

GRC Subscription Services



UAE Vehicle Database and Analysis

2023

Who We are -Automotive Intelligence & Tracking Hub (AITH), A GRC Initiative



Founded in 2010, with offices and affiliates in **Dubai, Riyadh, Harare and Auckland**, we deliver customized research-led solutions across key industries in Middle East & Africa region and global emerging markets. **Glasgow Research & Consulting has successfully delivered over 750+ projects** across industries helping customers develop actionable insights, establish feasibility and successfully enter new markets

The GRC Automotive practice provides regional market intelligence, thought leadership and insights to the emerging & fast transforming sector in Middle East and Africa region. We help clients identify the top mega trends in areas of mobility solutions

1 Decision Support Databases

Customized Databases and information provide all necessary inputs for Operational Planning



2 Market Research

Customized Market Research Projects to Analyze & Evaluate Client Requirements, Competitors, Top Trends & Growth Opportunities



3 Consultancy

Committed to Identifying Growth Options and Providing Market Entry Solutions



4 Syndicated Reports

Provides Market intelligence, insights and updates on current Market situation



UAE Vehicle Database and Analysis Methodology and Deliverables



- Data sourced from Auto Associations
- Interviews were conducted with selected dealers of luxury vehicles.
- Interviews with Service managers of luxury vehicle to check the number of vehicle in warranty.
- Data from public domain like journals and magazines.
- Based on the above sources estimation done by GRC with 95% accuracy.
- Analysis done on month on month data.
- GRC Analysis

METHODOLOGY....

01 Historical Data Analysis



To provide historical (16 years) analysis of vehicles in UAE

- Evolution of Passenger Vehicle market
- Shift in segmental demand like Sedan, SUV, Luxury
- Growth in personnel vehicles vs taxis/shared mobility services
- Evolution of Commercial Vehicle (Trucks & Buses) market
- Shift in CV segmental growth by tonnage, by vehicle category (rigid trucks, tractor trailers, etc.)

02 Current Data Analysis



To provide quarterly update and analysis of vehicles sales of both Passenger Car and Commercial Vehicle Segment

- Passenger car registrations month on month by manufacturer (OEM), by segment (Sedan, SUV, etc.), by model/variant
- Commercial Vehicle registrations month on month by manufacturer(OEM), by segment, by model/variant
- Analysis by fleet vs. personal car

03 Used Car Data Analysis



To provide used car data analysis

- Registration of used cars month on month
- Analysis by channel of sales online, dealers, c2c, etc
- Analysis by car segment, by car make, by model etc.
- Analysis by vehicle age

04 Value-add Analysis



To provide value-add analysis by

- Colour
- Body type
- Nationality of ownership
- Gender
- TRIM level
- + Any more customisation required

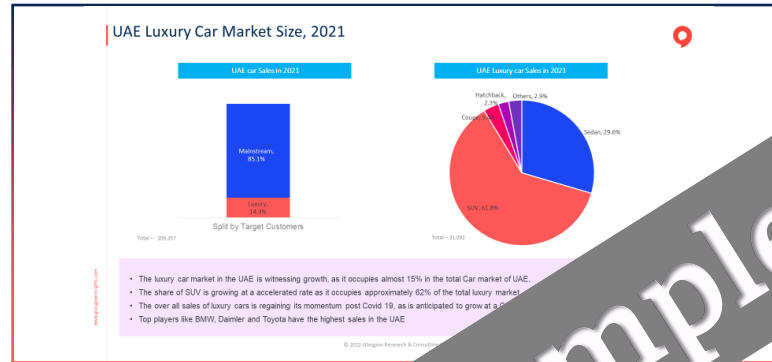
ILLUSTRATIVE OUTPUT



UAE Luxury car performance by leading OEMs – Q1

OEM	January	February	March
Audi	312 ↑	163 ↓	267
BMW	875	606	763
Daimler – Mercedes	593 ↑	360 ↓	557
Jaguar Rangrover	174	215 ↑	185
Alfa Romeo	6	13	17
Maserati	22 ↑	23	22 ↓
Ford	532	396 ↑	295 ↓
GM	693	863	1003
GAC	56	100	87
Great Wall	45	57	52
Honda	214	218	198 ↑
Nissan - Renault	2514	2004 ↓	3290 ↑
Toyota	5561	5798	6062
Others	5955	5608	6469

