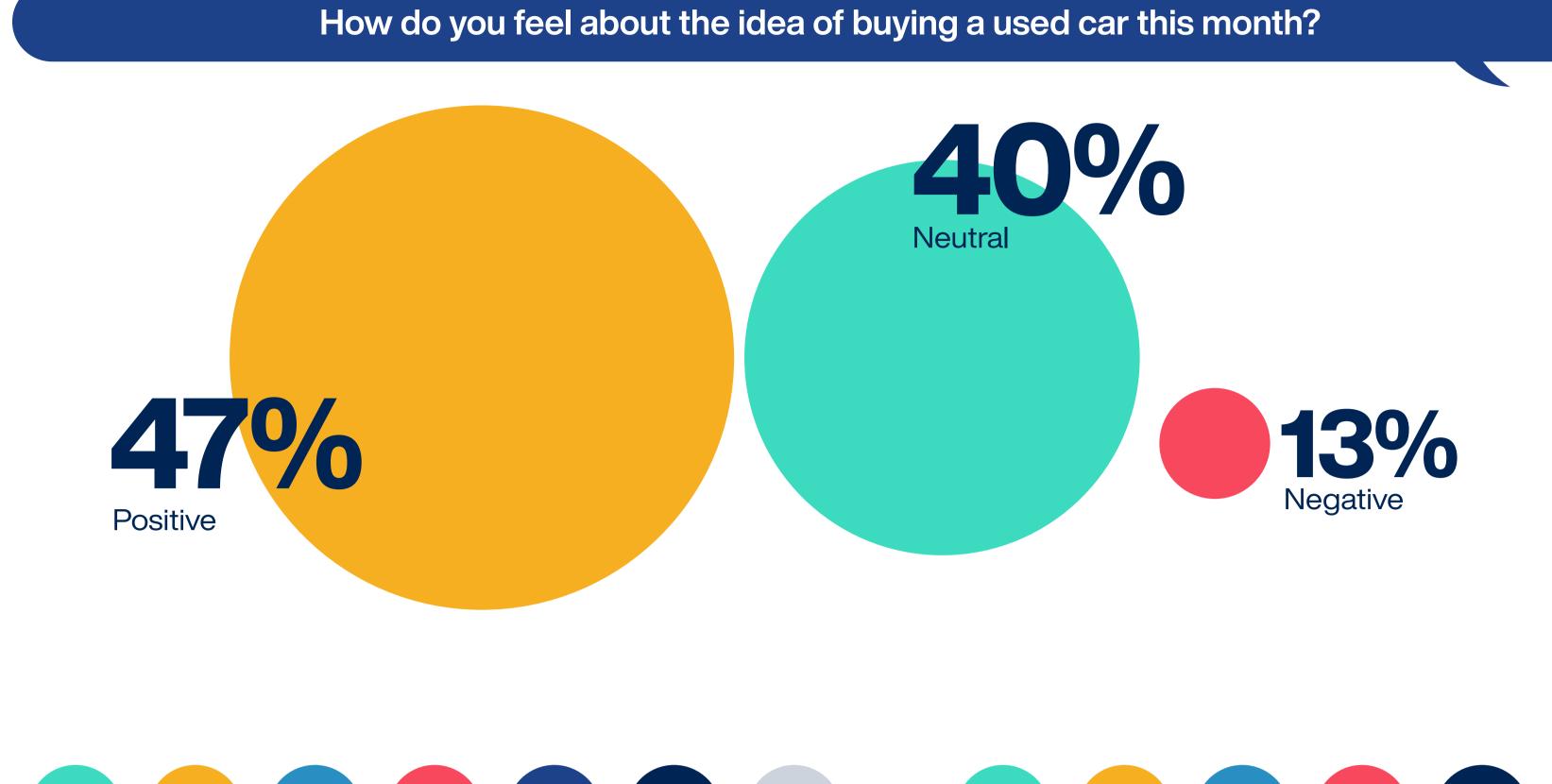


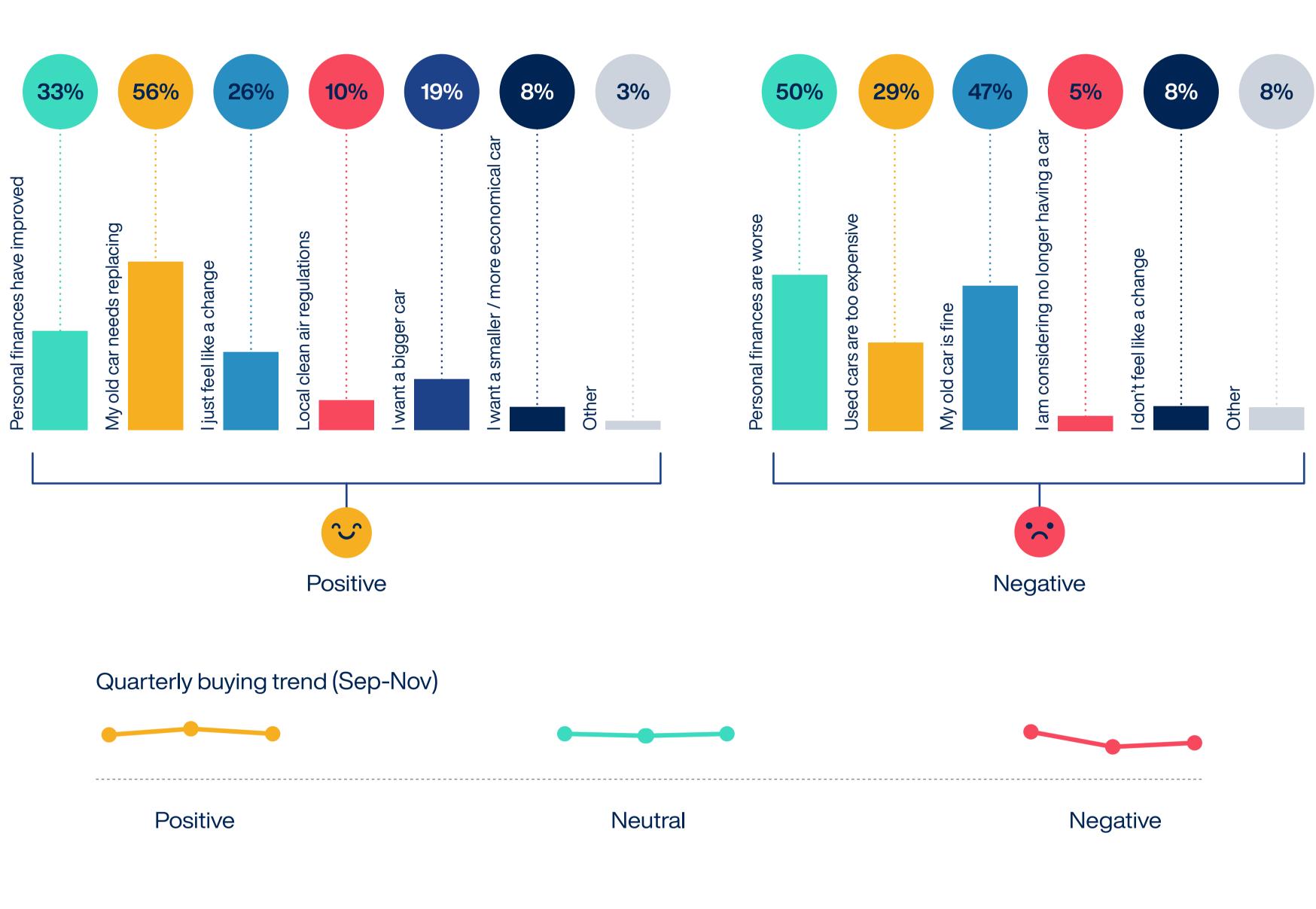
# What drives consumers?





