CONSTELLATION
DEALER INSIGHTS

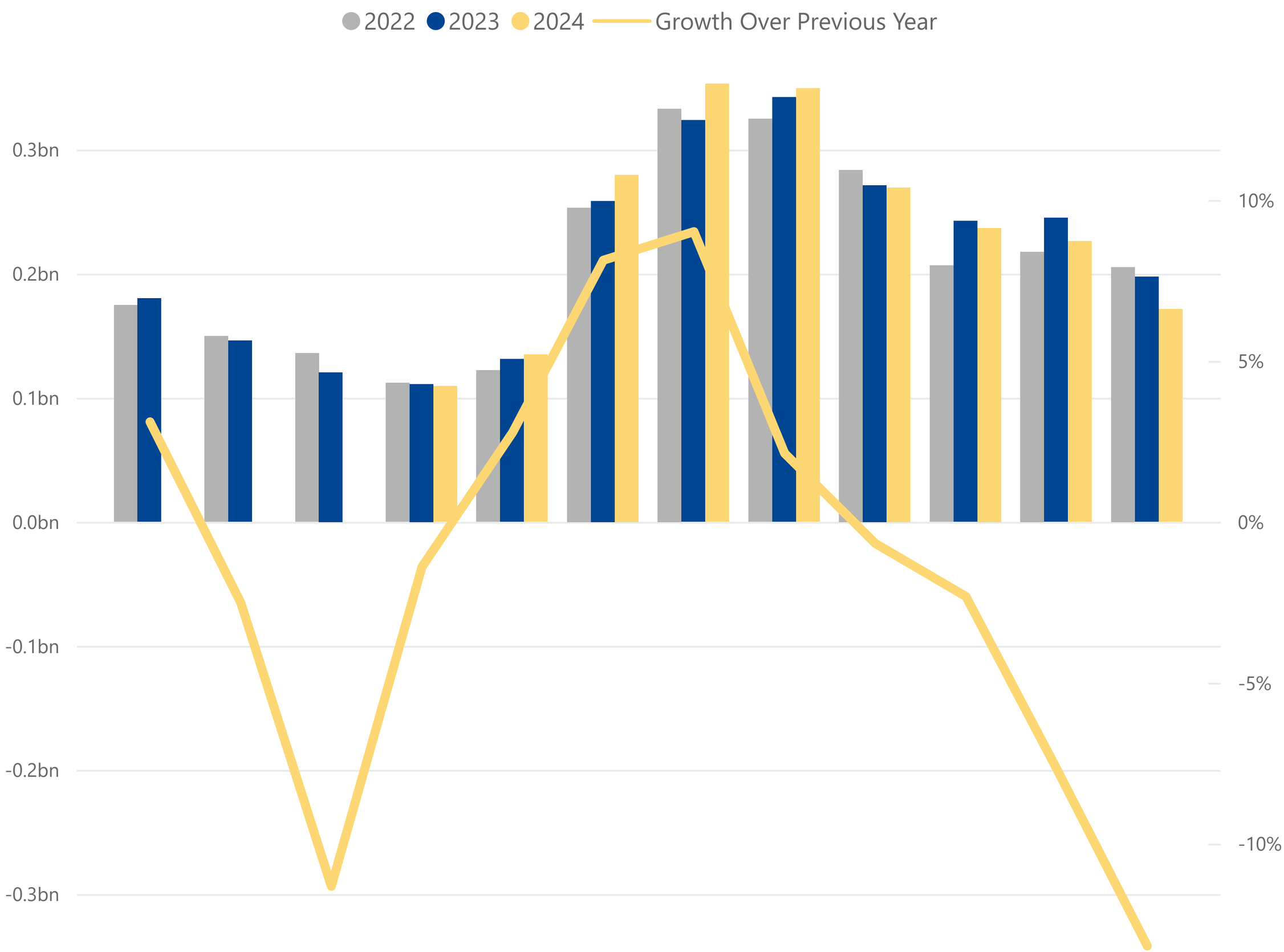
Constellation OPE Market Update

Constellation Dealership Software companies, Ideal, Charter, and c-Systems, have developed the largest database of dealership transactional sales, inventory position and task completion information. Drawing from over 1,700 dealers on a nightly basis, this data warehouse is the largest, most accurate source for dealership and market year-over-year trending information in the industry.

