

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



“Although the car parts aftermarket is seeing growth it remains one that is subject to a number of pressures. These are coming from various directions with the current buoyancy of new car sales and move towards budget brands joined by wider trends such as the impact of the ageing population and a steady fall in distances travelled annually. ”

– Neil Mason, Head of Retail Research

This report looks at the following areas:

- A strong new car market
- Distance travelled annually in decline
- The ageing population

This report presents a review of the UK car parts aftermarket and examines the market for a number of the most common parts that are purchased by car owners as part of either maintenance or repair. The report also looks at the role of consumers in this market, focusing on areas such as their purchasing habits and where parts are fitted, as well as consumer attitude towards replacement parts.

BUY THIS
REPORT NOW

VISIT:
store.mintel.com

CALL:
EMEA
+44 (0) 20 7606 4533

Brazil
0800 095 9094

Americas
+1 (312) 943 5250

APAC
+61 (0) 2 8284 8100

EMAIL:
reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Introduction

Definition
Exclusions
Abbreviations

Executive Summary

The market
Figure 1: UK car parts aftermarket, by value, at current prices, 2009-19

Market factors
Companies, brands and innovation
Channels to market
Figure 2: Aftermarket outlets for sales of replacement parts, 2014

The consumer
Figure 3: Car ownership, September 2014
Figure 4: Age of car driven, September 2014
Figure 5: Replacement parts bought, September 2014
Figure 6: Repairs or fitting of replacement parts by planned and unplanned occasion, September 2014
Figure 7: Reasons for replacing parts, September 2014
Figure 8: Attitudes towards cars and car repairs, September 2014

What we think

Issues and Insights

A strong new car market
The facts
The implications
Distance travelled annually in decline
The facts
The implications
The ageing population
The facts
The implications

Trend Application

Why Buy
Return to the experts
Prepare for the worst

Market Environment

Key points
A car market in recovery

**BUY THIS
REPORT NOW**

VISIT: store.mintel.com
CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094
Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100
EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 9: New and used car registrations, 2009-14

Polarisation of market by vehicle age

Figure 10: Age structure of the car parc in years, 2012 and 2013

Trips taken and distance travelled are in steady declines

Figure 11: Trips, distance travelled and time taken, 2003-2013

Lighting and signalling are key reason for MOT failure

Figure 12: Road vehicle testing scheme (MOT), selected reasons for failure, car tests, 2008-13

Diesels account for over half of new cars sold

Figure 13: New car registrations, by fuel type, 2009-14

Vehicle replacement times are improving

Impact of maintenance delays...

... or getting others to undertake maintenance on your behalf

UK economy in recovery

Figure 14: GDP, PDI, consumer expenditure and savings, at current prices, 2009-19

GDP growth is beginning to strengthen

Consumer expenditure likely to be buoyant

Financial confidence begins to strengthen

Figure 15: GfK Consumer Confidence Index, January 1988 – February 2014

Pain of high fuel prices may be easing

Figure 16: Monthly UK petrol, diesel and oil price trends, 2009-13**

Shift in population towards the less affluent

UK population shows signs of ageing

Competitive Context

Key points

Replacement parts have to compete against other motoring expenses

Figure 17: Consumer expenditure on car purchasing, servicing and repair and motoring expenses, seasonally adjusted at current prices, 2009-13

Role of the internet continues to broaden

Counterfeiting – an unquantifiable problem

Competition from part used and refurbished parts

Strengths and Weaknesses in the Market

Strengths

Weaknesses

Who's Innovating?

Key points

Demand for intelligent motoring prompts autonomous parts

Gripping stuff

Green initiatives take root within the tyre sector

Market Size and Forecast

BUY THIS
REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Key points

Revenues show signs of strengthening

Figure 18: UK car parts aftermarket*, by value, at current and constant prices, 2009-14

Recovery as recessionary woes ease

Slowdown in growth as sales of new cars strengthen

Replacement tyres dominate the market

Figure 19: Segmentation of the car parts aftermarket, by value, at current prices, 2009-14

The future

Figure 20: UK car parts aftermarket, by value, at current prices, 2009-19

Forecast

Figure 21: UK tyre aftermarket, by value, at current prices, 2009-19

Figure 22: UK other car parts aftermarket, by value, at current prices, 2009-19

Market Segmentation

Key points

Tyres

Rising raw material prices drive up value

Figure 23: Tyre sales, by value (at current prices) and volume, 2009-14

Sales recover from difficult period during recent economic slowdown

Revenues rising faster than volume sales

Premium market fighting back despite further progress for budget tyres

Figure 24: Tyre segmentation for replacement car tyres, by volume percentage, 2010-2014

Interest in winter and all season tyres hit by the weather

Figure 25: Winter/all season tyres, 2010-2014

Initial interest slowed by the weather

Other replacement parts

Economic recovery helps to boost sales

Figure 26: Segmentation of the other replacement parts market, by value, at current prices, 2009-14

Replacement rates and pricing impact on the market

Things are not all so bad

Slow recovery in market value

Market Share

Key points

Tyres – a market in transition

Figure 27: UK – Tyres: Company market share, by value, 2012

Leading manufacturers see their share of sales fall back

Far East companies dominate push by budget manufacturers

Companies and Products

Parts suppliers

BUY THIS
REPORT NOW

VISIT: store.mintel.com
CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094
Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100
EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Bosch
 Delphi
 Federal-Mogul
 Hella
 Tenneco
 TRW
 Visteon
 Valeo
 Factors and retailers
 A1 Motor Stores
 Euro Car Parts
 GSF Car Parts
 Halfords
 Motor World
 Tyres
 Bridgestone
 Continental
 Goodyear
 Hankook
 Michelin
 Pirelli

