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GLASS'S

Auction Report

April 2014

NATIONAL ASSOCIATION OF MOTOR AUCTIONS

Contents

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NAMA used car market commentary for March and early April

Whole market March compared to February:

- After correcting for differences in working days, March volumes were almost 10% above those for February with increases across all age profiles, but most notably in PX and Budget as a consequence of the plate change
- The relative increase in supply of older vehicles was the principal reason behind an average value decline from February of 3.4%. A smaller decline in the average value of older examples – PX Profile (Old) and Budget – as a consequence of this supply increase also impacted the overall average
- Values as a proportion of Original Cost New price (% OCN) were 3.4 percentage points behind February's high as a consequence of this shift in mix to older vehicles
- First time conversion rates held steady from February, as declines in PX Profile and Budget vehicles were offset by increases for younger vehicles. Fleet profile, at 88.5%, is now the best first-time converting segment
- Premium of first time sold vehicles over those sold at second/subsequent entry (on a consistent basket basis) rose again to around £350 (or 8%) in line with the plate change and relative increase in supply giving buyers more choice
- Average days on site continued to fall and now stands at an all time low of 6.8

Price changes in March compared to February, by customer type

	Feb-14	Mar-14	% Diff
Late & Low 0-2.5 yrs	£14,475	£14,725	2%
Fleet 2.6-4.5 yrs	£8,575	£8,675	1%
PX (Young) 4.6-6.5yrs	£5,225	£5,250	0%
PX (Old) 6.6-10.5yrs	£2,500	£2,450	-2%
Budget 6.6-10.5yrs	£800	£750	-6%

Comment:

- Average values for younger (Late & Low, Fleet profile) vehicles rose versus February despite volume increases
- A decline in the average value of older vehicles, in part due to a surge in their volumes as a consequence of the plate change, also contributed to an decline in the overall average value
- Average age increased by one month in each age segment from February
- Average mileage decreased for all age profiles from February except for Late & Low, where the figure increased by over 3%

Expected Market Activity in April:

The early days of April have continued to show a good degree of positive retail activity in both the new and the used market. High new car registration figures recorded for March seem to have had little influence on used car sales volumes which is encouraging as often the focus is so clearly on new cars that used car figures drop significantly.

With so many used car contacts reporting such strong start to the month, the focus is right back to trying to find used car stock. Despite strong new car sales and resulting volume of part exchanges, independent dealers especially still find it very difficult to find the right cars for them and this is evident in prices achieved for nice condition low mileage vehicles both at the block and in the trade as a whole. Even poor quality cars are now readily finding homes as buyers seek to fill empty spaces. This however will be at the cost of profit due to the level of mechanical and body repairs required these days.

The outlook for the remainder of the month is a little uncertain as is normal for this time of year. With Easter at the end of the month and reasonably good weather expected, there is a concern in the trade that sales may experience a downturn as people take time with their families or seek to enjoy other retail opportunities such as garden centres and home furnishings, all of whom appear to be launching their own Easter sales offensives.

However, it is certain that values are not likely to see too many major downward movements in the coming weeks. Even if Retail activity diminishes, buyers still need to bring stock levels back in line so demand will challenge supply for some weeks to come.

Whole Market Summary

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Mar-13	Mar-14	Year on Year Diff
Average Sales Prices All Ages	£4,982	£4,631	£4,807	£5,131	£4,928	£4,943	£5,116	£5,203	£5,415	£5,534	£5,426	£5,442	£5,259	£4,982	£5,259	6%
% Difference to previous month	-8.1	-7.0	3.8	6.7	-4.0	0.3	3.5	1.7	4.1	2.2	-2.0	0.3	-3.4	-8.1	-3.4	4.7
% OCN	25.0	24.0	24.2	25.3	24.4	24.3	25.2	25.2	25.8	25.7	26.2	26.3	25.5	25.0	25.5	0.5
Average Age in Months	83.0	84.0	82.7	80.7	82.0	83.2	82.3	81.6	79.5	80.4	81.0	82.4	84.9	83.0	84.9	1.9
Average Mileage	66,687	66,950	66,461	65,364	66,122	66,483	65,862	65,261	64,865	65,285	65,706	66,794	66,665	66,687	66,665	-22

- Average values remain substantially higher (6%) than a year ago, supported by higher first time conversion and fewer days on site, and despite a small rise in average age
- Decreased % OCN as a result of a greater mix of older vehicles in March from February, although % OCN ahead of March 2013 despite rising average age

Whole Market Summary continued

Average No. of Entries	1.27	1.39	1.47	1.44	1.46	1.38	1.26	1.31	1.39	1.41	1.33	1.26	1.24	1.27	1.24	-0.03
% of Vehicles Sold First Time	84	74	71	75	74	79	86	83	79	79	84	86	86	84	86	3
Average No. Days on Site	7.6	7.7	8.5	8.8	8.2	8.1	7.2	7.1	8.4	8.8	11.0	7.6	6.8	7.6	6.8	-0.8