OPE	1,095	3M	7bn
Market	Dealer Count	New Wholegood Units	Total Sales $

- The report is based on a group of dealers who have reported their data over the previous three years. The dealer count, wholegood unit sale count, and total sales numbers above show the actual number of dealers and total sales being analyzed.
- The graph and analysis on the following pages is based on a smaller “same store” group of dealers who have submitted data each month for three years in a row.
- The report is showing data from combined sales of parts in all departments, wholegood sales and service repairs.
- The report is showing a year over year average with a yellow line indicating the current year performance over the previous year.

Monthly Revenue and Growth Over Previous Year
1095 Same Store OPE Dealers



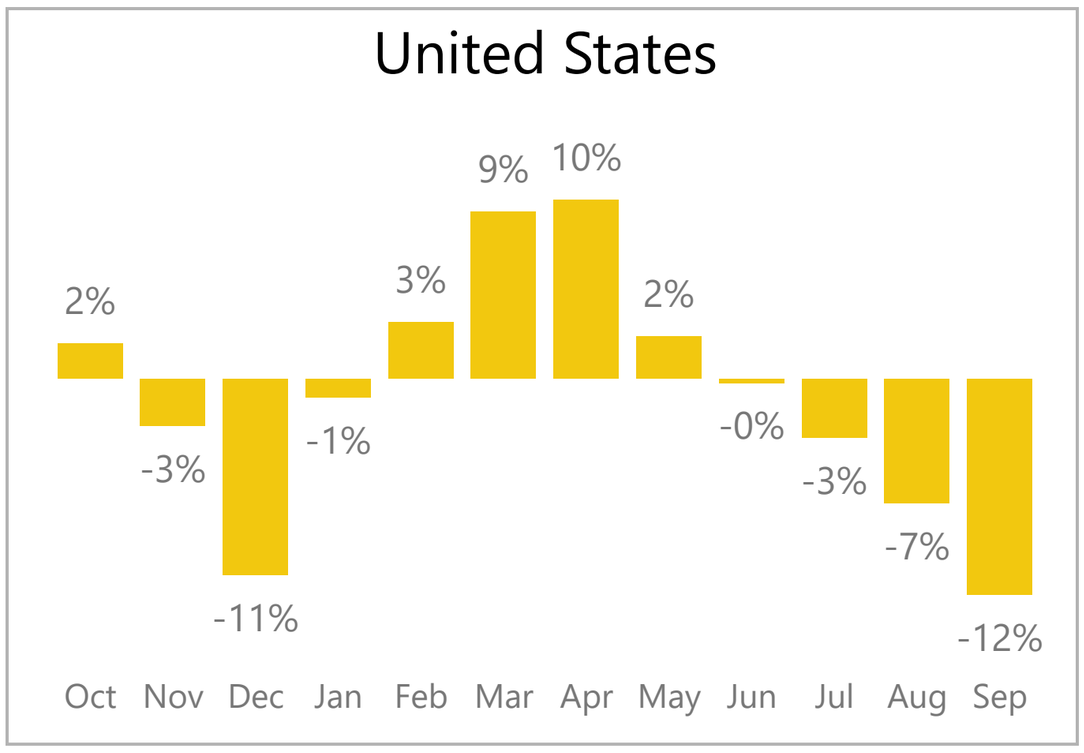
Year	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2022	175M	150M	136M	112M	122M	253M	333M	325M	284M	207M	218M	205M
2023	180M	146M	120M	111M	131M	259M	324M	342M	271M	242M	245M	197M
2024				109M	135M	280M	353M	349M	270M	237M	226M	171M
	3%	-3%	-11%	-1%	3%	8%	9%	2%	-1%	-2%	-8%	-13%

