

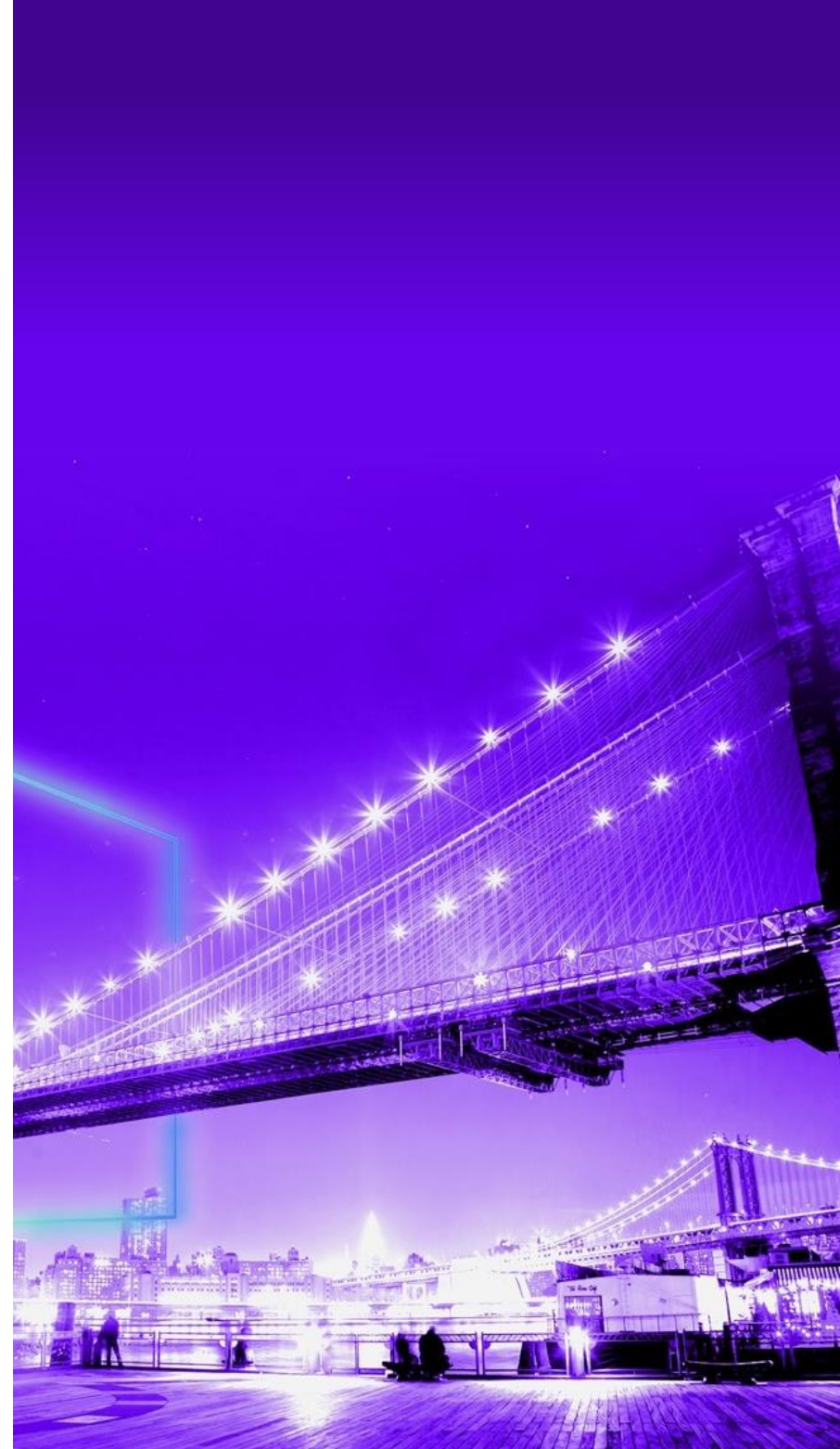
# U.S. AUTO OUTLOOK

**TYSON JOMINY**

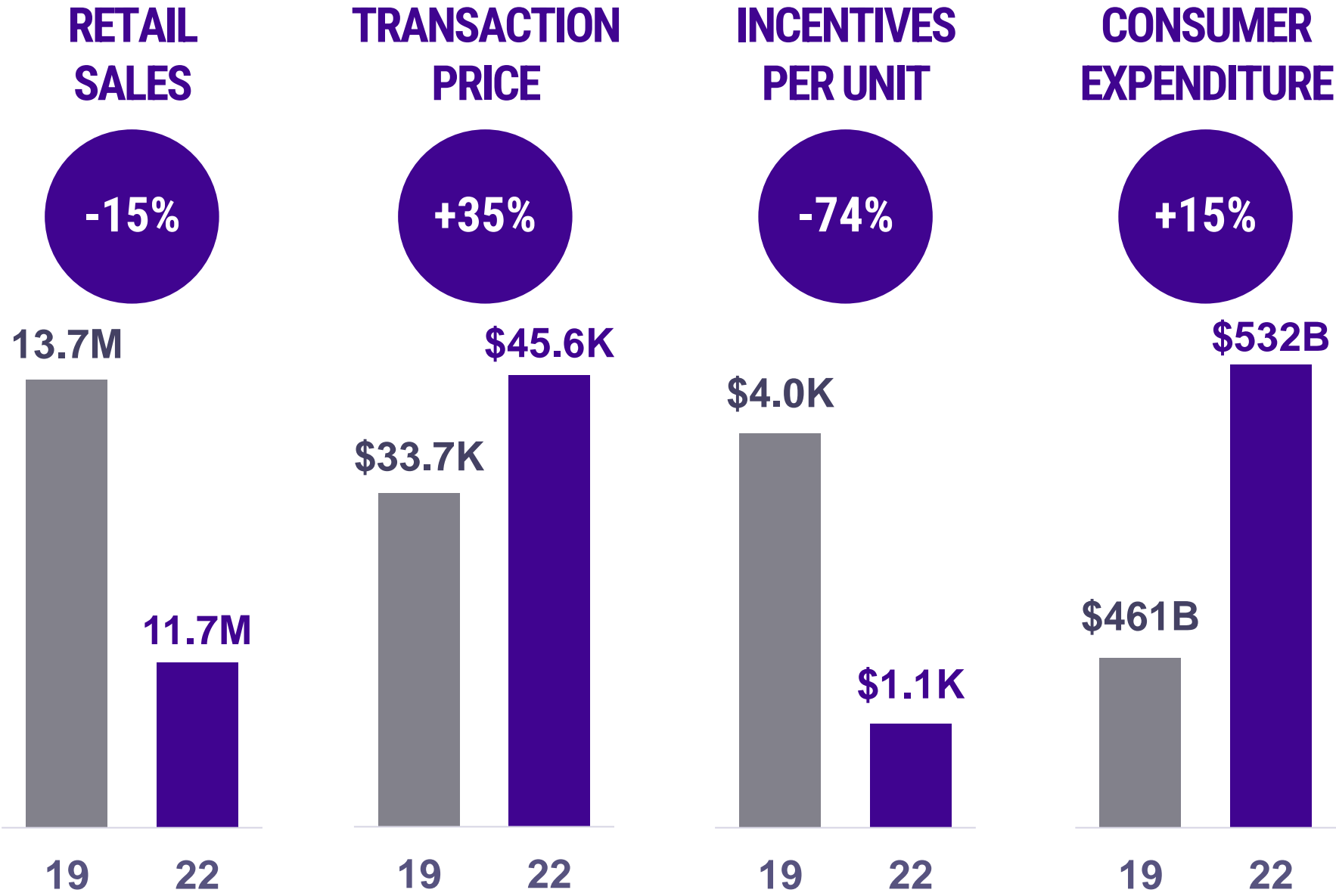
Vice President, Data And Analytics

J.D. Power

