

New Car Monitor

future residual values

CAP New Car Monitor is *the* industry standard guide to the future used values of today's new cars. With literally billions of pounds wiped off the value of company-owned vehicles annually, having access to their future residual values is essential for anybody needing to understand their exposure to the future used market.

CAP New Car Monitor is produced by a highly experienced team who manage one of the most comprehensive and proven economic modelling systems in Britain. This team of editors, researchers, analysts and economists research every specification and physical detail available on all new cars. Sophisticated analysis and computer-based modelling, combined with the team's fund of personal experience and interpretive skills result in a range of products built on accuracy, reliability and real knowledge. This provides the basis for accurately predicting future residual values of nearly 4,500 new cars.

CAP's proprietary forecasting systems - one for the economy and one for the used market - are designed to provide access not only to the numbers but the facts around the numbers. Providing the foundation for forecast residual value and pence-per-mile running cost figures, these figures reveal the future prospects for almost any vehicle when the time comes for its disposal.

Close liaison with contract hire and leasing, finance and fleet customers and manufacturers is an important part of the Monitor research process. Car launches are preceded by detailed discussions between Monitor staff, the manufacturer and the fleet industry in order to fully understand the vehicle's profile and market positioning. The power of CAP Monitor lies in the combination of proven economic modelling together with a thorough understanding of the used car buyer's perceptions and the forces that shape them.

Indexed by manufacturer, model and derivative, CAP New Car Monitor is concisely laid out to provide data in time and mileage format with a forecast pounds value also translated into percentage of original list price. The seasonal factors which shape these values on a month-by-month basis are taken into account for the most accurate possible reflection of disposal values. Pence per mile running cost figures are included for most new models.

All major assumptions underlying the published data are outlined in a monthly trade-only editorial, together with a summary of the major changes to forecast values in the current edition.

Available Formats

Windows™

Updated Monthly

Future residual values included for 48 manufacturers and over 4,400 vehicles including Special Editions, up to 48 months and 120,000 miles. Each forecast is shown in grid format with specific time and mileage bands highlighted for ease of use with the added functionality of an individual term and mileage feature that can be adjusted by increments of one month or 1,000 miles. Additional facilities available for seasonal and global adjustments. Includes selection of a large number of popular factory fitted options with appropriate adjustment in residual value. Pence per mile information available with running cost league tables. History file available for all data installed to allow vehicle tracking. User defined group feature allowing customers to select their own baskets of vehicles to track. Cost new price provided. MPG EC combined figure included.

Delivery by Post or Web Download - First Launched in **April 1996**

Systems required: Can be run on virtually every pc. Internet connection required for web download.

ASCII

Updated Monthly

Future residual values included for 48 manufacturers and over 4,400 vehicles including Special Editions, up to 60 months and 150,000 miles. This raw data is for integration into the end user's own system complete with industry standard CAP codes and descriptions, options and adjustments. Includes pence per mile figures.

Delivery by Post or Web Download - First Launched in **May 1991**

Systems required: Bespoke.

Vehicles Covered

Current new cars registered in the UK.

Support Available to Customers

Customers are provided with a **unique free valuation service** for specialist vehicles (calls charged at standard rate). CAP's experienced Monitor Editorial Team is available to assist with difficult valuations, offer opinion and guidance or discuss any market related issues a customer may have. A dedicated customer support team to handle and solve any delivery method, delivery address or product related issues is available on 0113 222 2007.

Data Sources

Automotive Industry	Regular dialogue with, and feedback from, the automotive industry on forecast issues.
CAP Black Book	Analysis of this product is a key element to understand current residual values and the trends represented therein.
Contract Hire and Leasing Industry	Disposal data supplied by most of the major contract hire and leasing companies with detailed information on over 11,000 sold units a month.
Economic Sources	To create an independent view, CAP's own economics team use a wide range of governmental and other respected data sources.
Manufacturers	Regular contact and involvement with manufacturers provide CAP with new product information months ahead of vehicle launch.