Brand Communication and Promotion

Key points

Overall expenditure suffers collapse in 2013

Figure 28: Main media advertising expenditure on car aftermarket products*, 2009-13

Tyres dominate expenditure

Figure 29: Main media advertising expenditure, by key group, 2009-13

Brakes and clutches dominate other car part expenditure

Figure 30: Main media advertising expenditure by other car parts 2010 - 2013

Press advertising emerges as channel of choice

Figure 31: Main media advertising expenditure on car aftermarket products*, % share by media type, 2010-13

Manufacturers dominate the tyre sector

Figure 32: Total advertising spend on tyres by company, 2010-13

Press and radio replace television in the tyre sector

Figure 33: TYRE ADSPEND, BY MEDIA TYPE, 2010-13

Fragmented involvement in other parts market

Figure 34: Other car parts* advertising spend, by advertiser, 2010-13

Press advertising dominant for other car parts suppliers

Figure 35: Other car parts* by advertising spend, by media type, 2010-13

BUY THIS
 REPORT NOW

VISIT: store.mintel.com
 CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094
 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100
 EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Channels to Market

Key points

Independent garages dominate the market

Figure 36: Aftermarket outlets for sales of replacement parts * 2008, 2010, 2012 and 2014

Independent garage sector beginning to see stability in site numbers

Petrol forecourts suffer a more dramatic decline in network

Dealer outlet numbers stabilise after sharp contraction

Fast Fit network sees growth in network

Figure 37: Top 10 tyre and exhaust fitting centres, by number of outlets, 2010, 2012 and 2013

Car accessory retailers dominated by Halfords

Figure 38: Leading car accessory chains, by number of outlets, 2012, 2013 and 2014

Tyre sales – an area dominated by specialists

Figure 39: Tyre distribution, by outlet, 2013

Internet

Other replacement parts affected by requirement to fit

Tyre sales are a developing market

The Consumer – Car Ownership

Key points

Car ownership stands at around two thirds of adults

Figure 40: Car ownership, September 2014

Men as opposed to women are more likely to own a car from new

Younger drivers are more likely to own new car purchased in the last two years

Rural drivers are more likely to own a used car

Income is a major factor on the age of vehicle owned

Several groups are more likely than not to hold a driving licence

Fall in percentage of used cars being driven

Figure 41: Car ownership, 2012, 2013 and 2014

The Consumer – Age of Car Driven

Key points

Around three in 10 drivers drive a car under three years old

Figure 42: Age of car driven, September 2014

Emergence from recession boosts younger vehicles

Figure 43: Age of car driven, 2011 and 2014

The Consumer – Parts Replacement

Key points

Tyres top the list as parts that need replacing

Figure 44: Replacement parts bought, September 2014

Men lead when purchasing certain car parts

BUY THIS
REPORT NOW

VISIT: store.mintel.com
CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094
Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100
EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

- Young are more likely to purchase replacement parts
 - Urban drivers are more likely to purchase some replacement parts
 - Income impacts on the replacement of some parts
 - Older vehicles are more likely to need replacement parts
- Figure 45: Replacement parts bought, by car ownership, September 2014

The Consumer – Undertaking Planned and Unplanned Repairs

Key points

- Mechanics and independent dealers are most likely to fit parts
 - Figure 46: Repairs or fitting of replacement parts by planned and unplanned occasion, September 2014
- Men opt for dealers or do it themselves
- Young adults favour certain channels
- Certain channels are popular for urban car owners
- Income and socio economic status both impact on choice
- Certain parts are only replaced by certain outlets
 - Figure 47: Planned repairs or fitting of replacement parts by outlet, by parts and replacement parts purchased in the last 12 months, September 2014
- Owners of young and old vehicles have different preferences towards where parts would be fitted
 - Figure 48: Planned repairs or fitting of replacement parts by outlet, by age of car in the last 12 months, September 2014

The Consumer – Reasons for Replacing Parts

Key points

- Failure of a part is the most likely reason for its replacement
 - Figure 49: Reasons for replacing parts, September 2014
- Women are more reliant on advice of professionals
- Young car owners are strongly influenced by family/friends and media campaigns ...
 - ... while older drivers rely on their own intuition of advice of professionals
- Urban/rural differences
- Age of car impacts on the reasons for replacing a part
 - Figure 50: Reasons for replacing parts by age of main car in the last 12 months, September 2014
- Type of part influences reason for replacement
 - Figure 51: Reasons for replacing parts, by selected parts replaced in the last 12 months, September 2014

The Consumer – Attitudes towards Cars and Car Repairs

Key points

- Knowing your vehicle is reliable is crucial for many buyers
 - Figure 52: Attitudes towards cars and car repairs, September 2014
- Concern about reliability favours purchase of new and nearly new vehicles
- Preferences towards branded parts is low although use of new parts is important
- Warranty awareness is also high
- Women show a reliance on others when it comes to the reliability of parts ...
 - ... as do older car owners

BUY THIS
REPORT NOW

VISIT: store.mintel.com
 CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094
 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100
 EMAIL: reports@mintel.com

Car Aftermarket - UK - November 2014

Report Price: £1750.00 | \$2834.04 | €2223.04

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Those on the lowest incomes appear least worried about reliability of their vehicles

Concerns about reliability prompt ownership of modern cars

Figure 53: Attitudes towards cars and car repairs by age of main car, September 2014

Mechanics and fast-fit viewed differently by those who use dealers

Figure 54: Attitudes towards the replacement of car parts, by selected locations where planned repairs are undertaken, September 2014

Fast fit users show strong technical edge

Mobile mechanics are attractive for those looking at part worn or refurbished parts

Users of authorised dealers want assurances

BUY THIS
REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com