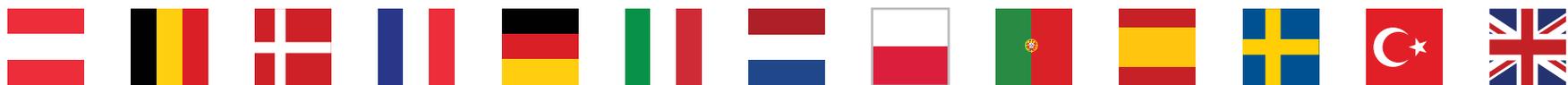




INDICATA Market Watch COVID-19

Smashing used car sales growth records

Edition 16 | May 2021



Executive Summary

- April 2021 online B2C used car sales volumes up by a record 146.7% year-on-year (YOY).
- Year to date used car sales up 22.1% over 2020 and 7.2% above 2019.
- April 2021 used car sales fall 4.7% versus March but still a good result.
- April should see the end of triple digit YoY growth rates except for the UK.
- Tactical registrations reduced in April but still supporting some sales.
- Shortage of cars under 1-year-old, e.g. daily rental and dealer demonstrators, impacting sales.
- Only BEVs see Month-on-Month (MOM) increase in sales (+2.0%), whilst diesel see the biggest fall(-6.0%).
- Diesel remains the fastest selling used car with a stock turn of 6.7x or 54.5 days in stock.
- For used cars under 4-years-old VW Golf takes the honours with the most used car sales followed by the Renault Clio.
- But the fastest selling used car across the region in the same criteria is the Opel/Vauxhall Mokka X with a stock turn of 17.6x.
- Stock levels 2.3% lower going into May 2021 compared to the previous year.
- There is clear evidence of LHD stock being in the wrong countries creating surpluses and shortages.
- With a consistent pool of 3-year-old vehicles, we would expect the lifecycle to show a steady downward movement in average prices month-on-month, but with excess stock in some markets and a shortage in other markets prices remain volatile.

European Markets

Record breaking rates of growth in April 2021

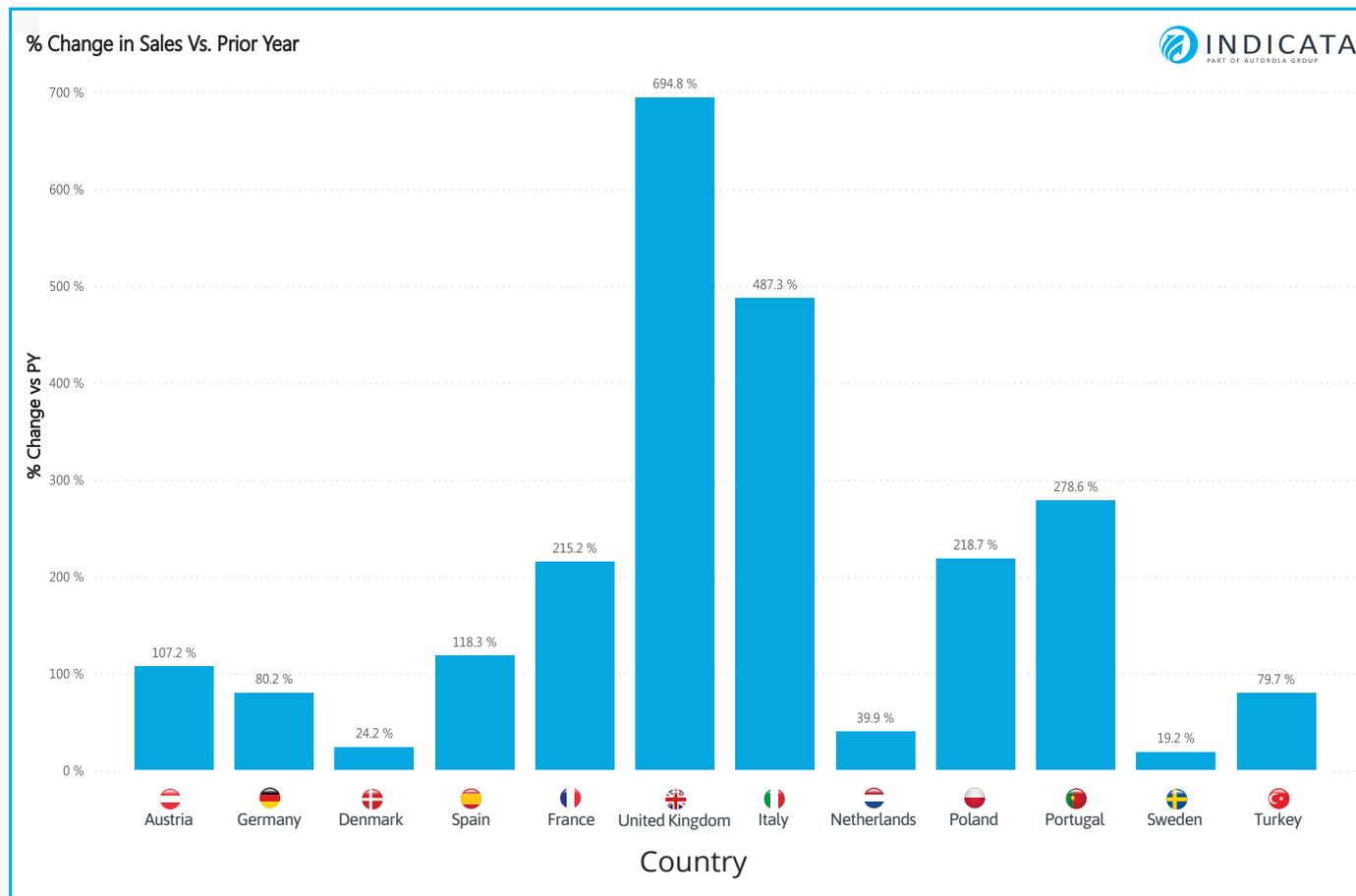
Online B2C used car sales across the whole region we cover increased by 146.7% in April compared to April 2020, the highest year-on-year growth we have on record. That means for the first four months of 2021 the region is 22.1% above the April 2020 YTD levels and 7.2% higher than the same period in 2019.

Of course the year-on-year comparison needs to be taken in context which means acknowledging the devastating impact the first wave of lockdowns had on used car sales, particularly in March and April 2020 where YoY used car sales fell 23.7% and 52.5% respectively. That meant the April 2020 used car sales were 57.5% lower than just two months earlier in February.

The diversity of YoY growth rates from the lowest 19.2% in Sweden up to the 694.8% increase in the U.K. is purely a factor of how quickly the lockdowns were implemented and the influence it had on the domestic used car markets in each country. Without exception every country with growth rates above and including Spain saw the highest month-on-month falls in April 2020.

If you compare the chart with last month's edition you will notice Italy and Portugal are the second and third strongest recovering markets for both months.

April 2021



This is because both markets saw very heavy MoM declines in used car sales in the same months last year, Italy -50.9% and 65.5%, Portugal -34.5% and 50.4% respectively. Going forward only the UK still has one more weak comparator month to go, May 2020.

Our focus remains on both volumes and market stock turns for Market Watch but, as the used car markets start to recover turning cars into cash and profit becomes a key consideration and so we are also looking at the speed of sale as a way for dealers to restore their balance sheets.

Month-on-month slow down no cause for alarm

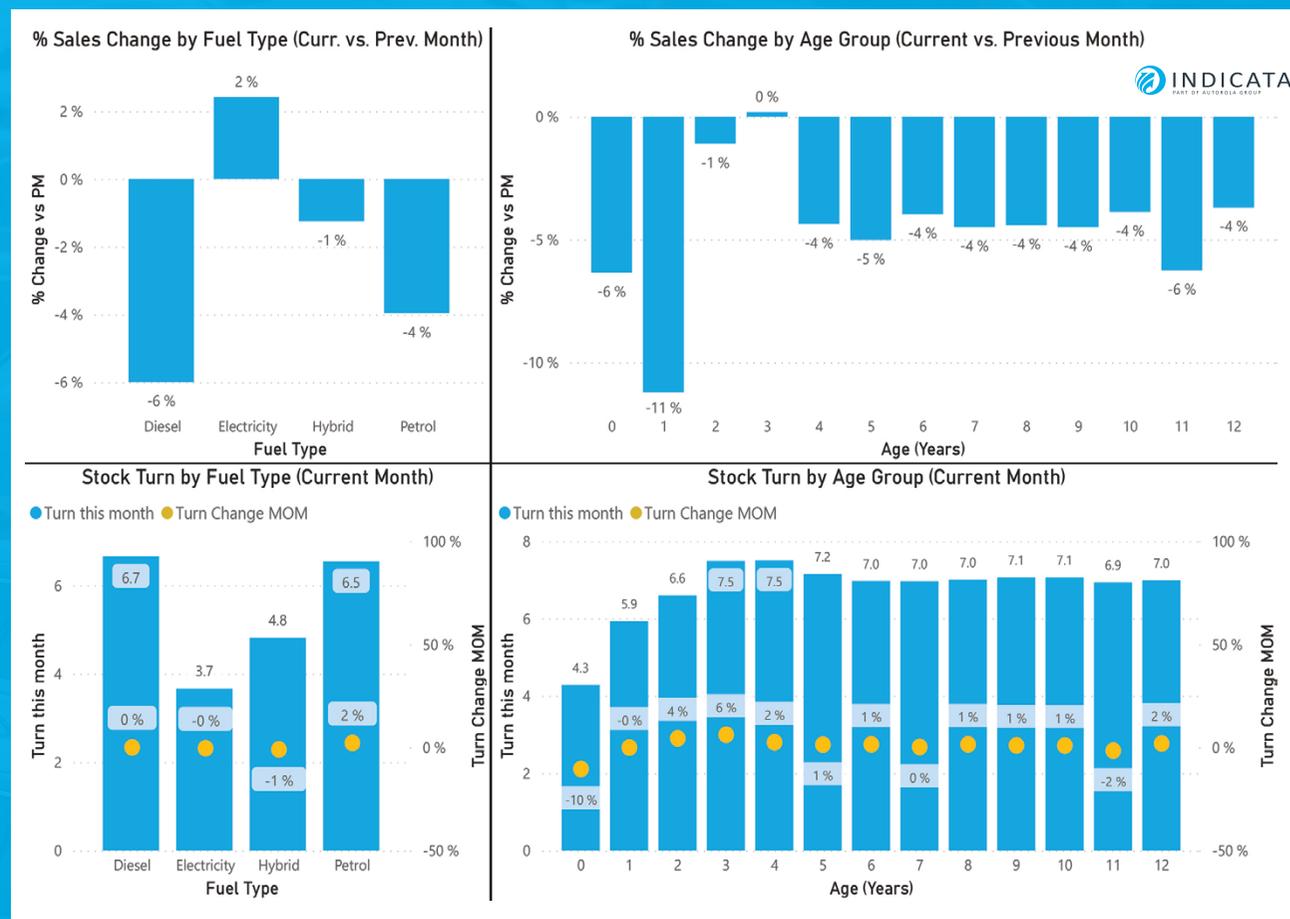
The YoY used car sales position looks good with April YTD volumes for 2021 7.2% higher than the same period in the pre-Covid-19 2019 but, there is no escaping the fact that used car sales for April 2021 across the region are 4.7% lower than the previous month.

