



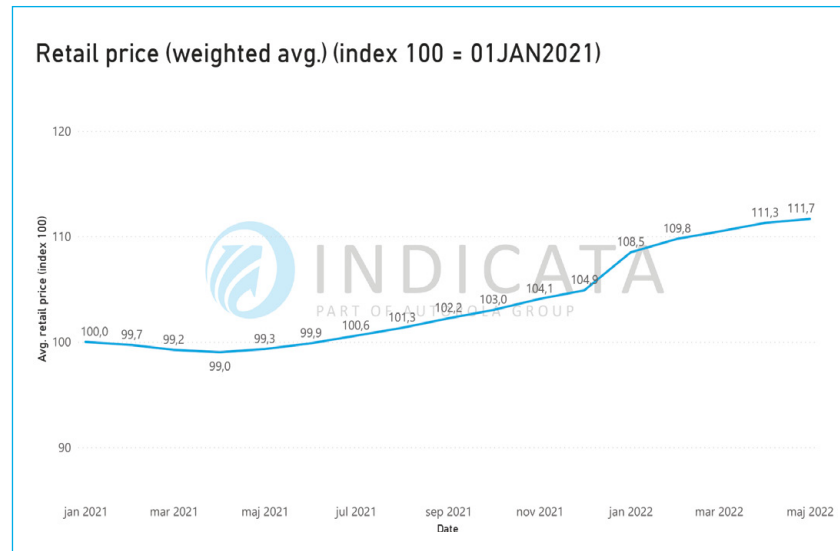
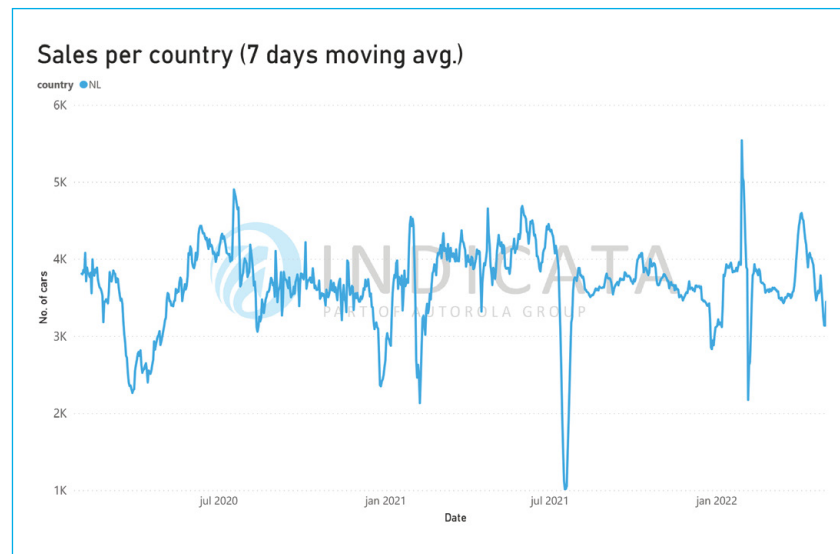
Online B2C used car sales in April fell 7.3% year-on-year and were 2.2% lower than in the previous month. This means with a third of the year behind us total online B2C sales are currently 2.2% lower than for April 2021 YTD and 2.4% behind the same period in the pre-Covid 2019.

Sales of used BEVs were 24% lower in April than in the previous month but this is partly due to the dramatic increase in demand over the last few months which has caused problems in sourcing the right stock. Compared to just one year ago sales are 75% higher and this has increased the speed of sale of used BEVs with stock turn increasing by 102% YoY to 5.9x making it still the fastest-selling powertrain in the Dutch market.

Online B2C stock levels eased back by 0.3% going into May compared to the previous month which means they are now 9.7%

lower than at the start of May 2021. With demand still high and supply constrained this is keeping the inflationary pressure on used car prices.

Our price index is based on a consistent pool of vehicles indexed against January 2021 and has been reset for the start of the new year which creates a typical uplift of around 2%-4%, followed normally by a lifecycle driven downward curve in average prices. As we have seen in most countries, prices are still on the increase with average online B2C used car prices going into May 0.4 percentage points higher than at the start of the previous month and 6.8pp higher than at the end of last year.

