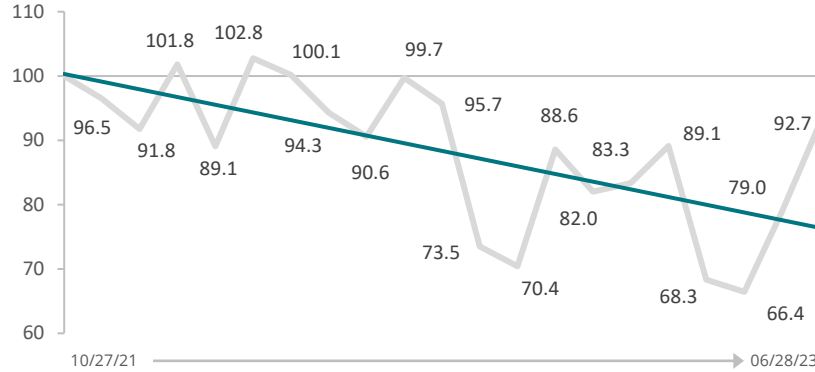


Vehicle Purchase Intent (VPI) Index United States



Note: 10/27/21 = 100; a vehicle is defined as a car, SUV/MPV, or pickup truck; includes new and used vehicles.

Key factors influencing VPI trending

Positive (+)

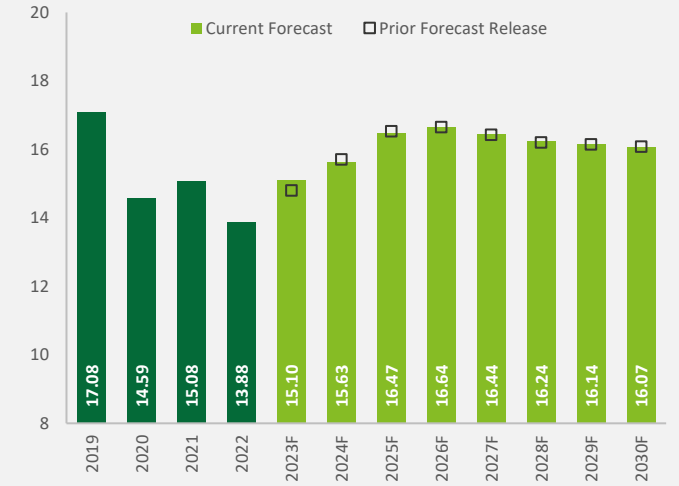
- Improving supply of new vehicles as semiconductor crisis continues to ease
- Used vehicle prices moderating
- Underlying pent-up demand created by pandemic-related issues
- Increasing consumer interest in EVs driven by incentives and strong desire to lower fuel costs
- Aging vehicle fleet requiring renewal

Negative (-)

- Inflation and interest rate hikes have led to much higher cost of borrowing
- Risk that labor market may be coming under pressure as companies look for cost reduction measures
- Lack of affordable EV options in the market
- Historic transaction prices and monthly payments
- Resurgence of shared mobility in urban centers
- Geopolitical instability, and ongoing trade tensions

Light vehicle sales forecast (2019-2030F)

New vehicles (millions of units)

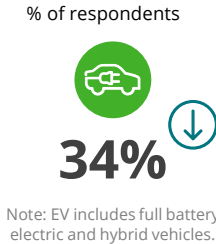


Source: S&P Global Mobility

Top 3 drivers of purchase intent

- | Rank | Driver | % of respondents |
|------|---|------------------|
| 1. | I am just ready to drive something different | 23% |
| 2. | Current vehicle is not worth the cost of maintaining it anymore | 23% |
| 3. | New vehicles on market have features I want now | 22% |

EV purchase intent



Percentage of consumers concerned about...

- | | | | |
|--------------------------|---------------------------------|------------------------------------|------------------------------------|
| 23% → | 48% ↓ | 29% ↑ | 47% ↑ |
| Making upcoming payments | Amount of money they have saved | Credit card debt they are carrying | Consumers delaying large purchases |

Note: arrows represent directional change from prior release.

Key behaviors impacting mobility

- | | | | |
|--------------------------------|----------------------------------|--------------------------------|---|
| 29 mi ↑ | 16% ↑ | 3.2 ↓ | 22% ↓ |
| Average daily driving distance | Plan to drive more going forward | Number of days/week people WFH | Preference for full/partial online vehicle purchase |

Weekly retail gasoline prices (all grades)

US\$/G (July 03, 2023)



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

For more info, click [here](#) or scan the code below.



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

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