

# ■ SWIFT

Efficient use of vehicles:  
For business, for environment for everyone

## Market Update

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**ARVAL**  
BNP PARIBAS GROUP

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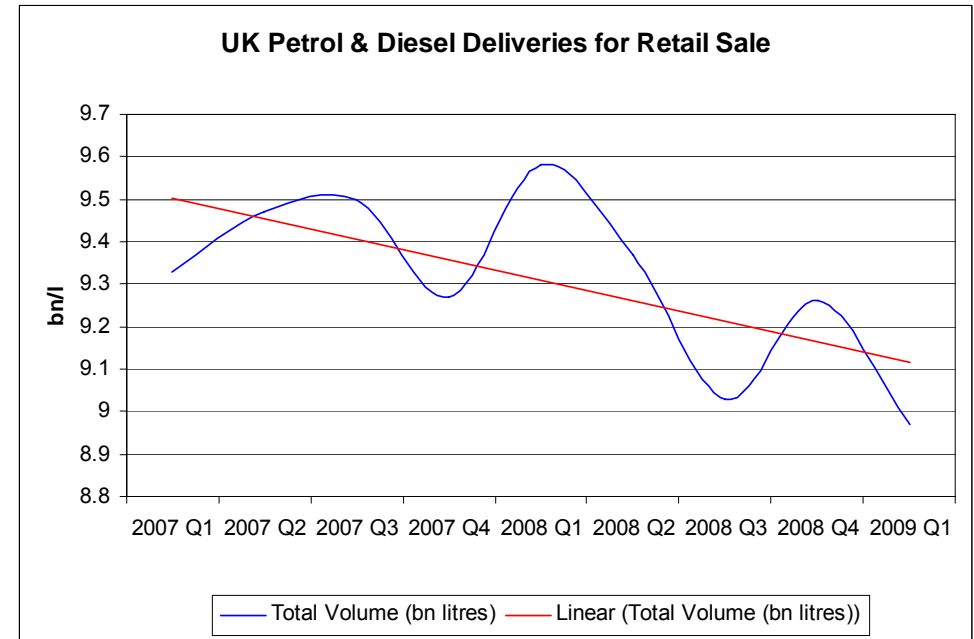
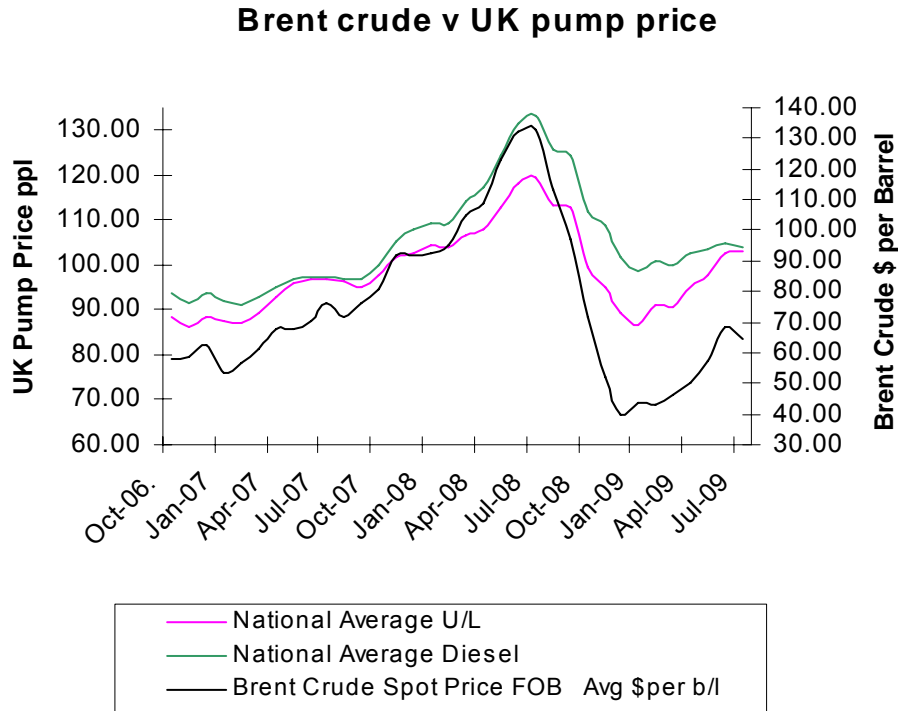
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# Oil Market Developments



Oil price currently around \$70, fundamentals – supply, demand, stocks, refining capacity  
 other factors - \$ exchange, OPEC, weather, economy

Yesterdays price – Petrol 107pppl Diesel 107.4pppl, where has the differential gone?