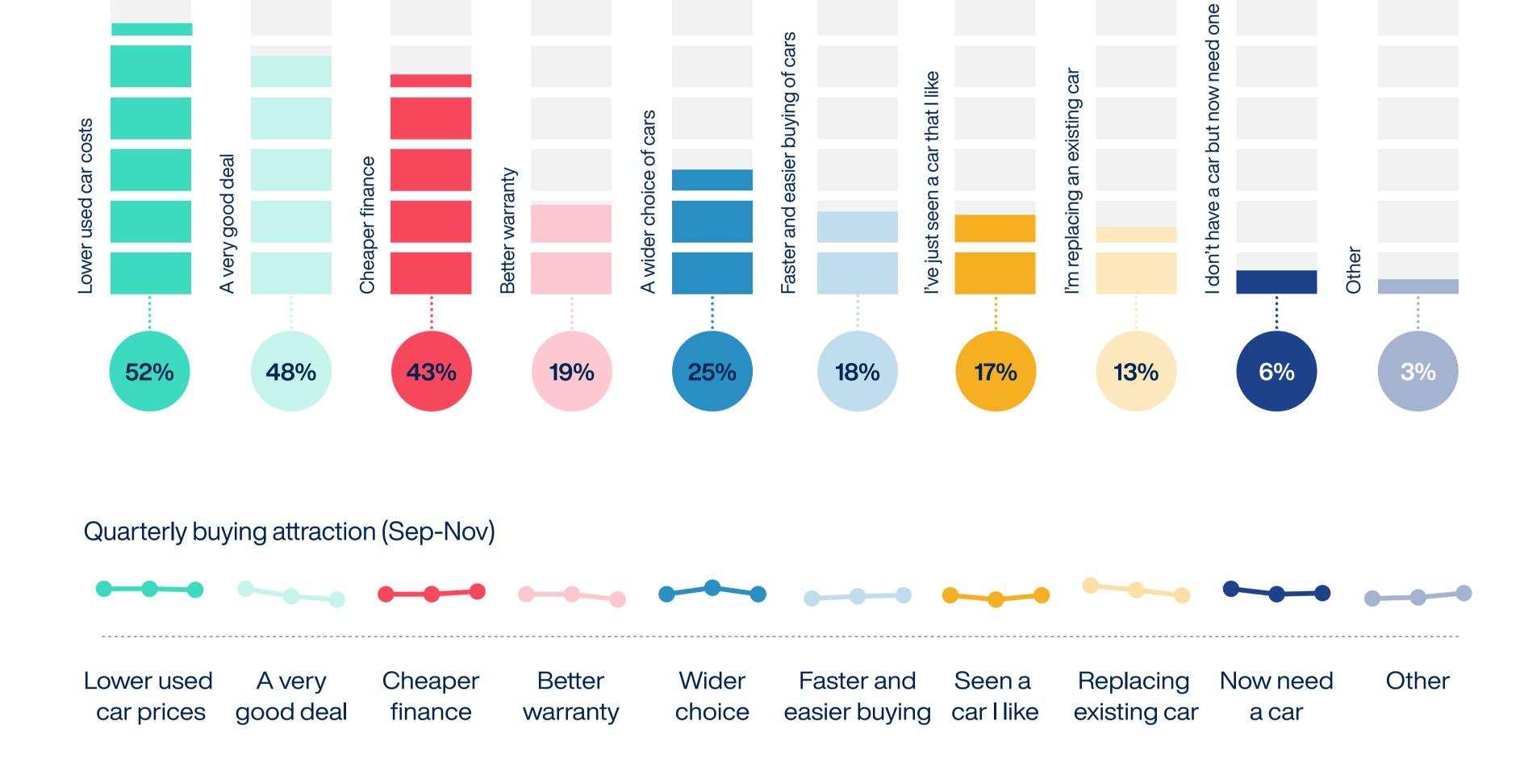
Question 1





Question 2

What might attract you to buying a used car this month?

