

Inchcape Market Estimates

10 May 2012

| | 2008 Actual '000 units | 2009 Actual '000 units | 2010 Actual '000 units | 2011 Actual '000 units | 2012 Estimate '000 units |
|-----------|---------------------------|---------------------------|---------------------------|---------------------------|-----------------------------|
| Australia | 1,012 | 937 (7)% | 1,035 10% | 1,008 (3)% | 1,050 4% |
| Hong Kong | 38 | 27 (28)% | 37.5 39% | 42 12% | 44 5% |
| Singapore | 111 | 80 (28)% | 53 (34)% | 40 (24)% | 40 - |
| Greece | 289 | 236 (18)% | 142 (40)% | 98 (31)% | 60 (39)% |
| Belgium | 614 | 527 (14)% | 597 13% | 622 4% | 528 (15)% |
| Baltics | 67 | 23 (66)% | 25 9% | 37 48% | 45 22% |
| Balkans | 365 | 180 (51)% | 144 (20)% | 135 (6)% | 135 - |
| Russia | 2,930 | 1,419 (52)% | 1,910 35% | 2,650 39% | 2,850 8% |
| UK | 2,132 | 1,995 (6)% | 2,030 2% | 1,941 (4)% | 1,941 - |



Creating the ultimate customer experience for our brand partners

Footnote

2008, 2009, 2010 & 2011 Industry actuals
2012 Inchcape market estimates