Key factors influencing VPI trending

**Positive (+)**
- Improving supply of new vehicles as semiconductor crisis continues to ease
- Vehicle prices stabilizing
- Underlying pent-up demand created by prolonged inventory shortages
- Increasing consumer interest in EVs driven by strong desire to lower operating (e.g., fuel) costs
- Aging vehicle fleet requiring renewal

**Negative (-)**
- Inflation, interest rate hikes, and total cost of ownership (TCO) elevating risk of demand destruction
- Lack of affordable vehicle options in entry segments
- Elevated transaction prices for new and used vehicles
- Resurgence of shared mobility in urban centers
- Geopolitical instability, trade tensions & global supply chain disruptions affecting input costs

**Top 3 drivers of purchase intent**

<table>
<thead>
<tr>
<th>% of respondents</th>
<th>New vehicles on market have features I want now</th>
<th>Current vehicle is not worth the cost of maintaining it anymore</th>
<th>I am just ready to drive something different</th>
</tr>
</thead>
<tbody>
<tr>
<td>24%</td>
<td></td>
<td>23%</td>
<td>17%</td>
</tr>
</tbody>
</table>

**EV purchase intent**

<table>
<thead>
<tr>
<th>% of respondents</th>
<th>Making upcoming payments</th>
<th>Amount of money they have saved</th>
<th>Credit card debt they are carrying</th>
<th>Consumers delaying large purchases</th>
</tr>
</thead>
<tbody>
<tr>
<td>21%</td>
<td>44%</td>
<td>26%</td>
<td>43%</td>
<td></td>
</tr>
</tbody>
</table>

**Percentage of consumers concerned about...**

- Making upcoming payments: 21%
- Amount of money they have saved: 44%
- Credit card debt they are carrying: 26%
- Consumers delaying large purchases: 43%

**Key behaviors impacting mobility**

- Average daily driving distance: 26 mi
- Plan to drive more going forward: 12%
- Number of days/week people WFH: 3.3
- Preference for full/partial online vehicle purchase: 24%

**Light vehicle sales forecast (2019-2030F)**

- New vehicles (millions of units)
- Source: S&P Global Mobility

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

- US$/G (March 06, 2023)
- Source: www.eia.gov/petroleum/gasdiesel/