Whilst this fall may be concerning it is worth remembering that, after adjusting for the impact of the new March registration plate change in the UK, April traditionally sees car sales drop by 6%-12% month-on-month due to public holidays and Easter so the fall seen for April 2021 is better than average.

Another factor to consider is that due to the fall in new car sales to the short-cycle channels, like daily rental and dealer demonstrators, we saw some significant tactical registrations over the last month or so which have also boosted used car sales. Whilst there is some evidence of this again in April it does appear to have generally been at a lower level than in March. The impact of both can be seen from the much higher falls in the very young used car sales above, i.e. <1-year-old and 1-2-years-old.

BEVs saw a small MoM increase in sales whilst the drops seen in the other powertrains are little more than a reflection of the 4.7% MoM fall combined with the steady decline in the availability of used diesels compared to used petrol and hybrids. Despite diesel seeing the highest decline in MoM sales it remains the fastest selling powertrain.

Year-on-Year Changes (This Month vs. Last Month):



Our new Top Sellers report enables you to drill down on segments, makes, models, powertrains etc at varying ages and mileages. Looking at cars under 4-years old the top selling online B2C used cars in April 2021 in terms of volume is the VW Golf, followed by the Renault Clio second and Ford Fiesta third.

Volume is only one part of the equation though with speed of sale also a key metric. In terms of the fastest selling cars in the month it was a clean sweep for Opel/Vauxhall who took first place with the Mokka X and a stock turn of 17.6x (20.7 days in stock average), second place went to the Astra (13.0x) with the Corsa in third (12.4x).

Opportunities for cross border trading with stock of LHD cars in the wrong places

For the last couple of months our reports have highlighted how stock levels across the region at the beginning of each month were relatively stable in total but appeared to be in the wrong locations. Going into May 2021 the situation remains the same.

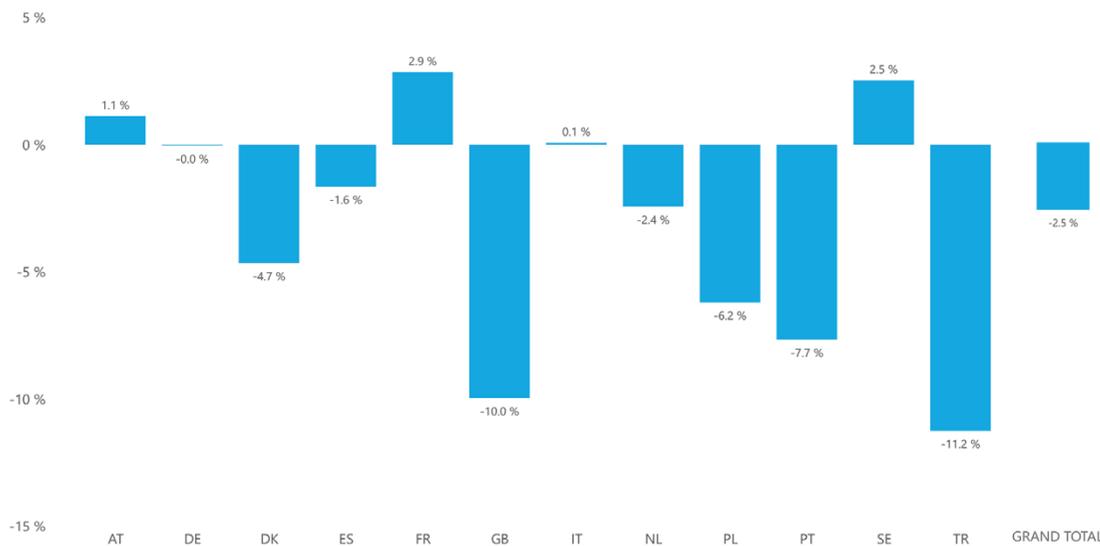
Across the region online B2C used car stock levels are 2.3% lower going into May 2021 than a year earlier. With a shortage of 6-12-month-old cars, due to the collapse of new car sales last year, the fall could have been much greater.

If we now focus on just the left-hand-drive markets the stock levels are 1.5% lower than the start of May 2020. As part of Autorola Group and through our extensive database we know markets like France export significant volumes of used cars whilst countries like Poland import them.

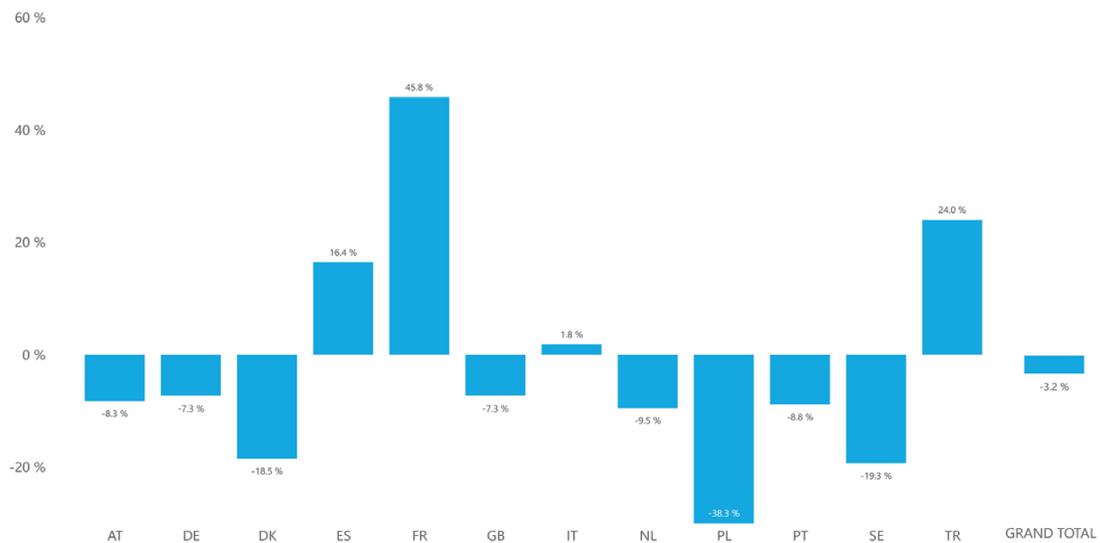
As you can see from the month-on-month chart stock levels have crept up again in France with 2.9% more cars in stock going into May than was the case a month earlier. This puts French used car stock levels 45.8% higher than a year earlier. In contrast stock levels in Poland are 6.2% lower going into May 2021 MoM and 38.3% lower than the start of May 2020.

Before drawing a direct conclusion that used cars in France need to be moved into Poland to optimise stock and sales in both countries you need to understand that the situation is a little more complex. By analysing cross border sales volumes we know the flow of cars between the LHD markets is extremely fluid in most cases, with specific models and trim lines going from country A to country B whilst the flow is reversed for other models and trims. Understanding the flows is the key to bottom line profitability.

% Change in dealer stock levels (May 2021 vs. April 2021)



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





March 2020 saw the start of Covid-19 restrictions which resulted in used car sales falling by 37.1% month-on-month followed by a further 14.1% MoM drop in April 2020. Jump forward to 2021 and those falls have been recovered and surpassed with sales rising 132.6% year-on-year in March and 107.2% for April 2021 YoY.

April 2021 YTD online B2C used car sales are up 48.8% over the first four months of last year and 21.1% up over the same period in 2019.

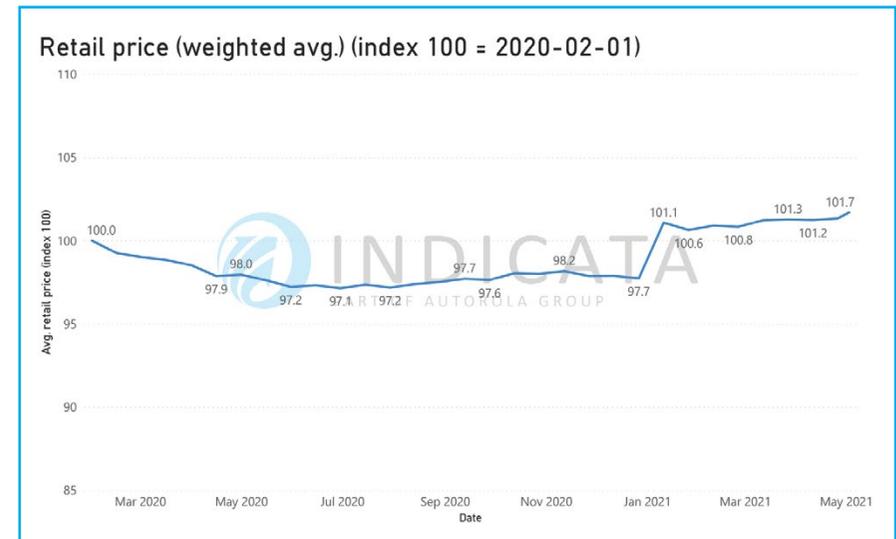
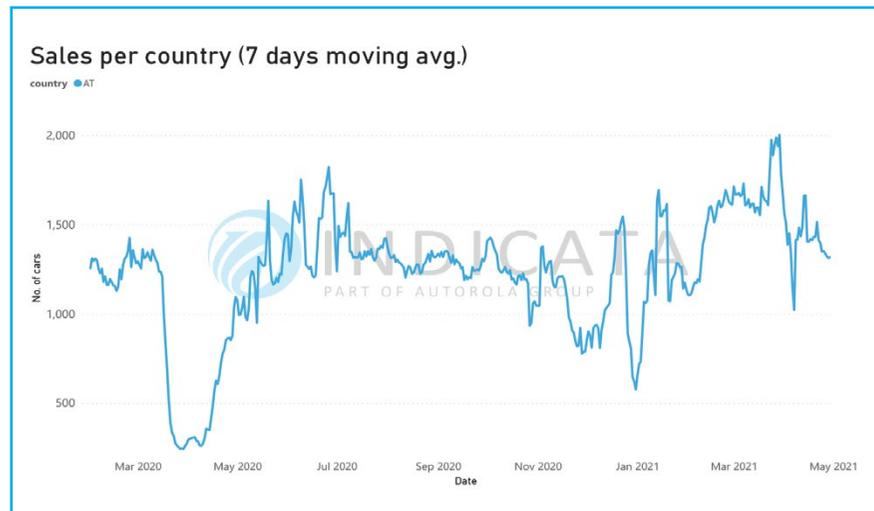
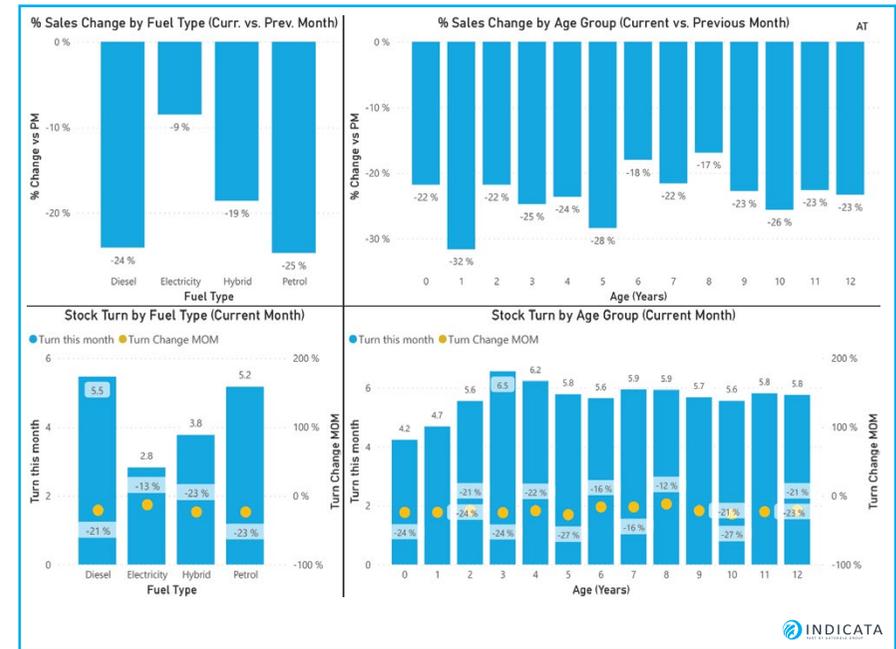
Whilst stock levels have risen by 1.1% MoM they are still 7.3% lower than a year earlier meaning the rise in sales is being partly fed from stock rather than fresh supplies.

