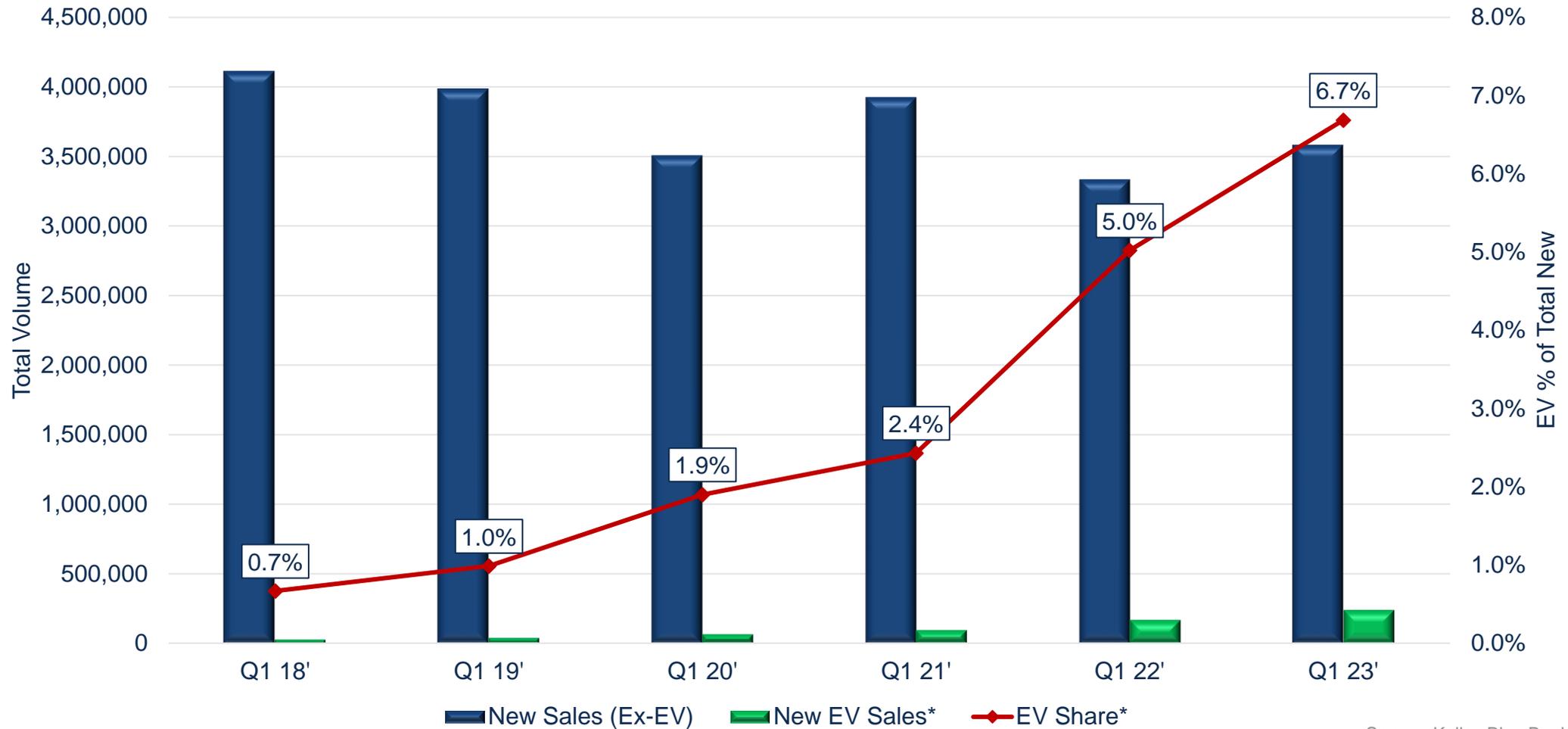


NEW EV SALES HIT CRITICAL MASS

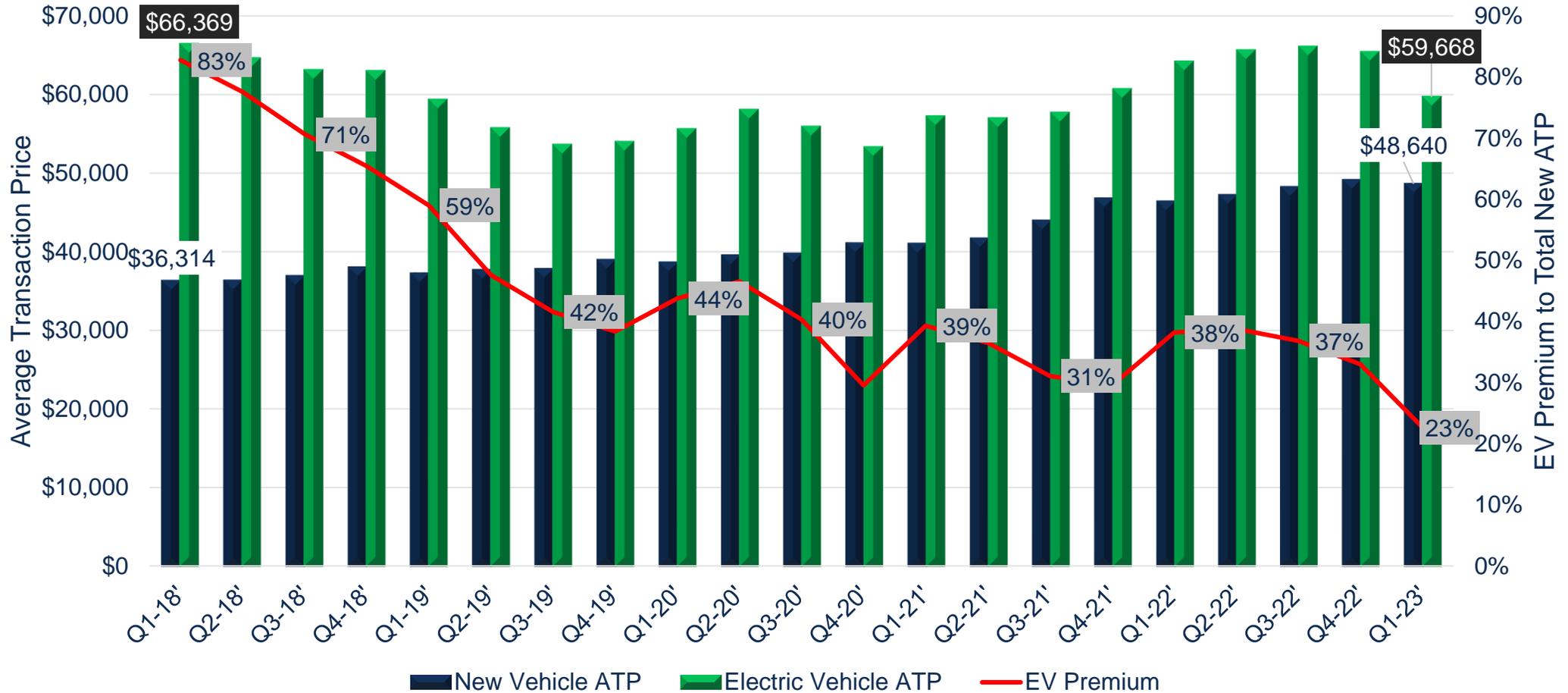
Through Q1, EV sales are 6.7% of all New Vehicle Sales, rapidly increasing as a segment



