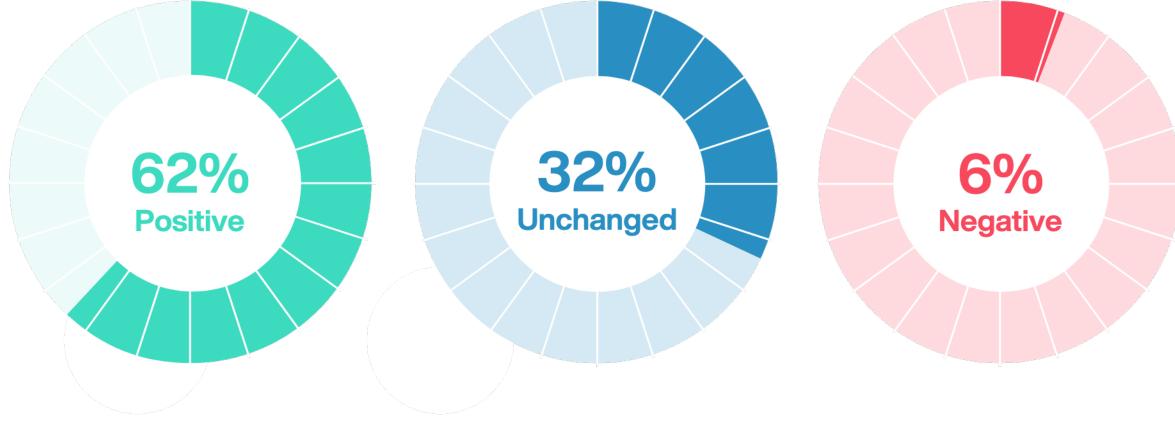


September 2024

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



Negative

Trend (August-September)