- Continued strength in proportion of vehicles sold first time in line with seasonal expectations
- Average days on site at an all-time low level of 6.8

Sales Volumes All Ages	99,908	99,631	106,251	96,509	100,290	93,997	101,826	107,782	95,394	58,931	113,646	95,936	110,471	99,908	110,471	11%
% Difference to previous month	19.0	-0.3	6.6	-9.2	3.9	-6.3	8.3	5.8	-11.5	-38.2	92.8	-15.6	15.2	19	15	-4
Seasonally Adjusted% Diff to previous Year	8.3	13.7	-0.7	-3.2	2.0	-1.2	1.4	1.3	-3.4	-4.8	12.9	-8.5	15.2	8	15	7

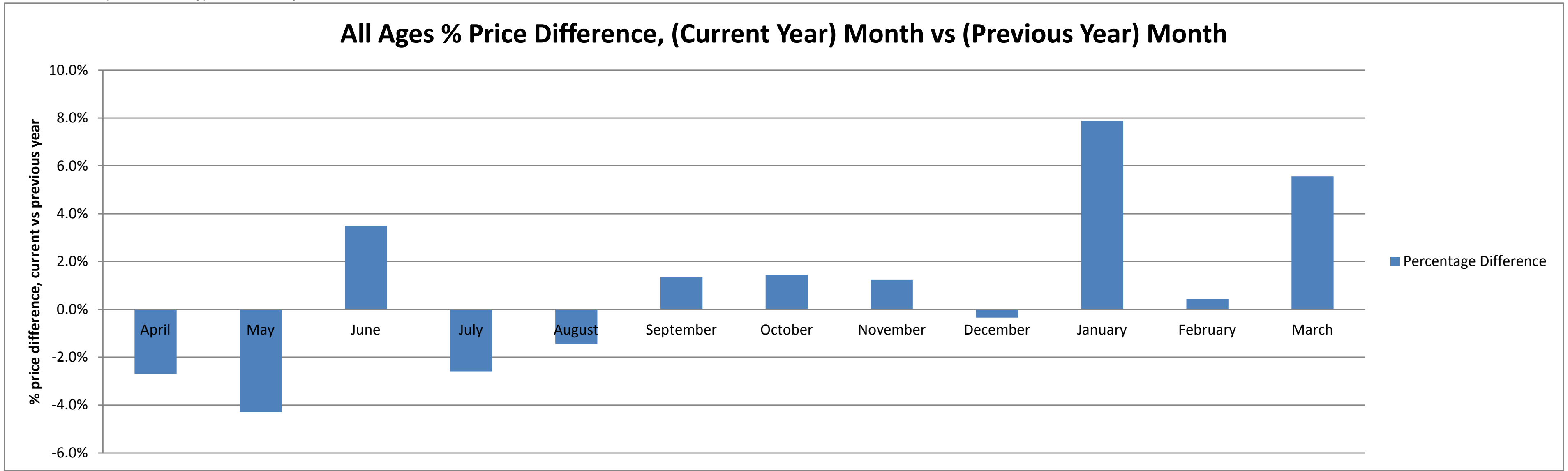
Source: NAMA (sold stock only), Glass's Analysis

- Strong volume growth continuing on a seasonally-adjusted basis, with March 2014 more than 5% ahead of March 2013

Average Sales Price Year on Year (all ages)

	April	May	June	July	August	September	October	November	December	January	February	March
Average All Ages Sales Price Previous Year*	£4,759	£5,023	£4,958	£5,059	£5,015	£5,048	£5,129	£5,349	£5,553	£5,030	£5,419	£4,982
Average All Ages Sales Price Current Year**	£4,631	£4,807	£5,131	£4,928	£4,943	£5,116	£5,203	£5,415	£5,534	£5,426	£5,442	£5,259
Percentage Difference	-2.7%	-4.3%	3.5%	-2.6%	-1.4%	1.3%	1.4%	1.2%	-0.3%	7.9%	0.4%	5.6%

