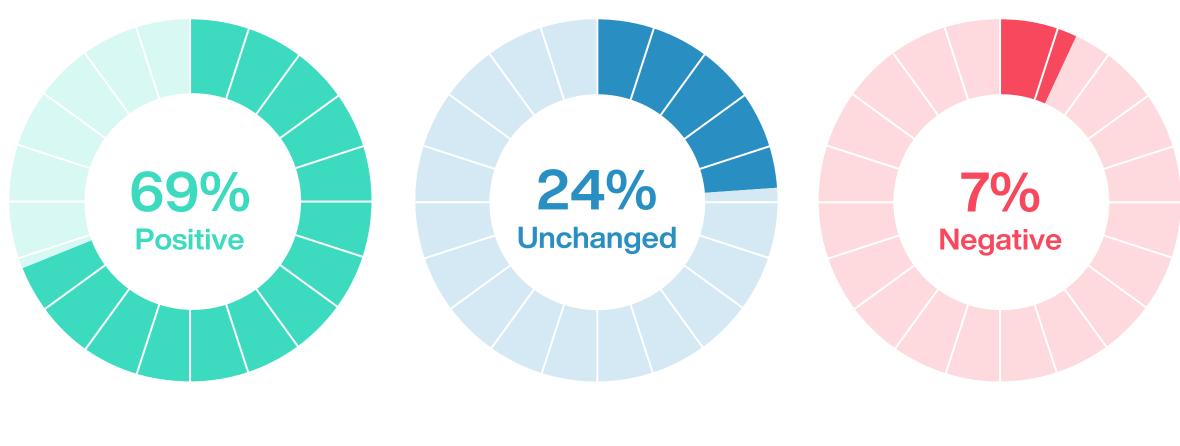


What drives dealers



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



Positive Neutral

Trend (Feb-Apr)

