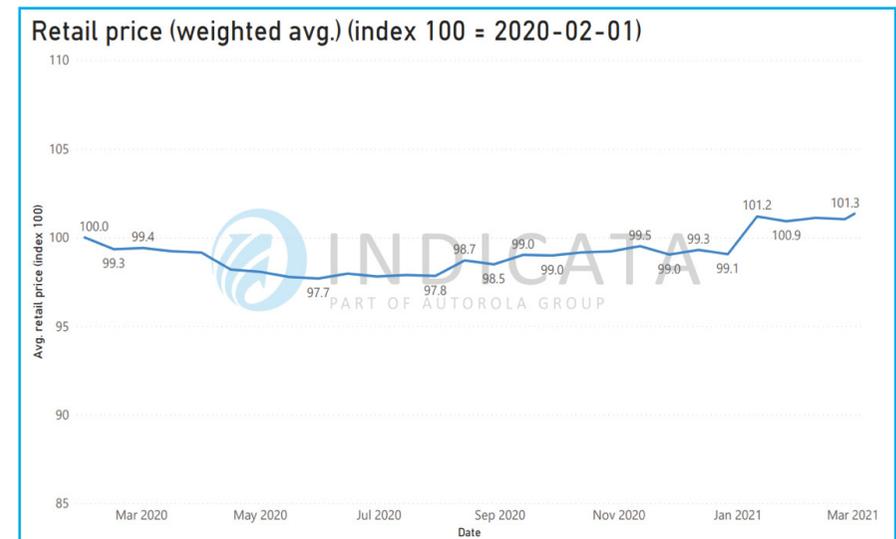
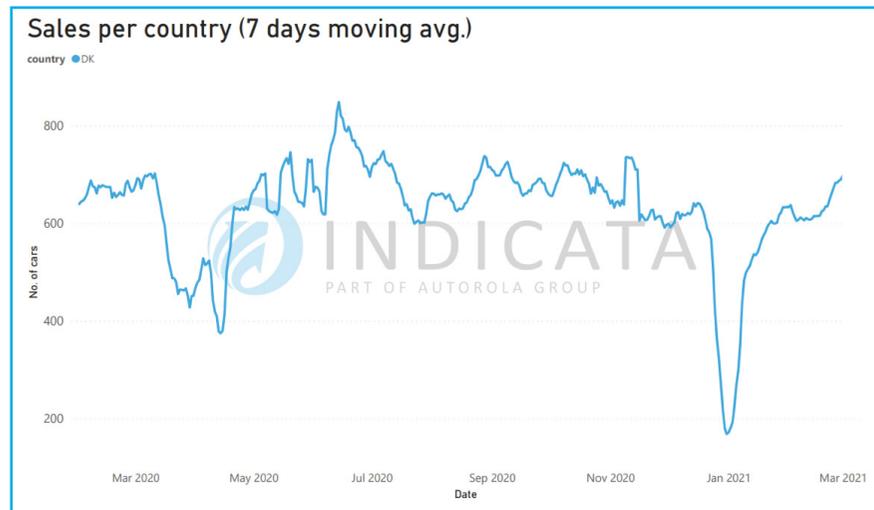
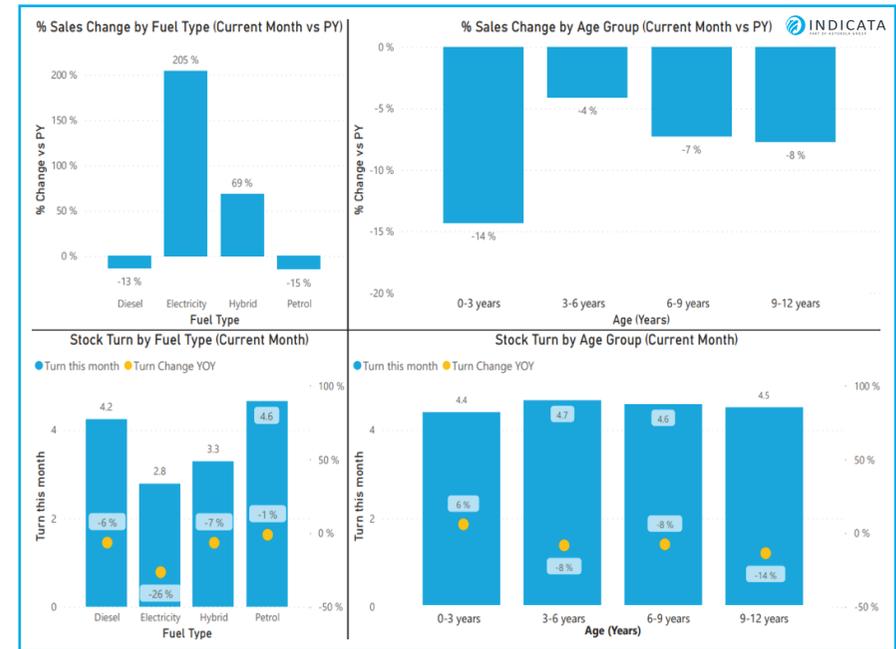
Denmark continues to see some of the highest growth rates for BEVs with sales up 205% in February 2021 YoY, following a 362% increase in January over the same period in 2020. Sales of hybrids have seen more modest growth over this time last year.

The internal combustion engine "ICE" cars continue to make up the most sales in volume terms but February saw yet another double-digit decline year-on-year in a trend which shows no signs of slowing down.

Whilst stock turn remains predictably down for all powertrains compared to a year ago it is the 26% fall in BEVs to a 2.8x turn which is most concerning. With BEV sales still growing rapidly the slow speed of sale indicates a significant oversupply, particularly in the current Covid-19 environment.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month-on-month but used car demand is having some inflationary impact on prices in Denmark.

Contact: Thomas Groth Andersen | tga@bilpriser.dk



Used car sales rose 1% in February 2021 compared to February 2020. At first glance this would indicate a weak market which is understandable in these Covid-19 hit times we are currently living in.

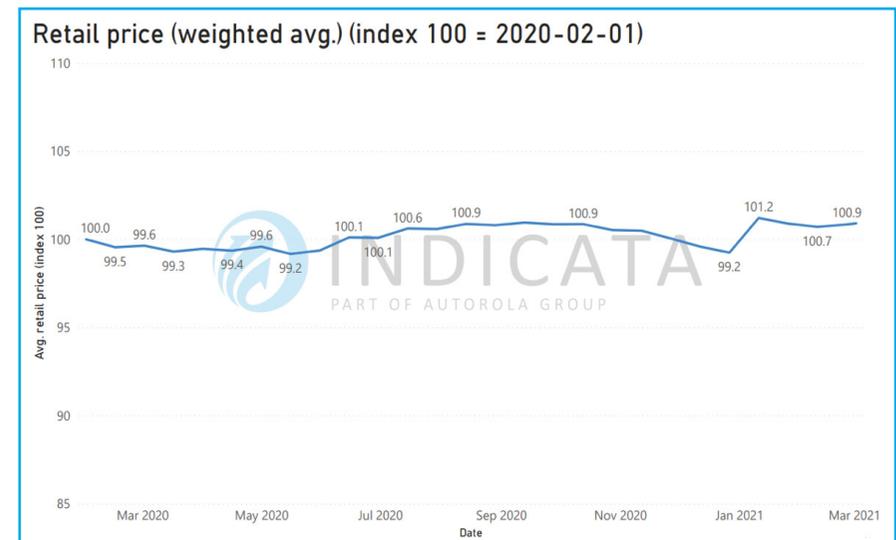
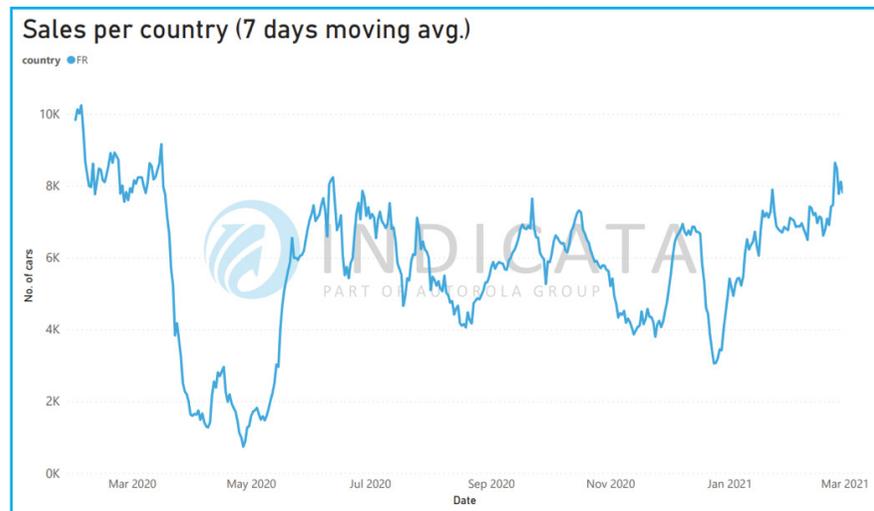
Dig a little deeper under the headline results though and it may be availability of stock which is holding the market back.