Source: NAMA (sold stock only), Glass's Analysis



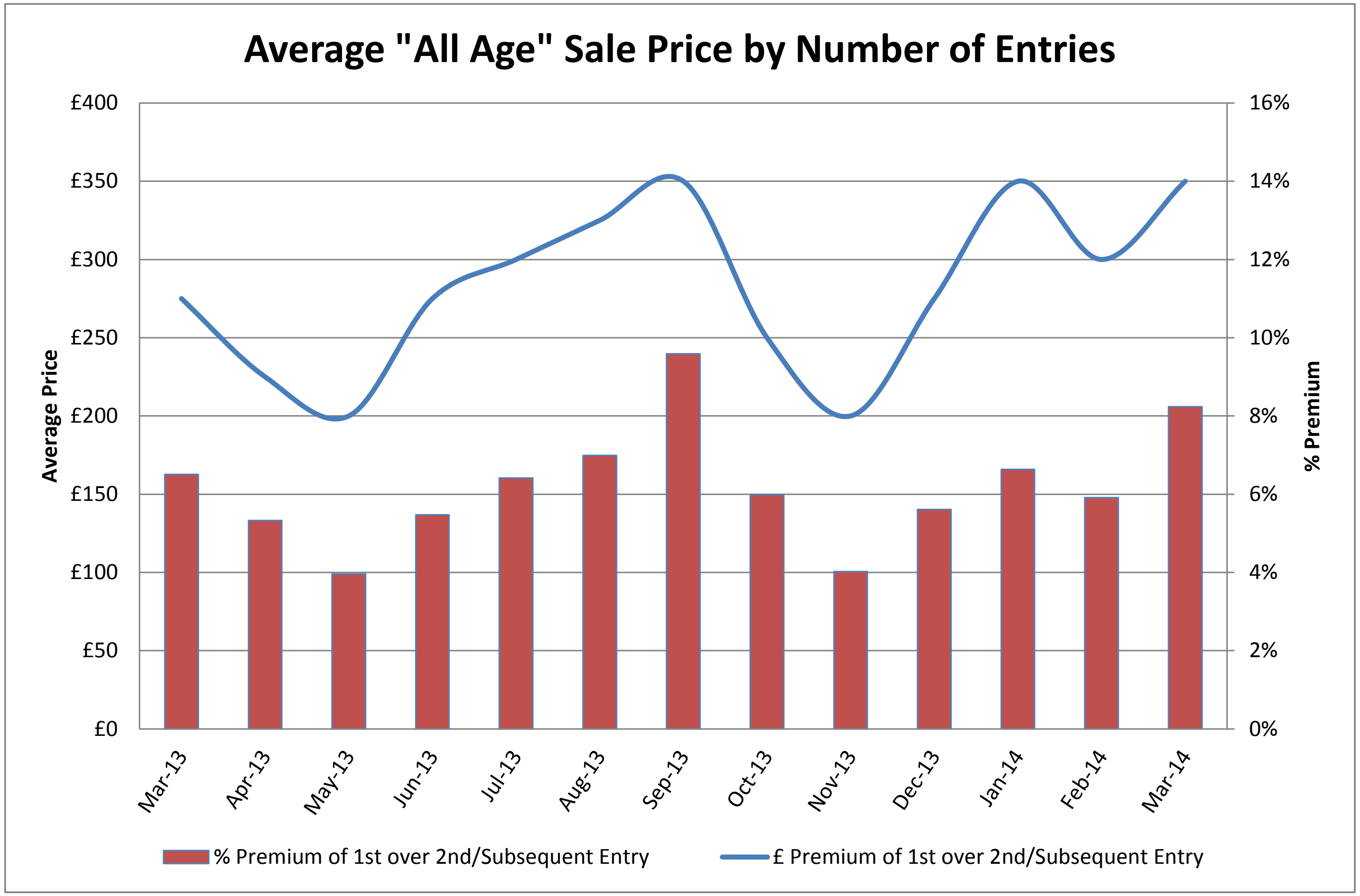
Source: NAMA (sold stock only), Glass's Analysis

- Average values remain substantially higher (6%) than a year ago, supported by higher first time conversion and fewer days on site, and despite a small rise in average age. (* 2013 - Pre-January ** January onwards)

Sales Price Compared to Number of Entries (all ages)

	£ Premium	% Premium
March-13	£275	7%
April-13	£225	5%
May-13	£200	4%
June-13	£275	5%
July-13	£300	6%
August-13	£325	7%
September-13	£350	10%
October-13	£250	6%
November-13	£200	4%
December-13	£275	6%
January-14	£350	7%
February-14	£300	6%
March-14	£350	8%

Source: NAMA (sold stock only), Glass's Analysis



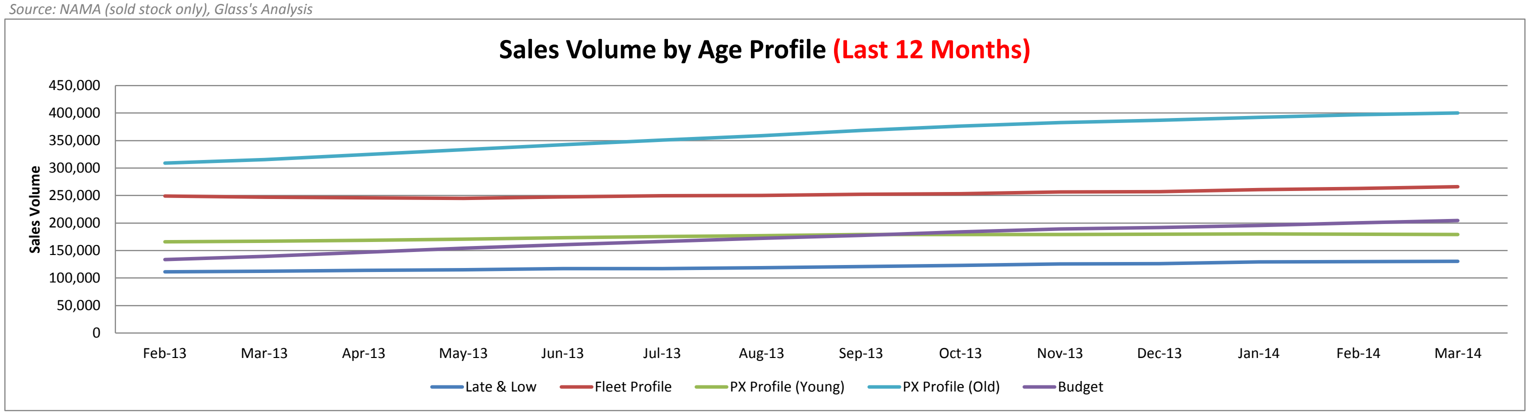
Analysis based on a matched sample of vehicles both sold at first presentation, and those only when re-entered