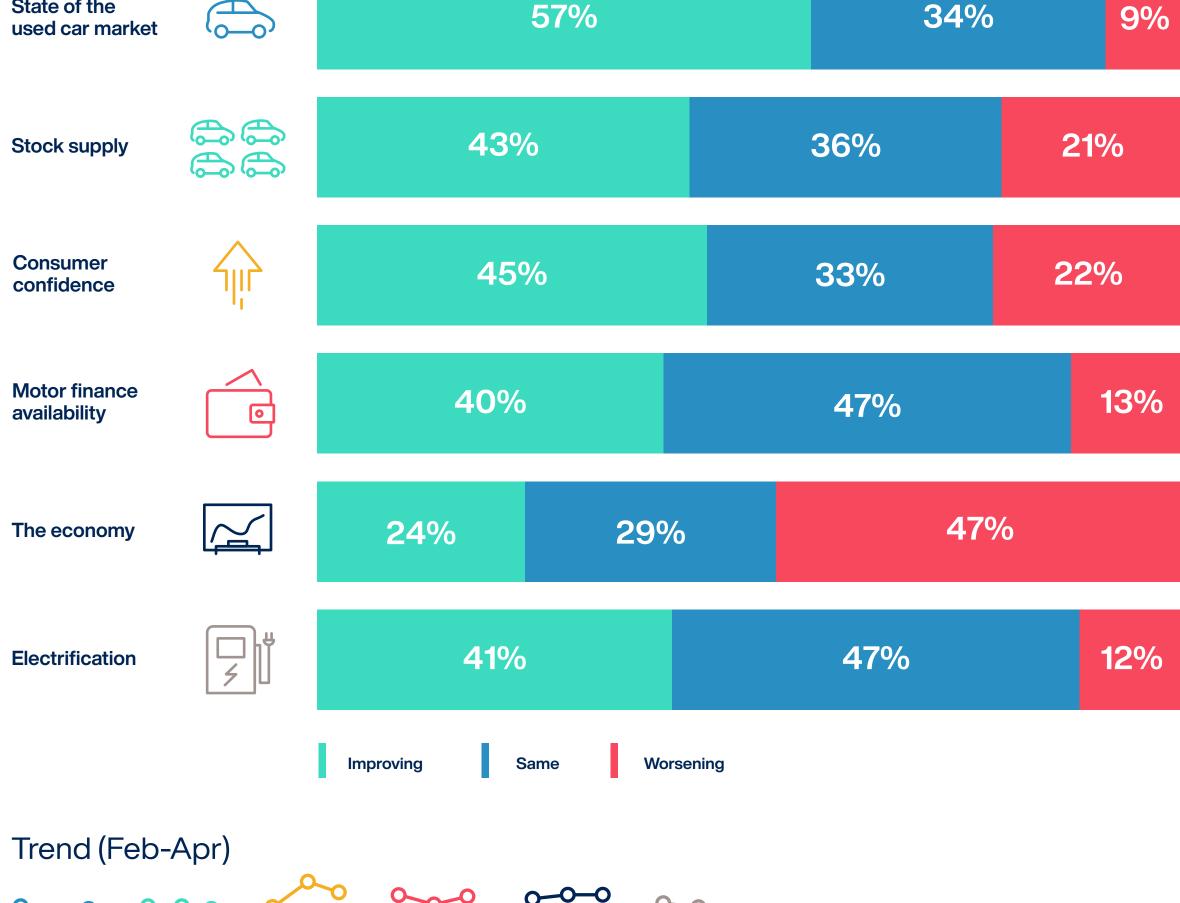


Negative

compared to last month?



How do you feel about the following factors



Economy

34%

Electrification

17%

45%

17%

22%

31%

47%

15%

22%

28%

Stock

Market

Stock

availability

19%

43%

Volatility of

EV values

Dealer

Q6 >

enthusiasm



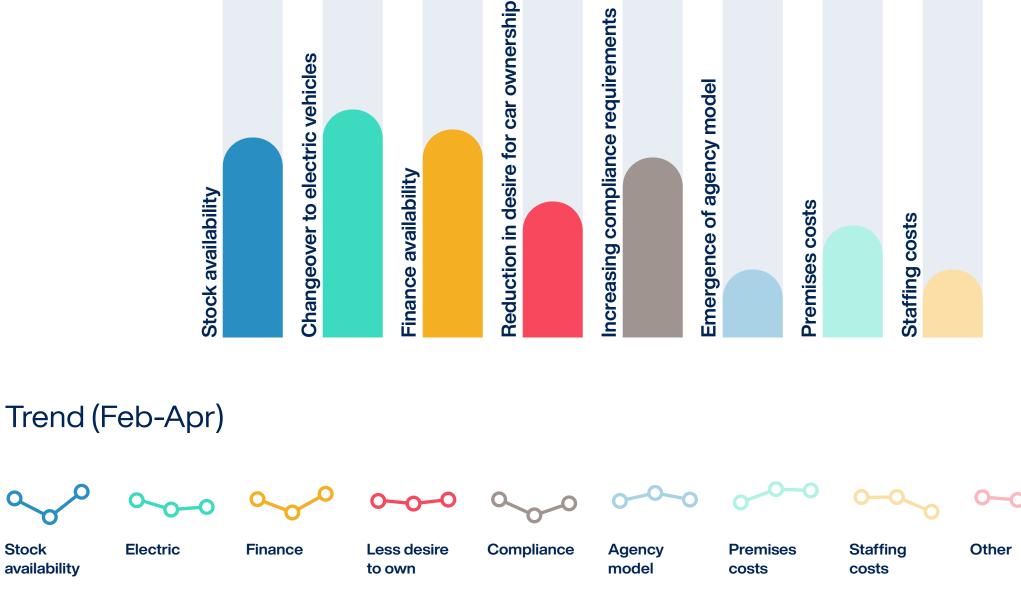
57%

Finance

Confidence

50%

52%



38% 31% **Supply** 48% **Stock** General of certain Stock age supply condition vehicles

