



## Used Stock Holding Policy

Each dealership will maintain a Retail Used Car stock holding and will target the KPI's around their stock at the below limits, this will enable to achieve budgeted used car figures as well as enable us to manage stocking interest, ageing stock and cashflow:

These stock holdings can be amended in agreement with the Company Directors sign off, demonstrating that there is additional opportunity and KPI's are being achieved.

### Stocking

Dealership	Retail Units	Cost Value
Worcester Renault/ Dacia	60	£850,000
Worcester Peugeot	60	£850,000
Worcester Suzuki	50	£800,000
Worcester Honda	55	£800,000
Worcester Skoda	55	£850,000
Worcester Commercial	30	£450,000
Redditch Kia	55	£800,000
Redditch Peugeot	55	£750,000
Redditch Suzuki	50	£800,000
Redditch Vauxhall	120	£1,700,000
Totals	590	£8,650,000

### Buying Block

A buying block will be imposed by Head Office if a dealership reaches 99% of the retail stock value limits or exceeds their stock value limits.

### Auction Purchases

Before attending an auction, funding availability needs to be considered.  
No more than 10 cars can be purchase at an auction without HO prior approval.

### KPI's Targets

- Stockturn- 8 Times
- Autotrader Site Rating- 45+
- Max Stock Age- 90 Days
- Maximum Single Purchase Value without Director Sign off (excl Part Exchange)- £50,000
- Maximum Group Daily Purchase Limit (Group Buyer)- 30 Cars
- Trade Vehicles- turned within 10 Working Days

### Stock Mix

- Use as an indication of stock mix not exact science
- Be aware of your new car sales mix and try to mimic that in terms of used car model mix
- Pricing should be market driven using Retail Checker and be more aggressive as the stock ages, again not an exact science but ultimately maximising stock turn and profit

### Ideal Stock Balance