@tyson\_jominy

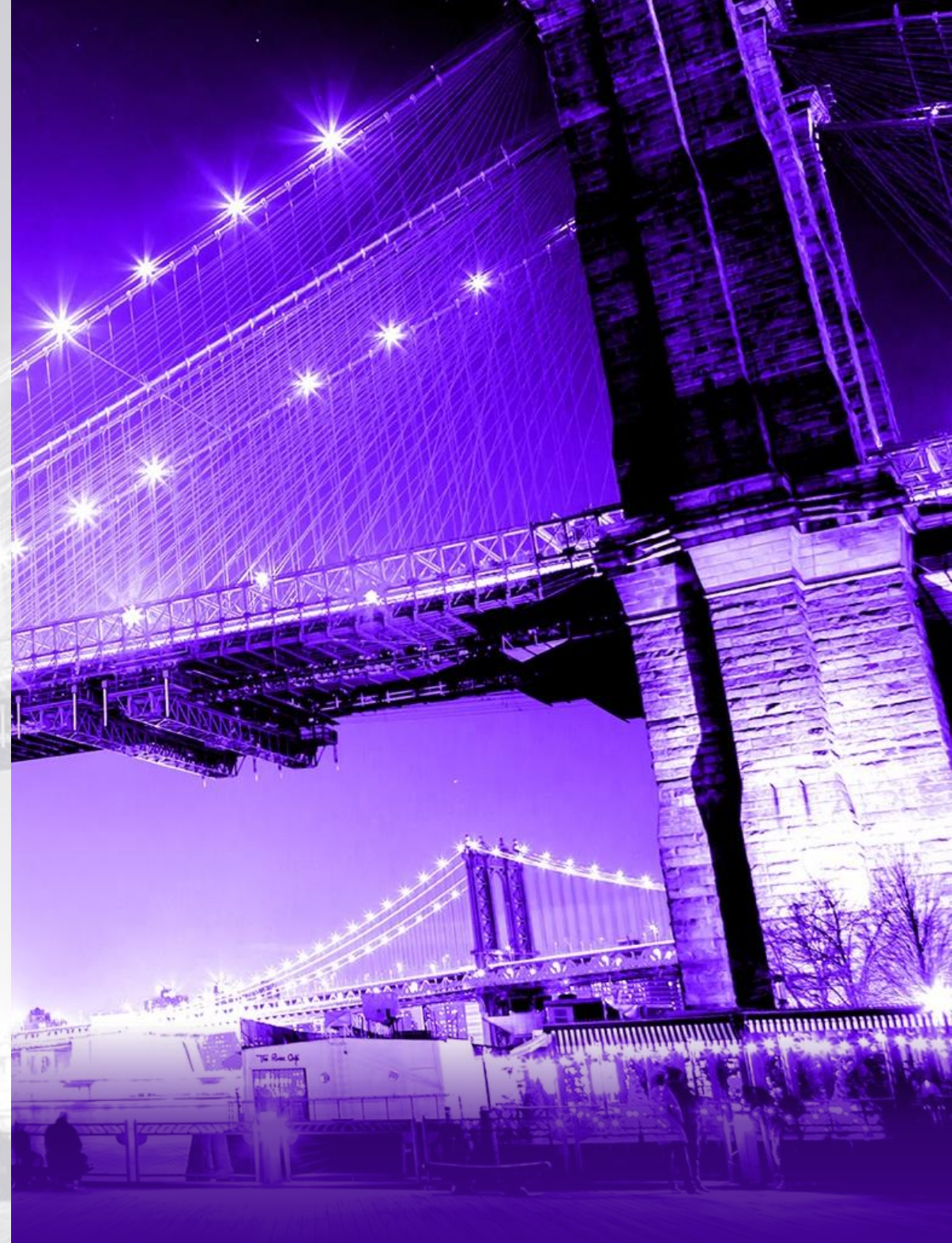


# 2022: MOST PROFITABLE YEAR EVER

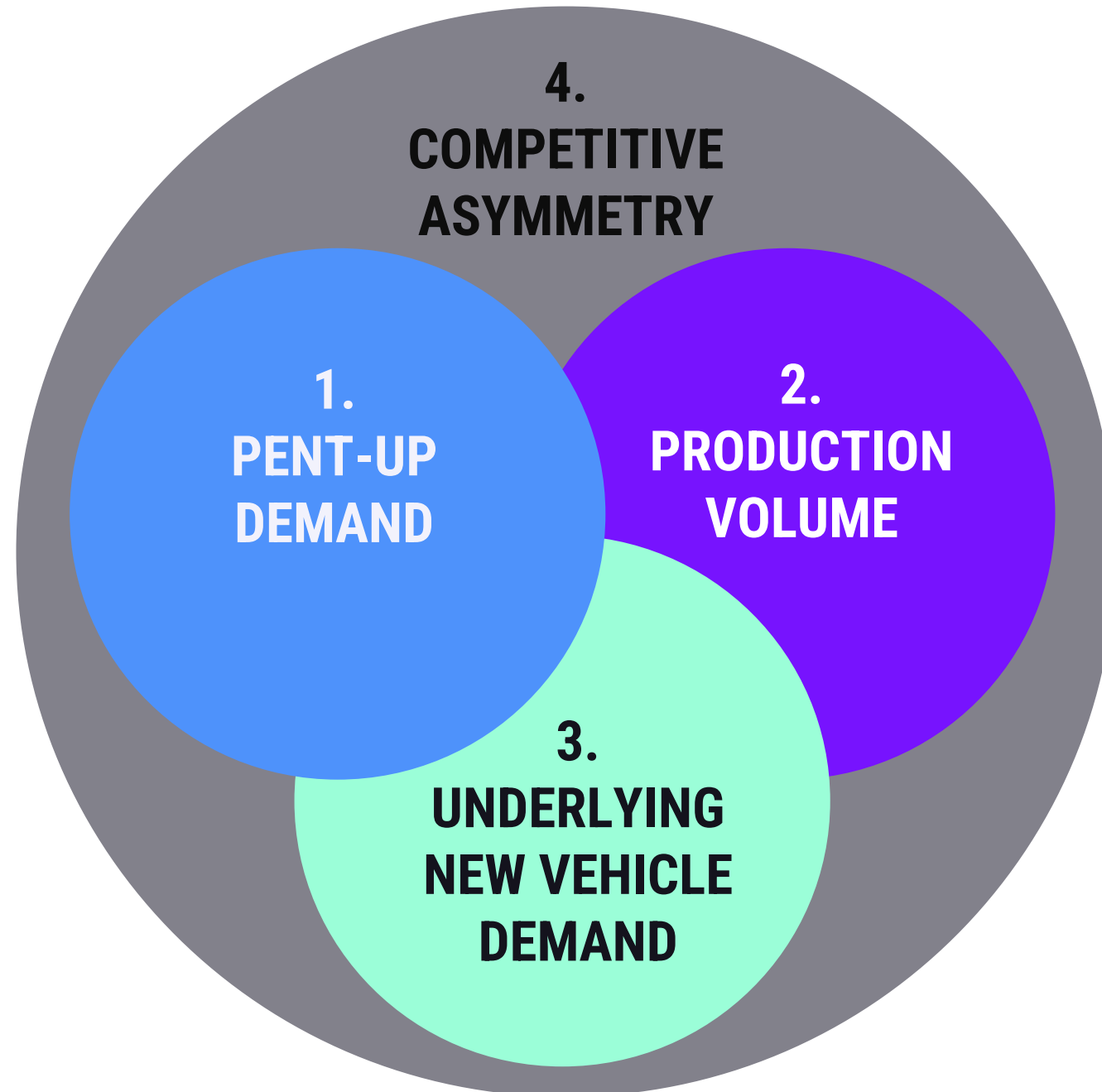




# WHAT WILL SHAPE THE YEAR AHEAD?

