

AUTO INDUSTRY DASHBOARD



HERE for AMERICA

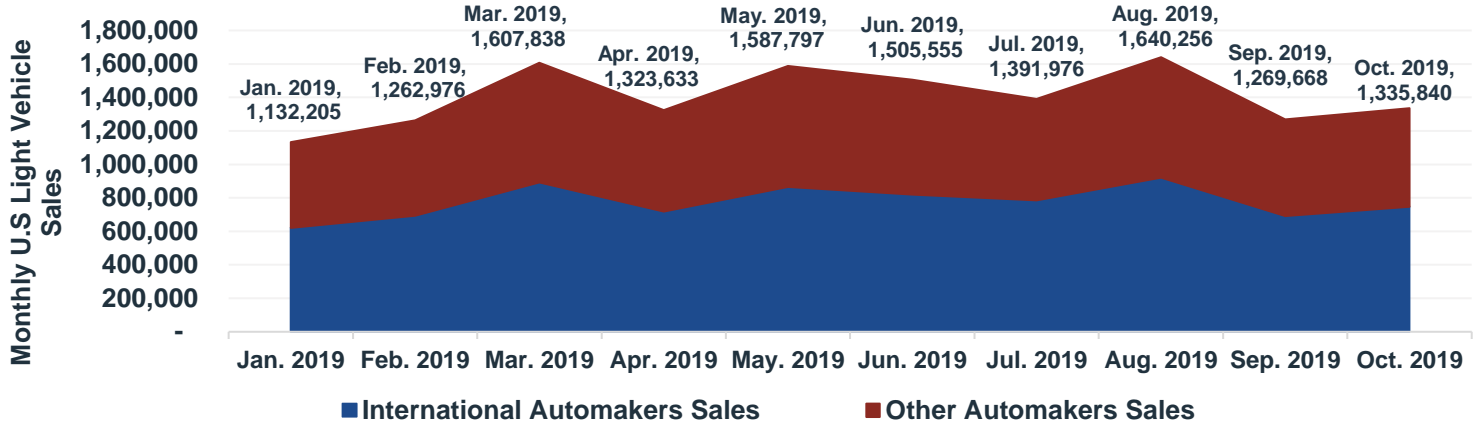
November 2019 Report:

Summary: Sales figures from October 2019 were below last year's October levels (-1.7%), marking the seventh month this year with fewer year-over-year (YoY) sales. Total production figures for October fell 18% from last year, primarily due to an autoworker strike that froze many other automakers' facilities from late September to October. U.S. new light vehicle exports in September increased 9.5% YoY due to this year's increasing exports to Europe and China.

"International Automakers" refers to BMW, Honda, Hyundai, Kia, Jaguar Land Rover, Mazda, Mercedes-Benz, Mitsubishi Motors, Nissan, Subaru, Toyota, Volkswagen Group, Volvo and their related auto brands. "Other Automakers" refers to FCA, Ford, GM, Tesla and their related auto brands. HERE FOR AMERICA is an advocacy and public awareness initiative supporting the contributions of international automakers to the U.S. economy and auto industry.

Light Vehicle Sales Report

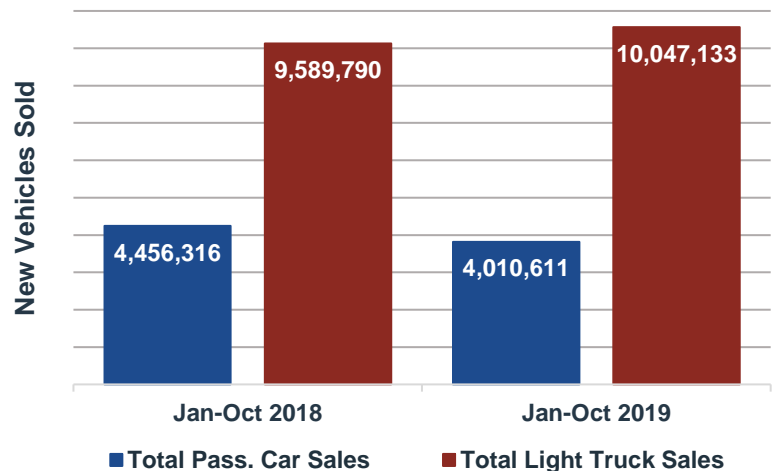
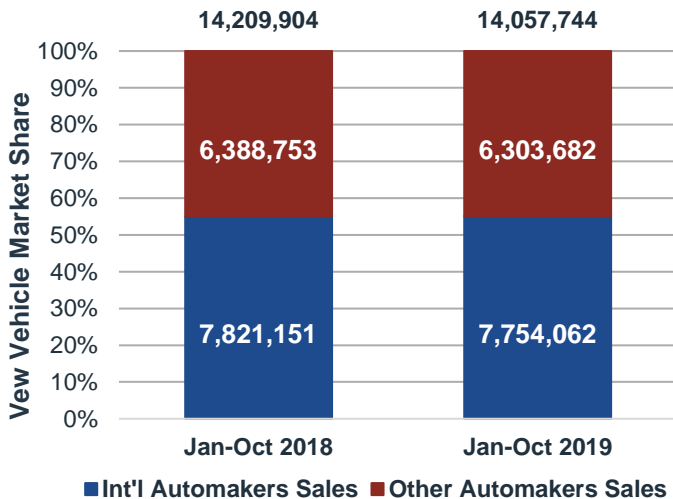
Auto sales increased by 66,200 (5.2%) units in October 2019 from September but decreased 24,000 units (-1.7%) from October last year, continuing 2019's declining trend in new vehicle sales.



