



Regional Market Data Appendix

Disclosure of top 4 markets by region of total industry volumes (IV) 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 23	Q2 23	Q3 23	Q4 23	H1 23	H2 23	FY 2023	Q1 24	Q2 24	Q3 24	Q4 24	H1 24	H2 24	FY 2024	% 2024 growth
APAC															
Australia	269	313	318	317	582	635	1,217	304	328	295	293	632	588	1,221	0%
Hong Kong	11	11	11	12	22	24	45	14	11	8	10	25	19	44	(3)%
Indonesia	271	231	244	252	503	496	998	231	201	225	232	432	457	890	(11)%
Singapore	10	8	9	12	18	21	39	9	12	13	13	21	27	47	22%
Other Inchcape markets	243	223	262	305	466	566	1,032	337	303	299	279	640	578	1,219	18%
Target Markets ¹	221	246	253	304	467	557	1,025	215	246	273	314	461	587	1,048	2%
APAC TAM²	1,025	1,032	1,096	1,202	2,058	2,298	4,356	1,111	1,101	1,114	1,143	2,212	2,256	4,468	3%
Europe & Africa															
Belux	164	166	139	129	330	268	599	167	160	119	119	327	238	565	(6)%
Bulgaria	10	13	13	13	23	26	49	15	16	13	14	30	27	57	16%
Greece	37	39	36	32	76	69	145	39	44	32	31	83	64	147	2%
Romania	41	40	41	38	81	78	160	38	56	36	40	94	76	170	6%
Other Inchcape markets	170	170	159	168	340	328	667	181	186	164	203	367	367	734	10%
Target Markets ¹	726	737	717	762	1,463	1,479	2,941	738	759	746	784	1,497	1,530	3,027	3%
E&A TAM²	1,148	1,165	1,105	1,143	2,313	2,248	4,561	1,177	1,220	1,110	1,192	2,397	2,302	4,699	3%
Americas															
Chile	91	68	77	78	159	155	314	71	71	79	81	142	160	302	(4)%
Colombia	41	39	39	48	80	87	167	37	41	47	60	78	107	185	11%
Costa Rica	13	12	13	16	25	29	55	16	21	16	19	38	35	73	34%
Peru	46	41	41	37	87	78	164	40	36	37	38	76	76	151	(8)%
Other Inchcape markets	220	217	221	209	437	430	867	189	197	223	207	385	429	815	(6)%
Target Markets ¹	10	9	10	13	19	24	43	10	10	11	14	20	25	46	7%
Americas TAM²	421	386	402	401	807	802	1,609	363	377	413	419	739	833	1,572	(2)%
Inchcape TAM²	2,594	2,584	2,603	2,746	5,178	5,348	10,526	2,651	2,698	2,637	2,754	5,349	5,391	10,740	2%

1. IHS market data as at February 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