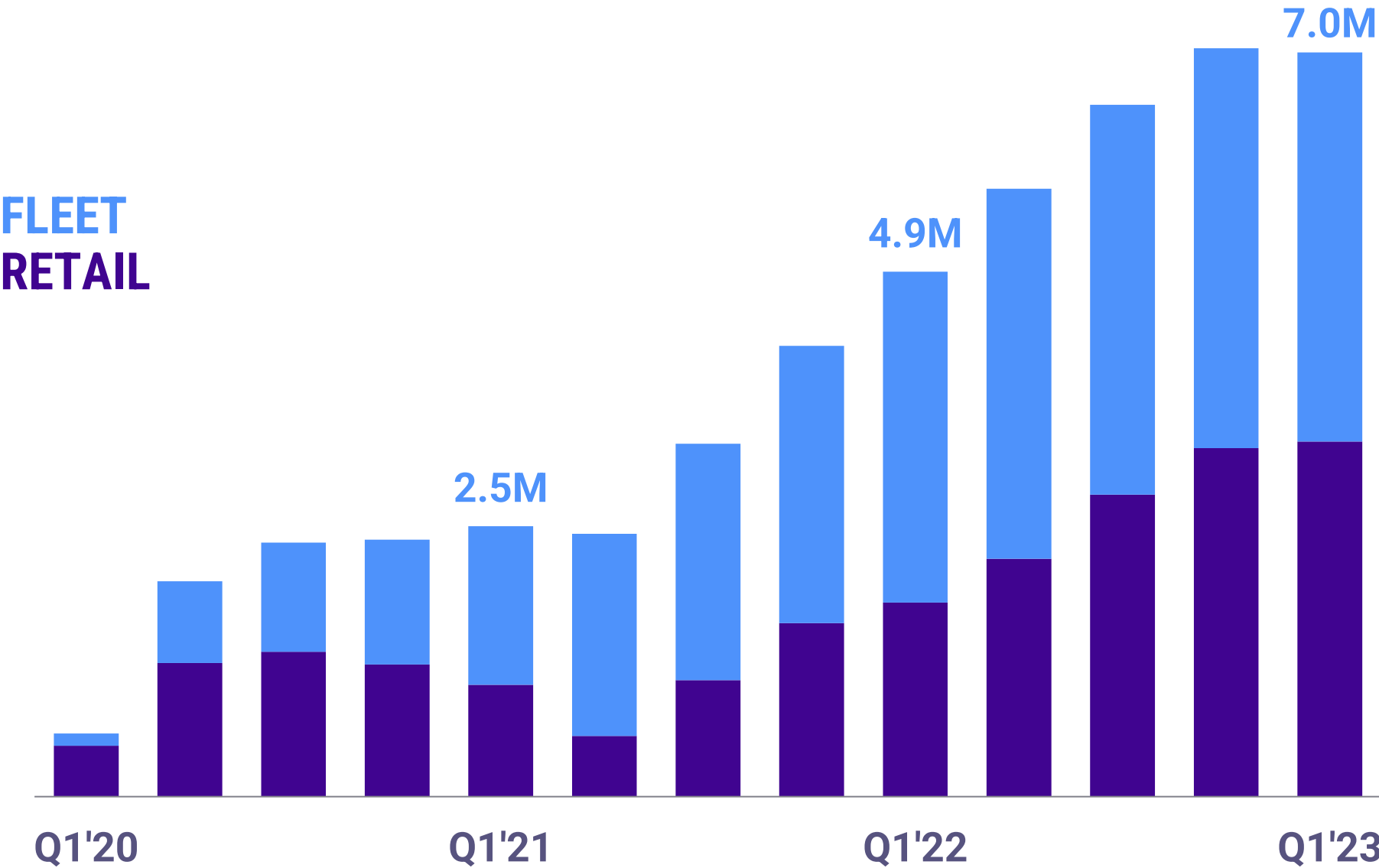


# 4 KEY VARIABLES WILL SHAPE 2023



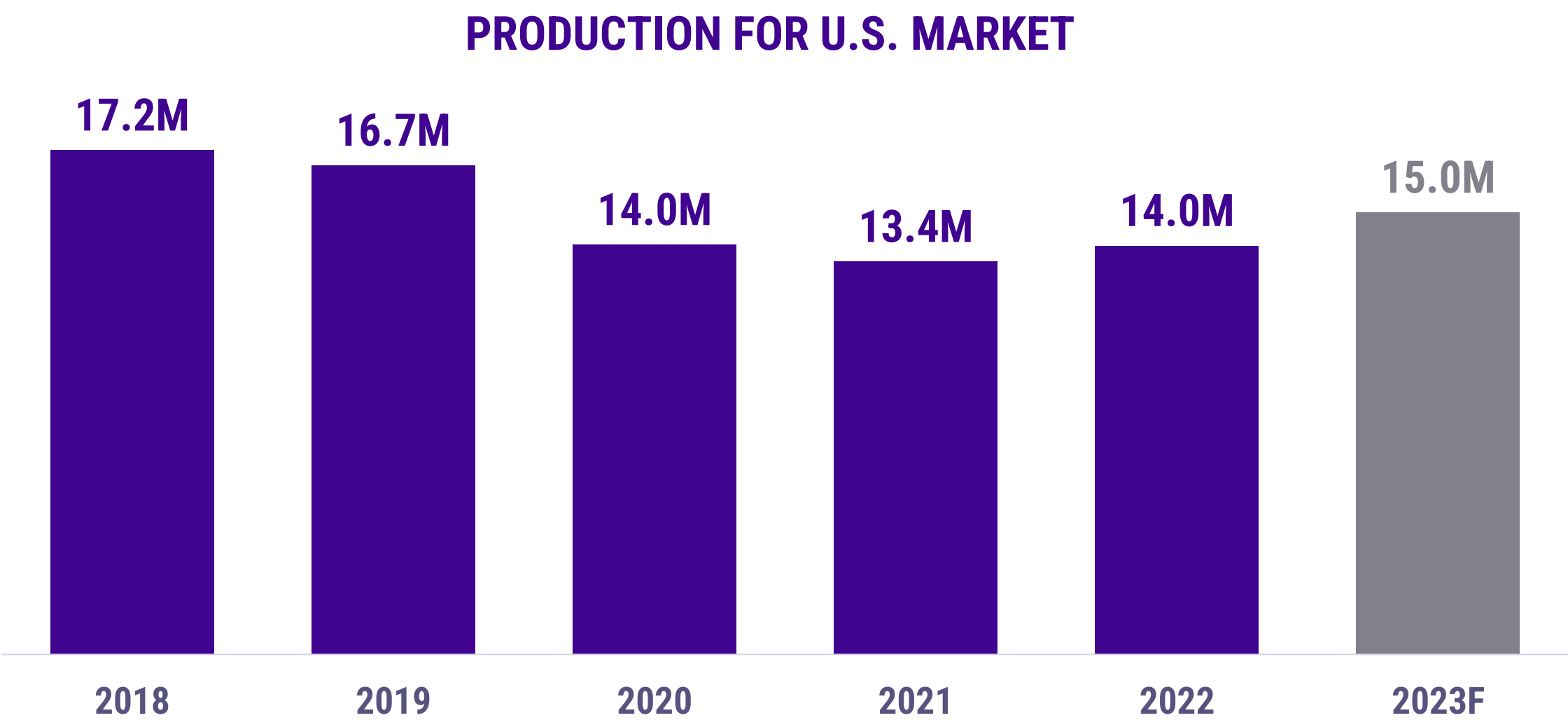
# 1. INCREASED SUPPLY, LOWER PRICES CAN “UNLOCK” PENT-UP DEMAND

