

Regional Market Data Appendix

Disclosure of top 4 markets by region of total industry volumes (TIV) by region
The data below is based on new car distribution volumes (passenger vehicles and light commercial vehicles)
Market data throughout this report are estimates based on the Company's analysis of third party government market data and IHS. Third party data is subject to corrections in the future.

Figures rounded to nearest thousand

	Q1 24	Q2 24	Q3 24	Q4 24	H1 24	H2 24	FY 2024	% 2024 growth	Q1 25	% Q1 growth
APAC										
Australia	304	328	295	293	632	588	1,221	0%	290	(5)%
Hong Kong	14	11	8	10	25	19	44	(3)%	9	(35)%
Indonesia	231	201	225	232	432	457	890	(11)%	192	(17)%
Singapore	9	12	13	13	21	27	47	22%	12	35%
Other Inchcape markets	337	303	299	282	640	582	1,222	18%	320	(5)%
Target Markets ¹	215	246	273	351	461	624	1,085	6%	218	1%
Regional TIV ('m)	896	855	841	832	1,751	1,672	3,423	3%	824	(8)%
Regional TIV ('m) excl Thailand	708	703	697	715	1,411	1,412	2,823	6%	655	(7)%
APAC TAM²	1,111	1,101	1,114	1,182	2,212	2,296	4,508	3%	1,042	(6)%
Europe & Africa										
Belux	167	160	119	119	327	238	565	(6)%	155	(7)%
Bulgaria	15	16	13	14	30	27	57	16%	14	(2)%
Greece	39	44	32	31	83	64	147	2%	36	(9)%
Romania	38	56	36	40	94	76	170	6%	37	(2)%
Other Inchcape markets	181	186	164	203	367	367	734	10%	184	2%
Target Markets ¹	745	763	754	828	1,508	1,582	3,090	5%	758	2%
Regional TIV ('m)	439	461	364	408	901	772	1,673	3%	426	(3)%
E&A TAM²	1,184	1,224	1,119	1,235	2,409	2,354	4,763	4%	1,184	0%
Americas										
Chile	71	71	79	81	142	160	302	(4)%	71	0%
Colombia	37	41	47	60	78	107	185	11%	45	23%
Costa Rica	16	21	16	19	38	35	73	34%	18	9%
Peru	40	36	37	38	76	76	151	(8)%	45	14%
Other Inchcape markets	189	197	223	207	385	429	815	(6)%	257	36%
Target Markets ¹	10	10	11	14	20	25	46	7%	11	11%
Regional TIV ('m)	353	367	402	405	719	807	1,527	(3)%	436	24%
Regional TIV ('m) excl Argentina	272	273	282	309	545	591	1,136	0%	282	4%
Americas TAM²	363	377	413	419	739	833	1,572	(2)%	447	23%
Group regional TIV ('m)	1,688	1,683	1,608	1,644	3,371	3,252	6,623	2%	1,686	0%
Group regional TIV ('m) excl Argentina & Thailand	1,420	1,437	1,343	1,432	2,857	2,775	5,632	4%	1,363	(4)%
Inchcape TAM²	2,658	2,702	2,646	2,837	5,360	5,483	10,843	3%	2,673	1%

1. IHS market data as at April 2025

2. Includes Inchcape markets and target markets. Target markets exhibit the characteristics of a typical Inchcape market, which are smaller to medium-sized and more complex

3. In APAC and the Americas we have excluded Thailand and Argentina respectively, which are substantial markets where Inchcape volumes are immaterial