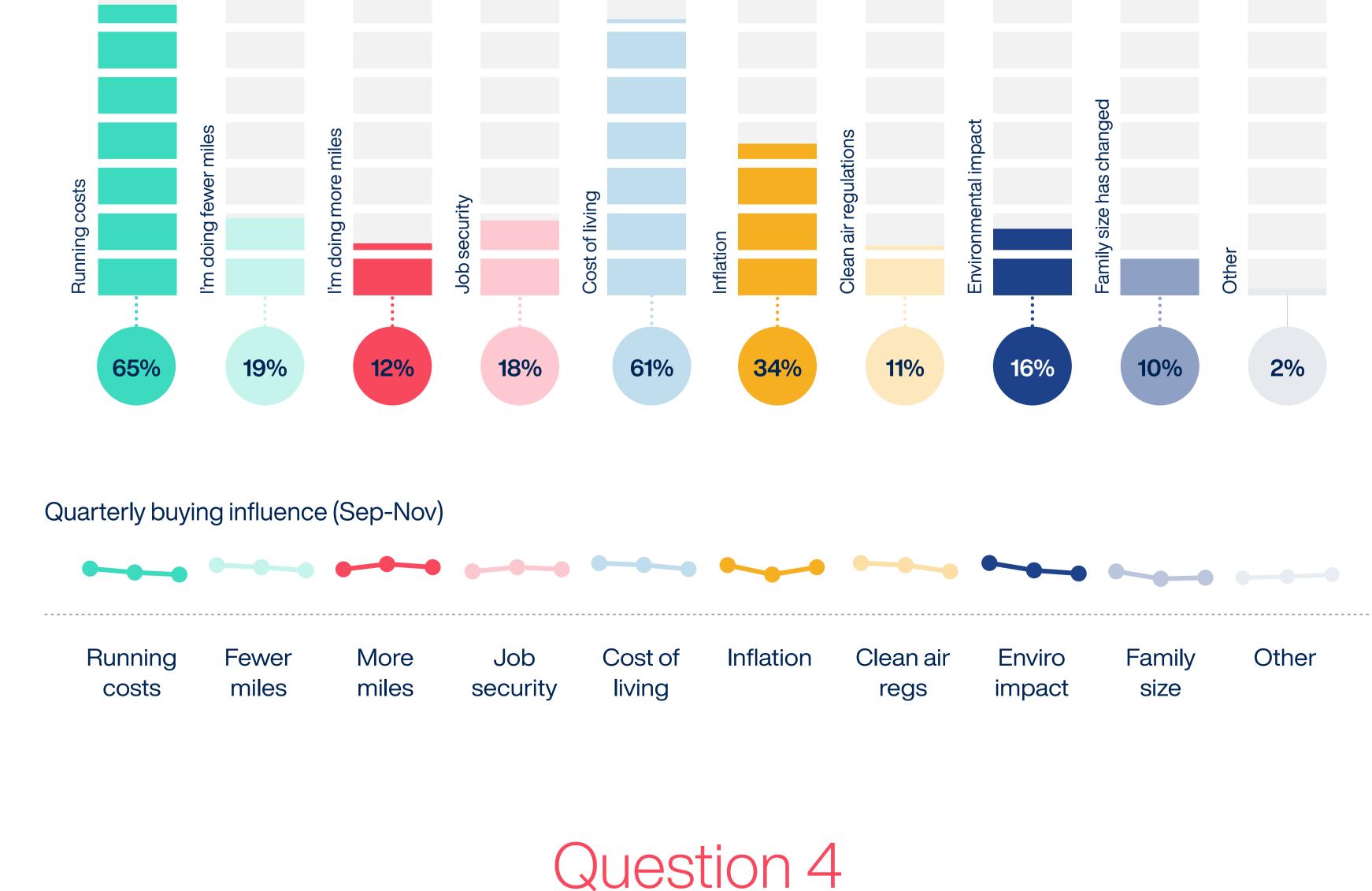


Question 3

Which of these factors would influence your choice of car?

- 30°C

(X)