## CUMULATIVE LOST SALES

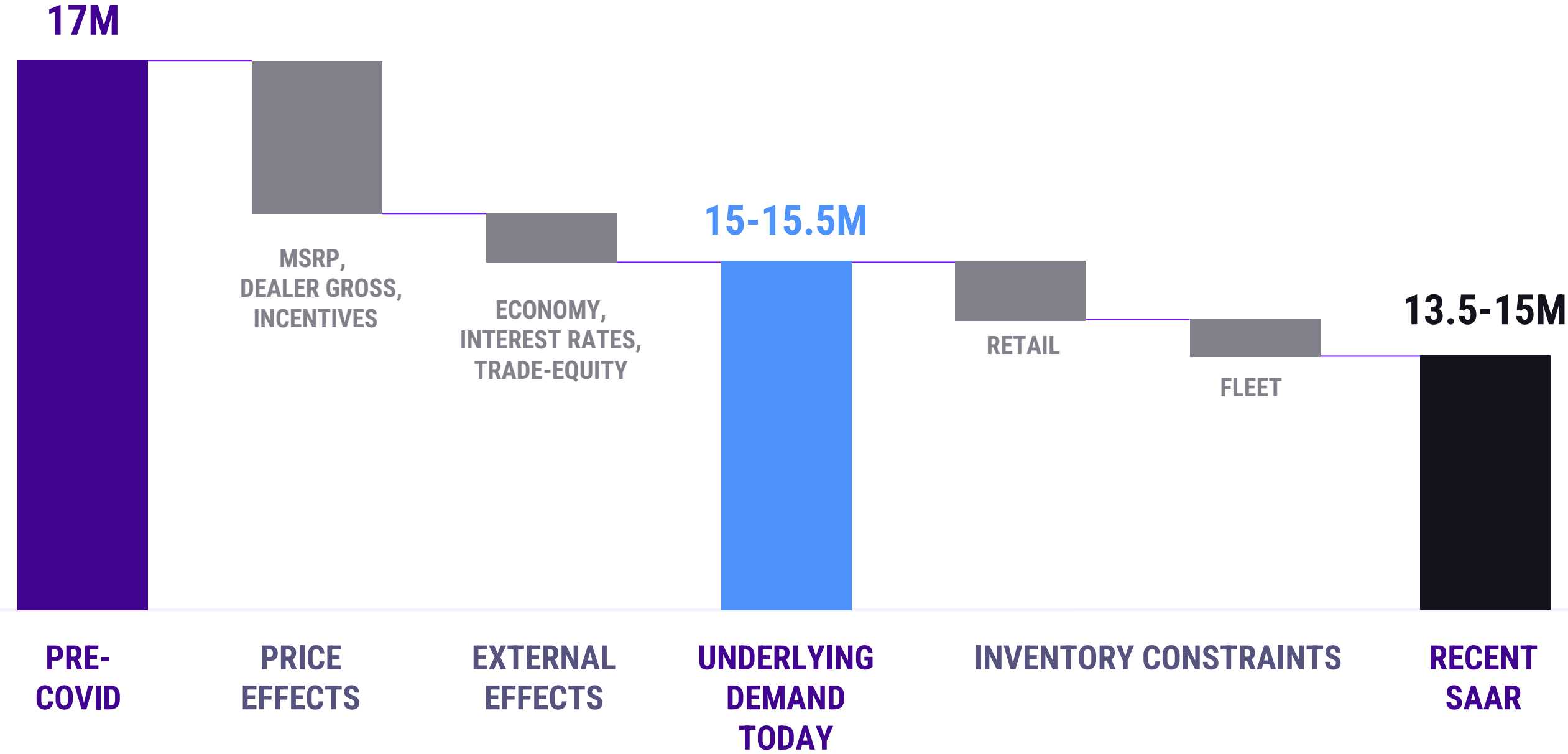


**2.4M**  
RETAIL AND FLEET  
SALES WAITING ON  
RIGHT VEHICLE  
AND PRICE

# 2. SUPPLY WILL INCREASE (BUT REMAINS VOLATILE)

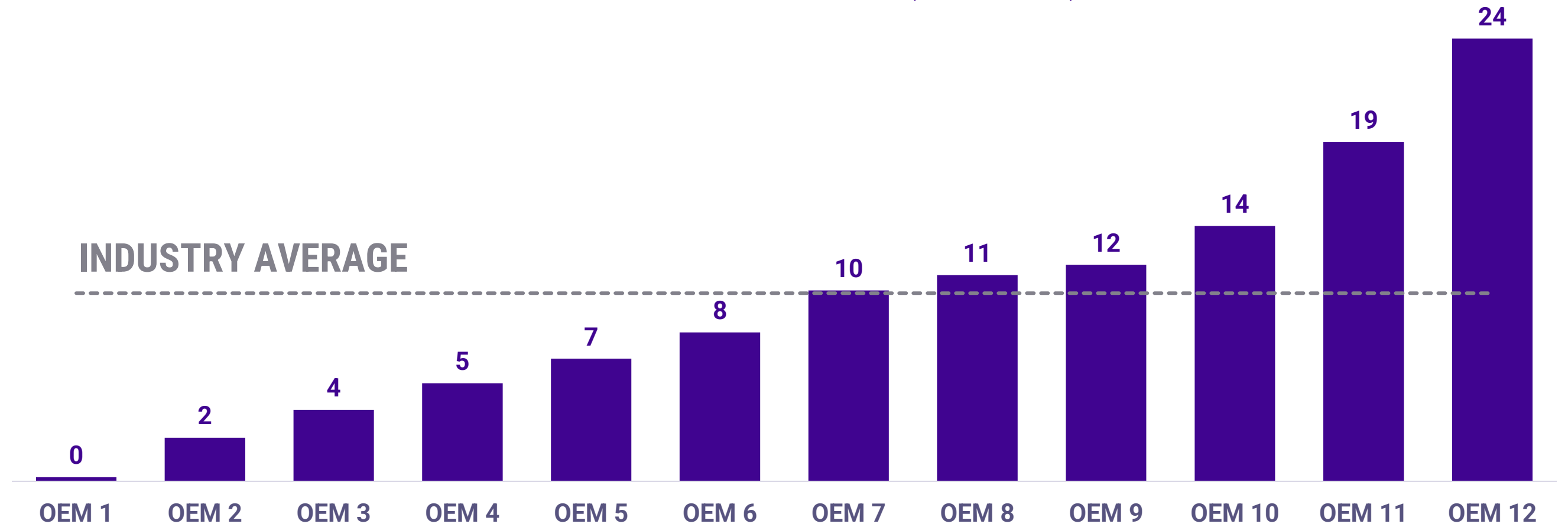


# 3. DEMAND HAS FALLEN, SALES STILL SUPPLY CONSTRAINED



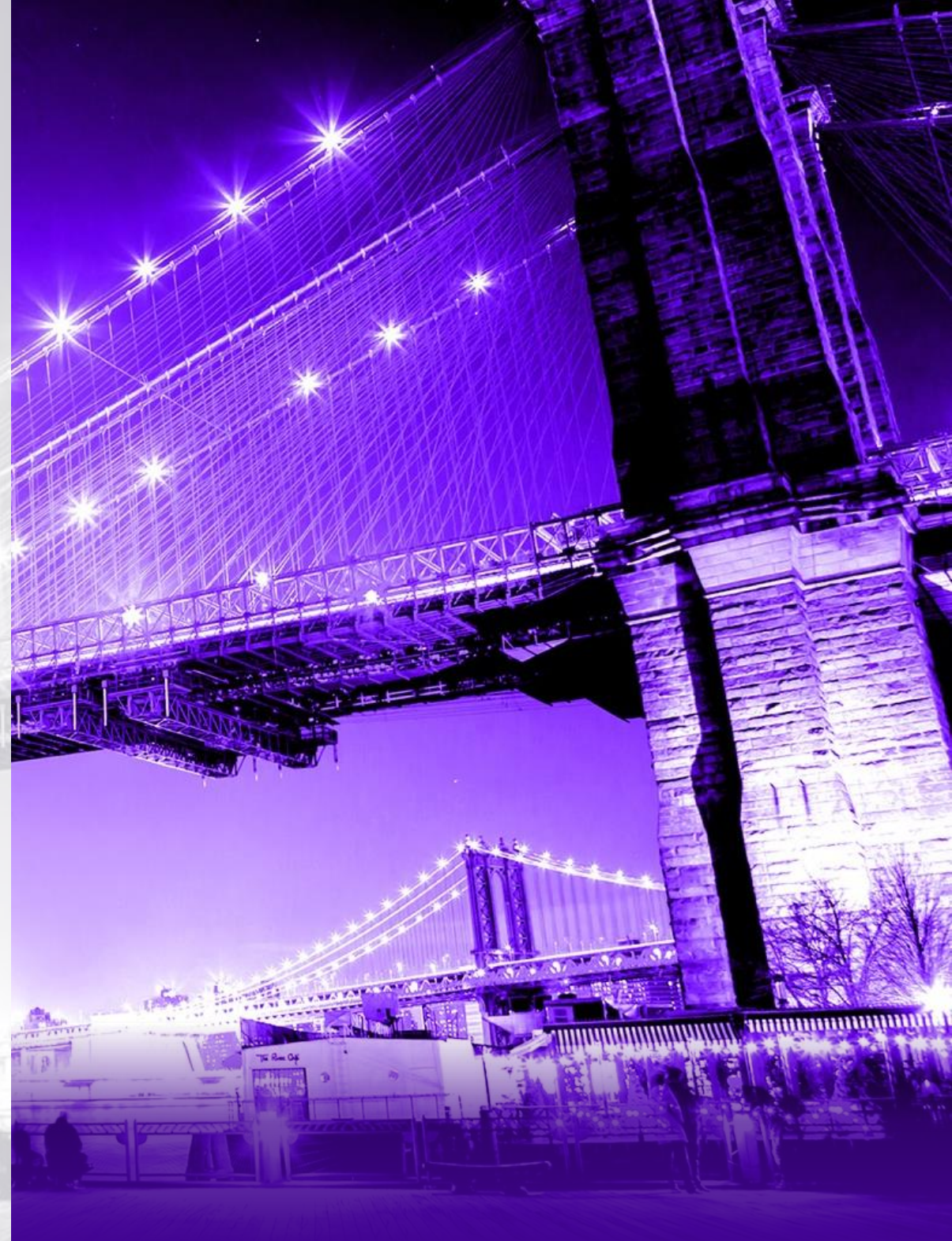
# 4. COMPETITIVE ASYMMETRY IS SIGNIFICANT