- Premium of first time sale valuation versus those of re-entered vehicles widened to 8% for March, in line with a seasonal increase of older vehicles as a consequence of the plate change

Sales Volumes by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	12 month Total
Late & Low *0 - 2.5 Years*	11,759	8,930	10,715	11,432	10,895	10,275	12,071	10,331	10,577	6,924	13,962	12,005	12,372	130,489
% Difference from previous month	4.6%	-24.1%	20.0%	6.7%	-4.7%	-5.7%	17.5%	-14.4%	2.4%	-34.5%	101.6%	-14.0%	3.1%	
Fleet Profile *2.6 - 4.5 Years*	20,583	20,390	22,897	22,250	23,537	20,560	22,446	24,356	23,806	14,336	26,356	21,459	23,781	266,174
% Difference from previous month	7.6%	-0.9%	12.3%	-2.8%	5.8%	-12.6%	9.2%	8.5%	-2.3%	-39.8%	83.8%	-18.6%	10.8%	
PX Profile (Young) *4.6 - 6.5 Years*	16,640	16,068	17,043	15,145	15,868	15,056	16,513	15,929	13,427	8,169	16,228	13,804	16,137	179,387
% Difference from previous month	19.8%	-3.4%	6.1%	-11.1%	4.8%	-5.1%	9.7%	-3.5%	-15.7%	-39.2%	98.7%	-14.9%	16.9%	
PX Profile (Old) *6.6 - 10.5 Years*	34,805	35,994	37,077	32,143	34,054	32,208	34,798	36,825	30,850	19,063	37,561	31,624	37,800	399,997
% Difference from previous month	28.2%	3.4%	3.0%	-13.3%	5.9%	-5.4%	8.0%	5.8%	-16.2%	-38.2%	97.0%	-15.8%	19.5%	
Budget *>10.5 Years*	16,121	18,249	18,519	15,539	15,936	15,898	15,998	20,341	16,734	10,439	19,539	17,044	20,381	204,617
% Difference from previous month	28.5%	13.2%	1.5%	-16.1%	2.6%	-0.2%	0.6%	27.1%	-17.7%	-37.6%	87.2%	-12.8%	19.6%	
Total	99,908	99,631	106,251	96,509	100,290	93,997	101,826	107,782	95,394	58,931	113,646	95,936	110,471	1,180,664
% Difference from previous month	75.9%	-0.3%	6.6%	-9.2%	3.9%	-6.3%	8.3%	5.8%	-11.5%	-38.2%	92.8%	-15.6%	15.2%	

Source: NAMA (sold stock only), Glass's Analysis



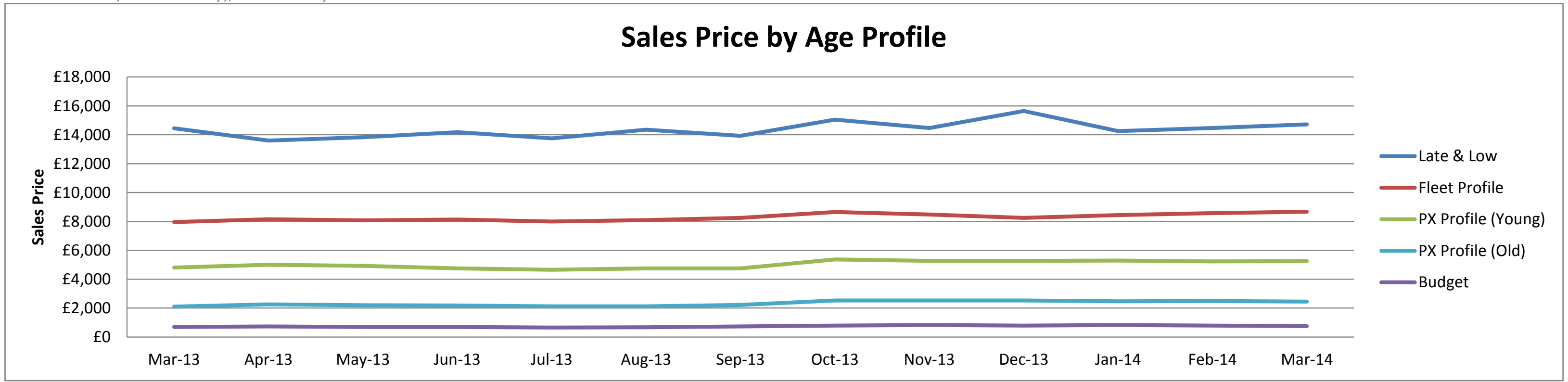
Source: NAMA (sold stock only), Glass's Analysis

