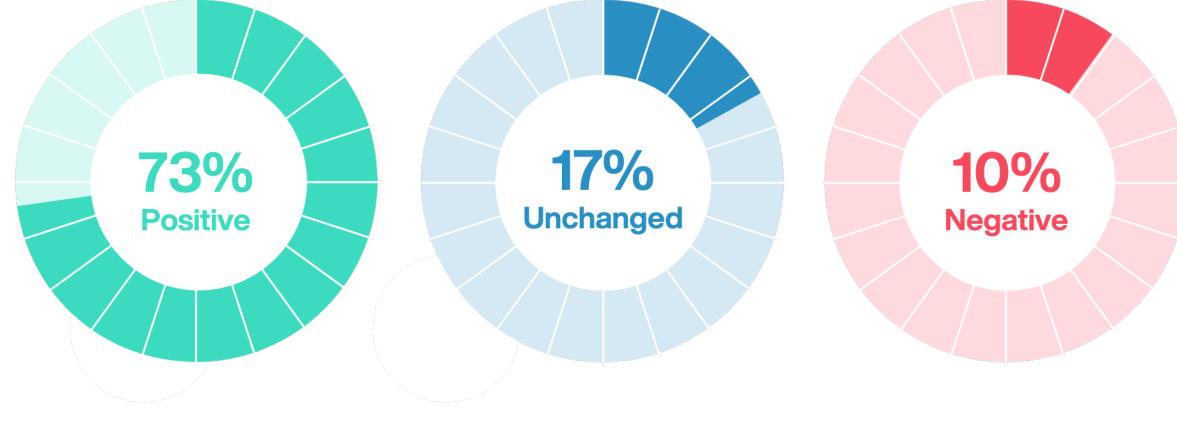


What drives dealers



February 2025

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



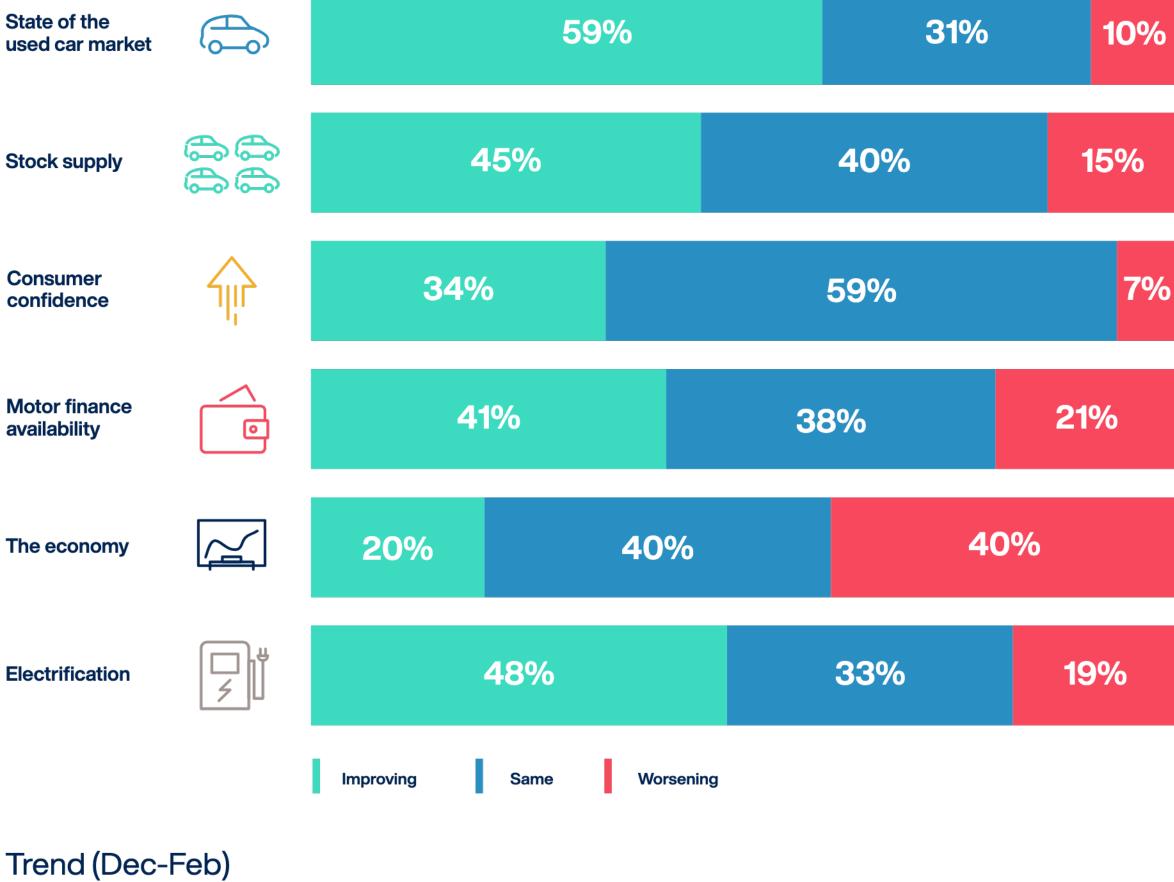
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Trend (Dec-Feb)



