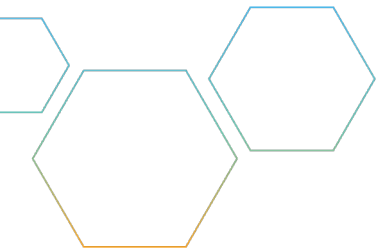


**2024
FORECASTS**
Updated March 25, 2024



15.7M
NEW SALES

(2023: 15.5M)

12.9M
NEW RETAIL SALES

(2023: 12.7M)

2.9M
FLEET SALES

(2023: 2.8M)

2.9M
NEW LEASE
VOLUME

(2023: 2.6M)

23%
LEASE
PENETRATION

(2023: 20%)

2.7M
CPO SALES

(2023: 2.6M)

36.6M
USED SALES

(2023: 35.9M)

19.6M
USED RETAIL SALES

(2023: 19.0M)

-0.7%
DEC 2024 Y/Y MANHEIM
USED VEHICLE
VALUE INDEX

(2023: -7.0%)