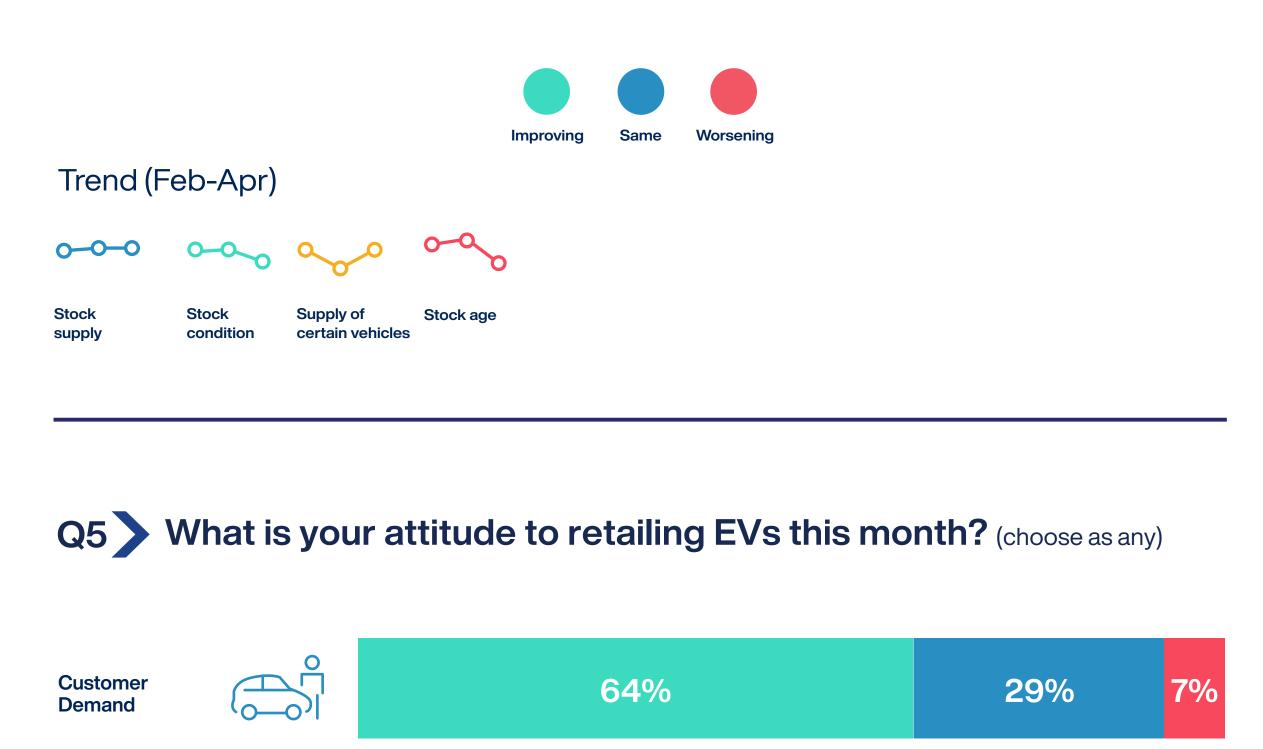
26%

26%

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

26%

43%



52% 31% 17% **Our inventory**

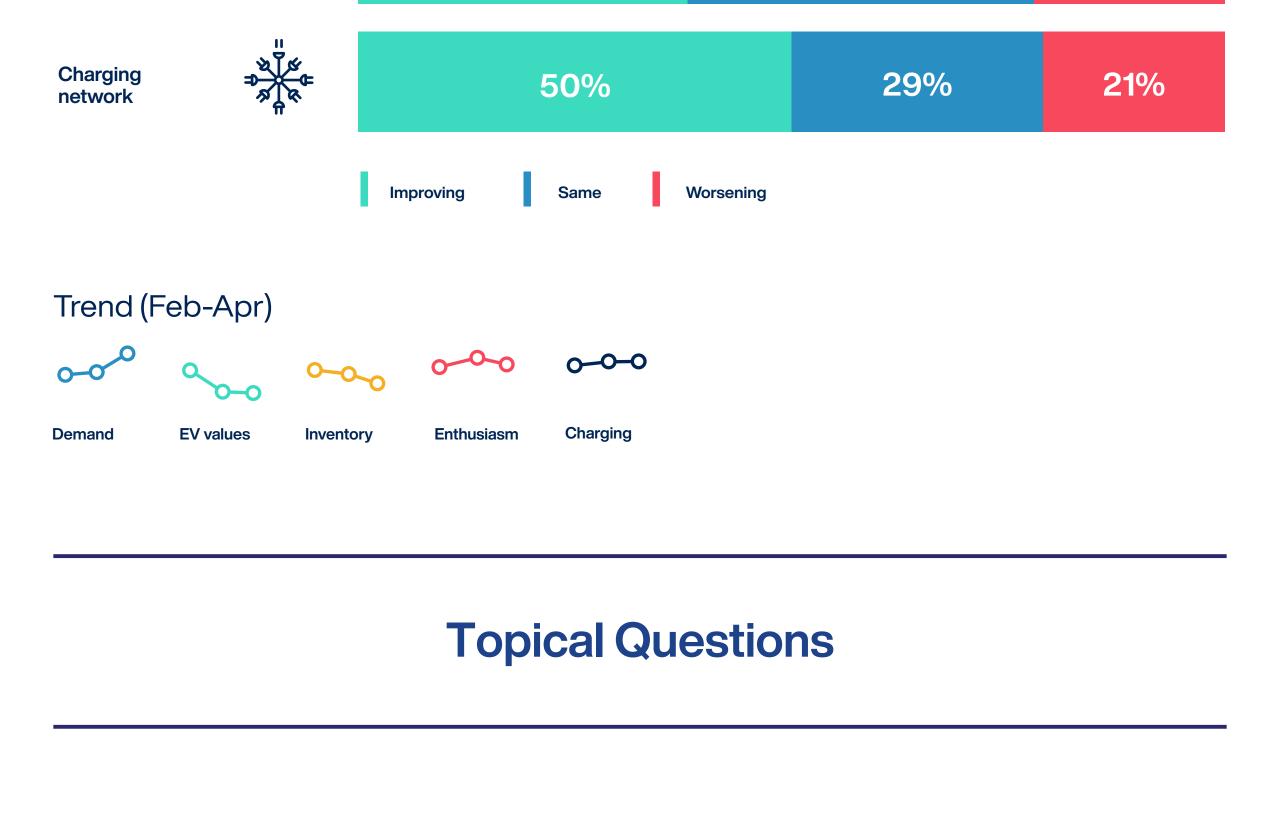
28%

38%

57%

