

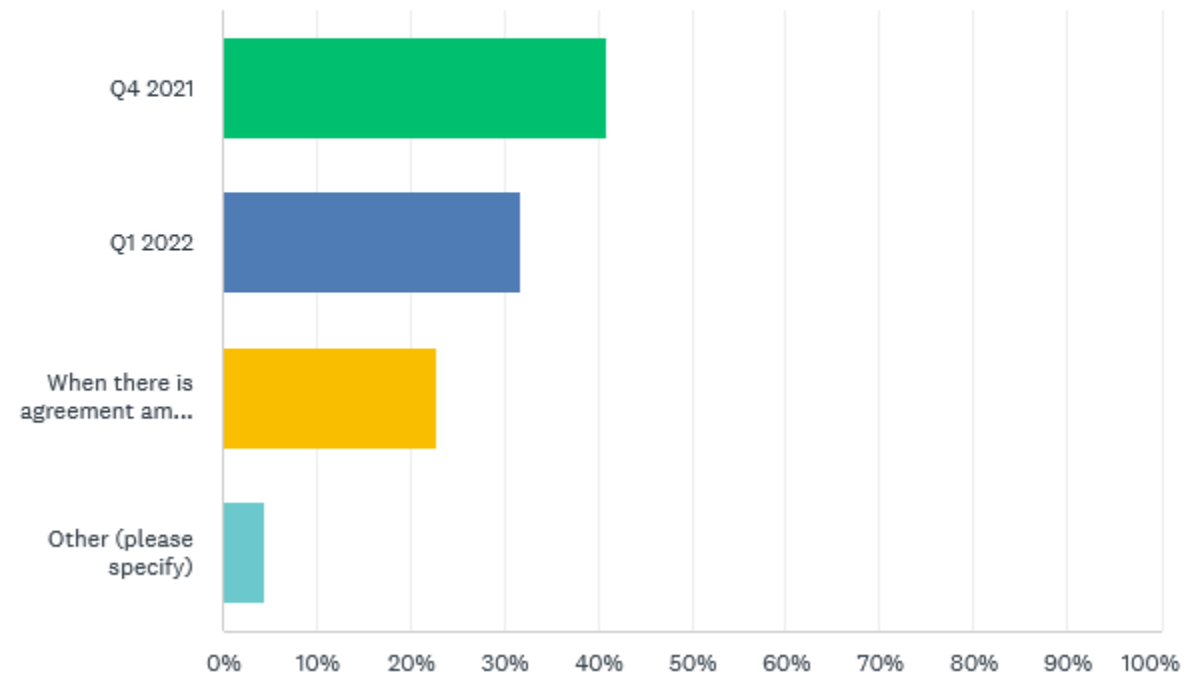


VRA Survey Results

August 2021

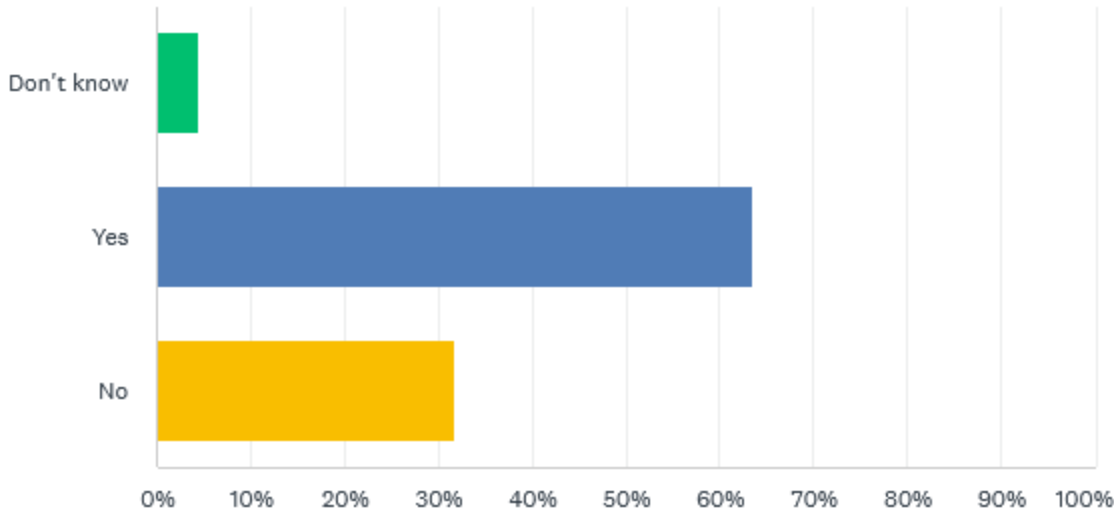
When do you feel the VRA should resume face-to-face member meetings?