Source: WardsAuto InfoBank, Monthly U.S. LV Sales Report, monthly values subject to change

International automakers have sold 55% of all new vehicles in the U.S., maintaining their market share from 2018.

Light truck sales have increased 4.8% this year, while passenger car sales declined 10% compared to Jan-Oct. 2018. Over 67% of these light trucks are SUV/CUV-type vehicles (more than 6.8 million).



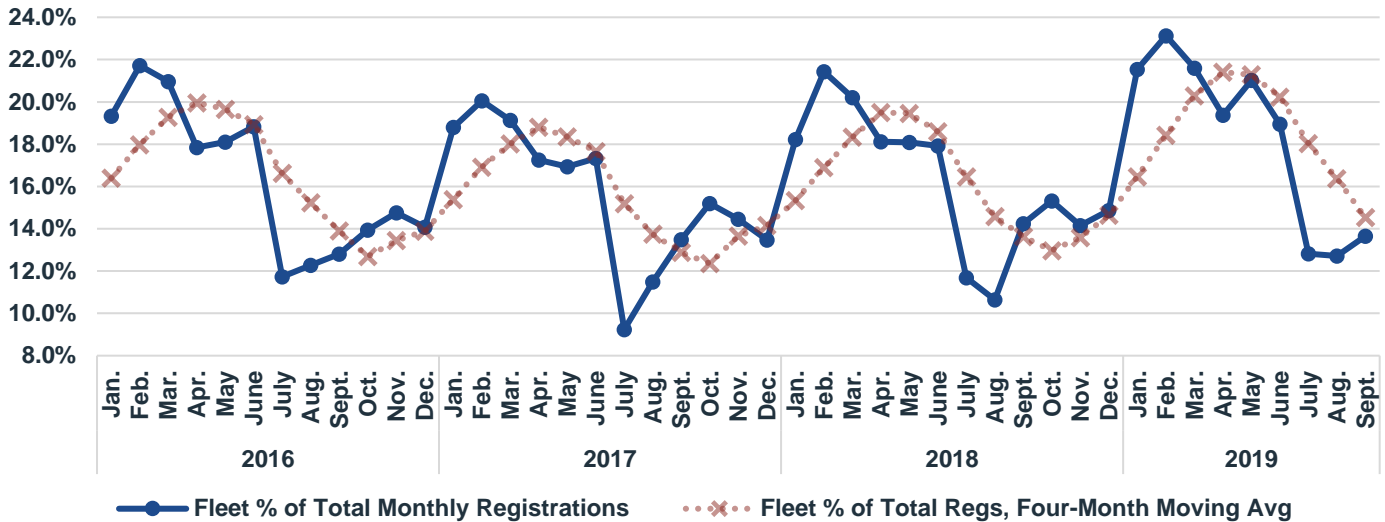
Source: WardsAuto InfoBank, Monthly U.S. LV Sales Report, monthly values subject to change



Fleet Registrations Report

Fleet sales are a substantial portion of new vehicle sales this year, accounting for **18.2%** of all new vehicle registrations. This is an increase from 2017 and 2018, where fleet registrations made up **15.9%** and **16.7%** of total Jan-Sept. registrations respectively.

Additionally, while the volume of total vehicle registrations is down compared to Jan-Sept. 2017 and 2018 (around **-1%** drop in volume both years) the total volume of 2019 fleet registrations **increased by 13% and 8%** respectively.