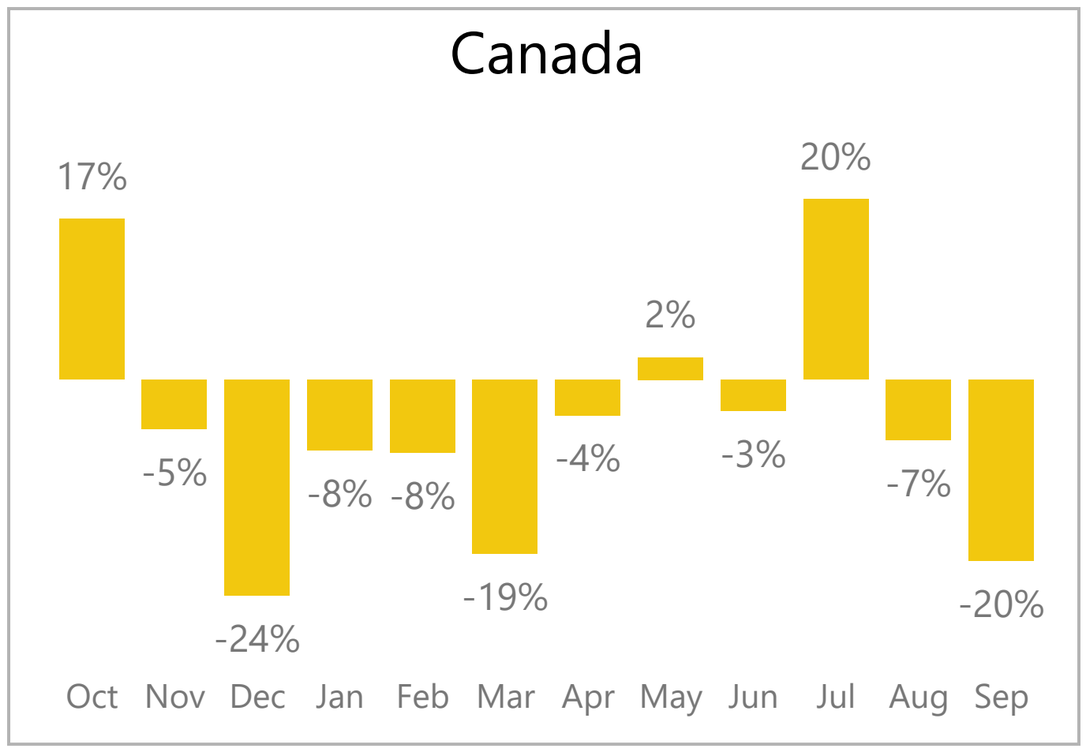
IDEAL a Constellation Software Company

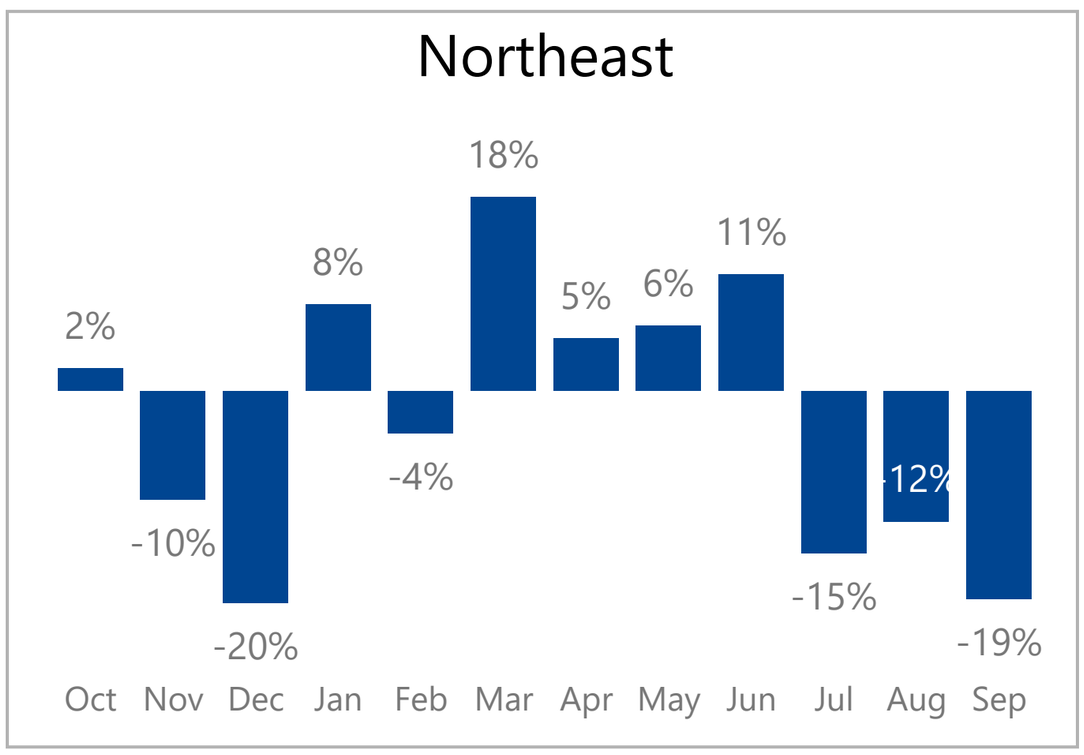
CHARTER a Constellation Software Company