Answered: 22 Skipped: 0



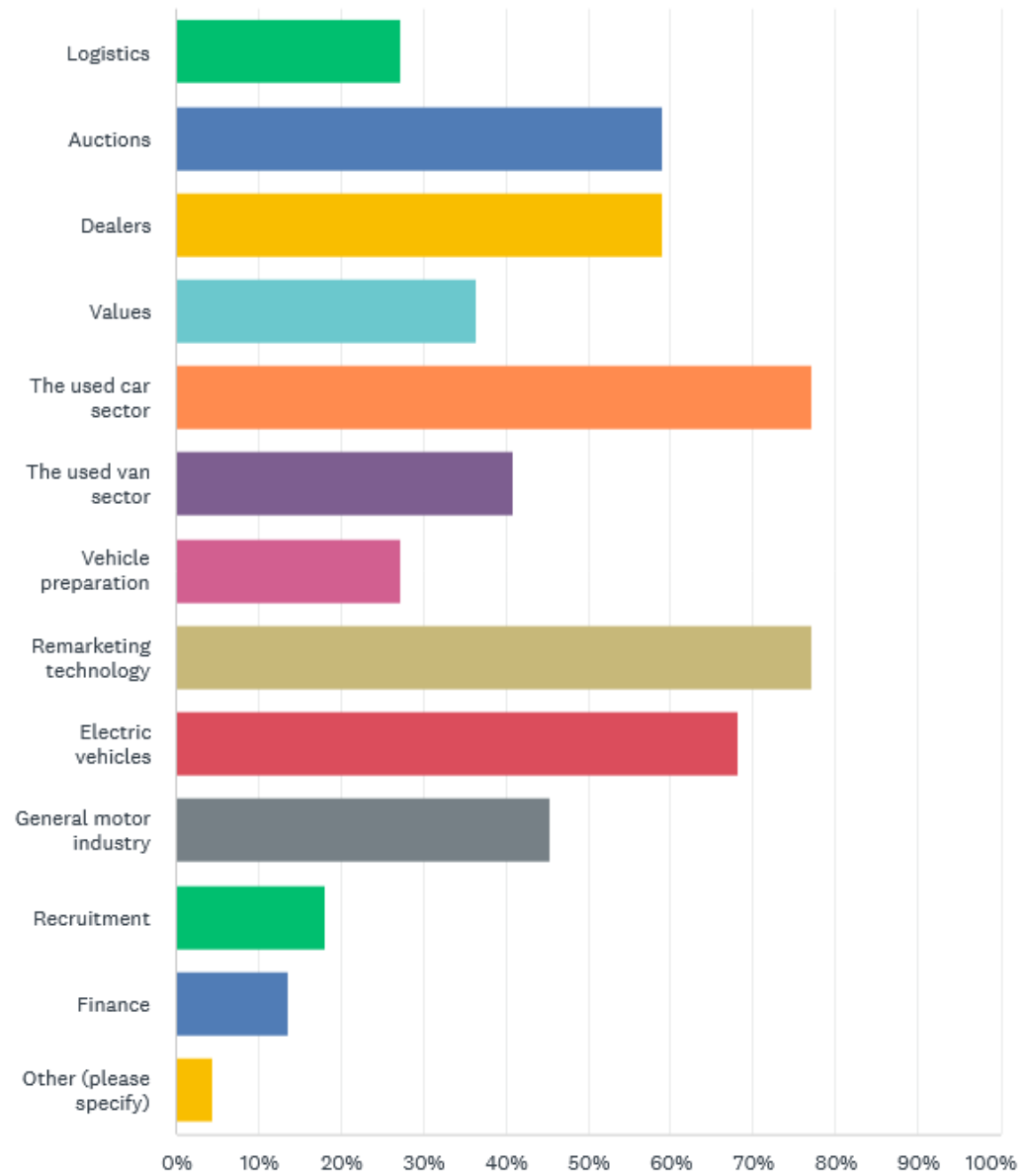
Would you favour hybrid events, that can be attended in-person but also accessed remotely?

