

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Total Sales In Territory

Total Territory		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan	Fiat	Mini	Honda	Volvo	Mazda
Territory Rank					1	2	3	4	5	6	7	8	9	10	11	12	12	14	15	16	17	18	19	20
National Rank					1	2	7	5	14	11	13	3	6	4	17	10	12	8	9	20	15	18	16	19
Small Car	Vol	321	56	14	0	25	70	4	30	22	17				11	22		24		71				
	Ter Pen	8.6%	20.2%		0.0%	7.8%	21.8%	1.2%	9.3%	6.9%	5.3%				3.4%	6.9%		7.5%		22.1%				
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%	2.3%	1.0%	4.3%	3.4%				4.0%	13.9%		13.1%		17.4%				
Super Mini	Vol	756	95	11	170	71	106	77	65	17	50		26		26	13		9	11		43	22		8
	Ter Pen	20.1%	34.3%		22.5%	9.4%	14.0%	10.2%	8.6%	2.2%	6.6%		3.4%		3.4%	1.7%		1.2%	1.5%		5.7%	2.9%		1.1%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%	1.1%	3.7%	1.9%		1.8%	2.2%	0.0%	9.0%	4.3%		2.2%
Lower Medium	Vol	580	35	9	63	92	44	40	41	55	8	81	22	51	0	5		5	2	4		37	16	5
	Ter Pen	15.5%	12.6%		10.9%	15.9%	7.6%	6.9%	7.1%	9.5%	1.4%	14.0%	3.8%	8.8%	0.0%	0.9%		0.9%	0.3%	0.7%		6.4%	2.8%	0.9%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%	0.0%	1.1%		3.4%	1.4%	0.4%		3.5%	2.2%	1.2%
Upper Medium/Executive	Vol	175	2	1	2	11	3	6		3	34	8	7	9		12							2	9
	Ter Pen	4.7%	0.7%		1.1%	6.3%	1.7%	3.4%		1.7%	19.4%	16.0%	12.6%	12.6%		6.9%							1.1%	5.1%
	Nat Pen	9.6%	0.2%		1.9%	4.9%	1.7%	3.9%		1.2%	12.7%	7.8%	9.2%	12.8%	0.0%	4.3%		1.3%					2.8%	2.1%
Upper Medium/Executive	Vol	175										20	15	13									0	
	Ter Pen	4.7%	0.0%									16.0%	12.6%	12.6%									1.1%	
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%									3.0%	
Luxury	Vol	7										0	2	2										
	Ter Pen	0.2%	0.0%									0.0%	28.6%	28.6%										
	Nat Pen	0.4%	0.0%									32.9%	10.0%	21.6%										
Sports	Vol	83	2	1	4		3	0				11	17	11					0	0	9			6
	Ter Pen	2.2%	0.7%		4.8%		3.6%	0.0%				13.3%	20.5%	13.3%					0.0%	0.0%	10.8%			7.2%
	Nat Pen	2.8%	0.0%		2.3%	0.0%	0.8%	0.0%				18.8%	15.4%	28.3%					0.4%	0.0%	8.5%	0.0%		6.5%
Sports Utility Vehicles	Vol	1,629	77	6	182	140	83	155	102	109	70	34	67	66	55	50	106	50	76	10	28	14	38	23
	Ter Pen	43.4%	27.8%		11.2%	8.6%	5.1%	9.5%	6.3%	6.7%	4.3%	2.1%	4.1%	4.1%	3.4%	3.1%	6.5%	3.1%	4.7%	0.6%	1.7%	0.9%	2.3%	1.4%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%	0.4%	2.4%	1.4%	3.6%	1.9%
Multi Purpose Vehicles	Vol	76	10	1	19	24	11	0	7	2		0			7	1		2		2				
	Ter Pen	2.0%	3.6%		25.0%	31.6%	14.5%	0.0%	9.2%	2.6%		0.0%			9.2%	1.3%		2.6%		2.6%				
	Nat Pen	1.8%	0.2%		20.8%	24.1%	9.3%	0.0%	6.2%	1.9%		5.8%			15.0%	4.0%		7.0%		1.2%				
Compact-Duty-Van	Vol	5				5																		
	Ter Pen	0.1%	0.0%			100.0%																		
	Nat Pen	0.1%	0.0%		0.0%	84.4%				0.6%					0.6%				9.3%	5.1%				
Heavy-Duty-Van	Vol	14								4		10												
	Ter Pen	0.4%	0.0%							28.6%		71.4%												
	Nat Pen	0.5%	0.0%			0.3%				11.5%		88.2%							0.1%					
Medium-Duty-Van	Vol	16			16																			
	Ter Pen	0.4%	0.0%		100.0%																			
	Nat Pen	0.3%	0.0%		100.0%																			
Other	Vol	91			12	12		26		13		1			12	3				1				
	Ter Pen	2.4%	0.0%		13.2%	13.2%		28.6%		14.3%		1.1%			13.2%	3.3%				1.1%				
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%		4.8%			8.7%	7.4%			0.8%	0.1%				
Pick-Up	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%									100.0%												
Rigid HGV	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%							100.0%														
		3,753	277	43	468	380	320	308	245	225	179	165	156	152	111	106	106	90	89	88	80	73	56	51
					12.5%	10.1%	8.5%	8.2%	6.5%	6.0%	4.8%	4.4%	4.2%	4.1%	3.0%	2.8%	2.8%	2.4%	2.4%	2.3%	2.1%	1.9%	1.5%	1.4%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

Total Territory		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai	Citroen	Honda	Nissan	Volvo	Dacia
Territory Rank					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	18	20
National Rank					1	2	7	16	3	10	6	4	5	14	9	20	8	11	13	19	17	12	15	18
Small Car	Vol	288	48	14	0	24	62	30	4	18				12		64	24		21	8				
	Ter Pen	10.9%	23.8%		0.0%	8.3%	21.5%	10.4%	1.4%	6.3%				4.2%		22.2%	8.3%		7.3%	2.8%				
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%	1.4%	3.3%	5.3%				4.3%		15.6%	13.6%		11.2%	5.5%				
Super Mini	Vol	629	78	11	145	53	89	51	60	15	26			40			8	39	12	21	15	11		16
	Ter Pen	23.8%	38.6%		23.1%	8.4%	14.1%	8.1%	9.5%	2.4%	4.1%			6.4%			1.3%	6.2%	1.9%	3.3%	2.4%	1.7%		2.5%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%	0.7%		3.4%		0.0%	1.6%	8.4%	1.9%	2.5%	4.3%	2.5%		5.3%
Lower Medium	Vol	412	26	4	46	60	30	23	20	41	21	61	38	5		2	2		3	0	32	2	13	
	Ter Pen	15.6%	12.9%		11.2%	14.6%	7.3%	5.6%	4.9%	10.0%	5.1%	14.8%	9.2%	1.2%		0.5%	0.5%		0.7%	0.0%	7.8%	0.5%	3.2%	
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%	5.4%	15.8%	11.2%	0.6%		0.7%	2.3%		1.4%	0.0%	4.6%	1.9%	2.5%	
Upper Medium/Executive	Vol	128	1		2	8	1		4	2	6	7	7	14					3				2	
	Ter Pen	4.8%	0.5%		1.6%	6.3%	0.8%		3.1%	1.6%	16.4%	20.3%	14.8%	10.9%					2.3%				1.6%	
	Nat Pen	5.6%	0.1%		1.6%	3.2%	1.3%		1.5%	1.6%	6.6%	7.5%	11.4%	9.0%			0.9%		3.6%	0.0%			4.3%	
Upper Medium/Executive	Vol	128									15	19	12										0	
	Ter Pen	4.8%	0.0%								16.4%	20.3%	14.8%										1.6%	
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%										5.2%	
Luxury	Vol	6									1	0	2											
	Ter Pen	0.2%	0.0%								16.7%	0.0%	33.3%											
	Nat Pen	0.4%	0.0%								6.6%	31.5%	17.0%											
Sports	Vol	78	2	1	3		3		0		17	9	11			0		7				0		
	Ter Pen	3.0%	1.0%		3.8%		3.8%		0.0%		21.8%	11.5%	14.1%			0.0%		9.0%				0.0%		
	Nat Pen	2.9%	0.0%		3.3%	0.0%	0.9%		0.0%		13.7%	14.7%	19.4%			0.0%		12.1%			0.0%	0.6%		
Sports Utility Vehicles	Vol	1,024	46	2	101	88	48	57	50	63	57	24	56	43	103	4	34	22	26	26	11	37	35	26
	Ter Pen	38.8%	22.8%		9.9%	8.6%	4.7%	5.6%	4.9%	6.2%	5.6%	2.3%	5.5%	4.2%	10.1%	0.4%	3.3%	2.1%	2.5%	2.5%	1.1%	3.6%	3.4%	2.5%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%	0.5%	5.4%	2.7%	3.2%	1.9%	1.8%	6.0%	4.1%	2.8%
Multi Purpose Vehicles	Vol	15	1	0	3	4	1	0	0	1		0				1	2		1	2				
	Ter Pen	0.6%	0.5%		20.0%	26.7%	6.7%	0.0%	0.0%	6.7%		0.0%				6.7%	13.3%		6.7%	13.3%				
	Nat Pen	0.8%	0.0%		12.0%	22.0%	3.1%	1.6%	0.0%	2.1%		10.4%				2.7%	16.1%		12.1%	12.9%				
Compact-Duty-Van	Vol																							
	Ter Pen	0.0%	0.0%		0.0%					3.1%														
	Nat Pen	0.0%	0.0%		0.0%	39.8%										27.5%				1.4%		28.3%		
Heavy-Duty-Van	Vol	11								4		7												
	Ter Pen	0.4%	0.0%							36.4%		63.6%										0.1%		
	Nat Pen	0.5%	0.0%			0.4%				13.0%		86.6%												
Medium-Duty-Van	Vol	14			14																			
	Ter Pen	0.5%	0.0%		100.0%																			
	Nat Pen	0.5%	0.0%		100.0%																			
Other	Vol	36			1	1			15	3		1				1			1	2				
	Ter Pen	1.4%	0.0%		2.8%	2.8%			41.7%	8.3%		2.8%				2.8%			2.8%	5.6%				
	Nat Pen	1.5%	0.0%		7.5%	2.8%			19.0%	2.3%		3.5%				0.1%			3.1%	5.8%		0.0%		
Pick-Up	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%									100.0%												
Rigid HGV	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%							100.0%														
		2,641	202	32	315	238	234	161	153	147	143	128	126	114	103	72	70	68	67	59	58	50	50	42
					11.9%	9.0%	8.9%	6.1%	5.8%	5.6%	5.4%	4.8%	4.8%	4.3%	3.9%	2.7%	2.7%	2.6%	2.5%	2.2%	2.2%	1.9%	1.9%	1.6%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