Used car sales in April 2021 were 23.5% lower than the previous month, with used petrol and diesel cars taking the brunt of that drop, but the fall is not beyond the normal peaks and troughs in used car sales seen in the Austrian market.

BEVs continue to be the slowest selling powertrain with a stock turn of just 2.8x compared to 5.2x for petrol and 5.5x for diesel. Our new Top Sellers report shows the fastest selling used car in April was the Dacia Sandero with a stock turn of 12.6x. Second place was another Dacia, the Duster at 9.9x with the Audi Q3 taking third place at 9.0x.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. With used car demand high and stock down, used car prices are resisting the normal trend with some inflationary movement.

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Denmark VW top the used car sales list for volumes and speed of sale



During the first wave of coronavirus Denmark was one of the first European countries to introduce restrictions (11th March 2020), also one of the first to start lifting them (15th April 2020) whilst additionally having one of the lightest set of restrictions. This lessened the impact on the used car market with sales in April 2020 only 12.8% lower than February, the second smallest fall after Sweden (9.9%).

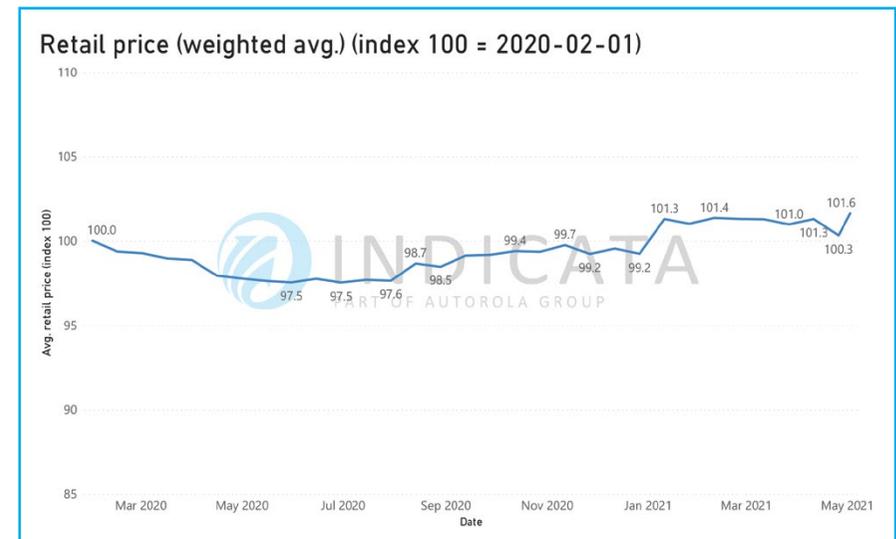
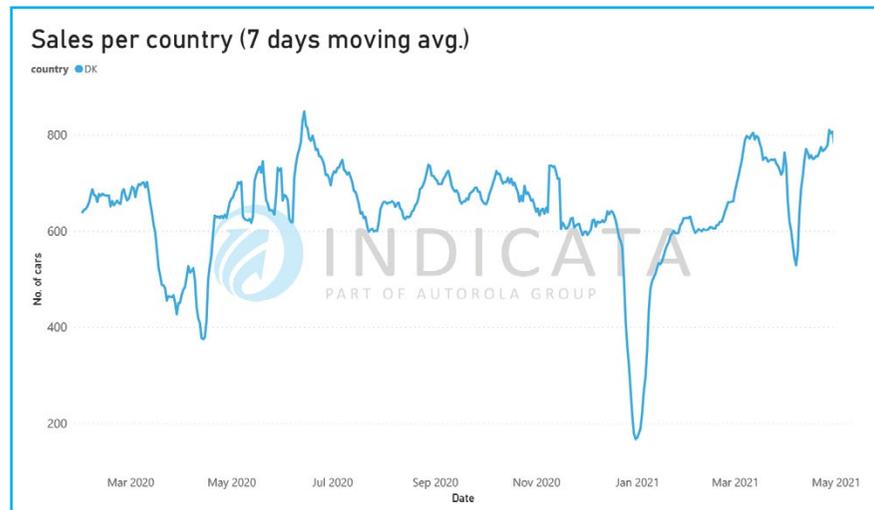
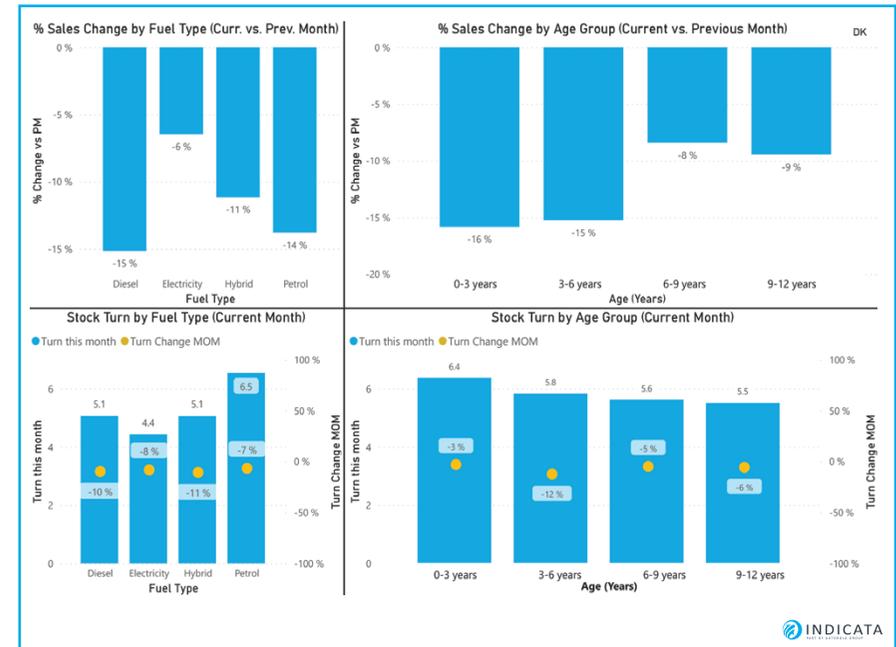
Despite 2020 not being as low a comparator period as in some countries, 2021 is showing high levels of demand with year-on-year sales up 39.8% in March and 24.2% YoY up in April. This puts the online B2C used car market up 6.1% for April YTD over 2020 and 3.6% above 2019 for the same period.

However April 2021 was 13.3% lower than March with all powertrains seeing used car sales decline over that period.

Used petrol cars remain the fastest selling with a stock turn of 6.5x whilst used cars up to 3-years-old are the most sought after. Looking at the data in more detail for used cars up to 4-years-old with our new Top Sellers report, and in terms of volume the April honours go to VW with Passat first followed by Golf and then Polo. But in terms of speed of sale it is the VW ID4 which is selling the quickest with a stock turn of 27.4x, well ahead of second placed Audi Q2 (22.3x) and Škoda Kodiaq in third (20.6x)

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. With stock levels dropping 4.7% MoM resulting in a 18.5% YoY shortfall used car prices remain relatively stable with some inflationary pressure.

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On 14th February 2020 France reported the first Covid-19 death outside of Asia and within a month the country had announced a series of lockdown measures. The impact saw used car sales drop 26.5% month-on-month in March with a further MoM drop of 62.1% in April, putting April 2020 sales 72.2% down on just two months earlier.

Moving to this year and a 32.9% year-on-year increase in March has been followed by a 215.2% YoY increase in April, although April was 10.2% lower than March with stock rising 2.9% over the same period.

April YTD online B2C used car sales volume is now 28.6% up on the first four months of 2020 and 7.5% above the same period in 2019.