compared to last month?

How do you feel about the following factors



Market

Stock

10%

Volatility of

Our inventory

enthusiasm

EV values

Stock

45%



future retailing of used cars?

48%

Finance

Confidence

62%

33%

Economy

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

48%

Electrification

16%

19%

28%

2%

17%

38%

38%

47%

17%

12%

45%



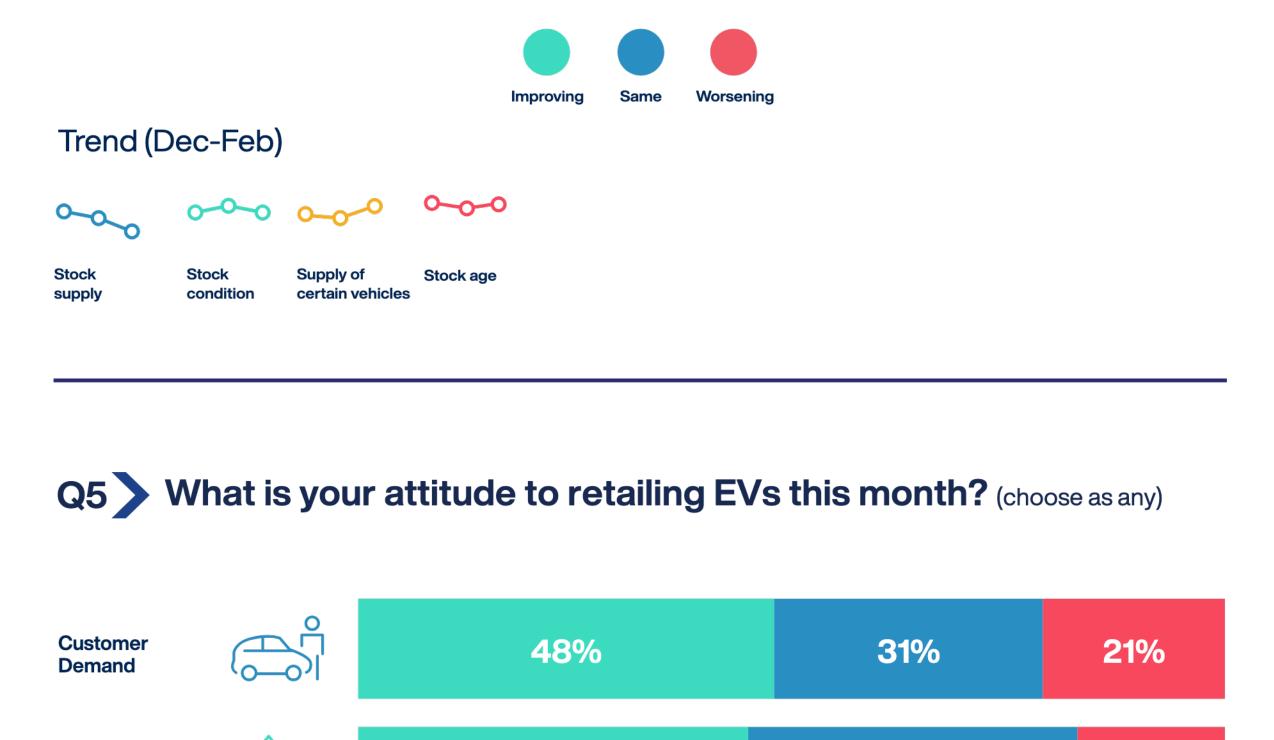
43% Supply General 48% Stock of certain Stock age 48% condition supply vehicles 42% 36%

