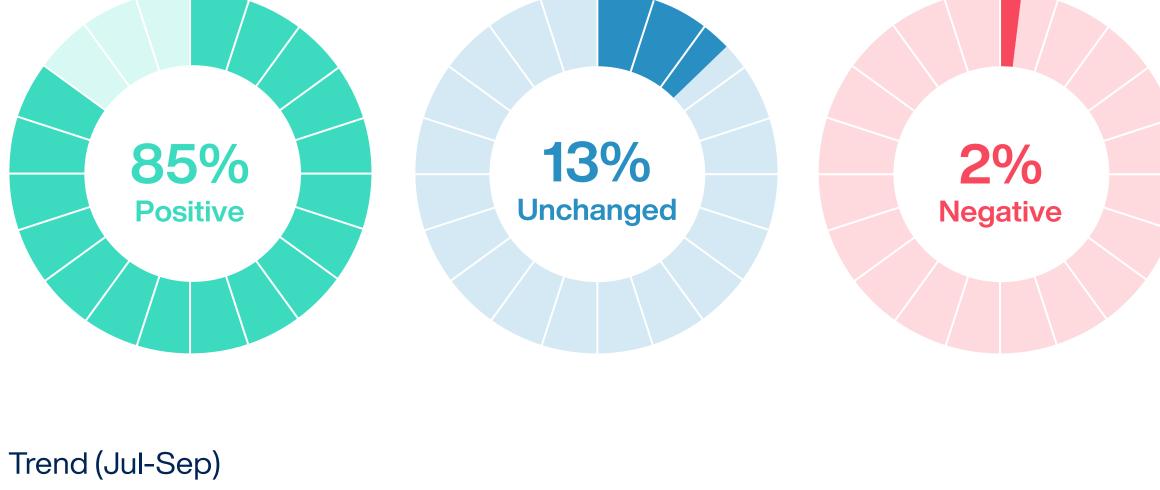


What drives dealers

September 2025

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



Positive Neutral

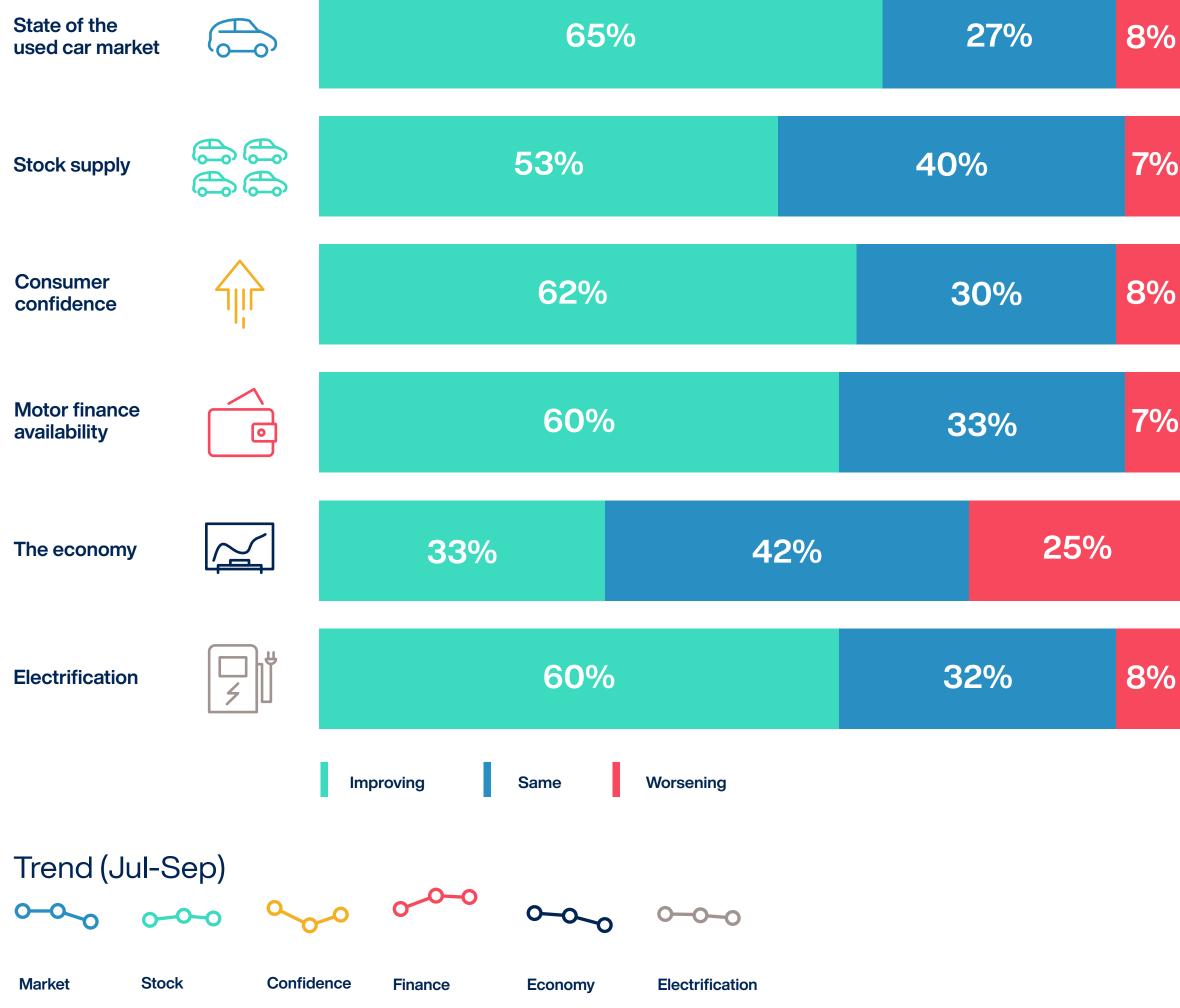


Negative

compared to last month?

State of the 65% used car market

How do you feel about the following factors



Reduction in desire for car ownership Increasing compliance requirements

53%

future retailing of used cars?

