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Auction Report

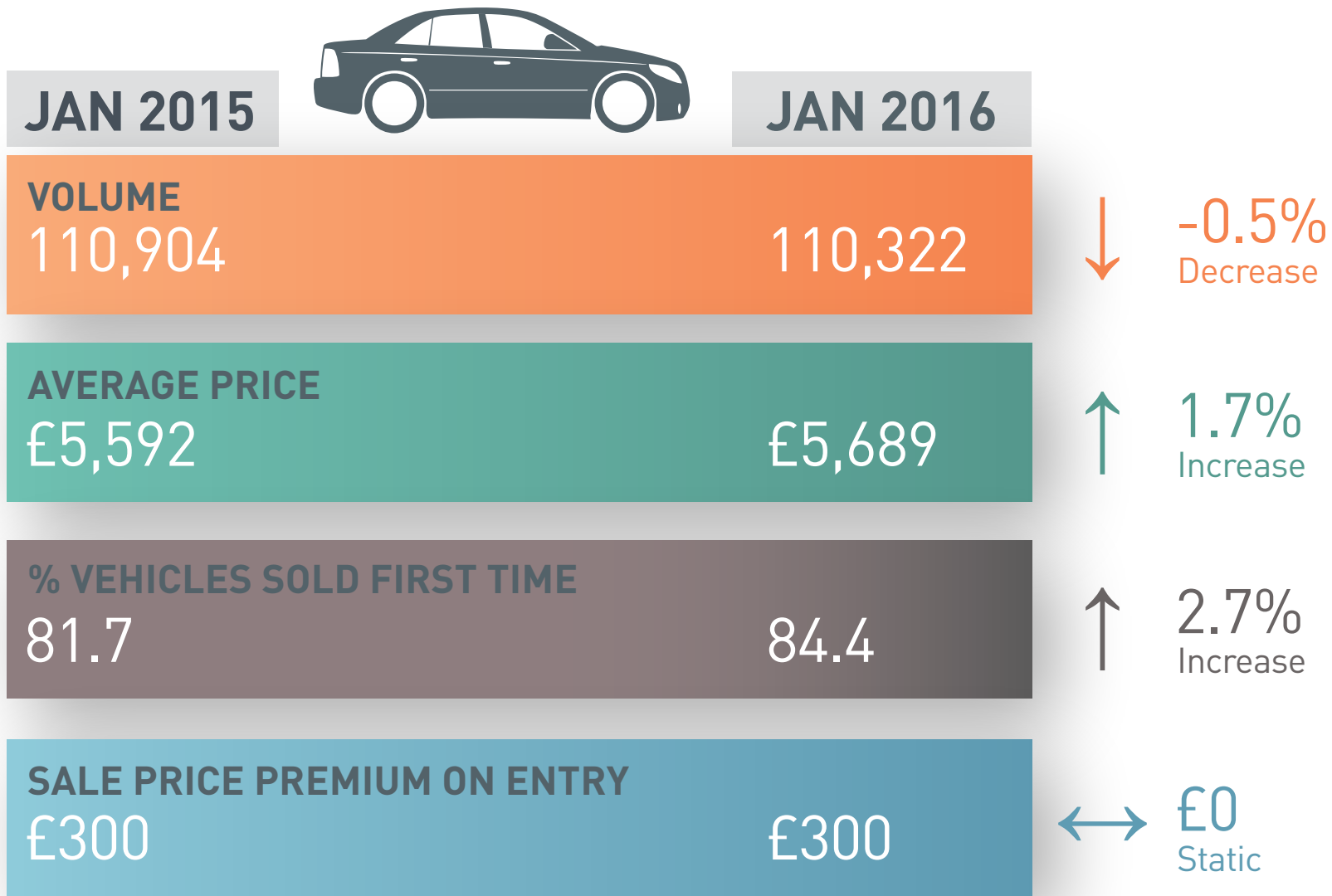
January 2016 Market

Published February 2016



NATIONAL ASSOCIATION
OF MOTOR AUCTIONS

KEY YEAR ON YEAR COMPARISONS



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

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

NAMA Used Car Market Commentary for January 2016

Whole Market Summary:

