



Eurotax Residual Value Tracker

An European Residual Value Overview

DEMO

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The EurotaxGlass's Leaseplan – ResidualValueTracker has been established to monitor trends in Residual Values (used car prices) for key models that are important for the Fleet & Leasing industry. The index measures:-

- The TRADE values of 3 year old vehicles for approximately 40 models across 13 countries and 5 segments
- Representative Petrol and Diesel versions of each model
- For each model, similar versions have been selected as far as possible within the following criteria:-

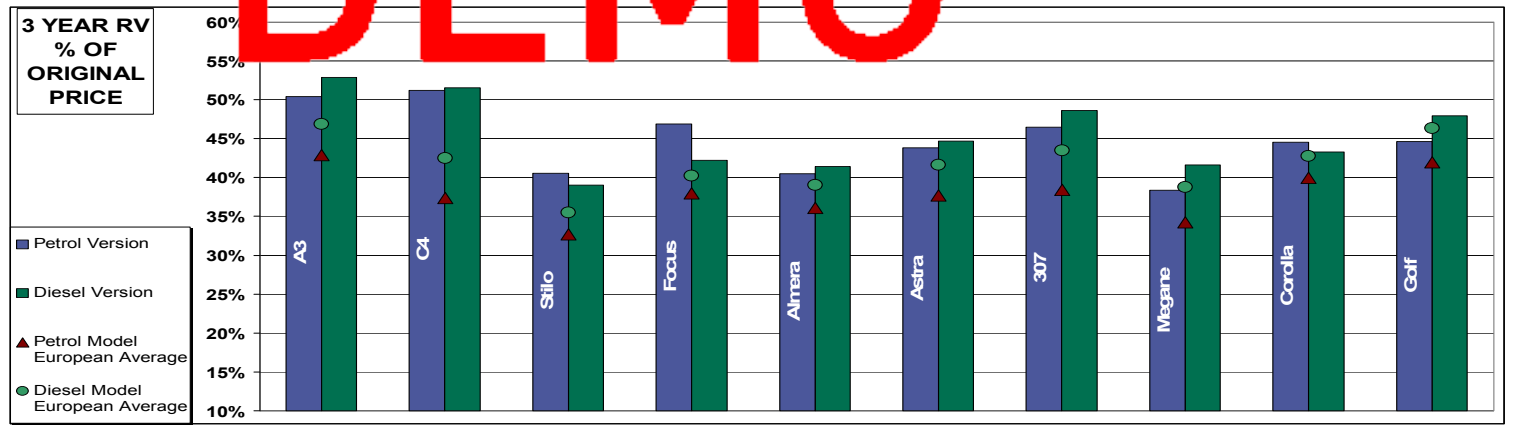
Segment	3 Year Mileage	Doors	Engine Size(litres)
Small	75,000 Km	3	1.0 – 1.2 (Petrol) 1.5 – 1.9 (Diesel)
Lower Medium	100,000 Km	5	1.4 – 1.6 (Petrol) 1.7 – 1.9 (Diesel)
Upper Medium	100,000 Km	4/5	1.8 – 2.0 (Petrol) 1.9 – 2.2 (Diesel)
Executive	100,000 Km	4	2.3 – 2.5 (Petrol) 2.5 – 2.9 (Diesel)
Luxury	100,000 Km	4	3.5 – 4.5 (Petrol) 3.0 – 4.0 Diesel)

- The following models have been included in the calculation of the indices and segment average prices:-

Small Segment	Citroen Saxo	Fiat Punto	Ford Fiesta	Hyundai Mi	Opel Corsa	Peugeot 206	Renault Clio	Seat Ibiza	Toyota Yaris	Volkswagen Polo
Lower Medium Segment	Audi A3	Citroen Xsara	Fiat Ilva	Ford Focus	Nissan Almera	Opel Astra	Peugeot 307	Renault Megane	Toyota Corolla	Volkswagen Golf
Upper Medium Segment	Audi A4	BMW Series 3	Citroen C5	Ford Mondeo	Mercedes-Benz C Class	Nissan Primera	Opel Vectra	Peugeot 406	Renault Laguna	Volkswagen Passat
Executive Segment	Audi A6	BMW Series 5	Mercedes-Benz E Class	Saab 9-5	Volvo S80					
Luxury	Audi A8	BMW Series 7	Mercedes-Benz S Class							

The Netherlands	Audi A3	Citroen C4	Fiat Stilo	Ford Focus	Nissan Almera	Opel Astra	Peugeot 307	Renault Megane	Toyota Corolla	Volkswagen Golf
Petrol Version	1.6 Ambition	1.6 16V Ligne Prestige	1.6 16V Dynamic	1.6 16v Trend	1.5 Visia	1.6 Enjoy	1.6 16V XS	1.6 16V Expression Luxe	1.4 16v VVT-i Linea Sol	1.6 Comfortline
3 Year Petrol RV (€)	13716	10566	8113	10074	7200	9351	10043	8904	9088	10953
Compare to European Average	+36%	+52%	+42%	+48%	+24%	+33%	+45%	+42%	+22%	+28%
Diesel Version	1.9 Ambition	1.9 110 Ligne Prestige	1.9 JTD Dynamic	1.6 TDI Trend (81)	1.5 Visia	1.6 CDTI Enjoy	1.6 HDiF 16V XS	1.9 dCi Tech Road	2.0 D-4D Linea Sol	1.9 TDI Comfortline
3 Year Diesel RV (€)	1675	944	944	1052	26	1031	12964	11470	11042	13865
Compare to European Average	+36%	+33%	+31%	+33%	+1%	+31%	+44%	+44%	+28%	+34%

