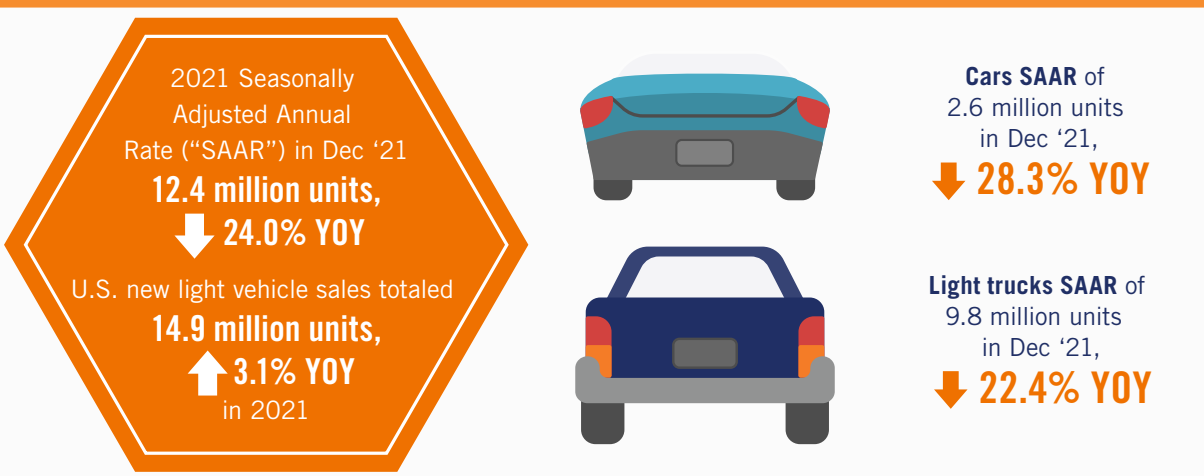


ROUNDING THE CURVE?

This past year for the U.S. automotive industry was marked by widespread supply chain and production issues, particularly due to the ongoing global semiconductor shortage. However, historically low vehicle inventories led to robust consumer demand, and automakers continued to invest in an electrified future for the industry.

PUTTING THE BRAKES ON SALES

Demand for new cars and trucks outstripped supply in 2021 as automakers struggled to replenish vehicle inventories at dealer lots across the U.S. Although full-year new light vehicle sales were still up YOY, the global chip shortage and other supply issues denied many consumers of buying new rides.