INCREASE IN DAYS TO TURN: Q1 23 VS Q1 22

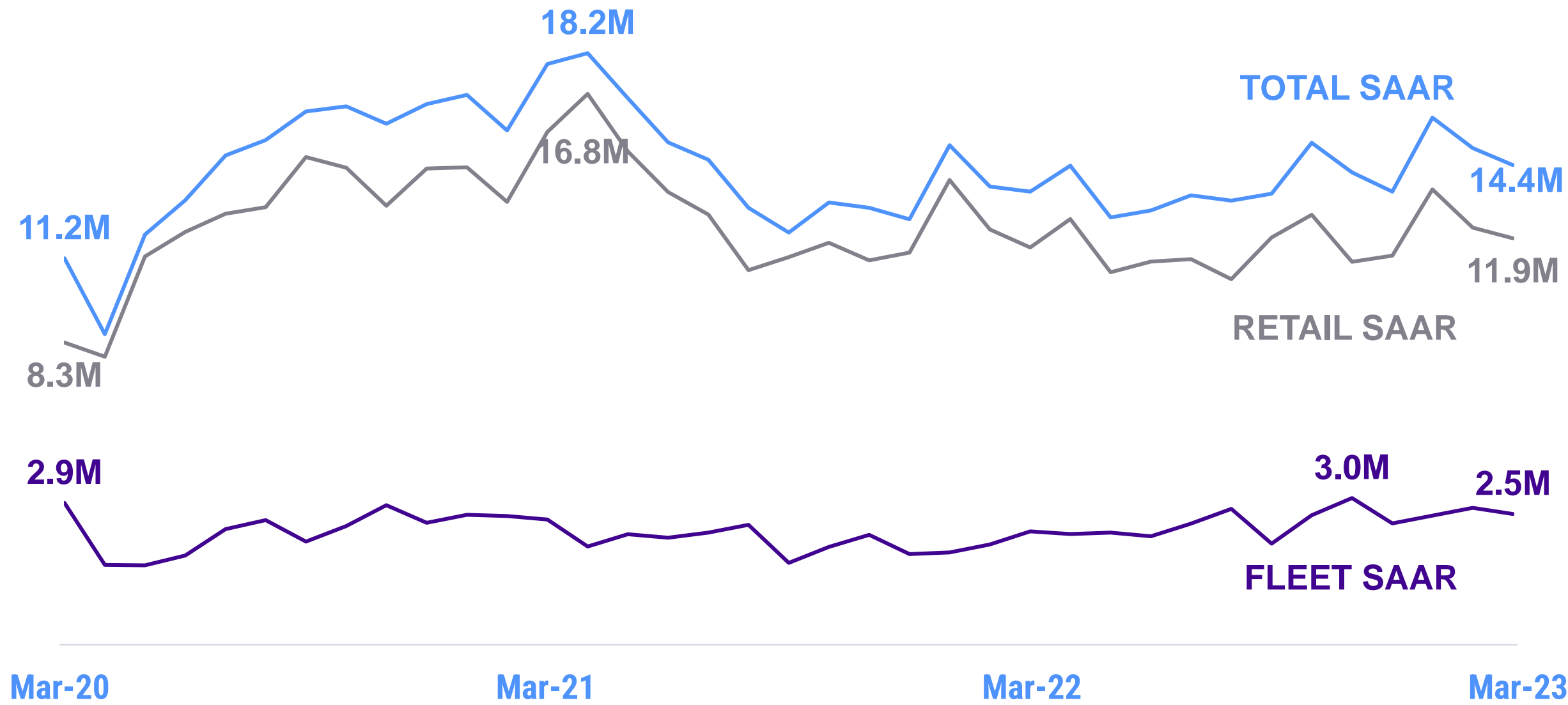




# WHAT HAPPENED IN Q1 23?



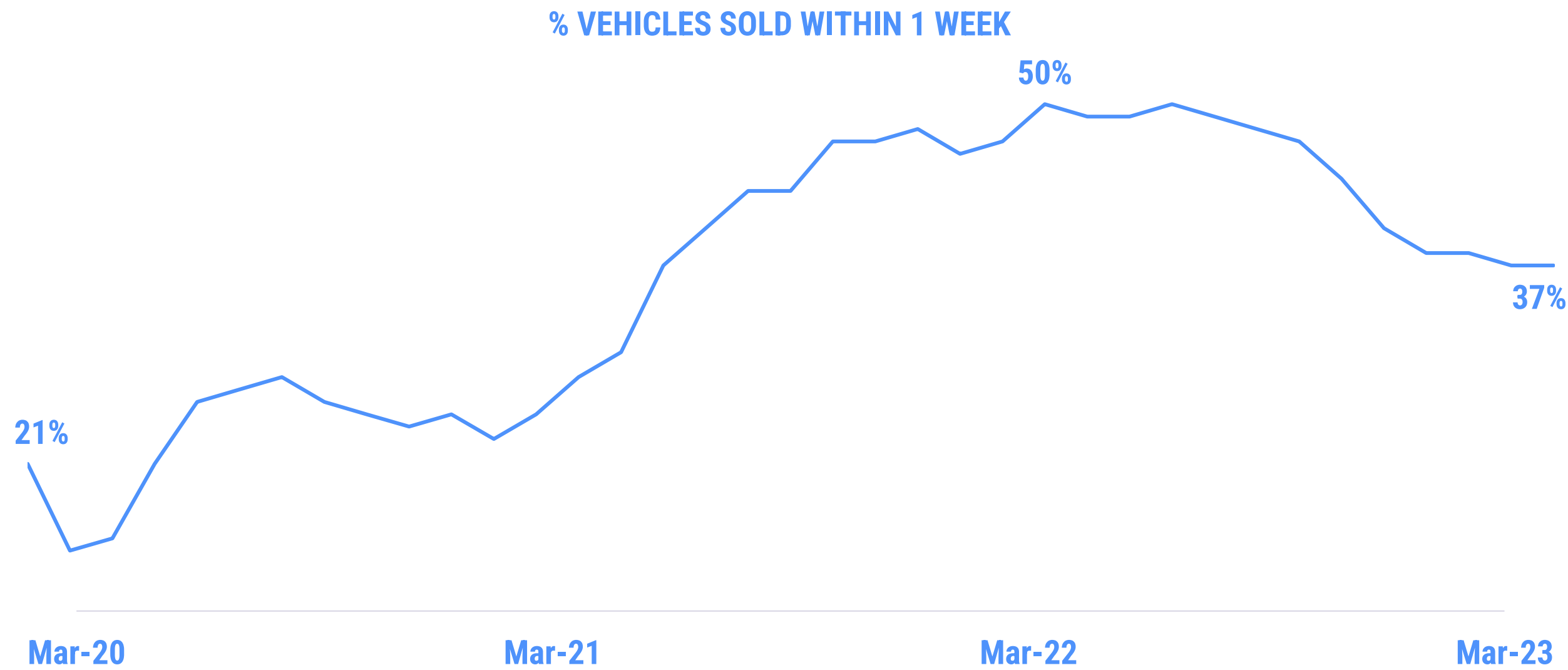
# THE YEAR SO FAR...



