

autobiz Global Barometer #1



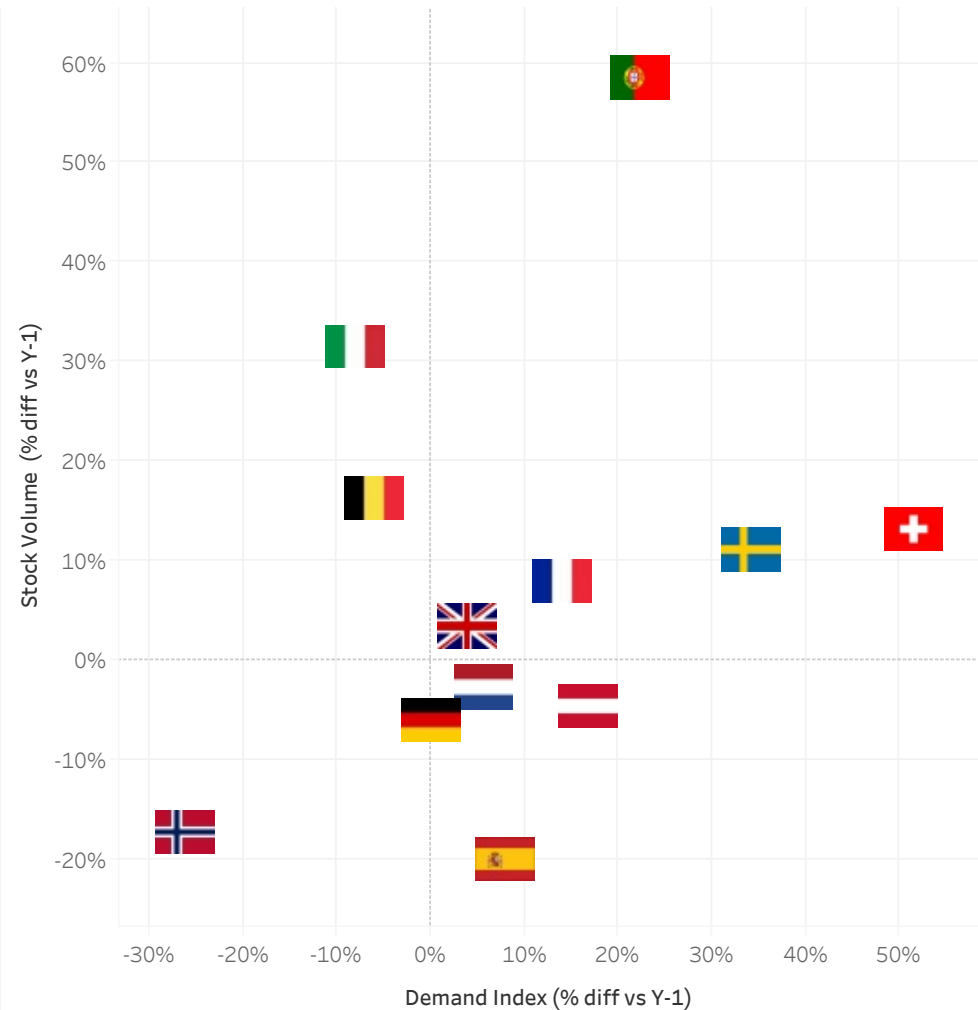
Key learnings

Global observation:

If globally the trend is increasing for volume and demand and declining for level of prices, we can observe three groups of countries and one free rider.

