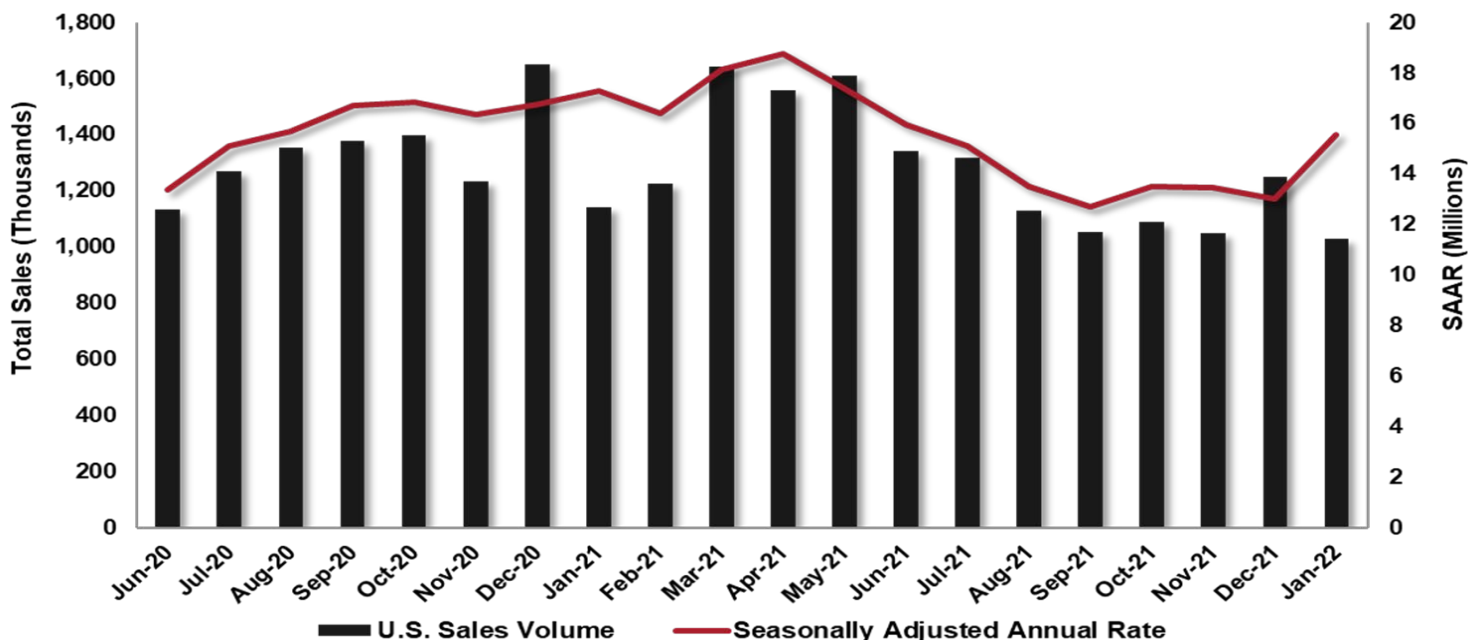


Industry Trends

January – February 2022

ACQUISITION

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



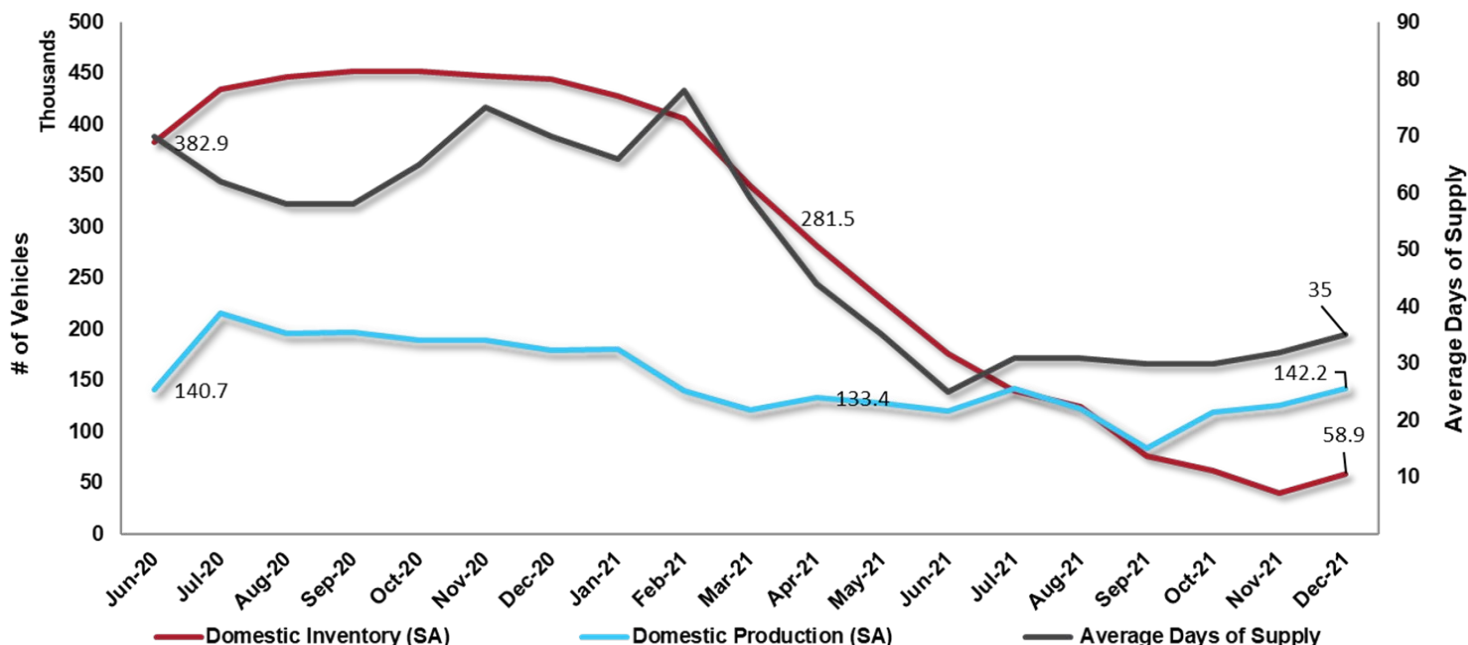
All US Sales

- January's US vehicle sales decreased by 18% M/M
- Passenger vehicles sales increased by 13% M/M, and light truck sales were up by 21.8% M/M
- January, light trucks sales accounted for 79.8% of all sales

Fleet Sales Only

- In January 97,707 total fleet units were sold, a 48% M/M decrease.
- January new vehicle purchases is a 36% decrease from January 2021