Answered: 22 Skipped: 0



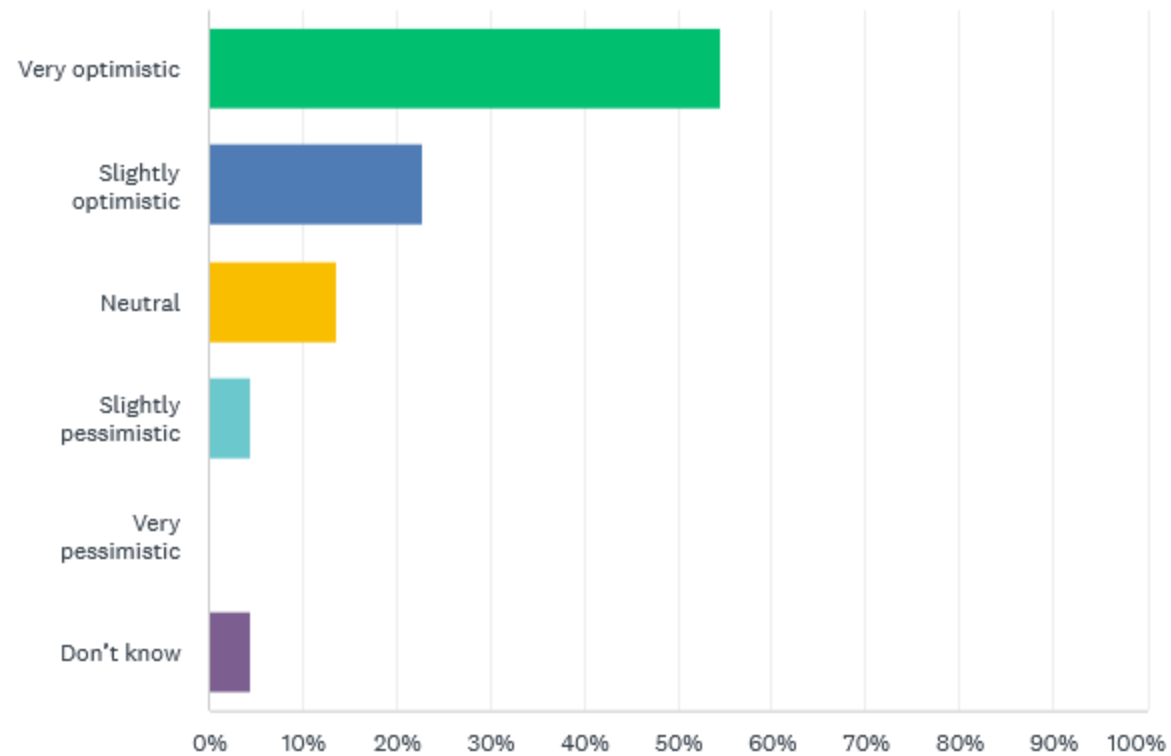
What topics would you like to hear more about in 2022? Select as many as you like.