- Growth in older PX profile cars (including Budget) continues to outstrip other age profiles most notably Fleet, which has changed little in volume terms over the last year

Sales Prices by Age profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
Late & Low *0 - 2.5 Years*	£14,450	£13,600	£13,825	£14,175	£13,750	£14,350	£13,925	£15,050	£14,475	£15,650	£14,250	£14,475	£14,725
% Difference from previous month	1%	-6%	2%	3%	-3%	4%	-3%	8%	-4%	8%	-9%	2%	2%
Fleet Profile *2.6 - 4.5 Years*	£7,950	£8,150	£8,075	£8,125	£8,000	£8,100	£8,250	£8,650	£8,475	£8,250	£8,450	£8,575	£8,675
% Difference from previous month	-2%	3%	-1%	1%	-2%	1%	2%	5%	-2%	-3%	2%	1%	1%
PX Profile (Young) *4.6 - 6.5 Years*	£4,800	£5,000	£4,925	£4,750	£4,650	£4,750	£4,750	£5,375	£5,275	£5,275	£5,300	£5,225	£5,250
% Difference from previous month	-4%	4%	-2%	-4%	-2%	2%	0%	13%	-2%	0%	0%	-1%	0%
PX Profile (Old) *6.6 - 10.5 Years*	£2,100	£2,250	£2,200	£2,175	£2,125	£2,125	£2,225	£2,525	£2,525	£2,525	£2,475	£2,500	£2,450
% Difference from previous month	-6%	7%	-2%	-1%	-2%	0%	5%	13%	0%	0%	-2%	1%	-2%
Budget *>10.5 Years*	£700	£725	£700	£700	£650	£675	£725	£800	£825	£800	£825	£800	£750
% Difference from previous month	-10%	4%	-3%	0%	-7%	4%	7%	10%	3%	-3%	3%	-3%	-6%

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

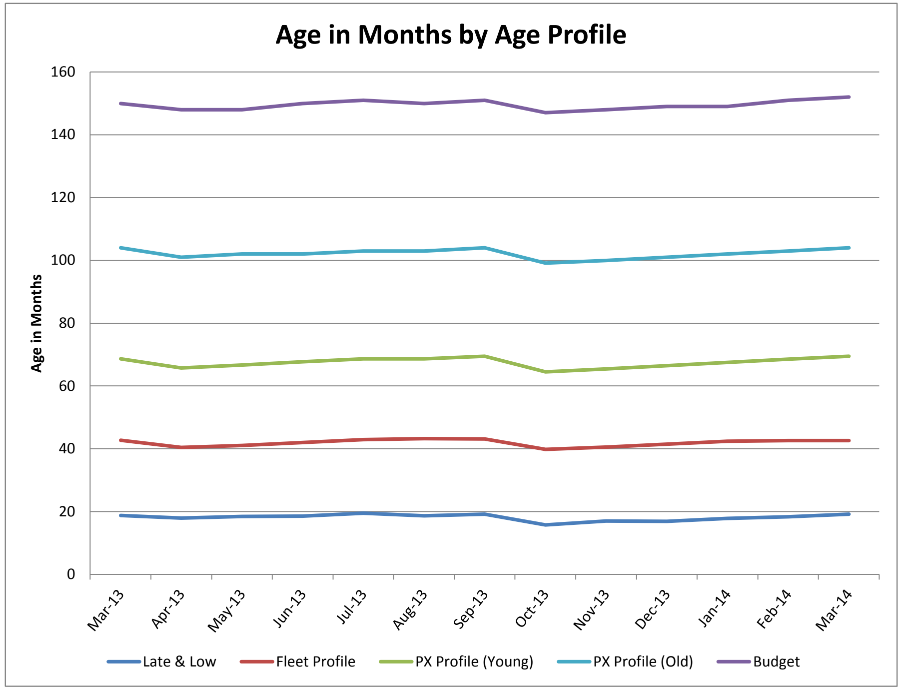
- Average market price increases evident from October 2013 appear to be holding, especially amongst younger PX profile cars. as supply shortages remain