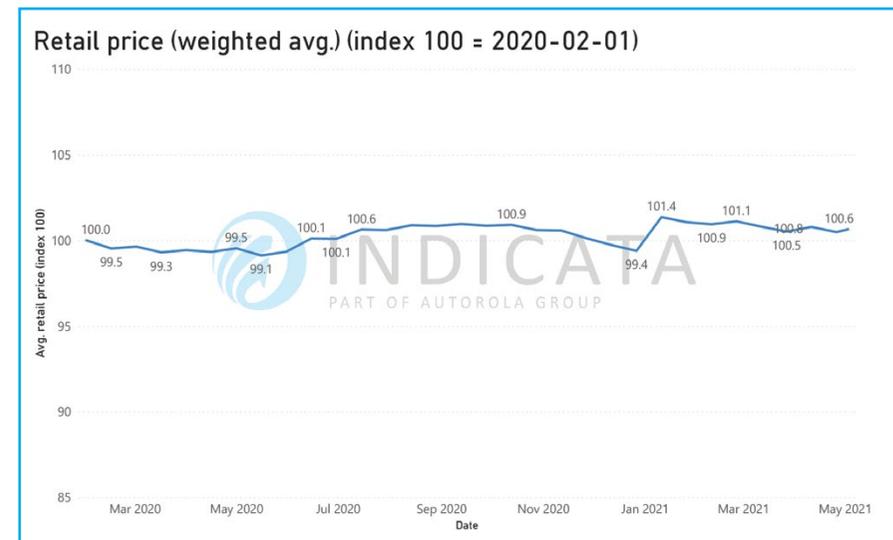
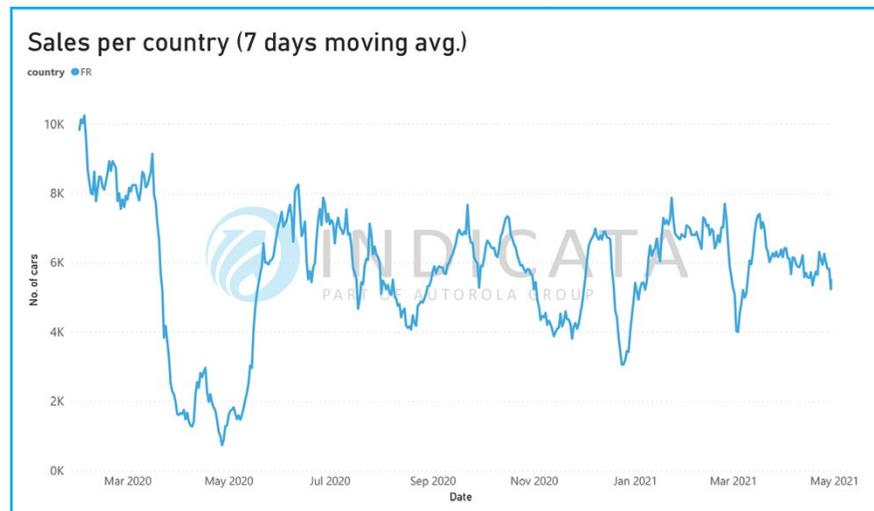
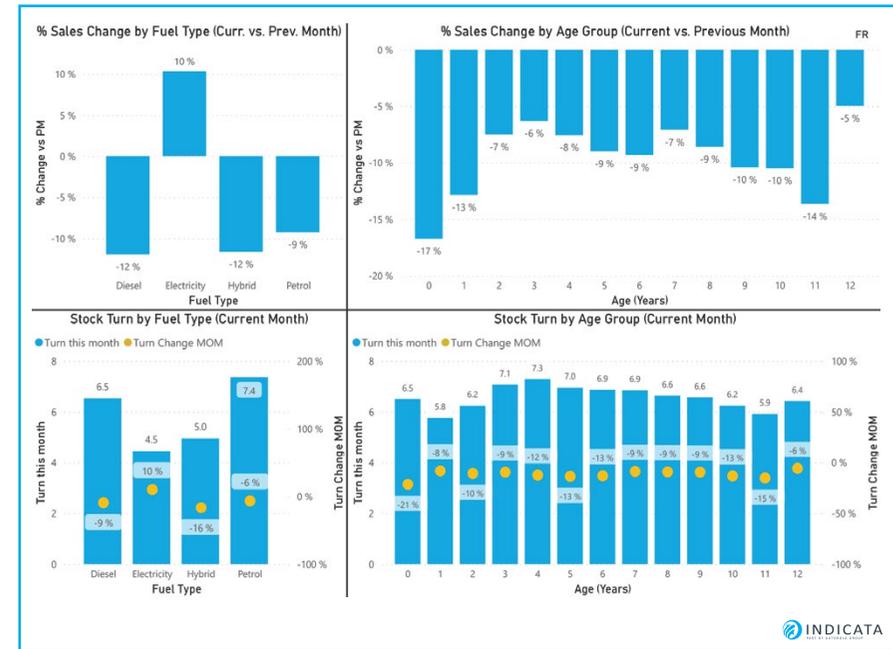
Unlike in other European markets tactical registrations do not appear to have played a major role in April's results with MoM sales of these very young used cars falling sharper than any other age group.

Used petrol cars now sell faster than used diesels with stock turn for petrol at 7.4x compared to just 6.5x for diesel.

From our Top Sellers report Renault Clio and Peugeot 208 are first and second in terms of used car sales volumes but it is the more versatile Dacia Lodgy and Citroën C4 Spacetourer who take the top places as the fastest selling used cars, with a stock turn of 11.4x for the Dacia and 10.2x for the Citroën.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. With sales easing and high levels of stock used car prices have returned to the more normal pattern we would expect.

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Germany Online B2C used car sales top pre-Covid-19 levels

The German used car sector weathered the first wave of Covid-19 better than many other European countries with sales for April 2020 only 40.2% lower than in February. Moving to April 2021 and year-on-year sales have bounced back by 80.2% putting the April YTD used car sales 23.0% higher than the first four months of 2020 and 6.8% above the same period in 2019.

Used car sales in April 2021 were 15.6% lower than March but the overall situation still looks healthy with stock on a par with the previous month's levels, although down 7.3% YoY heading into May.

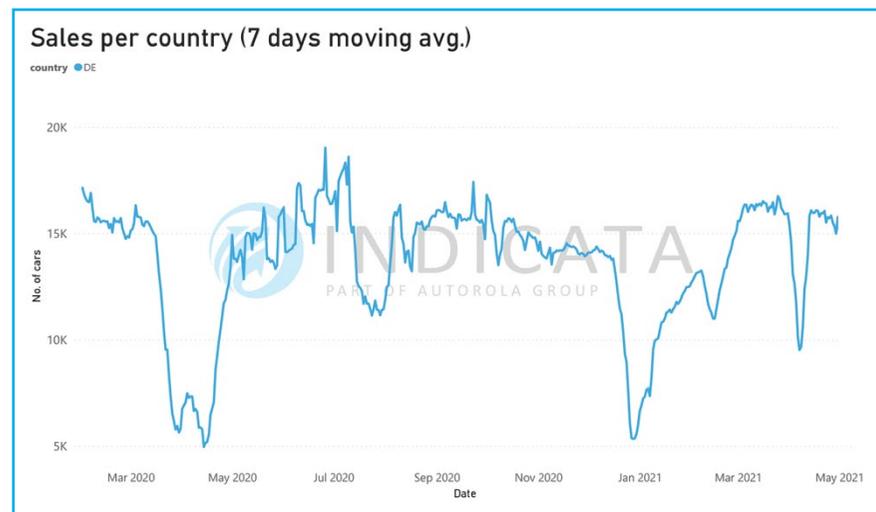
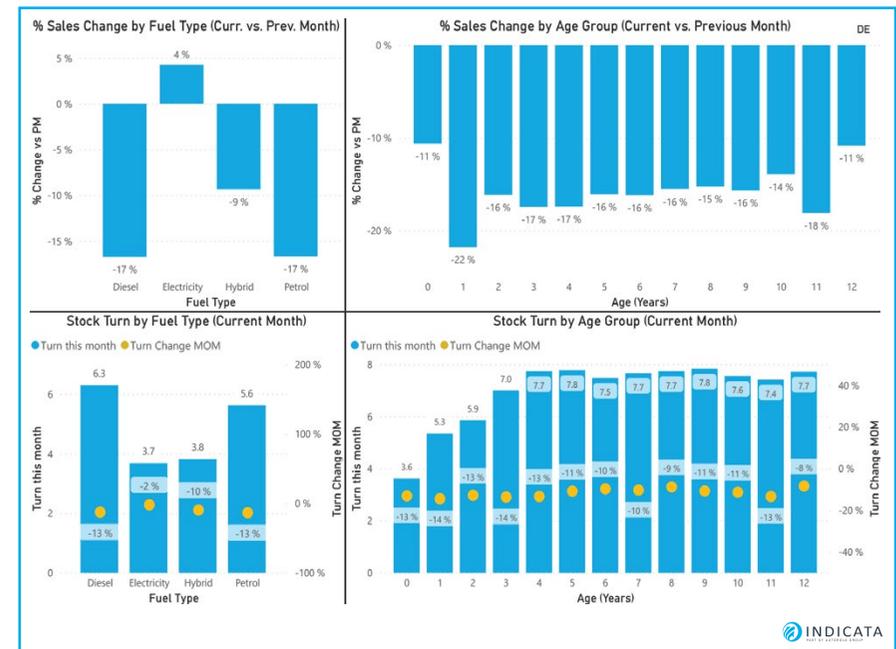
Despite all the other powertrains seeing used car sales fall month-on-month in April, BEVs continue to see growth even if it was just 4%.

There is evidence of day registrations at play again this month with sales of cars less than 1-year-old falling much less than other ages of vehicles.

Stock turn has dropped for all powertrains MoM although used diesel cars continue to sell the fastest at 6.3x followed by petrol at 5.6x but which models are flying off used car forecourts the quickest? A look at our Top Sellers report shows that in April the Porsche 911 was the fastest selling car, in terms of speed of sale, with a stock turn of 14.1x. Second and third place were taken by Mercedes-Benz stablemates the GLE-Class at 9.5x and the GLC-Class at 8.7x.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. However dealers' memories of recent stock shortages and reasonable levels of demand is holding prices stable with even a little inflationary pressure.

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Almost all commercial activity went into lockdown in Italy on 11 March 2020 and the impact on the car market was significant with March 2020 sales down 50.9% on February with April falling a further 65.5% on March which meant sales had fallen by 83.1% in 2 months. Fast forward to this year and a 112.4% year-on-year increase in March has been followed by a 487.3% rise in April YoY.

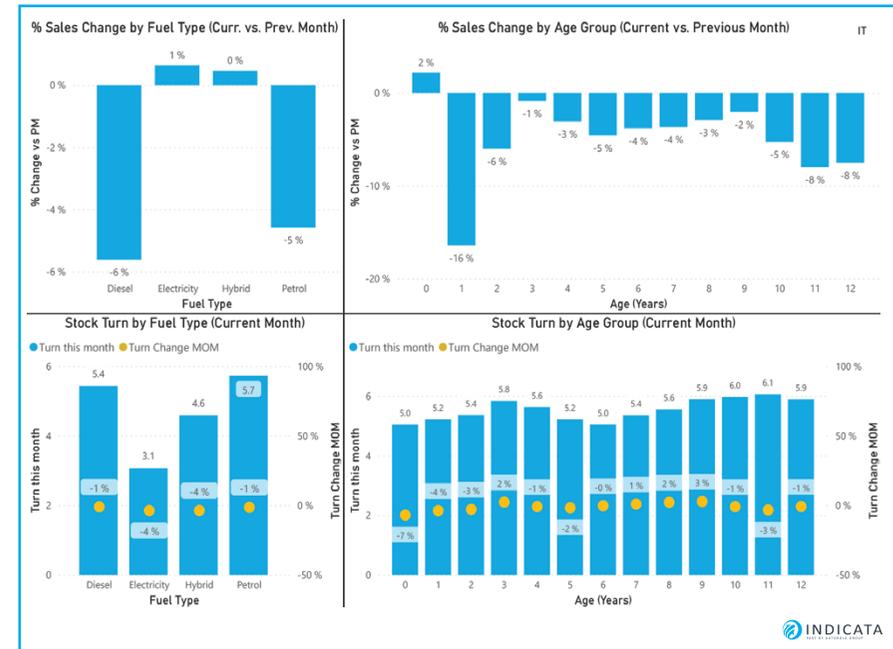
This puts the Italian used car market for the first four months of this year 63.5% above the same period last year and a healthy 26.1% above April 2019 YTD. Whilst sales were 4.7% lower in April 2021 than the previous month this is within the normal boundaries as the market slows down over the Easter period.