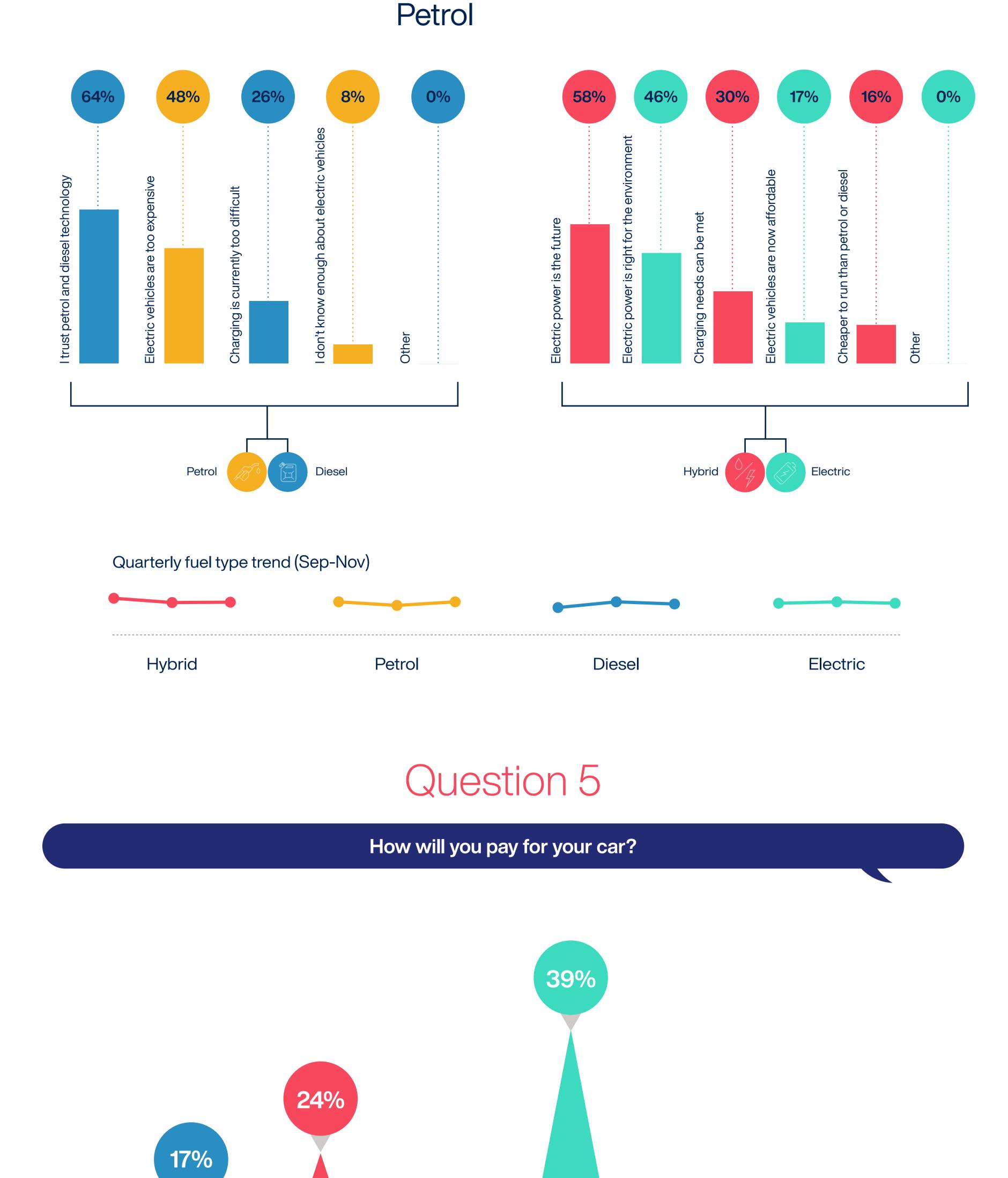


Hybrid

If you were buying a used car now, what fuel type would you choose?

Diesel

### 20% Electric



### From savings Personal Contract Hire (PCH) or other lease

Question 6

Will the government's decision to delay new car electrification

until 2035 affect your next used car choice?

Savings

PCH

Hire purchase

(HP)

HP

My next car will still be petrol or diesel

Quarterly motor finance trend (Sep-Nov)

Personal contract

purchase (PCP)