# THE YEAR SO FAR...



# THE YEAR SO FAR...



# THE YEAR SO FAR...

% OF VEHICLES SOLD OVER MSRP

49%

33%

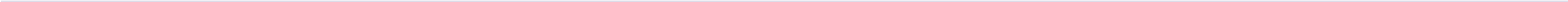
5%

Mar-20

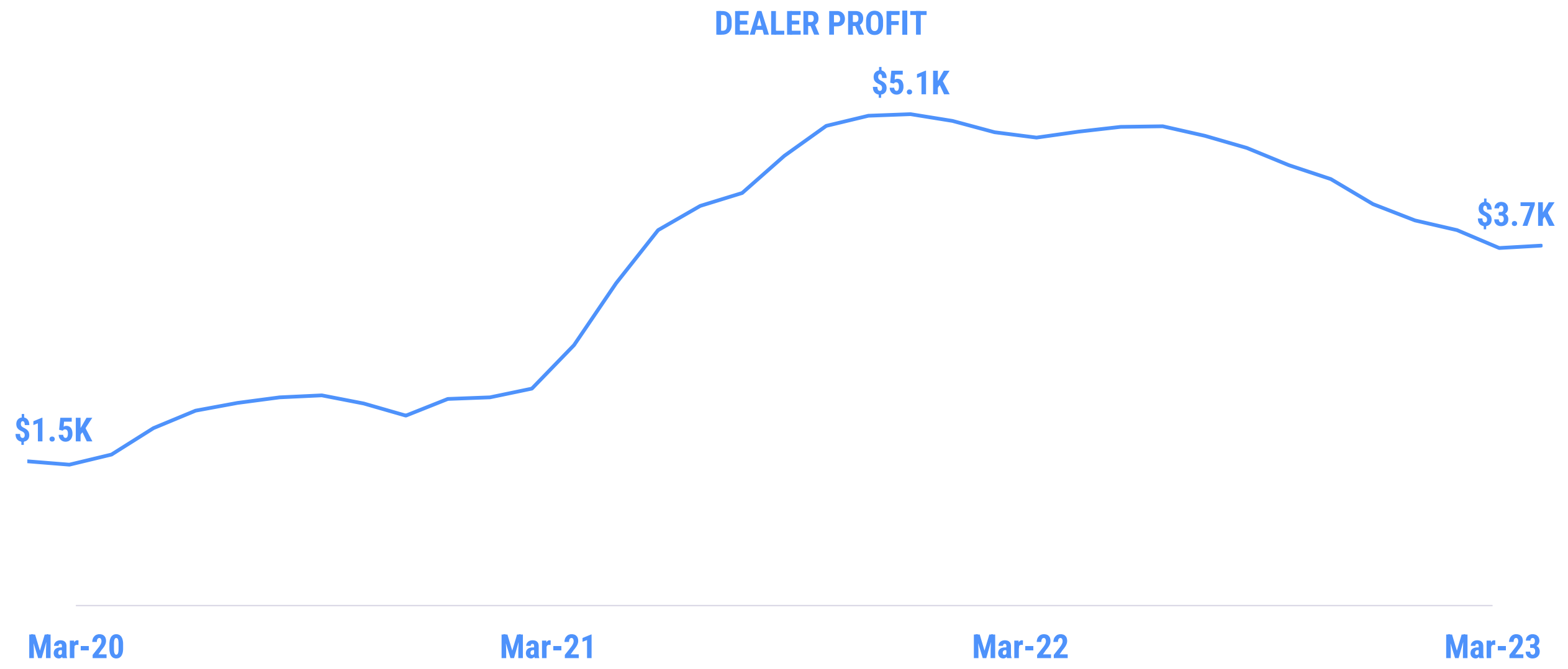
Mar-21

Mar-22

Mar-23

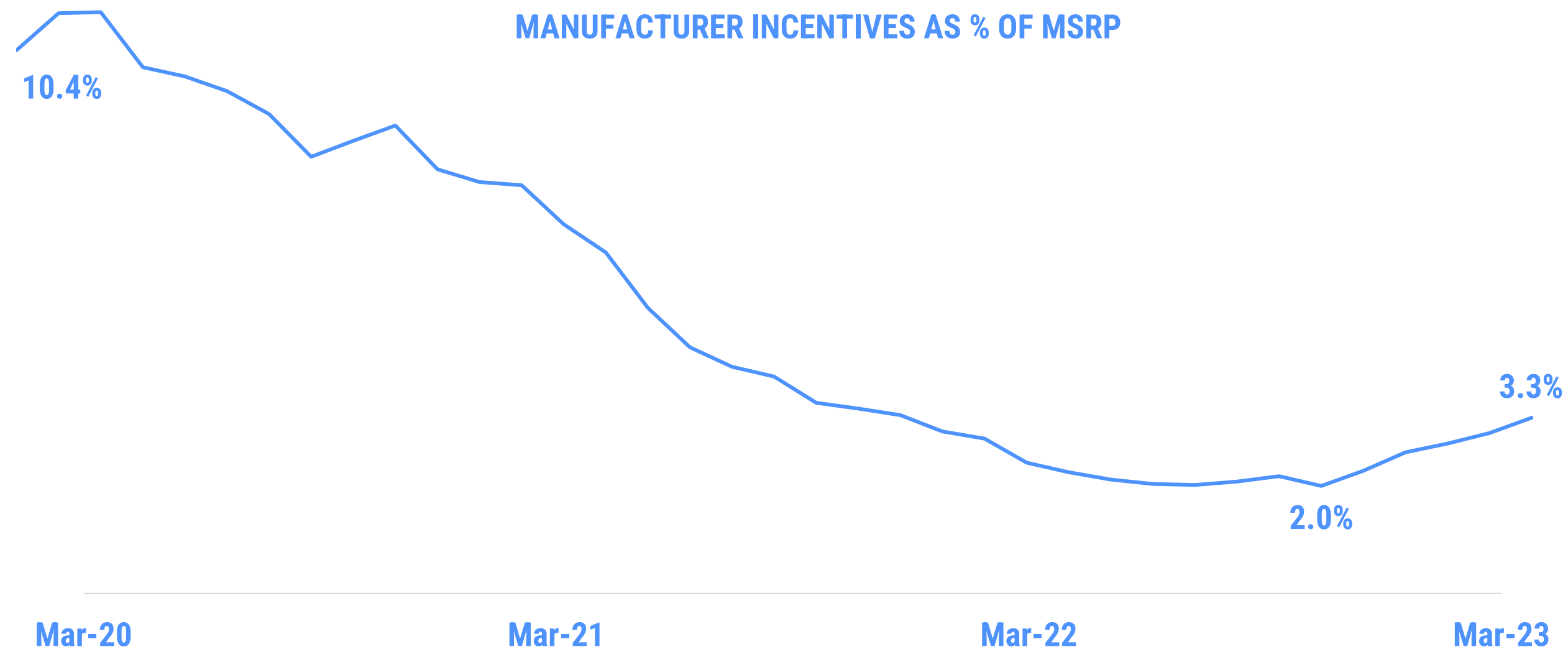