Total Territory		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Kia	Renault	Fiat	Honda	Audi	Jeep	Suzuki	Mini
Territory Rank					1	2	3	4	5	6	7	8	9	9	11	12	13	13	15	16	17	17	17	20
National Rank					5	1	2	8	12	13	11	15	10	7	3	4	9	14	19	17	6	20	18	16
Small Car	Vol	33	8	0	0	0	1	8	0	4	5	3	1				3	7					0	
	Ter Pen	3.0%	10.7%		0.0%	0.0%	3.0%	24.2%	0.0%	12.1%	15.2%	9.1%	3.0%				9.1%	21.2%					0.0%	
	Nat Pen	4.0%	0.7%		0.4%	0.0%	3.1%	17.4%	0.3%	2.6%	1.9%	1.3%	18.8%				12.2%	12.2%	20.6%				4.4%	
Super Mini	Vol	127	17	0	17	25	18	17	14	2	10	5	1				1	3		7			2	4
	Ter Pen	11.4%	22.7%		13.4%	19.7%	14.2%	13.4%	11.0%	1.6%	7.9%	3.9%	0.8%				0.8%	2.4%		5.5%			1.6%	3.1%
	Nat Pen	12.0%	0.7%		14.7%	15.9%	8.7%	6.0%	2.4%	1.3%	4.6%	5.6%	2.0%	1.7%		1.8%	2.2%	7.2%	0.0%	4.2%	5.8%		2.7%	9.8%
Lower Medium	Vol	168	9	5	20	17	32	14	18	14	3		2	0	20	13	3		2	5	1			
	Ter Pen	15.1%	12.0%		11.9%	10.1%	19.0%	8.3%	10.7%	8.3%	1.8%		1.2%	0.0%	11.9%	7.7%	1.8%		1.2%	3.0%	0.6%			
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%	4.7%	7.1%	3.1%	0.6%	0.0%	1.0%	1.1%	14.7%	12.4%	4.2%	0.5%	0.3%	2.7%	5.9%			
Upper Medium/Executive	Vol	47	1	1	2	0	3	2		1	20		9		1	2					1			
	Ter Pen	4.2%	1.3%		4.3%	0.0%	6.4%	4.3%		2.1%	42.6%		19.1%		4.3%	6.4%					2.1%			
	Nat Pen	13.1%	0.2%		4.8%	2.0%	5.5%	1.8%		1.0%	14.1%	0.0%	4.5%		7.9%	13.4%	1.4%				10.1%			
Upper Medium/Executive	Vol	47													1	1								
	Ter Pen	4.2%	0.0%												4.3%	6.4%								
	Nat Pen	13.1%	0.2%												9.6%	9.1%								
Luxury	Vol	1																			1			
	Ter Pen	0.1%	0.0%																		100.0%			
	Nat Pen	0.3%	0.0%													34.3%	26.0%				13.3%			
Sports	Vol	5	0			1		0							2				0					2
	Ter Pen	0.4%	0.0%			20.0%		0.0%							40.0%				0.0%					40.0%
	Nat Pen	2.6%	0.0%			1.4%	0.0%	0.7%						0.3%	22.7%	36.9%			0.0%	0.0%				5.0%
Sports Utility Vehicles	Vol	605	31	4	105	81	52	35	45	46	27	29	24	39	10	10	16	13	6	3	10	13	11	6
	Ter Pen	54.4%	41.3%		17.4%	13.4%	8.6%	5.8%	7.4%	7.6%	4.5%	4.8%	4.0%	6.4%	1.7%	1.7%	2.6%	2.1%	1.0%	0.5%	1.7%	2.1%	1.8%	1.0%
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%	2.3%	3.0%	4.3%	9.4%	4.8%	4.5%	5.4%	3.3%	0.2%	1.0%	5.5%	0.7%	1.5%	2.2%
Multi Purpose Vehicles	Vol	61	9	1	0	16	20	10	7	1		5					0	1	1					
	Ter Pen	5.5%	12.0%		0.0%	26.2%	32.8%	16.4%	11.5%	1.6%		8.2%					0.0%	1.6%	1.6%					
	Nat Pen	2.6%	0.3%		0.0%	23.3%	24.7%	11.0%	7.5%	1.8%		15.6%	1.8%		4.6%		4.4%	4.5%	0.7%					
Compact-Duty-Van	Vol	5					5																	
	Ter Pen	0.4%	0.0%				100.0%																	
	Nat Pen	0.2%	0.0%			0.0%	91.4%			0.2%		0.5%		6.3%					1.5%					
Heavy-Duty-Van	Vol	3								0					3									
	Ter Pen	0.3%	0.0%							0.0%					100.0%			0.0%						
	Nat Pen	0.6%	0.0%				0.2%			10.4%				0.1%	89.3%									
Medium-Duty-Van	Vol	2				2																		
	Ter Pen	0.2%	0.0%			100.0%																		
	Nat Pen	0.1%	0.0%			100.0%																		
Other	Vol	55			11	11	11			10		10	2						0					
	Ter Pen	4.9%	0.0%		20.0%	20.0%	20.0%			18.2%		18.2%	3.6%						0.0%					
	Nat Pen	2.4%	0.0%		14.4%	23.1%	10.0%			12.1%		10.4%	9.8%	1.2%	5.6%				0.1%					
Pick-Up	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%												100.0%									
Rigid HGV	Vol																							
	Ter Pen	0.0%	0.0%																					
	Nat Pen	0.0%	0.0%							#DIV/0														
		1,112	75	11	155	153	142	86	84	78	65	52	39	39	37	26	20	20	16	15	13	13	13	12
					13.9%	13.8%	12.8%	7.7%	7.6%	7.0%	5.8%	4.7%	3.5%	3.5%	3.3%	2.3%	1.8%	1.8%	1.4%	1.3%	1.2%	1.2%	1.2%	1.1%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

LL11		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Land Rover	Hyundai	Kia	Nissan
Territory Rank					4	1	3	5	2	7	15	8	14	10	6	11	12	9	12
Small Car	Vol	145	21	5	0	22	26	0	28	3					3		4	6	
	Ter Pen	16.3%	20.0%		0.0%	15.2%	17.9%	0.0%	19.3%	2.1%					2.1%		2.8%	4.1%	
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%	2.3%	1.0%	4.3%					4.0%		13.9%	13.1%	
Super Mini	Vol	183	42	2	26	27	44	9	32	2	2		3		9		1	3	1
	Ter Pen	20.6%	40.0%		14.2%	14.8%	24.0%	4.9%	17.5%	1.1%	1.1%		1.6%		4.9%		0.5%	1.6%	0.5%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%		1.9%	1.8%	2.2%
Lower Medium	Vol	149	10	2	9	37	12	8	25	13	1	15	2	11	0		0	2	0
	Ter Pen	16.8%	9.5%		6.0%	24.8%	8.1%	5.4%	16.8%	8.7%	0.7%	10.1%	1.3%	7.4%	0.0%		0.0%	1.3%	0.0%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%	0.0%		1.1%	3.4%	1.4%
Upper Medium/Executive	Vol	29	2		0	5	2	0			4	2	1	1			1		
	Ter Pen	3.3%	1.9%		0.0%	17.2%	6.9%	0.0%			13.8%	6.9%	3.4%	3.4%			3.4%		
	Nat Pen	9.6%	0.2%		1.9%	4.9%	1.7%	3.9%			12.7%	7.8%	9.2%	12.8%			4.3%		
Upper Medium/Executive	Vol	29										1	2	2					
	Ter Pen	3.3%	0.0%									3.4%	6.9%	6.9%					
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%					
Sports	Vol	13	0		1		0					3	1	0					0
	Ter Pen	1.5%	0.0%		7.7%		0.0%					23.1%	7.7%	0.0%					0.0%
	Nat Pen	2.8%	0.0%		2.3%		0.8%					18.8%	15.4%	28.3%					0.4%
Sports Utility Vehicles	Vol	321	28	0	28	50	28	21	43	13	3	3	3	7	19	18	7	11	12
	Ter Pen	36.1%	26.7%		8.7%	15.6%	8.7%	6.5%	13.4%	4.0%	0.9%	0.9%	0.9%	2.2%	5.9%	5.6%	2.2%	3.4%	3.7%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	7.8%	3.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	25	2	1	7	7	3	0	4	1					1				
	Ter Pen	2.8%	1.9%		28.0%	28.0%	12.0%	0.0%	16.0%	4.0%					4.0%				
	Nat Pen	1.8%	0.2%		20.8%	24.1%	9.3%	0.0%	6.2%	1.9%					15.0%				
Compact-Duty Van	Vol	1				1													
	Ter Pen	0.1%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			84.4%													
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.1%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									88.2%							
Medium-Duty-Van	Vol	3			3														
	Ter Pen	0.3%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	18			1	4		1		3					5				
	Ter Pen	2.0%	0.0%		5.6%	22.2%		5.6%		16.7%					27.8%				
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%					8.7%				
		888	105	10	75	153	115	39	132	35	10	25	12	21	37	18	13	22	13
					8.4%	17.2%	13.0%	4.4%	14.9%	3.9%	1.1%	2.8%	1.4%	2.4%	4.2%	2.0%	1.5%	2.5%	1.5%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

LL12		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					3	2	1	7	10	9	13	4	5	6	15	8	10	13	12
Small Car	Vol	37	14	1	0	1	15	1	0	1	1				0	7		6	
	Ter Pen	7.3%	20.9%		0.0%	2.7%	40.5%	2.7%	0.0%	2.7%	2.7%				0.0%	18.9%		16.2%	
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%	2.3%	1.0%	4.3%	3.4%				4.0%	13.9%		13.1%	
Super Mini	Vol	91	22	1	17	13	23	3	5	1	3		5		1	4		2	1
	Ter Pen	18.0%	32.8%		18.7%	14.3%	25.3%	3.3%	5.5%	1.1%	3.3%		5.5%		1.1%	4.4%		2.2%	1.1%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%	1.9%		1.8%	2.2%
Lower Medium	Vol	82	11	3	5	9	14	6	2	3	0	18	4	10		0		0	0
	Ter Pen	16.2%	16.4%		6.1%	11.0%	17.1%	7.3%	2.4%	3.7%	0.0%	22.0%	4.9%	12.2%		0.0%		0.0%	0.0%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%		1.1%		3.4%	1.4%
Upper Medium/Executive	Vol	30	0	1	2	3	1				1	2	0	2		2			
	Ter Pen	5.9%	0.0%		6.7%	10.0%	3.3%				3.3%	6.7%	0.0%	6.7%		6.7%			
	Nat Pen	9.6%	0.2%		1.9%	4.9%	1.7%				12.7%	7.8%	9.2%	12.8%		4.3%			
Upper Medium/Executive	Vol	30										5	3	5					
	Ter Pen	5.9%	0.0%									16.7%	10.0%	16.7%					
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%					
Luxury	Vol	0										0		0					
	Ter Pen	0.0%	0.0%									0.0%		0.0%					
	Nat Pen	0.4%	0.0%									32.9%		21.6%					
Sports	Vol	11			0							1	6	1					
	Ter Pen	2.2%	0.0%		0.0%							9.1%	54.5%	9.1%					
	Nat Pen	2.8%	0.0%		2.3%							18.8%	15.4%	28.3%					
Sports Utility Vehicles	Vol	222	18	2	15	21	20	12	11	9	7	8	15	14	7	9	18	3	16
	Ter Pen	43.9%	26.9%		6.8%	9.5%	9.0%	5.4%	5.0%	4.1%	3.2%	3.6%	6.8%	6.3%	3.2%	4.1%	8.1%	1.4%	7.2%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	16	2		6	6	2	0							1			1	
	Ter Pen	3.2%	3.0%		37.5%	37.5%	12.5%	0.0%							6.3%			6.3%	
	Nat Pen	1.8%	0.2%		20.8%	24.1%	9.3%	0.0%							15.0%			7.0%	
Compact-Duty -Van	Vol	1				1													
	Ter Pen	0.2%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			84.4%													
Heavy-Duty-Van	Vol	6								2		4							
	Ter Pen	1.2%	0.0%							33.3%		66.7%							
	Nat Pen	0.5%	0.0%							11.5%		88.2%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.2%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	9			0	1		2		3		0				1			
	Ter Pen	1.8%	0.0%		0.0%	11.1%		22.2%		33.3%		0.0%				11.1%			
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%		4.8%				7.4%			
		506	67	8	46	55	75	24	18	19	12	38	33	32	9	23	18	12	17
					9.1%	10.9%	14.8%	4.7%	3.6%	3.8%	2.4%	7.5%	6.5%	6.3%	1.8%	4.5%	3.6%	2.4%	3.4%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

LL13		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					1	2	4	5	3	6	9	7	8	10	11	12	15	13	14
Small Car	Vol	26	8	3	0	0	11	0	1	4	0				3	0		3	
	Ter Pen	5.0%	21.1%		0.0%	0.0%	42.3%	0.0%	3.8%	15.4%	0.0%				11.5%	0.0%		11.5%	
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%	2.3%	1.0%	4.3%	3.4%				4.0%	13.9%		13.1%	
Super Mini	Vol	99	12	1	26	10	13	4	15	2	2		5		4	2		2	2
	Ter Pen	19.0%	31.6%		26.3%	10.1%	13.1%	4.0%	15.2%	2.0%	2.0%		5.1%		4.0%	2.0%		2.0%	2.0%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%	1.9%		1.8%	2.2%
Lower Medium	Vol	78	3	1	10	14	4	4	8	6		14	3	5		1		1	
	Ter Pen	15.0%	7.9%		12.8%	17.9%	5.1%	5.1%	10.3%	7.7%		17.9%	3.8%	6.4%		1.3%		1.3%	
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%		15.1%	5.7%	11.9%		1.1%		3.4%	
Upper Medium/Executive	Vol	19	0	0	0	0	0	1			1	0	2	1		2			
	Ter Pen	3.7%	0.0%		0.0%	0.0%	0.0%	5.3%			5.3%	0.0%	10.5%	5.3%		10.5%			
	Nat Pen	9.6%	0.2%		1.9%	4.9%	1.7%	3.9%			12.7%	7.8%	9.2%	12.8%		4.3%			
Upper Medium/Executive	Vol	19										3	2	1					
	Ter Pen	3.7%	0.0%									15.8%	10.5%	5.3%					
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%					
Luxury	Vol	2										0	1						
	Ter Pen	0.4%	0.0%									0.0%	50.0%						
	Nat Pen	0.4%	0.0%									32.9%	10.0%						
Sports	Vol	15	1	1	0		2					1	1	1					
	Ter Pen	2.9%	2.6%		0.0%		13.3%					6.7%	6.7%	6.7%					
	Nat Pen	2.8%	0.0%		2.3%		0.8%					18.8%	15.4%	28.3%					
Sports Utility Vehicles	Vol	249	11	0	20	27	11	24	20	21	19	9	11	9	5	6	9	6	9
	Ter Pen	47.9%	28.9%		8.0%	10.8%	4.4%	9.6%	8.0%	8.4%	7.6%	3.6%	4.4%	3.6%	2.0%	2.4%	3.6%	2.4%	3.6%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	11	3		1	4	3	0	1						1	1			
	Ter Pen	2.1%	7.9%		9.1%	36.4%	27.3%	0.0%	9.1%						9.1%	9.1%			
	Nat Pen	1.8%	0.2%		20.8%	24.1%	9.3%	0.0%	6.2%						15.0%	4.0%			
Compact-Duty-Van	Vol	1				1													
	Ter Pen	0.2%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			84.4%													
Heavy-Duty-Van	Vol	2										2							
	Ter Pen	0.4%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									88.2%							
Medium-Duty-Van	Vol	2			2														
	Ter Pen	0.4%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	16			3	1		4		2					3	1			
	Ter Pen	3.1%	0.0%		18.8%	6.3%		25.0%		12.5%					18.8%	6.3%			
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%					8.7%	7.4%			
		520	38	6	62	57	44	37	45	35	22	29	25	17	16	13	9	12	11
					11.9%	11.0%	8.5%	7.1%	8.7%	6.7%	4.2%	5.6%	4.8%	3.3%	3.1%	2.5%	1.7%	2.3%	2.1%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