Stock turn for all powertrains has increased sharply with the market volume leader diesel seeing stock turn hit 8.9x, a 7% increase YoY. The three other main powertrains all saw annual increases in stock turn of 22% or more with used petrol cars turning over at 9.3x per annum, hybrids at 7.0x and BEVs at 5.9x.

Similar increases of stock turn growth are visible at all ages of typical dealer and trader stock, i.e., those up to 6-years-old. This may explain why there is also such a sharp rise in manufacturer backed tactical registrations to increase the volume of used vehicles going into dealers to meet some of the demand and keep the market active.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month, but supply constraints are holding them flat in France currently.

Contact: Pierre-Emmanuel BEAU | peb@autorola.fr





Germany Return of 19% VAT rate continues to hit used car market



New and used car sales in Germany have now had two successive months of decline following the reintroduction of the 19% VAT on 1 January 2021, following the 3% reduction for the second half of 2020.

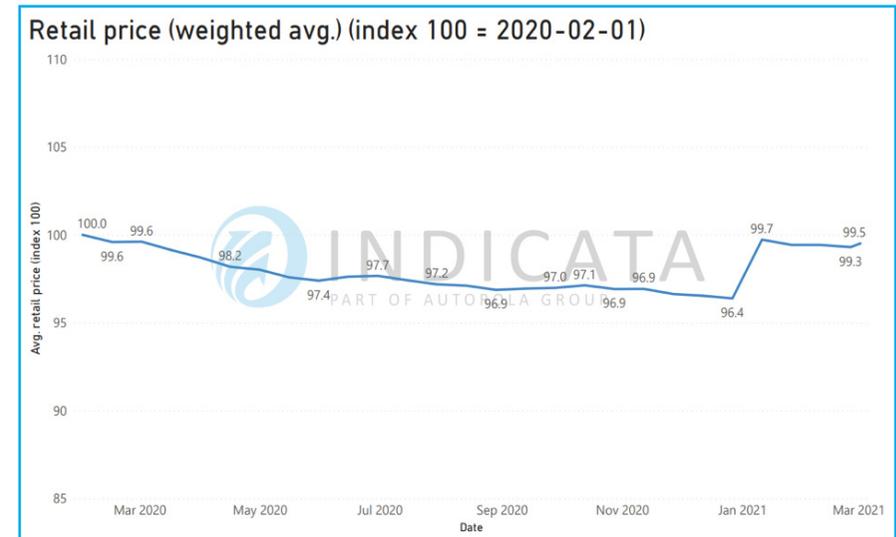
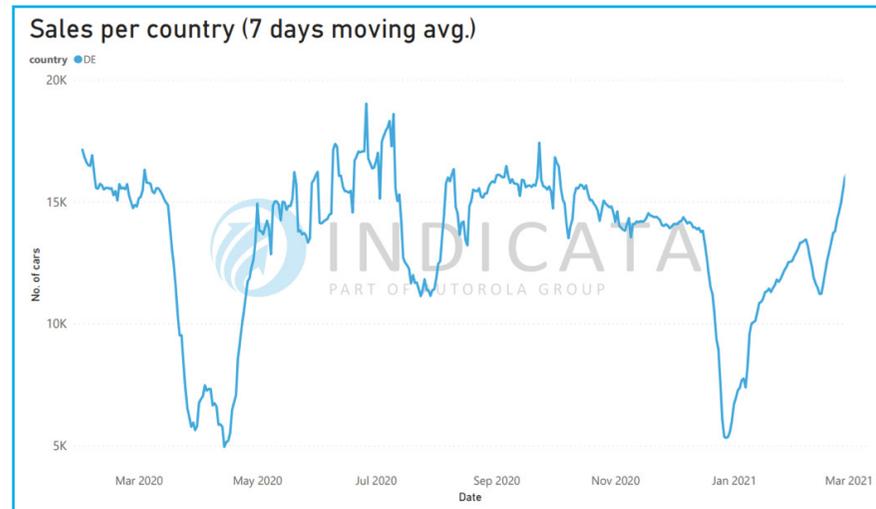
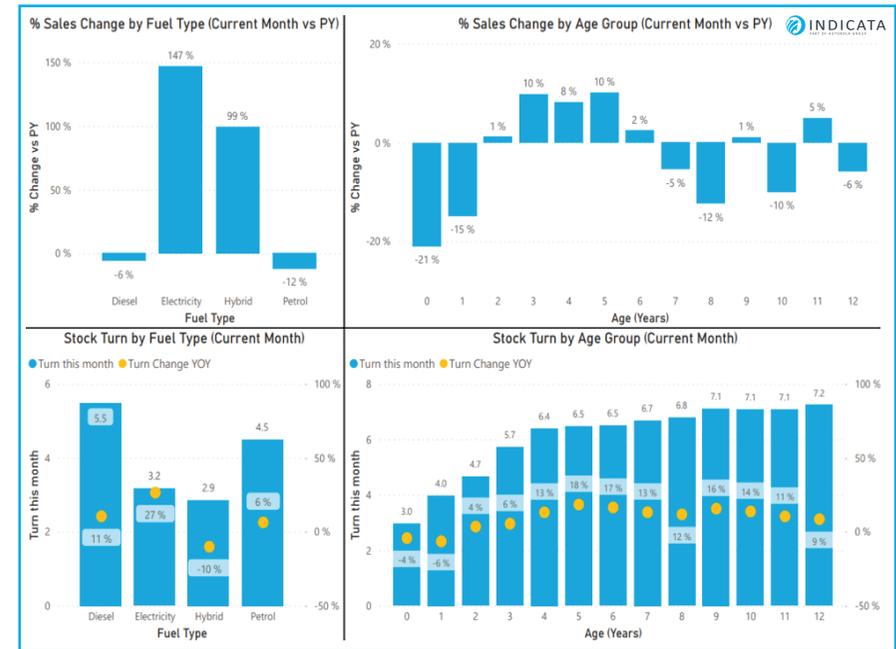
Online B2C used car sales fell 16.3% in January year-on-year followed by a slightly better 5.4% fall in February 2021 compared to the same month last year. The reduced VAT rate of 16% had pulled forward some sales into the latter part of 2020 as consumers sought to exploit the reduction, particularly on new and younger used cars.

The impact can be clearly seen in the younger used cars, i.e., under 2-years-old, where sales are down 15% on the 1-2-year-old cars and 21% down on the very young cars, with manufacturers clearly not willing to pay the price for pushing tactical registrations.

Sales of used alternative powertrains continue to see high percentage level growth with BEVs outperforming hybrids in growth terms. BEVs are also selling faster than hybrids with a 3.2x stock turn, up 27% compared to February 2020, whilst hybrids have dropped 10% to just a 2.9x turn indicating an excess of supply.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month, but dealers seem unwilling to move prices whilst the market remains a little volatile.

Contact: Jonas Maik | jmk@indicata.de





Italy New tax regime helps used car sales to a fast start 2021

March sees the introduction of a new bonus-malus scheme for new cars. The new NEDC emissions tax scheme, like the one already in place in France, did not generate enough sales traffic to create growth in new car sales but it did increase sales of higher polluting cars, including some manufacturer tactical registrations in February.