Overall stock is virtually flat month-on-month although it is marginally higher than a year earlier (+1.8%). With stock flat, healthy sales and stock turn relatively stable the market seems well balanced from a supply and demand perspective.

Looking at our new Top Sellers report and concentrating on cars under 4-years-old shows Jeep and Fiat 500 being the two highest selling used cars in volume terms, but it is the Dacia Sandero which sells the quickest with a stock turn of 11.2x which is more than double the market average.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. Historic supply constraints and strong demand means dealers are still edging used car prices upwards in the Italian market.

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The Netherlands April YTD used car sales 6.5% above pre-Coronavirus 2019 levels



Unlike many other European countries The Netherlands approach to Covid-19 was less restrictive. The net result was year-on-year sales in March and April 2020 only dropped by 16.7% and 15.8% respectively. Therefore, whilst the 39.9% YoY increase seen in April 2021 seems modest by comparison to other countries it is still a good result.

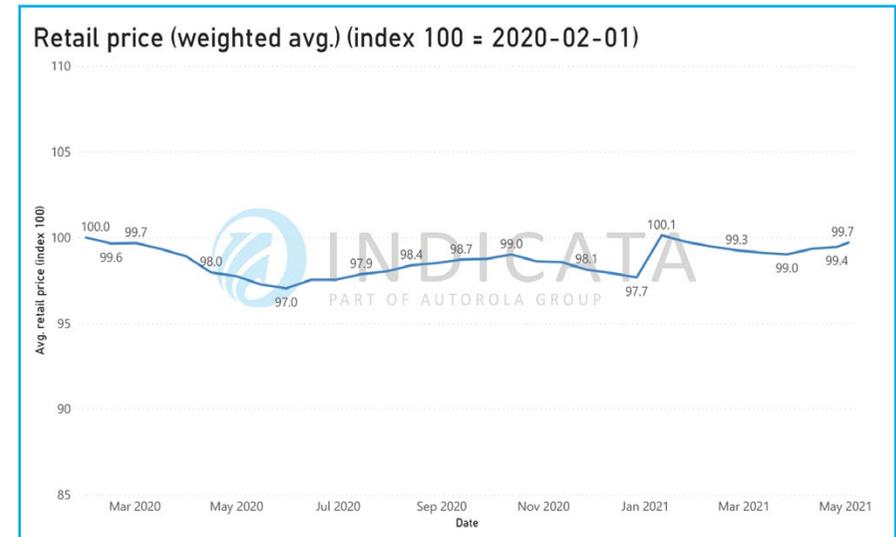
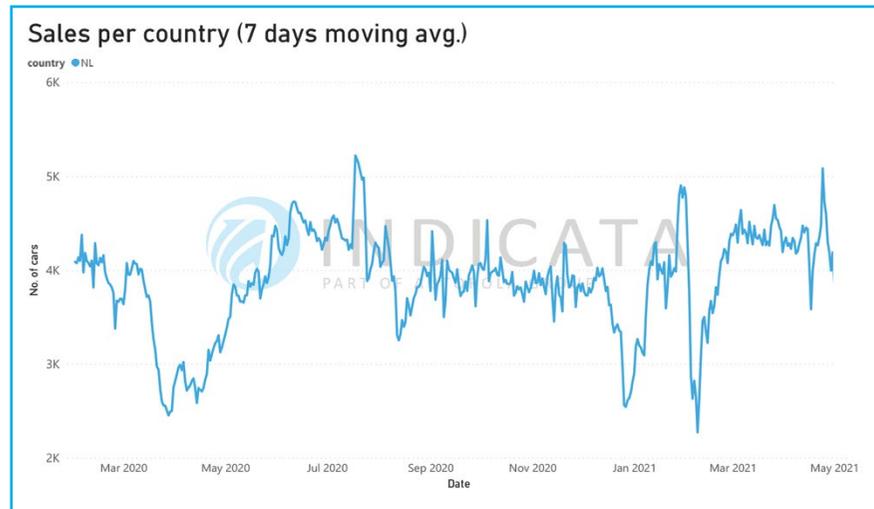
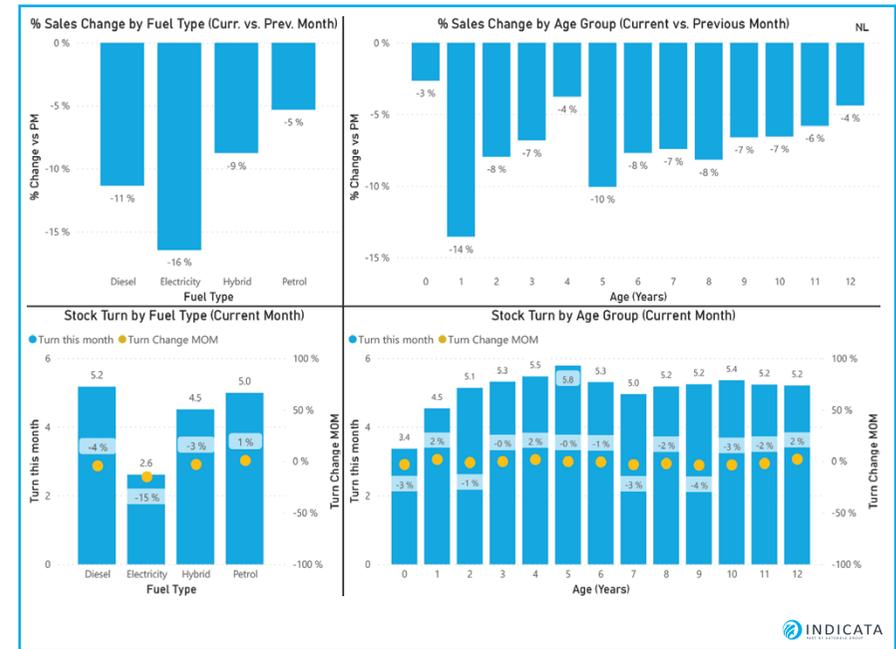
Total used car sales for April YTD are now 13.0% higher than the same period last year and 6.5% higher than the first four months of 2019. However, it is not all good news with sales still 7.0% lower in April 2021 compared to the previous month and with all powertrains seeing a decline.

Aside from the impact of Easter, one of the other causes of the monthly drop is a shortage of stock for all powertrains except BEVs, where the stock turn of just 2.6x shows a ready supply of battery EVs. Manufacturers are trying to support dealers with tactical registrations as you can see from the much lower month-on-month fall in sales of very young used cars (<1-year-old).

Looking at our new Top Sellers report and focussing on cars up to 4-years-old, used VWs take the first and second place with the Polo selling the most used cars followed by Golf. When it comes to speed of sale though the Škoda Kodiaq was the fastest selling used car in April with a stock turn of 10.9x, twice as quick as the market average. Volvo XC90 (8.0x) was the second fastest selling used car with Suzuki Vitara and Opel's Mokka X tying for third at 7.4x.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. With dealer stock levels falling the inflationary pressure on used car prices is pushing them upwards.

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Poland Tactical registrations used to offset falling stock levels



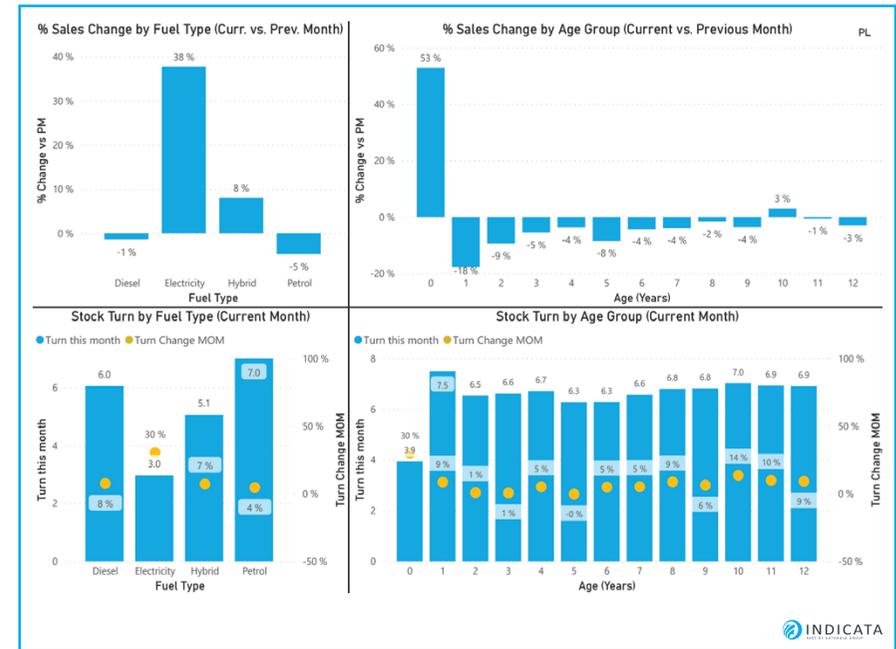
April 2020 was the first full month of Covid-19 restrictions and that saw used car sales drop by 60.2% in a month and down 70.9% year-on-year. Fast forward to April 2021 and much of those lost sales have been recovered with a YoY rise of 218.7%. For the first four months of 2021 the online B2C used car market is now 25.1% higher than for the same period last year but it is still 9.9% down on the April 2019 YTD total.

One of the reasons why sales do not seem to have fully recovered is due to the used car supply. Dealer stock levels fell 6.2% between the start of April 2021 and the beginning of May, making it five consecutive months of stock decline. This means stock levels are now 38.3% lower than they were at the start of May 2020.