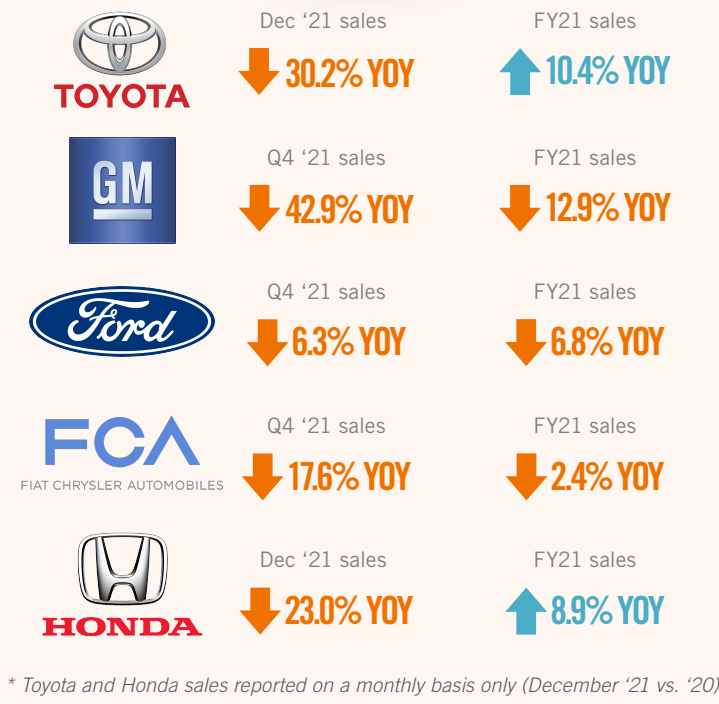
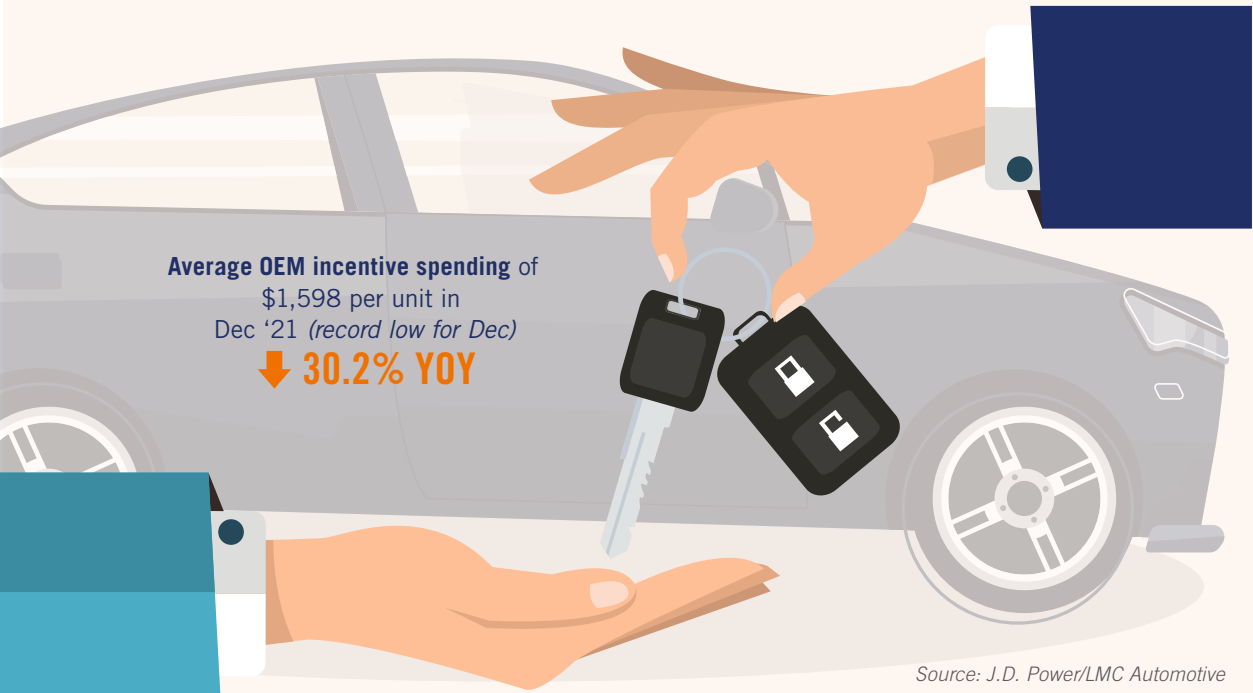
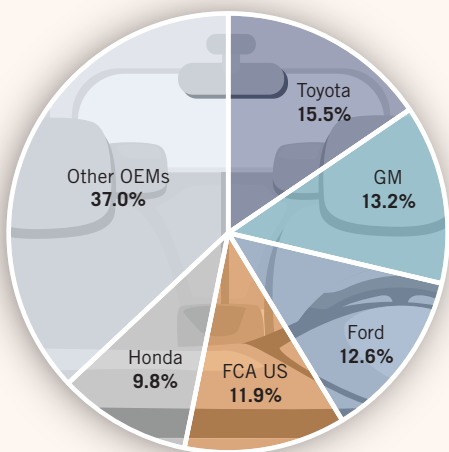


GM TAKES A BACKSEAT

For the first time in nine decades, General Motors lost its place as U.S. leader in new vehicle sales to Toyota due to production and delivery struggles amid the ongoing semiconductor shortage.

