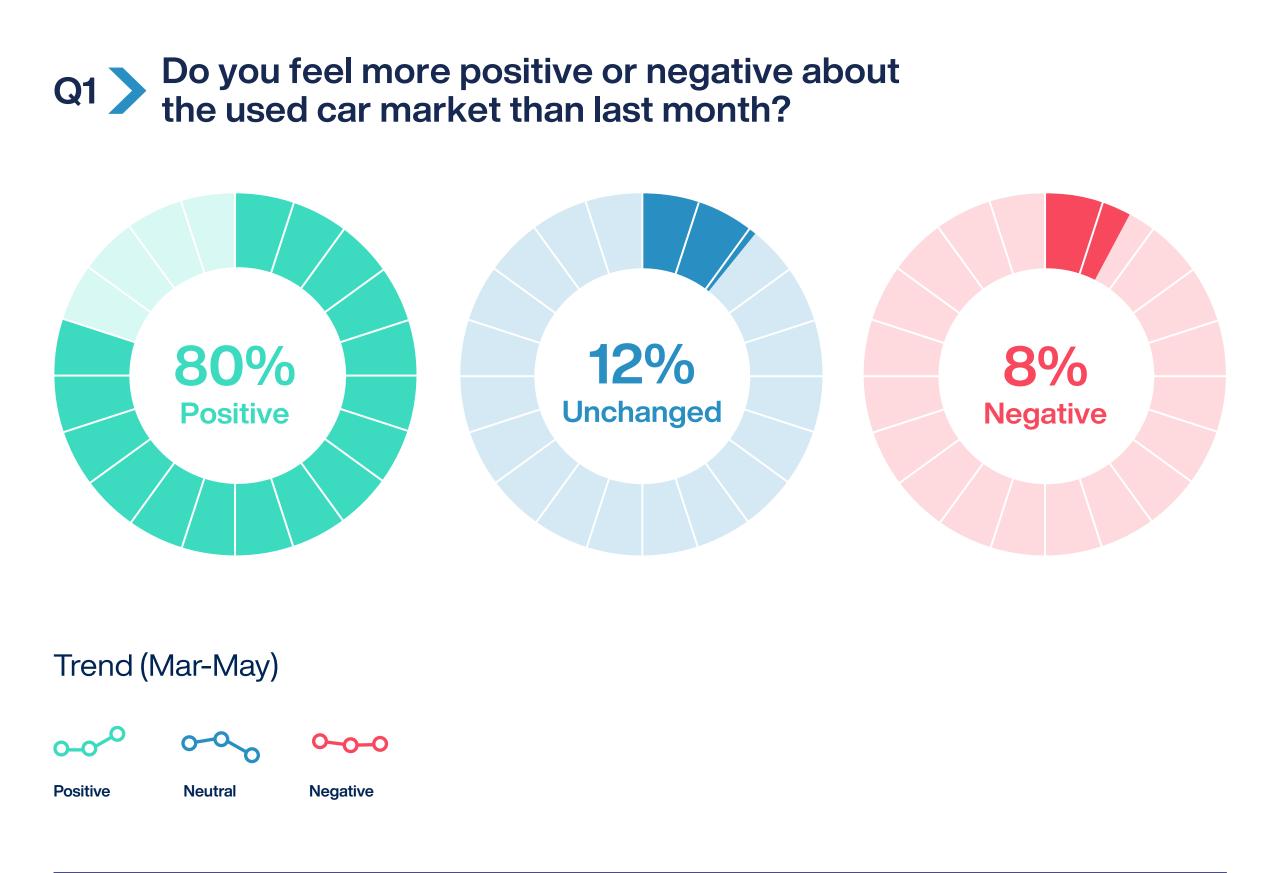
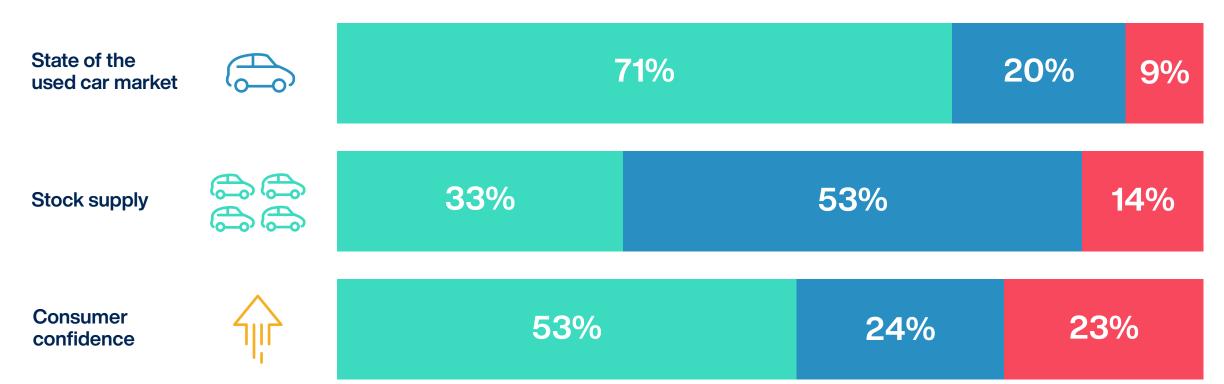