LL14		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					1	4	5	3	9	2	7	7	6	11	11	14	15	13	10
Small Car	Vol	26	3			1	3	1		8	2				3	1		2	
	Ter Pen	4.9%	9.4%			3.8%	11.5%	3.8%		30.8%	7.7%				11.5%	3.8%		7.7%	
	Nat Pen	5.9%	1.0%			6.2%	16.5%	2.3%		4.3%	3.4%				4.0%	13.9%		13.1%	
Super Mini	Vol	115	11	0	38	5	11	17	5	6	7		7		3	0		0	3
	Ter Pen	21.8%	34.4%		33.0%	4.3%	9.6%	14.8%	4.3%	5.2%	6.1%		6.1%		2.6%	0.0%		0.0%	2.6%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%	1.9%		1.8%	2.2%
Lower Medium	Vol	95	5	2	14	15	7	3	3	22	1	11	2			2		0	
	Ter Pen	18.0%	15.6%		14.7%	15.8%	7.4%	3.2%	3.2%	23.2%	1.1%	11.6%	2.1%			2.1%		0.0%	
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%			1.1%		3.4%	
Upper Medium/Executive	Vol	29				1		4		1	6	1	1			3			
	Ter Pen	5.5%	0.0%			3.4%		13.8%		3.4%	20.7%	3.4%	3.4%			10.3%			
	Nat Pen	9.6%	0.2%			4.9%		3.9%		1.2%	12.7%	7.8%	9.2%			4.3%			
Upper Medium/Executive	Vol	29										5	2						
	Ter Pen	5.5%	0.0%									17.2%	6.9%						
	Nat Pen	9.6%	0.2%									10.6%	5.7%						
Luxury	Vol	1												1					
	Ter Pen	0.2%	0.0%											100.0%					
	Nat Pen	0.4%	0.0%											21.6%					
Sports	Vol	3	1				1						1						
	Ter Pen	0.6%	3.1%				33.3%						33.3%						
	Nat Pen	2.8%	0.0%				0.8%						15.4%						
Sports Utility Vehicles	Vol	228	9		34	12	9	33	13	32	6	3	10	6	7	6	7	11	16
	Ter Pen	43.3%	28.1%		14.9%	5.3%	3.9%	14.5%	5.7%	14.0%	2.6%	1.3%	4.4%	2.6%	3.1%	2.6%	3.1%	4.8%	7.0%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	10	3		2	3	3	0		1		0			0				
	Ter Pen	1.9%	9.4%		20.0%	30.0%	30.0%	0.0%		10.0%		0.0%			0.0%				
	Nat Pen	1.8%	0.2%		20.8%	24.1%	9.3%	0.0%		1.9%		5.8%			15.0%				
Compact-Duty-Van	Vol	1				1													
	Ter Pen	0.2%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			84.4%													
Heavy-Duty-Van	Vol	3								2		1							
	Ter Pen	0.6%	0.0%							66.7%		33.3%							
	Nat Pen	0.5%	0.0%							11.5%		88.2%							
Medium-Duty-Van	Vol	3			3														
	Ter Pen	0.6%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	13			2	4		3		1		1			2				
	Ter Pen	2.5%	0.0%		15.4%	30.8%		23.1%		7.7%		7.7%			15.4%				
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%		4.8%			8.7%				
		527	32	2	93	42	34	61	21	73	22	22	23	15	15	12	7	13	19
					17.6%	8.0%	6.5%	11.6%	4.0%	13.9%	4.2%	4.2%	4.4%	2.8%	2.8%	2.3%	1.3%	2.5%	3.6%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Total Sales In Territory

LL20		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					1	4	4	3	8	2	7	14	10	6	8	10	10	15	10
Small Car	Vol	13	5		0	1	5			3					0	1			
	Ter Pen	11.5%	55.6%		0.0%	7.7%	38.5%			23.1%					0.0%	7.7%			
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%			4.3%					4.0%	13.9%			
Super Mini	Vol	30	1		11	1	1	1	4	2	4		1		1				1
	Ter Pen	26.5%	11.1%		36.7%	3.3%	3.3%	13.3%	6.7%	13.3%	3.3%		3.3%		3.3%				3.3%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%				2.2%
Lower Medium	Vol	13	1		1	3	1	3	0	1	1	1		2	0				
	Ter Pen	11.5%	11.1%		7.7%	23.1%	7.7%	23.1%	0.0%	7.7%	7.7%	7.7%		15.4%	0.0%				
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%		11.9%	0.0%				
Upper Medium/Executive	Vol	3	0		0		0				0	0		1		2			
	Ter Pen	2.7%	0.0%		0.0%		0.0%				0.0%	0.0%		33.3%		66.7%			
	Nat Pen	9.6%	0.2%		1.9%		1.7%				12.7%	7.8%		12.8%		4.3%			
Upper Medium/Executive	Vol	3											0						
	Ter Pen	2.7%	0.0%										0.0%						
	Nat Pen	9.6%	0.2%										5.7%						
Sports	Vol	2												1					
	Ter Pen	1.8%	0.0%										50.0%	50.0%					
	Nat Pen	2.8%	0.0%										15.4%	28.3%					
Sports Utility Vehicles	Vol	48	2	1	6	5	3	6		5	1	1	1	4	1	0	3	1	2
	Ter Pen	42.5%	22.2%		12.5%	10.4%	6.3%	12.5%		10.4%	2.1%	2.1%	2.1%	8.3%	2.1%	0.0%	6.3%	2.1%	4.2%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%		4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	1				0		0							1				
	Ter Pen	0.9%	0.0%			0.0%		0.0%							100.0%				
	Nat Pen	1.8%	0.2%			24.1%		0.0%							15.0%				
Other	Vol	3			0			1		1					1				
	Ter Pen	2.7%	0.0%		0.0%			33.3%		33.3%					33.3%				
	Nat Pen	2.0%	0.0%		17.4%			16.1%		8.5%					8.7%				
		113	9	1	18	10	10	11	4	12	6	2	3	8	4	3	3	1	3
					15.9%	8.8%	8.8%	9.7%	3.5%	10.6%	5.3%	1.8%	2.7%	7.1%	3.5%	2.7%	2.7%	0.9%	2.7%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

LL21		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					1	4	5	13	14	8	6	8	6	8	8	2	3	8	14
Small Car	Vol	8	2	0			2			0	1					2			
	Ter Pen	8.0%	50.0%				25.0%			0.0%	12.5%					25.0%			
	Nat Pen	5.9%	1.0%				16.5%			4.3%	3.4%					13.9%			
Super Mini	Vol	11		2	2	1	2	1	0		2				0				2
	Ter Pen	11.0%	0.0%		18.2%	9.1%	18.2%	9.1%	0.0%		18.2%				0.0%				18.2%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%		3.9%				3.7%				2.2%
Lower Medium	Vol	15			2	1		0	1	1		2	3	2		2			
	Ter Pen	15.0%	0.0%		13.3%	6.7%		0.0%	6.7%	6.7%		13.3%	20.0%	13.3%		13.3%			
	Nat Pen	16.7%	0.7%		14.7%	15.3%		6.4%	5.3%	5.0%		15.1%	5.7%	11.9%		1.1%			
Upper Medium/Executive	Vol	2				0								0		1			
	Ter Pen	2.0%	0.0%			0.0%								0.0%		50.0%			
	Nat Pen	9.6%	0.2%			4.9%								12.8%		4.3%			
Sports	Vol	2										0		1					
	Ter Pen	2.0%	0.0%									0.0%		50.0%					
	Nat Pen	2.8%	0.0%									18.8%		28.3%					
Sports Utility Vehicles	Vol	60	2	0	8	5	2	2	1	3	2	2	2	1	3	4	8	4	0
	Ter Pen	60.0%	50.0%		13.3%	8.3%	3.3%	3.3%	1.7%	5.0%	3.3%	3.3%	3.3%	1.7%	5.0%	6.7%	13.3%	6.7%	0.0%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	0		0			0												
	Ter Pen	0.0%	0.0%				0.0%												
	Nat Pen	1.8%	0.2%				9.3%												
Medium-Duty-Van	Vol	1			1														
	Ter Pen	1.0%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	1			0					0					1				
	Ter Pen	1.0%	0.0%		0.0%					0.0%					100.0%				
	Nat Pen	2.0%	0.0%		17.4%					8.5%					8.7%				
		100	4	2	13	7	6	3	2	4	5	4	5	4	4	9	8	4	2
					13.0%	7.0%	6.0%	3.0%	2.0%	4.0%	5.0%	4.0%	5.0%	4.0%	4.0%	9.0%	8.0%	4.0%	2.0%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

SY10		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Land Rover	Hyundai	Kia	Nissan
Territory Rank					1	5	11	2	13	7	4	7	3	7	10	5	12	14	15
Small Car	Vol	17	2	0	0	0	2			1	1				1		1	2	
	Ter Pen	5.7%	28.6%		0.0%	0.0%	11.8%			5.9%	5.9%				5.9%		5.9%	11.8%	
	Nat Pen	5.9%	1.0%		0.0%	6.2%	16.5%			4.3%	3.4%				4.0%		13.9%	13.1%	
Super Mini	Vol	70	3	1	12	4	4	12	1	3	7		2		3		2	0	
	Ter Pen	23.4%	42.9%		17.1%	5.7%	5.7%	17.1%	1.4%	4.3%	10.0%		2.9%		4.3%		2.9%	0.0%	
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%		1.9%	1.8%	
Lower Medium	Vol	34	0	0	7	4	0	4	0	1	2	6	3	2					0
	Ter Pen	11.4%	0.0%		20.6%	11.8%	0.0%	11.8%	0.0%	2.9%	5.9%	17.6%	8.8%	5.9%					0.0%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%					1.4%
Upper Medium/Executive	Vol	16				1		0		1	2	2	1	1			0		
	Ter Pen	5.4%	0.0%			6.3%		0.0%		6.3%	12.5%	12.5%	6.3%	6.3%			0.0%		
	Nat Pen	9.6%	0.2%			4.9%		3.9%		1.2%	12.7%	7.8%	9.2%	12.8%			4.3%		
Upper Medium/Executive	Vol	16										2	2	0					
	Ter Pen	5.4%	0.0%									12.5%	12.5%	0.0%					
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%					
Luxury	Vol	1												1					
	Ter Pen	0.3%	0.0%											100.0%					
	Nat Pen	0.4%	0.0%											21.6%					
Sports	Vol	10			1			0				2	1	0					
	Ter Pen	3.3%	0.0%		10.0%			0.0%				20.0%	10.0%	0.0%					
	Nat Pen	2.8%	0.0%		2.3%			0.0%				18.8%	15.4%	28.3%					
Sports Utility Vehicles	Vol	140	2	1	15	7	3	12	4	7	7	0	11	9	4	18	5	3	4
	Ter Pen	46.8%	28.6%		10.7%	5.0%	2.1%	8.6%	2.9%	5.0%	5.0%	0.0%	7.9%	6.4%	2.9%	12.9%	3.6%	2.1%	2.9%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	7.8%	3.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	7			1	2			1						3		0		
	Ter Pen	2.3%	0.0%		14.3%	28.6%			14.3%						42.9%		0.0%		
	Nat Pen	1.8%	0.2%		20.8%	24.1%			6.2%						15.0%		4.0%		
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.3%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									88.2%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.3%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	2						1		0									
	Ter Pen	0.7%	0.0%					50.0%		0.0%									
	Nat Pen	2.0%	0.0%					16.1%		8.5%									
		299	7	2	37	18	9	29	6	13	19	13	20	13	11	18	8	5	4
					12.4%	6.0%	3.0%	9.7%	2.0%	4.3%	6.4%	4.3%	6.7%	4.3%	3.7%	6.0%	2.7%	1.7%	1.3%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Total Sales In Territory

