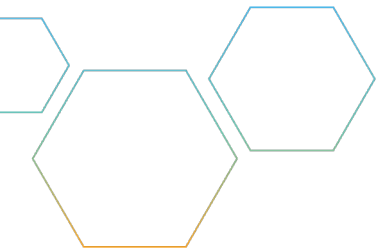


2023  
FORECASTS  
Q3 Update



New

**15.4M**  
NEW SALES

*(original 2023: 14.1M)*

New

**12.6M**  
NEW RETAIL SALES

*(original 2023: 11.9M)*

New

**2.8M**  
FLEET SALES

*(original 2023: 2.2M)*

New

**2.4M**  
NEW LEASE  
VOLUME

*(original 2023: 2.5M)*

New

**19%**  
LEASE  
PENETRATION

*(original 2023: 21%)*

New

**2.7M**  
CPO SALES

*(original 2023: 2.2M)*

**35.7M**  
USED SALES

*(original 2023: 35.6M)*

**18.9M**  
USED RETAIL SALES

*(original 2023: 18.9M)*

**-2.2%**  
DEC 2023 Y/Y MANHEIM  
USED VEHICLE  
VALUE INDEX

*(original 2023: -4.3%)*