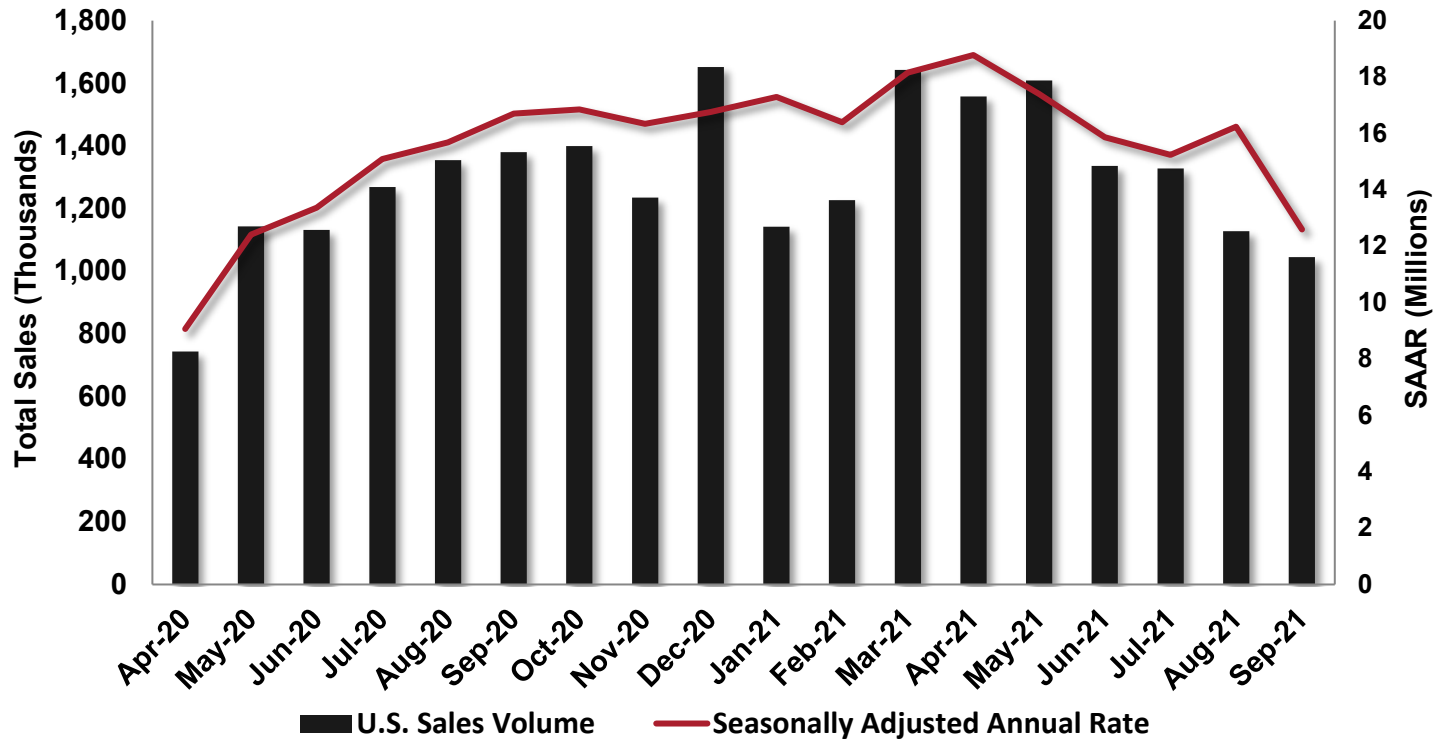


Industry Trends

September - October 2021

ACQUISITION

U.S. Sales Volume by Month & SAAR All Manufacturers



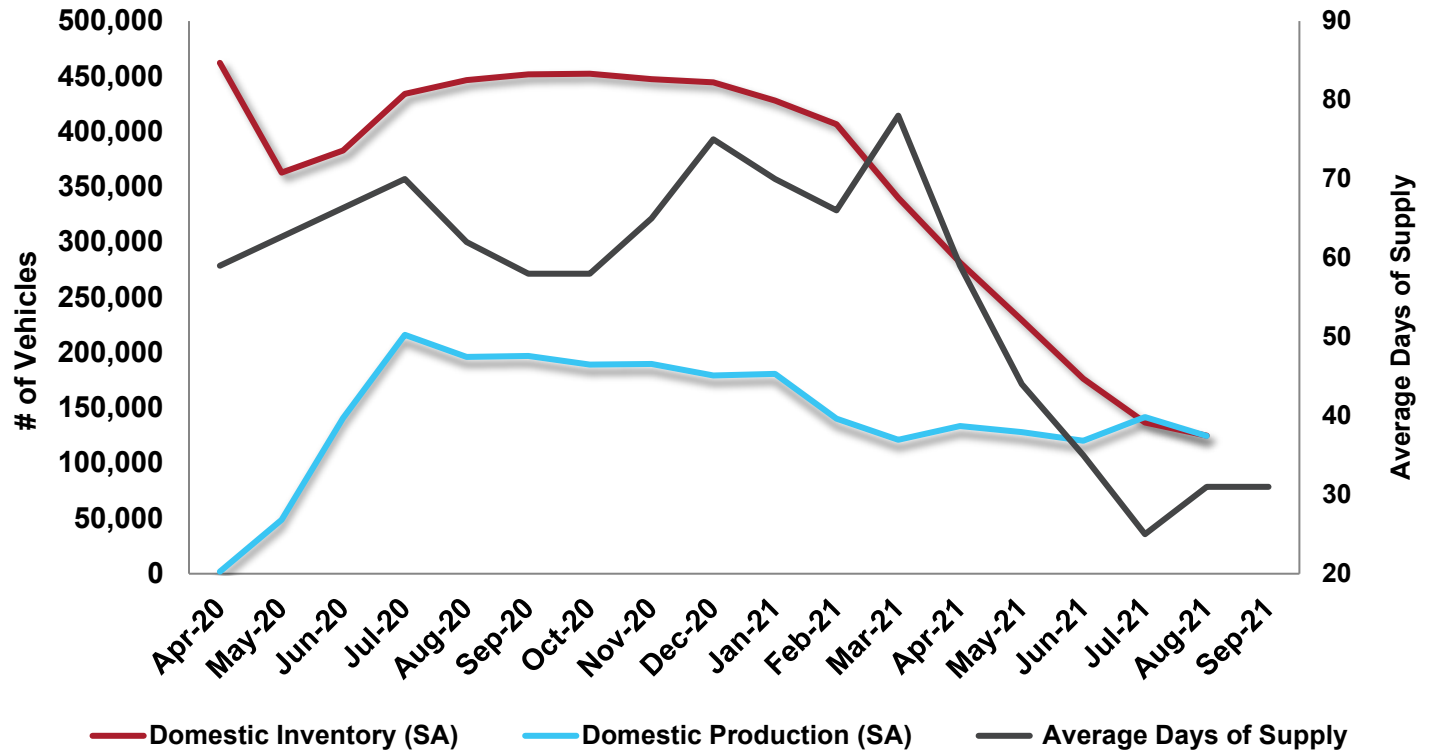
In September, 98,415 total fleet units were sold, a 12% month-over-month decrease compared to 112,069 in August, and an 21% decrease from September 2020. The 2021 YTD total combined large rental, commercial, and government purchases of new vehicles to 1.3million units, a 3% increase from 2020 Y/Y and 41% decrease from September 2019

New vehicles sales in September were down 25% Y/Y. Also, September new-vehicle sales were down 7% M/M. The September SAAR was 12.2 million, a decrease from last year's 16.3 million and September 2019's 17.2 million rate.



ACQUISITION

Dealer Inventory & Days of Supply



New vehicle inventories remain historically low, running about 57% below Y/Y. In raw numbers, supply is down about 1.4 million units from the same time in 2020 and more than 2.5 million units below the 2019 level.

Recent data reviews show supply inching higher but mostly because sales are slowing significantly.

