

MENA Used Car Market, By Vehicle Type (Small Cars, Mid Cars and Luxury Cars), By End Use (Institutional Vs Individual), By Fuel Type (Petrol/Gasoline, Diesel and Others), By Country, Competition Forecast & Opportunities, 2016-2026F

<https://marketpublishers.com/r/MEC63C730D6DEN.html>

Date: August 2021

Pages: 122

Price: US\$ 4,400.00 (Single User License)

ID: MEC63C730D6DEN

Abstracts

MENA used car market was valued over USD 57 Billion in 2020 and is anticipated to grow at a robust growth rate of 8% in terms of value during the forecast period, owing to increasing population of non-native employees who don't want to spend a fortune on new cars. A used car is a pre-owned vehicle having one or more registered owner(s). Such cars are being sold through a variety of online and offline outlets including garages, independent car dealers, rental car companies, leasing offices, auctions, and private parties. Due to being old, prices of these vehicles are depreciated on the basis of the year of manufacture, distance, vehicle condition, etc. MENA used car market stood at around 3.37 million units in the year ending December 2020. Increase in the average income of residents of countries like Saudi Arabia and United Arab Emirates is aiding the growth of used cars owing to their growing preference of luxury cars at lower prices.

Iran being the largest used car market in the MENA region, was valued at USD 15.63 billion in the year 2020. For used cars in Iran, passenger car brands like Peugeot, Hyundai, SAIPA, Renault etc. are among the most cherished passenger car companies in Iran. Unlike other major markets in Middle East and Northern Africa, Iran has passenger car manufacturing units located in the country, like the SAIPA, an automaker headquartered in Tehran, capital of Iran. Such factors are expected to propel the country's sales for upcoming five years. Saudi Arabia, on the other hand, ranked second in the region in terms of used car units sold. According to the demographic survey conducted by the General Authority of Statistics, most Saudi families own at

least two cars (~92% have at least one car and >56% have more than one car). With growing concerns of nuclear family for investments on new car, consumers are now going after pre-owned vehicles for personal use.

MENA Used Car Market on the basis of Vehicle Type is segmented into Small Cars, Mid Cars and Luxury Cars. Most of the used car demand comes from mid size cars, non-compact Sedans and sports utility vehicles manufactured by companies like Toyota, Nissan, Mitsubishi, Hyundai, etc. Based on End Use, the MENA Used Car Market is segmented into Institutional and Individual sales. Used Cars which are owned by Institutions like cab services, offices, etc. come under Institutional segment, whereas individual segment refers to the car sold for personal use to an individual.

COVID-19 has largely affected the economies of the Middle Eastern and North African countries. Walk-ins in the car showrooms decreased and imports were halted for a certain period of time. With negative impacts on employment, consumers started contracting their spending in a lot of countries. This resulted used car market to witness a decline in the sales for the year 2020 in MENA countries.

The used car market is scattered in MENA region when comes to market competition. Abdul Latif Jameel IPR Company Limited is an authorized Toyota dealer in Saudi Arabia. Since consumers mostly prefer Toyota for new as well as used cars in most of the countries in MENA. Therefore, Abdul Latif Jameel IPR Company Limited with its widespread network of used car showrooms is the leader in MENA Used Car Market. It is followed by companies like Kayishha (SellAnyCar), YallaMotor, Al Futtaim Automotive Group LLC, Bama, CarSwitch, DubiCars, Copart Inc., etc.

Years considered for this report:

Historical Period: 2016-2019

Base Year: 2020

Estimated Year: 2021E

Forecast Period: 2022F-2026F

Objective of the Study:

To analyze historical growth in market size of MENA Used Car Market, in terms of value and volume from 2016-2020.

To estimate and forecast the market size of the MENA Used Car Market, in terms of value and volume from 2021-2026.

To classify and forecast the MENA Used Car Market based on Vehicle Type, Fuel Type, End Use, By Country and By Company.

To identify drivers and challenges for the MENA Used Car Market.

To examine competitive developments such as expansions, mergers & acquisitions, etc., in MENA Used Car Market.

To identify and analyze the profile of leading players involved in the the MENA Used Car Market.

TechSci Research performed primary as well as exhaustive secondary research for this study. Initially, TechSci Research sourced a list of used car dealers and distributors present across the MENA region. Subsequently, TechSci Research conducted primary research surveys with the identified companies. While interviewing, the respondents were also enquired about their competitors. Through this technique, TechSci Research was able to include vendors and service providers that could not be identified due to the limitations of secondary research. TechSci Research analysed product offerings, application, distribution channel and regional presence of all tractor manufacturers across MENA region.

TechSci Research calculated the market size of MENA Used Car Market using a bottom-up approach, where data for various end-user segments were recorded and forecast for the future years. TechSci Research sourced these values from the industry experts and company representatives and externally validated through analyzing historical data of these product types and applications for getting an appropriate, overall market size. TechSci Research also studied various secondary sources such as company websites, news articles, press releases, company annual reports, investor presentations and financial reports.

Key Target Audience:

Used car suppliers/ dealers, finance companies and other stakeholders

Government bodies such as regulating authorities and policy makers

Organizations, forums and alliances related to MENA Used Car Market

Market research and consulting firms

The study is useful in providing answers to several critical questions that are important for industry stakeholders such as used car distributors and dealers, customers, and policy makers. The study would also help them to target the growing segments over the coming years (next two to five years), thereby aiding the stakeholders in taking investment decisions and facilitating their expansion.

Report Scope:

In this report, MENA Used Car Market has been segmented into following categories, in addition to the industry trends which have also been detailed below:

MENA Used Car Market, By Vehicle Type:

Small Cars

Mid Cars

Luxury Cars

MENA Used Car Market, By End Use:

Institutional

Individual

MENA Used Car Market, By Fuel Type:

Petrol/Gasoline

Diesel

Others

MENA Used Car Market, By Country:

Iran

United Arab Emirates

Saudi Arabia

Egypt

Bahrain

Lebanon

Tunisia

Kuwait

Jordan

Morocco

Qatar

Oman

Rest of MENA

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in MENA Used Car Market

Available Customizations:

With the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to ten).

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