- In line with market seasonality sales volumes for January 2016 increased by 57.5% to 110,322 from 70,063 in December 2015. Year on year vehicle auction sales have fallen by 0.5% to 110,322 in January 2016 compared to January 2015. January auction sales have been impacted by the large increase in sold volume during December 2015 compared to December 2014.
- The January average sale price rose by 1.7% from December 2015 to £5,689 from £5,534. Compared to January 2015 there was also a rise in the average sale price from £5,592, a rise of 1.7%.
- The percentage of vehicles sold first time in January increased in comparison to December by 2% from 82% to 84%. In comparison to January 2015 the first time conversion rate also increased 2% from 82%.
- The average days on site increased in January due to the December holidays and rose from 8.8 days in December to 12. Looking at January 2015 the days on site were static at 12.
- The average number of entries before sale fell to 1.30 compared to December 2015. Compared to January 2015 the days fell from 1.35 to 1.3, a reduction of 0.05 days.
- The price premium for vehicles sold first time in January 2016 was £300 increasing from £225 in December 2015. Comparing January 2016 against January 2015 the price premium was static at £300.
- Sales volume in the late and low sector in January saw an increase of 63.9% compared to December 2015. When looking at January 2015 here was a rise of 3.7% from 13,481.
- Fleet Profile vehicle sales rose on the December 15 figure by 55.0% from 17,274 to 26,771. This was also an increase against the January 2015 figure of 26,005, reflecting a growth of 2.9%.
- The PX Profile (Young) sector has also seen an increase from 8,485 in December 2015 to 14,067, an increase of 65.8%. Looking at January 2015 the upward trend continued from 13,270, up by 6.0%.
- The PX profile (Old) rose from 20,526 in December 2015 to 32,547, up by 58.6%. Compared to January 2015 the number saw a fall from 36,546, down by 10.95%.
- Budget vehicles saw an increase from 15,248 in December 2015 to 22,955, an increase of 50.5%. Looking at January 2015 the figure rose from 21,602, an increase of 6.2%.

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

Sale Price and Volumes by Age Profile

January 2016 compared to January 2015

Average Sale Price	2015	2016	% Diff
Late & Low 0-2.5 yrs	£14,700	£14,025	-4.6%
Fleet 2.6-4.5 yrs	£8,650	£8,775	+1.4%
PX (Young) 4.6-6.5yrs	£5,700	£5,775	+1.3%%
PX (Old) 6.6-10.5yrs	£2,800	£2,900	+3.5%%
Budget 10.5yrs>	£900	£925	+2.7%

Sales Volume	2015	2016	% Diff
Late & Low 0-2.5 yrs	13,481	13,982	+3.7%%
Fleet 2.6-4.5 yrs	26,771	£8,650	+2.9%
PX (Young) 4.6-6.5yrs	13,270	14,067	+6.0%
PX (Old) 6.6-10.5yrs	36,546	32,547	-10.9%
Budget 10.5yrs>	21,602	22,955	+6.2%

Comment:

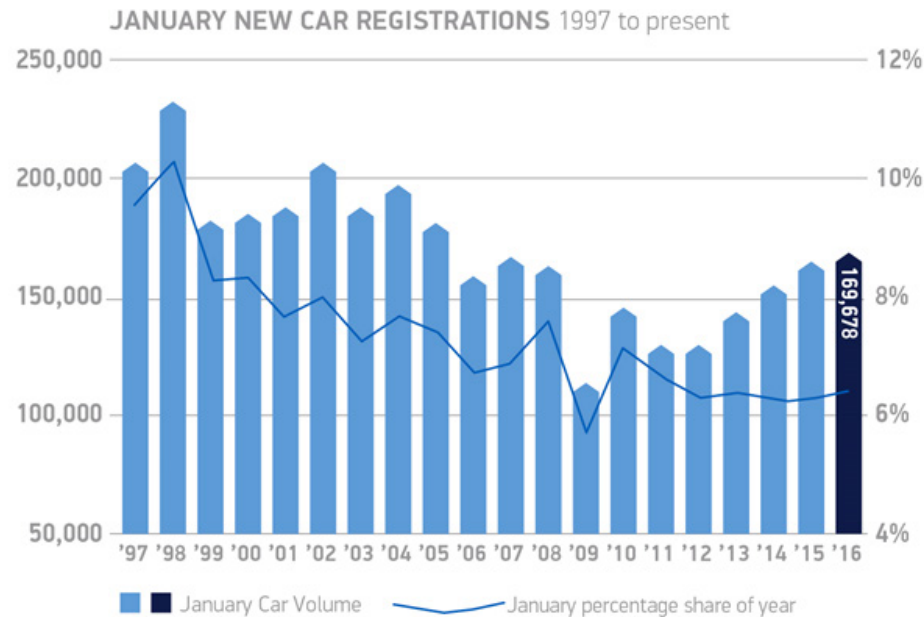
Four out of the five market sectors saw a marginal sales price growth on the equivalent month 2015 with the budget sector increasing again. Late and low fell by 4.6% which continues the trend downwards from October 2015. This fall however can be attributed to the model mix available at auction in this sector with an increase in the smaller, lower value vehicles. Despite the anticipated seasonal increase in vehicles sold at auction during January, there has not been any significant shift in the distribution of numbers sold by market sector.

All first time conversion figures have increased in January to over 80% with budget vehicles, with increased volumes converting at 88.9%. Late and low converted at a healthy 80.8%.

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

Expected Market Activity in February:

January started 2016 with a very positive start to the new car market with registrations climbing 2.9% compared with the same month in 2015.



Demand was driven by private and business registrations with demand up 8.2% to 73,061 and 5.0% to 6716 units respectively. Fleet however declined slightly by 1.15% to 89,901. The month marks the highest January registration figure in 11 years with 169,678 new cars registered.

Alternative-fuel vehicles again grew in popularity, and market share, with registrations up by 32.1% on January 2015, to account for a record 3.6% of registrations. Demand for diesel, which retained the majority market share, remained stable, up by 0.6%, while petrol registrations grew 3.7%.

