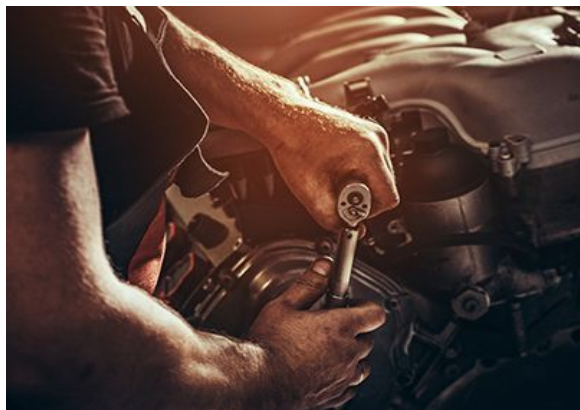


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“The parts aftermarket is strongly affected by external factors with the recent depreciation in Sterling stimulating inflationary pressures across the sector. However, in the case of tyres, such a development has also narrowed price differentials resulting in a move away from value brands as well as reducing volume sales.”

– **Neil Mason, Head of Retail Research**

This report looks at the following areas:

Looking ahead, the UK's departure from the EU in March 2019 is another external concern and one whose impact remains uncertain.

- Are rising prices halting progress made by the budget parts?
- Used and refurbished parts remain a threat to the sector
- Online remains a niche channel

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- Over a fifth of cars are 10 years or older
- Most car owners have sole responsibility for maintenance and servicing
- Regular maintenance and servicing is key for parts replacement

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Retail channels are not used by all  
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Around half of adults have no interest in used or refurbished parts

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Retail appeals strongest in cities...

...as well as to those more affluent

Young parents are another important market

In-store purchasing less popular for those with older cars

Single decision-makers are more likely to use retail channels

Automotive specialists are preferred for retail purchases

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Automotive outlets popular with older adults and men...

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Newer channels are popular with owners of younger cars

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