PCP

7%

Bank loan

Bank Loan

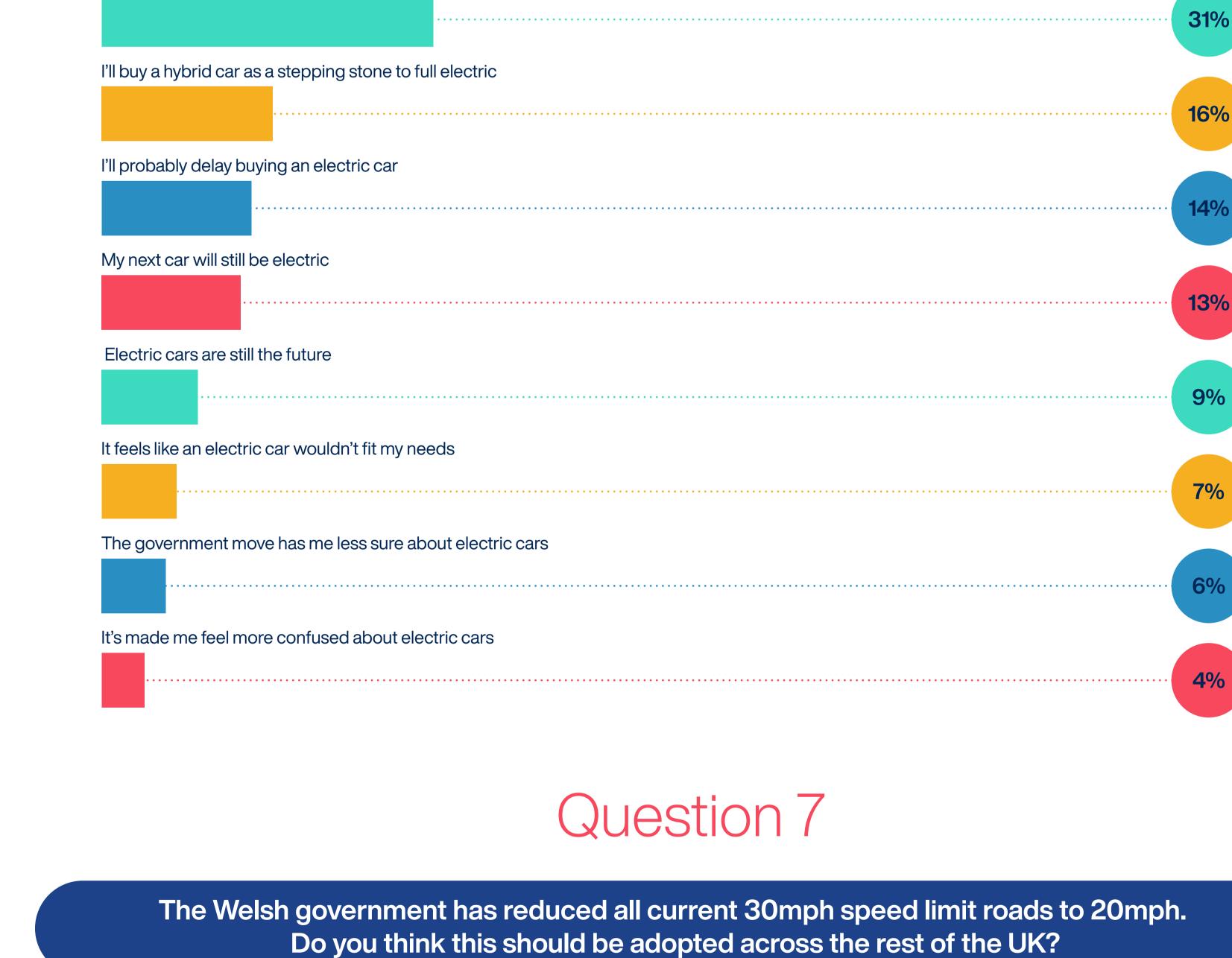
2%

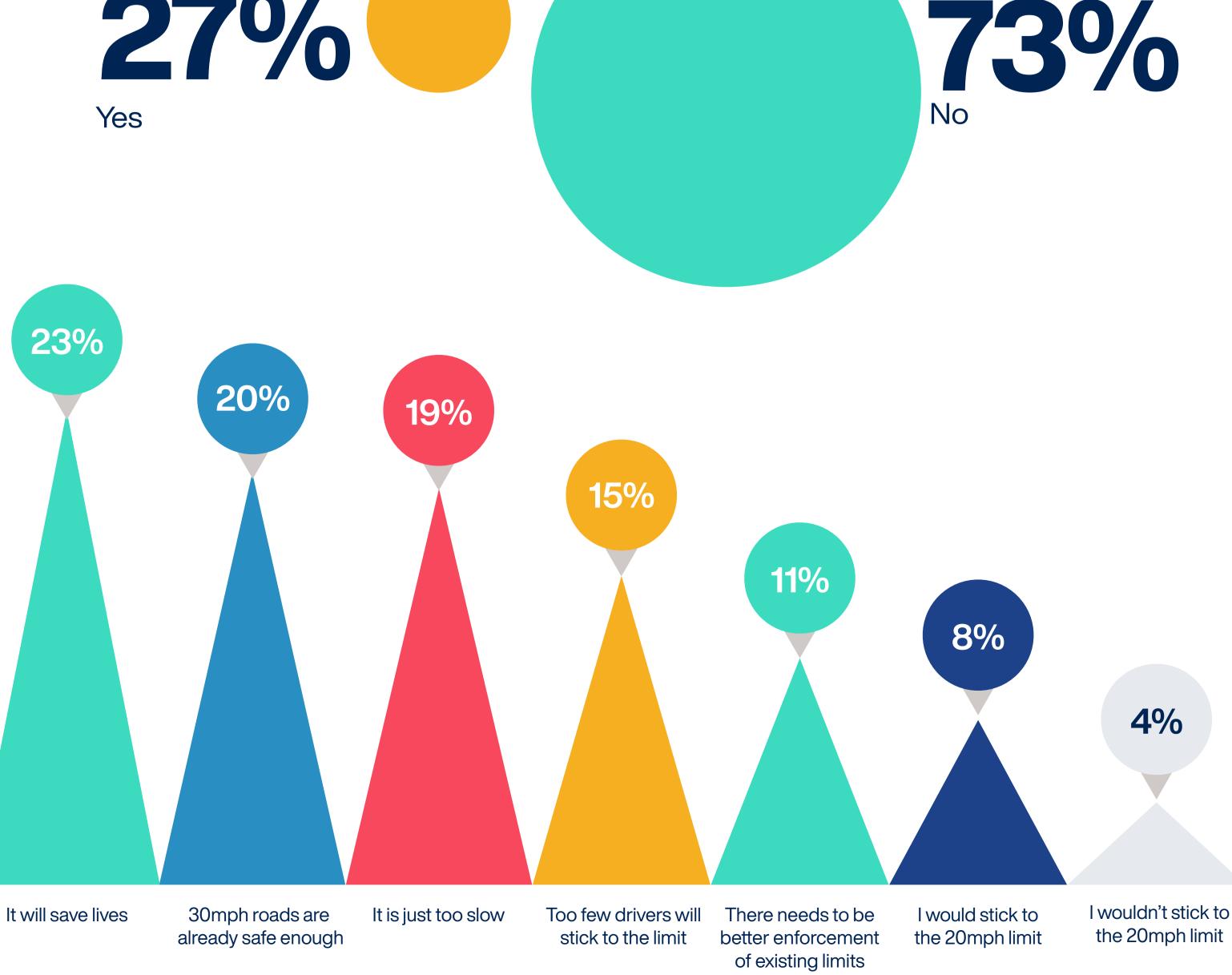