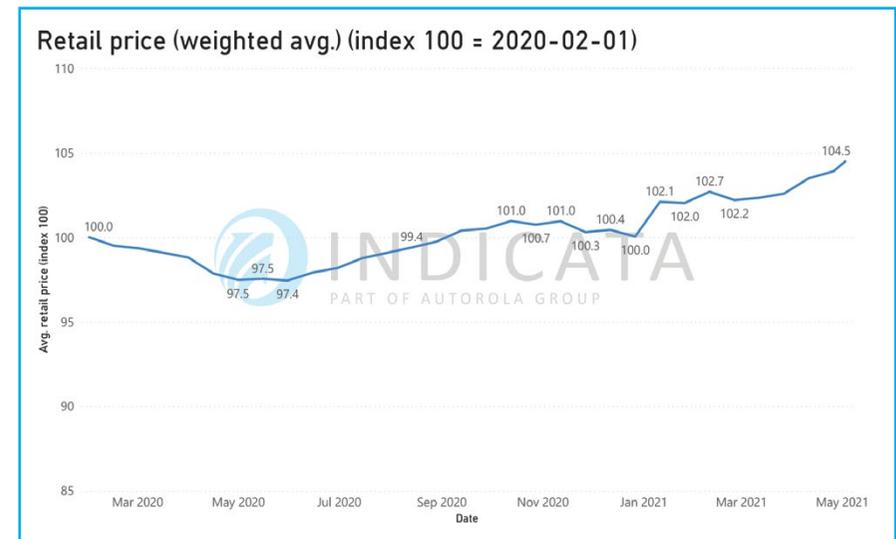
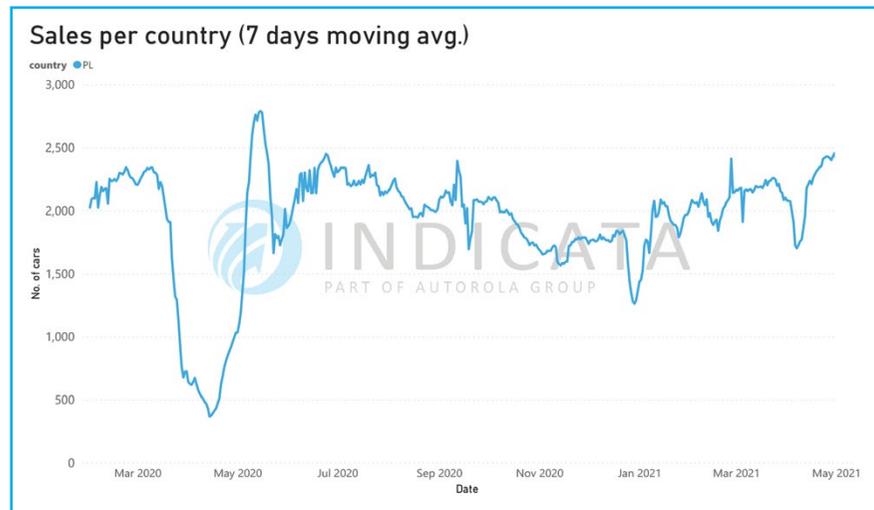
To compensate for the shortage of stock there is significant activity in manufacturer backed tactical registrations which rose 53% in April compared to a month earlier, this is despite March seeing a 123% monthly increase over February.

Stock turn remains high for all ages of vehicles, and particularly for used petrol and diesel cars, with the exception of the very young used cars.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. With supply constraints continuing and stock levels down, used car prices remain under strong inflationary pressure.



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When the first Covid-19 restrictions were announced on 12th March 2020 the impact on the motor industry was sudden and sharp. April 2020 saw sales drop by 50.4% in one month and dealers were faced with finding new ways to trade. One of those ways was to increase their online B2C used car sales and by March 2021 we saw a 16.9% increase in cars offered for sale this way.

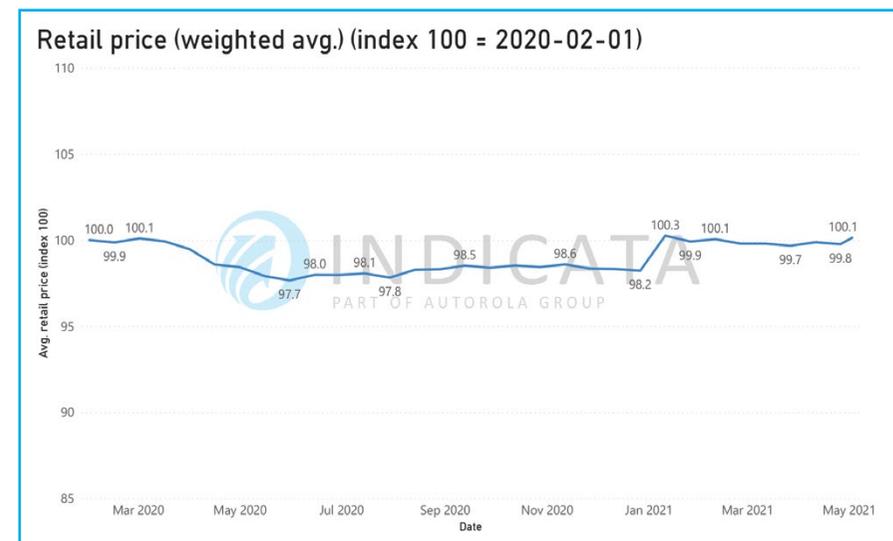
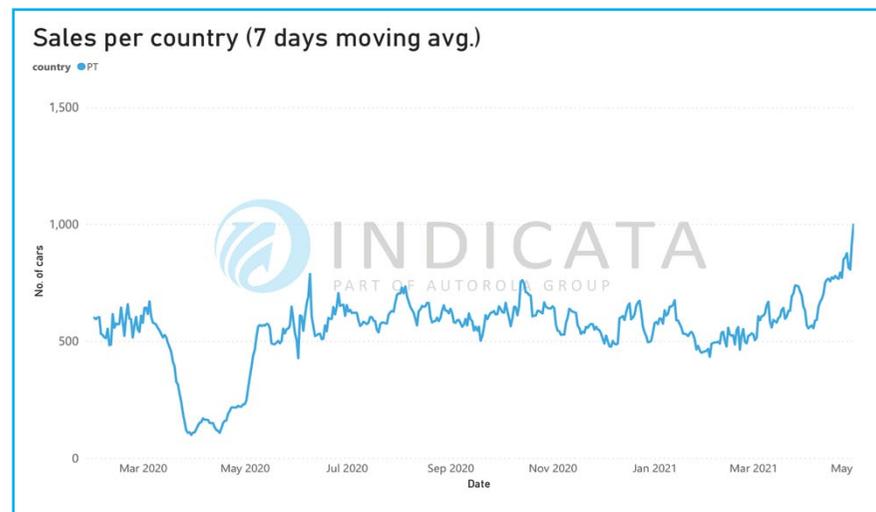
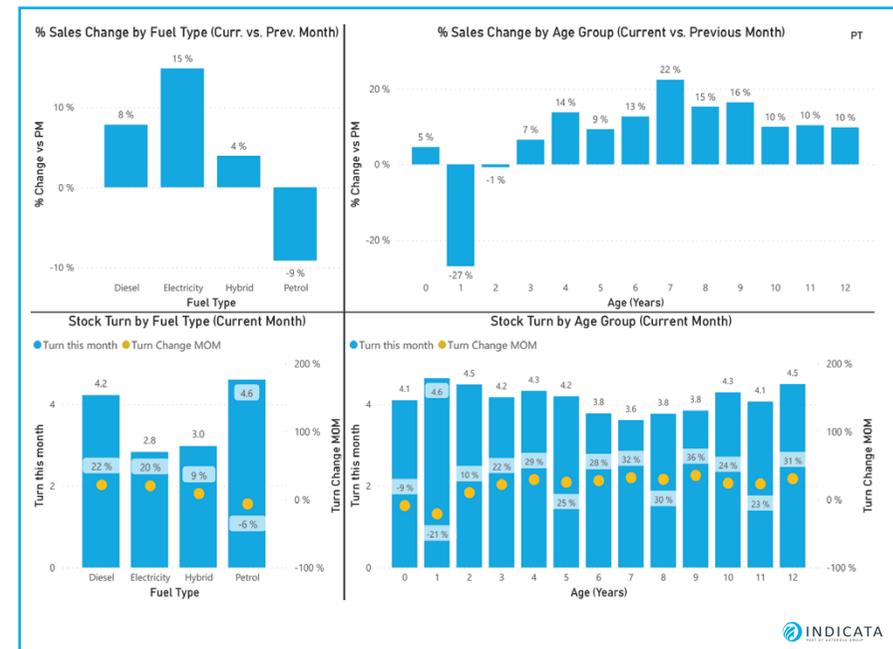
The increase in online selling and the slump seen in April 2020 has resulted in sales this April being up 277.9% year-on-year and rising 2.9% over March 2021. It also means total online used car sales for the first four months of 2021 are 42.1% higher than the same period in 2020 and 21.1% above 2019.

After a strong March, used petrol car sales fell in April with stock turn also slowing but total used car stocks are down 8.8% YoY with a 7.7% decline over the previous month. Used petrol cars are still the fastest selling powertrain but there may be some indications of a shortage of supply.

Renault captured the top two spots in terms of top sales by volume with the Clio taking the top spot, but a look at our Top Sellers report, focusing on used cars up to 4-years-old, shows the Dacia Sandero as the fastest seller with a stock turn of 14.0x or an average of 26 days in stock. The second fastest seller is the Renault Twingo (12.0x) with the Mercedes-Benz GLC-Class coming third (11.3x).

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. Whilst we did see a little natural depreciation during the first few months of the year dealers are still holding firm on prices due to historic supply constraints.

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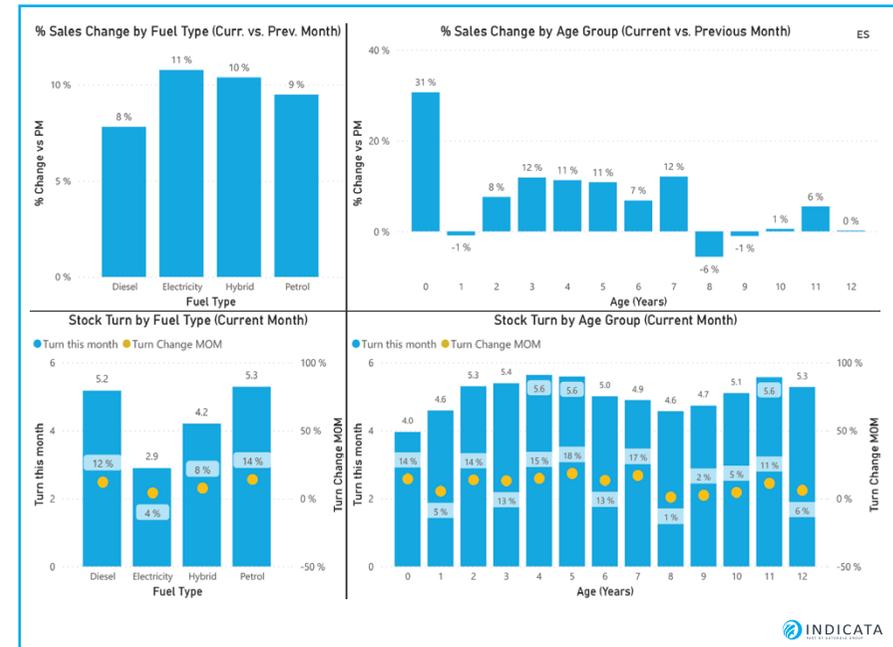
The used car market slumped 20.7% in March 2020 versus the previous month followed by a further 39.6% MoM fall in April last year. Taking that into account the 118.3% year-on-year increase seen in April 2021 is to be expected. May is also likely to deliver another month of high YoY growth due to the weak May 2020 performance.