SY11		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Hyundai	Land Rover	Kia	Nissan
Territory Rank					2	9	12	1	10	5	3	5	7	4	13	7	13	10	13
Small Car	Vol	36	1	3			4	2	1		8				1	4		4	
	Ter Pen	7.4%	20.0%				11.1%	5.6%	2.8%		22.2%				2.8%	11.1%		11.1%	
	Nat Pen	5.9%	1.0%				16.5%	2.3%	1.0%		3.4%				4.0%	13.9%		13.1%	
Super Mini	Vol	93	1	1	25	3	2	24	2	0	19		1		3	3		0	1
	Ter Pen	19.0%	20.0%		26.9%	3.2%	2.2%	25.8%	2.2%	0.0%	20.4%		1.1%		3.2%	3.2%		0.0%	1.1%
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%	1.9%		1.8%	2.2%
Lower Medium	Vol	65	1		9	3	1	10	1	4	2	8	3	6		0		2	2
	Ter Pen	13.3%	20.0%		13.8%	4.6%	1.5%	15.4%	1.5%	6.2%	3.1%	12.3%	4.6%	9.2%		0.0%		3.1%	3.1%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%		1.1%		3.4%	1.4%
Upper Medium/Executive	Vol	35	0				0	1		1	17	1	1	2		1			
	Ter Pen	7.2%	0.0%				0.0%	2.9%		2.9%	48.6%	2.9%	2.9%	5.7%		2.9%			
	Nat Pen	9.6%	0.2%				1.7%	3.9%		1.2%	12.7%	7.8%	9.2%	12.8%		4.3%			
Upper Medium/Executive	Vol	35										4	2	2					
	Ter Pen	7.2%	0.0%									11.4%	5.7%	5.7%					
	Nat Pen	9.6%	0.2%									10.6%	5.7%	8.5%					
Luxury	Vol	0												0					
	Ter Pen	0.0%	0.0%											0.0%					
	Nat Pen	0.4%	0.0%											21.6%					
Sports	Vol	14			2							1	4	4					
	Ter Pen	2.9%	0.0%		14.3%							7.1%	28.6%	28.6%					
	Nat Pen	2.8%	0.0%		2.3%							18.8%	15.4%	28.3%					
Sports Utility Vehicles	Vol	214	2	1	37	9	3	35	6	12	18	6	8	7	5	10	9	5	6
	Ter Pen	43.8%	40.0%		17.3%	4.2%	1.4%	16.4%	2.8%	5.6%	8.4%	2.8%	3.7%	3.3%	2.3%	4.7%	4.2%	2.3%	2.8%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	3.8%	7.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	5			2	2		0	1						0	0		0	
	Ter Pen	1.0%	0.0%		40.0%	40.0%		0.0%	20.0%						0.0%	0.0%		0.0%	
	Nat Pen	1.8%	0.2%		20.8%	24.1%		0.0%	6.2%						15.0%	4.0%		7.0%	
Heavy-Duty-Van	Vol	0										0							
	Ter Pen	0.0%	0.0%									0.0%							
	Nat Pen	0.5%	0.0%									88.2%							
Medium-Duty-Van	Vol	4			4														
	Ter Pen	0.8%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	23			3	1		13		3						1			
	Ter Pen	4.7%	0.0%		13.0%	4.3%		56.5%		13.0%						4.3%			
	Nat Pen	2.0%	0.0%		17.4%	7.4%		16.1%		8.5%						7.4%			
		489	5	5	82	18	10	85	11	20	64	20	19	21	9	19	9	11	9
					16.8%	3.7%	2.0%	17.4%	2.2%	4.1%	13.1%	4.1%	3.9%	4.3%	1.8%	3.9%	1.8%	2.2%	1.8%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Total Sales In Territory

SY12		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Land Rover	Hyundai	Kia	Nissan
Territory Rank					1	9	6	2	13	6	3	15	4	6	11	10	12	13	4
Small Car	Vol	6	0	2		0	2			1	2						0	0	
	Ter Pen	3.7%	0.0%			0.0%	33.3%			16.7%	33.3%						0.0%	0.0%	
	Nat Pen	5.9%	1.0%			6.2%	16.5%			4.3%	3.4%						13.9%	13.1%	
Super Mini	Vol	31	0	1	10	2	1	4	0		1		1		1			1	
	Ter Pen	19.3%	0.0%		32.3%	6.5%	3.2%	12.9%	0.0%		3.2%		3.2%		3.2%			3.2%	
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%		3.9%		5.2%		3.7%			1.8%	
Lower Medium	Vol	27	3		4	3	3	2	0	2	1	0	2	2			0		0
	Ter Pen	16.8%	75.0%		14.8%	11.1%	11.1%	7.4%	0.0%	7.4%	3.7%	0.0%	7.4%	7.4%			0.0%		0.0%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%	0.6%	15.1%	5.7%	11.9%			1.1%		1.4%
Upper Medium/Executive	Vol	6			0			0			1	0	1						
	Ter Pen	3.7%	0.0%		0.0%			0.0%			16.7%	0.0%	16.7%						
	Nat Pen	9.6%	0.2%		1.9%			3.9%			12.7%	7.8%	9.2%						
Upper Medium/Executive	Vol	6									0	0	2	2					
	Ter Pen	3.7%	0.0%								0.0%		33.3%	33.3%					
	Nat Pen	9.6%	0.2%								10.6%		8.5%	8.5%					
Sports	Vol	3											1	1					
	Ter Pen	1.9%	0.0%										33.3%	33.3%					
	Nat Pen	2.8%	0.0%										15.4%	28.3%					
Sports Utility Vehicles	Vol	84	1	1	15	2	2	7	2	5	5	0	4	3	3	5	3	1	9
	Ter Pen	52.2%	25.0%		17.9%	2.4%	2.4%	8.3%	2.4%	6.0%	6.0%	0.0%	4.8%	3.6%	3.6%	6.0%	3.6%	1.2%	10.7%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	7.8%	3.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	0			0														
	Ter Pen	0.0%	0.0%		0.0%														
	Nat Pen	1.8%	0.2%		20.8%														
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.6%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									88.2%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.6%	0.0%		100.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	2			1			1		0					0				
	Ter Pen	1.2%	0.0%		50.0%			50.0%		0.0%					0.0%				
	Nat Pen	2.0%	0.0%		17.4%			16.1%		8.5%					8.7%				
		161	4	4	31	7	8	14	2	8	10	1	9	8	4	5	3	2	9
					19.3%	4.3%	5.0%	8.7%	1.2%	5.0%	6.2%	0.6%	5.6%	5.0%	2.5%	3.1%	1.9%	1.2%	5.6%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Total Sales In Territory

