

Third party response to provisional findings

I understand that your provisional views on the acquisition of Hills Motors by Copart contain some concerns about what negative effects that acquisition could have on the competitiveness of the Motor Salvage market in the UK.

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I am aware that Hills does hold an Insurer contract, however I would not consider Hills to be a competitor of Copart – although there are several local solutions as well as other national options, such as E2E (formally NSG and NSA) and Synetiq that would fall into that category – as they do not offer the full range of services or have the nationwide network for recovery, storage and resale that Copart enjoys.

Copart's acquisition of Hills would go a long way to addressing the growing demand for Eco-friendly and recycled parts by combining the Copart national Salvage solution with the existing Hills business, enabling greater visibility of available parts and increasing the opportunity for those parts to be used in the repair cycle. I have no doubt that Copart would make any necessary investment and improvements to the current Hills offering, ensuring that it would be able to offer an enhanced solution to Copart's many Insurer clients and that this would in fact create competition as the other firms in the market sought to enhance and establish their own environmentally friendly salvage and parts product offerings.

I hope you take my views into consideration when making your decision.

24 May 2023