Use of New Car Monitor within Sectors

Contract Hire and Leasing Industry	Used to assist with vehicle acquisitions by enabling comparisons between manufacturers; for rate setting or rate checking by providing an instant independent future residual value; within online quotation systems to provide customer selection/quotation information; to assess balance sheet risk when used with CAPcalc or other revaluation tool.
Dealers	Used as a closing tool for certain marques with proven future residual value history and as the data powering both front and back office Dealer Management Systems.
E-commerce	Provision of data to enable online finance quotations to be offered in a retail environment.
Finance	Risk management when used in conjunction with CAP's Black Book used value product to assess risk in conventional finance agreements and within the customer quotation scenario by providing base future residual value information for use in Personal Contract Plans to enable customer payments to be set.
Insurance	Used within portfolio management to provide independent future residual values on which to base policy. Also used as a base for residual value insurance.
Manufacturers	Future residual value comparator by tracking performance against competition and also generally within the marketplace; risk management of short term vehicle fleet.

CAP Portfolio

CAP New Car Monitor is just one example of CAP's portfolio of data solutions. CAP's expertise within the market place, coupled with its close relationship with key industry influencers and dedication to developing key business solutions, has established CAP as the benchmark valuations, data and solutions provider throughout many automotive sectors.

Used Values

CAP Used Values - Black Book, Red Book, Grey Book and Green Book, contain all the data needed to value used cars, commercial vehicles, grey imports and motorcycles with total confidence. The range of used value guides equips users with the information to make the right purchase and disposal decisions for faster stock turnaround and increased profit. Vehicles are valued on condition and mileage, further reducing risk, improving returns and making better profits.

CAP's used values play an important role throughout the industry, forming a benchmark measure of current market values for professionals. For example, the leasing industry typically uses the 'CAP Clean' valuation standard as the benchmark for cars against which not only vehicle but disposals staff performance is measured. Whether for purchase or disposal of a vehicle, CAP data is involved at some stage in the transaction process.

Future Residual Values

CAP Monitor is the UK's leading future residual values forecasting system, designed for any business carrying risk on new cars, vans, trucks or motorcycles. Car Monitor, for example, contains residual values and whole life costs for thousands of vehicles. This enables the user to make the right fleet purchase decisions, plan disposals, control costs, set competitive leasing and contract hire rates and calculate running costs. Manufacturers use this influential data when positioning their own product in both consumer and business markets.

Used Monitor for Future Residual Values offers forecast values for today's used vehicles up to five years ahead (depending on product format). This enables users to re-appraise residual risks, plan disposals for optimum efficiency and set prices competitively. Adjustments for variations in mileage or time produce management information on groups of benchmark vehicles and enable a customer to easily apply global percentage and seasonal adjustments. It means a customer can test 'what if' scenarios or integrate fresh information into residual value forecasts.

CAP Monitor-SMR couples CAP's benchmark future residual values data with a budgetary service, maintenance and replacement figure to provide a powerful yet easy-to-use risk management tool. Monitor-SMR therefore provides the most comprehensive picture yet for whole life costs.

New Vehicles

By unravelling manufacturers' combinations of new vehicles prices, standard equipment and available options, CAP's range of products associated with new vehicles is rapidly being adopted throughout the automotive and related markets. This clearly laid-out and accurate data on new vehicles has many applications. For example, with CAP's data powering vehicle searches or specification comparators on websites and showroom systems, customers can offer their own systems to provide online car or van selections, saving time in quotations and providing an enhanced service.

As the UK's most comprehensive database of passenger cars, light and heavy commercial vehicles and motorcycle information, it can be used to aid identification and decision making through all industry sectors. Manufacturers use this data for their own competitive positioning.

Designed with a choose-and-build philosophy, a number of product options are available to allow users to develop their own new vehicle data reference system, dependent upon their requirements.

New Vehicle Prices and Options provides the latest data on cars, commercial vehicles and motorcycles, offering updates on price changes and vehicle and option prices on all models. Standard Equipment, Colours and Trims data is an unrivalled addition that gives access to a valuable bank of specification details for every model included. The Colour and Trim Combination data for cars gives all the information required to identify interior trim and exterior colour combinations available in the market place. This comprehensive database also reveals any additional costs associated with chosen paint or trim combinations. The CAP Technical Data File gives fast and accurate access to separate technical specification data fields for cars, light commercials and motorcycles, including CO2 emissions, fuel economy, service intervals and more. Image files are particularly useful for website applications, for example where there is a requirement for a visual image of the vehicle in question. CAP's Image Files contain current and historic images of cars, going back as far as 1993.

All of CAP's ASCII data products seamlessly integrate with each other thanks to the unique CAP coding system. CAP codes are fast becoming another industry standard, ensuring the effortless integration of CAP products not only with each other but within the user's own systems.

For more information on CAP and its product range, contact us on 0870 122 2211
