

2023 FORECASTS *Q2 Update*

14.2M

NEW SALES

(original 2023: 14.1M)

New

12.0M

NEW RETAIL SALES

(original 2023: 11.9M)

New

2.2M

FLEET SALES

(2022: 1.8M)

2.5M

NEW LEASE
VOLUME

(2022: 2.3M)

21%

LEASE
PENETRATION

(2022: 19%)

2.4M

CPO SALES

(original 2023: 2.2M)

New

36.2M

USED SALES

(original 2023: 35.6M)

New

19.2M

USED RETAIL SALES

(original 2023: 18.9M)

New

+1.6%

DEC 2023 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX

(original 2023: -4.3%)

New