42%

50%

3%

General

62%

35%

Volatility of

Our inventory

Charging

network

EV values

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

27%

50%

20%

37%

22%

12%

Stock age

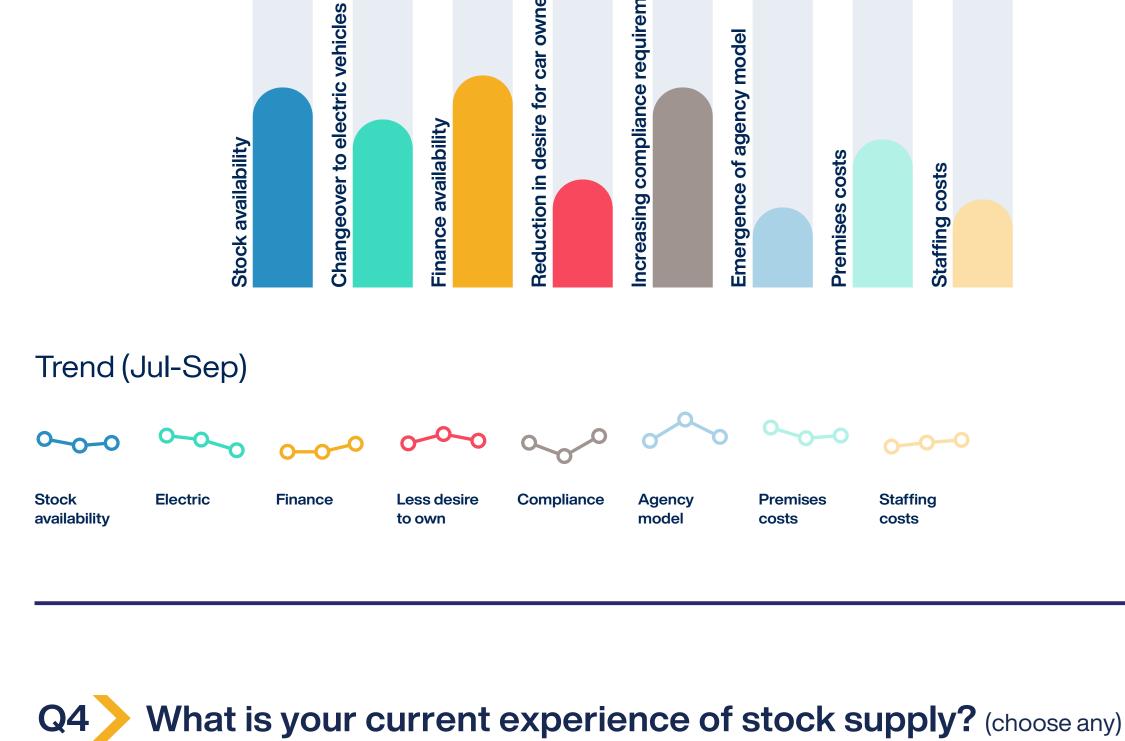
51%

7%

8%

8%

12%