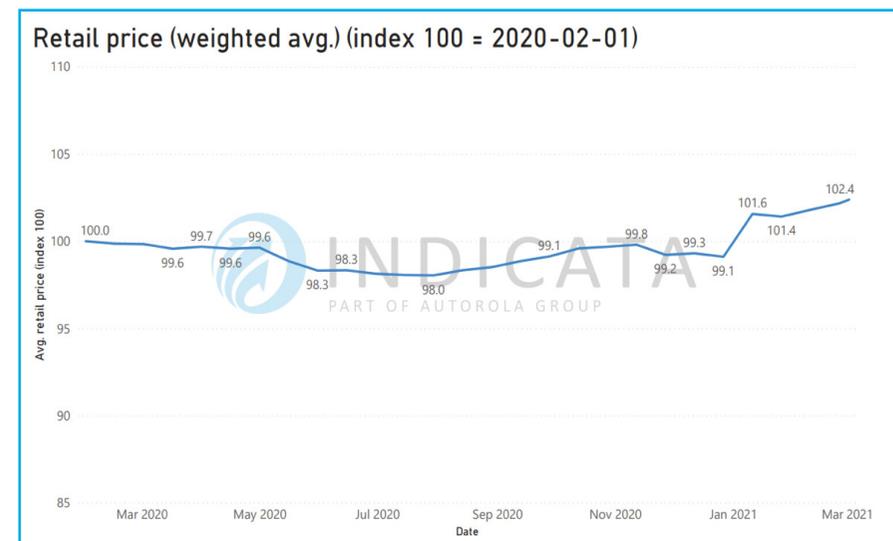
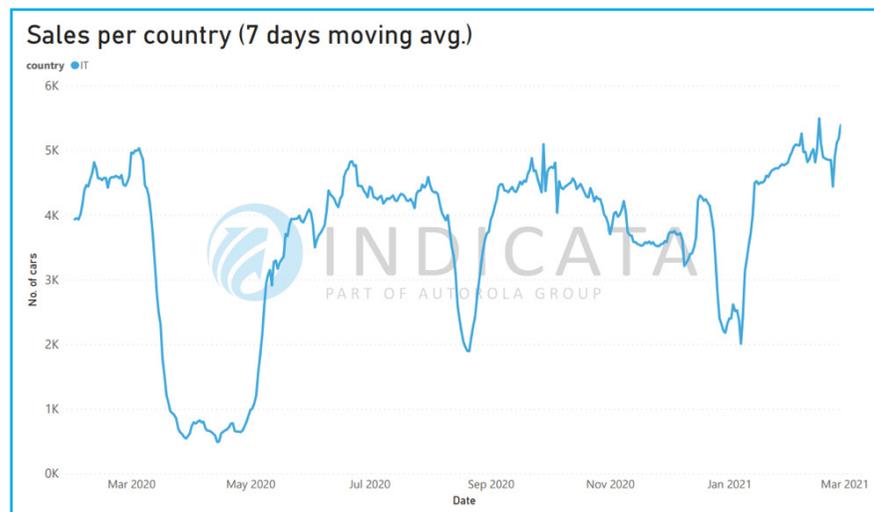
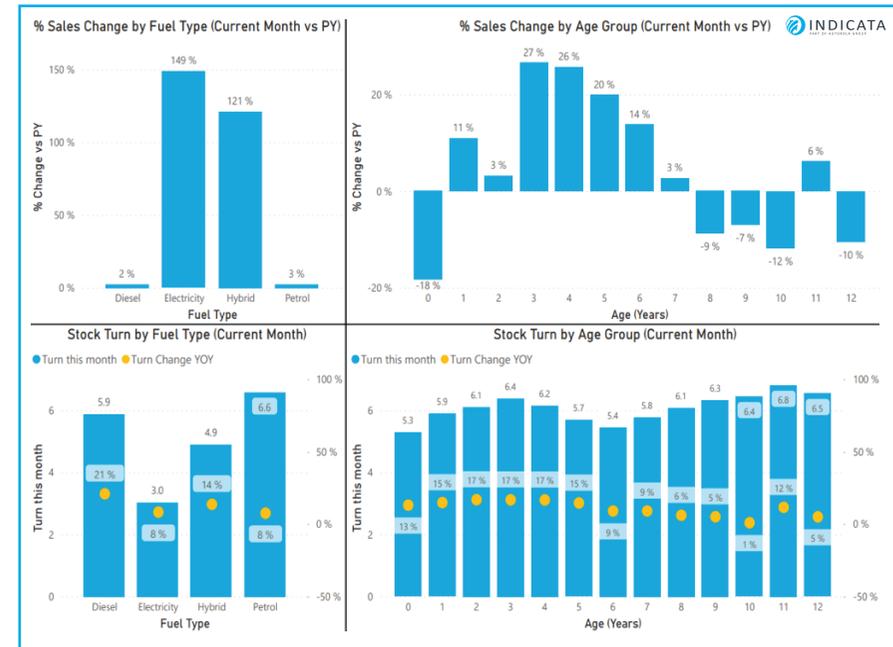
The net impact on the current used car market was enough to maintain a ninth consecutive month of growth with used car sales up 4.1% in February. That said the new tax regime is likely to have a dampening effect on the new car market and with it the flow of part exchanges into the used car market.

The impact of the tax changes can already be seen in sales of typical dealer stock vehicles in the 3-6-year-old cars where consumers try to beat the tax change brought in their older cars to trade for a new or nearly new one. This part exchange stock then washes through the used car market.

Despite this extra used car supply, demand remains strong with all powertrains seeing a year-on-year increase in used car sales, although for internal combustion engine used cars the growth was marginal. That said stock turn particularly for used diesel cars grew sharply YoY (+21%) to 5.9x but that is still behind the faster selling used petrol cars indicating a supply constraint for the ICE vehicles.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month, but supply constraints are creating some inflationary pressures in Italy.

Contact: Alberto Ongari | ao@autorola.it





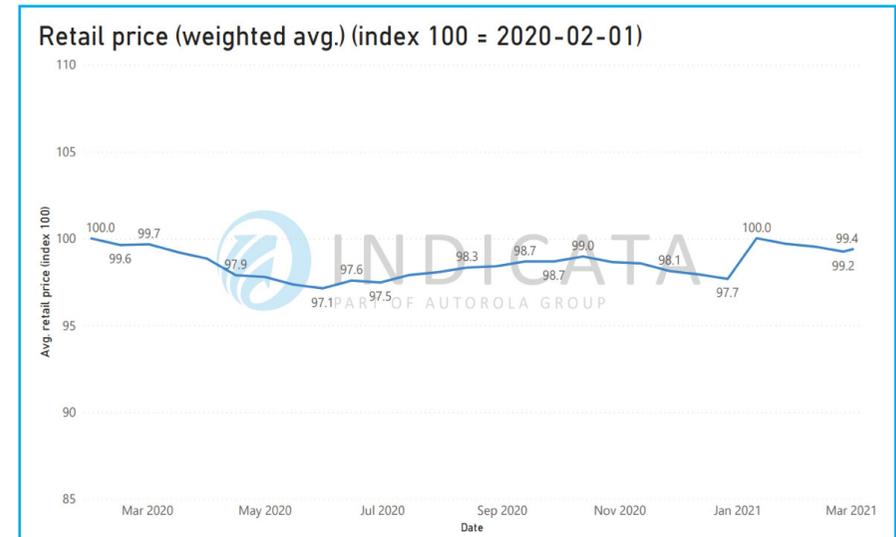
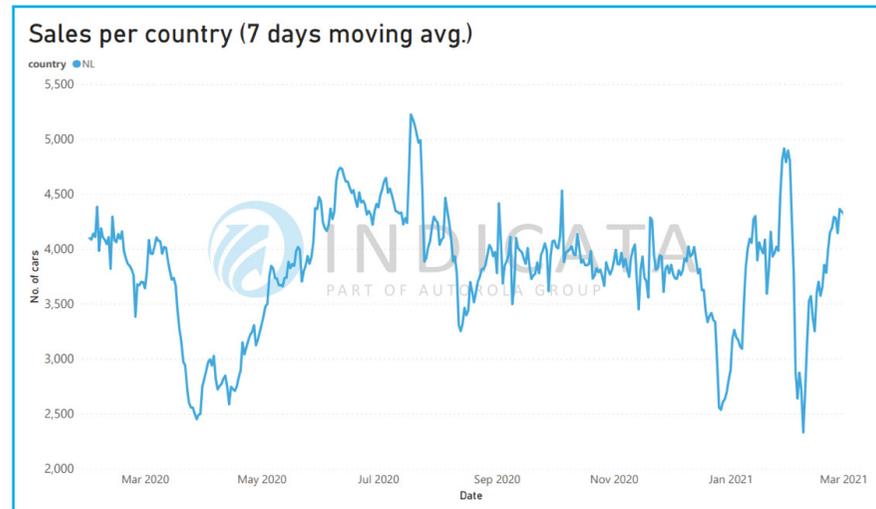
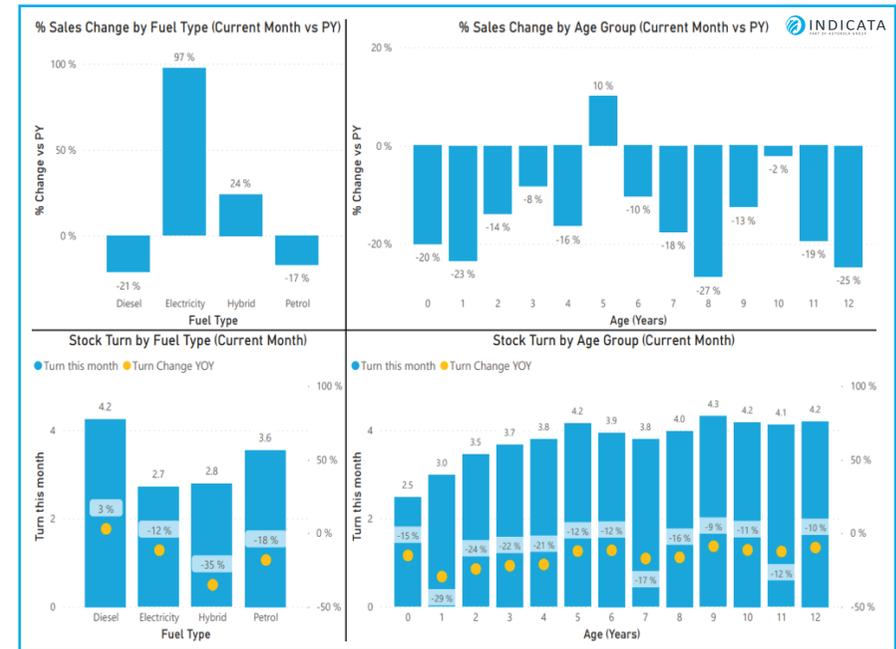
The ongoing lockdown restrictions throughout February has meant used car sales continue to fall in The Netherlands with a 15.7% year-on-year decline putting the first two months of 2021 7.3% down over the same period last year. This means the used car market has not seen a significant upturn in YoY sales since the 6.6% increase in September 2020.

