Key factors influencing VPI trending

**Positive (+)**
- Pent-up demand created by prolonged inventory shortages
- Increasing consumer interest in new wave of EVs sparked by spiking fuel prices
- Ongoing hesitation to use public/shared mobility
- Longer finance terms moderating monthly payments
- Aging vehicle fleet requiring renewal
- Interest in driving for leisure travel (to save money)

**Negative (-)**
- Ongoing chip shortage limiting vehicle supply
- Increasing transaction prices contributing to rising overall inflation, sparking interest rate hikes (exacerbating affordability concerns)
- Consumer concern focused on financial capacity and growing risk of demand destruction
- Geopolitical instability, trade tensions & global supply chain disruptions
- Raw material price increases for EV batteries

The Deloitte Vehicle Purchase Intent Index is a monthly proprietary measure of forward vehicle demand intent calculated based on the percentage of consumers that indicate they are planning to acquire a vehicle in the next six months.

Source: Deloitte Global State of the Consumer Tracking Study (unless otherwise noted).

Note: A vehicle is defined as a car, SUV/MPV, or pickup truck. Index values include both new and used vehicle purchase intentions.

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**Percentage of consumers concerned about…**

- **33% ↓** Making upcoming payments
- **49% ↓** Amount of money they have saved
- **40% ↓** Credit card debt they are carrying
- **46% ↓** Consumers delaying large purchases

**Key behaviors impacting mobility**

- Average daily driving distance: **27 mi. ↓**
- Plan to use public transport more going forward: **9% ↓**
- Plan to drive more going forward: **15% ↓**
- # of days/week people WFH: **3.2 ↓**

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**Light vehicle sales forecast (2018-2029F)**

Millions of units

Source: S&P Global Mobility

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**Weekly retail gasoline prices (all grades)**

US$/G (as of September 05, 2022)

Source: www.eia.gov/petroleum/gasdiesel/