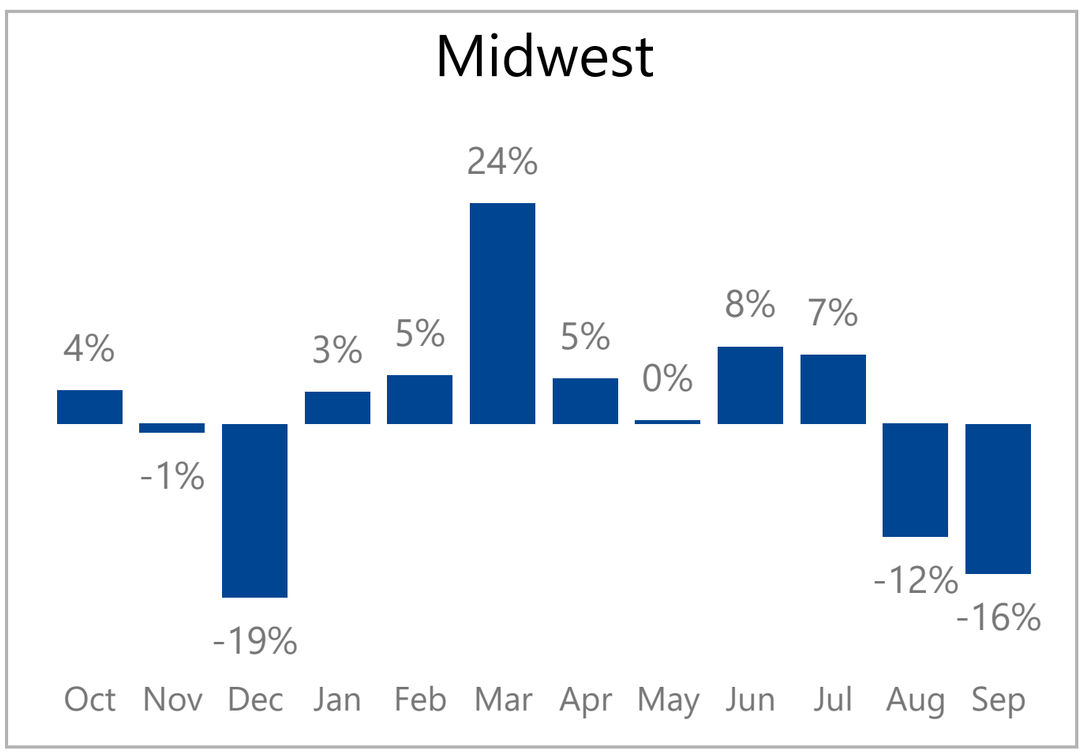
SYSTEMS a Constellation Software Company