Once again there are no exceptions to the rules across age ranges with February used car sales across just about all ages down compared to the same month last year. When the sales decline is compared to the YoY reductions in stock turn rates per age banding the issue is clearly very much demand driven with consumers generally less willing to go out and invest in a replacement car.

On the positive front BEVs continue to see strong percentage growth in sales with the 114% YoY increase in January followed by a 97% increase in February compared to the same period last year. However, the growth in hybrid sales is slowing with sales up 24% in February 2021 compared to February 2020, and to a 40% increase YoY in January.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. With demand low and sufficient stock to meet that demand, prices are currently falling in line with expectations.

Contact: Bobby Rietveld | bri@autorola.nl





Poland Used car market hit with supply constraints



Used car sales fell 3.2% in February 2021 compared to February 2020 as supply constraints continue to hold back the used car market. Overall, this means used car sales for the first two months of 2021 are now down 3.2%.

Total stock levels heading into March were 21.1% down on a year earlier and down a further 6.6% over the previous month as dealer struggle to find suitable used stock to meet demand.

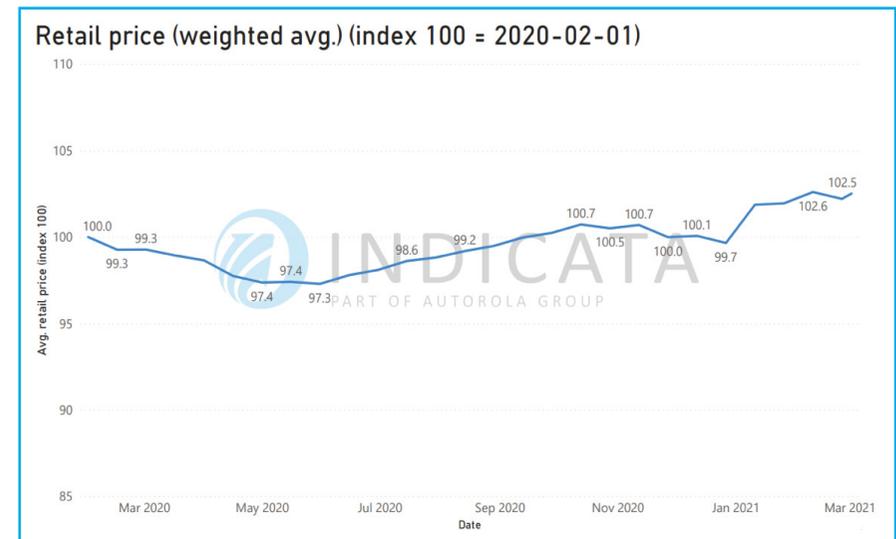
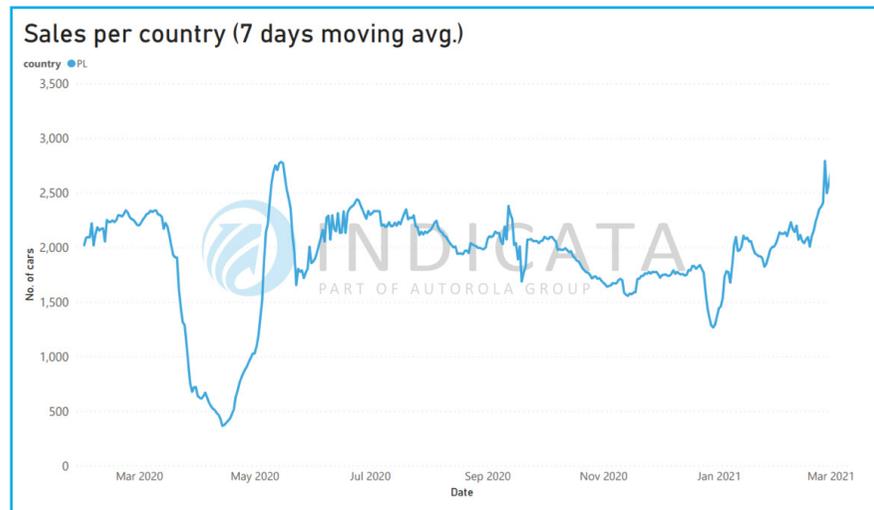
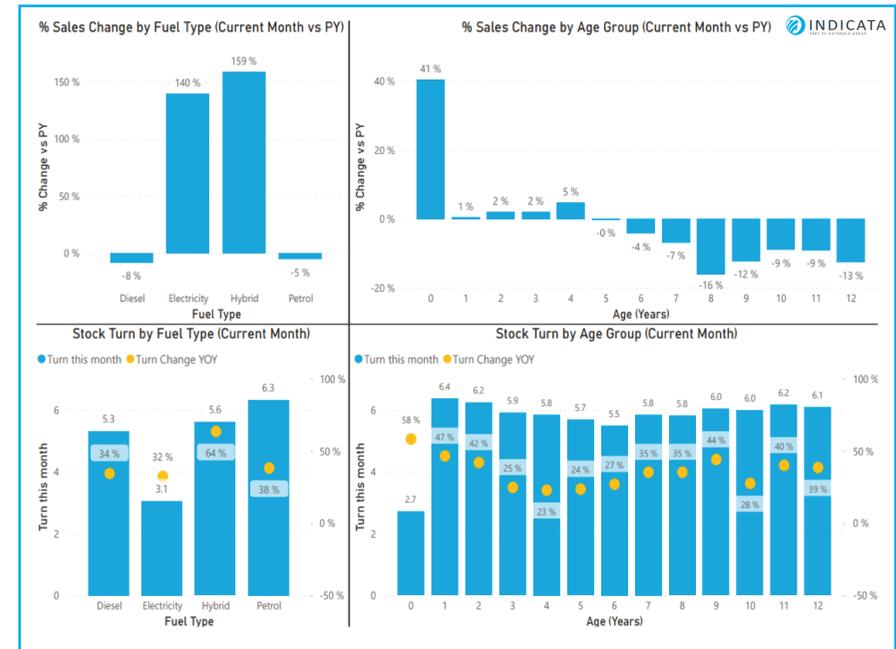
Manufacturers appear to be trying to ease the situation with an increase in tactical sales and a push on stock turn of younger used cars but as you can see from the table stock turn for all ages of vehicles is well above this time last year as demand outstrips supply.

