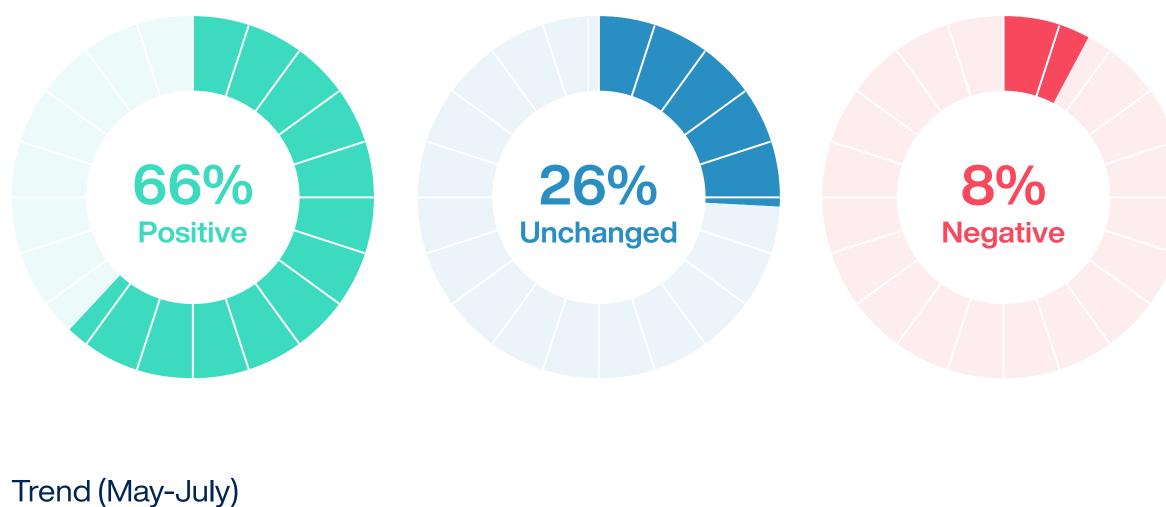


What drives dealers

July 2024

Do you feel more positive or negative about the used car market than last month?