Answered: 22 Skipped: 0



How optimistic are you, in terms of your business, for 2022? Choose one.

Answered: 22 Skipped: 0



What opportunities and risk do you think your business will face in 2022?

Answered: 19 Skipped: 3

Supply of used vehicle and pressure on reduced margins due to the same

Limited Used Car supply is an opportunity but also a risk! Understanding the supply pipeline and demand decrease

N/a

Stock shortages are a continued risk which adversely offer great opportunity for growth.

Lack of volume

stock shortages

Market Flooded with repos after Furlough ends

The rise of the office or the continuation of WFH

Vehicle supply, consumer confidence issues

The need for realtime whole market data is the biggest opportunity

Recruitment, transport, parts costs

The pandemic remains a threat and the knock-on effect of lockdowns around the world are still being felt. New car supply issues is the biggest threat currently, with the potential for a prolonged shortage of used cars as a result of lease contract extensions and fewer part-exchanges being generated.

The outlook looks good for my business but all could be derailed by a significant change (worsening) of the virus. I am not unduly worried personally as being fit, double jabbed and aware of my surroundings and personal risk.

I think we will still see a lasting impact from COVID but with that we see opportunities to capitalise on digital solutions in remarketing, vehicle provenance, vehicle valuations and market insight space.

Delayed supply would be a risk and opportunity if supply is back in the market

Vehicle supplies to support the remarketing sector will be a challenge for several months, well in to 2022 as a consequence of the new vehicle downturn throughout the pandemic and the transition to EV. The opportunities move to digital solutions, mobility services and supporting remarketing solutions.

Continued stock shortages

fast

With regards to the car industry, what was the biggest lesson you have learnt in 2021?

Answered: 19 Skipped: 3

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N/A

Ability to be agile and flexible

Adaptability

Don't put all your eggs in 1 basket

the reliance on the automotive industry on secondary and tertiary supply

consumers are adaptable and will buy in ways that suits them

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The industry resilience

People still want to buy cars, despite an uncertain outlook

Data and insight is essential

How quick we can adapt when we need to

The need to work without reliance on a physical location

To be flexible and react quickly to change.

One we have all been talking about for years- Automotive needs to catch-up with current technologies and move more into the digital world.

Ensure that you can react quickly to changing market conditions

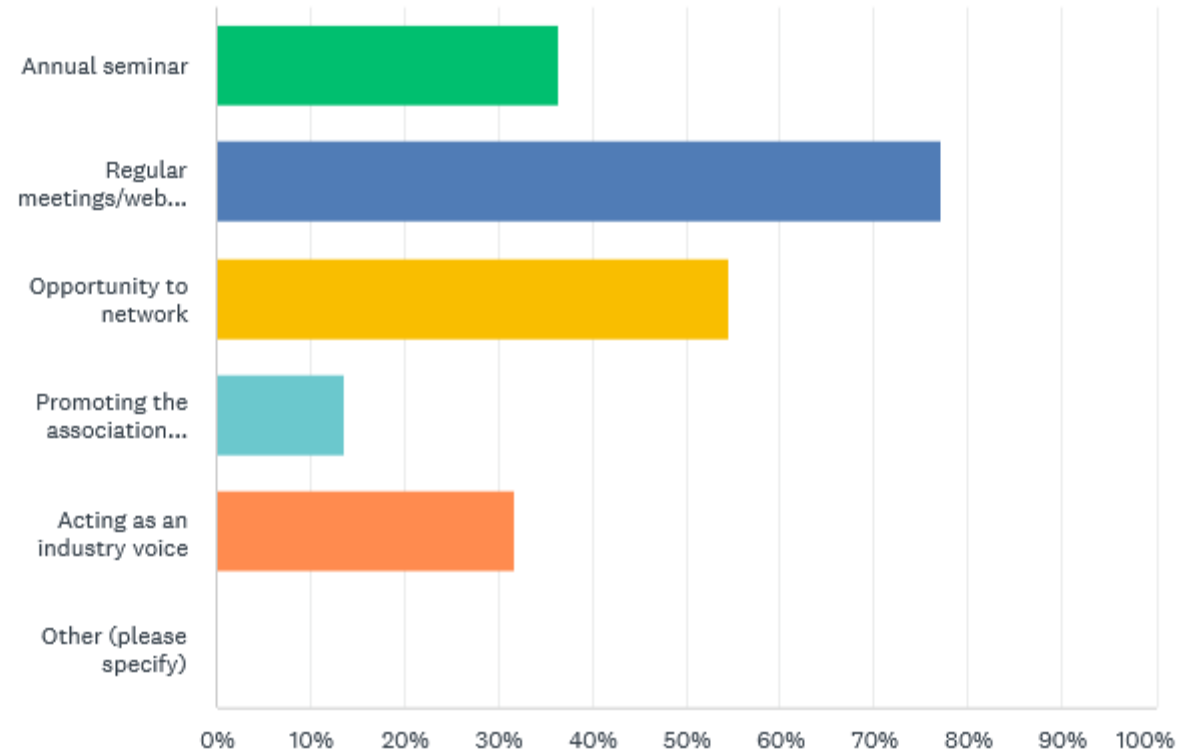
In the early stages of the pandemic, it was clear how the sector was disjointed in the e-commerce sector and working remotely in the digital world.