BEST SELLERS

January 2016		YEAR-TO-DATE	
1	Fiesta 8,353	1	Fiesta 8,353
2	Qashqai 4,839	2	Qashqai 4,839
3	Corsa 4,803	3	Corsa 4,803
4	Focus 4,285	4	Focus 4,285
5	Golf 3,813	5	Golf 3,813
6	Juke 3,446	6	Juke 3,446
7	Polo 3,298	7	Polo 3,298
8	A3 3,227	8	A3 3,227
9	Astra 3,185	9	Astra 3,185
10	C Class 3,022	10	C Class 3,022

At the wholesale level first time conversion rose for all five market sectors in line with the January seasonal start to the New Year. Fleet vendors had a notable start to 2016 with large available stock levels at wholesale, combined with dealer part exchange and overage inventory. February volumes are expected to fall, with less volume available for sale from the fleet vendors ahead of the March plate change.

Average values in January rose and are forecast to continue to do so through February in line with reduced stock numbers during the month. The March plate change will bring with it increased volumes of wholesale stock and combined with an early Easter values are forecast to fall.

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

Whole Market Summary

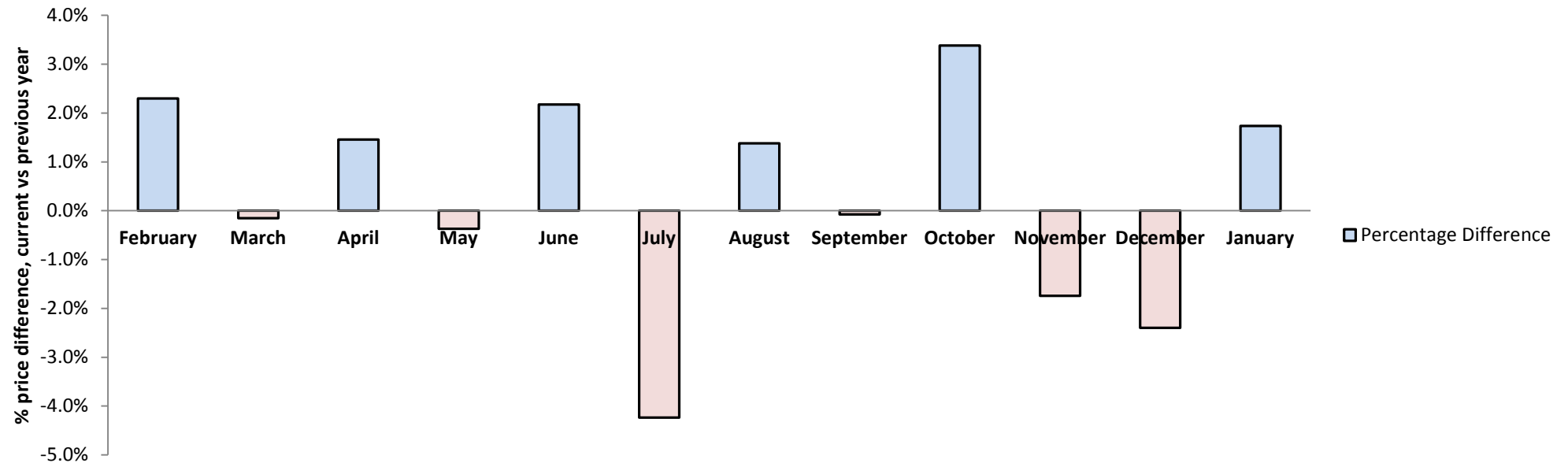
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Jan-15	Jan-16	Year on Year Diff
Average Sales Prices All Ages	£5,592	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391	£5,441	£5,637	£5,534	£5,689	£5,592	£5,689	1.7%
% Difference to previous month	-1.4	-0.4	-5.7	-0.4	3.3	1.8	-2.5	4.3	-3.5	0.9	3.6	-1.8	2.8	-1.4	2.8	4.2
% OCN	25.7	25.5	24.7	24.4	24.5	24.8	24.2	25.1	24.6	24.5	25.0	24.5	25.1	25.7	25.1	-0.6
Average Age in Months	83.1	85.2	87.6	87.3	85.7	85.0	86.6	85.3	86.6	85.3	83.3	83.8	83.6	83.1	83.6	0.5
Average Mileage	66,659	67,380	67,704	67,379	66,936	66,760	67,617	65,846	66,208	66,238	65,735	66,291	65,901	66,659	65,901	-758
Average No. of Entries	1.35	1.28	1.26	1.37	1.46	1.46	1.36	1.28	1.25	1.33	1.39	1.41	1.30	1.35	1.30	-0.05
% of Vehicles Sold First Time	82	84	84	77	73	73	80	84	85	80	77	77	84	82	84	2.7
Average No. Days on Site	12.0	8.2	6.8	7.6	8.4	8.8	8.1	8.2	7.3	7.4	8.4	8.8	12.0	12.0	12.0	0.0
Sales Volumes All Ages	110,904	102,848	122,543	118,861	106,752	108,950	113,553	99,680	112,288	114,986	101,453	70,063	110,322	110,904	110,322	-0.5%
% Difference to previous month	99.4	-7.3	19.1	-3.0	-10.2	2.1	4.2	-12.2	12.6	2.4	-11.8	-30.9	57.5	99.4	57.5	-41.9