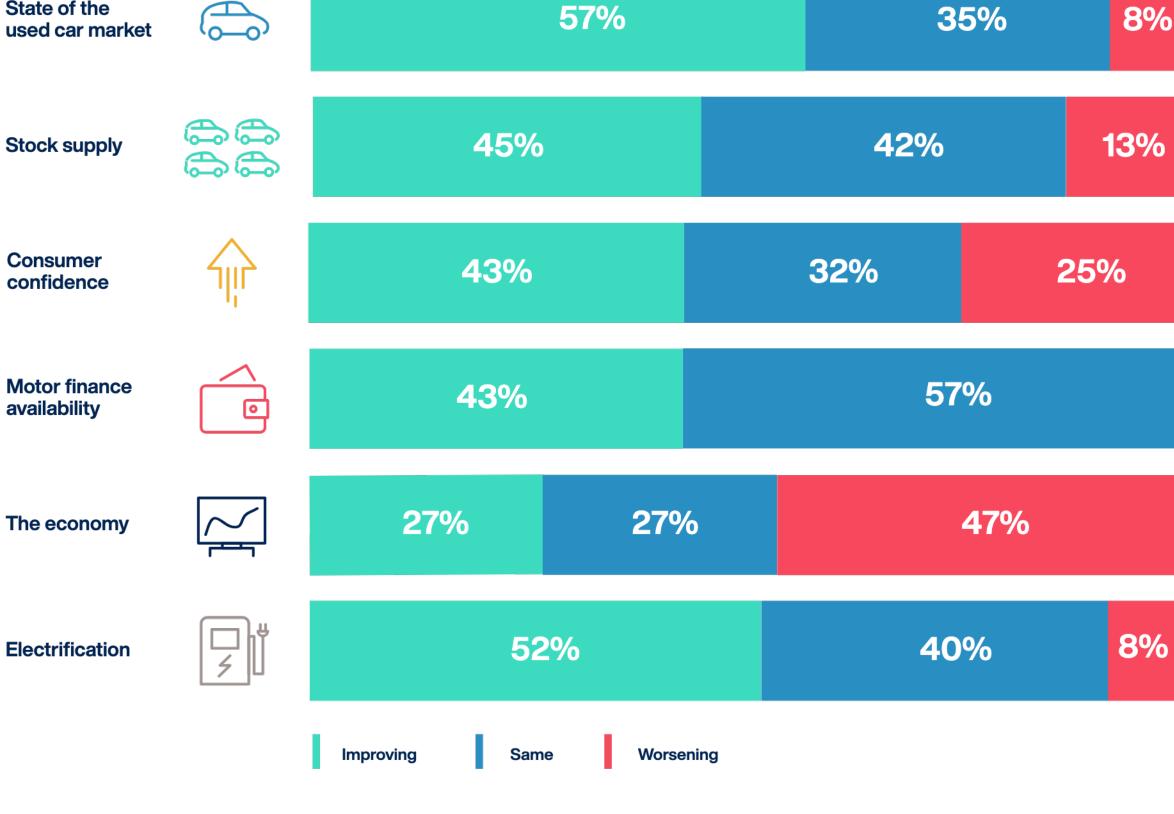




compared to last month?

State of the

How do you feel about the following factors



48%

Stock

Market

Stock

12%

Demand

Volatility of

Our inventory

Dealer

EV values

Trend (August-September)



future retailing of used cars?

52%

Finance

Confidence

50%

20%

43%

Economy

Electrification

20%

37%

30%

0%

23%

32%

15%

38%



37% **Supply** Stock General of certain 50% **45%** Stock age supply condition vehicles 38% 38%

20%

35%

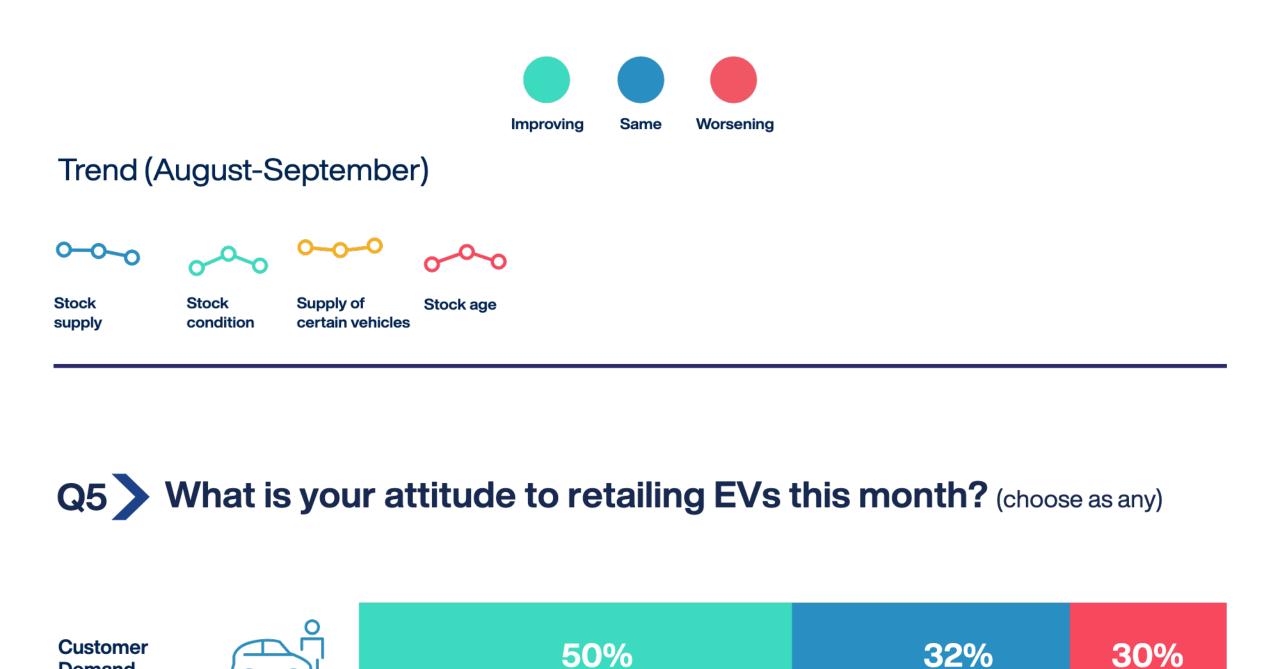
What is your current experience of stock supply? (choose any)

