



Monthly Payments

March 2023

**Customer
behaviour is
changing rapidly,
and the automotive
market is changing
with it.**



A price to fit the
monthly budget



Making the most out of
digital marketplace



Direct to consumer
routes gaining traction



EVs continuing to
grow market share



Are you making the most of this opportunity?

92%

Of new cars registered in UK in 2022 were purchased on finance.

£400

A month is the average sum consumers are willing to pay.

2,000,000+

Cars were purchased on finance across GB, France, Germany, Italy and Spain in 2022.

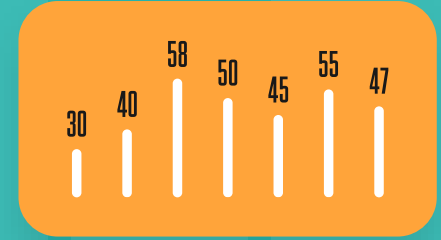
80%

Of consumers are more likely to buy an EV if it's available on finance.



See the world of automotive finance through the eyes of the consumer...

Monthly Payments is the future of benchmarking vehicle finance offers. Extensive, compliant, reliable, and timely data that allows you to compare vehicles the way your customers do.



Why Monthly Payments



Business critical data

Supporting decisions on vehicle price and monthly payments elements



Accurate competitive comparisons

One to many, easy comparison at your fingertips in seconds



Deep market coverage

Top selling models and versions across the EU5 (to begin with) commercial contract offers



Always up-to-date

Updated monthly to include latest models and versions

Covering key scenarios

Finance Offers

Supporting decisions on 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

Models covering more than 85% of the market volume.

All models and versions included for all brands.

Giving full picture of each market and competitor benchmark.

Profiles

Various profiles to suit:

Multiple durations:
24, 36 & 48 months duration

Two mileages:
10,000 km & 20,000 km p.a.

Deposit option
10%

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)

From your trusted data specialists

Multi-market data at your fingertips

Accessible through existing JATO delivery methods

Saving time for you and your team

Leading to better efficiencies and confidence in decision-making



Yes, you could DIY

Risking...



Incomplete data



Inconsistent data



Out-of-date data

...which can lead to



Missed price setting opportunities



Poor competitive positioning



Ineffective incentives offers

JATO

T +44 20 8423 7100

F +44 20 8423 2233

enquiries@jato.com

Twitter: [@JATO_Dynamics](https://twitter.com/JATO_Dynamics)

Linkedin: [linkedin.com/company/JATO-dynamics](https://www.linkedin.com/company/JATO-dynamics)

