



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	Q1 25	Q2 25	% Q2 growth	Q3 25	% Q3 growth
APAC									
Australia	304	328	295	293	290	318	(3)%	306	4%
Hong Kong	14	11	8	10	9	11	(1)%	12	43%
Indonesia	231	201	225	232	192	198	(2)%	195	(13)%
Singapore	9	12	13	13	12	14	18%	15	12%
Other Inchcape markets	337	303	299	282	320	315	4%	313	4%
Target Markets ¹	215	246	273	350	247	264	8%	270	(1)%
Regional TIV ('k)	896	855	841	832	824	856	0%	841	0%
Regional TIV ('k) excl Thailand	708	703	697	715	656	701	0%	695	0%
APAC TAM²	1,111	1,101	1,114	1,181	1,070	1,120	2%	1,111	0%
Europe & Africa									
Belux	167	160	119	119	155	147	(8)%	119	0%
Bulgaria	15	16	13	14	14	16	1%	16	19%
Greece	39	44	32	31	36	48	9%	37	15%
Romania	38	56	36	40	37	35	(38)%	48	34%
Other Inchcape markets	179	184	163	201	183	193	5%	189	16%
Target Markets ¹	746	768	763	840	813	813	6%	784	3%
Regional TIV ('k)	438	459	363	406	425	438	(5)%	408	13%
E&A TAM²	1,184	1,227	1,126	1,247	1,237	1,251	2%	1,192	6%
Americas									
Chile	71	71	79	81	71	75	5%	86	9%
Colombia	37	41	47	60	45	51	23%	64	36%
Costa Rica	16	21	16	19	18	18	(16)%	14	(13)%
Peru	40	36	37	38	45	44	21%	47	24%
Other Inchcape markets	189	197	223	207	257	260	32%	264	19%
Target Markets ¹	10	10	11	14	11	10	3%	12	5%
Regional TIV ('k)	353	367	402	405	436	446	22%	475	18%
Regional TIV ('k) excl Argentina	272	273	282	309	282	291	7%	310	10%
Americas TAM²	363	377	413	419	447	457	21%	487	18%
Group regional TIV ('k)	1,686	1,681	1,606	1,643	1,685	1,741	4%	1,724	7%
Group regional TIV ('k) excl Argentina & Thailand	1,418	1,435	1,341	1,430	1,362	1,430	0%	1,413	5%
Inchcape TAM²	2,658	2,705	2,653	2,847	2,755	2,828	5%	2,790	5%

1. IHS market data as of September 2025. Third party data is subject to future corrections by the data provider.

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.