Source: QDG Analytics, MEAC, PricewaterhouseCoopers, Gulf Business, Zayed, Wotak Times © 2023 Glasgow Research & Consulting Group



Mainstream Car Sales in Q1&Q2

	Q1	Q2	Percentage Change
Toyota	1,223	927	-24%
Nissan	305	559	83%
Ford	559	732	31%
Volvo	243	295	22%
Mercedes	2,822	3,298	28%
BMW	154	167	8%
Others	630	586	-7%
Others	2,003	2,391	14%
Renault	1,987	1,444	-28%
Others	7,808	9,243	18%
Others	1,240	1,586	28%
Toyota	17,421	18,002	3%
Others	11,988	14,874	24%

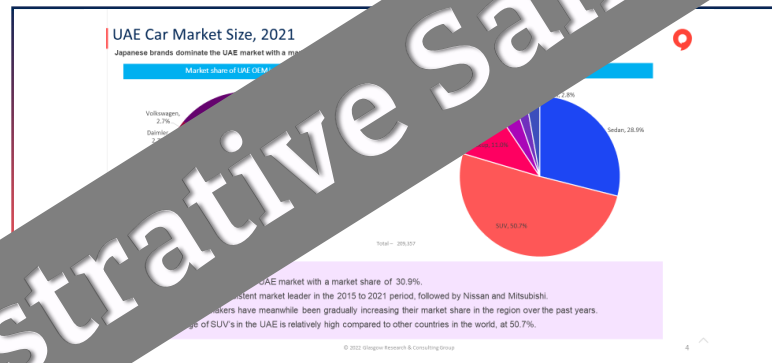
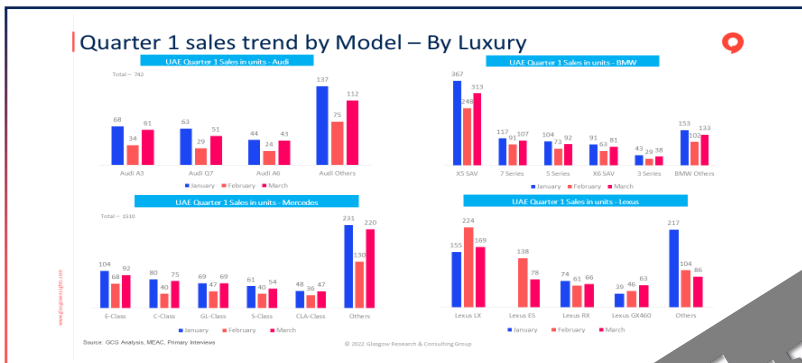
Luxury Car Sales in Q1&Q2

OEM	Q1	Q2	Percentage Change
Alfa Romeo	38	78	117%
Audi	742	740	-0.3%
BMW	2,244	2,089	-7%
Daimler – Mercedes	1,510	1,520	1%
Jaguar Rangrover	574	847	48%
Maserati	87	48	-28%

Total UAE Passenger Car Sales in Q1&Q2

OEM	Q1	Q2	Percentage Change
Total	53,243	59,832	11%

Source: QDG Analytics, MEAC, PricewaterhouseCoopers, Gulf Business, Zayed, Wotak Times © 2023 Glasgow Research & Consulting Group



Excel spreadsheet showing car sales data from 2010 to 2021 for various brands and models. Columns include Brand, CY2010, CY2011, CY2012, CY2013, CY2014, CY2015, CY2016, CY2017, CY2018, CY2019, CY2020, and 10-yr Total.

Excel spreadsheet showing detailed car sales data for various models and years. Columns include Model, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, and 10-yr Total.

Excel spreadsheet showing detailed car sales data for various models and years. Columns include Market, Country, Strategic Group, Brand Image, Brand, Model, 3rd row seat, Type, FCA Segmentation, Body Type, CY2010, and CY2011.

Excel spreadsheet showing detailed car sales data for various models and years. Columns include Brand, Model, Segment, Body Type, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, and 10-yr Total.

Illustrative Sample

Contact us

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