supply 45% condition 37% vehicles 38%

48%

Stock

15%

Supply

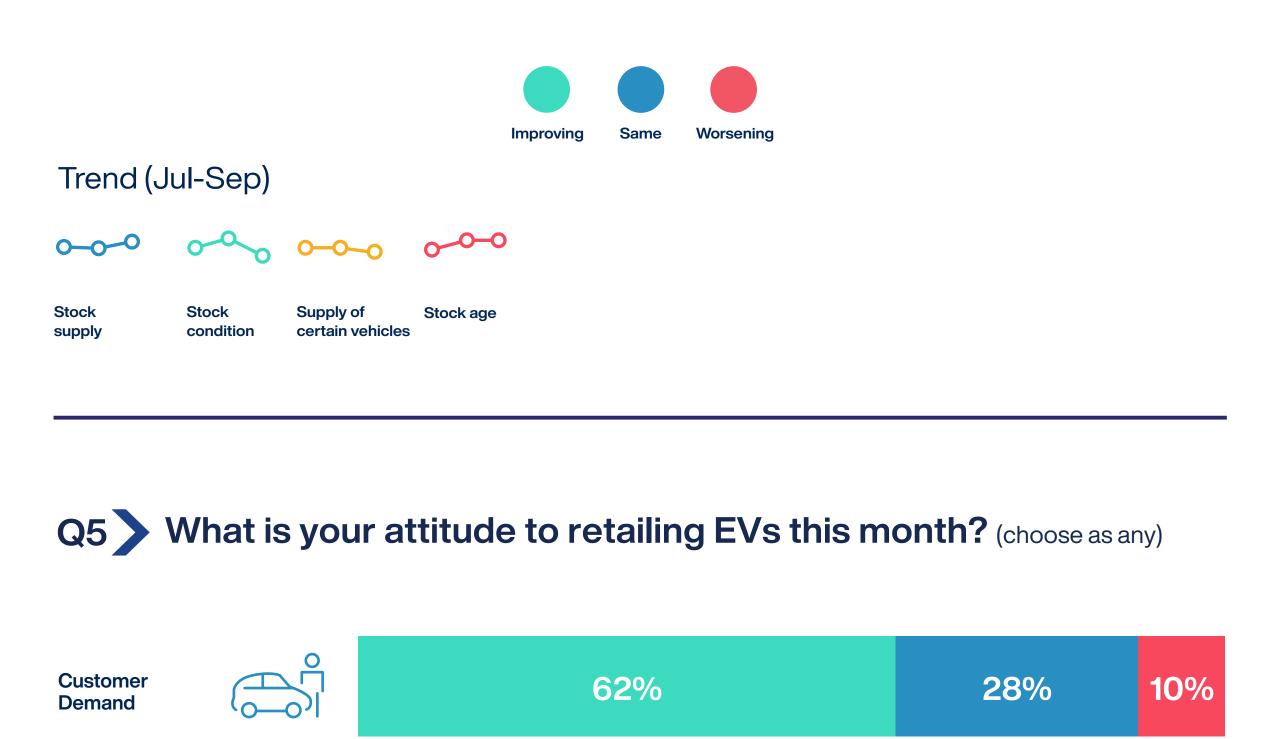
of certain

47%

43%

30%

25%

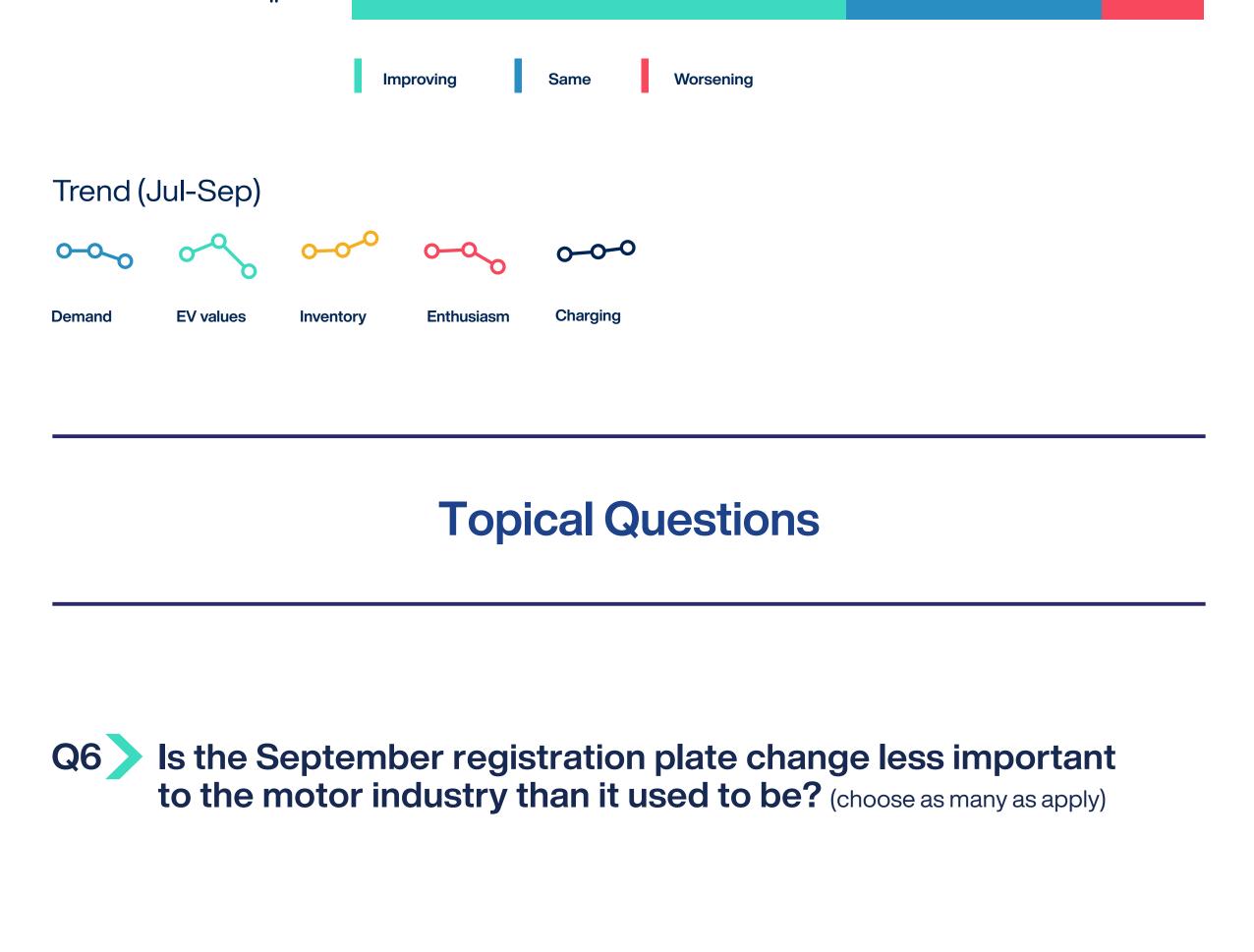


Dealer 50% 42% enthusiasm

58%

67%

50%



61% **76%** 45% 12% **56%** 6%

70%

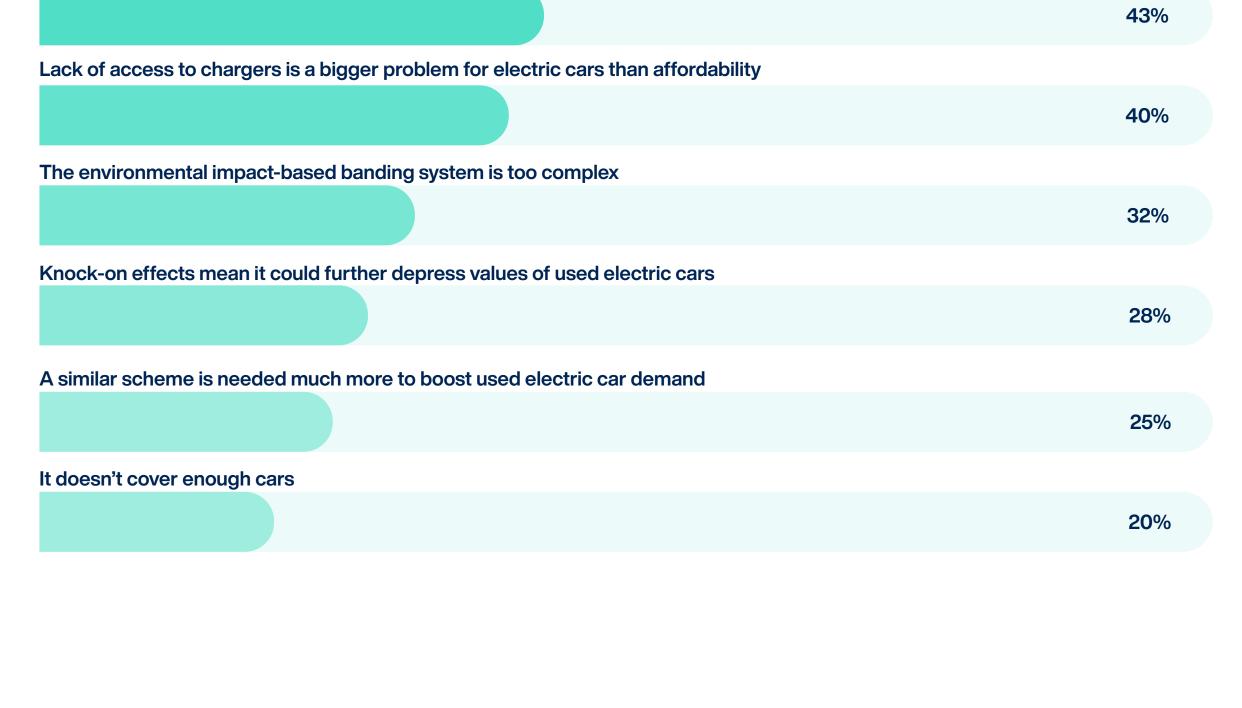
Yes



It'll provide a useful boost for the electric car market Anything that makes electric cars more accessible is a good idea

Q7 > What kind of impact do you think the government's new

electric car grants will have? (choose as many as apply)



48%