Unlike in some other markets, hybrids are particularly desirable currently in the Polish market with used hybrid sales up 159% YoY, outstripping the 140% growth in BEVs over the same period, and stock turn 64% higher than a year earlier at 5.6x.

Used petrol cars remain the fastest selling powertrain with stock turn up 38% to 6.3x. The only powertrain which does not appear to be constrained by stock availability are used BEVs when comparing sales growth to stock turn

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. Continuing severe supply constraints mean prices are continuing to buck the trend with a further increase in February.

Contact: Daniel Steć | das@indicata.pl





Portugal Used prices hold up well despite stock pressures easing

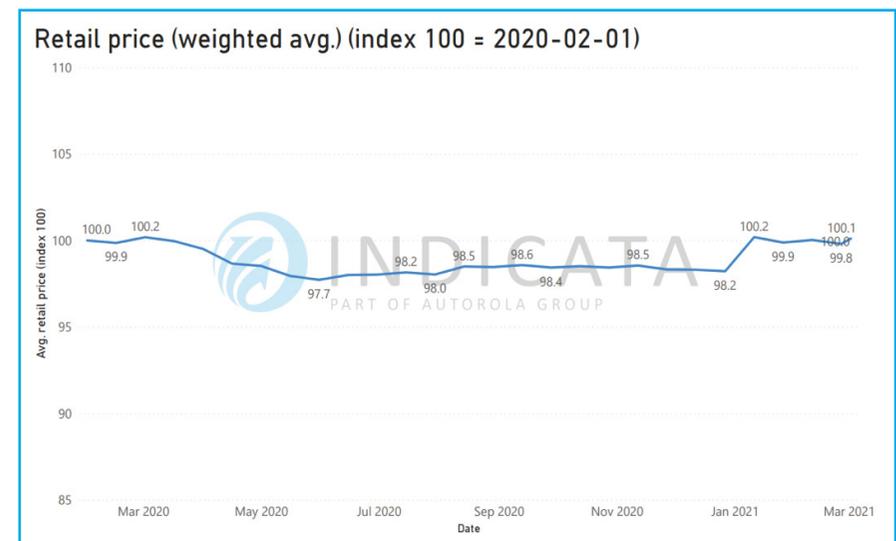
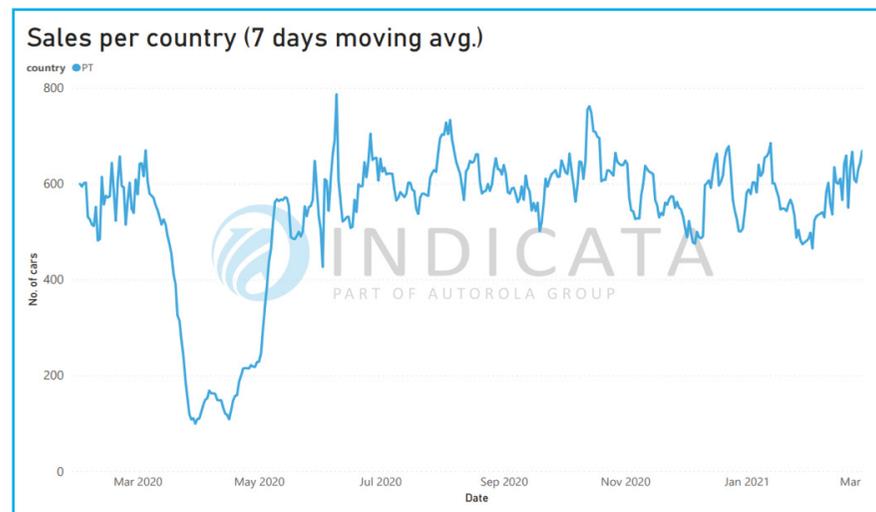
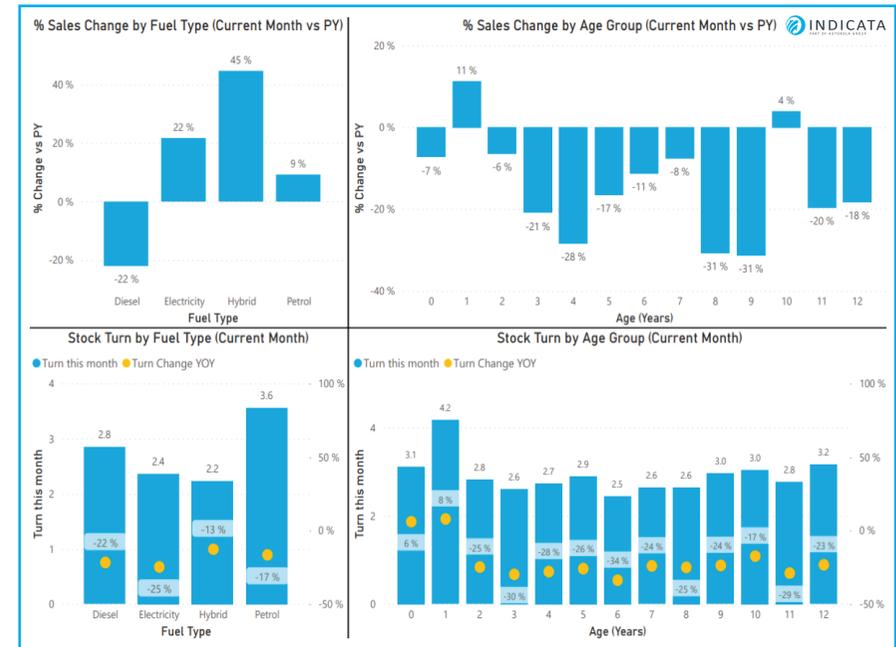
The Covid-19 pandemic and ensuing restrictions and lockdowns has seen online used car sales increase for much of the last 12 months, once the first lockdown eased. But as online sales settle and with February 2020 being a strong month for used car sales February 2021 has seen online B2C used car sales fall 12.0% year-on-year.

The tax regime in Portugal continues to help the decline of diesel as used sales fall 22% in February compared to the same month last year. Unlike much of Europe hybrids are seeing the strongest year-on-year growth as online sales rise 45% YoY compared to just a 22% rise in used BEV sales over the same period.

The supply constraints which had been visible in the market have now eased with stock levels almost on a par with last month (-0.6%) but 16.8% above where they were at the start of March 2020. Stock turn is also down markedly with all fuel types and all ages seeing a notable decline over this time last year.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. Whilst supply constraints have eased dealers continue to hold their prices against the natural depreciation expected.