Borrow from

friend or relative

Borrow

18%

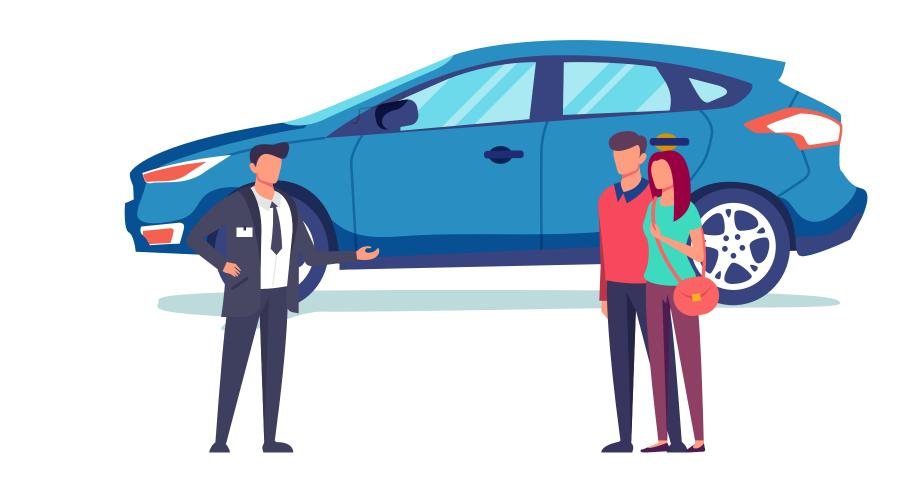