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

Average Sales Price Year on Year (all ages)

	February	March	April	May	June	July	August	September	October	November	December	January
Average All Ages Sales Price Previous Year* 2014 < January"	£5,442	£5,259	£5,153	£5,420	£5,381	£5,595	£5,512	£5,395	£5,263	£5,737	£5,670	£5,592
Average All Ages Sales Price Current Year** 2015 > January"	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391	£5,441	£5,637	£5,534	£5,689
Percentage Difference	2.3%	-0.2%	1.5%	-0.4%	2.2%	-4.2%	1.4%	-0.1%	3.4%	-1.7%	-2.4%	1.7%

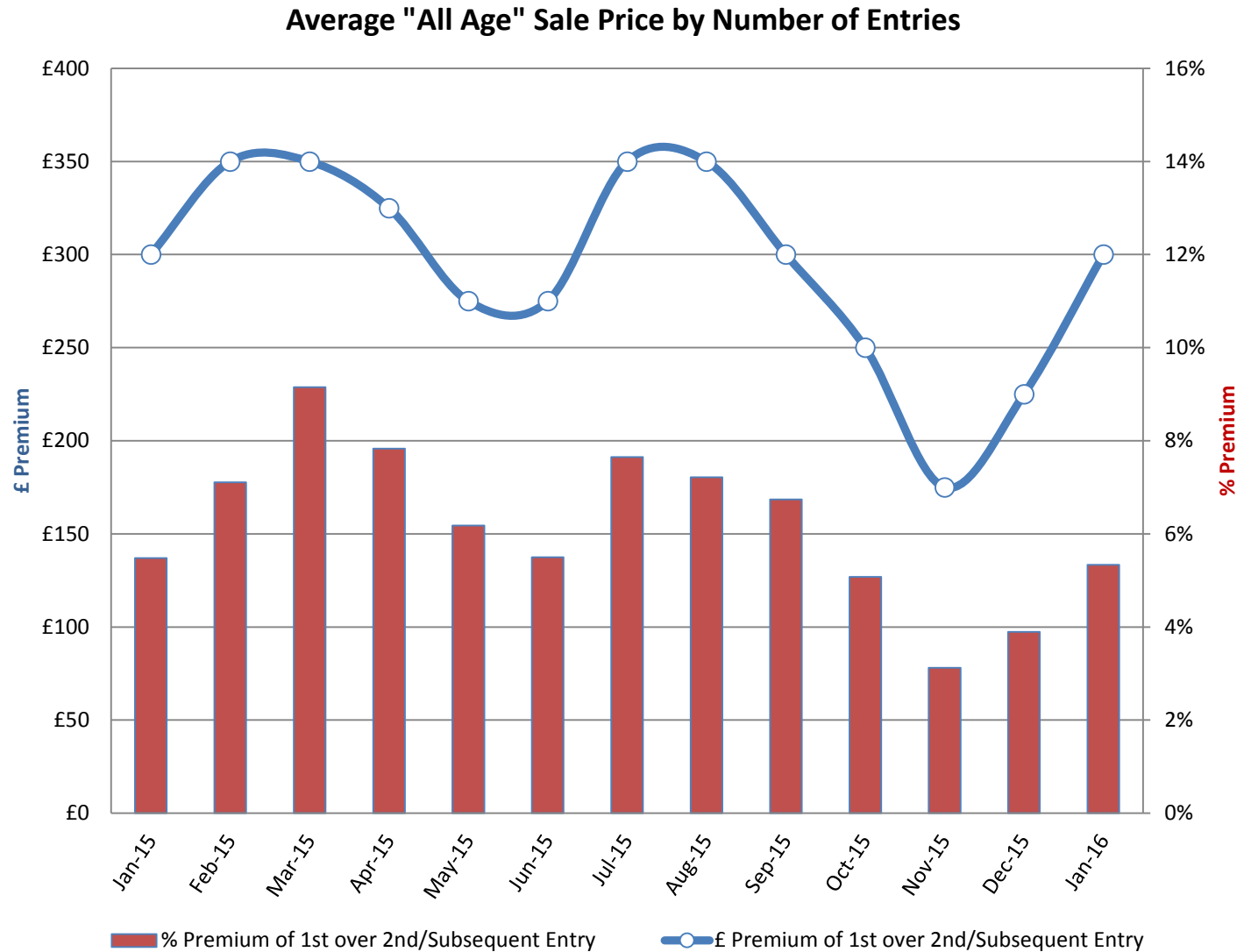
All Ages % Price Difference, (Current Year) Month vs (Previous Year) Month



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

Sales Price Compared to Number of Entries (all ages)

	£ Premium	% Premium
January-15	£300	5%
February-15	£350	7%
March-15	£350	9%
April-15	£325	8%
May-15	£275	6%
June-15	£275	6%
July-15	£350	8%
August-15	£350	7%
September-15	£300	7%
October-15	£250	5%
November-15	£175	3%
December-15	£225	4%
January-16	£300	5%