Age in Months by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
Late & Low *0 - 2.5 Years*	19	18	19	19	20	19	19	16	17	17	18	18	19
% Difference from previous month	4%	-5%	3%	1%	5%	-4%	3%	-18%	8%	-1%	5%	3%	5%
100 Age Index*	101.0	99.9	104.3	99.3	102.6	103.2	108.2	103.7	106.5	87.7	94.3	101.2	106.1
Fleet Profile *2.6 - 4.5 Years*	43	40	41	42	43	43	43	40	41	42	42	43	43
% Difference from previous month	0%	-5%	2%	2%	2%	1%	0%	-8%	2%	2%	2%	0%	0%
*100 Age Index**	99.9	100.2	100.6	95.2	96.9	99.0	101.1	101.8	101.6	93.8	93.8	101.8	101.8
PX Profile (Young) *4.6 - 6.5 Years*	69	66	67	68	69	69	70	65	65	67	68	69	70
% Difference from previous month	1%	-4%	2%	1%	1%	0%	1%	-7%	1%	2%	2%	1%	1%
*100 Age Index**	100.3	101.8	103.4	99.0	100.5	102.0	103.4	103.4	104.7	97.2	97.2	102.0	103.5
PX Profile (Old) *6.6 - 10.5 Years*	104	101	102	102	103	103	104	99	100	101	102	103	104
% Difference from previous month	1%	-3%	1%	0%	1%	0%	1%	-5%	1%	1%	1%	1%	1%
*100 Age Index**	100.5	101.5	102.5	99.6	100.5	100.5	101.5	101.5	102.5	97.7	97.7	101.0	102.0
Budget *>10.5 Years*	150	148	148	150	151	150	151	147	148	149	149	151	152
% Difference from previous month	1%	-1%	0%	1%	1%	-1%	1%	-3%	1%	1%	0%	1%	1%
*100 Age Index**	100.1	100.7	101.4	100.1	100.1	101.4	102.1	101.4	102.1	99.4	99.4	101.3	102.0

Source: NAMA (sold stock only), Glass's Analysis

**100 = Jan14 (2013 Average) <Jan12 (2012 Average)*



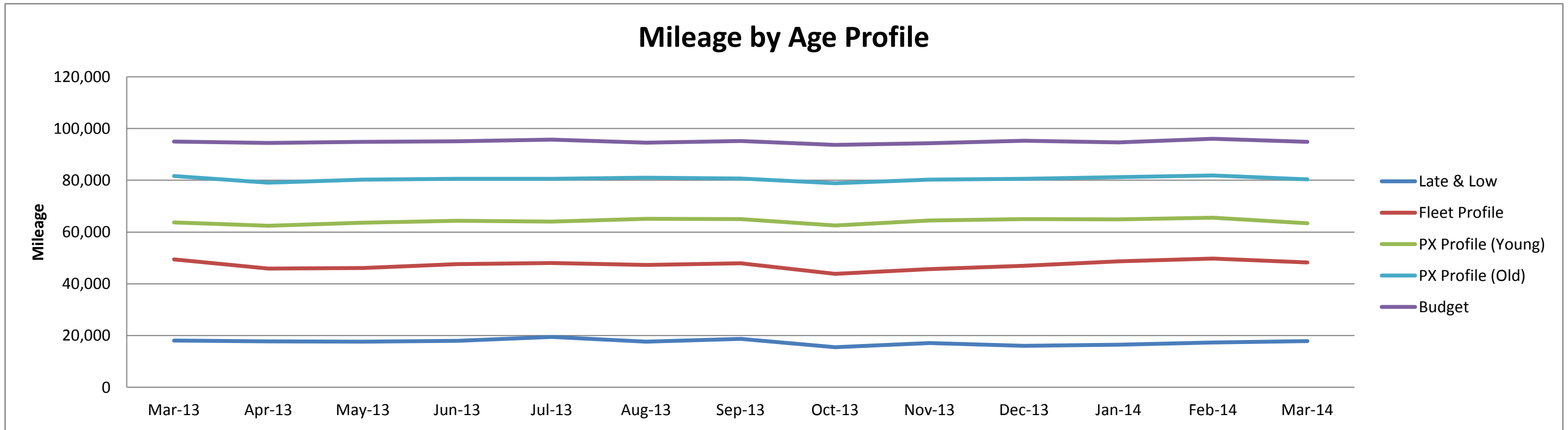
Source: NAMA (sold stock only), Glass's Analysis