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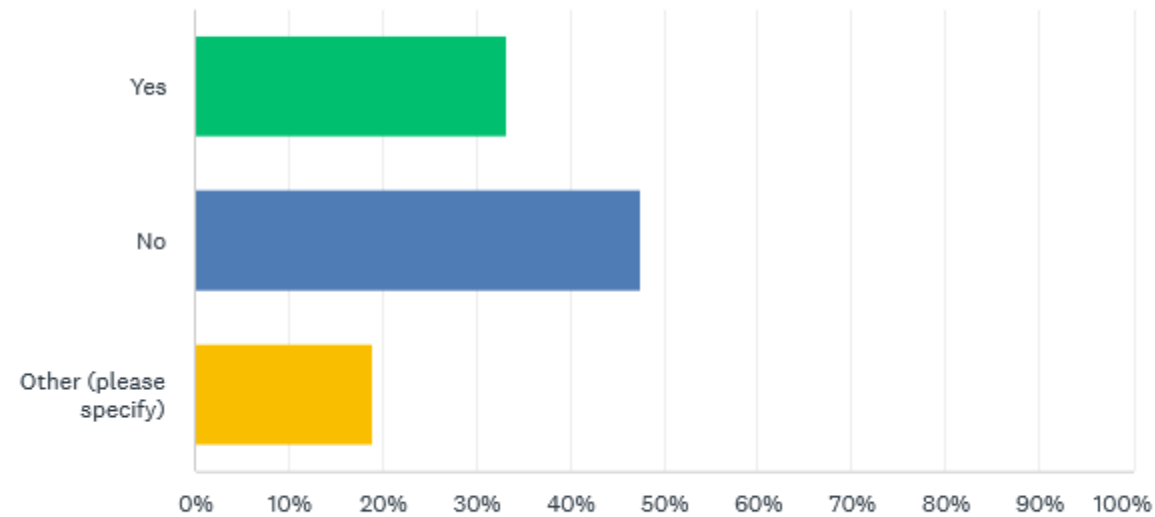
Which of the VRA's services do you most value?

Answered: 22 Skipped: 0



The VRA has created three new committees – would you be interested in joining one of them? [If yes, add name in response]

Answered: 21 Skipped: 1



Do you have any suggestions as to what else you would like the VRA to do?

“Extend the number of representatives allowed to regularly attend events per membership. This will add additional experience to the association and ensure that we have continuity of membership if someone leaves their respective business.”

“Continue being a respected and independent voice to the wider industry”

“Just continue to support the industry”