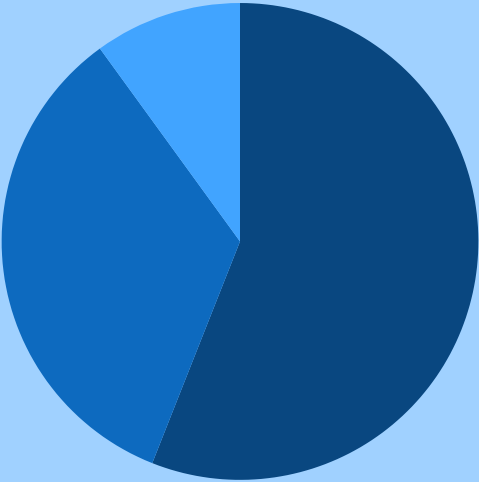


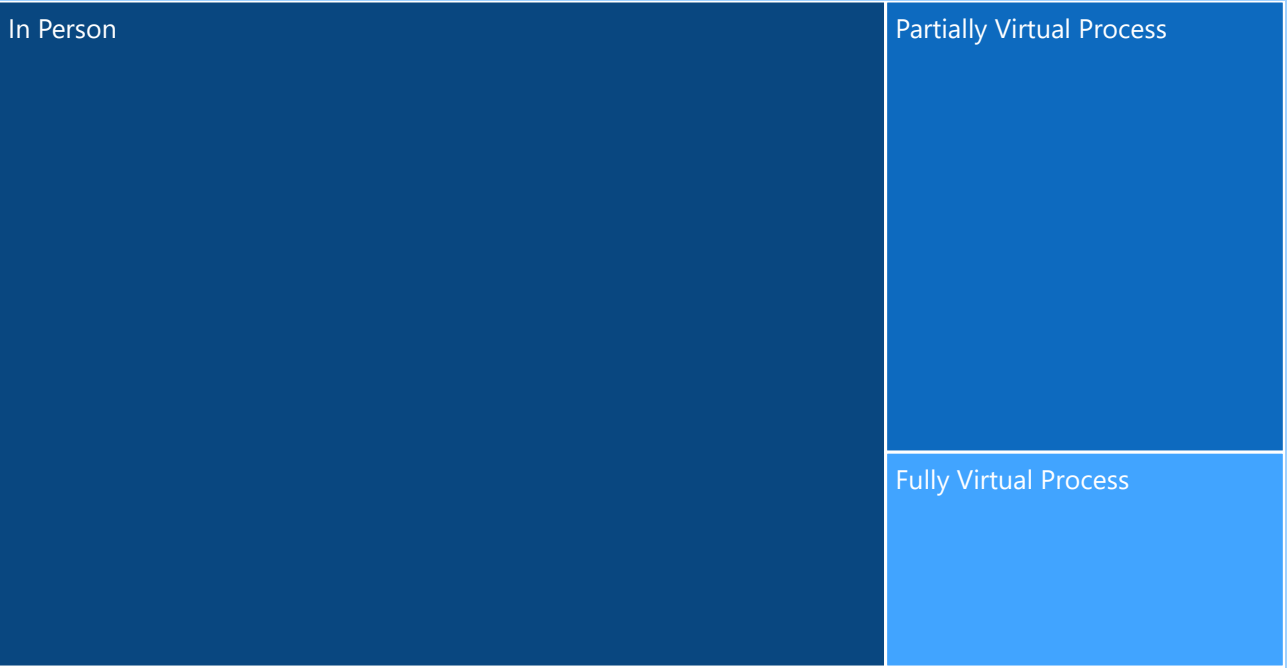
Consumer Trends and Purchase Intentions

Who do you want to purchase from via virtual process?



Sellers using the Virtual Process ● Authorised Dealer ● Manufacturer ● Third-Party Seller

How do people want to acquire their next vehicle?



Findings-

- Interest in electric vehicles is driven by lower running costs and better experience
- In-person purchase experiences are still preferred by many