- Overall trend in average age for each age profile is broadly stable

Mileage by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
Late & Low *0 - 2.5 Years*	18,108	17,765	17,669	18,000	19,426	17,690	18,730	15,485	17,165	16,078	16,454	17,289	17,884
% Difference from previous month	4.4%	-1.9%	-0.5%	1.9%	7.9%	-8.9%	5.9%	-17.3%	10.8%	-6.3%	2.3%	5.1%	3.4%
Fleet Profile *2.6 - 4.5 Years*	49,391	45,938	46,135	47,660	48,067	47,331	47,936	43,906	45,668	46,923	48,685	49,813	48,285
% Difference from previous month	0.7%	-7.0%	0.4%	3.3%	0.9%	-1.5%	1.3%	-8.4%	4.0%	2.7%	3.8%	2.3%	-3.1%
PX Profile (Young) *4.6 - 6.5 Years*	63,743	62,478	63,602	64,413	64,065	65,090	65,018	62,534	64,447	65,019	64,873	65,553	63,387
% Difference from previous month	-1.0%	-2.0%	1.8%	1.3%	-0.5%	1.6%	-0.1%	-3.8%	3.1%	0.9%	-0.2%	1.0%	-3.3%
PX Profile (Old) *6.6 - 10.5 Years*	81,619	79,118	80,256	80,569	80,620	81,049	80,705	78,816	80,256	80,631	81,242	81,886	80,395
% Difference from previous month	-0.2%	-3.1%	1.4%	0.4%	0.1%	0.5%	-0.4%	-2.3%	1.8%	0.5%	0.8%	0.8%	-1.8%
Budget *>10.5 Years*	95,003	94,431	94,832	95,033	95,779	94,597	95,164	93,708	94,287	95,323	94,683	96,042	94,856
% Difference from previous month	-0.6%	-0.6%	0.4%	0.2%	0.8%	-1.2%	0.6%	-1.5%	0.6%	1.1%	-0.7%	1.4%	-1.2%

Source: NAMA (sold stock only), Glass's Analysis



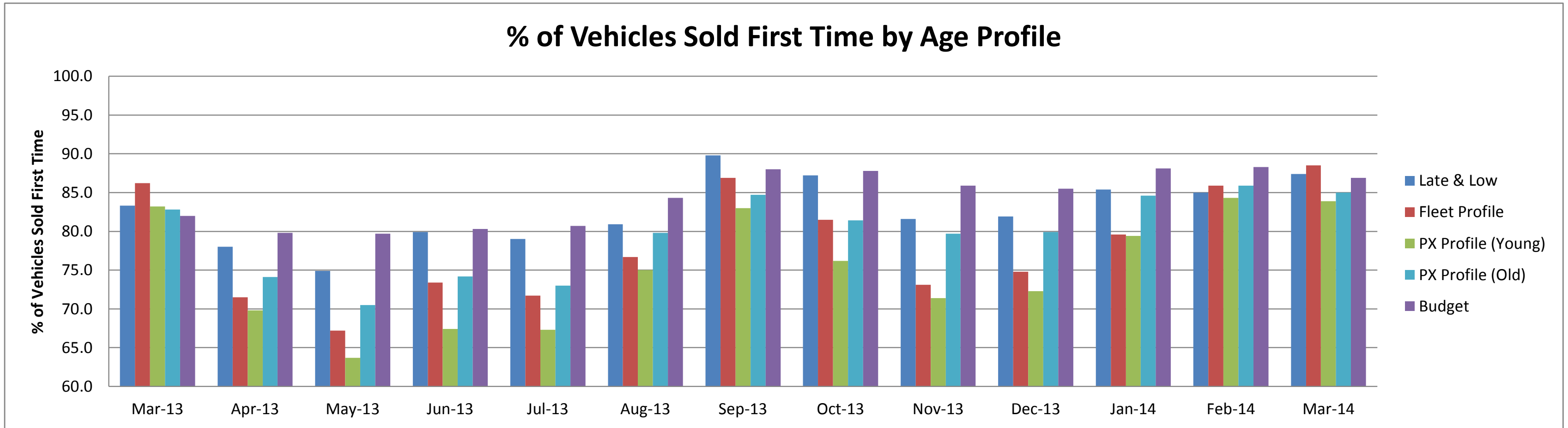
Source: NAMA (sold stock only), Glass's Analysis

- Overall trend in average mileage for each age profile is broadly stable

Vehicles Sold First Time by Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
Late & Low *0 - 2.5 Years*	83.3	78.0	74.9	79.9	79.0	80.9	89.8	87.2	81.6	81.9	85.4	85.0	87.4
Δ to previous month (% points)	-2.5	-5.3	-3.1	5.0	-0.9	1.9	8.9	-2.6	-5.6	0.3	3.5	-0.4	2.4
Fleet Profile *2.6 - 4.5 Years*	86.2	71.5	67.2	73.4	71.7	76.7	86.9	81.5	73.1	74.8	79.6	85.9	88.5
Δ to previous month (% points)	3.3	-14.7	-4.3	6.2	-1.7	5.0	10.2	-5.4	-8.4	1.7	4.8	6.3	2.6
PX Profile (Young) *4.6 - 6.5 Years*	83.2	69.8	63.7	67.4	67.3	75.0	83.0	76.2	71.4	72.3	79.4	84.3	83.9
Δ to previous month (% points)	0.4	-13.4	-6.1	3.7	-0.1	7.7	8.0	-6.8	-4.8	0.9	7.1	4.9	-0.4
PX Profile (Old) *6.6 - 10.5 Years*	82.8	74.1	70.5	74.2	73.0	79.8	84.7	81.4	79.7	79.9	84.6	85.9	85.0
Δ to previous month (% points)	-1.5	-8.7	-3.6	3.7	-1.2	6.8	4.9	-3.3	-1.7	0.2	4.7	1.3	-0.9
Budget *>10.5 Years*	82.0	79.8	79.7	80.3	80.7	84.3	88.0	87.8	85.9	85.5	88.1	88.3	86.9
Δ to previous month (% points)	-5.2	-2.2	-0.1	0.6	0.4	3.6	3.7	-0.2	-1.9	-0.4	2.6	0.2	-1.4

