

## USED FINANCE PENETRATIONS 2019

DEALERSHIP	January-19	February-19	March-19	April-19	May-19	June-19	July-19	August-19	September-19	October-19
NISSAN BOX	40%	17%	29%	43%	21%	57%	50%	39%	38%	19%
TOYOTA TROWBRIDGE	25%	6%	25%	12%	27%	57%	41%	36%	30%	28%
VAUXHALL/SSANGYONG FROME	35%	17%	21%	26%	38%	40%	46%	38%	9%	42%
NISSAN TROWBRIDGE	45%	50%	33%	39%	36%	37%	19%	43%	12%	44%
RENAULT TROWBRIDGE	43%	29%	39%	56%	36%	36%	60%	32%	46%	51%
SKODA	31%	12%	23%	35%	39%	28%	57%	19%	38%	14%
TOYOTA BATH	22%	27%	19%	35%	8%	26%	29%	27%	31%	36%
VAUXHALL TROWBRIDGE	41%	32%	24%	36%	41%	21%	33%	30%	18%	25%
HYUNDAI CHIPPENHAM	20%	17%	22%	19%	7%	21%	19%	4%	8%	9%
HYUNDAI TROWBRIDGE					0%	15%	12%	22%	20%	29%

Target Penetration

30%