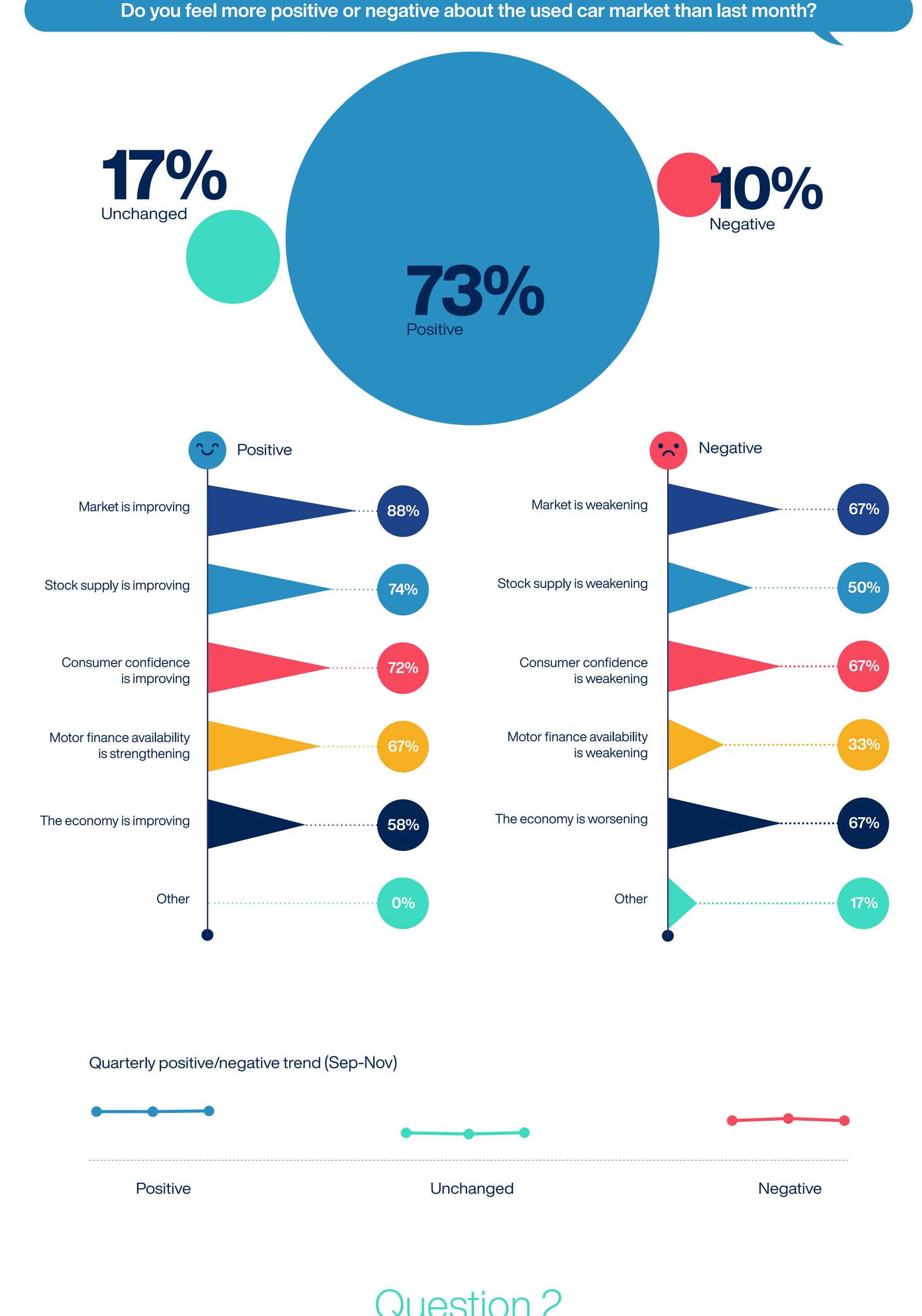
27%



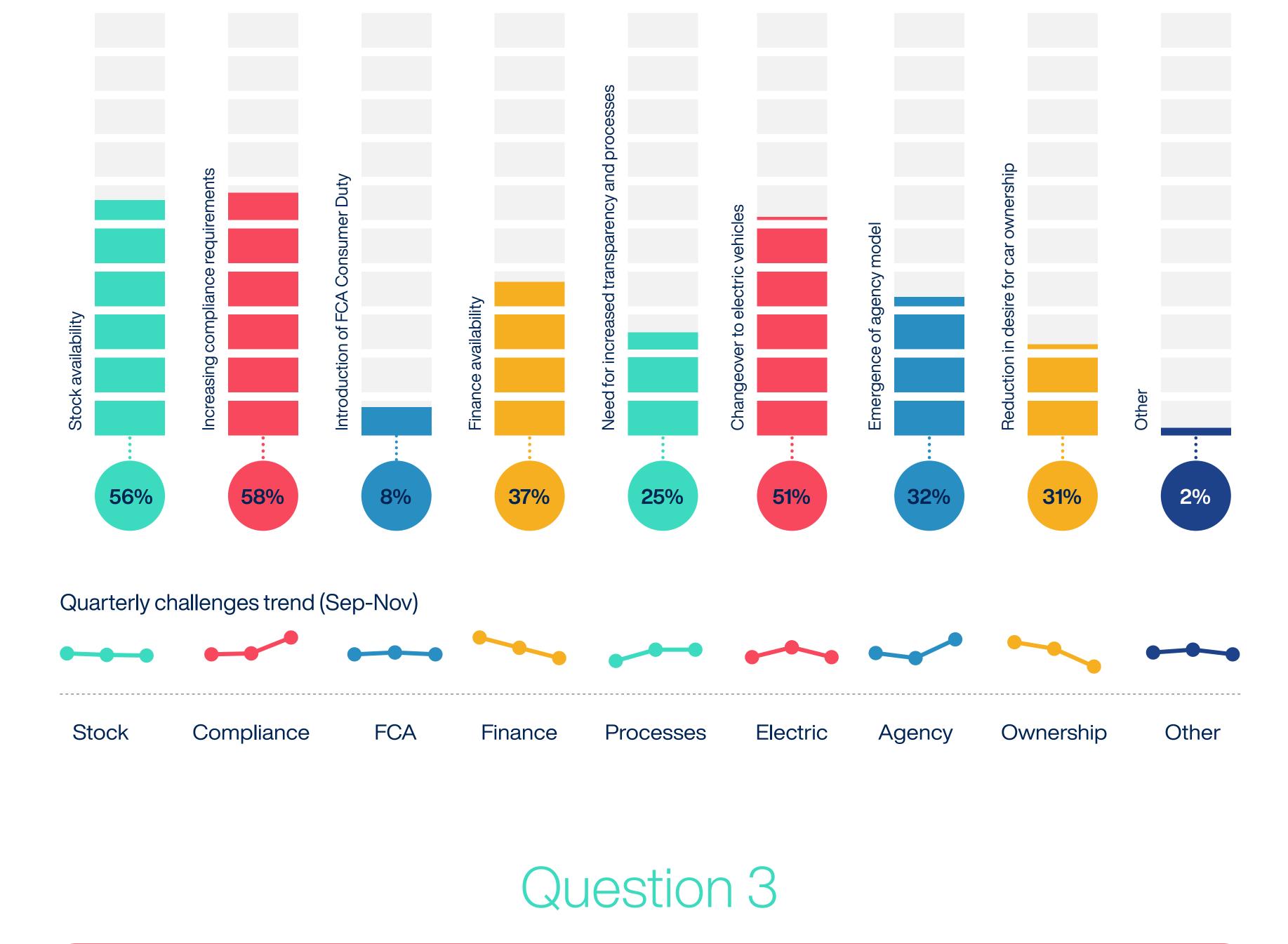
## What drives dealers?



