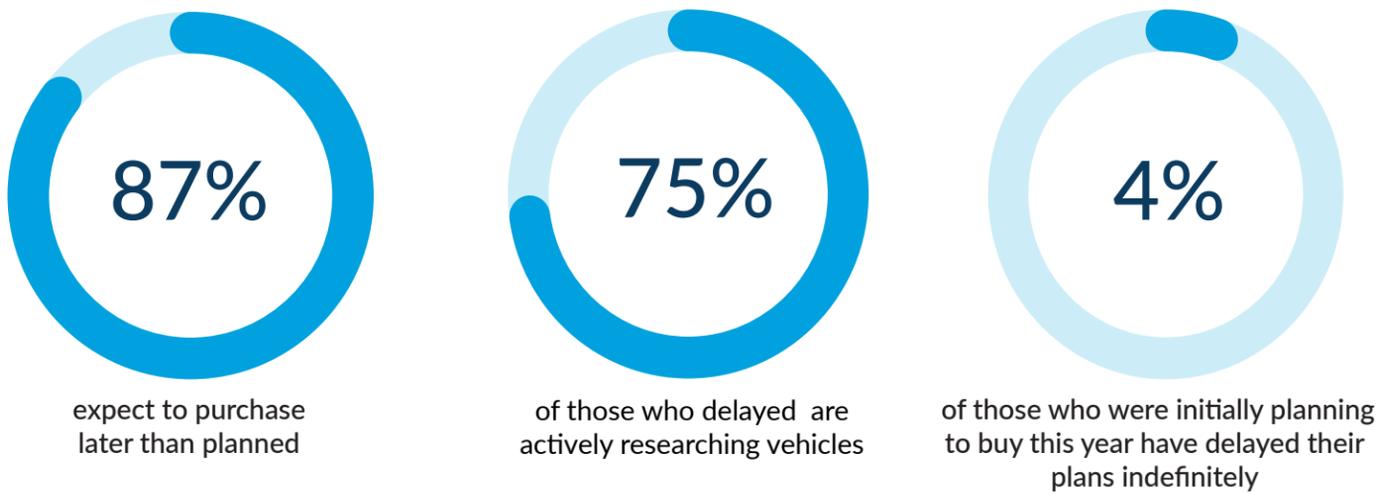


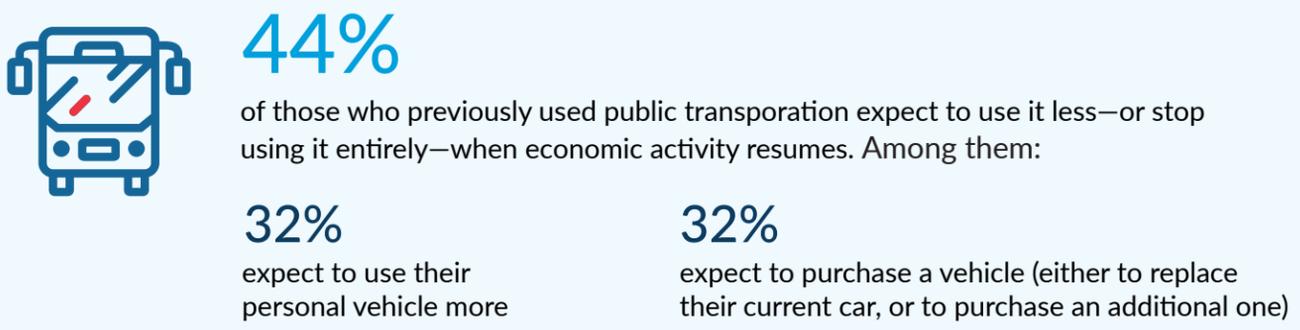
Auto sales are lagging, but not lost: Consumer sentiment during COVID-19

In April 2020, CarGurus surveyed 501 UK buyers on their sentiments toward car shopping during the COVID-19 pandemic and how it has changed their plans for buying a car. 63% of respondents intend to purchase a vehicle in 2020. 37% initially planned to, but have delayed their purchase beyond 2020.

Purchases are delayed...

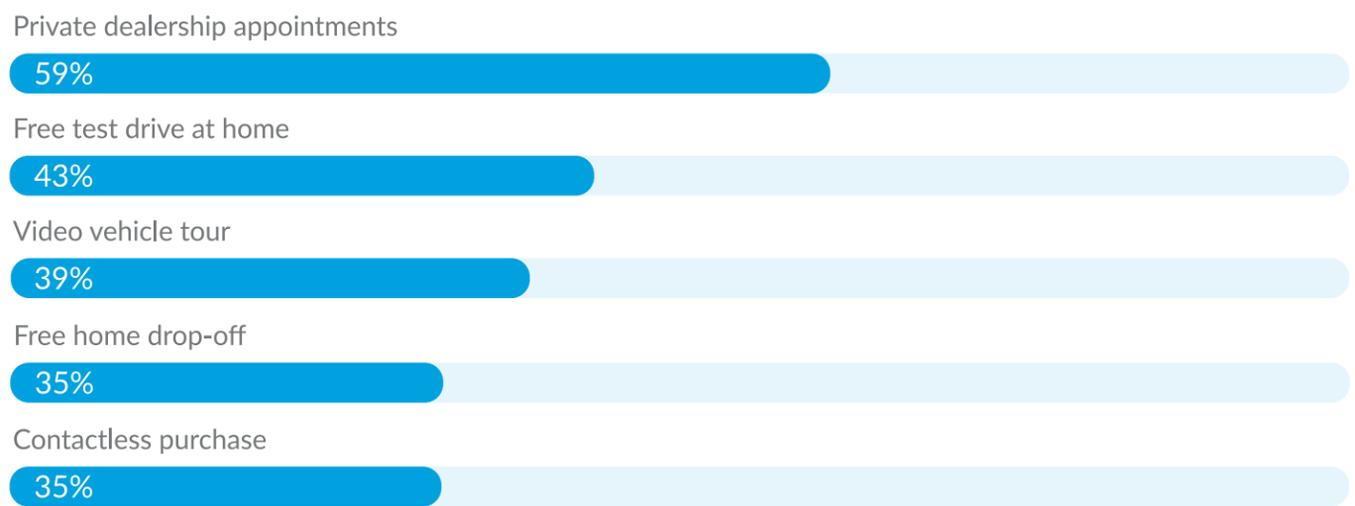


...but the pandemic is spurring new demand



Car buyers prefer contactless services

78% of those planning to buy a car in 2020 prefer to use at least one of these contactless selling options:



The economy is a worry, but many consider vehicle purchases essential

64% of those planning to buy this year said their purchase was necessary

65% of those planning to buy this year plan to maintain or increase their budget for a new vehicle

Despite guarded expectations around when economic activity will resume, consumers' plans to buy vehicles aren't cancelled