Source: NAMA (sold stock only), Glass's Analysis

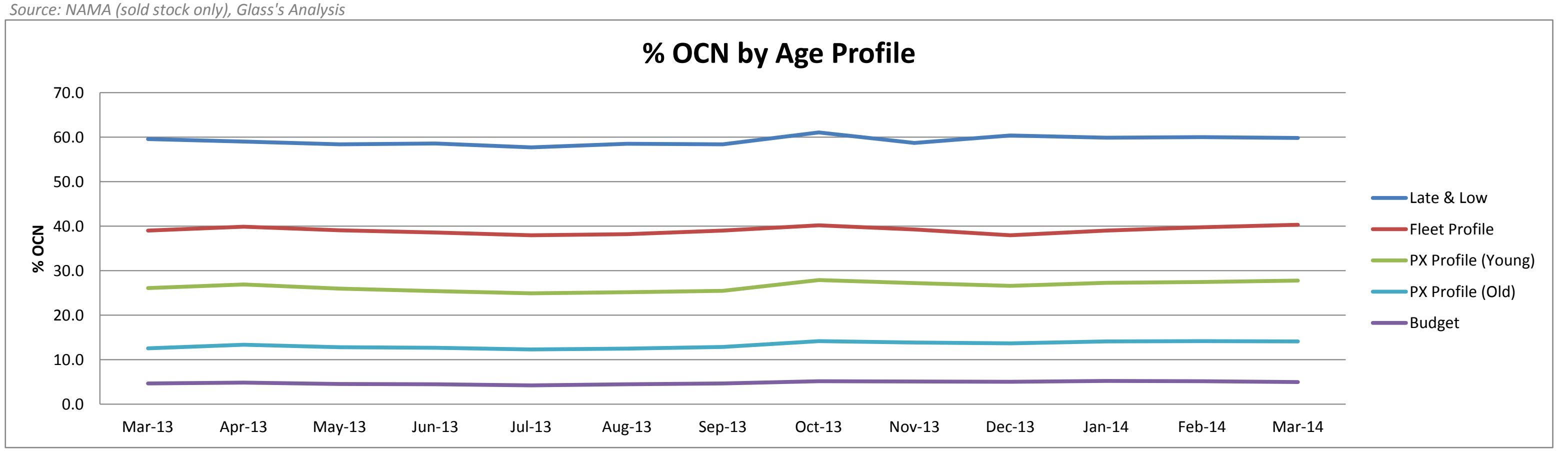


Source: NAMA (sold stock only), Glass's Analysis

OCN Percentage By Age Profile

	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14
Late & Low *0 - 2.5 Years*	59.6	59.0	58.4	58.6	57.7	58.5	58.4	61.1	58.7	60.4	59.9	60.0	59.8
Δ to previous month (% points)	-0.1	-0.6	-0.6	0.2	-0.9	0.8	-0.1	2.7	-2.4	1.7	-0.5	0.1	-0.2
Fleet Profile *2.6 - 4.5 Years*	39.0	39.9	39.1	38.6	38.0	38.2	39.0	40.2	39.3	38.0	39.0	39.8	40.3
Δ to previous month (% points)	-0.3	0.9	-0.8	-0.5	-0.6	0.2	0.8	1.2	-0.9	-1.3	1.0	0.8	0.5
PX Profile (Young) *4.6 - 6.5 Years*	26.1	26.9	26.0	25.4	24.9	25.2	25.5	27.9	27.2	26.6	27.3	27.5	27.8
Δ to previous month (% points)	-0.4	0.8	-0.9	-0.6	-0.5	0.3	0.3	2.4	-0.7	-0.6	0.7	0.2	0.3
PX Profile (Old) *6.6 - 10.5 Years*	12.6	13.4	12.8	12.7	12.3	12.5	12.9	14.2	13.9	13.7	14.1	14.2	14.1
Δ to previous month (% points)	-0.5	0.8	-0.6	-0.1	-0.4	0.2	0.4	1.3	-0.3	-0.2	0.4	0.1	-0.1
Budget *>10.5 Years*	4.7	4.9	4.6	4.5	4.3	4.5	4.7	5.2	5.1	5.1	5.3	5.2	5.0
Δ to previous month (% points)	-0.4	0.2	-0.3	-0.1	-0.2	0.2	0.2	0.5	-0.1	-0.1	0.2	-0.1	-0.2

Source: NAMA (sold stock only), Glass's Analysis



Source: NAMA (sold stock only), Glass's Analysis

- Overall average % OCN for March 2014 is 0.5 percentage points over March 2013, in line with a continuing upward trend across all age profiles