28%

35%

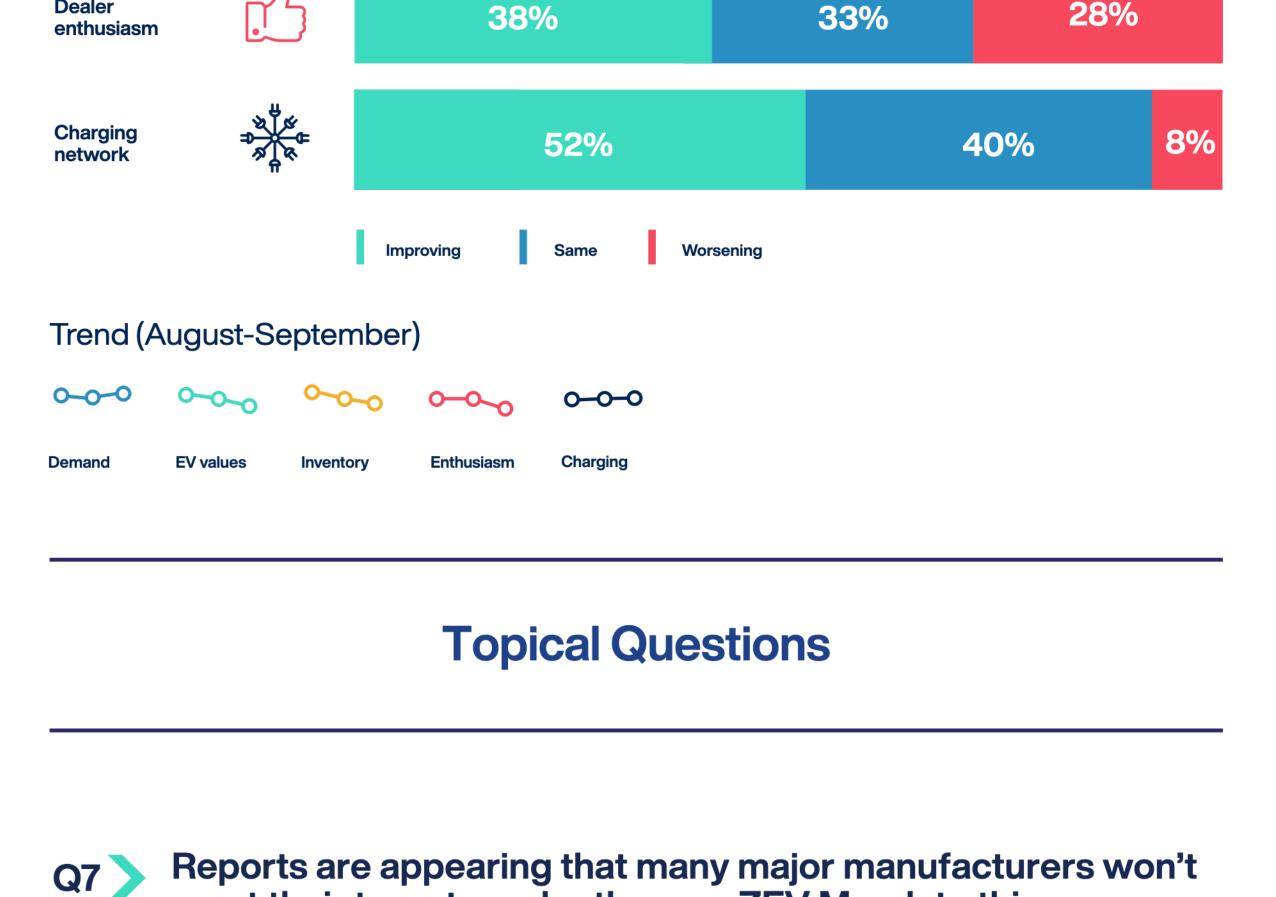
42%

47%



27%

38%



What are your thoughts?

meet their targets under the new ZEV Mandate this year.

52% The ZEV Mandate targets should be made easier

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%

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

47%