SY14		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Vauxhall	Seat	Peugeot	Skoda	Mercedes	Audi	BMW	Citroen	Land Rover	Hyundai	Kia	Nissan
Territory Rank					3	1	6	11	12	10	6	3	9	1	14	3	13	8	14
Small Car	Vol	7			0	0		0		1	2				0		2	1	
	Ter Pen	4.7%	0.0%		0.0%	0.0%		0.0%		14.3%	28.6%				0.0%		28.6%	14.3%	
	Nat Pen	5.9%	1.0%		0.0%	6.2%		2.3%		4.3%	3.4%				4.0%		13.9%	13.1%	
Super Mini	Vol	33	3	2	3	5	5	2	1	1	3		1		1		1	1	
	Ter Pen	22.0%	50.0%		9.1%	15.2%	15.2%	6.1%	3.0%	3.0%	9.1%		3.0%		3.0%		3.0%	3.0%	
	Nat Pen	17.3%	1.2%		18.1%	9.4%	7.2%	13.6%	3.4%	1.4%	3.9%		5.2%		3.7%		1.9%	1.8%	
Lower Medium	Vol	22	1	1	2	3	2	0	1	2		6		4				0	0
	Ter Pen	14.7%	16.7%		9.1%	13.6%	9.1%	0.0%	4.5%	9.1%		27.3%		18.2%				0.0%	0.0%
	Nat Pen	16.7%	0.7%		14.7%	15.3%	4.3%	6.4%	5.3%	5.0%		15.1%		11.9%				3.4%	1.4%
Upper Medium/Executive	Vol	6				1					2			1					
	Ter Pen	4.0%	0.0%			16.7%					33.3%			16.7%					
	Nat Pen	9.6%	0.2%			4.9%					12.7%			12.8%					
Upper Medium/Executive	Vol	6											2	0					
	Ter Pen	4.0%	0.0%										33.3%	0.0%					
	Nat Pen	9.6%	0.2%										5.7%	8.5%					
Luxury	Vol	3										0	1	0					
	Ter Pen	2.0%	0.0%									0.0%	33.3%	0.0%					
	Nat Pen	0.4%	0.0%									32.9%	10.0%	21.6%					
Sports	Vol	10										3	1	2					
	Ter Pen	6.7%	0.0%									30.0%	10.0%	20.0%					
	Nat Pen	2.8%	0.0%									18.8%	15.4%	28.3%					
Sports Utility Vehicles	Vol	63	2	0	4	2	2	3	2	2	2	2	2	6	1	11	0	5	2
	Ter Pen	42.0%	33.3%		6.3%	3.2%	3.2%	4.8%	3.2%	3.2%	3.2%	3.2%	3.2%	9.5%	1.6%	17.5%	0.0%	7.9%	3.2%
	Nat Pen	42.7%	1.2%		8.0%	7.1%	2.9%	6.2%	3.1%	4.2%	2.5%	4.3%	5.3%	5.3%	2.5%	7.8%	3.8%	5.4%	7.8%
Multi Purpose Vehicles	Vol	1			0	0												1	
	Ter Pen	0.7%	0.0%		0.0%	0.0%												100.0%	
	Nat Pen	1.8%	0.2%		20.8%	24.1%												7.0%	
Compact-Duty -Van	Vol	1				1													
	Ter Pen	0.7%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			84.4%													
Medium-Duty -Van	Vol	0			0														
	Ter Pen	0.0%	0.0%		0.0%														
	Nat Pen	0.3%	0.0%		100.0%														
Other	Vol	4			2	1									0				
	Ter Pen	2.7%	0.0%		50.0%	25.0%									0.0%				
	Nat Pen	2.0%	0.0%		17.4%	7.4%									8.7%				
		150	6	3	11	13	9	5	4	6	9	11	7	13	2	11	3	8	2
					7.3%	8.7%	6.0%	3.3%	2.7%	4.0%	6.0%	7.3%	4.7%	8.7%	1.3%	7.3%	2.0%	5.3%	1.3%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL11		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					4	2	3	1	7	6	12	11	7	15	7	5	10	13	13
Small Car	Vol	127	14	5	0	21	19	28	0	1						47	6		4
	Ter Pen	22.0%	22.2%		0.0%	16.5%	15.0%	22.0%	0.0%	0.8%						37.0%	4.7%		3.1%
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%	1.4%	3.3%	5.3%						15.6%	13.6%		11.2%
Super Mini	Vol	136	33	2	24	10	35	22	8	2	3			2			3	7	1
	Ter Pen	23.5%	52.4%		17.6%	7.4%	25.7%	16.2%	5.9%	1.5%	2.2%			1.5%			2.2%	5.1%	0.7%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	96	4	1	9	19	5	17	2	11	2	10	9	1		2	1		0
	Ter Pen	16.6%	6.3%		9.4%	19.8%	5.2%	17.7%	2.1%	11.5%	2.1%	10.4%	9.4%	1.0%		2.1%	1.0%		0.0%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%	5.4%	15.8%	11.2%	0.6%		0.7%	2.3%		1.4%
Upper Medium/Executive	Vol	21	1		0	2	1		0		1	1	1	3					
	Ter Pen	3.6%	1.6%		0.0%	9.5%	4.8%		0.0%		4.8%	4.8%	4.8%	14.3%					
	Nat Pen	5.6%	0.1%		1.6%	3.2%	1.3%		1.5%		6.6%	7.5%	11.4%	9.0%					
Upper Medium/Executive	Vol	21									2	1	2						
	Ter Pen	3.6%	0.0%								9.5%	4.8%	9.5%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Sports	Vol	11			1						1	2	0					2	
	Ter Pen	1.9%	0.0%		9.1%						9.1%	18.2%	0.0%					18.2%	
	Nat Pen	2.9%	0.0%		3.3%						13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	177	11	0	20	26	11	22	8	5	2	1	6	3	18	0	7	1	5
	Ter Pen	30.6%	17.5%		11.3%	14.7%	6.2%	12.4%	4.5%	2.8%	1.1%	0.6%	3.4%	1.7%	10.2%	0.0%	4.0%	0.6%	2.8%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%	0.5%	5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	2			0	1			0							1			
	Ter Pen	0.3%	0.0%		0.0%	50.0%			0.0%							50.0%			
	Nat Pen	0.8%	0.0%		12.0%	22.0%			0.0%							2.7%			
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.2%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									86.6%							
Medium-Duty-Van	Vol	2			2														
	Ter Pen	0.3%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	5			0														
	Ter Pen	0.9%	0.0%		0.0%														
	Nat Pen	1.5%	0.0%		7.5%														
		578	63	8	56	79	71	89	18	19	11	16	18	9	18	50	17	10	10
					9.7%	13.7%	12.3%	15.4%	3.1%	3.3%	1.9%	2.8%	3.1%	1.6%	3.1%	8.7%	2.9%	1.7%	1.7%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL12		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					5	2	1	10	14	9	4	3	5	13	7	15	10	10	8
Small Car	Vol	34	14	1	0	1	15	0	1	1				1		1	6		6
	Ter Pen	8.7%	25.0%		0.0%	2.9%	44.1%	0.0%	2.9%	2.9%				2.9%		2.9%	17.6%		17.6%
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%	1.4%	3.3%	5.3%				4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	81	18	1	16	13	19	5	1	1	5			3			2	6	4
	Ter Pen	20.7%	32.1%		19.8%	16.0%	23.5%	6.2%	1.2%	1.2%	6.2%			3.7%			2.5%	7.4%	4.9%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	63	10		4	6	10	0	2	3	4	14	9	0			0		0
	Ter Pen	16.1%	17.9%		6.3%	9.5%	15.9%	0.0%	3.2%	4.8%	6.3%	22.2%	14.3%	0.0%			0.0%		0.0%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%	5.4%	15.8%	11.2%	0.6%			2.3%		1.4%
Upper Medium/Executive	Vol	27	0		2	3	0				0	2	2	1					1
	Ter Pen	6.9%	0.0%		7.4%	11.1%	0.0%				0.0%	7.4%	7.4%	3.7%					3.7%
	Nat Pen	5.6%	0.1%		1.6%	3.2%	1.3%				6.6%	7.5%	11.4%	9.0%					3.6%
Upper Medium/Executive	Vol	27									3	5	4						
	Ter Pen	6.9%	0.0%								11.1%	18.5%	14.8%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Luxury	Vol	0										0	0						
	Ter Pen	0.0%	0.0%									0.0%	0.0%						
	Nat Pen	0.4%	0.0%									31.5%	17.0%						
Sports	Vol	11			0						6	1	1					0	
	Ter Pen	2.8%	0.0%		0.0%						54.5%	9.1%	9.1%					0.0%	
	Nat Pen	2.9%	0.0%		3.3%						13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	159	14	1	5	13	15	7	3	7	13	6	13	5	18	1	3	6	4
	Ter Pen	40.6%	25.0%		3.1%	8.2%	9.4%	4.4%	1.9%	4.4%	8.2%	3.8%	8.2%	3.1%	11.3%	0.6%	1.9%	3.8%	2.5%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%	0.5%	5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	5			1	2											1		
	Ter Pen	1.3%	0.0%		20.0%	40.0%											20.0%		
	Nat Pen	0.8%	0.0%		12.0%	22.0%											16.1%		
Heavy-Duty-Van	Vol	6								2		4							
	Ter Pen	1.5%	0.0%							33.3%		66.7%							
	Nat Pen	0.5%	0.0%							13.0%		86.6%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.3%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	5				1			0	1		0							1
	Ter Pen	1.3%	0.0%			20.0%			0.0%	20.0%		0.0%							20.0%
	Nat Pen	1.5%	0.0%			2.8%			19.0%	2.3%		3.5%							3.1%
		392	56	3	29	39	59	12	7	15	31	32	29	10	18	2	12	12	16
					7.4%	9.9%	15.1%	3.1%	1.8%	3.8%	7.9%	8.2%	7.4%	2.6%	4.6%	0.5%	3.1%	3.1%	4.1%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL13		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	2	3	4	11	6	5	6	8	9	13	15	10	12	14
Small Car	Vol	26	8	3	0	0	11	1	0	4				0		2	3		0
	Ter Pen	7.2%	27.6%		0.0%	0.0%	42.3%	3.8%	0.0%	15.4%				0.0%		7.7%	11.5%		0.0%
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%	1.4%	3.3%	5.3%				4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	85	9	1	21	10	10	13	2	2	5			2			2	5	1
	Ter Pen	23.5%	31.0%		24.7%	11.8%	11.8%	15.3%	2.4%	2.4%	5.9%			2.4%			2.4%	5.9%	1.2%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	54	2	1	9	11	3	3	0	3	3	10	3				1		0
	Ter Pen	14.9%	6.9%		16.7%	20.4%	5.6%	5.6%	0.0%	5.6%	5.6%	18.5%	5.6%				1.9%		0.0%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%	5.4%	15.8%	11.2%				2.3%		1.4%
Upper Medium/Executive	Vol	15	0		0	0	0		0		2	0	1	1					
	Ter Pen	4.1%	0.0%		0.0%	0.0%	0.0%		0.0%		13.3%	0.0%	6.7%	6.7%					
	Nat Pen	5.6%	0.1%		1.6%	3.2%	1.3%		1.5%		6.6%	7.5%	11.4%	9.0%					
Upper Medium/Executive	Vol	15									2	2	1						
	Ter Pen	4.1%	0.0%								13.3%	13.3%	6.7%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Luxury	Vol	1										0							
	Ter Pen	0.3%	0.0%									0.0%							
	Nat Pen	0.4%	0.0%									31.5%							
Sports	Vol	15	1	1	0		2				1	1	1					1	
	Ter Pen	4.1%	3.4%		0.0%		13.3%				6.7%	6.7%	6.7%					6.7%	
	Nat Pen	2.9%	0.0%		3.3%		0.9%				13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	158	8	0	13	23	8	12	7	11	8	7	8	9	7		5	2	3
	Ter Pen	43.6%	27.6%		8.2%	14.6%	5.1%	7.6%	4.4%	7.0%	5.1%	4.4%	5.1%	5.7%	4.4%		3.2%	1.3%	1.9%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%		5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	2	1				1												1
	Ter Pen	0.6%	3.4%				50.0%												50.0%
	Nat Pen	0.8%	0.0%				3.1%												12.1%
Medium-Duty-Van	Vol	2			2														
	Ter Pen	0.6%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	4							1							1			
	Ter Pen	1.1%	0.0%						25.0%							25.0%			
	Nat Pen	1.5%	0.0%						19.0%							0.1%			
		362	29	6	45	44	35	29	10	20	21	20	14	12	7	3	11	8	5
					12.4%	12.2%	9.7%	8.0%	2.8%	5.5%	5.8%	5.5%	3.9%	3.3%	1.9%	0.8%	3.0%	2.2%	1.4%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL14		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	5	4	9	3	2	6	7	10	8	12	15	11	14	12
Small Car	Vol	23	3			1	3		1	6				2		1	2		1
	Ter Pen	6.9%	12.5%			4.3%	13.0%		4.3%	26.1%				8.7%		4.3%	8.7%		4.3%
	Nat Pen	8.1%	1.3%			7.9%	16.0%		3.3%	5.3%				4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	101	10	0	32	5	10	5	12	6	7			7			0	4	0
	Ter Pen	30.1%	41.7%		31.7%	5.0%	9.9%	5.0%	11.9%	5.9%	6.9%			6.9%			0.0%	4.0%	0.0%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	64	4	1	9	9	5	1	2	16	2	8	4	1					2
	Ter Pen	19.1%	16.7%		14.1%	14.1%	7.8%	1.6%	3.1%	25.0%	3.1%	12.5%	6.3%	1.6%					3.1%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%	5.4%	15.8%	11.2%	0.6%					1.4%
Upper Medium/Executive	Vol	20				1			3		1	1	0	3					1
	Ter Pen	6.0%	0.0%			5.0%			15.0%		5.0%	5.0%	0.0%	15.0%					5.0%
	Nat Pen	5.6%	0.1%			3.2%			1.5%		6.6%	7.5%	11.4%	9.0%					3.6%
Upper Medium/Executive	Vol	20									2	5	1						
	Ter Pen	6.0%	0.0%								10.0%	25.0%	5.0%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Luxury	Vol	1											1						
	Ter Pen	0.3%	0.0%										100.0%						
	Nat Pen	0.4%	0.0%										17.0%						
Sports	Vol	3	1				1				1							0	
	Ter Pen	0.9%	4.2%				33.3%				33.3%							0.0%	
	Nat Pen	2.9%	0.0%				0.9%				13.7%							12.1%	
Sports Utility Vehicles	Vol	113	6		15	6	6	5	7	15	9	3	4	4	7		6	2	3
	Ter Pen	33.7%	25.0%		13.3%	5.3%	5.3%	4.4%	6.2%	13.3%	8.0%	2.7%	3.5%	3.5%	6.2%		5.3%	1.8%	2.7%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%		5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	2				1				1		0							
	Ter Pen	0.6%	0.0%			50.0%				50.0%		0.0%							
	Nat Pen	0.8%	0.0%			22.0%				2.1%		10.4%							
Heavy-Duty-Van	Vol	2								2									
	Ter Pen	0.6%	0.0%							100.0%									
	Nat Pen	0.5%	0.0%							13.0%									
Medium-Duty-Van	Vol	3			3														
	Ter Pen	0.9%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	3							2			1							
	Ter Pen	0.9%	0.0%						66.7%			33.3%							
	Nat Pen	1.5%	0.0%						19.0%			3.5%							
		335	24	1	59	23	25	11	27	46	22	18	10	17	7	1	8	6	7
					17.6%	6.9%	7.5%	3.3%	8.1%	13.7%	6.6%	5.4%	3.0%	5.1%	2.1%	0.3%	2.4%	1.8%	2.1%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL20		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	3	3	7	10	2	7	13	3	6	7		13	10	12
Small Car	Vol	13	5		0	1	5			3									1
	Ter Pen	16.3%	62.5%		0.0%	7.7%	38.5%			23.1%									7.7%
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%			5.3%									11.2%
Super Mini	Vol	25	1		9	1	1	3	1	1	1			3				1	
	Ter Pen	31.3%	12.5%		36.0%	4.0%	4.0%	12.0%	4.0%	4.0%	4.0%			12.0%				4.0%	
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%				8.4%	
Lower Medium	Vol	9	1		1	3	1		1			0	2	1					
	Ter Pen	11.3%	12.5%		11.1%	33.3%	11.1%		11.1%			0.0%	22.2%	11.1%					
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%		4.8%			15.8%	11.2%	0.6%					
Upper Medium/Executive	Vol	1	0		0		0					0	1	0					
	Ter Pen	1.3%	0.0%		0.0%		0.0%					0.0%	100.0%	0.0%					
	Nat Pen	5.6%	0.1%		1.6%		1.3%					7.5%	11.4%	9.0%					
Upper Medium/Executive	Vol	1									0								
	Ter Pen	1.3%	0.0%								0.0%								
	Nat Pen	5.6%	0.1%								8.3%								
Sports	Vol	2									1		1					0	
	Ter Pen	2.5%	0.0%								50.0%		50.0%					0.0%	
	Nat Pen	2.9%	0.0%								13.7%		19.4%					12.1%	
Sports Utility Vehicles	Vol	29	1		5	3	1			4	1		4	1	3		0	1	
	Ter Pen	36.3%	12.5%		17.2%	10.3%	3.4%			13.8%	3.4%		13.8%	3.4%	10.3%		0.0%	3.4%	
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%			3.7%	5.1%		6.2%	2.7%	9.4%		5.4%	2.7%	
Other	Vol	1								1									
	Ter Pen	1.3%	0.0%							100.0%									
	Nat Pen	1.5%	0.0%							2.3%									
		80	8		15	8	8	3	2	9	3	0	8	5	3		0	2	1
					18.8%	10.0%	10.0%	3.8%	2.5%	11.3%	3.8%	0.0%	10.0%	6.3%	3.8%	0.0%	0.0%	2.5%	1.3%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

LL21		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	3	5	13	13	9	5	7	9	7	1	12	9	13	3
Small Car	Vol	8	2	0			2			0				1		2			2
	Ter Pen	10.3%	66.7%				25.0%			0.0%				12.5%		25.0%			25.0%
	Nat Pen	8.1%	1.3%				16.0%			5.3%				4.3%		15.6%			11.2%
Super Mini	Vol	10		2	2	1	2	0	1					1				1	
	Ter Pen	12.8%	0.0%		20.0%	10.0%	20.0%	0.0%	10.0%					10.0%				10.0%	
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%					3.4%				8.4%	
Lower Medium	Vol	11				1		1	0	1	3	2	1						1
	Ter Pen	14.1%	0.0%			9.1%		9.1%	0.0%	9.1%	27.3%	18.2%	9.1%						9.1%
	Nat Pen	14.3%	0.5%			14.1%		2.5%	4.8%	7.9%	5.4%	15.8%	11.2%						1.4%
Upper Medium/Executive	Vol	1				0							0						
	Ter Pen	1.3%	0.0%			0.0%							0.0%						
	Nat Pen	5.6%	0.1%			3.2%							11.4%						
Sports	Vol	1										0	1			0			
	Ter Pen	1.3%	0.0%									0.0%	100.0%			0.0%			
	Nat Pen	2.9%	0.0%									14.7%	19.4%			0.0%			
Sports Utility Vehicles	Vol	46	1	0	5	4	1	0	0	2	2	2	1	2	8		3	0	3
	Ter Pen	59.0%	33.3%		10.9%	8.7%	2.2%	0.0%	0.0%	4.3%	4.3%	4.3%	2.2%	4.3%	17.4%		6.5%	0.0%	6.5%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%		5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	0		0			0												
	Ter Pen	0.0%	0.0%				0.0%												
	Nat Pen	0.8%	0.0%				3.1%												
Medium-Duty-Van	Vol	1			1														
	Ter Pen	1.3%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	0			0														
	Ter Pen	0.0%	0.0%		0.0%														
	Nat Pen	1.5%	0.0%		7.5%														
		78	3	2	8	6	5	1	1	3	5	4	3	4	8	2	3	1	6
					10.3%	7.7%	6.4%	1.3%	1.3%	3.8%	6.4%	5.1%	3.8%	5.1%	10.3%	2.6%	3.8%	1.3%	7.7%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