Dealer Inventory & Days of Supply

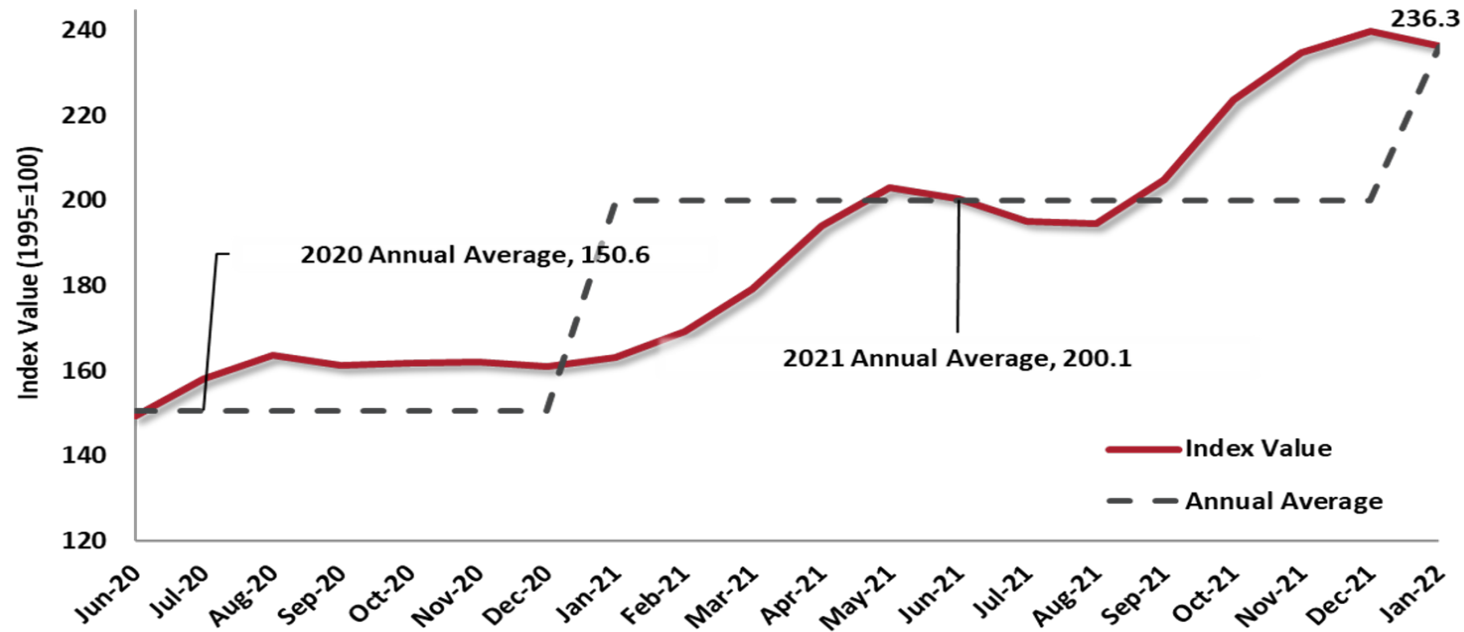


- New vehicle inventories are increasing; Domestic inventory for December 2021 is still down 87% Y/Y.
- The average dealership days' supply has increased slightly to 35 compared with 70 days in December 2020.
- New vehicle production increased by 13% M/M, but Y/Y production is still down 21%

- December new-vehicle prices hit another all-time high, the 9th straight month.
- The average price rose to \$47,077, which is 14% higher Y/Y