Contact: Sandra Sequerra | sas@autorola.pt





Spain Used car sales rise 2.5% year-on-year as stock pressures ease

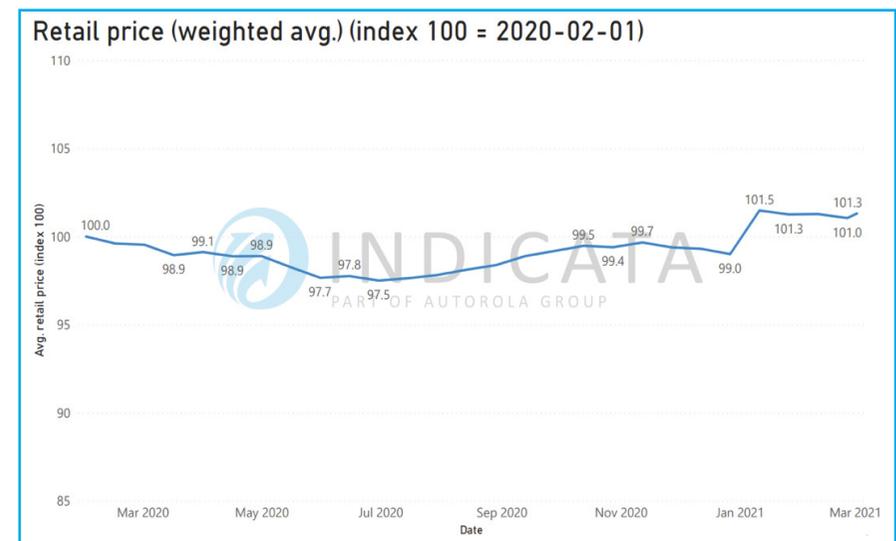
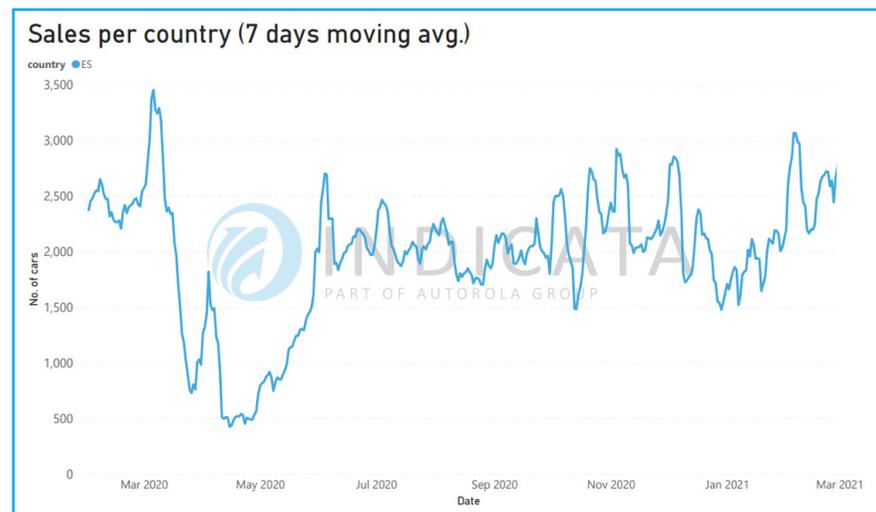
Used car sales rose 2.5% in February 2021 compared to February 2020 despite the current Covid-19 restrictions. For the first two months of 2021 this still puts the online used car market 3.8% lower than the same period in 2020.

February repeated the pattern we saw in January for sales by powertrain. Used diesel cars saw a YoY drop of 3% (-4% in January) whilst petrol car sales rose 5% (+5% January), hybrids increased by 117% (+91% January) and BEVs outperformed the lot as sales jumped 158% in February following a 120% increase YoY in the previous month.

Whilst March opening online used stock levels are 2.0% lower than the previous month, they are 7.6% higher than a year ago. Stock turn is also higher than a year ago with all powertrains selling faster than this time last year although at 3.6x BEVs are clearly in freer supply with lower overall demand. Considering stock levels and stock turn together it looks like the easing of stock constraints which we saw last month are continuing.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. Whilst supply constraints have eased Spain's dealers continue to hold their prices against the natural depreciation expected.

Contact: Leyre Delgado | Ide:autorola.es



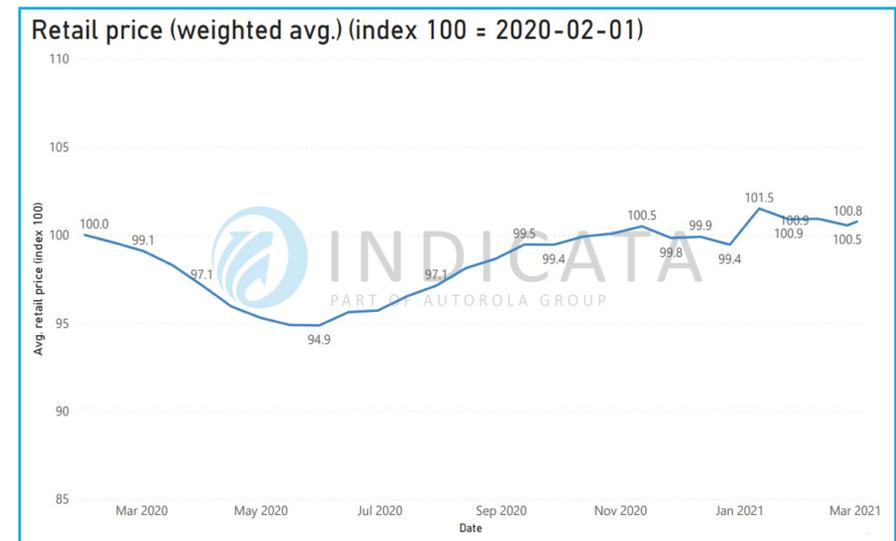
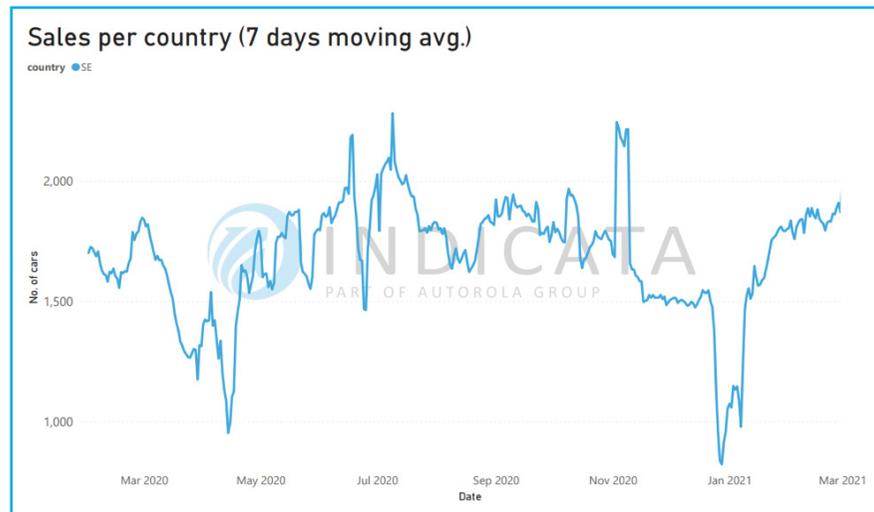
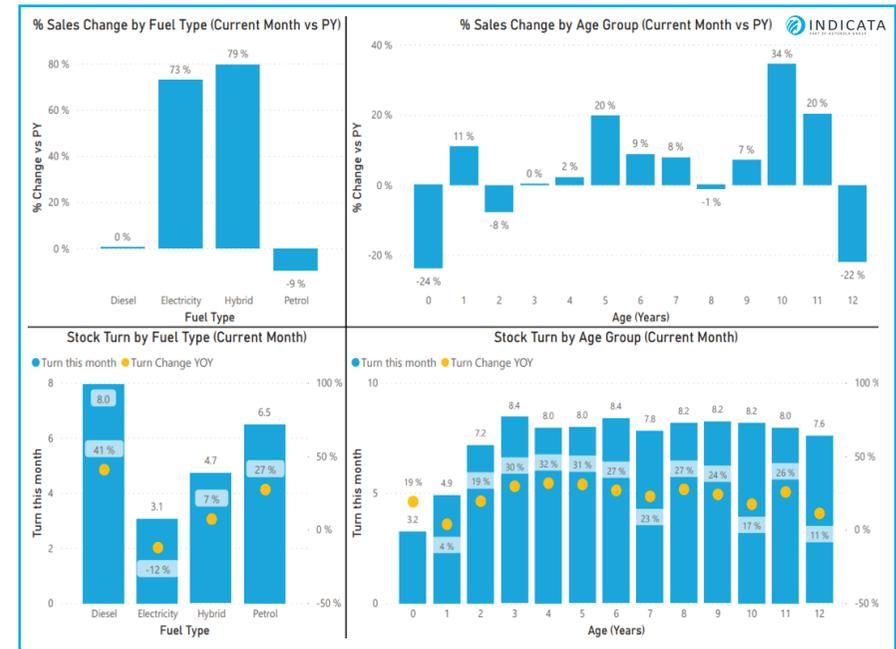
After kicking off 2021 with an 8.0% fall in used car sales in January 2021 compared to January 2020, February saw some positive news as sales of online used car sales rose 2.2% year-on-year and up 4.3% compared to the previous month.

Used hybrid sales continue to do well with sales growth of 79% YoY outperforming the 73% increase in used BEV sales. The internal combustion "ICE" vehicles fared less well with used petrol car sales down 9% compared to February 2020, whilst used diesel car sales remained flat.

