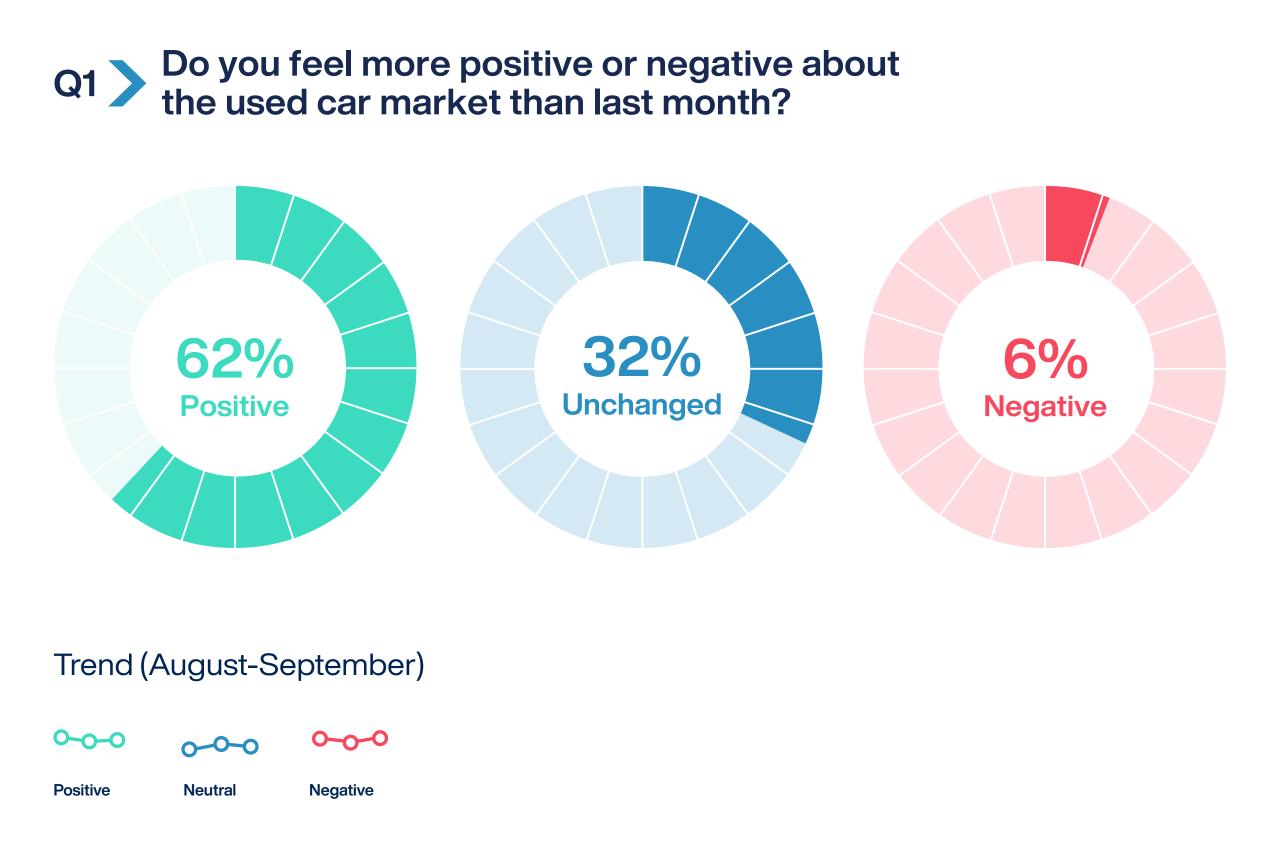


What drives dealers

September 2024



Q2 How do you feel about the following factors compared to last month?