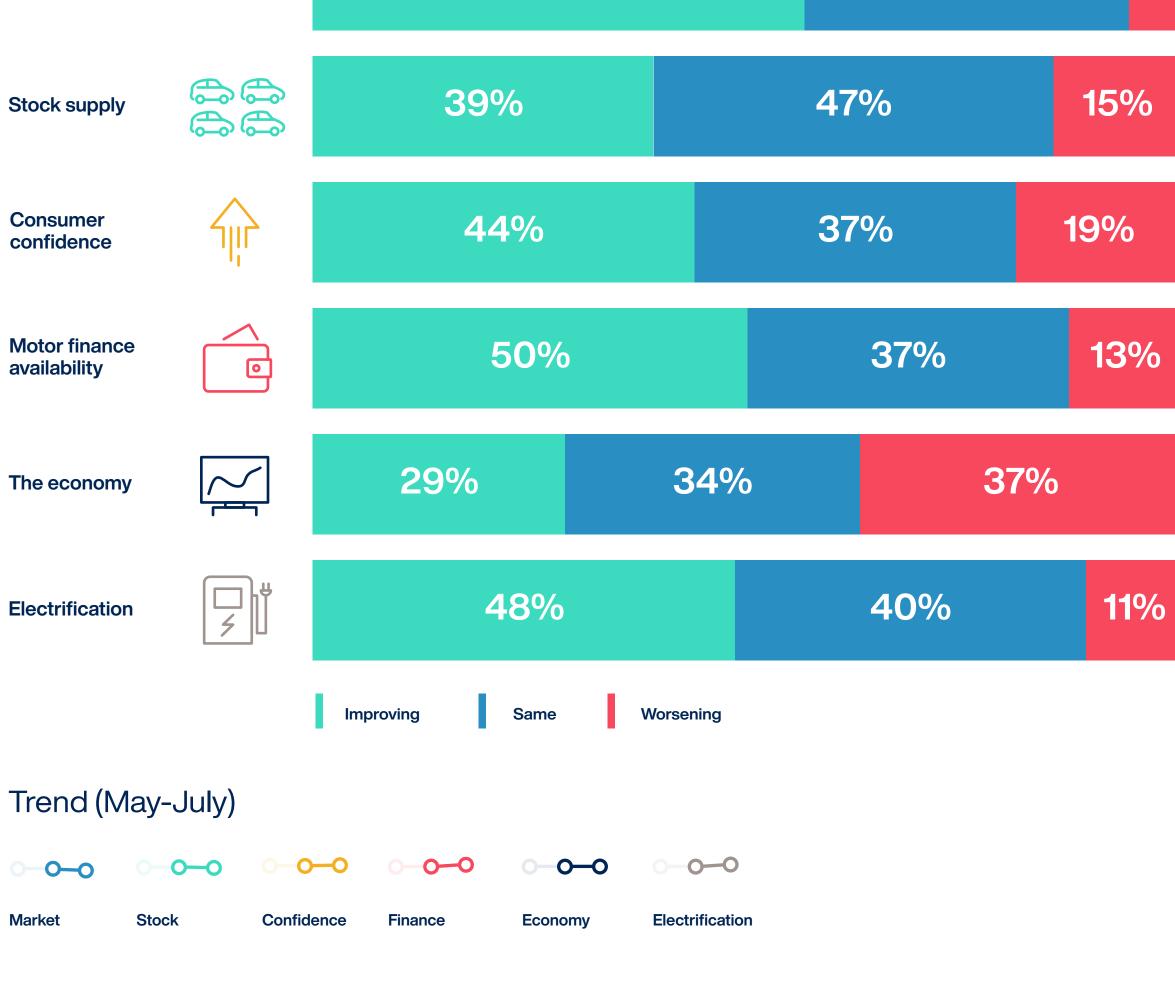


Negative

compared to last month?

State of the 56% used car market

How do you feel about the following factors



37%

6%

32%

future retailing of used cars?

50%

71%

39%

Stock

11%

44%

Our inventory

Dealer

enthusiasm

Charging

network

General

supply

45%

What do you see as the biggest challenge(s) for your

47%

27%

18%

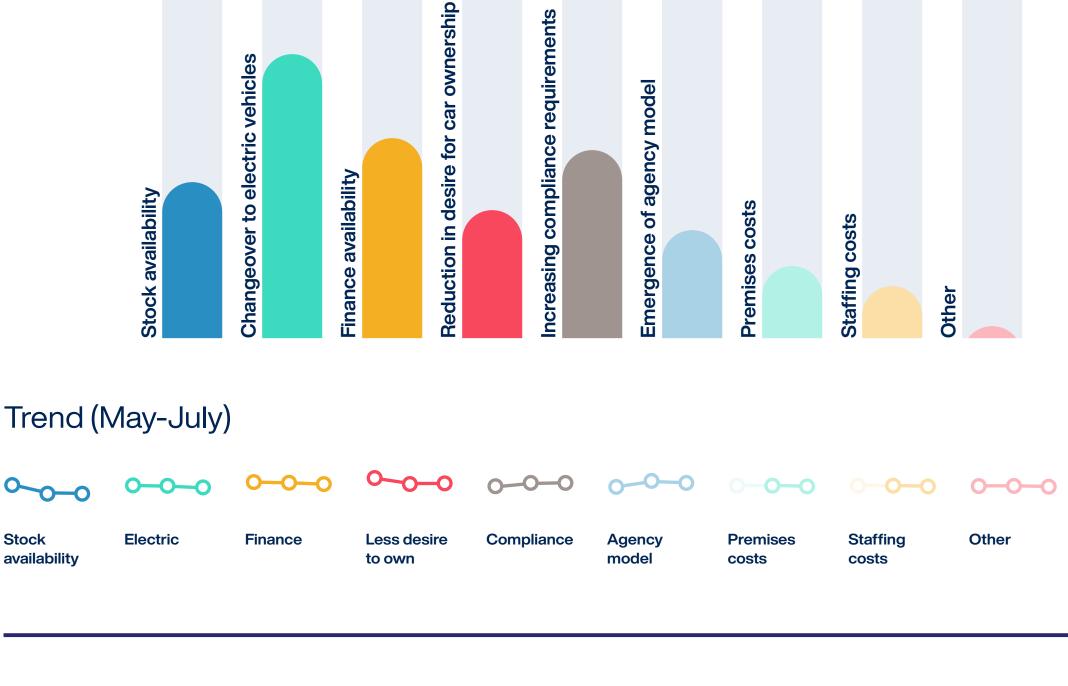
13%

3%

26%

Stock age

37%



What is your current experience of stock supply? (choose any)