## What drives dealers

May 2025

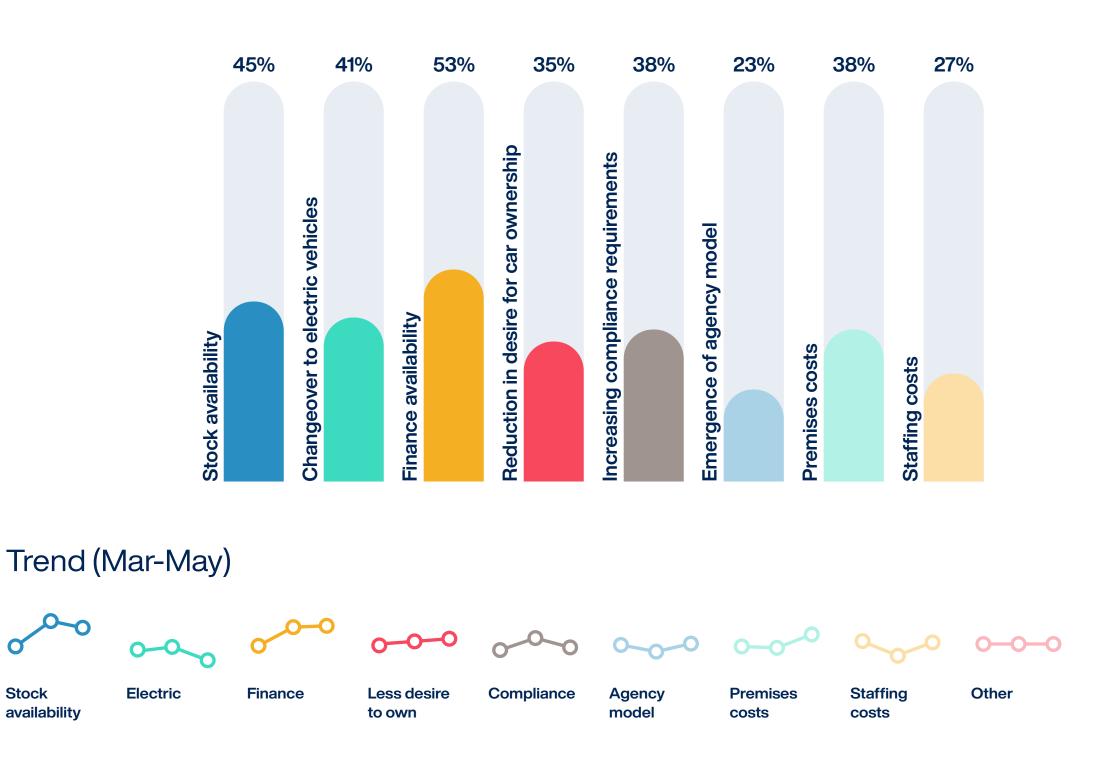




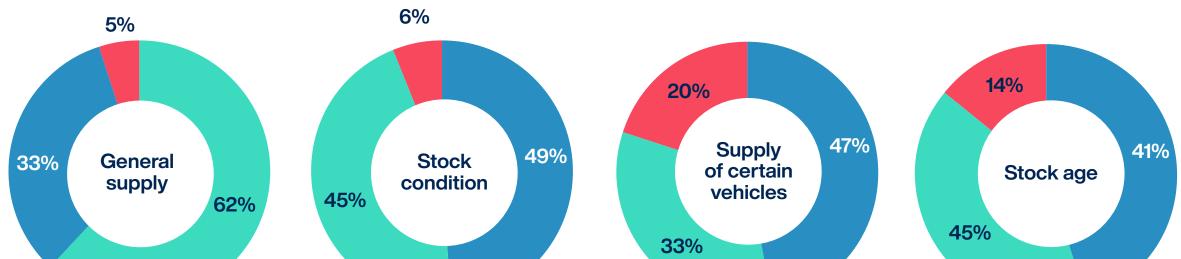


Motor finance availability		44%		42%	14%	, D
The economy		26%	329	6	<b>42%</b>	
Electrification	↓ ↓	55%			39%	<b>\$%</b>
		Improving S	Same Worse	ning		
Trend (Mar-May)						
0-0-0		0000	<u> </u>			
Market St	ock Confid	lence Finance	Economy Electi	ification		