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Petrol Models		Diesel Models	
Audi A3 **	-4,7% (12 Months Trend), +3,9% (Change Last Quarter)	Audi A3 **	-4,8% (12 Months Trend), +5,5% (Change Last Quarter)
Citroen C4	-4,3% (12 Months Trend), -6,8% (Change Last Quarter)	Citroen C4	-5,2% (12 Months Trend), -2,6% (Change Last Quarter)
Fiat Stilo	-4,7% (12 Months Trend), +1,7% (Change Last Quarter)	Fiat Stilo	-3,4% (12 Months Trend), -1,8% (Change Last Quarter)
Ford Focus **	-5,4% (12 Months Trend), -5,1% (Change Last Quarter)	Ford Focus **	-5,5% (12 Months Trend), -3,1% (Change Last Quarter)
Nissan Almera	-2,4% (12 Months Trend), -2,5% (Change Last Quarter)	Nissan Almera	-2,3% (12 Months Trend), -2,2% (Change Last Quarter)
Opel Astra	-1,7% (12 Months Trend), -7,6% (Change Last Quarter)	Opel Astra	-2,5% (12 Months Trend), -5,3% (Change Last Quarter)
Peugeot 307 **	-2,3% (12 Months Trend)	Peugeot 307 **	+0,1% (12 Months Trend), +5,6% (Change Last Quarter)
Renault Megane	-2,5% (12 Months Trend), -5,1% (Change Last Quarter)	Renault Megane **	-3,4% (12 Months Trend), -2,6% (Change Last Quarter)
Toyota Corolla	-2,7% (12 Months Trend), -1,2% (Change Last Quarter)	Toyota Corolla	-2,9% (12 Months Trend), -2,8% (Change Last Quarter)
Volkswagen Golf	-2,1% (12 Months Trend), -5,9% (Change Last Quarter)	Volkswagen Golf	-2,3% (12 Months Trend), -3,1% (Change Last Quarter)
PETROL SEGMENT AVERAGE	-3,3% (12 Months Trend), -2,5% (Change Last Quarter)	DIESEL SEGMENT AVERAGE	-3,4% (12 Months Trend), -1,2% (Change Last Quarter)