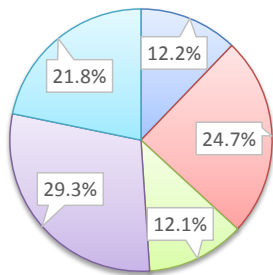


Source: NAMA (sold stock only), Glass's Analysis

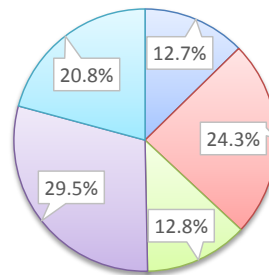
Sales Volumes by Age Profile

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	12 month Total
Late & Low 0 - 2.5 Years	13,481	12,893	13,931	11,443	11,492	12,684	13,098	12,505	13,380	10,453	11,441	8,530	13,982	145,832
% Difference from previous month	99.8%	-4.4%	8.1%	-17.9%	0.4%	10.4%	3.3%	-4.5%	7.0%	-21.9%	9.5%	-25.4%	63.9%	
Fleet Profile 2.6 - 4.5 Years	26,005	22,423	25,371	25,047	23,387	24,688	24,578	22,068	24,586	26,495	24,643	17,274	26,771	287,331
% Difference from previous month	100.9%	-13.8%	13.1%	-1.3%	-6.6%	5.6%	-0.4%	-10.2%	11.4%	7.8%	-7.0%	-29.9%	55.0%	
PX Profile (Young) 4.6 - 6.5 Years	13,270	11,927	15,098	14,866	13,791	13,749	14,689	12,802	14,754	15,649	13,384	8,485	14,067	163,261
% Difference from previous month	100.2%	-10.1%	26.6%	-1.5%	-7.2%	-0.3%	6.8%	-12.8%	15.2%	6.1%	-14.5%	-36.6%	65.8%	
PX Profile (Old) 6.6 - 10.5 Years	36,546	34,467	42,376	40,016	35,180	35,689	38,086	32,414	36,709	36,132	30,223	20,526	32,547	414,365
% Difference from previous month	101.2%	-5.7%	22.9%	-5.6%	-12.1%	1.4%	6.7%	-14.9%	13.3%	-1.6%	-16.4%	-32.1%	58.6%	
Budget >10.5 Years	21,602	21,138	25,767	27,489	22,902	22,140	23,102	19,891	22,859	26,257	21,762	15,248	22,955	271,510
% Difference from previous month	93.9%	-2.1%	21.9%	6.7%	-16.7%	-3.3%	4.3%	-13.9%	14.9%	14.9%	-17.1%	-29.9%	50.5%	
Total	110,904	102,848	122,543	118,861	106,752	108,950	113,553	99,680	112,288	114,986	101,453	70,063	110,322	1,282,299
% Difference from previous month	99.4%	-7.3%	19.1%	-3.0%	-10.2%	2.1%	4.2%	-12.2%	12.6%	2.4%	-11.8%	-30.9%	57.5%	

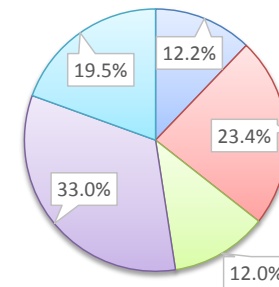
Dec-15



Jan-16



Jan-15



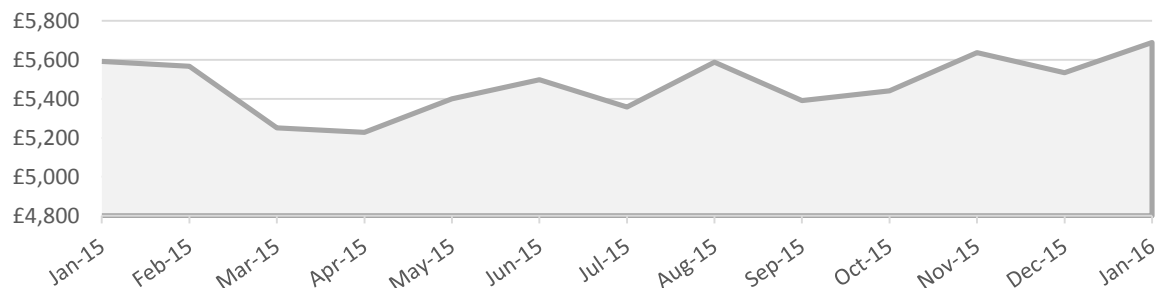
- Late & Low 0-2.5 yrs
- Fleet 2.6-4.5 yrs
- Px (Young) 4.6-6.5 yrs
- Px (Old) 6.6-10.5 yrs
- Budget >10.5 yrs