Before writing April 2021 sales growth off as all due to the slump last year it is worth noting that sales were also up 7.4% over the previous month indicating some sustained market improvements. All powertrains saw healthy growth, from an 8% MoM rise in used diesel car sales to the 11% increase in used BEVs.

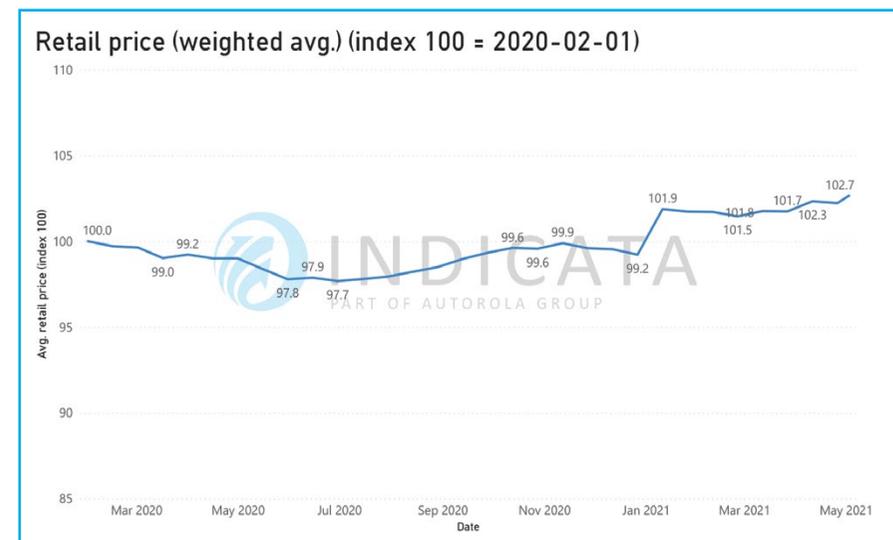
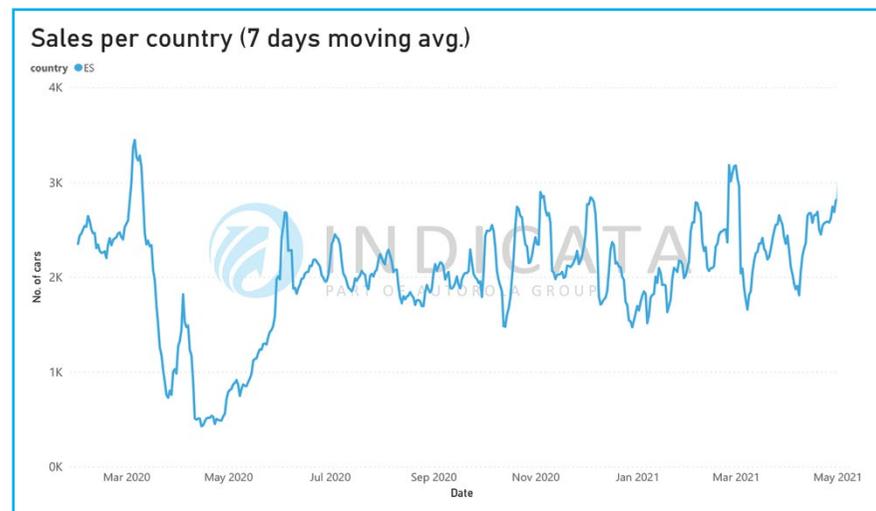
April stock turn remained on a par with March with used diesel at 5.2x, equivalent to 70.2 days in stock, whilst used petrol cars sold slightly faster at 5.3x compared to 5.1x last month indicating stock is available to meet the demand.

From our Top Sellers report the Citroën C4 Cactus was the fastest selling used car up to 4-years-old in April 2021 at 8.8x with the Dacia Sandero and Mercedes-Benz GLA-Class tying for second place at 8.4x.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. Supply constraints have eased but Spanish dealers continue to hold their prices against the natural depreciation expected and prices are rising a little.



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Sweden Used car market up 11% April YTD compared to 2020



Even though Sweden never introduced the severe lockdowns seen across most of Europe, the Covid-19 pandemic did have a dampening effect on the used car market with sales down year-on-year for the three consecutive months of March through to May 2020. Therefore, the 33.0% YoY increase seen in March 2021 followed by a 19.2% increase in April compared to the previous year should not come as a surprise.

Although April 2021 saw used car sales 2.1% lower than the previous month due to the impact of Easter, the April YTD 2021 volume is still 11% above the same period in 2020 and 7.2% above the first four months of 2019.

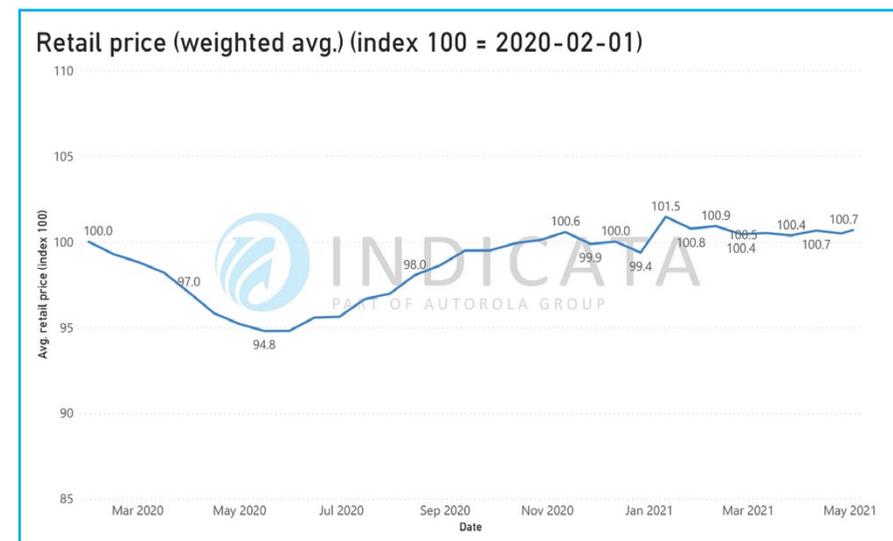
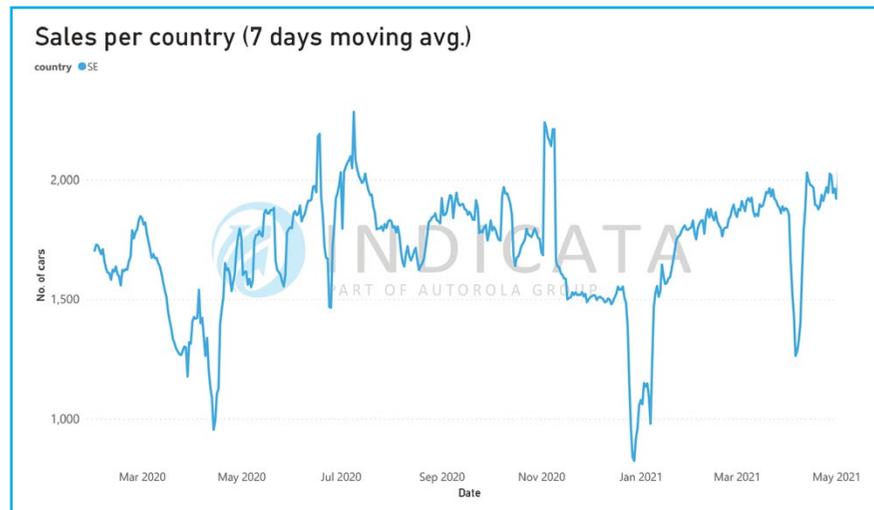
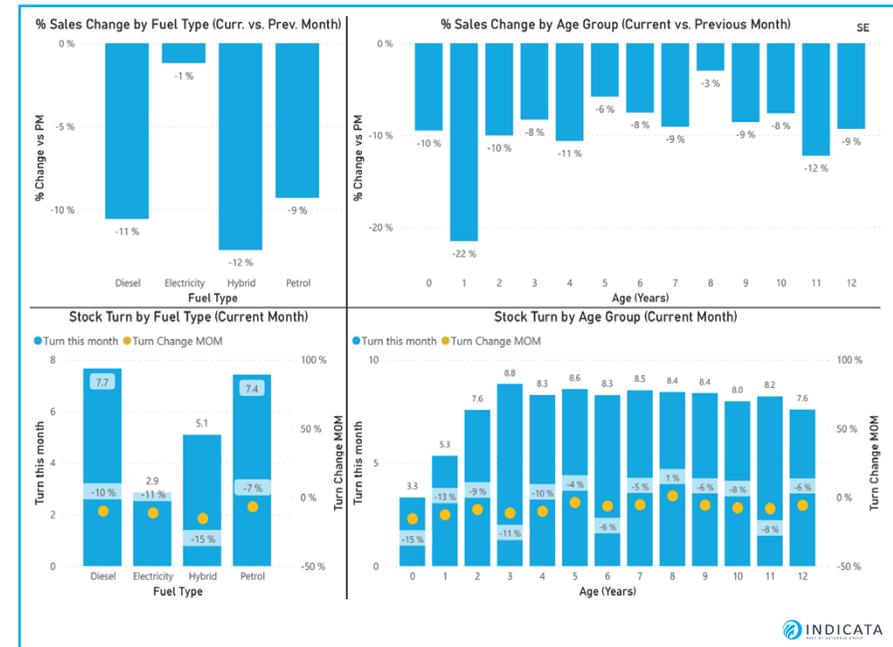
Compared to March 2021 sales of BEVs in April were almost flat with the losses spread across the three other powertrains, with sales down between 9% (petrol) and 12% (hybrids). Manufacturers clearly took the decision to not to try to push the market with tactical sales in line. The lack of 1-year-old cars coming from dealer demonstrators and the Daily Rental sector can be seen with the fall in sales at that age range.

Whilst stock turn has dropped MoM used diesel cars at 7.7x (47.4 days in stock) and used petrol cars 7.4x (49.3 DiS) are still selling the fastest.

From our new Top Sellers report we can see the honour of being the fastest selling used car up to 4-years-old in Sweden for April belongs to the Porsche 911 at 19.8x whilst amongst the more traditional vehicles the Toyota Avensis comes next at 19.7x closely followed by the Ford Ranger at 16.2x.

Our pricing index is based on a consistent pool of vehicles, so under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. Demand in the Swedish market means dealers have been resisting this natural lifecycle trend with prices holding steady so far this year.

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April 2020 saw the first year-on-year decline in online B2C used car sales in Turkey as sales dropped 34.3% over April 2019. Therefore it comes as no surprise that despite sales being tough during the winter months of November 2020 through to February of this year, April 2021 brings good news with sales up 79.7% year-on-year and 2.1% higher than in March 2021.