40%

No

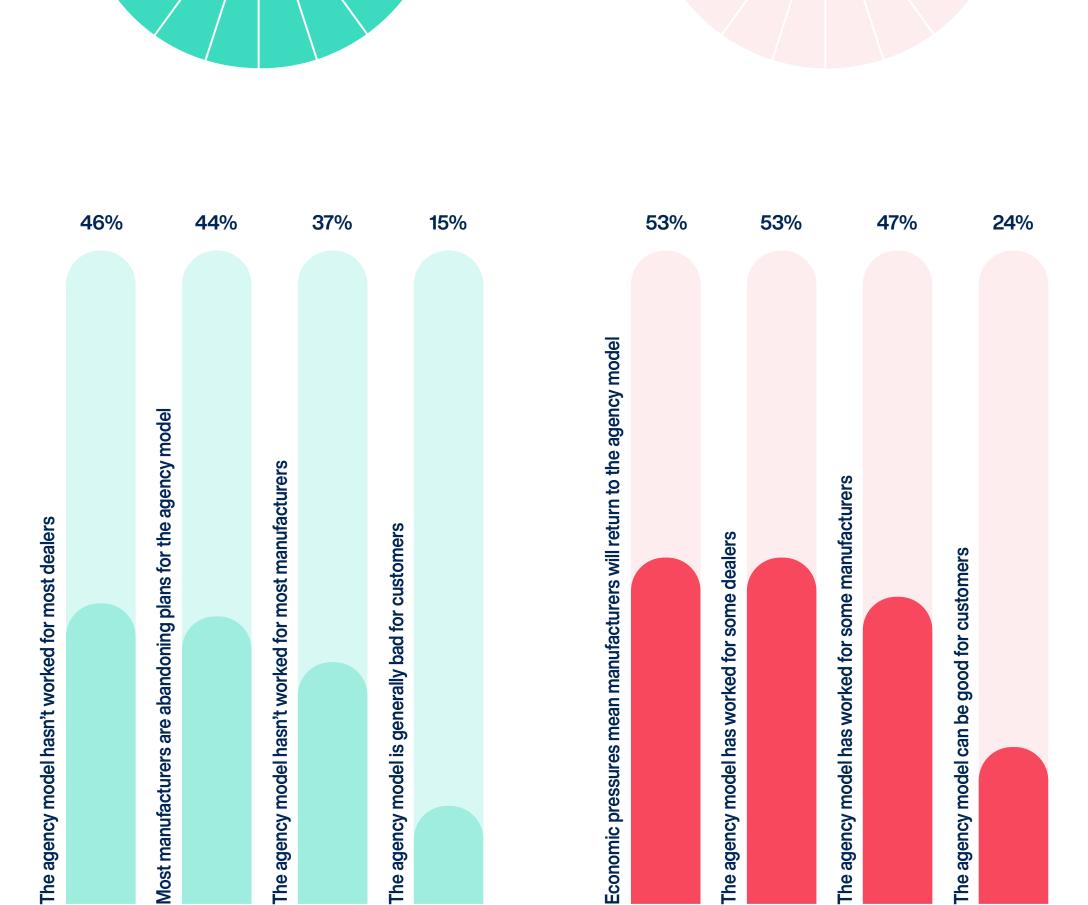


71%

Yes

Is the industry wide move by motor manufacturers to

the agency model effectively over? (choose as many as apply)



If Yes, Why

If No, Why