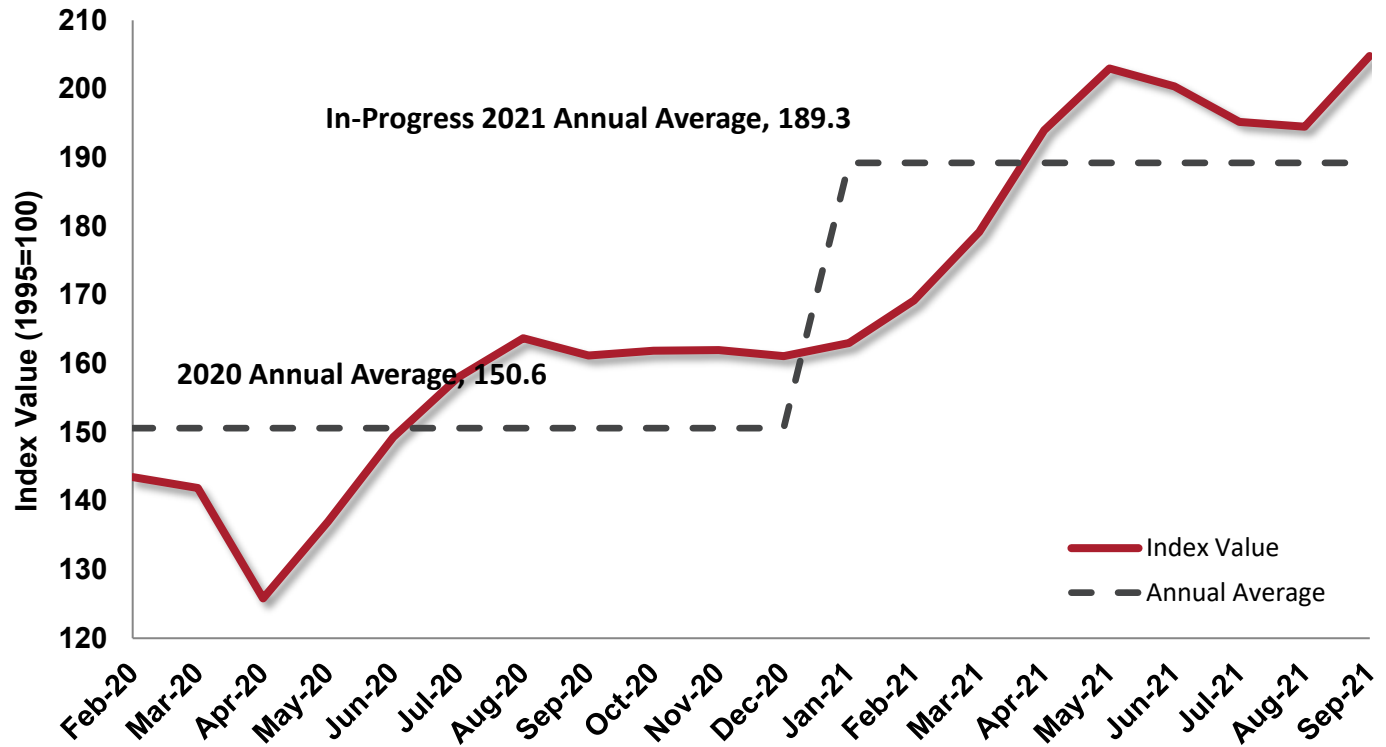
September new-vehicle prices hit another all-time making this the sixth straight record-setting month. The average price rose to \$42,450, up from \$41,840 M/M, which is 10% higher than 2020 levels and 16% higher than 2019.

The average dealership days' supply has remained constant at 31 days.