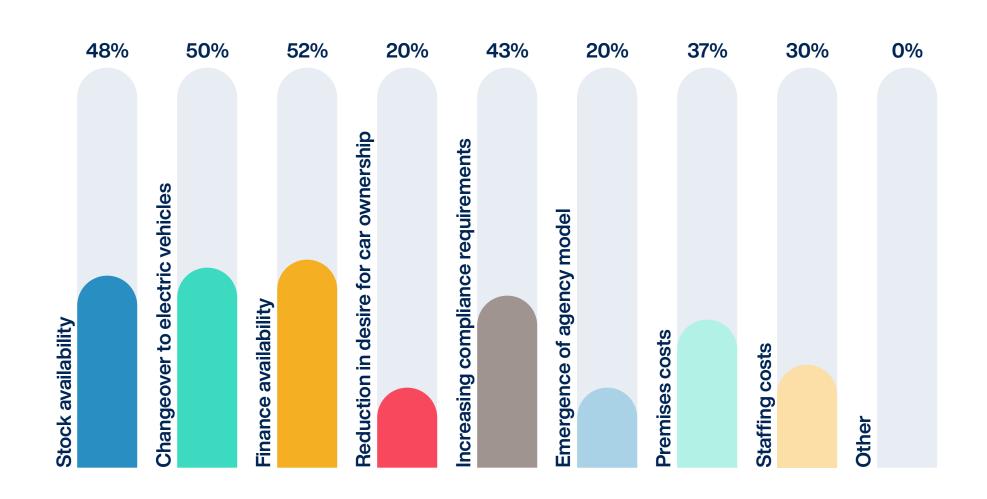




| State of the used car market | | 57% | | | 35% | | 8% | | | |
|---------------------------------|--------------|----------------|--------------|------------|-----|-----|----|--|--|--|
| Stock supply | | 45% | | 42% | | 13% | | | | |
| Consumer confidence | | 43% | | 32% | 25 | % | | | | |
| Motor finance availability | | 43% | | 57% | | | | | | |
| The economy | | 27% | 6 | 47% | | | | | | |
| Electrification | Image: state | 5 | 2% | | 40 | % | 8% | | | |
| | | Improving Sa | me Worse | ening | | | | | | |
| Trend (August-September) | | | | | | | | | | |
| 0-0-0 0- | | | | 0-0 | | | | | | |
| Market Stoc | ck Confid | ence Finance E | conomy Elect | rification | | | | | | |

Q3 >

What do you see as the biggest challenge(s) for your future retailing of used cars?



Trend (August-September)