# THE YEAR SO FAR...



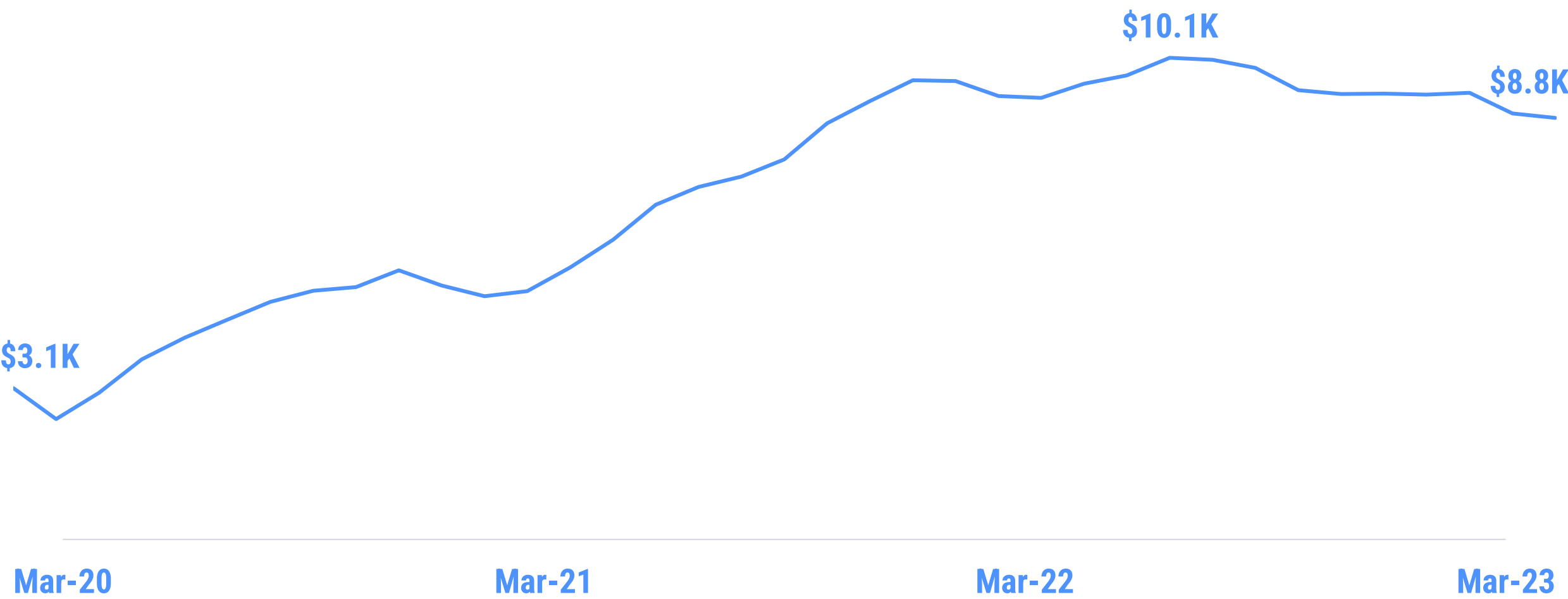


# THE YEAR SO FAR...

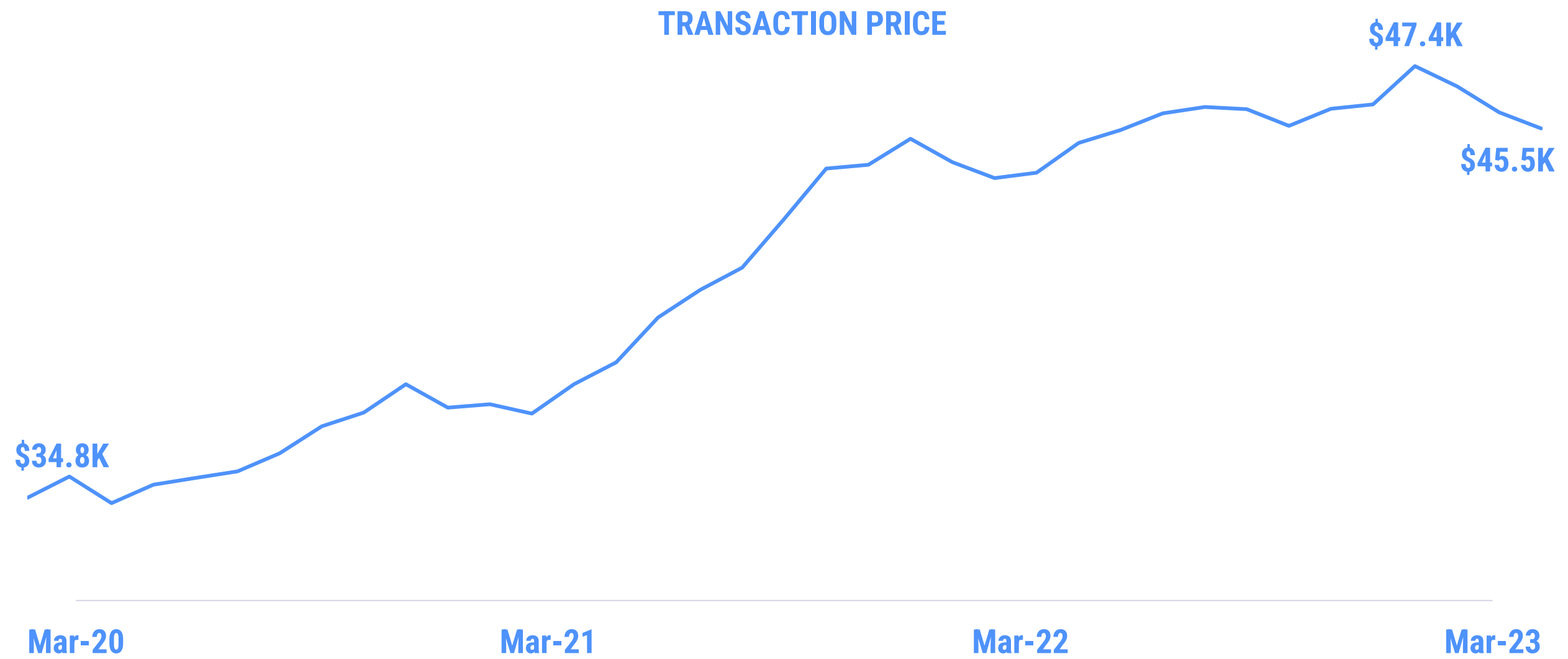


# THE YEAR SO FAR...

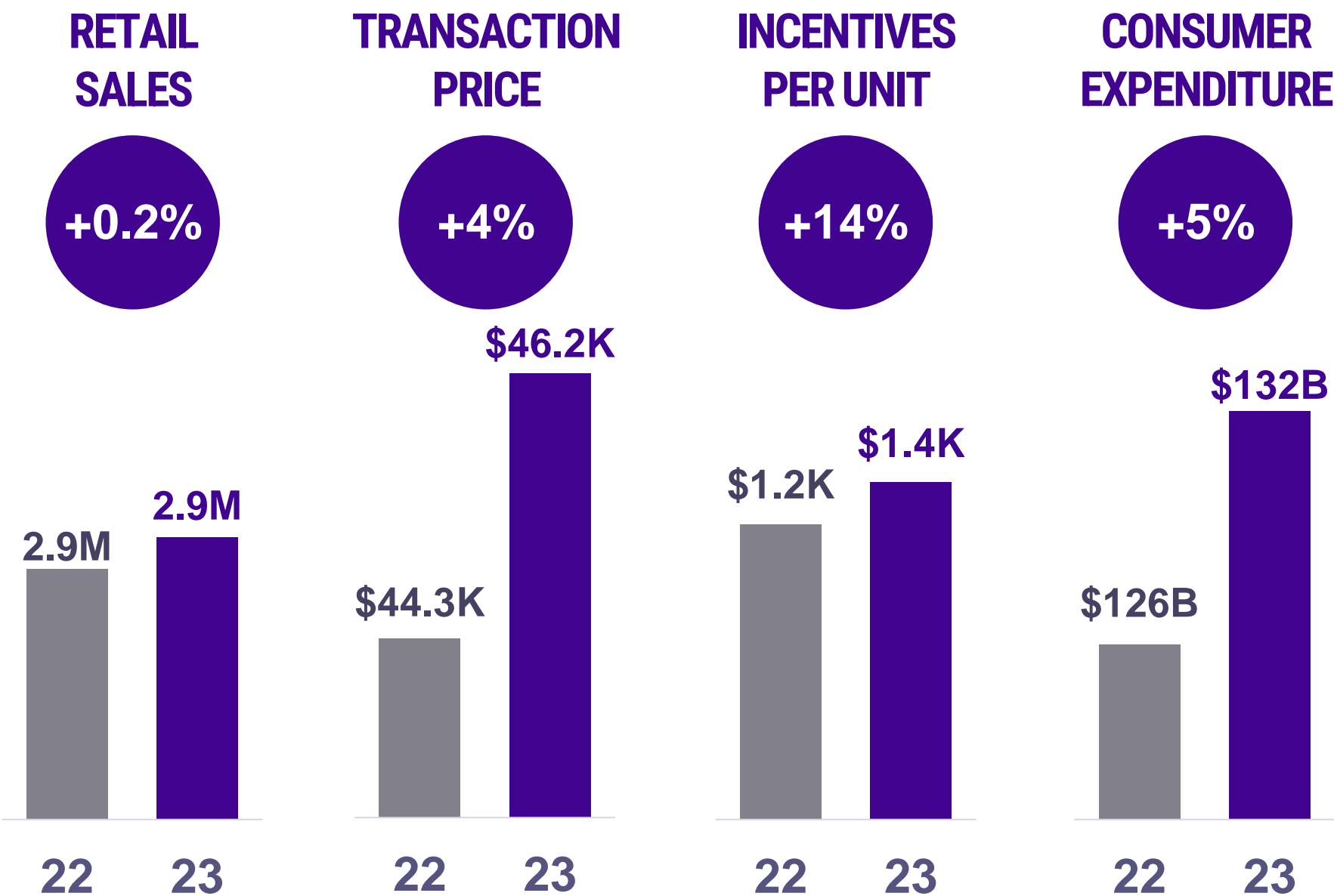
TRADE-IN EQUITY



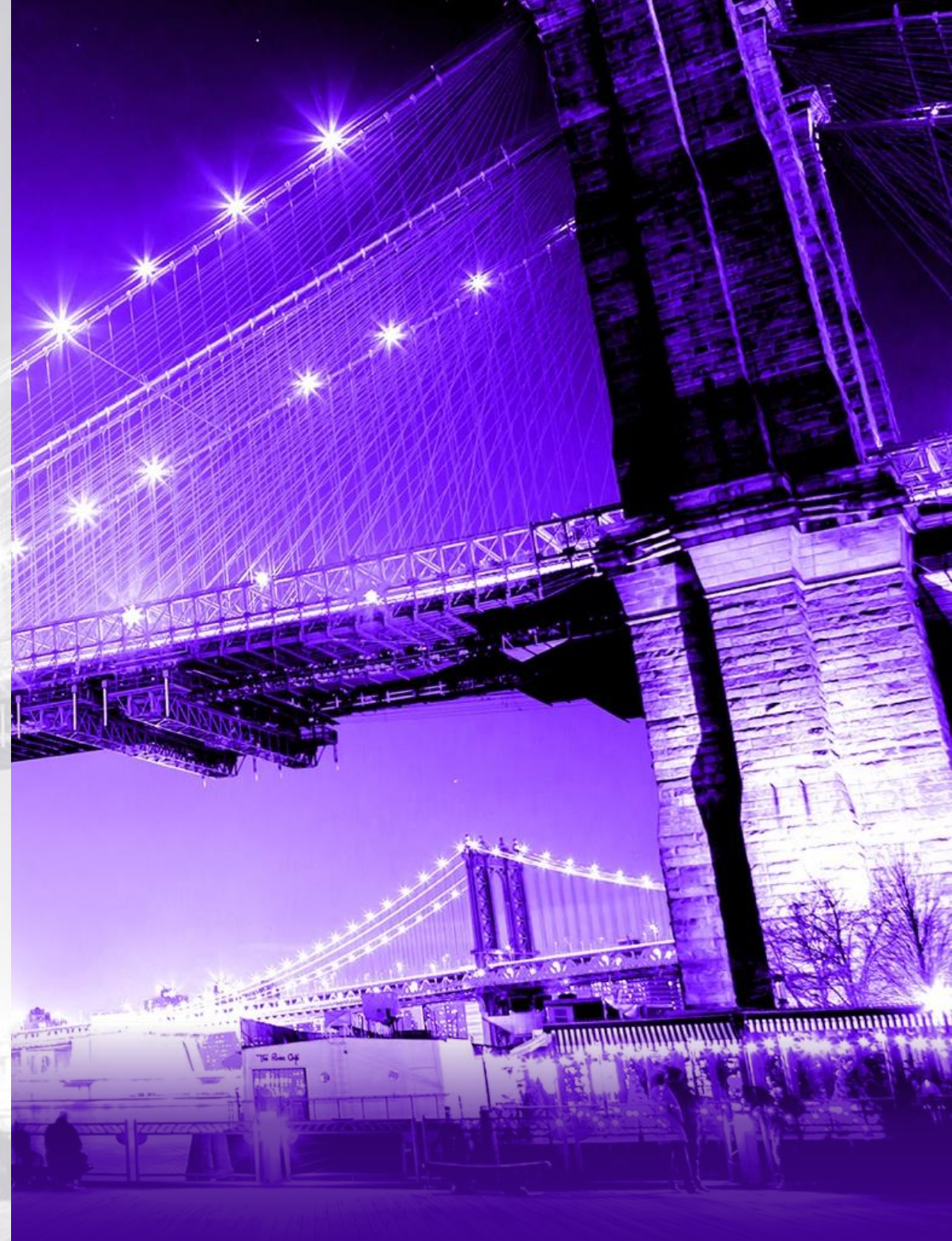
# THE YEAR SO FAR...