WHOLESALE RESALE MARKET

Manheim Used Vehicle Value Index

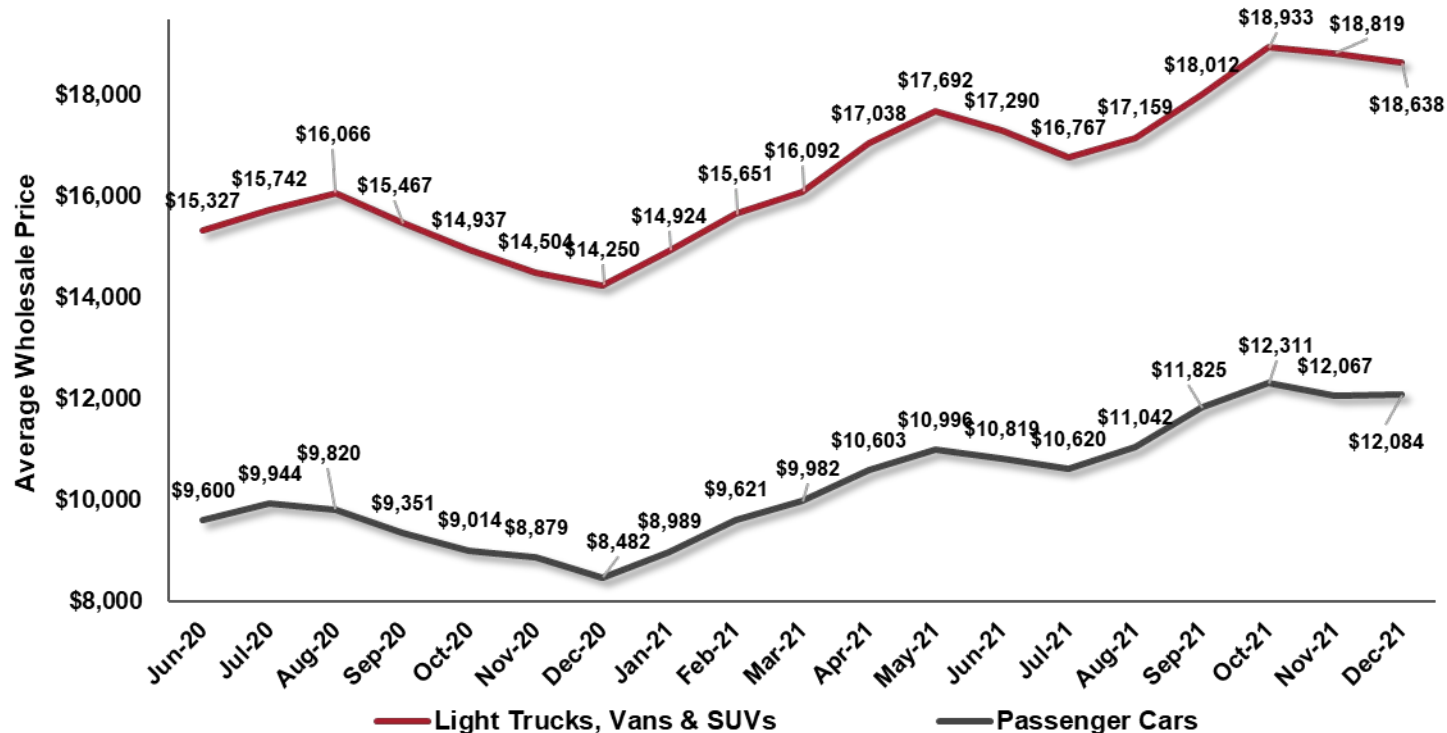


- Wholesale used vehicle prices decreased 1.5% M/M in January.
- The Manheim Used Vehicle Value Index increased by 45% Y/Y.
- Total volume of used vehicle sales were down for the 3rd straight month, .8% Y/Y in January

- All major market segments saw seasonally adjusted price increases in January, Y/Y.