WHOLESALE RESALE MARKET

Manheim Used Vehicle Value Index



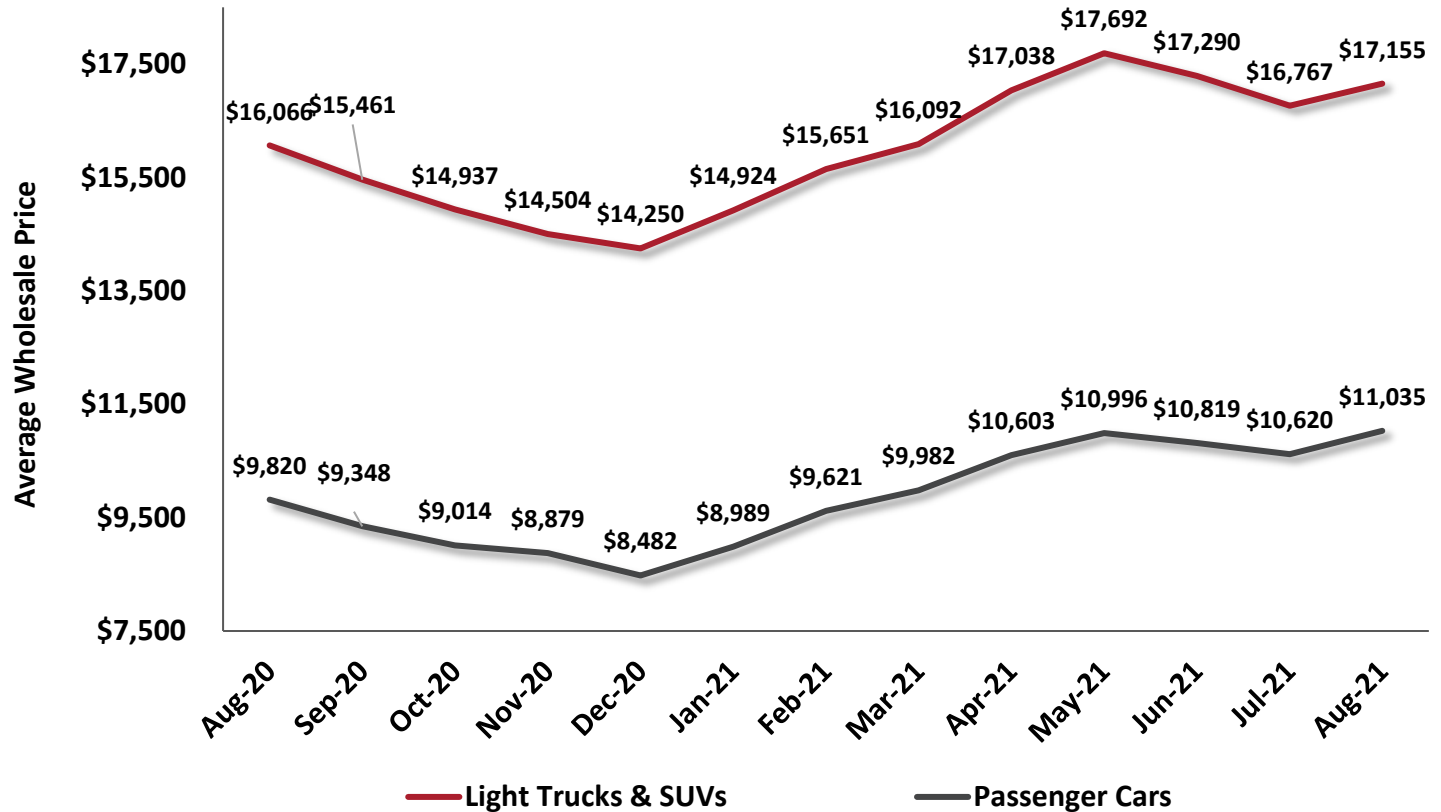
Wholesale used vehicle prices increased 5.3% M/M in September. This brought the Manheim Used Vehicle Value Index to 204.8 a 27.1% increase from a year ago.

Total used vehicle sales were down 13% Y/Y in September.

On a year-over-year basis, all major market segments saw seasonally adjusted price increases in September. Vans and sport utility vehicles had the largest year-over-year performance, while the remaining car and pickup segments lagged the overall market. On a month-over-month basis, no segment saw declines.