The performance of the traditional powertrains may in part be due to supply constraints. Stock levels going into February were already 1.4% down on the previous month and by the end of the month they had fallen a further 2.9%. This means stock levels are now 9.9% lower than a year earlier. When you look at the stock turn used petrol cars are at 6.5x, up 27% YoY, whilst used diesel cars are hitting 8.0x a 41% increase on this time last year.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. With signs of renewed supply constraints, it is not surprising to see prices are holding up and not falling in line with expectations.

Contact: Yngvar Paulsen | ypn@autorola.se



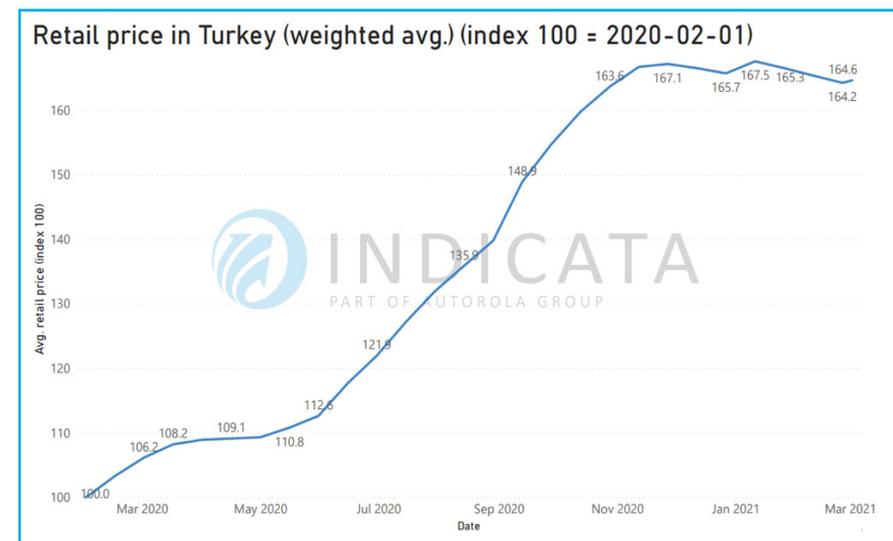
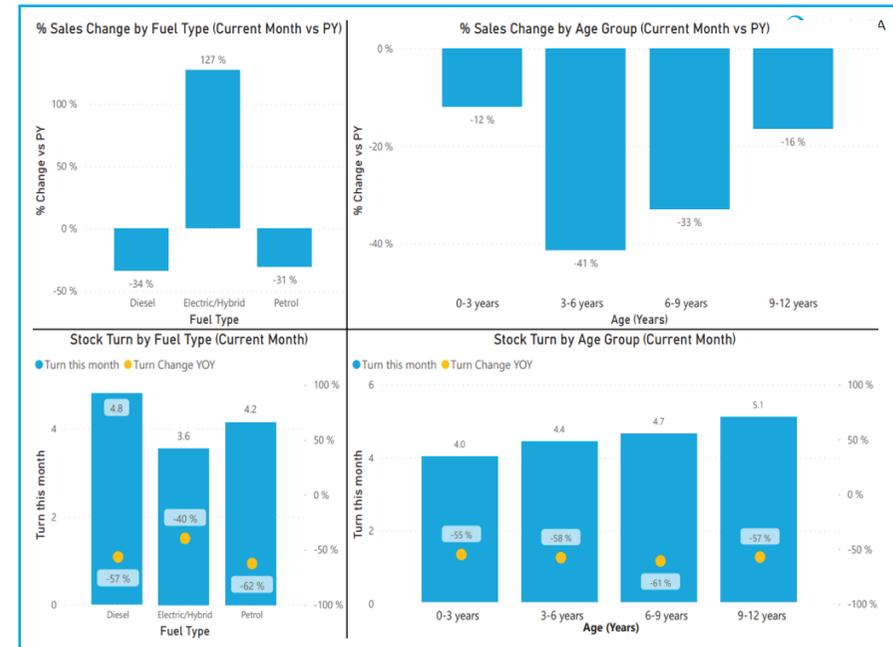
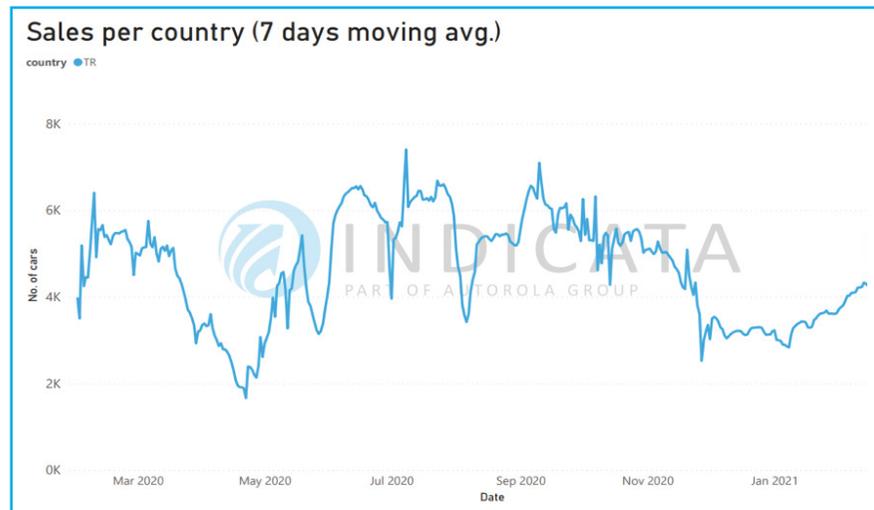
2020 was such an extraordinary year due to Covid-19 it is not surprising to see 2021 starting to return to more normal levels. Whilst a 31.8% year-on-year drop in January 2021 followed by a 32.2% drop in February compared to February 2020 may sound dramatic if you compare February 2021 to February 2019 the fall is only 0.8% well within the realms of business as usual.

The traditional petrol and diesel powertrains struggled the most with sales of used diesel cars dropping 34% with used petrol cars dropping only a little less at 31%. However, despite 2020 being a very untypical year in terms of both sales and pricing used alternative powertrains are still doing even better in 2021 as sales have jumped a further 127% in February 2021 compared to the same period last year.

The move to more typical sales patterns has had an impact on used stocks with levels going into March 74% above where they were a year earlier and 45.6% higher than February 2019, but this should right itself over time.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. Whilst higher than a year ago prices are now returning to a pattern in line with expectations.