- Highest Y/Y gains were realized by vans and midsize cars with SUV's, luxury cars and pickups taking the bottom spots.

WHOLESALE RESALE MARKET

Average Wholesale Price by Segment



- Wholesale prices decreased slightly in December down .08% M/M.
- The chip shortage on the new-car side & decrease in used car supply are the main reasons for this.

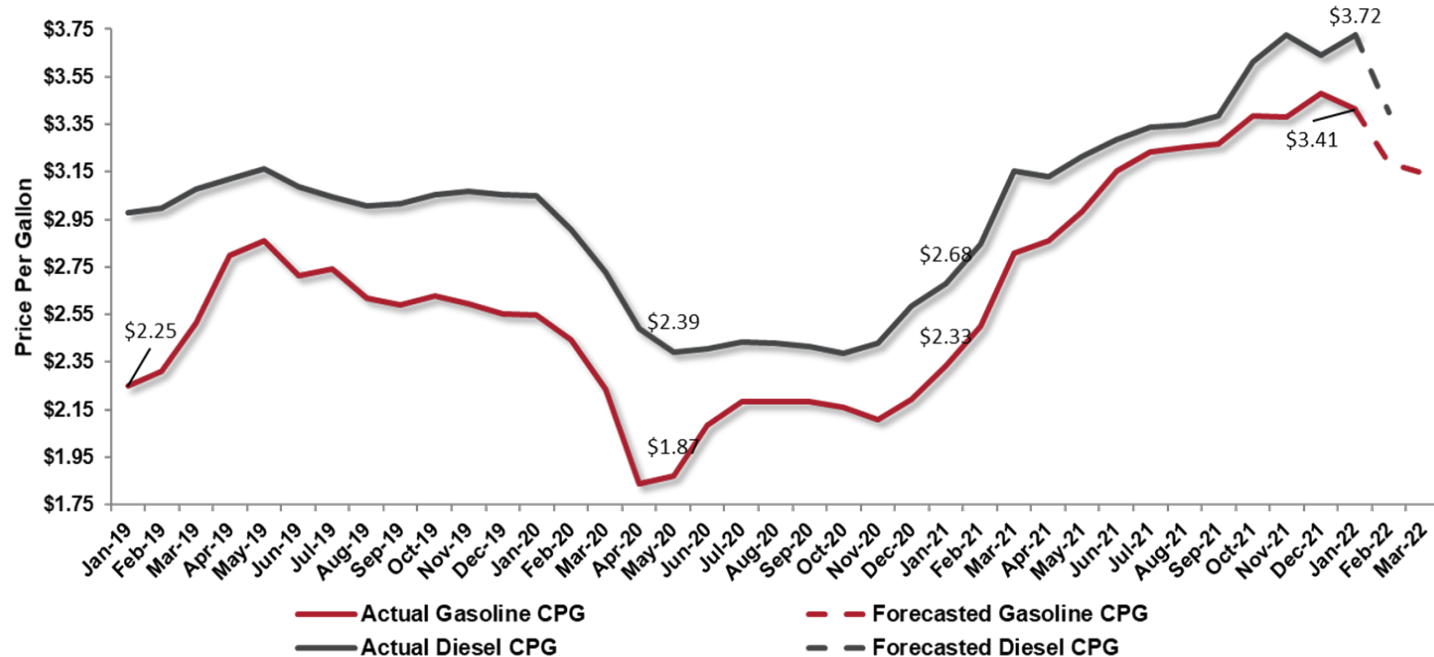
- 2021 average prices were up more than 45% above pre-COVID19.