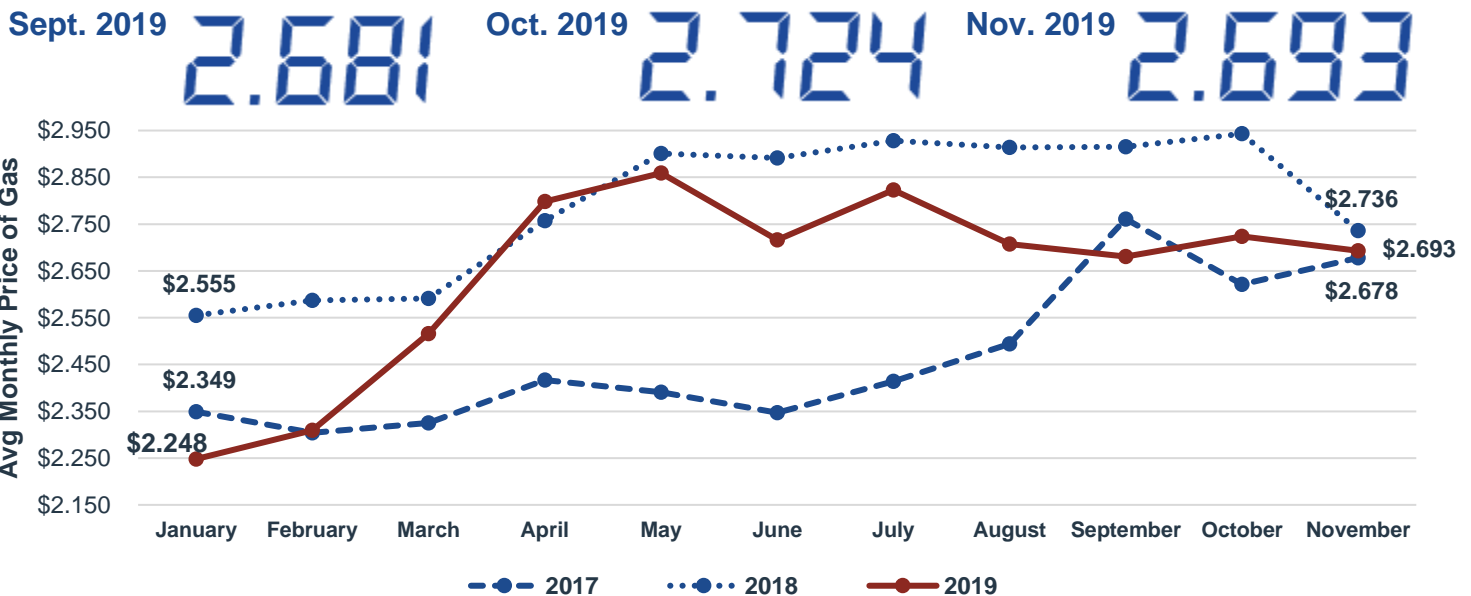


Source: IHS Markit Monthly U.S. New Vehicle Registration Data



National Average Gas Prices

November 2019 gas prices were **within 2%** of November 2017 and 2018 prices.