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

Sales Prices by Age Profile

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	12 month Total
Late & Low 0 - 2.5 Years	£14,700	£15,050	£14,300	£14,450	£14,750	£14,575	£14,525	£14,800	£14,050	£14,500	£14,125	£13,700	£14,025	140,994
% Difference from previous month	-7%	2%	-5%	1%	2%	-1%	0%	2%	-5%	3%	-3%	-3%	2%	
Fleet Profile 2.6 - 4.5 Years	£8,650	£8,800	£8,825	£9,200	£8,975	£8,925	£8,800	£8,800	£8,800	£9,325	£9,050	£8,650	£8,775	274,713
% Difference from previous month	3%	2%	0%	4%	-2%	-1%	-1%	0%	0%	6%	-3%	-4%	1%	
PX Profile (Young) 4.6 - 6.5 Years	£5,700	£5,750	£5,600	£5,925	£5,800	£5,625	£5,575	£5,650	£5,675	£6,150	£5,925	£5,775	£5,775	156,134
% Difference from previous month	-2%	1%	-3%	6%	-2%	-3%	-1%	1%	0%	8%	-4%	-3%	0.0%	
PX Profile (Old) 6.6 - 10.5 Years	£2,800	£2,725	£2,675	£2,850	£2,775	£2,725	£2,650	£2,725	£2,675	£2,950	£2,900	£2,850	£2,900	413,077
% Difference from previous month	-1%	-3%	-2%	7%	-3%	-2%	-3%	3%	-2%	10%	-2%	-2%	2%	
Budget >10.5 Years	£900	£900	£850	£850	£850	£875	£825	£875	£825	£925	£925	£900	£925	258,081
% Difference from previous month	0%	0%	-6%	0%	0%	3%	-6%	6%	-6%	12%	0%	-3%	3%	
Total	£5,592	£5,567	£5,251	£5,228	£5,400	£5,498	£5,358	£5,588	£5,391	£5,441	£5,637	£5,534	£5,689	1,242,999
% Difference from previous month	-1%	0%	-6%	0%	3%	2%	-3%	4%	-4%	1%	4%	-2%	3%	

Sales Price - Average All Age



Comment:

In line with the market seasonality January 2016 has delivered an all age average price increase of 3% compared to December 2015. PX profile young is the only sector not to deliver a value increase and has remained static compared to December 2015. Looking at January 2015 the average sale value in all market sectors have risen demonstrating a strong trading start to 2016.

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

Age in Months by Age Profile

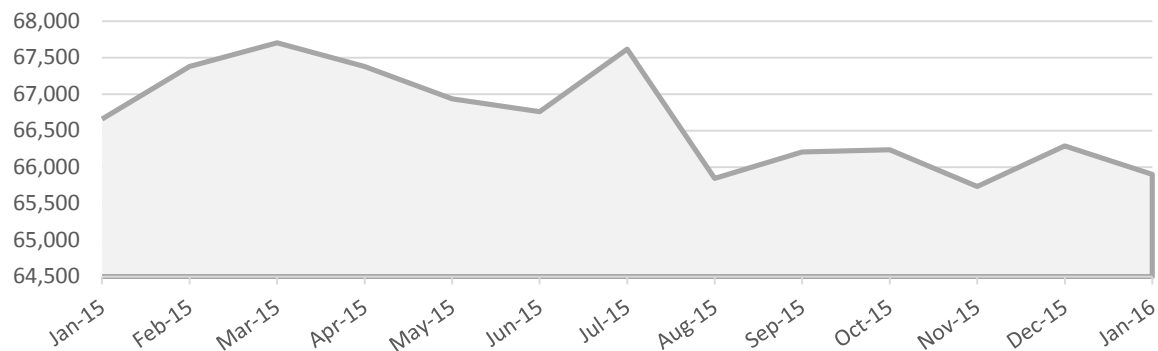
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16
Late & Low 0 - 2.5 Years	19	19	20	18	19	20	20	20	20	17	18	19	19
% Difference from previous month	9%	1%	5%	-8%	6%	4%	2%	1%	0%	-15%	7%	1%	3%
100 Age Index*	101.9	102.4	107.9	99.1	104.6	108.5	110.1	110.7	110.7	94.2	100.8	101.9	100.2
Fleet Profile 2.6 - 4.5 Years	43	43	43	41	42	43	44	44	44	40	41	42	43
% Difference from previous month	1%	1%	0%	-5%	2%	2%	2%	0%	0%	-9%	3%	2%	2%
100 Age Index*	101.0	101.9	102.2	97.2	99.5	101.9	104.1	104.1	104.3	94.8	97.2	99.5	100.6
PX Profile (Young) 4.6 - 6.5 Years	66	67	68	65	66	67	68	68	69	63	64	65	67
% Difference from previous month	2%	2%	1%	-5%	1%	2%	1%	0%	1%	-8%	2%	2%	2%
100 Age Index*	99.0	100.6	102.1	96.9	98.1	99.9	101.4	101.1	102.6	94.7	96.2	97.7	100.4
PX Profile (Old) 6.6 - 10.5 Years	102	103	104	101	102	103	104	104	105	100	101	102	103
% Difference from previous month	1%	1%	1%	-3%	1%	1%	1%	0%	1%	-5%	1%	1%	1%
100 Age Index*	100.1	101.0	102.0	99.1	100.1	101.0	102.0	102.0	103.0	98.1	99.1	100.1	100.4
Budget >10.5 Years	151	152	153	151	151	152	154	154	154	151	152	153	154
% Difference from previous month	1%	1%	1%	-1%	0%	1%	1%	0%	0%	-2%	1%	1%	1%
100 Age Index*	100.3	100.9	101.6	100.3	100.3	100.9	102.3	102.3	102.3	100.3	100.9	101.6	101.1
All Age	83	85	88	87	86	85	87	85	87	85	83	84	84
% Difference from previous month	0%	3%	3%	0%	-2%	-1%	2%	-2%	2%	-2%	-2%	1%	0%
100 Age Index*	98.6	101.1	104.0	103.6	101.7	100.9	102.8	101.3	102.8	101.3	98.9	99.5	97.9