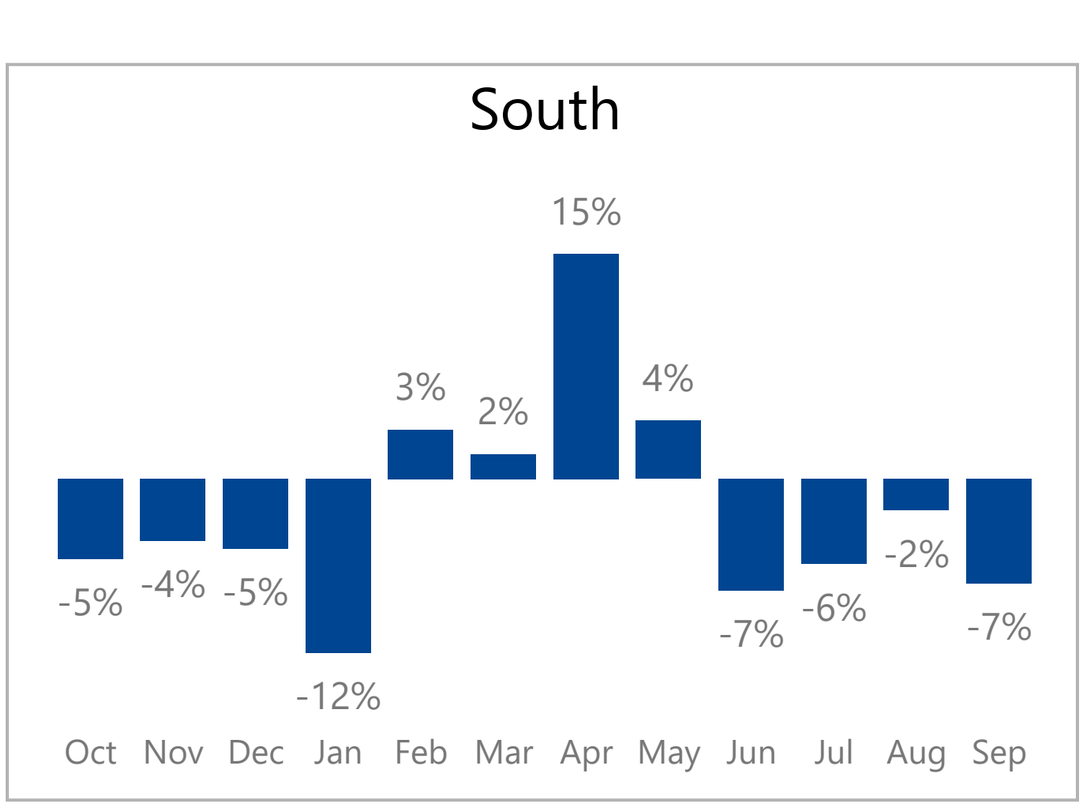
Monthly Revenue Growth By Region

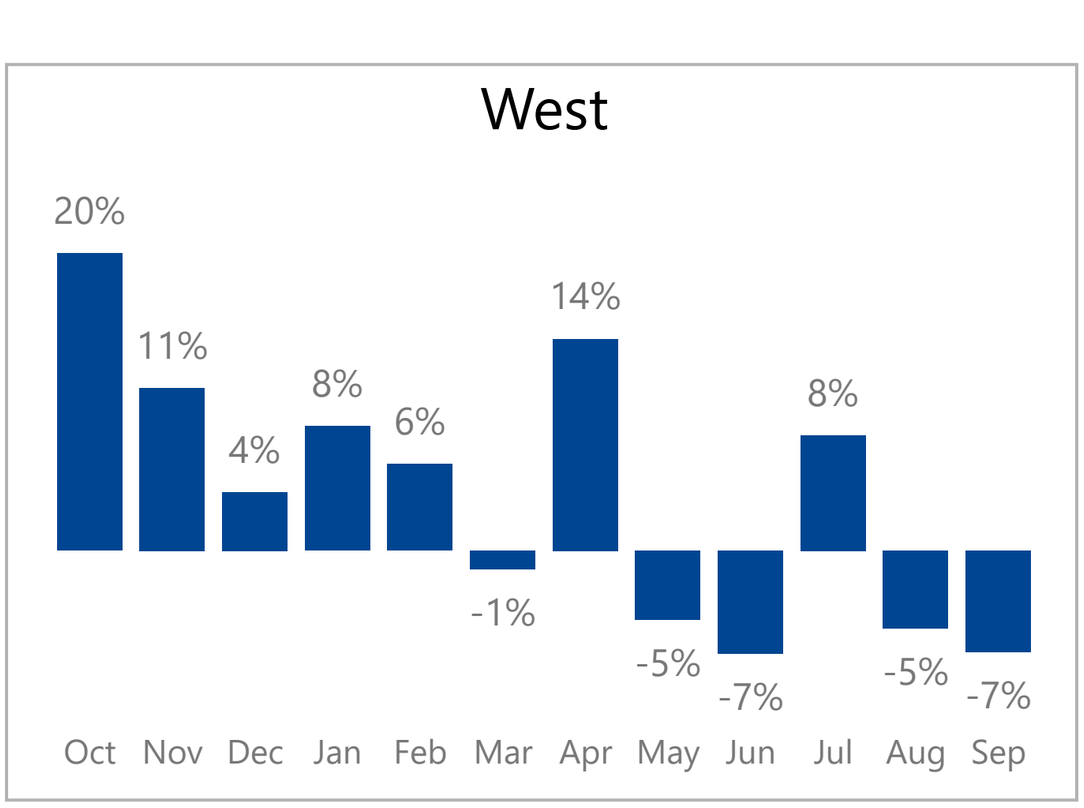




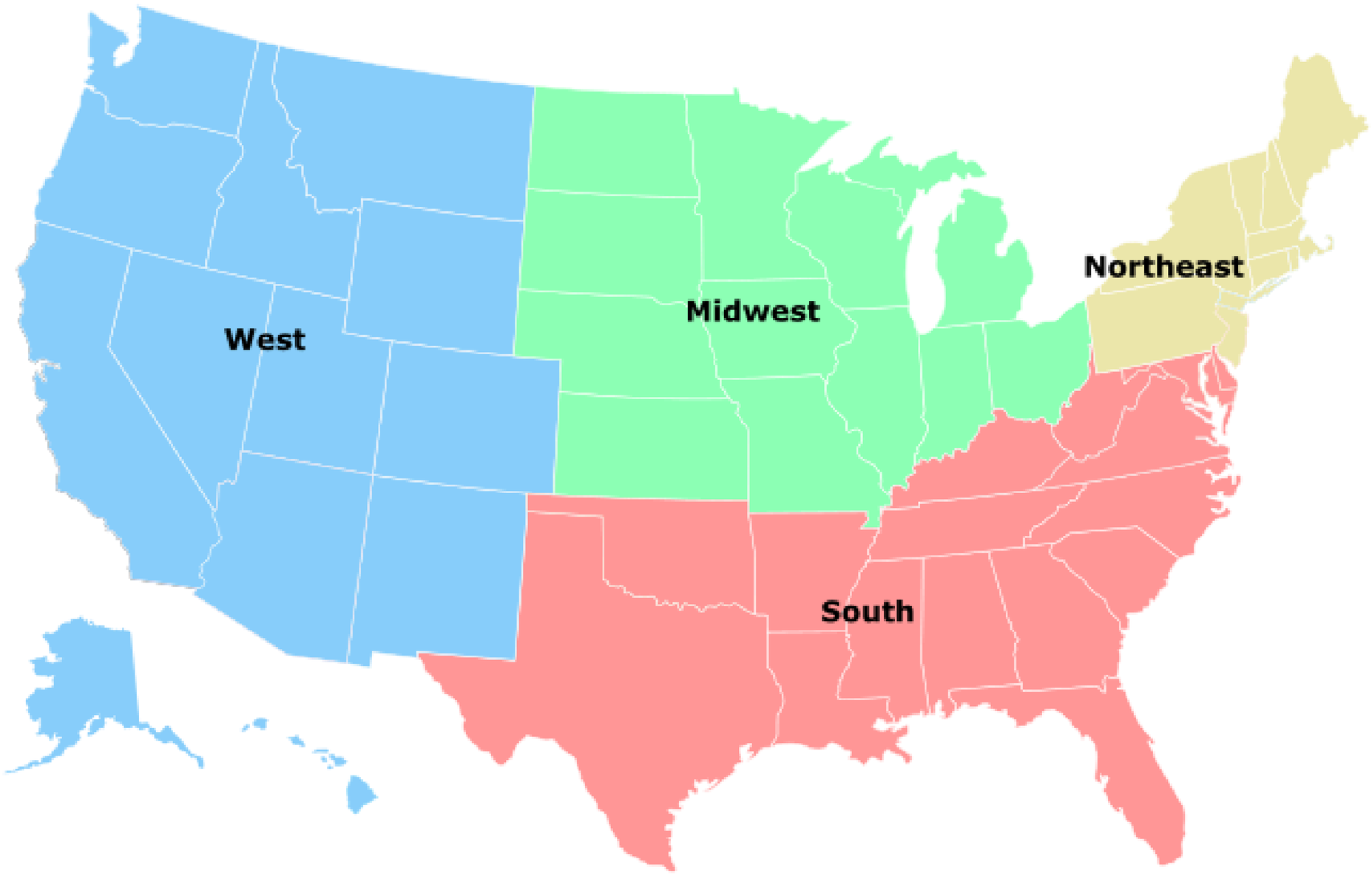








Regions



Information is also available on: www.constellationdealer.com/ope-market-update/

Have questions? Contact: datasolutions@constellationdealer.com