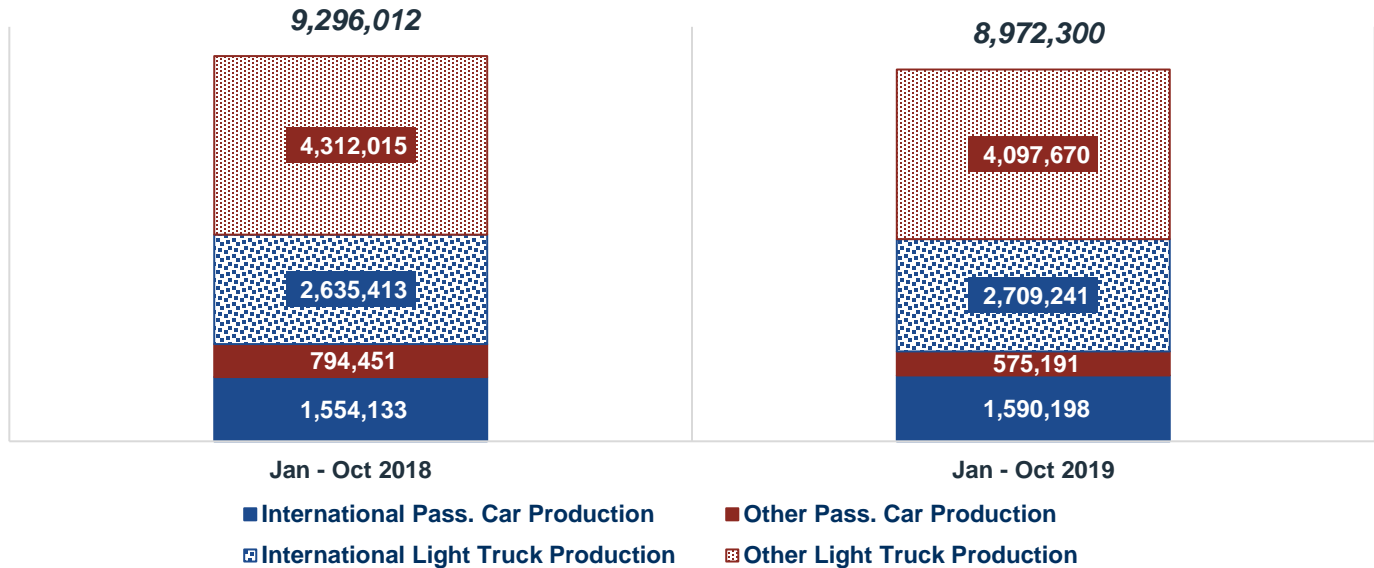


Source: U.S. Energy Information Administration



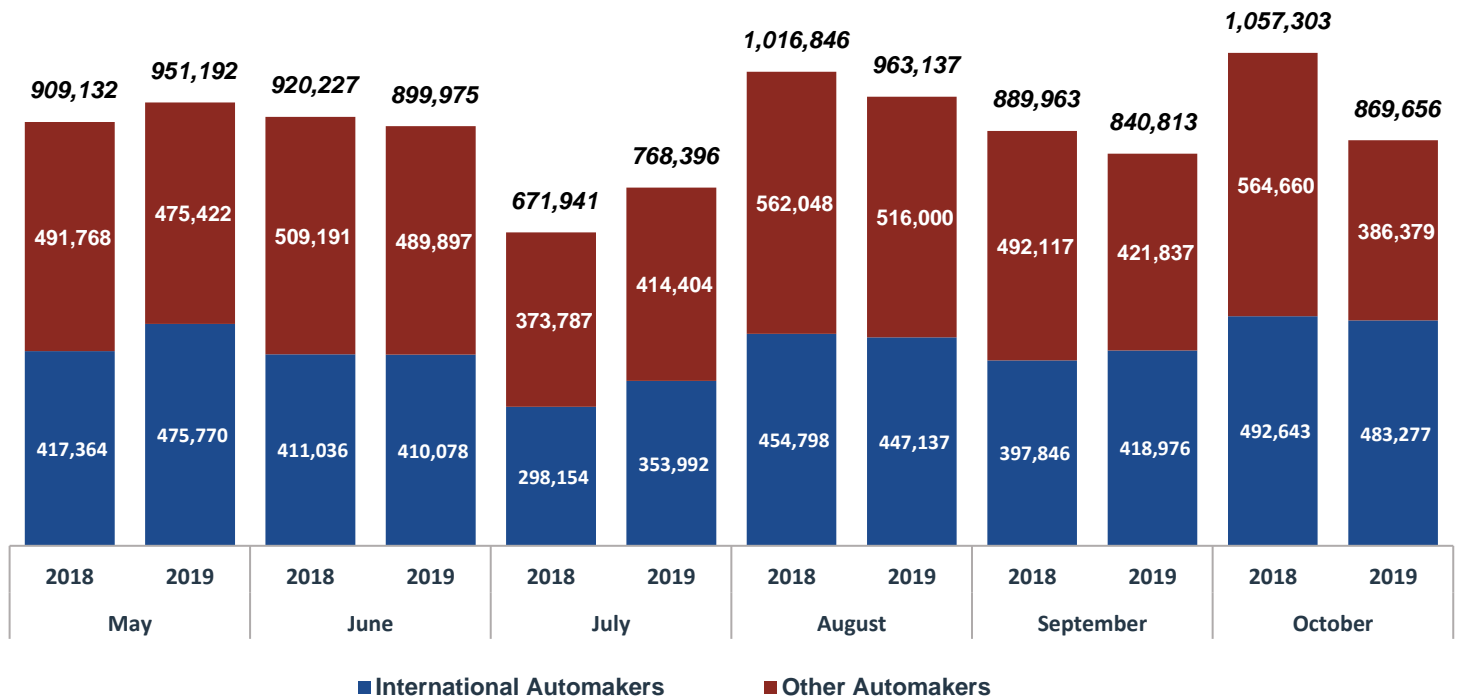
Light Vehicle Production Report

Total U.S. light vehicle production continued its downward trend in October 2019, **-323,700 units (-3.5%)** this year compared to year-to-date (YTD) 2018 levels. However, international automaker production **increased by 36,100 (+2.3%)** passenger cars and by **73,800 (+2.8%)** light trucks over YTD 2018 volumes. Other automakers have decreased production by **219,300 (-27.6%)** passenger cars and **214,300 (-5%)** light trucks from YTD 2018.



