

COX AUTOMOTIVE

2022 FORECASTS Q3 UPDATE

New
13.7M ↓
NEW SALES

New
11.9M ↓
NEW RETAIL SALES

1.8M
FLEET SALES

New
2.3M ↓
NEW LEASE
VOLUME

New
19% ↓
LEASE
PENETRATION

New
2.4M ↑
CPO SALES

New
36.3M ↓
USED SALES

New
19.1M ↓
USED RETAIL SALES

New
-14% ↓
DEC 2022 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX

↓ Indicates change from Q2 forecast