

2023 FORECASTS

14.1M

NEW SALES

(2022: 13.9M*)

11.9M

NEW RETAIL SALES

(2022: 11.9M)

2.2M

FLEET SALES

(2022: 1.8M)

2.5M

NEW LEASE
VOLUME

(2022: 2.3M)

21%

LEASE
PENETRATION

(2022: 19%)

2.2M

CPO SALES

(2022: 2.4M)

35.6M

USED SALES

(2022: 36.3M)

18.9M

USED RETAIL SALES

(2022: 18.9M)

-4.3%

DEC 2023 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX

(2022: -14%)