SY10		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	6	9	13	2	8	3	7	10	4	4	15	14	11	11
Small Car	Vol	16	2	0	0	0	2			1				1		2	2		1
	Ter Pen	6.6%	28.6%		0.0%	0.0%	12.5%			6.3%				6.3%		12.5%	12.5%		6.3%
	Nat Pen	8.1%	1.3%		0.0%	7.9%	16.0%			5.3%				4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	61	3	1	11	4	4	1	9	2	2			7			0	4	2
	Ter Pen	25.3%	42.9%		18.0%	6.6%	6.6%	1.6%	14.8%	3.3%	3.3%			11.5%			0.0%	6.6%	3.3%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	28	0	0	5	3	0		3	1	2	6	2	1					
	Ter Pen	11.6%	0.0%		17.9%	10.7%	0.0%		10.7%	3.6%	7.1%	21.4%	7.1%	3.6%					
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%		4.8%	7.9%	5.4%	15.8%	11.2%	0.6%					
Upper Medium/Executive	Vol	14				1			0	1	0	2	0	2					
	Ter Pen	5.8%	0.0%			7.1%			0.0%	7.1%	0.0%	14.3%	0.0%	14.3%					
	Nat Pen	5.6%	0.1%			3.2%			1.5%	1.6%	6.6%	7.5%	11.4%	9.0%					
Upper Medium/Executive	Vol	14									2	2	0						
	Ter Pen	5.8%	0.0%								14.3%	14.3%	0.0%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Luxury	Vol	1											1						
	Ter Pen	0.4%	0.0%										100.0%						
	Nat Pen	0.4%	0.0%										17.0%						
Sports	Vol	8			0				0		1	1	0					2	
	Ter Pen	3.3%	0.0%		0.0%				0.0%		12.5%	12.5%	0.0%					25.0%	
	Nat Pen	2.9%	0.0%		3.3%				0.0%		13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	107	2	1	10	5	3	4	7	5	11	0	5	6	17		2	0	3
	Ter Pen	44.4%	28.6%		9.3%	4.7%	2.8%	3.7%	6.5%	4.7%	10.3%	0.0%	4.7%	5.6%	15.9%		1.9%	0.0%	2.8%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%		5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	2			1			0											0
	Ter Pen	0.8%	0.0%		50.0%			0.0%											0.0%
	Nat Pen	0.8%	0.0%		12.0%			1.6%											12.1%
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.4%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									86.6%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.4%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	2							1							0			
	Ter Pen	0.8%	0.0%						50.0%							0.0%			
	Nat Pen	1.5%	0.0%						19.0%							0.1%			
		241	7	2	28	13	9	5	20	10	18	12	8	17	17	2	4	6	6
					11.6%	5.4%	3.7%	2.1%	8.3%	4.1%	7.5%	5.0%	3.3%	7.1%	7.1%	0.8%	1.7%	2.5%	2.5%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Retail Sales In Territory

SY11		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					2	11	13	14	1	7	5	6	4	3	11	9	14	9	8
Small Car	Vol	29	0	3			3	1	2					3		8	4		4
	Ter Pen	9.0%	0.0%				10.3%	3.4%	6.9%					10.3%		27.6%	13.8%		13.8%
	Nat Pen	8.1%	1.3%				16.0%	1.4%	3.3%					4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	76	1	1	21	3	2	1	21	0	1			11			0	3	3
	Ter Pen	23.7%	25.0%		27.6%	3.9%	2.6%	1.3%	27.6%	0.0%	1.3%			14.5%			0.0%	3.9%	3.9%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	46	1		3	2	1		10	3	3	6	5				0		0
	Ter Pen	14.3%	25.0%		6.5%	4.3%	2.2%		21.7%	6.5%	6.5%	13.0%	10.9%				0.0%		0.0%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%		4.8%	7.9%	5.4%	15.8%	11.2%				2.3%		1.4%
Upper Medium/Executive	Vol	17	0				0		1	1	1	1	1	1					1
	Ter Pen	5.3%	0.0%				0.0%		5.9%	5.9%	5.9%	5.9%	5.9%	5.9%					5.9%
	Nat Pen	5.6%	0.1%				1.3%		1.5%	1.6%	6.6%	7.5%	11.4%	9.0%					3.6%
Upper Medium/Executive	Vol	17									2	4	2						
	Ter Pen	5.3%	0.0%								11.8%	23.5%	11.8%						
	Nat Pen	5.6%	0.1%								8.3%	13.4%	6.7%						
Luxury	Vol	0											0						
	Ter Pen	0.0%	0.0%										0.0%						
	Nat Pen	0.4%	0.0%										17.0%						
Sports	Vol	14			2						4	1	4					1	
	Ter Pen	4.4%	0.0%		14.3%						28.6%	7.1%	28.6%					7.1%	
	Nat Pen	2.9%	0.0%		3.3%						13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	121	2	0	16	4	2	4	15	8	6	3	7	6	9	2	2	6	3
	Ter Pen	37.7%	50.0%		13.2%	3.3%	1.7%	3.3%	12.4%	6.6%	5.0%	2.5%	5.8%	5.0%	7.4%	1.7%	1.7%	5.0%	2.5%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%	0.5%	5.4%	2.7%	3.2%
Multi Purpose Vehicles	Vol	1			1	0											0		0
	Ter Pen	0.3%	0.0%		100.0%	0.0%											0.0%		0.0%
	Nat Pen	0.8%	0.0%		12.0%	22.0%											16.1%		12.1%
Heavy-Duty-Van	Vol	0										0							
	Ter Pen	0.0%	0.0%									0.0%							
	Nat Pen	0.5%	0.0%									86.6%							
Medium-Duty-Van	Vol	3			3														
	Ter Pen	0.9%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	14							11	1									
	Ter Pen	4.4%							78.6%	7.1%									
	Nat Pen	1.5%	0.0%						19.0%	2.3%									
		321	4	4	46	9	8	6	60	13	17	15	19	21	9	10	6	10	11
					14.3%	2.8%	2.5%	1.9%	18.7%	4.0%	5.3%	4.7%	5.9%	6.5%	2.8%	3.1%	1.9%	3.1%	3.4%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

SY12		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					1	6	4	11	8	4	3	13	6	2	8	13	13	10	11
Small Car	Vol	5	0	2		0	2			1				2			0		0
	Ter Pen	4.1%	0.0%			0.0%	40.0%			20.0%				40.0%			0.0%		0.0%
	Nat Pen	8.1%	1.3%			7.9%	16.0%			5.3%				4.3%			13.6%		11.2%
Super Mini	Vol	24	0	1	6	1	1	0	3		1			1				2	
	Ter Pen	19.7%	0.0%		25.0%	4.2%	4.2%	0.0%	12.5%		4.2%			4.2%				8.3%	
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%		4.8%			3.4%				8.4%	
Lower Medium	Vol	22	3		4	3	3	0		2	2	0	0	1					0
	Ter Pen	18.0%	75.0%		18.2%	13.6%	13.6%	0.0%		9.1%	9.1%	0.0%	0.0%	4.5%					0.0%
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%		7.9%	5.4%	15.8%	11.2%	0.6%					1.4%
Upper Medium/Executive	Vol	6							0		1	0		1					
	Ter Pen	4.9%	0.0%						0.0%		16.7%	0.0%		16.7%					
	Nat Pen	5.6%	0.1%						1.5%		6.6%	7.5%		9.0%					
Upper Medium/Executive	Vol	6									0	2							
	Ter Pen	4.9%	0.0%								0.0%	33.3%							
	Nat Pen	5.6%	0.1%								13.4%	6.7%							
Sports	Vol	3									1			1					
	Ter Pen	2.5%	0.0%								33.3%			33.3%					
	Nat Pen	2.9%	0.0%								13.7%			19.4%					
Sports Utility Vehicles	Vol	60	1		9	2	1	2	2	4	3	0	3	5	5	1	1	1	2
	Ter Pen	49.2%	25.0%		15.0%	3.3%	1.7%	3.3%	3.3%	6.7%	5.0%	0.0%	5.0%	8.3%	8.3%	1.7%	1.7%	1.7%	3.3%
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%	0.5%	5.4%	2.7%	3.2%
Heavy-Duty-Van	Vol	1										1							
	Ter Pen	0.8%	0.0%									100.0%							
	Nat Pen	0.5%	0.0%									86.6%							
Medium-Duty-Van	Vol	1			1														
	Ter Pen	0.8%	0.0%		100.0%														
	Nat Pen	0.5%	0.0%		100.0%														
		122	4	3	20	6	7	2	5	7	8	1	6	10	5	1	1	3	2
					16.4%	4.9%	5.7%	1.6%	4.1%	5.7%	6.6%	0.8%	4.9%	8.2%	4.1%	0.8%	0.8%	2.5%	1.6%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Retail) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Retail Sales In Territory

SY14		Total TIV	Owning Centre	Pump In	Ford	Volkswagen	Toyota	Seat	Vauxhall	Peugeot	Audi	Mercedes	BMW	Skoda	Land Rover	Fiat	Kia	Mini	Hyundai
Territory Rank					6	1	9	12	12	11	9	4	1	6	1	15	8	4	12
Small Car	Vol	7			0	0			0	1				2		1	1		2
	Ter Pen	5.3%	0.0%		0.0%	0.0%			0.0%	14.3%				28.6%		14.3%	14.3%		28.6%
	Nat Pen	8.1%	1.3%		0.0%	7.9%			3.3%	5.3%				4.3%		15.6%	13.6%		11.2%
Super Mini	Vol	30	3	2	3	5	5	1	2	1	1			3			1	6	1
	Ter Pen	22.7%	75.0%		10.0%	16.7%	16.7%	3.3%	6.7%	3.3%	3.3%			10.0%			3.3%	20.0%	3.3%
	Nat Pen	23.3%	1.8%		19.4%	9.8%	7.9%	4.0%	12.9%	1.4%	4.8%			3.4%			1.6%	8.4%	1.9%
Lower Medium	Vol	19	1	1	2	3	2	1	0	1		5	3				0		
	Ter Pen	14.4%	25.0%		10.5%	15.8%	10.5%	5.3%	0.0%	5.3%		26.3%	15.8%				0.0%		
	Nat Pen	14.3%	0.5%		15.4%	14.1%	3.8%	2.5%	4.8%	7.9%		15.8%	11.2%				2.3%		
Upper Medium/Executive	Vol	6				1							1	2					
	Ter Pen	4.5%	0.0%			16.7%							16.7%	33.3%					
	Nat Pen	5.6%	0.1%			3.2%							11.4%	9.0%					
Upper Medium/Executive	Vol	6									2		0						
	Ter Pen	4.5%	0.0%								33.3%		0.0%						
	Nat Pen	5.6%	0.1%								8.3%		6.7%						
Luxury	Vol	3									1	0	0						
	Ter Pen	2.3%	0.0%								33.3%	0.0%	0.0%						
	Nat Pen	0.4%	0.0%								6.6%	31.5%	17.0%						
Sports	Vol	10									1	3	2					1	
	Ter Pen	7.6%	0.0%								10.0%	30.0%	20.0%					10.0%	
	Nat Pen	2.9%	0.0%								13.7%	14.7%	19.4%					12.1%	
Sports Utility Vehicles	Vol	54	0	0	3	2	0	1	1	2	2	2	5	2	11		5	3	
	Ter Pen	40.9%	0.0%		5.6%	3.7%	0.0%	1.9%	1.9%	3.7%	3.7%	3.7%	9.3%	3.7%	20.4%		9.3%	5.6%	
	Nat Pen	42.1%	1.0%		8.0%	6.9%	2.4%	2.6%	4.2%	3.7%	5.1%	3.8%	6.2%	2.7%	9.4%		5.4%	2.7%	
Multi Purpose Vehicles	Vol	1				0											1		
	Ter Pen	0.8%	0.0%			0.0%											100.0%		
	Nat Pen	0.8%	0.0%			22.0%											16.1%		
Medium-Duty-Van	Vol	0			0														
	Ter Pen	0.0%	0.0%		0.0%														
	Nat Pen	0.5%	0.0%		100.0%														
Other	Vol	2			1														
	Ter Pen	1.5%	0.0%		50.0%														
	Nat Pen	1.5%	0.0%		7.5%														
		132	4	3	9	11	7	3	3	5	7	10	11	9	11	1	8	10	3
					6.8%	8.3%	5.3%	2.3%	2.3%	3.8%	5.3%	7.6%	8.3%	6.8%	8.3%	0.8%	6.1%	7.6%	2.3%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