• Recommendation:

Review current inventory for any under utilized vehicles that can be sold, to take advantage of the high market.

FUEL

National Average Cost per Gallon Regular Grade & Diesel



- U.S. regular gasoline prices dropped slightly and averaged \$3.41/gal. in January
- U.S. diesel retail prices increased and averaged \$3.72/gal

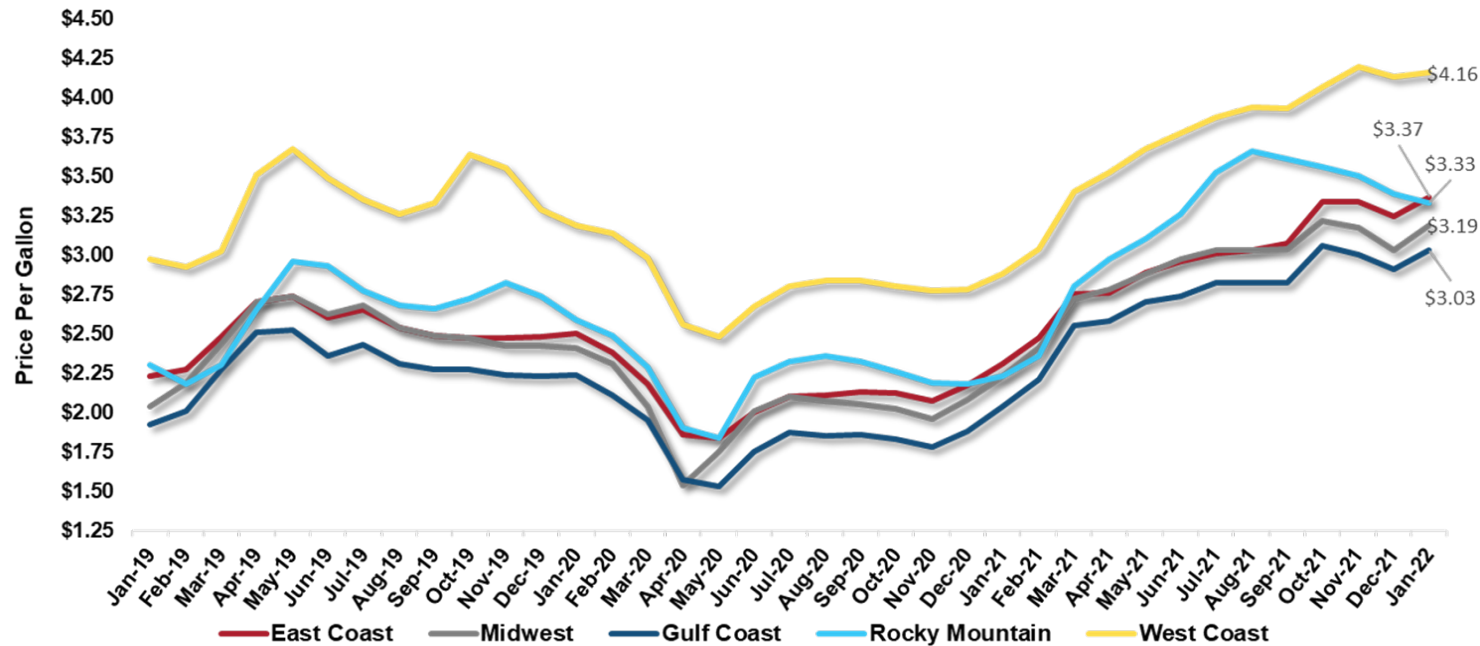
- January was up 65% gasoline and 39% diesel Y/Y.
- February 2022 forecast for gasoline retail price is \$3.19/gal. & diesel retail price of \$3.40/gal.