19%

Supply

of certain

vehicles

44%

32%

35%

40%

16%

21%

11%

50%

37%

21%

34%

35%

23%

37% 37%

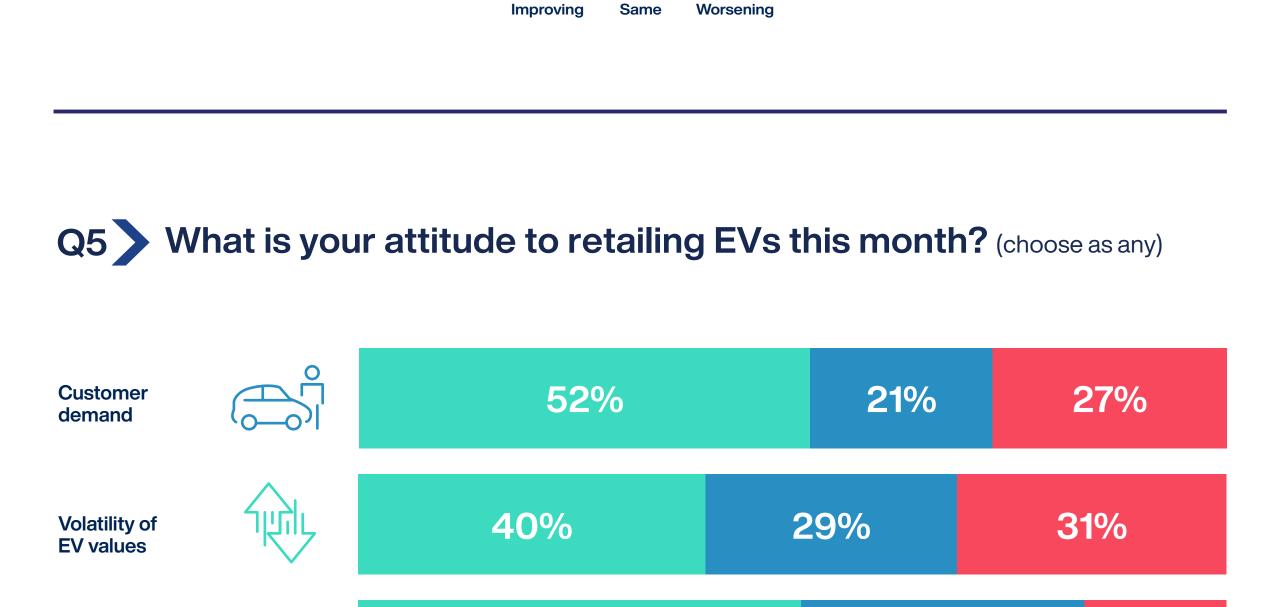
55%

15%

31%

Stock

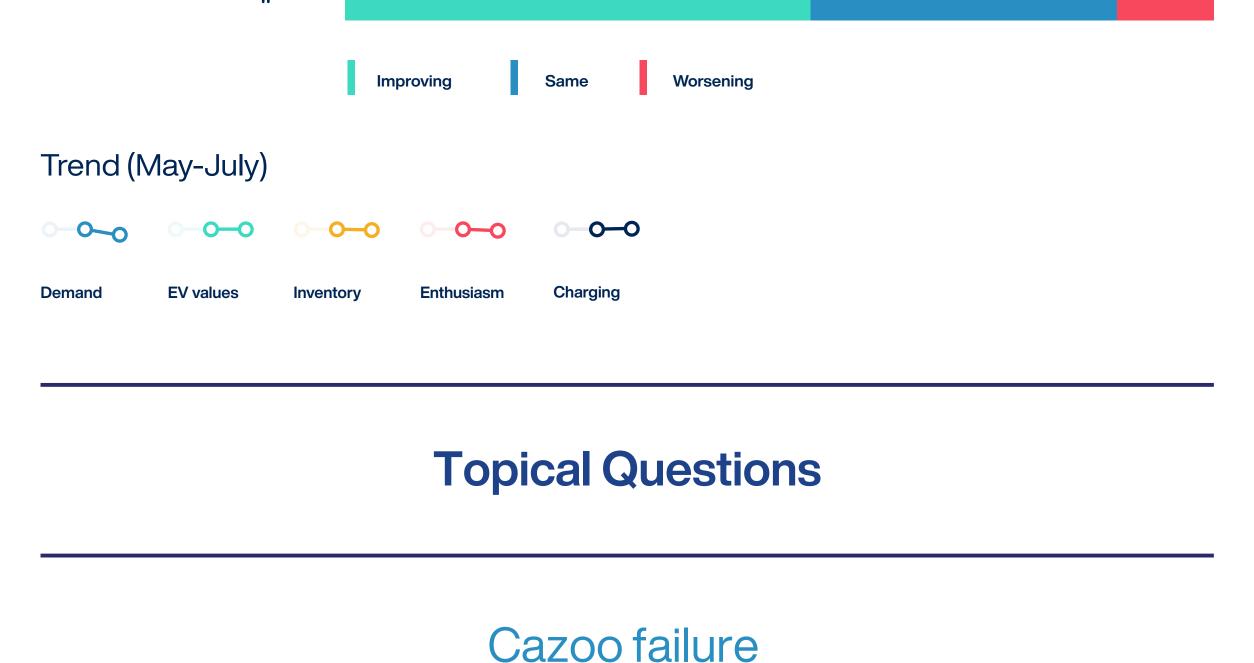
condition



52%

53%

39%



What factors do you feel were behind the failure of Cazoo? (choose as many as apply)

Timing was poor because of the pandemic

The potential for online-only dealers in the used car market remains limited

Investors overestimated efficiencies that could be made through technology