LL11		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Nissan	Hyundai	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					5	6	1	2	3	7	15	4	11	12	9	12	10	12	8
Small Car	Vol	18	7		0		1	7	0	2		3							5
	Ter Pen	5.8%	16.7%		0.0%		5.6%	38.9%	0.0%	11.1%		16.7%							27.8%
	Nat Pen	4.0%	0.7%		0.4%		3.1%	17.4%	0.3%	2.6%		1.3%							20.6%
Super Mini	Vol	47	9		1	2	17	9	10	0		3		0				1	
	Ter Pen	15.2%	21.4%		2.1%	4.3%	36.2%	19.1%	21.3%	0.0%		6.4%		0.0%				2.1%	
	Nat Pen	12.0%	0.7%		14.7%	15.9%	8.7%	6.0%	2.4%	1.3%		5.6%		2.0%				7.2%	
Lower Medium	Vol	53	6	1	6		18	7	8	2					5	2	1		2
	Ter Pen	17.1%	14.3%		11.3%		34.0%	13.2%	15.1%	3.8%					9.4%	3.8%	1.9%		3.8%
	Nat Pen	18.8%	0.9%		7.5%		16.1%	4.7%	7.1%	3.1%					14.7%	12.4%	4.2%		0.3%
Upper Medium/Executive	Vol	8	1				3	1			1			1	1	0			
	Ter Pen	2.6%	2.4%				37.5%	12.5%			12.5%			12.5%	12.5%	0.0%			
	Nat Pen	13.1%	0.2%				5.5%	1.8%			14.1%			4.5%	7.9%	13.4%			
Sports	Vol	2	0					0							1				0
	Ter Pen	0.6%	0.0%					0.0%							50.0%				0.0%
	Nat Pen	2.6%	0.0%					0.7%							22.7%				0.0%
Sports Utility Vehicles	Vol	144	17		13	8	24	17	21	8	0	13	4	2	2	1	4	2	6
	Ter Pen	46.5%	40.5%		9.0%	5.6%	16.7%	11.8%	14.6%	5.6%	0.0%	9.0%	2.8%	1.4%	1.4%	0.7%	2.8%	1.4%	4.2%
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%	2.3%	3.0%	9.4%	4.3%	4.8%	4.5%	5.4%	3.3%	0.2%
Multi Purpose Vehicles	Vol	23	2	1	0	7	6	3	4	1		1							1
	Ter Pen	7.4%	4.8%		0.0%	30.4%	26.1%	13.0%	17.4%	4.3%		4.3%							4.3%
	Nat Pen	2.6%	0.3%		0.0%	23.3%	24.7%	11.0%	7.5%	1.8%		15.6%							0.7%
Compact-Duty-Van	Vol	1					1												
	Ter Pen	0.3%	0.0%				100.0%												
	Nat Pen	0.2%	0.0%				91.4%												
Medium-Duty-Van	Vol	1				1													
	Ter Pen	0.3%	0.0%			100.0%													
	Nat Pen	0.1%	0.0%			100.0%													
Other	Vol	13			1	1	4			3		4							0
	Ter Pen	4.2%	0.0%		7.7%	7.7%	30.8%			23.1%		30.8%							0.0%
	Nat Pen	2.4%	0.0%		14.4%	23.1%	10.0%			12.1%		10.4%							0.1%
		310	42	2	21	19	74	44	43	16	1	24	4	3	9	3	5	3	14
					6.8%	6.1%	23.9%	14.2%	13.9%	5.2%	0.3%	7.7%	1.3%	1.0%	2.9%	1.0%	1.6%	1.0%	4.5%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

LL12		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Renault	Kia	Fiat
Territory Rank					1	1	3	3	6	9	13	10	5	6	6	10	10	15	14
Small Car	Vol	3			0								1				1		1
	Ter Pen	2.6%	0.0%		0.0%								33.3%				33.3%		33.3%
	Nat Pen	4.0%	0.7%		0.4%								18.8%				12.2%		20.6%
Super Mini	Vol	10	4		2	1		4				0					1		
	Ter Pen	8.8%	36.4%		20.0%	10.0%		40.0%				0.0%					10.0%		
	Nat Pen	12.0%	0.7%		14.7%	15.9%		6.0%				5.6%					7.2%		
Lower Medium	Vol	19	1	3	4	1	3	4	2						4	1			
	Ter Pen	16.7%	9.1%		21.1%	5.3%	15.8%	21.1%	10.5%						21.1%	5.3%			
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%	4.7%	7.1%						14.7%	12.4%			
Upper Medium/Executive	Vol	3		1		0		1			0		1			0			
	Ter Pen	2.6%	0.0%			0.0%		33.3%			0.0%		33.3%			0.0%			
	Nat Pen	13.1%	0.2%			2.0%		1.8%			14.1%		4.5%			13.4%			
Upper Medium/Executive	Vol	3														1			
	Ter Pen	2.6%	0.0%													33.3%			
	Nat Pen	13.1%	0.2%													9.1%			
Sports Utility Vehicles	Vol	63	4	1	9	10	8	5	4	2	2	3	5	6	2	1	1	0	
	Ter Pen	55.3%	36.4%		14.3%	15.9%	12.7%	7.9%	6.3%	3.2%	3.2%	4.8%	7.9%	9.5%	3.2%	1.6%	1.6%	0.0%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%	2.3%	3.0%	4.3%	9.4%	4.8%	4.5%	3.3%	5.4%	
Multi Purpose Vehicles	Vol	11	2		0	5	4	2				0							0
	Ter Pen	9.6%	18.2%		0.0%	45.5%	36.4%	18.2%				0.0%							0.0%
	Nat Pen	2.6%	0.3%		0.0%	23.3%	24.7%	11.0%				15.6%							0.7%
Compact-Duty -Van	Vol	1					1												
	Ter Pen	0.9%	0.0%				100.0%												
	Nat Pen	0.2%	0.0%				91.4%												
Other	Vol	4			2	0				2									
	Ter Pen	3.5%	0.0%		50.0%	0.0%				50.0%									
	Nat Pen	2.4%	0.0%		14.4%	23.1%				12.1%									
		114	11	5	17	17	16	16	6	4	2	3	7	6	6	3	3	0	1
					14.9%	14.9%	14.0%	14.0%	5.3%	3.5%	1.8%	2.6%	6.1%	5.3%	5.3%	2.6%	2.6%	0.0%	0.9%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

LL13		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Renault	Kia	Fiat
Territory Rank					1	2	5	7	3	4	6	9	9	11	7	12	12	14	15
Small Car	Vol	0		0		0		0											
	Ter Pen	0.0%	0.0%			0.0%		0.0%											
	Nat Pen	4.0%	0.7%			0.0%		17.4%											
Super Mini	Vol	14	3		2	5	0	3	2			1	1						
	Ter Pen	8.9%	33.3%		14.3%	35.7%	0.0%	21.4%	14.3%			7.1%	7.1%						
	Nat Pen	12.0%	0.7%		14.7%	15.9%	8.7%	6.0%	2.4%			5.6%	2.0%						
Lower Medium	Vol	24	1		4	1	3	1	5	3			1		4	2			
	Ter Pen	15.2%	11.1%		16.7%	4.2%	12.5%	4.2%	20.8%	12.5%			4.2%		16.7%	8.3%			
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%	4.7%	7.1%	3.1%			1.0%		14.7%	12.4%			
Upper Medium/Executive	Vol	4		0	1		0	0			0		2						
	Ter Pen	2.5%	0.0%		25.0%		0.0%	0.0%			0.0%		50.0%						
	Nat Pen	13.1%	0.2%		4.8%		5.5%	1.8%			14.1%		4.5%						
Upper Medium/Executive	Vol	4													1				
	Ter Pen	2.5%	0.0%												25.0%				
	Nat Pen	13.1%	0.2%												9.6%				
Sports Utility Vehicles	Vol	91	3		17	7	4	3	8	10	10	4	3	4	2	1	3	1	
	Ter Pen	57.6%	33.3%		18.7%	7.7%	4.4%	3.3%	8.8%	11.0%	11.0%	4.4%	3.3%	4.4%	2.2%	1.1%	3.3%	1.1%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%	2.3%	3.0%	4.3%	9.4%	4.8%	4.5%	3.3%	5.4%	
Multi Purpose Vehicles	Vol	9	2		0	1	4	2	1			1							
	Ter Pen	5.7%	22.2%		0.0%	11.1%	44.4%	22.2%	11.1%			11.1%							
	Nat Pen	2.6%	0.3%		0.0%	23.3%	24.7%	11.0%	7.5%			15.6%							
Compact-Duty-Van	Vol	1					1												
	Ter Pen	0.6%	0.0%				100.0%												
	Nat Pen	0.2%	0.0%				91.4%												
Heavy-Duty-Van	Vol	2													2				
	Ter Pen	1.3%	0.0%												100.0%				
	Nat Pen	0.6%	0.0%												89.3%				
Other	Vol	12			3	3	1			2		2	1						0
	Ter Pen	7.6%	0.0%		25.0%	25.0%	8.3%			16.7%		16.7%	8.3%						0.0%
	Nat Pen	2.4%	0.0%		14.4%	23.1%	10.0%			12.1%		10.4%	9.8%						0.1%
		158	9	0	27	17	13	9	16	15	10	8	8	4	9	3	3	1	0
					17.1%	10.8%	8.2%	5.7%	10.1%	9.5%	6.3%	5.1%	5.1%	2.5%	5.7%	1.9%	1.9%	0.6%	0.0%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

LL14		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Nissan	Hyundai	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					1	1	4	6	5	3	9	8	6	9	13	9	9	14	15
Small Car	Vol	3			0					2									1
	Ter Pen	1.6%	0.0%		0.0%					66.7%									33.3%
	Nat Pen	4.0%	0.7%		0.4%					2.6%									20.6%
Super Mini	Vol	14	1		5	6		1		0	0	0						1	
	Ter Pen	7.3%	12.5%		35.7%	42.9%		7.1%		0.0%	0.0%	0.0%						7.1%	
	Nat Pen	12.0%	0.7%		14.7%	15.9%		6.0%		1.3%	4.6%	5.6%						7.2%	
Lower Medium	Vol	31	1	1	1	5	6	2	2	6					3	3	0		
	Ter Pen	16.1%	12.5%		3.2%	16.1%	19.4%	6.5%	6.5%	19.4%					9.7%	9.7%	0.0%		
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%	4.7%	7.1%	3.1%					14.7%	12.4%	4.2%		
Upper Medium/Executive	Vol	9			1					1	3			2					
	Ter Pen	4.7%	0.0%		11.1%					11.1%	33.3%			22.2%					
	Nat Pen	13.1%	0.2%		4.8%					1.0%	14.1%			4.5%					
Sports Utility Vehicles	Vol	115	3		26	19	6	3	8	17	2	6	9	3	0	2	5	1	
	Ter Pen	59.9%	37.5%		22.6%	16.5%	5.2%	2.6%	7.0%	14.8%	1.7%	5.2%	7.8%	2.6%	0.0%	1.7%	4.3%	0.9%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%	2.3%	3.0%	9.4%	4.3%	4.8%	4.5%	5.4%	3.3%	
Multi Purpose Vehicles	Vol	8	3		0	2	2	3				0						1	
	Ter Pen	4.2%	37.5%		0.0%	25.0%	25.0%	37.5%				0.0%						12.5%	
	Nat Pen	2.6%	0.3%		0.0%	23.3%	24.7%	11.0%				15.6%						4.5%	
Compact-Duty-Van	Vol	1					1												
	Ter Pen	0.5%	0.0%				100.0%												
	Nat Pen	0.2%	0.0%				91.4%												
Heavy-Duty-Van	Vol	1								0					1				
	Ter Pen	0.5%	0.0%							0.0%					100.0%				
	Nat Pen	0.6%	0.0%							10.4%					89.3%				
Other	Vol	10			1	2	4			1		2							
	Ter Pen	5.2%	0.0%		10.0%	20.0%	40.0%			10.0%		20.0%							
	Nat Pen	2.4%	0.0%		14.4%	23.1%	10.0%			12.1%		10.4%							
		192	8	1	34	34	19	9	10	27	5	8	9	5	4	5	5	3	1
					17.7%	17.7%	9.9%	4.7%	5.2%	14.1%	2.6%	4.2%	4.7%	2.6%	2.1%	2.6%	2.6%	1.6%	0.5%