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

Mileage by Age Profile

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16
Late & Low 0 - 2.5 Years	17,010	16,846	17,898	16,110	16,394	17,272	17,767	17,515	17,571	15,919	17,081	17,307	17,424
% Difference from previous month	10.9%	-1.0%	6.2%	-10.0%	1.8%	5.4%	2.9%	-1.4%	0.3%	-9.4%	7.3%	1.3%	0.7%
Fleet Profile 2.6 - 4.5 Years	50,446	51,307	50,280	47,505	48,908	50,032	50,925	49,007	48,959	43,984	46,134	46,960	48,226
% Difference from previous month	-0.6%	1.7%	-2.0%	-5.5%	3.0%	2.3%	1.8%	-3.8%	-0.1%	-10.2%	4.9%	1.8%	2.7%
PX Profile (Young) 4.6 - 6.5 Years	63,132	63,456	62,135	60,760	61,228	62,227	62,256	61,374	61,922	61,653	62,637	64,335	63,368
% Difference from previous month	-1.3%	0.5%	-2.1%	-2.2%	0.8%	1.6%	0.0%	-1.4%	0.9%	-0.4%	1.6%	2.7%	-1.5%
PX Profile (Old) 6.6 - 10.5 Years	81,321	81,241	80,321	79,024	79,827	80,540	80,878	80,275	79,870	78,913	80,146	81,441	81,032
% Difference from previous month	1.1%	-0.1%	-1.1%	-1.6%	1.0%	0.9%	0.4%	-0.7%	-0.5%	-1.2%	1.6%	1.6%	-0.5%
Budget >10.5 Years	94,521	94,866	94,303	93,459	94,344	94,366	95,185	94,276	94,057	94,014	95,401	96,286	96,140
% Difference from previous month	0.7%	0.4%	-0.6%	-0.9%	0.9%	0.0%	0.9%	-1.0%	-0.2%	0.0%	1.5%	0.9%	-0.15%
Total	66,659	67,380	67,704	67,379	66,936	66,760	67,617	65,846	66,208	66,238	65,735	66,291	65,901
% Difference from previous month	0.5%	1.1%	0.5%	-0.5%	-0.7%	-0.3%	1.3%	-2.6%	0.5%	0.0%	-0.8%	0.8%	-0.6%

Mileage - Average All Age



Comment:

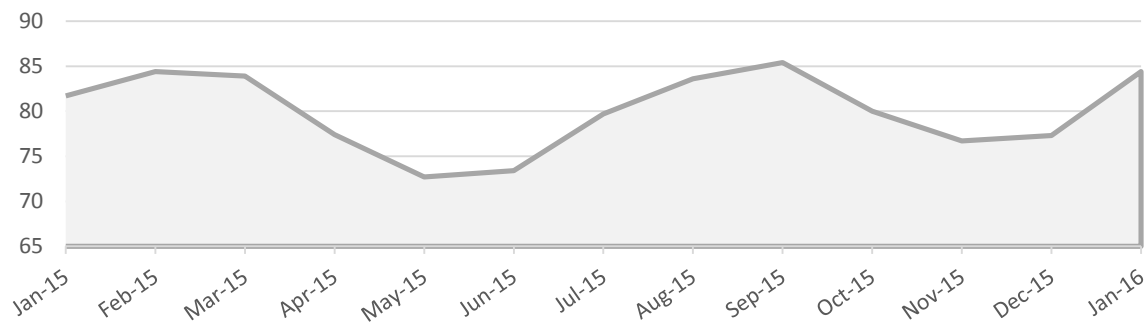
No significant movements this month.