2010 oil price rising through the year to average \$76 during the year.

UK fuel volume is declining

	Mkt	Arval
Q1 2007 - Q1 2008	+ 2.6%	+ 2.2%
Q2 2007 - Q2 2008	- 1.0%	+ 5.0%
Q3 2007 - Q3 2008	- 4.9%	0.0%
Q4 2007 - Q4 2008	- 0.1%	- 2.5%
Q1 2008 - Q1 2009	- 6.4%	- 5.6%



# ■ Regulation

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- **Manufacturer Co2 targets leading to significant Co2 improvements. (e.g. BMW)**
- **Government £250m grant programme to introduce electric vehicles.**
- **Climate Change Act**
  - Issue guidance on how companies should report GHG emissions
  - By April 6<sup>th</sup> 2012 make reporting mandatory under the Companies Act or explain why not
  - Guidance issued on October 1<sup>st</sup> on how companies should report GHG includes transpor.
- **Energy Services Directive**
- **Government van focus**
  - CFiT looking at 40% rise in van use over last decade
  - Consultation launched on professional drivers hours.
- **Workplace parking to be introduced in Nottingham 2012. (a year late!)**
- **All business vehicle taxation is now linked to environmental performance**
  - Cause and effect, Co2 and tax revenue



# Manufacturers

- New car volumes in July were up 2.4%, this was the first volume increase since April 2008
- New car registration rose 6% in August due to the scrappage scheme (mini and supermini segments were up 252% and 16.9% respectively)
- Market 15% below the average 1999-2008
- YTD registrations remain down 21.5%
- LCV registrations were down 33.6% in the month 43.9% YTD a slowly improving picture.

## UK Registrations - Cars 2009

	January		February		March		April		May		June		July	
	Jan-09	Prior year	Feb-09	Prior year	Mar-09	Prior year	Apr-09	Prior year	May-09	Prior year	Jun-09	Prior year	Jul-09	Prior year
Retail	46609	-23.1%	18145	-21.7%	159106	-28.6%	54118	-26.8%	63316	-13.8%	86638	3.9%	77911	33.4%
Fleet	58457	-35.8%	34073	-21.7%	135841	-30.2%	72363	-21.8%	64492	-33.2%	80020	-28.0%	72014	-18.0%
Business	7021	-33.2%	2141	-27.1%	18965	-44.7%	6994	-23.4%	7050	-23.9%	9606	-34.4%	7224	0.5%
<b>Total</b>	<b>112087</b>	<b>-30.9%</b>	<b>54359</b>	<b>-21.9%</b>	<b>313912</b>	<b>-30.5%</b>	<b>133475</b>	<b>-24.0%</b>	<b>134858</b>	<b>-24.8%</b>	<b>176264</b>	<b>-15.7%</b>	<b>157149</b>	<b>2.4%</b>
Motability volume G1 (within total)	10777	-15.3%	8591	12.1%	23688	-7.2%	14469	-11.3%	13728	-10.7%	15534	-5.1%	15875	2.2%
Rental G4 (within total)	9436	-42.1%	6852	-47.9%	29167	-32.7%	19785	-2.4%	16976	-29.5%	23932	-17.4%	19865	5.0%
Contract Hire Leasing G5	8603	-26.7%	4737	-26.7%	16237	-37.3%	8834	-37.0%	8471	-46.3%	10071	-39.0%	8599	-42.7%

