



## Residual Value and Remarketing Forum 19 June 2025

**Hosted by: International Motors the home of GWM, Subaru, XPENG and Isuzu in the UK, Solihull**

**Venue address:** IM Group, The Gate, International Drive, Solihull B90 4WA

### BVRLA Meeting Rules – UK Competition Law Compliance

All BVRLA meetings and events, including social events, are subject to the application of competition law and therefore must be conducted in compliance with competition law. Any business information which is sensitive or strategically useful must not be discussed, including any reference to pricing, margins, discounts, trading terms, use of third-party suppliers or market share. Members are reminded that failure to comply with competition law may bring with it serious consequences for them as individuals and their companies. Such consequences include heavy fines and, in certain cases, the imposition of criminal penalties and sentences.

### Theme:

Time	Session Detail/Action	Speaker
10:00 5 mins	<b>Welcome and Agenda</b> - Reminder of Competition law (refer to slide) - Reminder delegates about questions - Thanks to GWM for hosting	Karl Lord, Enterprise
10:05 20 mins	<b>Session 1: Welcome from our hosts</b> <ul style="list-style-type: none"> <li>Overview of the latest from the brands</li> </ul>	GWM
10:25 25mins	<b>Session 2: Autotrader</b> Deep dive into current and future consumer buyer behaviour, what impact does age of consumer have, how confident are consumers, what attracts consumers to a car.	Nick Press
10:50 25 mins	<b>Session 3: Indicata</b> <ul style="list-style-type: none"> <li>An update on the current stability of used BEV prices as sales and stock levels rise</li> <li>The UK's top selling list of used BEVs is revealed which brings with it some big surprises</li> <li>What next for the used market as we enter the traditional quieter summer period</li> </ul>	David Holland
11:15	<b>Coffee break</b>	
11:35 40 mins	<b>Session 4: Panel session</b> What have we seen in the first half of this year and what are we expecting in the second half of the year? <ul style="list-style-type: none"> <li>GWM</li> <li>Derren Martin</li> <li>Paul Harrison, Leasing.com</li> <li>Karl Lord, Enterprise Rent a Car</li> </ul>	Chaired by Amanda Brandon
12:15 25 mins	<b>Session 5: Automotive Services International</b> Overview of the PCP market in 2025, what are the trends, impact of Commissions disclosure. What impact does the PCP market have on the leasing and rental market.	Stewart Walker



12:40 5 mins	<b>Chairman's Closing Comments</b> <ul style="list-style-type: none"><li>- Thank delegates and speakers for participating.</li><li>- Thanks to GWM-ORA for hosting us</li><li>- Slides will be made available shortly.</li><li>- Feedback form will be emailed out following this – please do provide us with your comments.</li><li>- Next forum: 13 November, Autotrader – Hemel Hempstead</li></ul>
12:45	Lunch