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

Vehicles Sold First Time by Age Profile

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16
Late & Low 0 - 2.5 Years	82.1	86.1	87.7	82.4	79.5	77.0	82.9	84.2	83.7	77.7	72.7	71.9	80.8
Δ to previous month (% points)	4.8	4.0	1.6	-5.3	-2.9	-2.5	5.9	1.3	-0.5	-6.0	-5.0	-0.8	8.9
Fleet Profile 2.6 - 4.5 Years	77.2	84.8	89.0	81.1	73.7	71.6	80.6	84.1	85.1	77.4	70.7	71.0	83.0
Δ to previous month (% points)	12.3	7.6	4.2	-7.9	-7.4	-2.1	9.0	3.5	1.0	-7.7	-6.7	0.3	12.0
PX Profile (Young) 4.6 - 6.5 Years	77.8	82.6	82.4	74.3	64.5	64.4	75.1	80.7	83.1	75.8	69.7	70.0	82.4
Δ to previous month (% points)	15.9	4.8	-0.2	-8.1	-9.8	-0.1	10.7	5.6	2.4	-7.3	-6.1	0.3	12.4
PX Profile (Old) 6.6 - 10.5 Years	82.2	82.7	79.4	71.8	67.4	70.1	76.6	82.1	85.0	79.6	78.1	79.6	84.8
Δ to previous month (% points)	8.2	0.5	-3.3	-7.6	-4.4	2.7	6.5	5.5	2.9	-5.4	-1.5	1.5	5.2
Budget >10.5 Years	88.1	86.3	84.2	80.8	79.7	83.0	84.4	86.9	88.8	86.2	86.6	87.2	88.9
Δ to previous month (% points)	4.0	-1.8	-2.1	-3.4	-1.1	3.3	1.4	2.5	1.9	-2.6	0.4	0.6	1.7
All Age	81.7	84.4	83.9	77.4	72.7	73.4	79.7	83.6	85.4	80.0	76.7	77.3	84.4
Δ to previous month (% points)	8.4	2.7	-0.5	-6.5	-4.7	0.7	6.3	3.9	1.8	-5.4	-3.3	0.6	7.1

1st Time Conversion % - Average All Age



Comment:

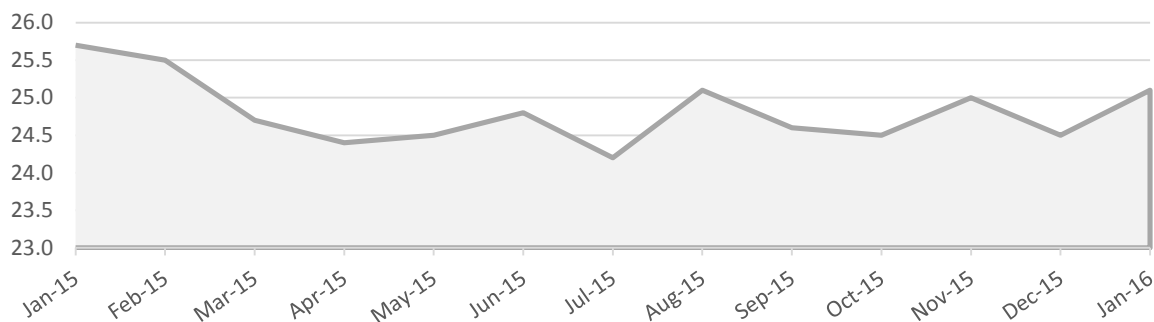
Compared to December 2015 all market sectors have seen an increase in the conversion rates in line with the January seasonal demand as buyers return to the market. Compared to January 2015 it should be noted that Fleet Profile and PX Profile (young) have seen a marked increase in the first time conversion.

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

OCN Percentage by Age Profile

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16
Late & Low 0 - 2.5 Years	58.4	59.1	58.3	59.3	58.3	57.6	56.9	57.5	56.9	58.0	55.7	54.6	55.3
Δ to previous month (% points)	-1.7	0.7	-0.8	1.0	-1.0	-0.7	-0.7	0.6	-0.6	1.1	-2.3	-1.1	0.7
Fleet Profile 2.6 - 4.5 Years	37.8	38.3	39.1	40.1	38.8	38.4	38.1	38.6	38.4	40.0	38.3	37.0	37.5
Δ to previous month (% points)	0.7	0.5	0.8	1.0	-1.3	-0.4	-0.3	0.5	-0.2	1.6	-1.7	-1.3	0.5
PX Profile (Young) 4.6 - 6.5 Years	28.1	28.2	28.3	29.0	28.1	27.4	27.1	27.4	27.4	28.3	27.3	26.2	26.6
Δ to previous month (% points)	0.3	0.1	0.1	0.7	-0.9	-0.7	-0.3	0.3	0.0	0.9	-1.0	-1.1	0.4
PX Profile (Old) 6.6 - 10.5 Years	15.1	15.2	15.0	15.4	14.8	14.3	14.0	14.4	14.2	15.5	15.0	14.5	15.0
Δ to previous month (% points)	0.1	0.1	-0.2	0.4	-0.6	-0.5	-0.3	0.4	-0.2	1.3	-0.5	-0.5	0.5
Budget >10.5 Years	5.6	5.5	5.2	5.2	5.0	5.0	4.8	4.9	4.9	5.3	5.1	5.1	5.0
Δ to previous month (% points)	0.1	-0.1	-0.3	0.0	-0.2	0.0	-0.2	0.1	-0.1	0.4	-0.2	0.0	-0.1
All Age	25.7	25.5	24.7	24.4	24.5	24.8	24.2	25.1	24.6	24.5	25.0	24.5	25.1
Δ to previous month (% points)	0.2	-0.2	-0.8	-0.3	0.1	0.3	-0.6	0.9	-0.5	-0.1	0.5	-0.5	0.6

% of Cost New- Average All Age



Comment:

As a percentage of original cost new there have been no significant changes compared to December 2015. However it should be noted that compared to January 2015 Late and Low has seen a fall of 3.1% and PX Profile young has reduced by 1.5%.

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