*Estimates Source: Kelley Blue Book

EV PRICE PREMIUM DECLINES AGAINST INDUSTRY

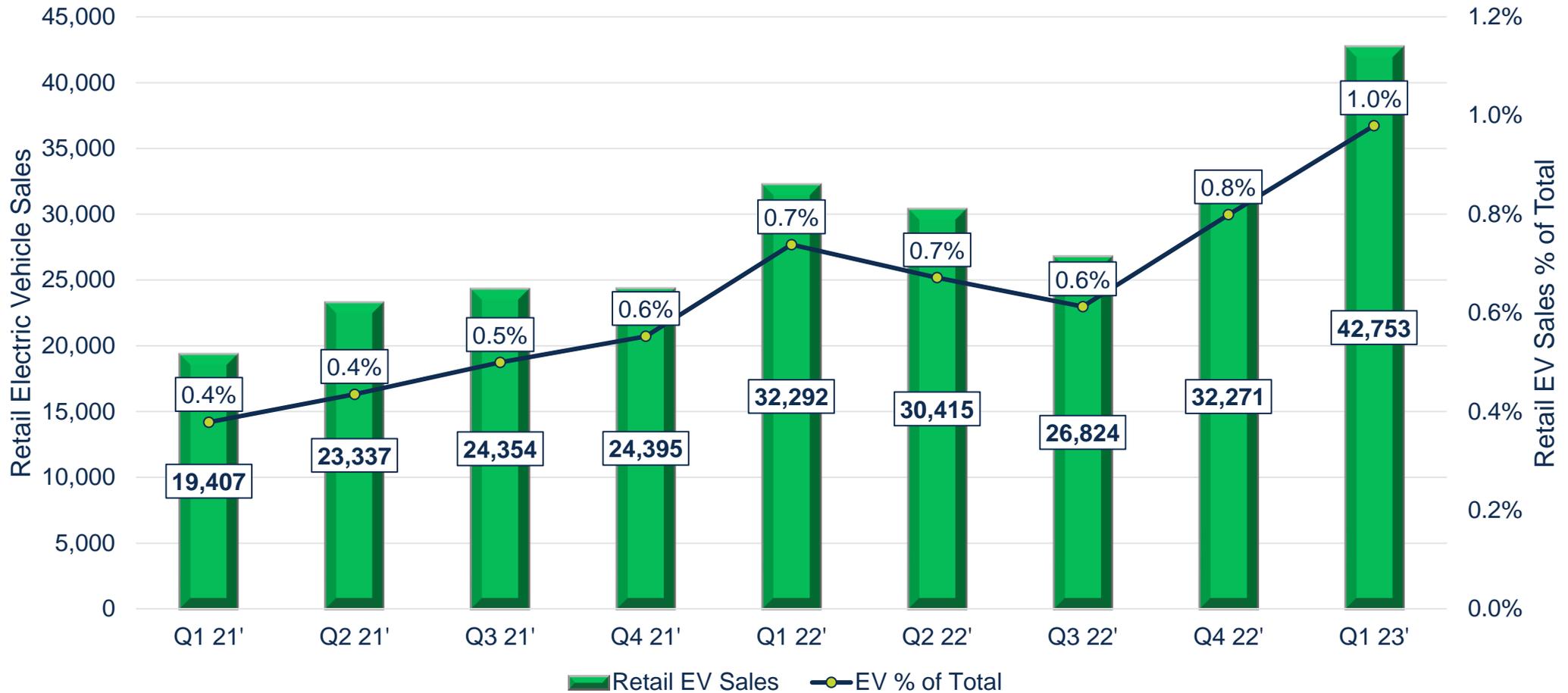
The EV premium continues to decline, as overall new vehicle prices increase



Source: Kelley Blue Book

CONSUMER PURCHASES OF RETAIL USED EVS

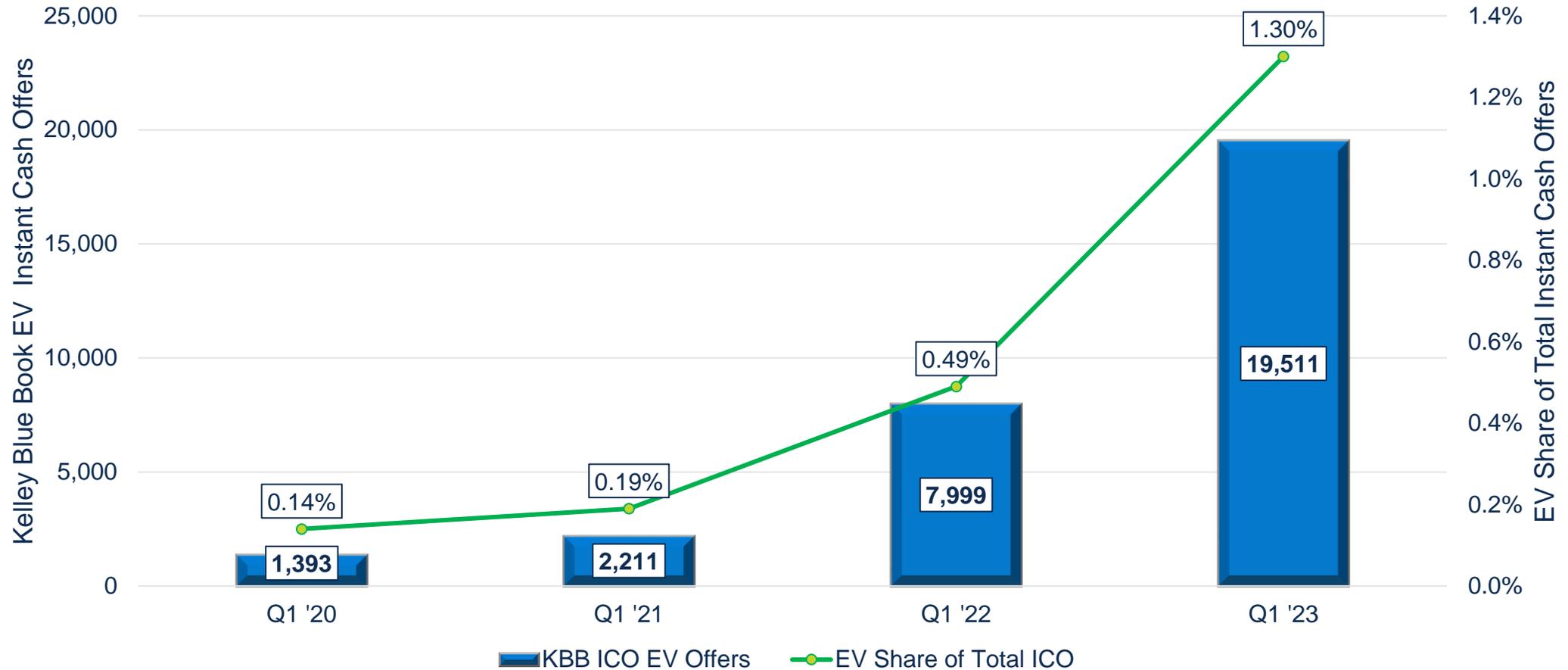
Retail EV sales increase rapidly with vast consumer adoption, +32% Y/Y and +120% vs Q1 2021