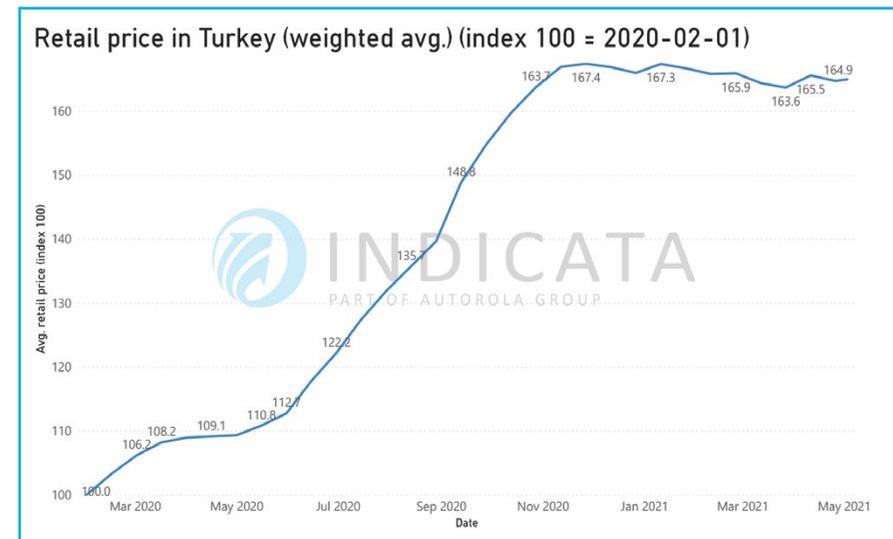
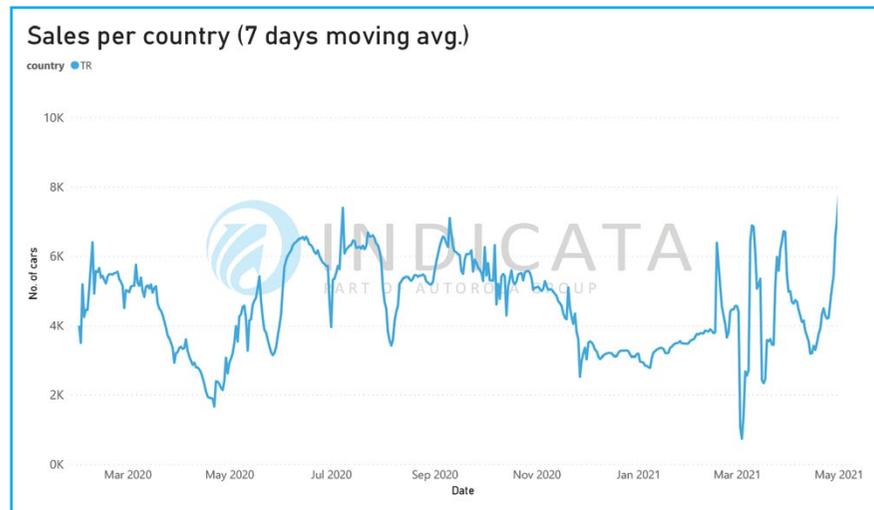
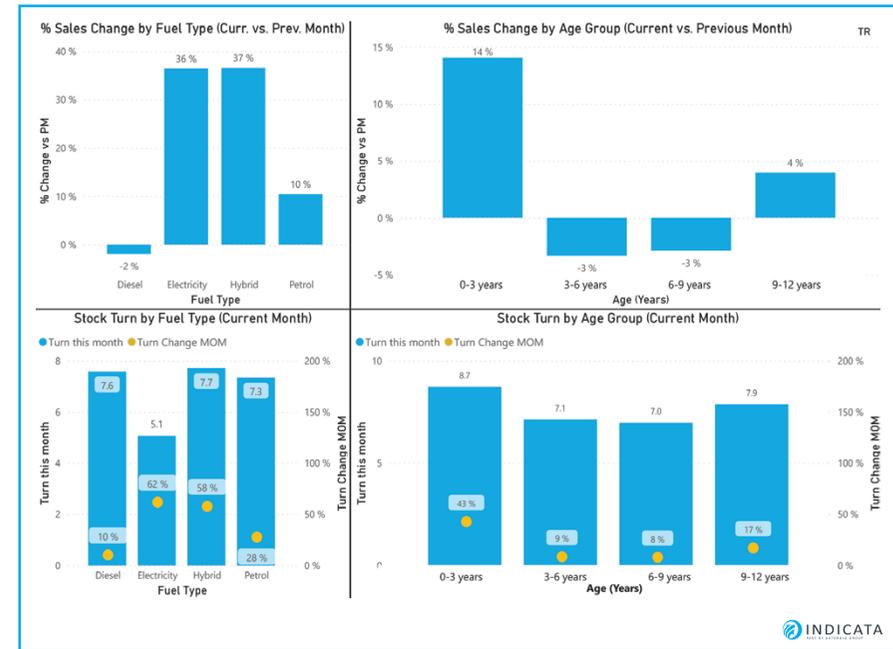
Used hybrids and petrol cars saw the strongest month-on-month growth with sales up 36% and 37% respectively. That demand is also favouring the younger used cars up to 3-years-old, with sales up 14% in April 2021 versus the previous month.

Whilst used diesel car sales fell marginally (-2% MoM) demand remains strong with a stock turn of 7.6x (48.0 days in stock) and on a similar level to hybrids (7.7x) and petrol (7.3x). With used diesel stock turn now much lower than the 12.2x high seen in March 2021 it would seem some of the supply constraints are easing. Although demand for used hybrids has seen stock selling much quicker, up from the 5.9x seen last month.

In contrast used BEVs remain relatively slow selling with a stock turn of just 5.1x per annum showing that there is plentiful supply to meet current demands.

The use of a consistent pool of vehicles for our pricing index means that under normal circumstances we would expect a lifecycle driven steady downward movement in average prices as the year progresses. The Turkish market had started to show this pattern from the latter part of 2020, but the renewed demand over the last couple of months is continuing to have an inflationary impact on average used car prices.

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United Kingdom Used car sales smash year-on-year growth record



As the UK eases out of the latest lockdown the impact of negative year-on-year growth in online B2C used car sales in January (-28.8%) and Feb (-17.9%) created some pent-up demand. When combined with the collapse in the car market in April 2020 due to the first lockdown, it created the perfect environment for April 2021 to become a record month for YoY growth with used car sales rising 694.8%.

The reawakening of the used car market is most noticeable in the typical franchise dealer stock of cars up to 4-years-old and for the second consecutive month there is notable activity in tactical registrations.

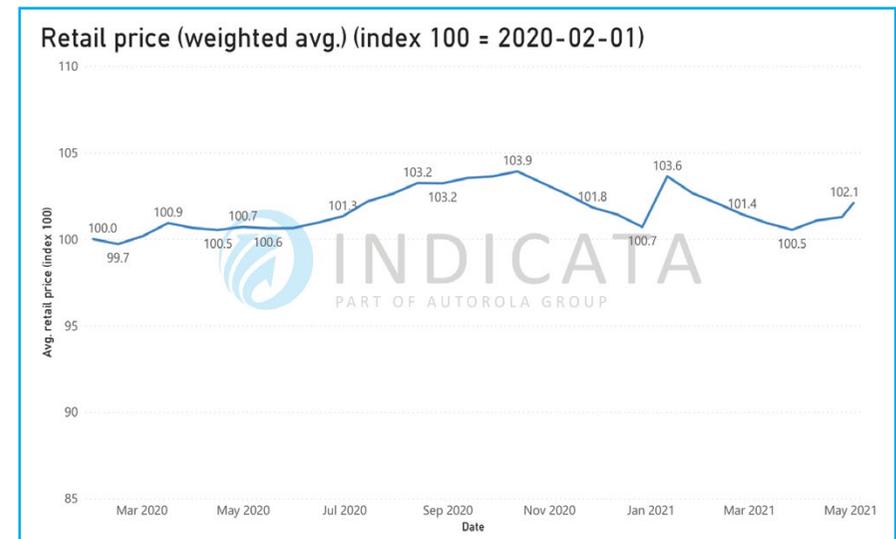
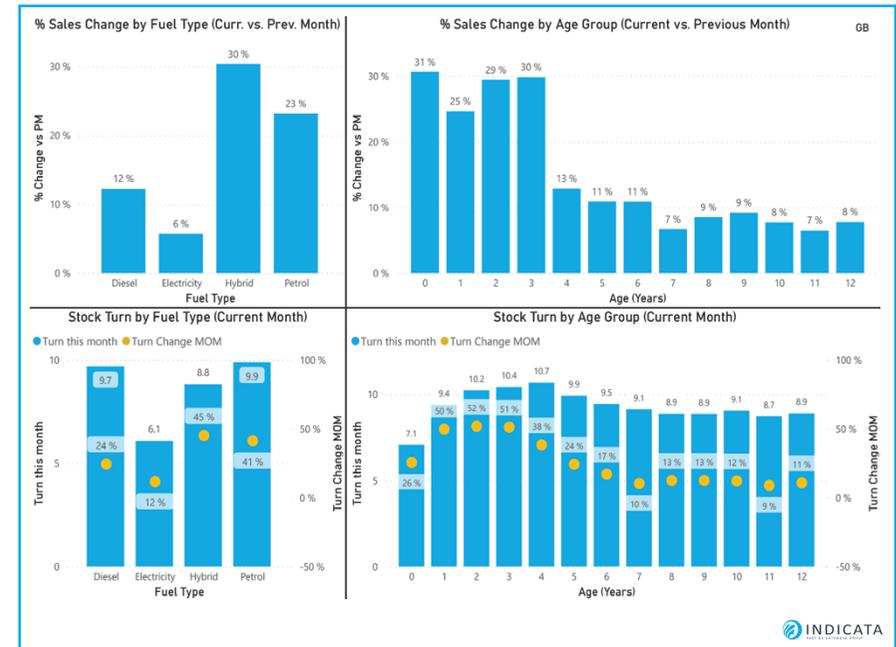
At a powertrain level April saw sales increase over March for all types with used hybrids (+30% MoM) and used petrol (+23% MoM) taking the lion's share of the rise in sales.

Demand for used BEVs continues to be the weakest amongst all powertrains with a stock turn of just 6.1x, equivalent to 59.8 days in stock per vehicle. In contrast used petrol cars at 9.9x and used diesel at 9.7x are selling in around 37 days.

Using our new Top Sellers report we can see the fastest selling used car up to 4-years-old is currently the Volvo XC40 with a stock turn of 18.4x, that is just under 20 days to sell. Second is the Vauxhall Mokka X at 17.6x followed by its stablemate the Zafira at 17.4x.

The sharp rise in sales along with stock turn increasing MoM across all age groups and powertrains has resulted in significant inflationary pressure on our used car pricing index. The rise is even more notable when you remember our index is based on a consistent pool of vehicles, so we would expect a lifecycle driven steady downward movement in average prices as the year progresses.

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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”.



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