WHOLESALE RESALE MARKET

Average Wholesale Price by Segment



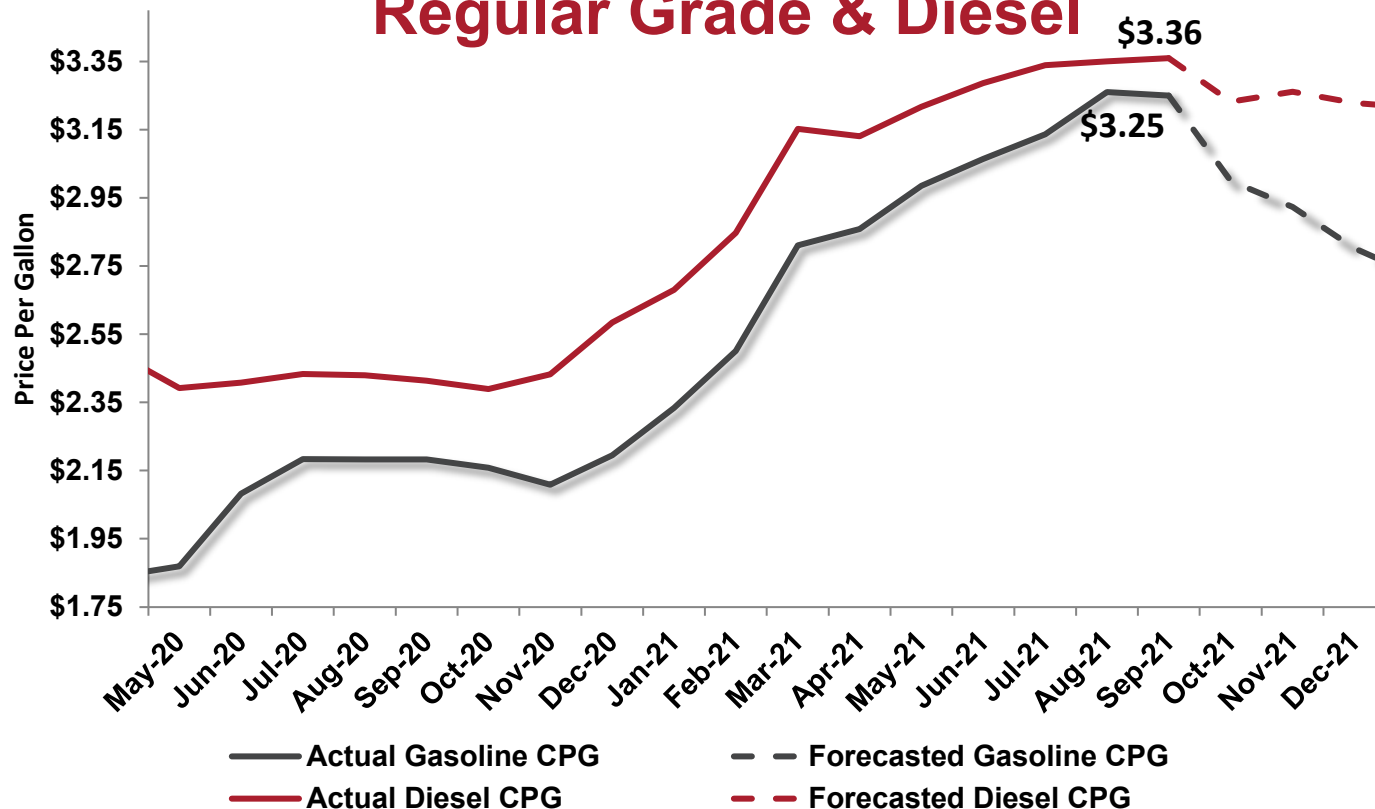
The two-month decline in average wholesale prices ended in August, with prices recovering in September to peak levels achieved during the spring. The continued chip shortage on the new-car side and the decrease in supply on the used-car side are the main reasons for this. All segments except full size pickups showed M/M increases in average prices.

Wholesale prices in August averaged \$14,712 — up 3.2% M/M, up 9.0% Y/Y, and up 30.8% compared to pre-COVID/August 2019.

Overall average prices remain around 40% above pre-COVID averages, with car segments outperforming SUVs and pickups

FUEL

National Average Cost per Gallon Regular Grade & Diesel



U.S. regular gasoline retail prices averaged \$3.25 per gallon in September. The October forecast is gasoline prices will average \$3.14/gal.