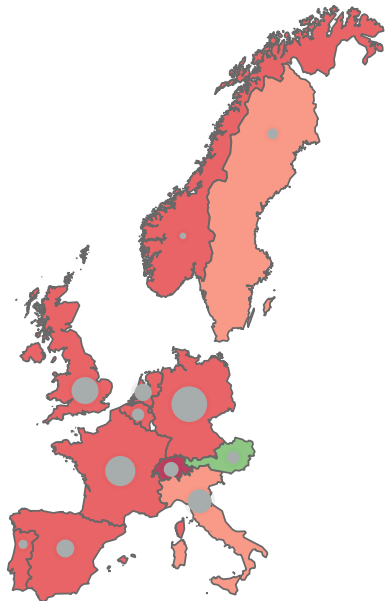
Country level Observations:

- First, Italy and Belgium are following the same trend: a higher volume of cars observed compared to last year and a lower demand, however close to the average.
- Then Switzerland, Sweden, France, Portugal and UK are following the same trend. Their ads volumes are rising compared to last year in parallel to a higher demand.
- Austria, Germany, The Netherlands and Spain have slightly increasing demand compared to last year but a decreasing car availability.
- Norway is going it alone: less volume and less demand.
- Except Austria, all countries have a negative repricing index, highlighting that the repricing done during the previous month (new ads and updated prices) was below the rest of the market.
- To get more detailed data on a specific country, ask your autobiz Sales contact.



Note: KPIS definition and methodology are detailed on page 4

Europe overview – Top 12 markets



Stock Volume



Repricing Index (EUR)



<p>Austria Volume: 89,912 (-5% vs Y-1) Demand: 33 (+17% vs Y-1) Repricing: 89€ (+206% vs Y-1)</p>	<p>Italy Volume: 335,858 (+32% vs Y-1) Demand: 32 (-8% vs Y-1) Repricing: -302€ (-21% vs Y-1)</p>	<p>Switzerland Volume: 129,906 (+13% vs Y-1) Demand: 35 (+51% vs Y-1) Repricing: -731Fr (-115% vs Y-1)</p>
<p>Belgium Volume: 90,235 (+16% vs Y-1) Demand: 37 (-6% vs Y-1) Repricing: -581€ (-635% vs Y-1)</p>	<p>The Netherlands Volume: 175,063 (-3% vs Y-1) Demand: 15 (+6% vs Y-1) Repricing: -349€ (-89% vs Y-1)</p>	<p>Sweden Volume: 68,872 (+11% vs Y-1) Demand: 20 (+34% vs Y-1) Repricing: -353Kr (+90% vs Y-1)</p>
<p>France Volume: 535,061 (+8% vs Y-1) Demand: 29 (+14% vs Y-1) Repricing: -419€ (-81% vs Y-1)</p>	<p>Portugal Volume: 50,074 (+59% vs Y-1) Demand: 16 (+22% vs Y-1) Repricing: -544€ (-136% vs Y-1)</p>	<p>United Kingdom Volume: 425,632 (+4% vs Y-1) Demand: 24 (+4% vs Y-1) Repricing: -465£ (-39% vs Y-1)</p>
<p>Germany Volume: 746,323 (-6% vs Y-1) Demand: 28 (0% vs Y-1) Repricing: -381€ (-12% vs Y-1)</p>	<p>Spain Volume: 189,214 (-20% vs Y-1) Demand: 33 (+8% vs Y-1) Repricing: -390€ (-280% vs Y-1)</p>	<p>Norway Volume: 25,022 (-17% vs Y-1) Demand: 12 (-26% vs Y-1) Repricing: -4,267Kr (+69% vs Y-1)</p>

Note: KPIS definition and methodology are detailed on page 4

KPIs : Definition & Scope

STOCK VOLUME



Volume of deduplicated ads observed online with age ≤ 96 months and mileage $\leq 200\,000$ km within professional dealer stock

DEMAND INDEX



Average Google trends on fuel type key words (100 being the maximum of research made in one day since 8 years on one of the energy key words)

REPRICING INDEX



Delta between all new or updated ad price and autobiz market valuation on a weekly basis. autobiz's valuation being based on the previous week market observation, this KPIs indicated the pricing trends of the new pricing each week. - local currency is displayed



Contacts

Question? Information? Need more details?
europeanbarometer@autobiz.com