Failure to recognise that existing dealers were already good at selling online

Other retailers raised their game in reaction to Cazoo and other entrants

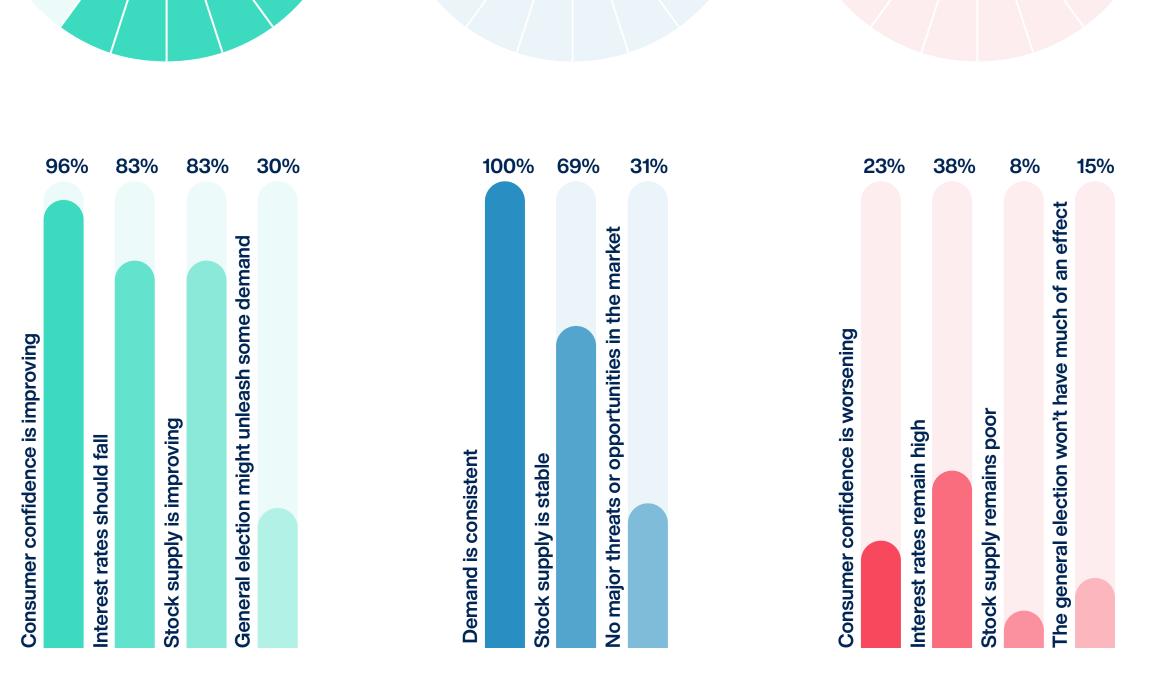
the used car market?

Investors overestimated efficiencies that could be made through scale

Cazoo underestimated the strength of existing dealers	
	23%
EV funding support	
As we approach the halfway mark in 2024, what do you think are the prospects for the second half of the year in	

think are the prospects for the second half of the year in





If Same, why?

If Better, why?

If Worse, why?

Worse