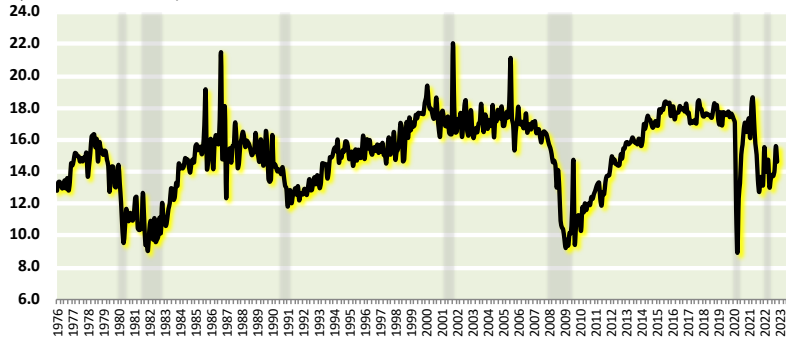




## VEHICLE SALES

### VEHICLE SALES

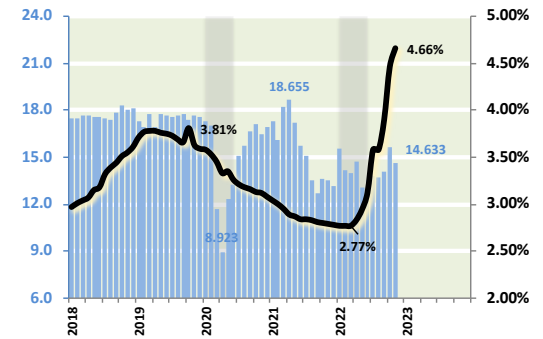
(Annualized, Millions)



### VEHICLE SALES

Annualized, Millions (L)

Avg 5yr Vehicle Loan Rate (R)



	2019 Avg	2020 Avg	2021 Avg	2022 May	Jun	Jul	Aug	Sep	Oct	Nov
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#### Unit Sales (Mils, Units, Annlzd)

<b>Total Vehicle Sales</b>	17.488	14.879	15.409	13.044	13.522	13.810	13.740	14.108	15.613	14.633
Year-over-Year	-3.7%	-14.9%	-14.1%	-24.1%	-14.2%	-8.3%	1.9%	10.8%	14.3%	8.1%

#### Monthly Sales (Mils, Units)-

Passenger Cars	-	-	-	251.0	251.2	241.4	249.0	236.0	248.1	251.9
Light Trucks	-	-	-	864.8	896.1	906.3	902.2	882.5	937.2	886.3
<b>Total Monthly Sales</b>	-	-	-	1,115.8	1,147.3	1,147.7	1,151.2	1,118.5	1,185.3	1,138.2
Year Ago	-	-	-	1,586.8	1,300.9	1,291.9	1,095.5	1,007.5	1,055.2	1,022.2
Year-over-Year	-	-	-	-29.7%	-11.8%	-11.2%	5.1%	11.0%	12.3%	11.3%

#### Credit Unit Metrics

<b>Avg 5yr New Vehicle</b>	3.59%	3.08%	2.83%	2.94%	3.12%	3.58%	3.58%	3.90%	4.46%	4.66%
<b>Qtrly Vehicle Loans</b>	\$375,106	\$380,036	\$404,485	-	\$447,581	-	-	NA	-	-
Year-over-Year	2.5%	1.3%	6.4%	-	8.1%	-	-	NA	-	-

VEHICLE SALES AND STRATEGY

**(December 2022)**..... Annualized US vehicle sales decreased by 980 thousand units in November to an annualized pace of 14.633 million units - still a year-over-year increase of +8.1%. Average annualized sales in 2022 remain 1.14 million units below average sales in 2021 but the industry has seen sales increase by 1.59 million units over the past 6 months. Past challenges in manufacturing (namely chips) and down-stream delivery that had impacted new car sales appear to be improving

Vehicle availability continued to improve, with inventory on the ground and in transit reaching 1.65 million units in November, up 57% year over year and up 6.9% from October.

During November, the average A-paper rate for a 5-year term vehicle loan increased from 4.24% to 4.73%. It began the year