U.S. diesel retail prices rose again and averaged \$3.36 per gallon in September, even though it was forecasted to peak in June.

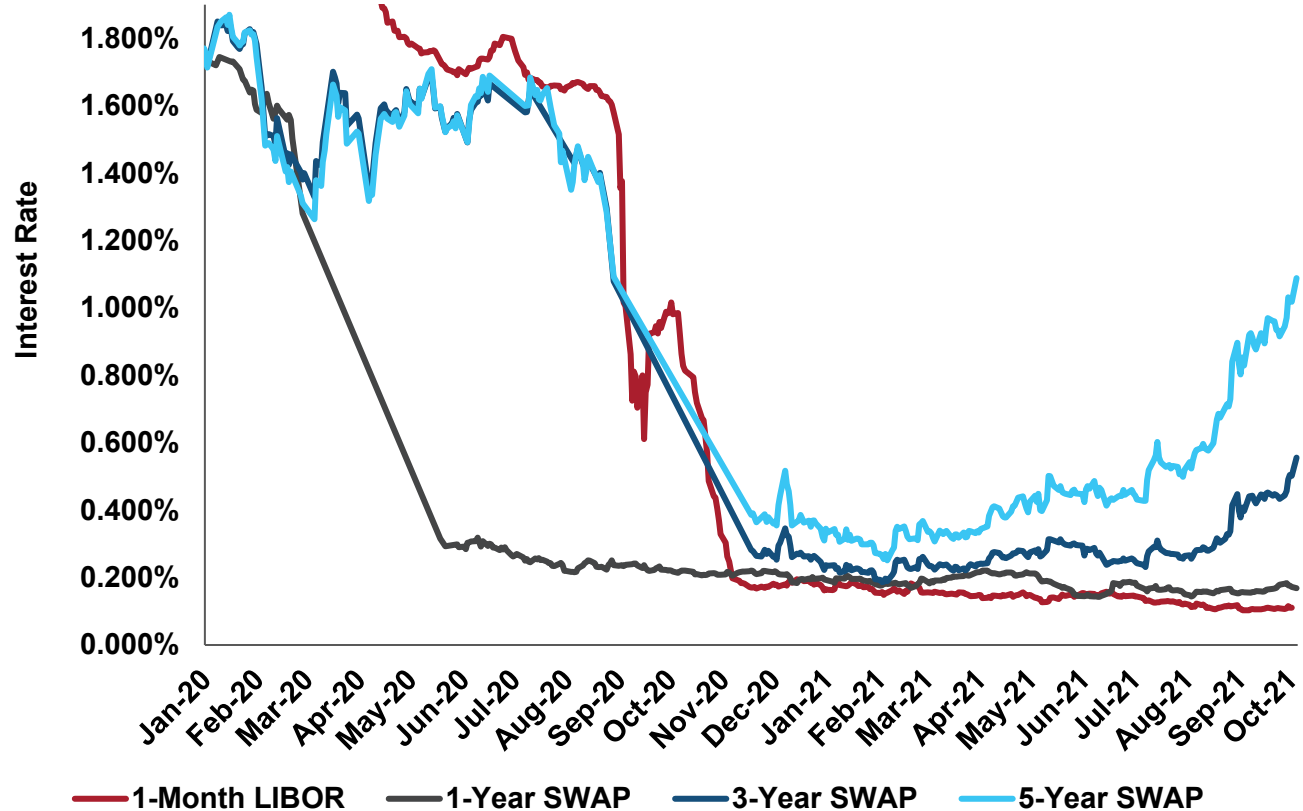
September 2021 was up 49% and 39% Y/Y for gasoline and diesel, respectively.

The December forecast for gasoline retail price is \$2.80 per gallon and diesel retail price of \$3.23.



INTEREST

Interest Rates



The **1-Month LIBOR** rate is currently at **0.08%** and has held below 0.20% since June 2020. The **5-Year SWAP** rate has increased and is currently **1.023%**. It was as low as 0.25% in August 2020.

The remainder of 2021 is expected to offer **continued stability of very low interest rates**, especially for short term indices.