## What do you see as the biggest challenge(s) for your Q3 > future retailing of used cars?

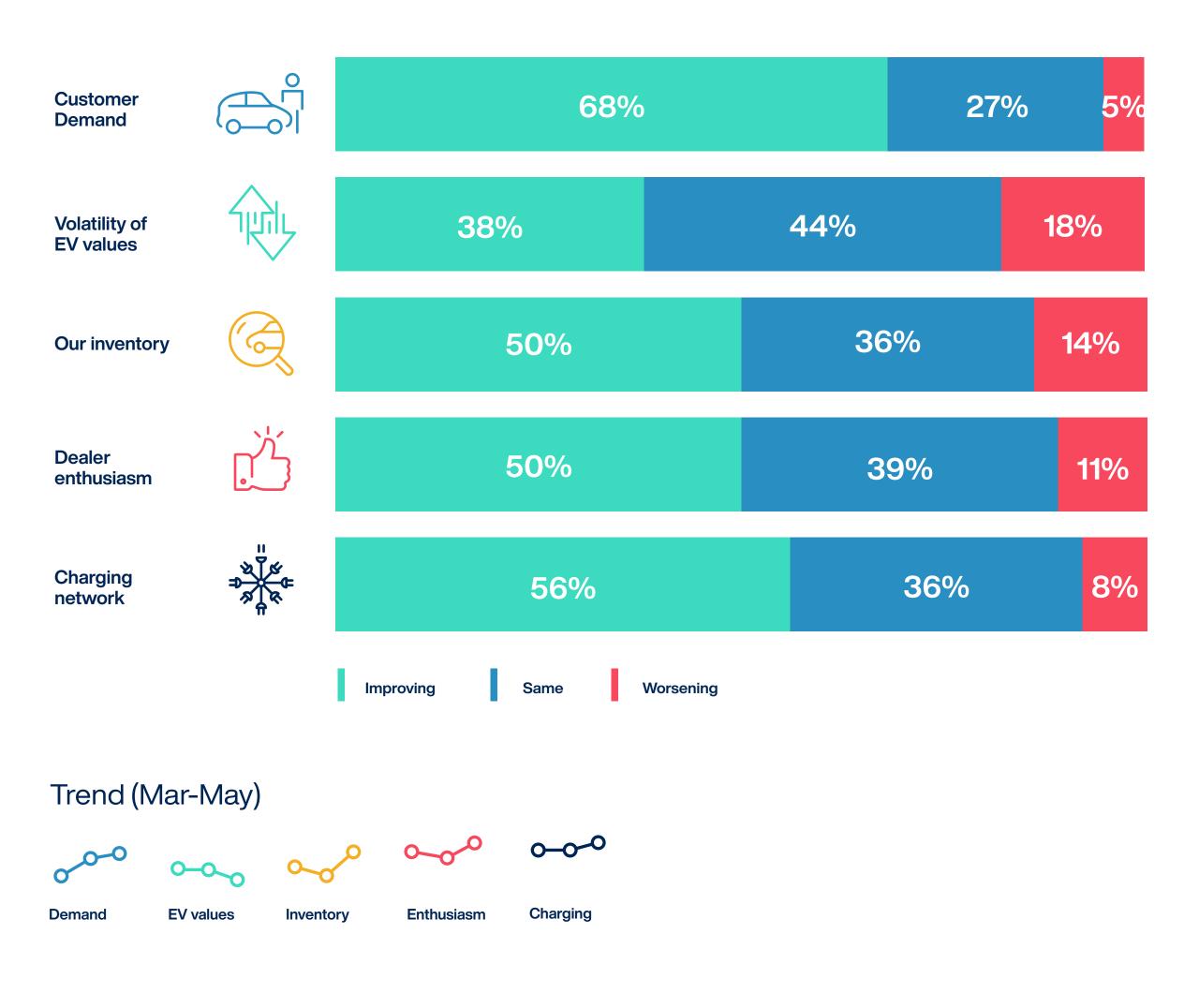


What is your current experience of stock supply? (choose any) **Q4** 



					3370		
					Worooping		
Trend (M	lar-May)		Improving	Same	Worsening		
0-0 <sup>0</sup>	<b>~~</b> ^	000	<u>م</u> هم				
Stock supply	Stock condition	Supply of certain vehicles	Stock age				

Q5 What is your attitude to retailing EVs this month? (choose as any)



## **Topical Questions**



Q6 > Which rising costs are most affecting your profits

in 2025? (choose as many as apply)

Higher minimum wage	
	52%
More expensive stock	
	45%
Premises costs	
	<b>41</b> %
Employers NIC increase	
	38%
Marketing costs	
	33%
IT and other technology costs	
	33%
General upwards pressure on wages	
	32%
Training costs	
	23%
Costs linked to electrification – chargers, new workshop equipment, etc	
	20%

## Q6 > From April 6, the government is ending Employee Car **Ownership schemes that allow dealers to offer cars** to staff without paying benefit in kind taxation.

(choose as many as apply)

The removal of ECO schemes will make it more difficult to attract and retain staff				
	45%			
A lot of government actions are negatively affecting car dealers				
	41%			
ECO schemes were an important employee benefit for dealer staff				
	38%			
ECO schemes have always been questionable				
	35%			
We've replaced the ECO scheme with another option for staff				
	24%			
ECO schemes were an important source of nearly new stock				
	11%			