

### **INDUSTRY FACTS AND FIGURES (2023)**

NFDA is the leading representative body of the UK's automotive retail car and commercial vehicle dealers; retaining 85% of UK dealers in membership. There are around 4,500 franchise outlets in the UK.

#### **Industry facts:**

- UK auto retail **turnover** is around **193 billion** (annually)<sup>1</sup>
- **Turnover** from **sales of cars** is around **145 billion** (annually)<sup>2</sup>
- Around 5 million new and used cars are sold every year through franchised auto retailers
- **Top 100** franchised dealers have combined turnover of **£56.3bn**, **top 10 NFDA** around **£26bn**<sup>3</sup>
- **35,082,800** cars on the UK roads in **2021**, **40.35 million** in total<sup>4</sup>
- **4.6 million vans**, an increase of **29%** in the past decade
- **589,445 trucks**, an increase of **5%** in the past decade
- UK automotive retail **employs 781,800**<sup>5</sup>
- **2.5%** of total UK employment<sup>6</sup>
- Between August 21 and July 22 there have been 6,767 new **apprenticeship starts** in UK auto retail, 5-year average of **10,093**.<sup>7</sup>

#### **Vehicle registrations**

- Second-hand car registrations reached over **6.8 million** in 2022, an **8.5%** drop from the preceding year.
- New car registrations reach **1.6 million** in 2022, a **2%** drop from 2021.

#### **Imports and exports:**

- **86%** of cars sold in the UK **are imports**<sup>8</sup>
- **859,575 million cars built in the UK** in 2021, down nearly 50% from 2016 (1.7million)<sup>9</sup>
- **705,826 cars exported in 2021**, meaning **8 out of 10 (82.1%)** cars in the UK are exported<sup>10</sup>
- **55% of UK exports go to EU27**<sup>11</sup>, 16.8% of UK exports go to USA and 8.1% going to China.<sup>12</sup>
- **4<sup>th</sup>** largest car manufacturing country in EU and **16<sup>th</sup>** in the world.<sup>13</sup>

<sup>1</sup> Office for National Statistics - *Annual Business Survey*, 2021 accessed on 30 March 2023

<sup>2</sup> Ibid

<sup>3</sup> AM-Online, top100 - <https://www.am-online.com/AM100/>

<sup>4</sup> SMMT Industry Facts <https://www.smmt.co.uk/wp-content/uploads/sites/2/SMMT-FACTS-Dec-2022.pdf>

<sup>5</sup> Office for National Statistics - *Annual Business Survey*, 2016 released on 9 November 2017, accessed 05.01.2018

<https://www.smmt.co.uk/reports/smmt-motor-industry-facts/>

<sup>6</sup> Office for National Statistics - *JOBS03* (figures as of December 2016, published 15 March 2017)

<sup>7</sup> IMI – Automotive Education Report Q3 2022 - <https://tide.theimi.org.uk/sites/default/files/2022-12/Automotive%20Education%20edition%205.pdf>

<sup>8</sup> SMMT motor industry facts

<sup>9</sup> Ibid

<sup>10</sup> Ibid

<sup>11</sup> Ibid

<sup>12</sup> Ibid

<sup>13</sup> Ibid pp. 12