16%

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

17%

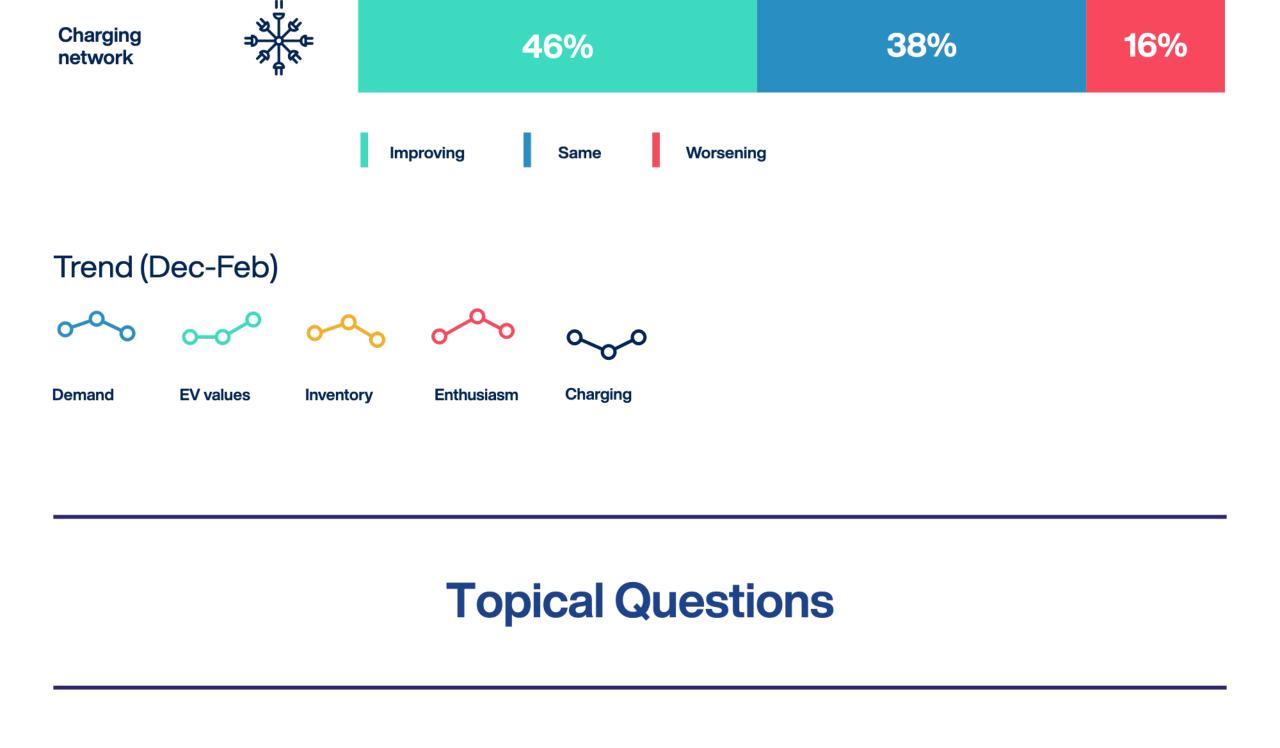
40%



Dealer 36% 40% 24%

45%

41%



Which of the following measures would you most like to see? (choose as many as apply)

on revising the Zero Emissions Vehicle Mandate.

Lower targets that slow down the introduction of EVs Allowing hybrids to stay on sale for longer, probably until 2035

Q6 > The government has announced a consultation

Interest free government loans for consumers buying EVs	
	43%
owering of the £15,000 per vehicle fine if manufacturers miss targets	
	41%
Allowing UK-made EVs to be included in the targets	
	34%
New manufacturer targets that combine electric car and van sales	
	28%
Looser rules that enable manufacturers to trade credits under the ZEV Mandate	
	16%
The ZEV Mandate should be scrapped altogether	
	12%

52%

47%