

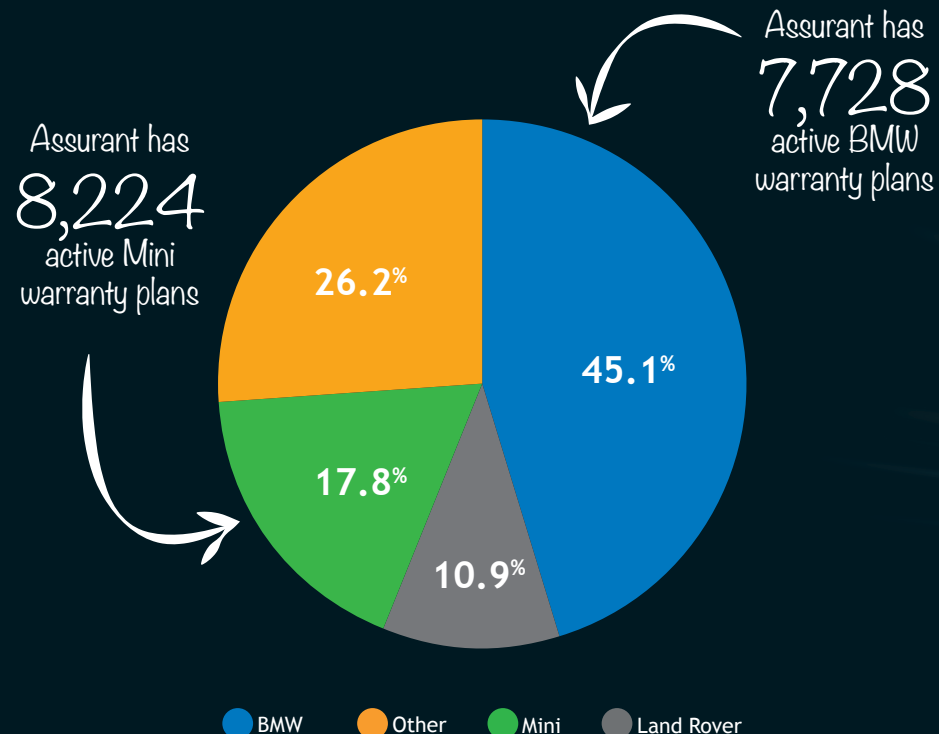
YOUR BUSINESS'S PERSONAL DASHBOARD



Using the used car stock mix listed on your website, we have carried out a high-level analysis on your vehicles. From this, we have detailed what we believe this could mean for your business by looking at several data points. Ultimately, we want to provide you with a snapshot of how we can leverage our vast capabilities, including data analytics, to help improve value-add product performance across your group.

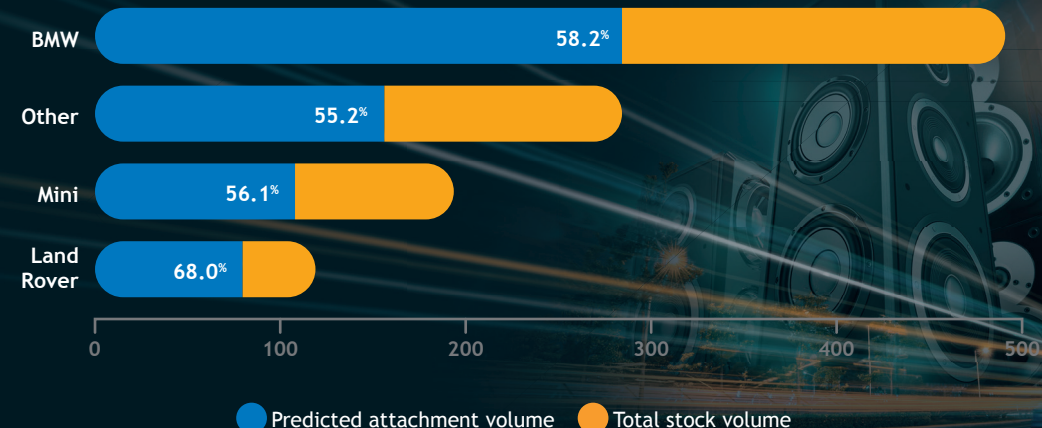
Your key brands

Unsurprisingly, BMW makes up the majority of your vehicles with MINI the notable second. Through our decades of experience, we can support in spotting key trends, buyer behaviour and even predict model turnover/time on forecourt to support your buying strategy for these brands.