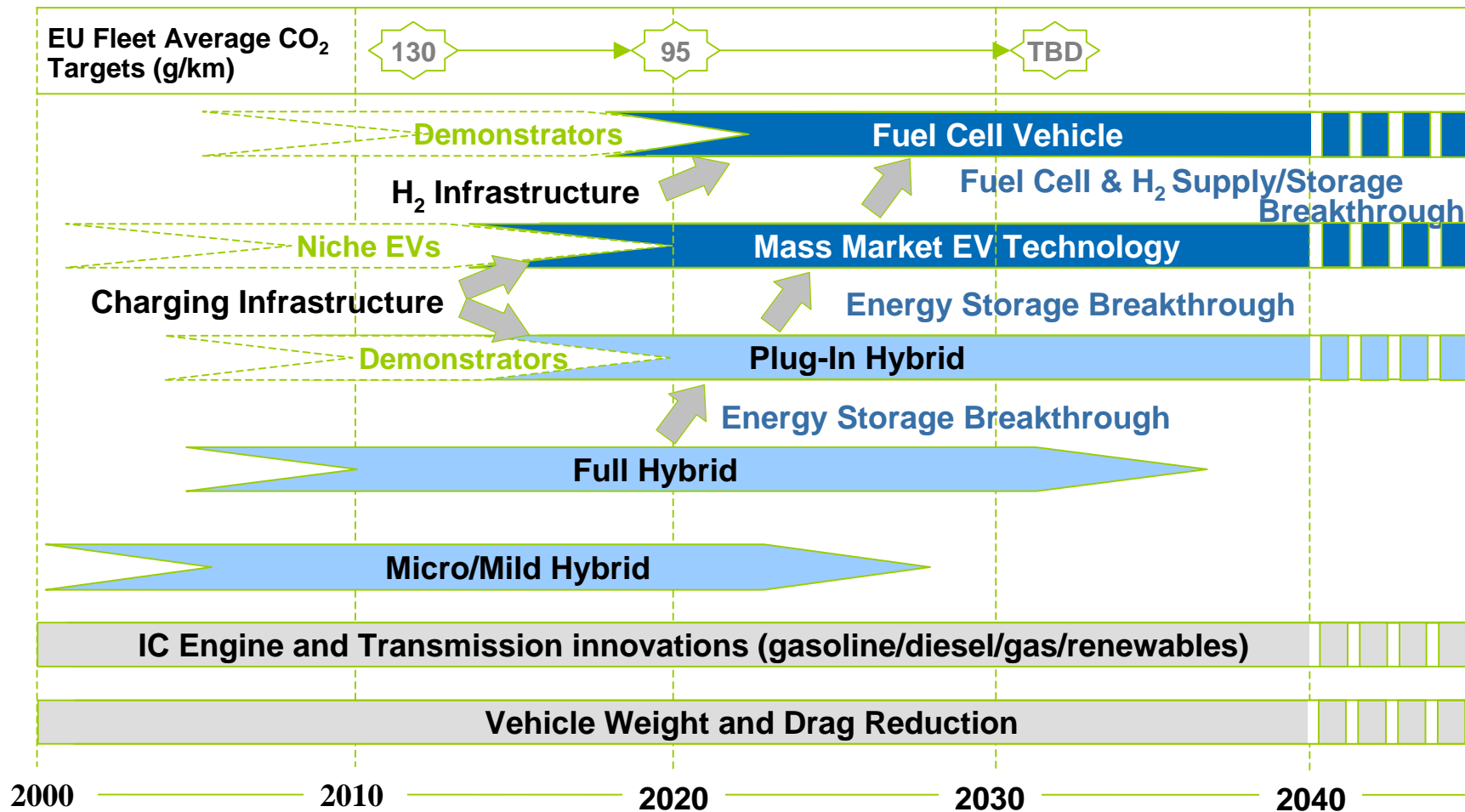
## UK Registrations - LCV 2009

	Jan	Feb	Mar	Apr	May	June	July
All LCV to 3.5t	11745	7113	29817	13958	12814	17152	13828
Prior year comparison	-47.3%	-52.9%	-42.8%	-45.6%	-50.2%	-40.1%	-37.4%



# Manufacturers – New Vehicles – where next?

The Consensus Product Roadmap describes the future direction to develop Low Carbon technology products. (Source NAIGT)





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**Thank you**  
**Any Questions**  
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