- **Recommendation:**
Closely monitor fuel prices for accurate fuel budget forecasting.

Source: U.S. Energy Information Administration; WSJ

FUEL

Regional Average Cost per Gallon – Regular Grade



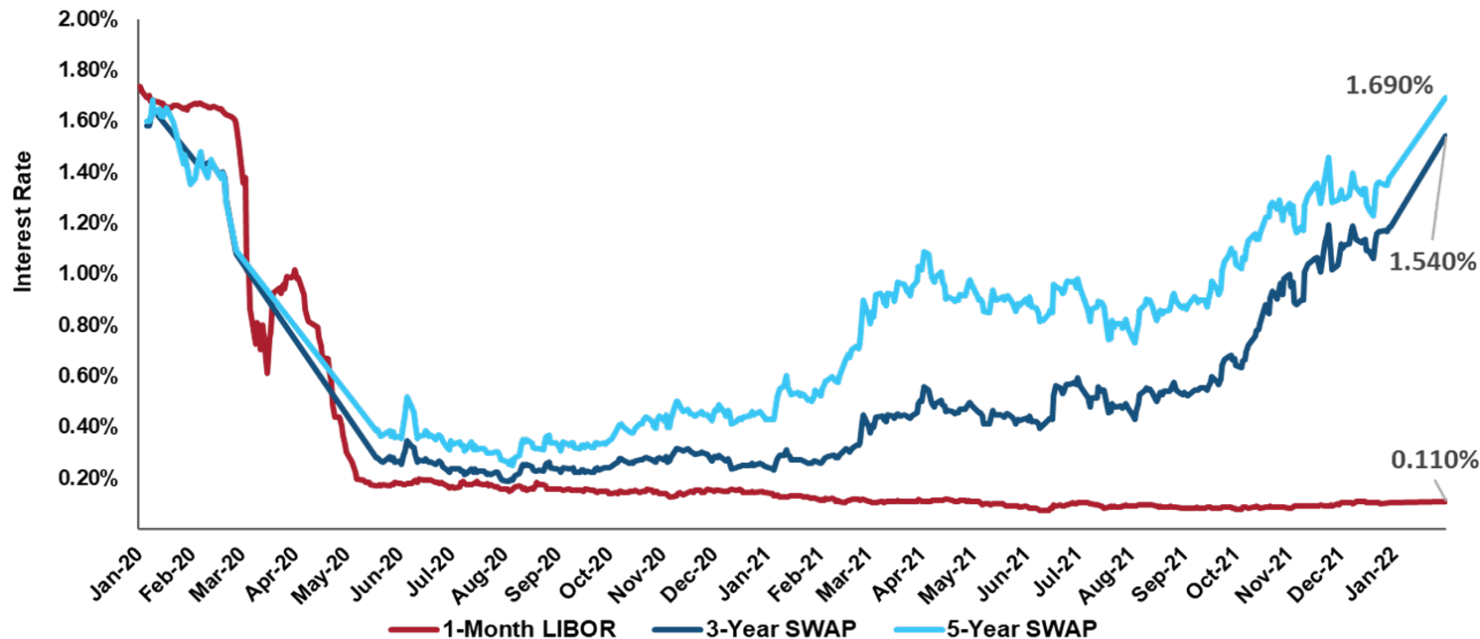
- Some factors that contribute to regional gas price differences:

- Distance from supply
- Transportation costs
- State and local taxes
- Retail Competition

- **Recommendation:**
Closely monitor fuel prices for accurate fuel budget forecasting.

INTEREST

Interest Rates



- 1-Month LIBOR rate is currently at 0.110% and has held below 0.20% since June 2020.
- The 5-Year SWAP rate has increased and is currently 1.690%.

- All rates are expected to increase at least into the middle of 2022.