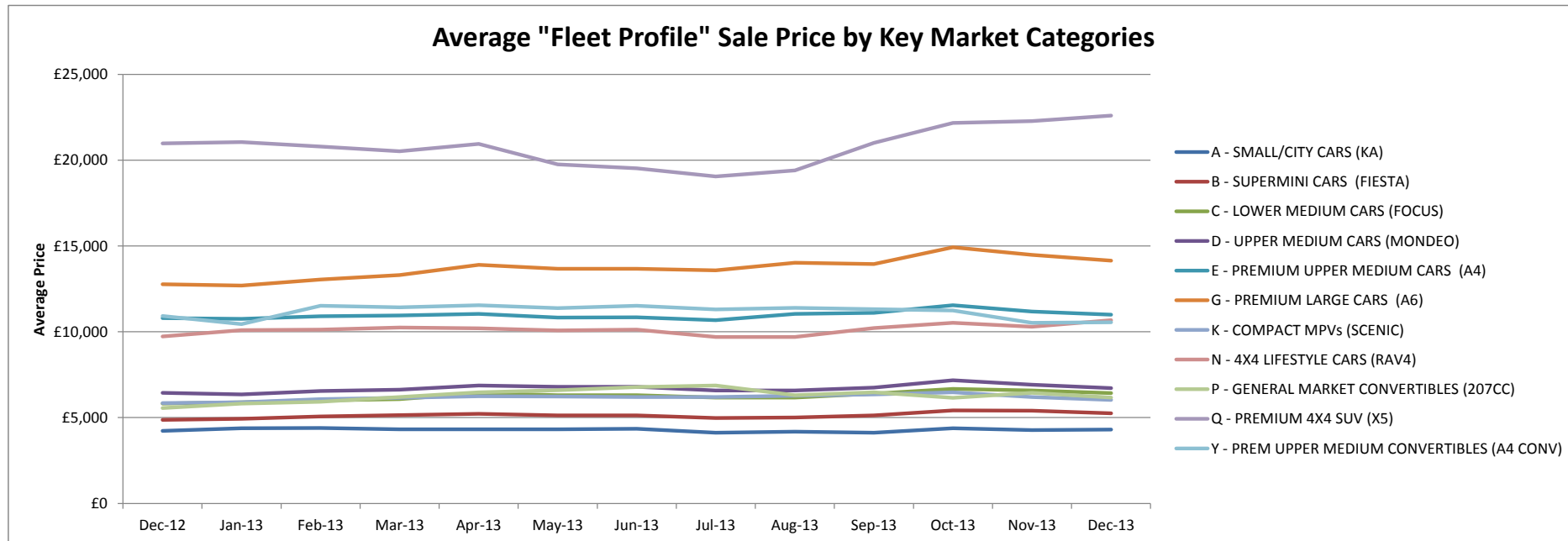


Fleet Sales Price by Key Market Sector

	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
A - SMALL/CITY CARS (KA)	£4,225	£4,375	£4,400	£4,325	£4,325	£4,325	£4,350	£4,125	£4,175	£4,125	£4,375	£4,275	£4,300
B - SUPERMINI CARS (FIESTA)	£4,875	£4,925	£5,075	£5,150	£5,225	£5,125	£5,125	£4,975	£5,000	£5,125	£5,425	£5,400	£5,250
C - LOWER MEDIUM CARS (FOCUS)	£5,825	£5,900	£6,000	£6,075	£6,425	£6,300	£6,300	£6,175	£6,175	£6,400	£6,675	£6,575	£6,425
D - UPPER MEDIUM CARS (MONDEO)	£6,450	£6,350	£6,550	£6,625	£6,875	£6,800	£6,800	£6,575	£6,575	£6,750	£7,175	£6,925	£6,725
E - PREMIUM UPPER MEDIUM CARS (A4)	£10,800	£10,750	£10,900	£10,950	£11,050	£10,825	£10,850	£10,675	£11,050	£11,100	£11,550	£11,175	£11,000
G - PREMIUM LARGE CARS (A6)	£12,775	£12,700	£13,050	£13,300	£13,900	£13,675	£13,675	£13,575	£14,025	£13,950	£14,925	£14,475	£14,150
K - COMPACT MPVs (SCENIC)	£5,850	£5,900	£6,075	£6,150	£6,250	£6,225	£6,200	£6,200	£6,275	£6,350	£6,475	£6,200	£6,025
N - 4X4 LIFESTYLE CARS (RAV4)	£9,725	£10,100	£10,125	£10,250	£10,200	£10,075	£10,125	£9,700	£9,700	£10,225	£10,525	£10,300	£10,675
P - GENERAL MARKET CONVERTIBLES (207CC)	£5,550	£5,825	£5,925	£6,200	£6,475	£6,600	£6,775	£6,875	£6,300	£6,475	£6,150	£6,450	£6,175
Q - PREMIUM 4X4 SUV (X5)	£20,975	£21,050	£20,800	£20,525	£20,950	£19,750	£19,525	£19,050	£19,400	£21,000	£22,175	£22,275	£22,600
Y - PREM UPPER MEDIUM CONVERTIBLES (A4 CONV)	£10,925	£10,450	£11,525	£11,425	£11,550	£11,375	£11,525	£11,300	£11,400	£11,325	£11,250	£10,525	£10,550



Fleet Sales Prices For 4x4 & Convertibles

		Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
N - 4X4 LIFESTYLE CARS (RAV4)	Sales Price	£9,725	£10,100	£10,125	£10,250	£10,200	£10,075	£10,125	£9,700	£9,700	£10,225	£10,525	£10,300	£10,675
	Sales Volume	626	971	774	765	1,004	1,104	1,070	1,405	1,108	1,128	1,553	1,333	500
	Mileage	43,335	44,485	45,958	45,870	42,400	41,351	43,124	42,245	42,785	42,773	40,085	41,543	46,808
P - GENERAL MARKET CONVERTIBLES (207CC)	Sales Price	£5,550	£5,825	£5,925	£6,200	£6,475	£6,600	£6,775	£6,875	£6,300	£6,475	£6,150	£6,450	£6,175
	Sales Volume	200	278	277	412	358	311	301	305	256	277	303	298	175
	Mileage	28,759	26,981	30,750	29,424	27,062	29,215	28,387	27,853	32,404	29,528	29,436	27,625	24,343
Q - PREMIUM 4X4 SUV (X5)	Sales Price	£20,975	£21,050	£20,800	£20,525	£20,950	£19,750	£19,525	£19,050	£19,400	£21,000	£22,175	£22,275	£22,600
	Sales Volume	340	525	494	495	480	617	561	644	511	519	633	618	351
	Mileage	43,806	48,077	48,193	50,084	48,997	48,985	50,958	50,827	48,513	51,090	48,898	48,454	51,047
Y - PREM UPPER MEDIUM CONVERTIBLES (A4 CONV)	Sales Price	£10,925	£10,450	£11,525	£11,425	£11,550	£11,375	£11,525	£11,300	£11,400	£11,325	£11,250	£10,525	£10,550
	Sales Volume	664	996	1,052	1,075	951	1,079	1,134	1,107	1,000	1,027	988	1,018	570
	Mileage	45,580	53,056	45,017	50,067	46,682	47,139	47,123	49,645	46,984	48,430	45,812	48,978	47,168

Average "Fleet Profile" Sale Price by 4x4 and Convertibles