Warranty performance

Based off our client performance, we predict that we can get your warranty upsell penetration to the percentages shown below for each brand. This comes from a mixture of the right product presentation, training programme and data analysis (right down to the salesperson!) to identify areas of opportunity and improvement and act on these as quickly as possible.

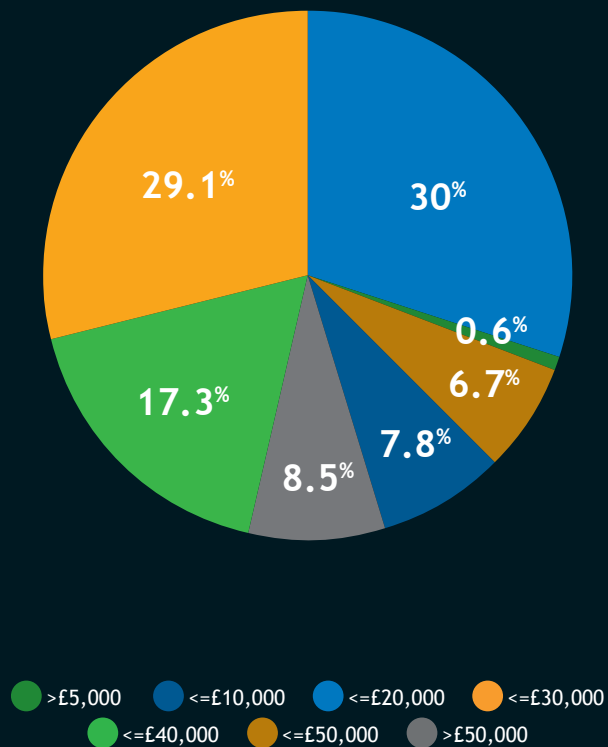


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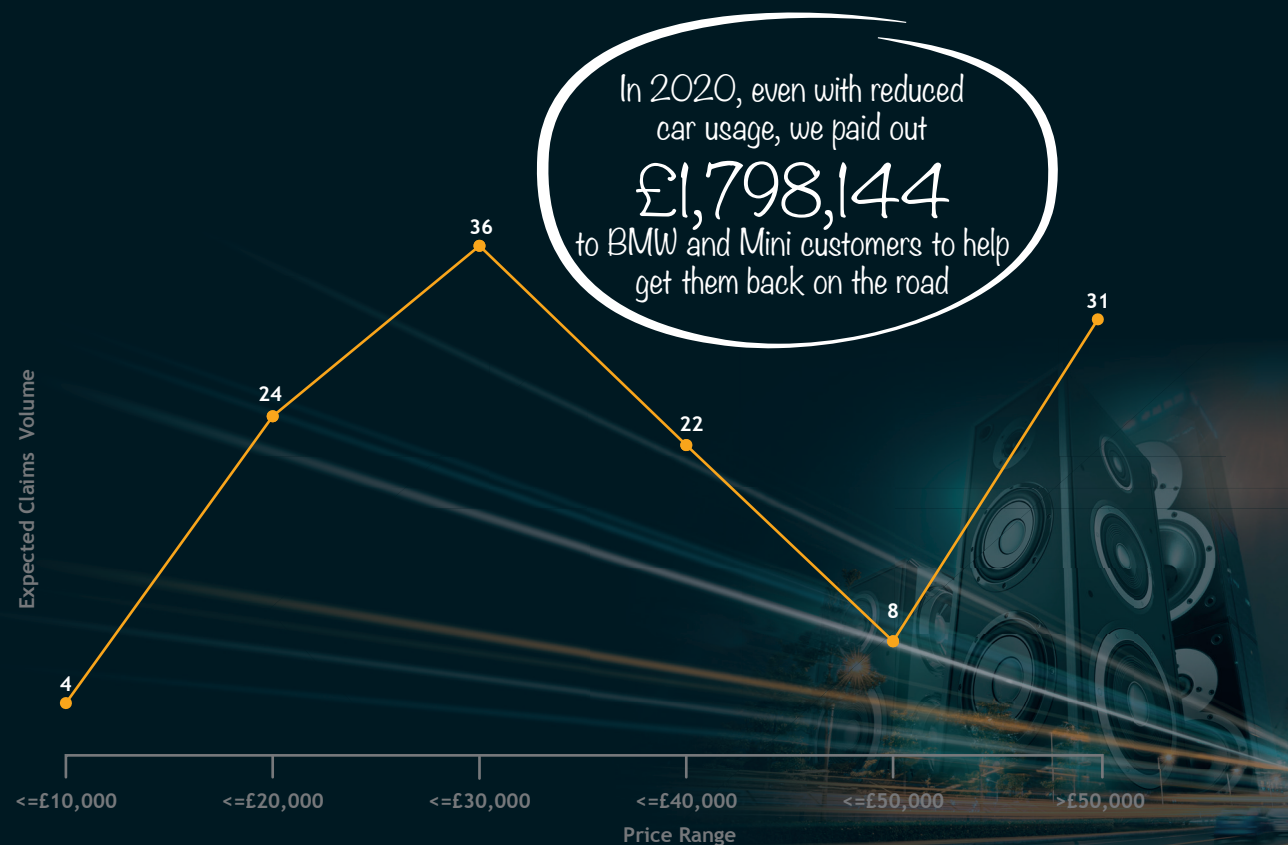
Warranty performance

We've also analysed what this means in terms of the price range of your vehicles.



Warranty claims