# 2023 Q1 RETAIL PERFORMANCE vs Q1 22

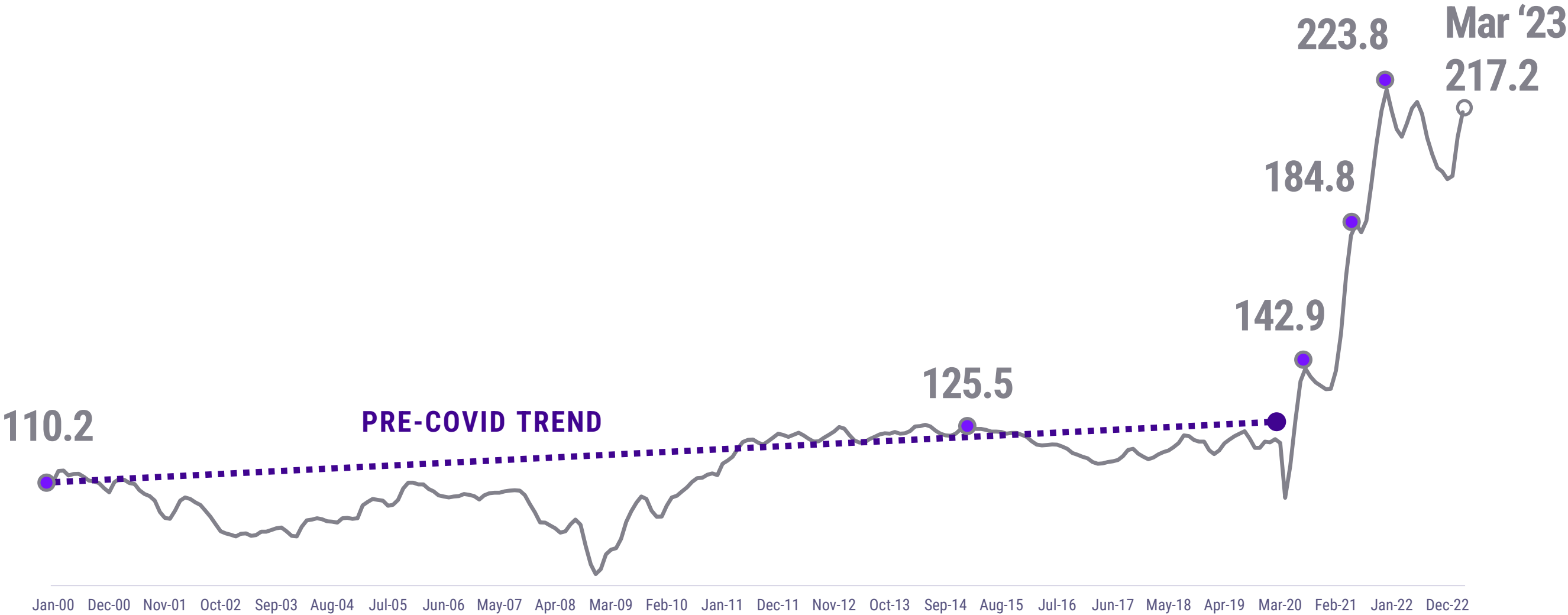


# WHAT ABOUT THE USED MARKET?



# ...RESULTING IN A REVERSAL OF RECENT USED PRICE DECLINES

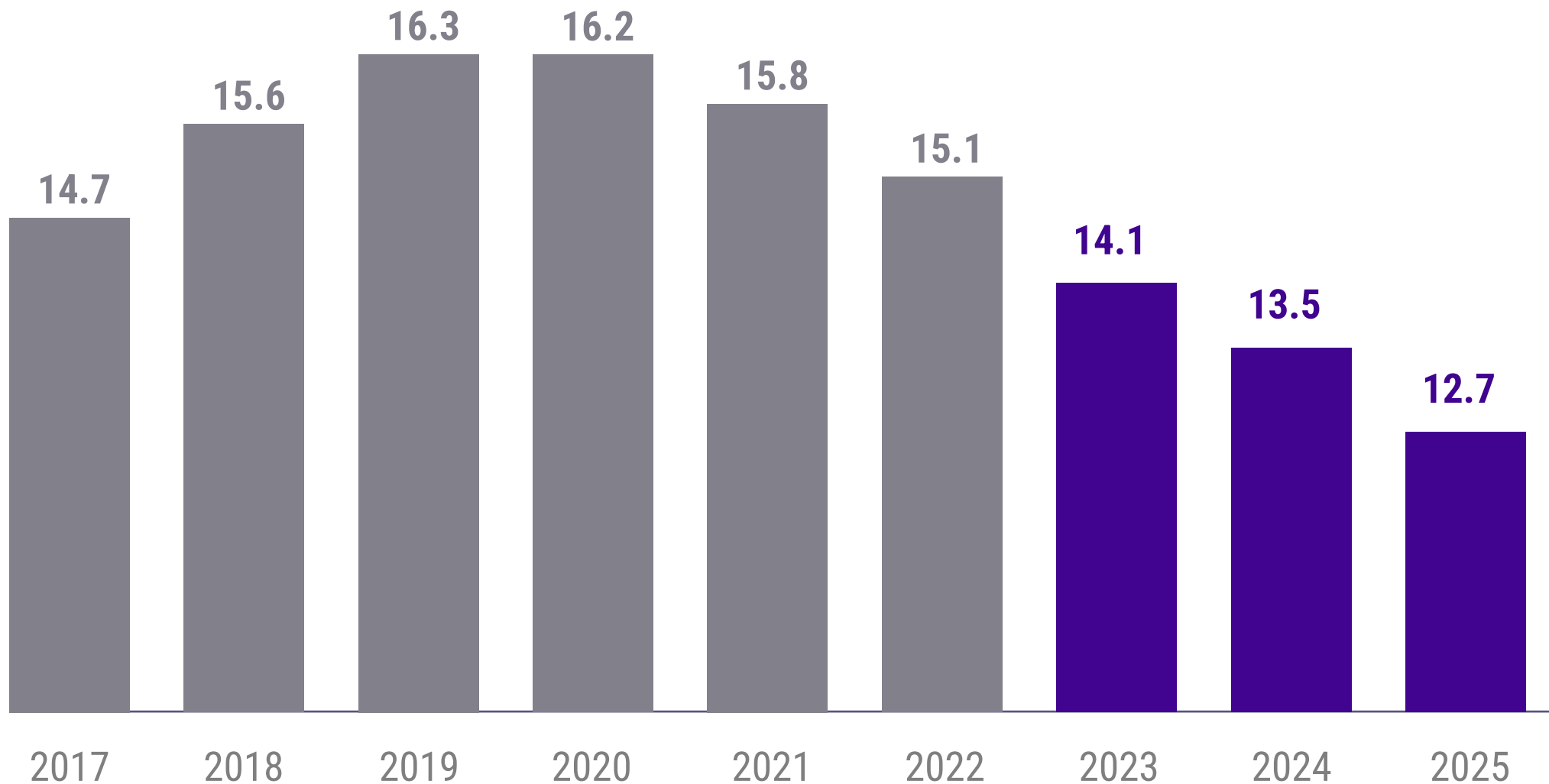
J.D. POWER VALUATION SERVICES USED VEHICLE PRICE INDEX





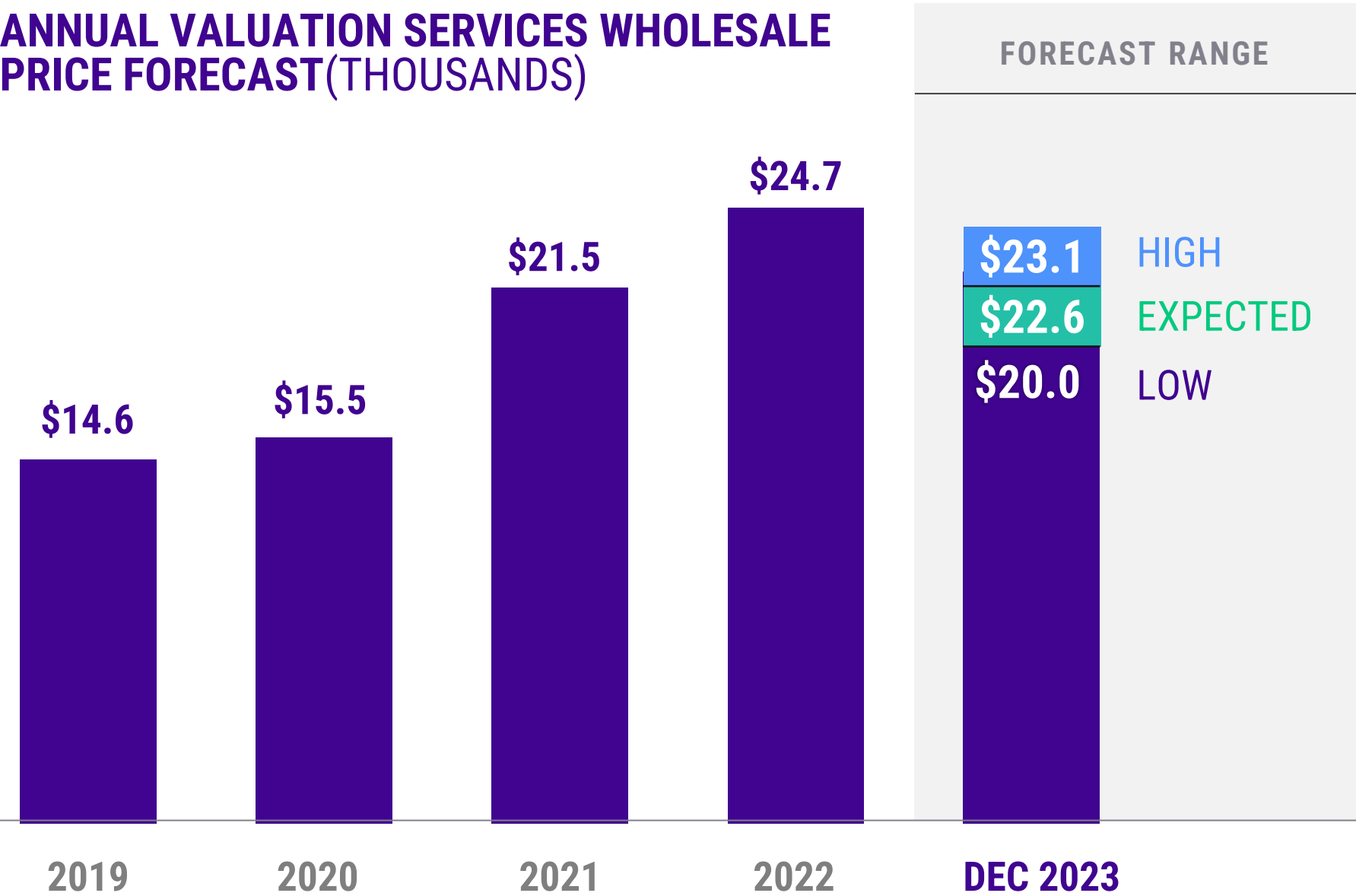
# DIMINISHED USED SUPPLY = PERSISTENT TAILWIND FOR USED PRICES...

SUPPLY OF 0-5 YEAR OLD USED VEHICLES (MILLIONS)



# BUT DEPRECIATION IS EXPECTED TO RESUME OVER BALANCE OF '23

ANNUAL VALUATION SERVICES WHOLESALE  
PRICE FORECAST (THOUSANDS)



**9%**  
**DECLINE**  
BY YEAR END  
COMPARED  
TO 2022



A purple-tinted photograph of the Manhattan Bridge at night. The bridge's suspension cables and towers are illuminated, with bright starburst effects from the lights. In the foreground, a walkway with a metal railing is visible, and a few people are walking. The city skyline is visible in the background under a dark sky.

# THANK YOU