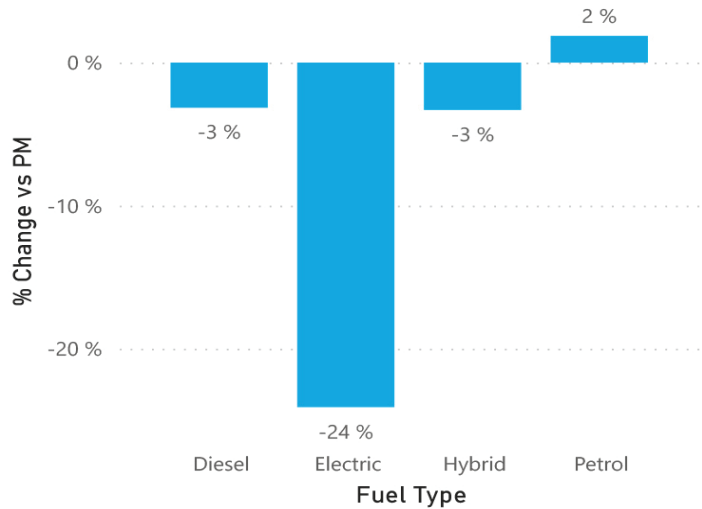


Top selling < 4-years-old by volume		
Make	Model	MDS
Volkswagen	Golf	47.8
Volkswagen	Polo	54.2
Volkswagen	T-ROC	54.1

Fastest selling < 4-years-old by Market Days Supply			
Make	Model	Stock turn	MDS
Renault	Zoe	11x	31.8
Hyundai	IONIQ	11x	33.1
Volkswagen	Passat	10x	35.6

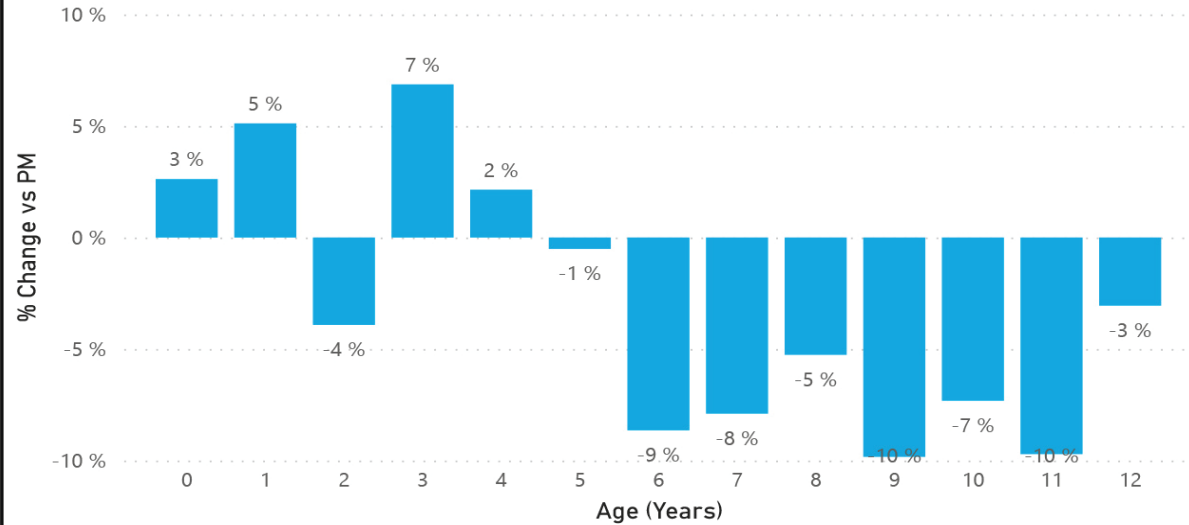
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% Sales Change by Fuel Type (Curr. vs. Prev. Month)

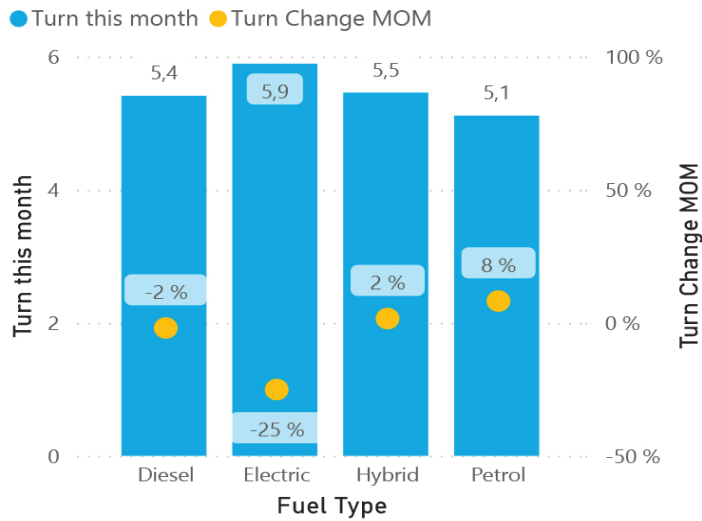


% Sales Change by Age Group (Current vs. Previous Month)

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Stock Turn by Fuel Type (Current Month)



Stock Turn by Age Group (Current Month)