A successful warranty programme doesn't just mean you get more value out of every vehicle and meet a need of your customers, it also means you see the customer again for any claims and rectify the issue - and get the claims revenue back into your workshop. Based off your current stock, we would predict you would see the below back numbers and revenue for any repair work within the warranty period, split by sale price.













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Top 10 most claimed parts

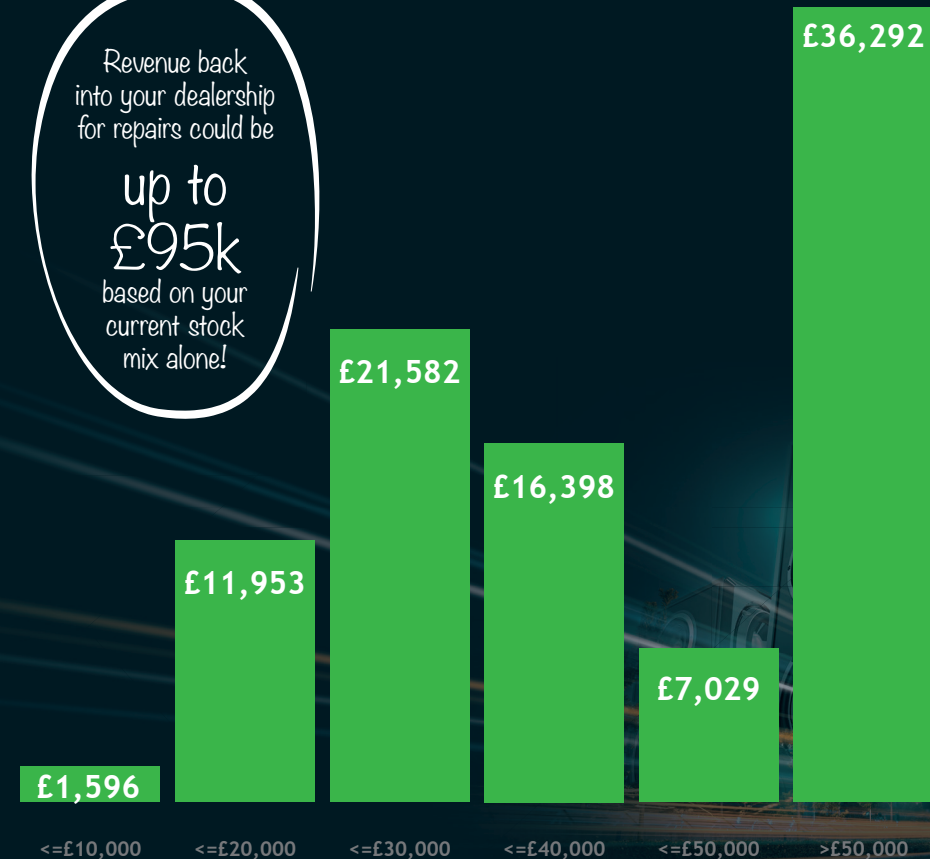
These are the top parts that
45%
of your vehicles are likely to need repairs for.