# Question 1



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



41%

59%

We are stocking more EVs

Used car buyers will be more confused

More dealers will not stock EVs at all

Dealers will stock fewer EVs

No effect

20%

34%

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

25%

20%

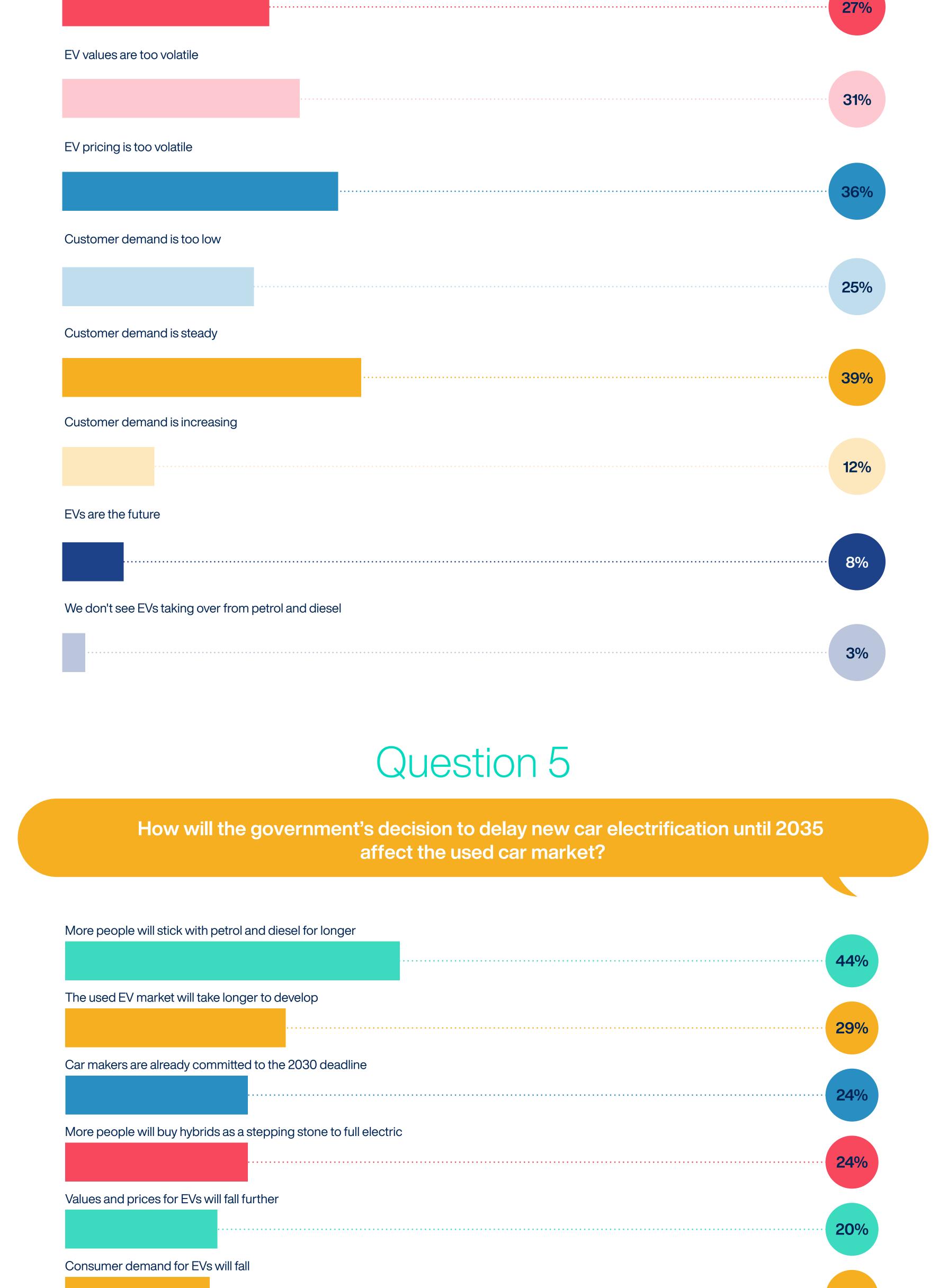
32%

**17**%

8%

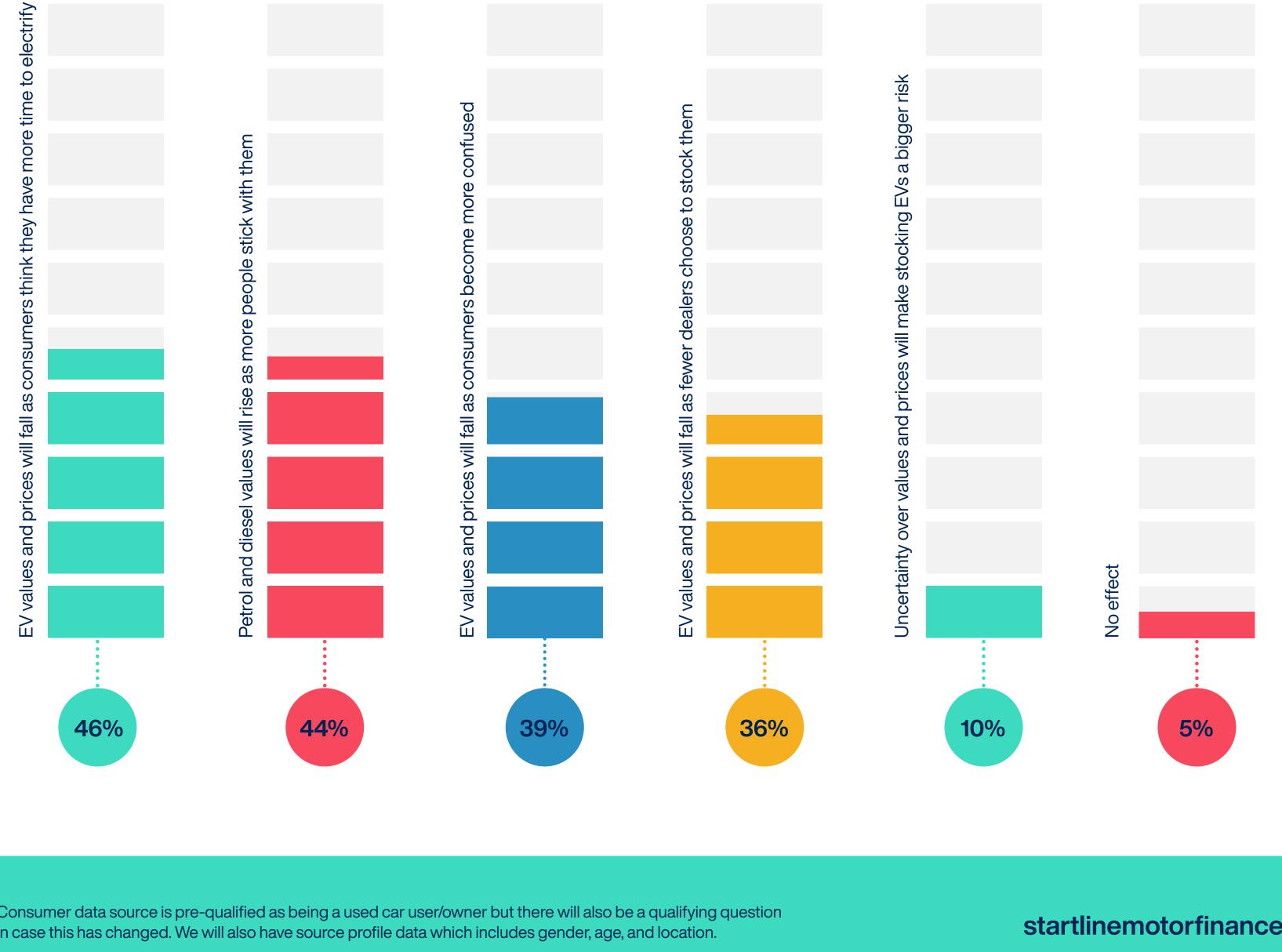
0%





### How do you think the government's decision to delay new car electrification until 2035 will affect used values and prices?

Question 6



19%