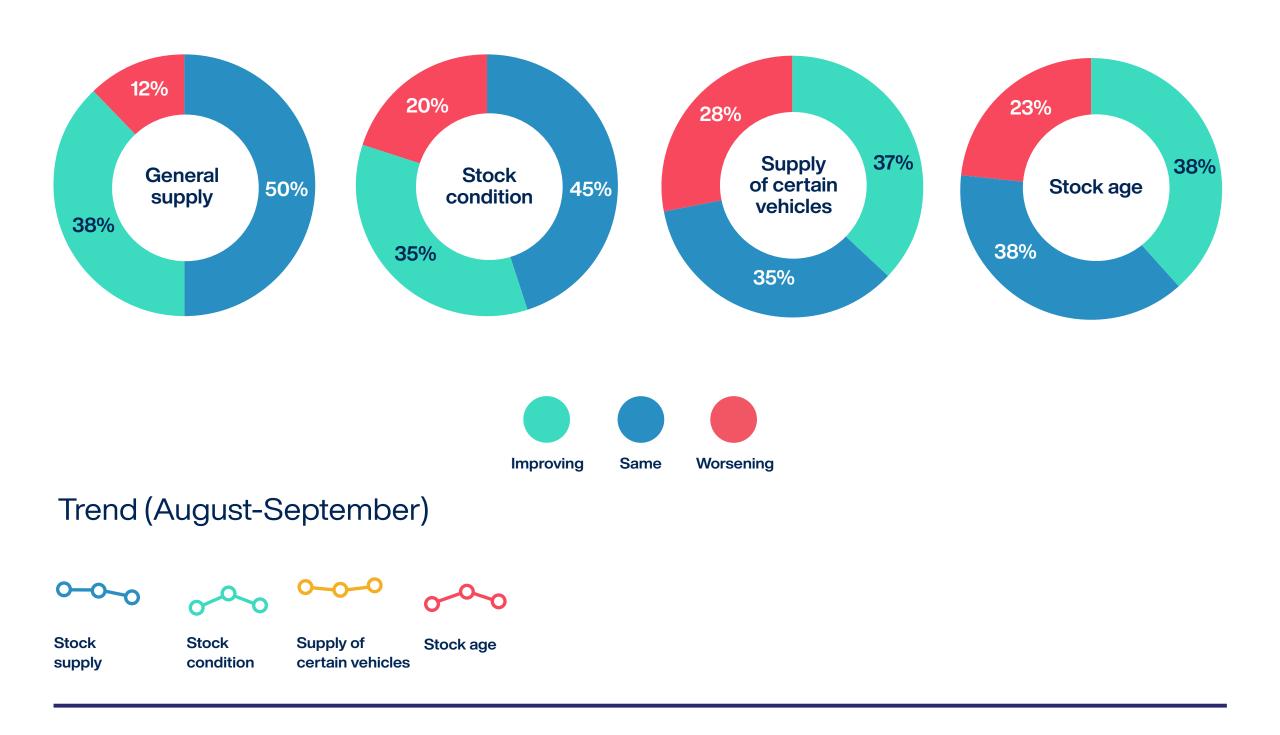


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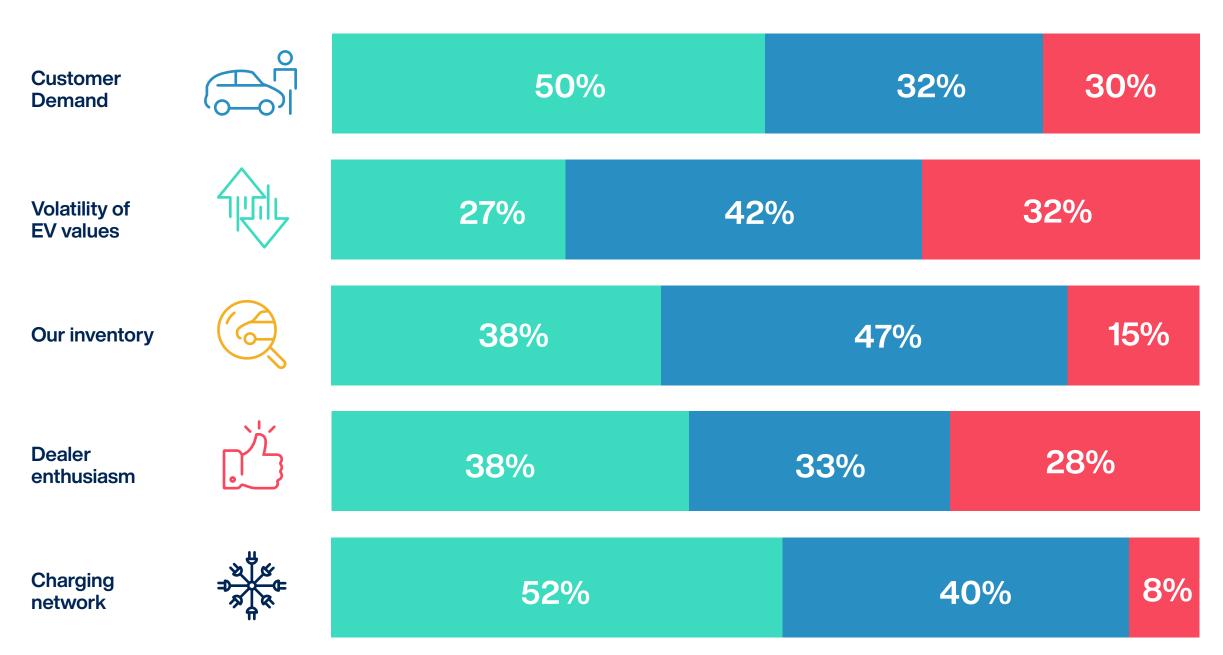
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Q5 What is your attitude to retailing EVs this month? (choose as any)



| | | Im | proving | Same | Worsening | | |
|--------------------------|-----------|-----------|------------|----------|-----------|--|--|
| Trend (August-September) | | | | | | | |
| 0-0-0 | 000 | 0-0-0 | 0-0-0 | 0-0-0 | | | |
| Demand | EV values | Inventory | Enthusiasm | Charging | | | |
| | | | | | | | |

Topical Questions

Reports are appearing that many major manufacturers won't Q7 > meet their targets under the new ZEV Mandate this year. What are your thoughts?

It's becoming clear that the market needs more time to electrify

| | 52% | | | | | |
|--|-----|--|--|--|--|--|
| The ZEV Mandate targets should be made easier | | | | | | |
| | 47% | | | | | |
| Manufacturers who miss the targets will choose to pay the fines | | | | | | |
| | 30% | | | | | |
| The ZEV Mandate targets are too ambitious | | | | | | |
| | 28% | | | | | |
| The ZEV Mandate targets will end up being scrapped | | | | | | |
| | 23% | | | | | |
| Manufacturers might miss their targets this year but make up for it in later years | | | | | | |
| | 15% | | | | | |
| Electrification might be plateauing but it'll pick up again soon | | | | | | |
| | 15% | | | | | |