



Monthly Payments

October 2022

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Car buyers move to monthly payments

What we know

1. Value in Monthly Payments intelligence
2. Benchmarking on monthly payment basis
3. No industry standard in market research of Monthly Payments





Why Monthly Payments

Customer Experience is Key

- What can the end user afford?
- What kind of monthly payment is right for them?

What this means to you?

- You need visibility of available offers
- So you can set the correct payment for your product



Do It Yourself or ... call an expert

Doing it yourself? It must be:

- Consistent
- Coherent
- Complete

And the risk?

- Poor competitive positioning
- Out of date and unattractive price setting
- Leading to ineffective marketing spend

The market at your fingertips

JATO know Price and Product

1. Teams of Expert Researchers
2. Systems in place to collect and curate
3. Data Scientists interpret the data for you
4. Definitions are normalised





What this solution delivers

Relevant and timely market information

Business Critical data and insights

Broad and Extensive Data Asset

Increases Market Opportunities

JATO Monthly Payments

Finance Offers

Private Monthly Payment contracts from OEM Captives:

- Most Common funding solution, by market
- Credit: PCP/Balloon contracts
- Leasing: PCH/Private leasing
- Passenger Cars only, no business leasing

Countries & Models

EU markets

Models covering up to 75% of the market volume

For every model in scope:

- Representative version for every combination of Body Style-Powertrain (e.g. SUV x petrol, diesel, MHEV, PHEV, BEV)

Profiles

Up to 4 profiles based on:

Multiple durations:

i.e. 24*, 36 & 48 months

Two mileages:

10,000 km & 20,000 km p.a.

Two Deposits:

10%, 20%

* Depending on solution

Data Detail

Monthly payments

Initial payment/Deposit

Deposit contribution/
applicable discount

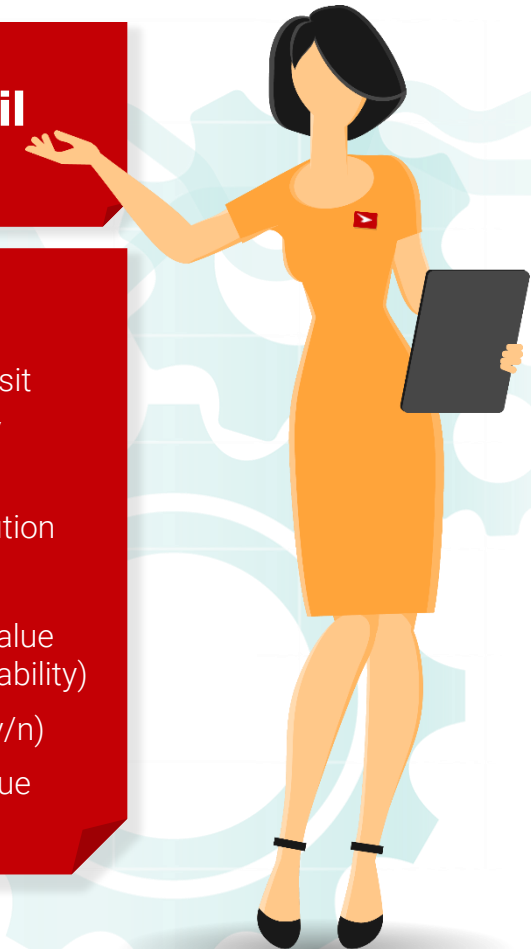
Government contribution

Interest rate %

Guaranteed Future Value
(subject to data availability)

Insurance included (y/n)

Free service pack value
(if applicable)



Monthly Payment



Segment

SUV B

Incentive Category

Finance

Incentive Type

Finance; contract purchase

Terms band

3-Yrs 4-Yrs

Mileage band

15.001 - 20.000

5.001 - 10.000

Interest Rate band

3,51% - 4,50%

4,51% - 5,50%

CLEAR ALL FILTERS

Unique Identity

Make

Model

Version

Trim level

Fuel type

Powertrain type

Incentive Period

Incentive Category

Incentive Type

Description

Price including delivery

Interest Rate %

Duration Terms (Months)

Milage (annual km)

Monthly Payment

Initial Payment/Deposit

Deposit contribution/ Applicable discount

GFV %

Insurance included

Free service pack value (€)

8133806	8105148	8134683
NISSAN	PEUGEOT	SKODA
JUKE	2008	KAMIQ
1.0 DIG-T TEKNA	1.2 PURETECH 100 ALLURE	1.0 TSI 81KW STYLE
TEKNA	ALLURE	STYLE
unleaded	unleaded	unleaded
combustion	combustion	combustion
202203	202203	202203
Finance	Finance	Finance
Finance; contract purchase	Finance; contract purchase	Finance; contract purchase
IntelligentBuy 5.49%	i-Move 5.49%	Clever Val€ 3.99%
27,360	25,100	26,300
5.49%	5.49%	3.99%
36	35	35
10,000	10,000	10,000
396	399	409
0	0	0
1500	1000	328
56.0%	53.8%	54.4%
Y	N	N

What Monthly Payment delivers

Business Critical Data supporting decisions on vehicle price and monthly payments elements

Accurate competitive benchmarking One to Many, easy comparison

Improved Competitiveness & Profitability by improved optimal price positioning

Market coverage Top selling model/versions for the EU5 monthly payments elements

Updated Monthly supports the most frequent monitoring of price positioning

Market Picture refers to current versions, no historical data



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