Source: Cox Automotive

KELLEY BLUE BOOK INSTANT CASH OFFERS: EVS

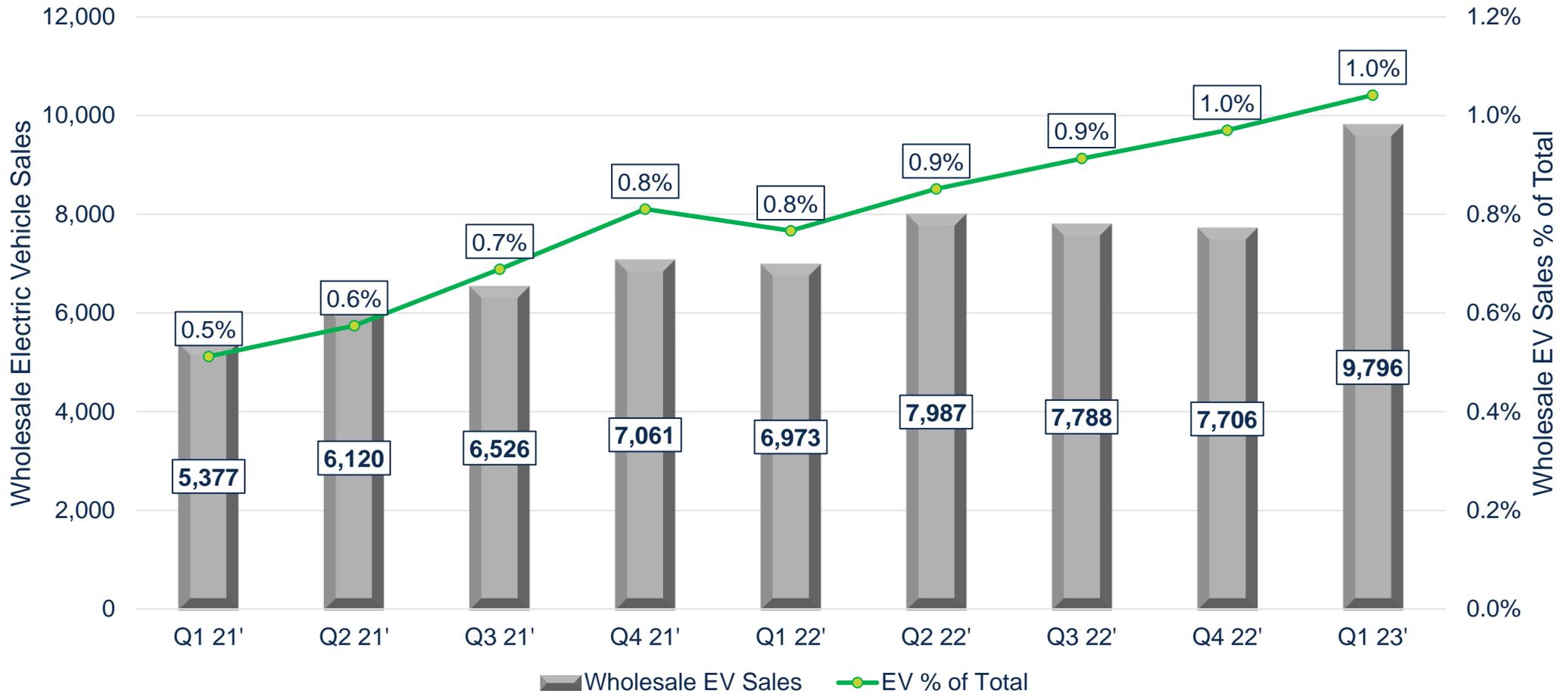
Interest in EV valuations is on the rise as market increases



Source: Cox Automotive / Kelley Blue Book

WHOLESALE EV TRANSACTIONS

EV sales at wholesale continue to grow rapidly, +40% Y/Y and +82% vs Q1 2021



Source: Manheim