** Denotes Model has changed over last 12 months

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EUROPEAN AVERAGE		The Netherlands		Petrol Version		Diesel Version		The Netherlands		EUROPEAN AVERAGE	
% Orig. Price	% Change RV Last Qtr	% Orig. Price	% Change RV Last Qtr	<u>SMALL SEGMENT</u>				% Orig. Price	% Change RV Last Qtr	% Orig. Price	% Change RV Last Qtr
41%	-0,1%	48%	-4,2%	1.1i Seduction	Citroen C2	1.4 HdI Ligne Seduction		48%	-2,8%	44%	-0,4%
39%	+1,1%	44%	-2,4%	1.2 Active	Fiat Punto	1.3 MultiJet Active		48%	-2,4%	42%	+1,6%
40%	+1,6%		-1,4%	1.3 Ambiente	Ford Fiesta	1.4 TDCi Ambiente	■	46%	-1,9%	43%	+0,8%
41%	+0,3%	45%	-2,2%	1.2 Tia Sound	Nissan Almera	1.5 dCi Visia		47%	-2,4%	45%	+2,8%
39%	-2,0%	38%	4%	1.2 Silverline	Opel Astra	1.7 CDTi Silverline	■	42%	-5,0%	44%	-0,8%
40%	-0,5%	41%	6%	1.2 S-line	Peugeot 206	1.6 HDi XS-line	■	42%	-3,4%	44%	-0,5%
42%	+5,9%	41%	5%	1.2 16V Authentique	Renault Clio	1.6 dCi Authentique	■	43%	+1,1%	45%	+5,4%
42%	-0,1%	40%	8%	1.4 16V Reference	Seat Ibiza	1.6 SDi Reference		44%	-3,0%	44%	-1,7%
44%	-0,3%	51%	9%	1.0 16V V-Linea Sol	Toyota Auris	1.4 D-4D Linea Sol	■	49%	-5,1%	46%	-1,1%
45%	+1,2%		-2,1%	1.4 16V Comfortline	Volkswagen Golf	1.4 TDI Comfortline	■	52%	-2,2%	48%	+2,2%
41%	+0,7%	44%	-3,2%	SEGMENT AVERAGE				46%	-2,7%	45%	+0,8%
				<u>LOWER MEDIUM SEGMENT</u>							
43%	-1,4%	50%	-4,7%	1.6 Ambition	Audi A3	1.9 TDI Ambition	■	53%	-4,8%	47%	-1,9%
37%	-2,1%	51%	-4,3%	1.6 16V Ligne Prestige	Citroen C4	1.6 HdI 110 Ligne Prestige		52%	-5,2%	42%	-2,0%
33%	-1,8%	41%	-4,7%	1.6 16V Dynamic	Fiat Stilo	1.9 JTD 115 Dynamic		39%	-3,4%	35%	-1,8%
38%	-2,6%	47%	-5,4%	1.6 16V Trend	Ford Focus	1.6 TDCi Trend (81kW)	■	42%	-5,5%	40%	-2,8%
36%	-1,1%	40%	-2,4%	1.5 Visia	Nissan Almera	1.5 dCi Visia		41%	-2,9%	39%	-1,6%
38%	-0,7%	44%	-1,7%	1.6 Enjoy	Opel Astra	1.7 CDTi Enjoy		45%	-2,9%	42%	-0,2%
38%	+4,1%	46%	-2,3%	1.6 16V XS	Peugeot 307	1.6 HDiF 16V XS	■	49%	+0,1%	43%	+0,3%
34%	-3,4%	38%	-2,5%	1.6 16V Expression Luxe	Renault Megane	1.9 dCi Tech Road	■	42%	-3,4%	39%	-2,7%
40%	-1,5%	45%	-2,7%	1.4 16v VVT-i Linea Sol	Toyota Corolla	2.0 D-4D Linea Sol		43%	-2,9%	43%	-1,9%
42%	-0,1%	45%	-2,1%	1.6 Comfortline	Volkswagen Golf	1.9 TDI Comfortline		48%	-2,3%	46%	-0,6%
38%	-1,0%	45%	-3,3%	SEGMENT AVERAGE				45%	-3,4%	42%	-1,5%
				<u>UPPER MEDIUM SEGMENT</u>							
41%	-1,6%	49%	-4,4%	2.0	Audi A4	2.0 TDI	■	50%	-4,7%	45%	-2,2%
43%	+1,4%	47%	-2,3%	318i	BMW Series 3	320d	■	52%	-2,6%	47%	-0,0%
32%	-2,9%	35%	-1,9%	2.0 16V Exclusive	Citroen C5	2.0 HDiF Exclusive	■	38%	-0,0%	37%	-2,5%
32%	-1,8%	33%	-2,6%	1.8 16V Trend	Ford Mondeo	1.8 16V Trend	■	35%	-3,1%	36%	-0,8%
38%	-1,6%	43%	-2,1%	C 180 Kompressor	Mercedes C Class	C 200 CDI	■	46%	-4,6%	45%	-1,6%
33%	-1,3%	36%	-2,6%	1.8 Visia	Nissan Primera	1.9 dCi Visia	■	38%	-3,0%	37%	-1,8%
34%	+2,6%	40%	-2,2%	1.8 Comfort	Opel Vectra	1.9 CDTi Comfort	■	44%	+0,5%	40%	+5,8%
35%	-2,3%	39%	-2,5%	1.8 16V XR	Peugeot 407	1.6 16V HDiF XR	■	42%	-2,9%	40%	-2,5%
31%	-1,9%	36%	-5,1%	1.6 16V Expression	Renault Laguna	1.9 DCi Expression	■	32%	-3,6%	34%	-3,0%
39%	+1,5%	45%	-2,4%	1.6 16V FSI Comfortline	Volkswagen Passat	2.0 TDI Comfortline	■	41%	-4,9%	45%	+0,8%
36%	-0,7%	40%	-2,8%	SEGMENT AVERAGE				41%	-5,1%	41%	-0,8%
				<u>EXECUTIVE SEGMENT</u>							
40%	-1,5%	49%	-2,3%	2.4	Audi A6	2.4 TDI	■	51%	-7,7%	46%	-1,7%
40%	-1,6%	47%	-2,4%	523i	BMW Series 5	520i	■	47%	-6,6%	46%	-2,5%
37%	-2,2%	39%	-5,4%	E 280	Mercedes E Class	E 200 CDI	■	37%	-5,5%	41%	-3,0%
33%	+0,8%	37%	+13,5%	2.0t Sport	Saab 9-5	1.8 TiD 150 Sport	■	37%	-3,9%	37%	-0,7%
33%	-2,3%	36%	+1,5%	2.4 Graphite Aut.	Volkswagen Touareg	2.4 TDI Graphite Aut.	■	37%	-0,1%	38%	-2,1%
37%	-1,4%	42%	+0,2%	SEGMENT AVERAGE				42%	-4,3%	41%	-2,0%
				<u>LUXURY SEGMENT</u>							
36%	-1,9%	36%	-2,4%	3.2 FSI Multitronic	Audi A8	3.0 TDI quattro DPF	■	40%	-2,7%	42%	+5,3%
36%	-1,4%	35%	-1,8%	730i	BMW Series 7	730d	■	38%	-2,1%	42%	-1,5%
37%	+9,3%	38%	-2,5%	S 350	Mercedes S Class	S 320 CDI		39%	-3,3%	40%	+15,5%
37%	+1,8%	37%	-2,2%	SEGMENT AVERAGE				39%	-2,7%	41%	+5,8%

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