Vehicle Part	Total Claims	Average Paid Amount
 Sensors	218	£302
 EGR Valve	168	£275
 Lambda Sensor	122	£399
 Oxygen Sensor	85	£408
 Injectors	69	£383
 Camshaft Drive Belt	69	£753
 Starter Motor	66	£287
 Turbo Unit	65	£778
 Alternator	64	£531
 Air Suspension Compressor	54	£715

Warranty revenue

As above, as well as working with you to ensure your Warranty programme is a profit centre as opposed to cost through upsell performance, we'll also direct customers back to you for repair. Based on our calculations, this could mean the below revenue by sale price for your business.

Revenue back
into your dealership
for repairs could be
**up to
£95k**
based on your
current stock
mix alone!

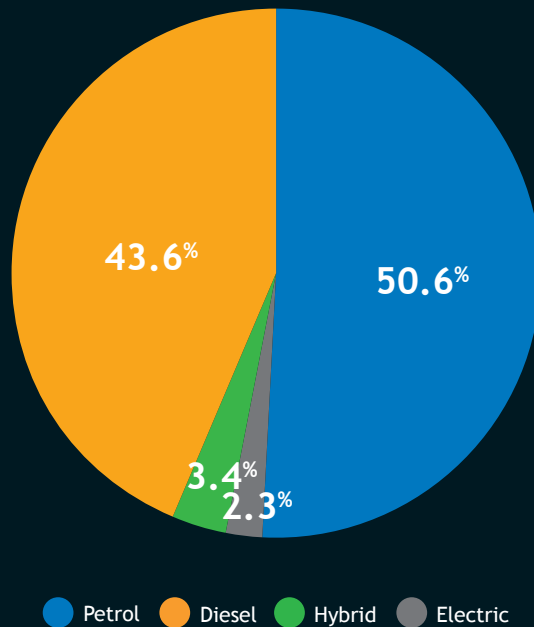


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Putting the right product on your EV stock...

Although currently a small percentage of your stock, with our Electric Vehicle Warranty - EV One - you can help protect and grow your business by offering the latest vehicle protection product for the changing market, with a specialist electric vehicle warranty.



...and there's more!

This is just the tip of the iceberg on how we'd like to support your group with strategy and insights. With other client data we are able to provide information to support on more business decisions, for example what the location of the buyers are and where to focus their marketing and, through our other lines of business D2C brand expertise, the right time to send a communication in the customer journey and what should be included.

When it comes to supporting our partners, we don't miss a beat. To discuss further, please contact me on the below details or visit our website for more information here.

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