



A PHYGITAL EVOLUTION



The UK's biggest Remarketing network – BCA opens remarketing facilities in Nottingham

With a UK network of 24 centres from Scotland to the South-West, BCA is integral to the UK motor industry and continues to grow its footprint.

As the UK and Europe's largest vehicle marketplace, BCA helps sellers and buyers alike with a complete range of vehicle buying and selling services, as well as a raft of complementary services such as logistics, storage and vehicle refurbishment.

The UK's biggest remarketing network continues to grow

BCA opened expanded remarketing facilities at the Nottingham centre late last year, with a new back-to-back two-lane auction adding significantly to the facility's volume, efficiency and throughput.

The Nottingham development is part of BCA's ongoing strategy to enhance its remarketing and de-fleet network across the UK, with Nottingham, Bedford, Manchester and Blackbushe all offering selling capacity in excess of 100,000 vehicles annually.

More sellers means more choice

The biggest remarketing network also offers the very best choice of stock for buyers. BCA announced numerous business wins and renewals across the dealer landscape over the past 18 months including H R Owen, JCT 600, Taggarts, Motorline, Halliwell Jones, West Riding Hyundai, Sandown Mercedes, Eden Group, Trust Ford, Snows Group, Hammonds, Imperial Car Supermarkets, Johnsons Cars, LSH, Steven Eagell, Swansway Group and TC Harrison.

BCA also announced its largest motor industry service deal, agreeing a five-year Auto Services Solutions contract with BMW (UK) Limited, which includes its specialist leasing business, Alphabet. BCA provides a full range of joined-up solutions from de-fleet, refurbishment, inspection and collection, inventory management and remarketing, both physical and digital, for BMW UK.

Cazoo, one of the UK's most exciting automotive start-ups, has signed a number of commercial partnership agreements for its vehicle logistics, refurbishment and vehicle disposal

requirements with BCA. BCA will refurbish cars purchased by Cazoo at various BCA-owned locations, with UK-wide logistics support provided by BCA Automotive. In addition, BCA will provide part-exchange disposal services for Cazoo using the BCA Consumer Appraisal and Dealer Pro product set, as well as its market-leading imagery solutions from AutosOnShow.

It all adds up to the widest selection of vehicles at every age, mileage, condition and specification, with more than one million vehicles sold by BCA annually via physical auction, Live Online, Bid Now and Buy Now, e-Auction and virtual sales.

BCA launches Buyer app

The BCA Buyer app offers mobile access to the largest range of used vehicles in the UK with the ability to search and track stock in real-time. The app supports online and in-auction bidding by allowing users to track multiple vehicles in real-time and be notified when bidding starts. Users receive notifications that selected vehicles are approaching their auction slots to ensure they do not miss the chance to place their bid. In addition, app users can instantly purchase vehicles listed at a fixed price from our growing number of Buy Now sales.

The app – free to download on the App Store and Google Play Store – offers a quick search for vehicles by make, model, auction centre, sale date and vendor. A 'free text' search function allows buyers to locate stock by mixing and matching criteria including sale location, registration details and equipment data, such as 'climate control' or 'tow-bar', for example. Results can be sorted across a range of bespoke criteria, from sale catalogue to price and a new 'recently added' function.

Users can view all the vehicles they want to bid on in one screen with a simple vehicle tracking feature and benefit from real-time running orders and vehicle notifications. Mobile users can also now access their saved searches on BCA Search.

BCA launches Daily Pricing with BCA Valuations

BCA now offers daily valuation capability to ensure buyers and sellers are fully informed and in tune with actual market conditions.

A significant expansion of BCA's Decision Intelligence capability is driving greater efficiency and insight, generating significant enhancements to the accuracy of BCA Valuations, which predicts the final hammer price on vehicles. The service is now provided daily to BCA customers using the BCA Dealer Pro system.

BCA Valuations is the only service reflecting remarketing sale values in real-time using insights including cosmetic and mechanical condition, colour and equipment. The service uses fully automated machine learning algorithms to calculate fair and unbiased valuations, based on 200 distinct data points across five million real transactions.

BCA Valuations is game-changing for the remarketing sector and means both buyers and sellers are aligned to actual, real-time market sentiment

BCA plans further enhancements for BCA Dealer Pro in 2019

BCA Dealer Pro delivers a holistic range of dealer support services that make the part-exchange process more efficient and profitable. It is used by leading franchised and independent dealers across the UK and is integral to many manufacturers' used car and online retailing programmes.

Last year was transformational for the service, with over two million vehicle appraisals and valuations conducted. BCA also integrated Partner Finance to the app to fund part-exchange purchases.

BCA is working on a series of integrations with leading technology providers including Dealerweb, EnquiryMAX, Pinewood, Fast Track and CDK to remove the need for rekeying and improve data accuracy. BCA Dealer Pro also has an ongoing Agile development programme in place, working closely with existing customers to drive through regular upgrades and improvements.

BCA launches part-exchange funding

BCA Partner Finance launched a new service for part-exchange vehicles, providing dealers with additional working capital, improving cashflow and profitability and enabling dealers to finance a part-exchange instantly on the forecourt.

BCA Partner Finance helps dealers secure funding to allow them to expand their retail operations. It was the first finance product to launch that was specifically designed for the UK remarketing sector.

The Part-Exchange Funding service is delivered through BCA's Dealer Pro platform which allows dealers to appraise a vehicle and be automatically provided with the BCA Valuation, a real-time view of the trade price, before applying for funding. It creates a unique stock management and funding solution for the all-important part-exchange sector



Launch of cinch

Launched in July 2019, cinch offers a new fast-free way to find, buy and sell a car. It is a new online service putting consumers at the heart of the process, with an intuitive search function that allows them to browse by lifestyle and not just price and model. Consumers are supported in every step of the journey.

cinch works with trusted dealers and car supermarkets in the UK. All cars are under seven years old, and have been driven for 70,000 miles or less. More than 20 dealers and car supermarkets have already partnered with cinch.



The BCA Buyer app offers access to a huge range of used vehicles

For more information, visit bca.co.uk



Key Contacts



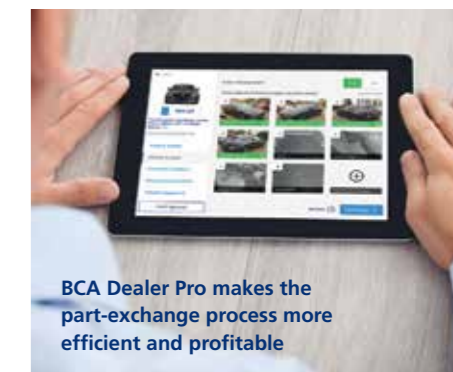
Dene Jones, Chief Marketing and Data Officer



Stuart Pearson, Chief Operating Officer



Craig Purvey, Chief Commercial Officer



BCA Dealer Pro makes the part-exchange process more efficient and profitable