Sources: NADA, Cox Automotive

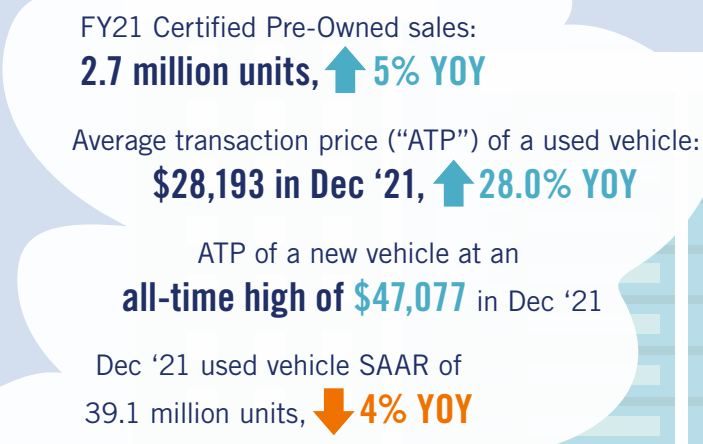
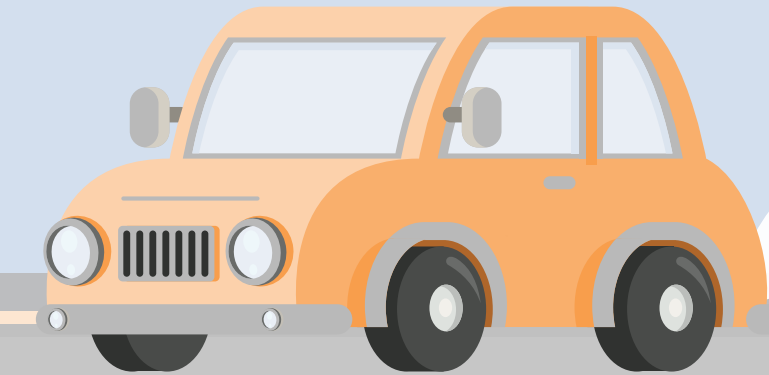
U.S. MARKET SHARE – Q4 2021



USED CARS RIDING HIGH

With the low supply and high cost of new vehicles across the country due to supply chain issues, more consumers turned to the used vehicle market in 2021, which caused used car prices to skyrocket over the prior year.

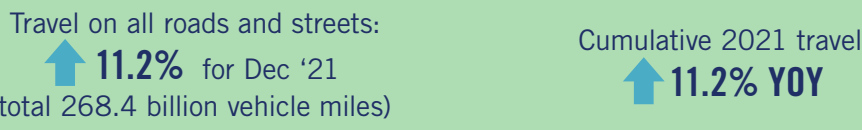
Source: Cox Automotive



OLDER IS BETTER ?

Older vehicles on the road prove beneficial to the aftermarket automotive sector, as aging and heavily driven vehicles generally require repairs and replacement parts. Average age of vehicles on U.S. roads in 2021: 12.1 years (highest ever).

THE RUBBER MEETS THE ROAD

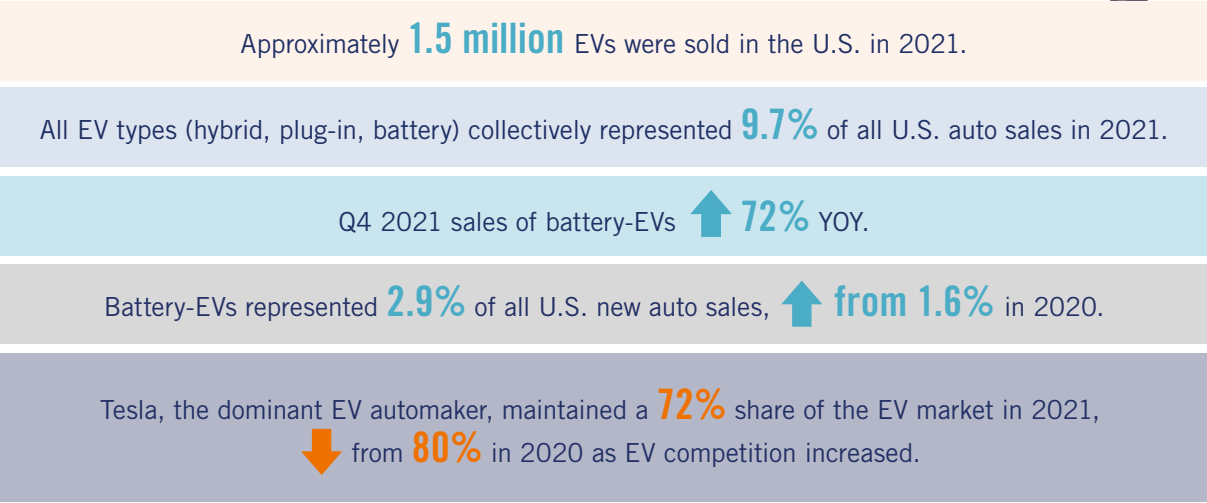


Source: U.S. DOT Federal Highway Administration



GETTING THE "GREEN" LIGHT

Consumer consideration of Electric Vehicles ("EVs") has never been higher than in 2021.



Sources: Kelley Blue Book, Cox Automotive