Contact: Aslı GÖKER | asl@indicata.com.tr





United Kingdom Lockdown continues to depress used car sales

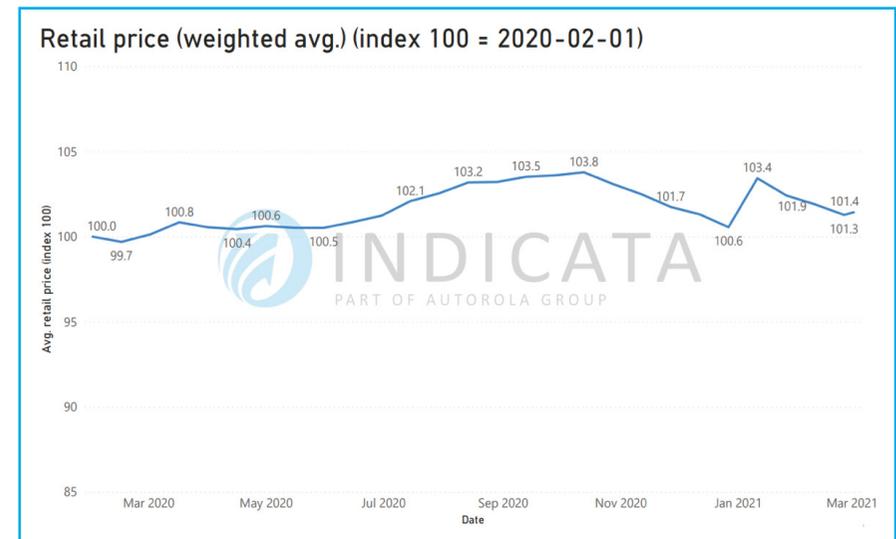
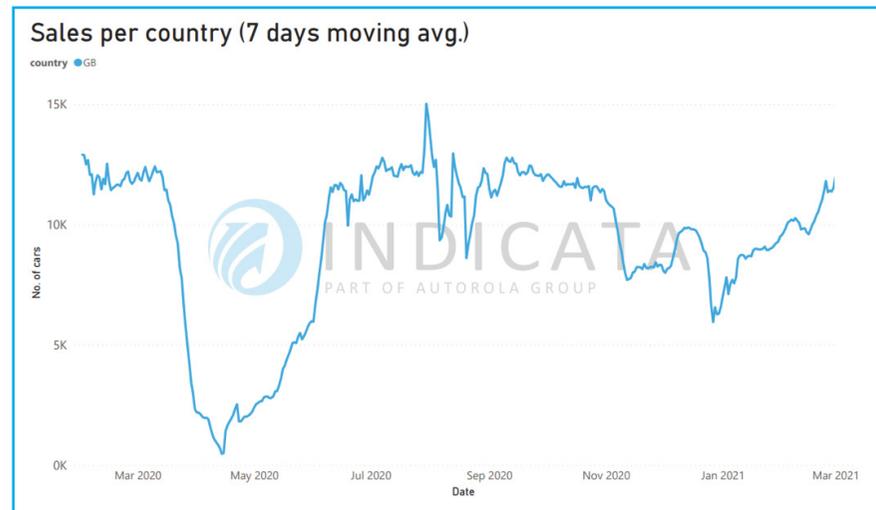
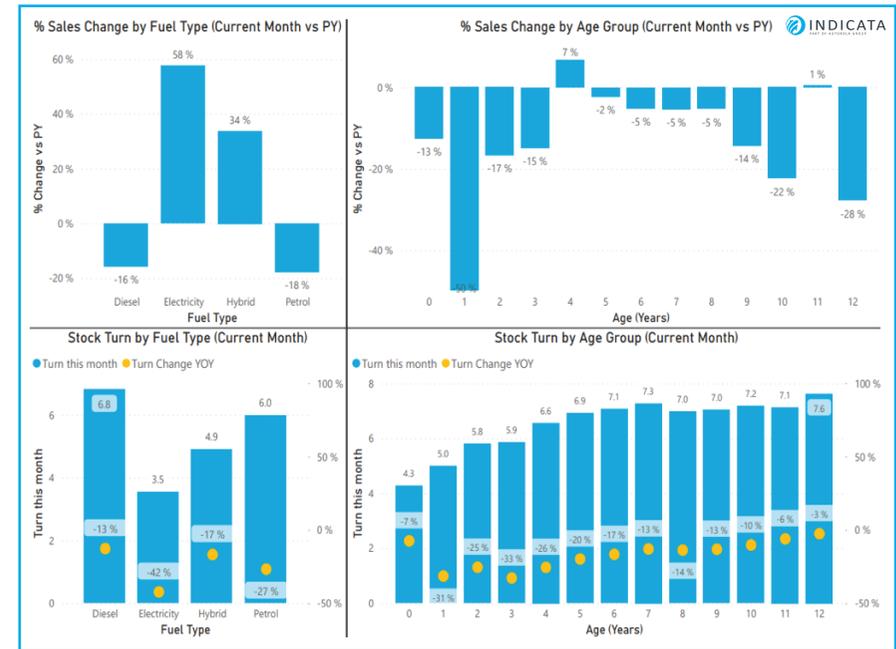
With the UK Covid-19 vaccination programme on target to see lockdown restrictions lifting the future offers some hope of a return to normality. Unfortunately, February had the same restrictions that have been in place since Christmas, which means the 28% year-on-year decline seen in January 2021 has been followed by a 14.4% fall in February YoY. However, it is worth remembering that February 2020 was a particularly good month for the used car market, so comparing February 2021 with February 2019 shows a two-year fall of just 8.8%.

The reintroduction of a lockdown after Christmas has given dealers little time to adjust their stock levels to match demand resulting in stock levels going into March 2021 11% higher than a year earlier and 7.2% above February 2019 levels.

February stock turn levels for all powertrains are down over this time last year confirming no significant supply constraints. As such the 18% fall in used petrol cars and the 16% drop in used diesel cars are merely reflective of the state of the current consumer market. Whilst alternative powertrains are faring better with BEVs up 58% and hybrids up 34% the rates of growth are well behind those seen across the rest of the region.

The start of the year saw our pricing index rise in line with the usual seasonal trends as 3-year-old cars are reset to 2018 first registrations compared to 2017 first registrations tracked through 2020. With a consistent pool of vehicles, we would expect the lifecycle to show a steady downward movement in average prices month on month. With an end to lockdown on the horizon dealers are reluctant to take significant pricing action and so prices are currently falling in line with expectations.

Contact: Jon Mitchell | jm@autorola.co.uk



INDICATA country contacts

If you are interested in contacting INDICATA, please see below a list of country contacts or register through [Indicata.com](https://indicata.com)

Jon Mitchell – UK

UK Sales Director
Mobile: +44 7714 398799
Email: jm@autorola.co.uk

Pierre-Emmanuel BEAU – France

Country manager
Téléphone: +33 (0)1 30 02 89 01
Mobile: +33 (0)6 62 43 09 66
Email: peb@autorola.fr

Leyre Delgado – Spain

INDICATA Product Management
Phone: +34 91 781 64 54
Mobile: +34 630 246 158
Email: ld@autorola.es

Sandra Sequerra – Portugal

Solutions & INDICATA Business
Unit Manager
Phone: +351 271 528 135
Mobile: +351 925 299 243
Email: sas@autorola.pt

Alberto Ongari – Italy

Head of INDICATA Italy
[Autorola.it](https://autorola.it)
Mobile: +39335208233
Email: ao@autorola.it

Andreas Steinbach – Austria

Autorola | Market Intelligence |
INDICATA
Office: +43 1 2700 211-90
Mobile: +43 664 411 5642
Email: ash@autorola.at

Jonas Maik – Germany

Senior Key Account Manager
Mobile: +49 151-402 660 18
Email: jmk@indicata.de

Jan Herbots – Belgium

INDICATA Sales Manager
Mobile: +32 497 57 43 91
Email: jhe@autorola.be

Sofia El Barkani – Belgium

INDICATA Support Executive
Phone: +32 3 887 19 00
Mobile: +32 485 584 514
Email: sei@autorola.be

Bobby Rietveld – The Netherlands

Sales Director Autorola & INDICATA
indicata.nl
Mobile: +31 (0)6 113 091 58
Email: bri@autorola.nl

Yngvar Paulsen – Sweden

Country Manager
[Autorola.se](https://autorola.se)
Mobile: +46 736871920
Email: ypn@autorola.se

Thomas Groth Andersen – Denmark

Country Manager
[Bilpriser.dk](https://bilpriser.dk)
Mobile: +4563147057
Email: tga@bilpriser.dk

Daniel Steć – Poland

Dyrektor Zarządzający
Telefon: +48 22 300 81 88
Telefon komórkowy:
Mobile: +48 602 188 902
Email: das@indicata.pl

Aslı GÖKER - Turkey

Sales Director, INDICATA
Phone: +90 212 290 35 30
Mobile: +90 533 157 86 05
Email: asl@indicata.com.tr

Background

On the 24th March 2020 INDICATA published its White Paper *“COVID-19 To what extent will the used car market be affected (and how to survive)?”*

This document explored:

- **Early market trends** - Initial impact of the virus and the social distancing measures implemented.
- **Market scenarios** - A range of impacts based on infection rate development and historical market data.
- **Mitigation** - Risk assessment by sector coupled with potential corrective actions.

We committed to keeping the market updated with live data, volume and price, to keep abreast of the fast-moving environment.

As such we are pleased to announce **INDICATA Market Watch**.

What is INDICATA Market Watch?

INDICATA Market Watch takes two forms:

1. **A regular PDF** - Regular market overviews available for all on the INDICATA country websites (this document)
2. **Free-to-access web-based reporting** - Available for senior management in all major Leasing, Rental, OEM and Dealer Groups.

If you would like FREE access to the web-based INDICATA Market Watch tool (and are a Senior Manager within the auto industry), please contact your local INDICATA office.

How do we produce our data?

INDICATA analyses 9m Used Vehicle adverts across Europe every day. In order to ensure data integrity, our system goes through extensive data cleansing processes.

The Sales (deinstall data) in this report are based on advertisements of recognised automotive retailers of true used vehicles. As such, it does not include data related to private (P2P) advertisements.

Where an advert is removed from the internet, it is classified as a “Sale”.



INDICATA

PART OF AUTOROLA GROUP

www.indicata.com