LL20		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Renault	Kia	Fiat
Territory Rank					1	2	4	4	11	2	11	4	4	4	4	14	4	11	
Super Mini	Vol	5				2			1	1	1								
	Ter Pen	15.2%	0.0%			40.0%			20.0%	20.0%	20.0%								
	Nat Pen	12.0%	0.7%			15.9%			2.4%	1.3%	4.6%								
Lower Medium	Vol	4			2	0	0		0	1					1	0			
	Ter Pen	12.1%	0.0%		50.0%	0.0%	0.0%		0.0%	25.0%					25.0%	0.0%			
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%		7.1%	3.1%					14.7%	12.4%			
Upper Medium/Executive	Vol	2											2						
	Ter Pen	6.1%	0.0%										100.0%						
	Nat Pen	13.1%	0.2%										4.5%						
Sports Utility Vehicles	Vol	19	1	1	6	1	2	2		1	0			2	1	0	2	1	
	Ter Pen	57.6%	100.0%		31.6%	5.3%	10.5%	10.5%		5.3%	0.0%			10.5%	5.3%	0.0%	10.5%	5.3%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%		4.6%	2.3%			9.4%	4.8%	4.5%	3.3%	5.4%	
Multi Purpose Vehicles	Vol	1			0		0					1							
	Ter Pen	3.0%	0.0%		0.0%		0.0%					100.0%							
	Nat Pen	2.6%	0.3%		0.0%		24.7%					15.6%							
Other	Vol	2			1	0				0		1							
	Ter Pen	6.1%	0.0%		50.0%	0.0%				0.0%		50.0%							
	Nat Pen	2.4%	0.0%		14.4%	23.1%				12.1%		10.4%							
		33	1	1	9	3	2	2	1	3	1	2	2	2	2	0	2	1	
					27.3%	9.1%	6.1%	6.1%	3.0%	9.1%	3.0%	6.1%	6.1%	6.1%	6.1%	0.0%	6.1%	3.0%	0.0%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

LL21		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					3	1	5	5	5	5	5	3	2	13	13	5	5	5	
Super Mini	Vol	1				0					1								
	Ter Pen	4.5%	0.0%			0.0%					100.0%								
	Nat Pen	12.0%	0.7%			15.9%					4.6%								
Lower Medium	Vol	4				2			0				1			1			
	Ter Pen	18.2%	0.0%			50.0%			0.0%				25.0%			25.0%			
	Nat Pen	18.8%	0.9%			14.2%			7.1%				1.0%			12.4%			
Upper Medium/Executive	Vol	1											1						
	Ter Pen	4.5%	0.0%										100.0%						
	Nat Pen	13.1%	0.2%										4.5%						
Sports Utility Vehicles	Vol	14			2	3	1	1	1	1		1	1	0	0	0	1	1	
	Ter Pen	63.6%			14.3%	21.4%	7.1%	7.1%	7.1%	7.1%		7.1%	7.1%	0.0%	0.0%	0.0%	7.1%	7.1%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%	3.3%	3.6%	4.6%		3.0%	4.3%	9.4%	4.8%	4.5%	5.4%	3.3%	
Other	Vol	1								0		1							
	Ter Pen	4.5%	0.0%							0.0%		100.0%							
	Nat Pen	2.4%	0.0%							12.1%		10.4%							
		22	1		2	5	1	1	1	1	1	2	3	0	0	1	1	1	
					9.1%	22.7%	4.5%	4.5%	4.5%	4.5%	4.5%	9.1%	13.6%	0.0%	0.0%	4.5%	4.5%	4.5%	0.0%

SY10		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Nissan	Hyundai	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					1	1	3		10	6	7	7	5	7	10	3	10	10	
Super Mini	Vol	9			3	1				1									
	Ter Pen	15.5%	0.0%		33.3%	11.1%				11.1%									
	Nat Pen	12.0%	0.7%		14.7%	15.9%				1.3%									
Lower Medium	Vol	6			1	2	1		0		1		0			0			
	Ter Pen	10.3%	0.0%		16.7%	33.3%	16.7%		0.0%		16.7%		0.0%			0.0%			
	Nat Pen	18.8%	0.9%		7.5%	14.2%	16.1%		7.1%		0.6%		1.1%			12.4%			
Upper Medium/Executive	Vol	2												0	0	1			
	Ter Pen	3.4%	0.0%											0.0%	0.0%	50.0%			
	Nat Pen	13.1%	0.2%											4.5%	7.9%	13.4%			
Sports	Vol	2				1									1				
	Ter Pen	3.4%	0.0%			50.0%									50.0%				
	Nat Pen	2.6%	0.0%			1.4%									22.7%				
Sports Utility Vehicles	Vol	33			5	5	2			2	1	0	4	2	0	4	1	1	
	Ter Pen	56.9%	0.0%		15.2%	15.2%	6.1%			6.1%	3.0%	0.0%	12.1%	6.1%	0.0%	12.1%	3.0%	3.0%	
	Nat Pen	43.3%	1.4%		8.0%	8.0%	7.2%			4.6%	2.3%	3.0%	9.4%	4.3%	4.8%	4.5%	5.4%	3.3%	
Multi Purpose Vehicles	Vol	5				0	2		1			2							
	Ter Pen	8.6%	0.0%			0.0%	40.0%		20.0%			40.0%							
	Nat Pen	2.6%	0.3%			23.3%	24.7%		7.5%			15.6%							
Other	Vol	0								0									
	Ter Pen	0.0%	0.0%							0.0%									
	Nat Pen	2.4%	0.0%							12.1%									
		58			9	9	5		1	3	2	2	4	2	1	5	1	1	
					15.5%	15.5%	8.6%	0.0%	1.7%	5.2%	3.4%	3.4%	6.9%	3.4%	1.7%	8.6%	1.7%	1.7%	0.0%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1

006845 - Lindop Bros Wrexham Fleet Sales In Territory

SY11		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Hyundai	Nissan	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					3	2	4	12	7	6	1	14	5	7	7	12	7	11	
Small Car	Vol Ter Pen Nat Pen	7 4.2% 4.0%	1 100.0% 0.7%					1 14.3% 17.4%			5 71.4% 1.9%							1 14.3% 12.2%	
Super Mini	Vol Ter Pen Nat Pen	17 10.1% 12.0%	0 0.0% 0.7%		3 17.6% 14.7%	4 23.5% 15.9%			1 5.9% 2.4%		8 47.1% 4.6%								
Lower Medium	Vol Ter Pen Nat Pen	19 11.3% 18.8%	0 0.0% 0.9%		0 0.0% 7.5%	6 31.6% 14.2%	1 5.3% 16.1%		1 5.3% 7.1%	1 5.3% 3.1%	2 10.5% 0.6%				2 10.5% 14.7%	1 5.3% 12.4%	2 10.5% 4.2%		
Upper Medium/Executive	Vol Ter Pen Nat Pen	18 10.7% 13.1%	0 0.0% 0.2%		0 0.0% 4.8%						16 88.9% 14.1%					1 5.6% 13.4%			
Sports Utility Vehicles	Vol Ter Pen Nat Pen	93 55.4% 43.3%	0 0.0% 1.4%	1	20 21.5% 8.0%	21 22.6% 8.0%	5 5.4% 7.2%	1 1.1% 3.3%	2 2.2% 3.6%	4 4.3% 4.6%	12 12.9% 2.3%	1 1.1% 3.0%	7 7.5% 4.3%	5 5.4% 9.4%	3 3.2% 4.8%	0 0.0% 4.5%	3 3.2% 5.4%	2 2.2% 3.3%	
Multi Purpose Vehicles	Vol Ter Pen Nat Pen	4 2.4% 2.6%	0 0.0% 0.3%		0 0.0% 0.0%	1 25.0% 23.3%	2 50.0% 24.7%		1 25.0% 7.5%			0 0.0% 15.6%							
Medium-Duty-Van	Vol Ter Pen Nat Pen	1 0.6% 0.1%	0 0.0% 0.0%			1 100.0% 100.0%													
Other	Vol Ter Pen Nat Pen	9 5.4% 2.4%	0 0.0% 0.0%		2 22.2% 14.4%	3 33.3% 23.1%	1 11.1% 10.0%			2 22.2% 12.1%			1 11.1% 9.8%						
		168	1	1	25	36	9	2	5	7	43	1	8	5	5	2	5	3	
					14.9%	21.4%	5.4%	1.2%	3.0%	4.2%	25.6%	0.6%	4.8%	3.0%	3.0%	1.2%	3.0%	1.8%	0.0%

SY12		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Nissan	Hyundai	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					2	1	5	5	12	5	12	5	3	5	12	4	5	5	
Small Car	Vol Ter Pen Nat Pen	1 2.6% 4.0%	0 0.0% 0.7%				0 0.0% 3.1%											1 100.0% 12.2%	
Super Mini	Vol Ter Pen Nat Pen	7 17.9% 12.0%	0 0.0% 0.7%		1 14.3% 14.7%	4 57.1% 15.9%	1 14.3% 8.7%										1 14.3% 2.2%	0 0.0% 7.2%	
Lower Medium	Vol Ter Pen Nat Pen	5 12.8% 18.8%	0 0.0% 0.9%		2 40.0% 7.5%	0 0.0% 14.2%	0 0.0% 16.1%		0 0.0% 7.1%							2 40.0% 12.4%			
Upper Medium/Executive	Vol Ter Pen Nat Pen	0 0.0% 13.1%	0 0.0% 0.2%			0 0.0% 2.0%					0 0.0% 14.1%								
Sports Utility Vehicles	Vol Ter Pen Nat Pen	24 61.5% 43.3%	0 0.0% 1.4%	1	5 20.8% 8.0%	6 25.0% 8.0%	0 0.0% 7.2%	1 4.2% 3.3%		1 4.2% 4.6%	0 0.0% 2.3%	1 4.2% 3.0%	3 12.5% 9.4%	1 4.2% 4.3%	0 0.0% 4.8%		0 0.0% 5.4%		
Multi Purpose Vehicles	Vol Ter Pen Nat Pen	0 0.0% 2.6%	0 0.0% 0.3%			0 0.0% 23.3%													
Other	Vol Ter Pen Nat Pen	2 5.1% 2.4%	0 0.0% 0.0%		1 50.0% 14.4%	1 50.0% 23.1%				0 0.0% 12.1%									
		39		1	9	11	1	1	0	1	0	1	3	1	0	2	1	1	
					23.1%	28.2%	2.6%	2.6%	0.0%	2.6%	0.0%	2.6%	7.7%	2.6%	0.0%	5.1%	2.6%	2.6%	0.0%

Toyota (GB) PLC - Vehicle Sales Analysis

Postcode Competitor Analysis (Fleet) for December 2019 Year To Date

Region B B1
006845 - Lindop Bros Wrexham Fleet Sales In Territory

SY14		Total TIV	Owning Centre	Pump In	Vauxhall	Ford	Volkswagen	Toyota	Seat	Peugeot	Skoda	Citroen	Nissan	Hyundai	Mercedes	BMW	Kia	Renault	Fiat
Territory Rank					1	1	1	1	7	7	11	7	1	11	7	1	11	11	
Super Mini	Vol	3	0	0				0				1						0	
	Ter Pen	16.7%	0.0%					0.0%				33.3%						0.0%	
	Nat Pen	12.0%	0.7%					6.0%				5.6%						7.2%	
Lower Medium	Vol	3					0			1					1	1			
	Ter Pen	16.7%	0.0%				0.0%			33.3%					33.3%	33.3%			
	Nat Pen	18.8%	0.9%				16.1%			3.1%					14.7%	12.4%			
Sports Utility Vehicles	Vol	9	2		2	1		2	1		0		2	0	0	1			
	Ter Pen	50.0%	100.0%		22.2%	11.1%		22.2%	11.1%		0.0%		22.2%	0.0%	0.0%	11.1%			
	Nat Pen	43.3%	1.4%		8.0%	8.0%		3.3%	3.6%		2.3%		9.4%	4.3%	4.8%	4.5%			
Multi Purpose Vehicles	Vol	0				0											0		
	Ter Pen	0.0%	0.0%			0.0%											0.0%		
	Nat Pen	2.6%	0.3%			23.3%											4.4%		
Compact-Duty -Van	Vol	1					1												
	Ter Pen	5.6%	0.0%				100.0%												
	Nat Pen	0.2%	0.0%				91.4%												
Other	Vol	2				1	1												
	Ter Pen	11.1%	0.0%			50.0%	50.0%												
	Nat Pen	2.4%	0.0%			23.1%	10.0%												
		18	2	0	2	2	2	2	1	1	0	1	2	0	1	2	0	0	
					11.1%	11.1%	11.1%	11.1%	5.6%	5.6%	0.0%	5.6%	11.1%	0.0%	5.6%	11.1%	0.0%	0.0%	0.0%