Source: WardsAuto InfoBank, Monthly NA Production Reports

U.S. new vehicle production **fell 187,600 units (-18%)** in October 2019 from October 2018. International automaker production **decreased 9,400 units (-1.9%)** while other automakers **decreased production by 178,300 (-31.6%)** in October 2019 from October 2018. Much of the production decrease by other automakers was caused by a prolonged autoworker strike in late-September to late-October.

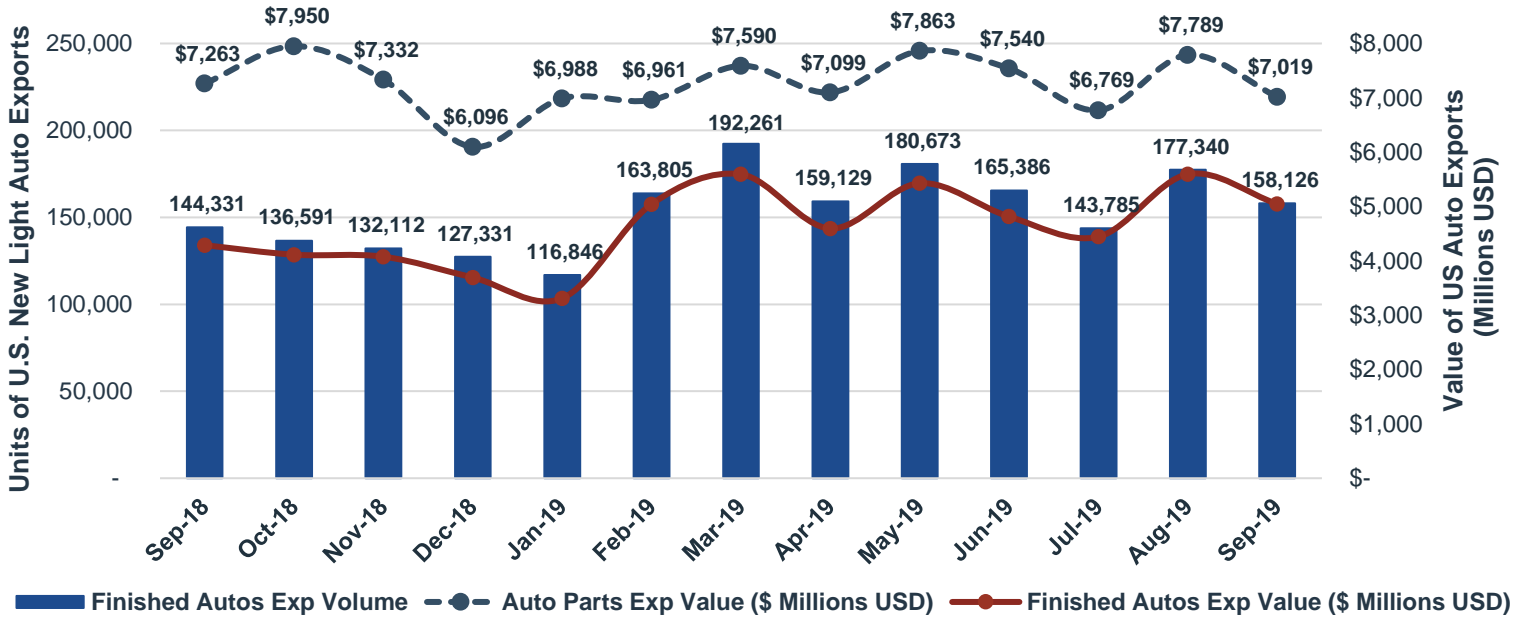


Source: WardsAuto InfoBank, Monthly NA Production Reports



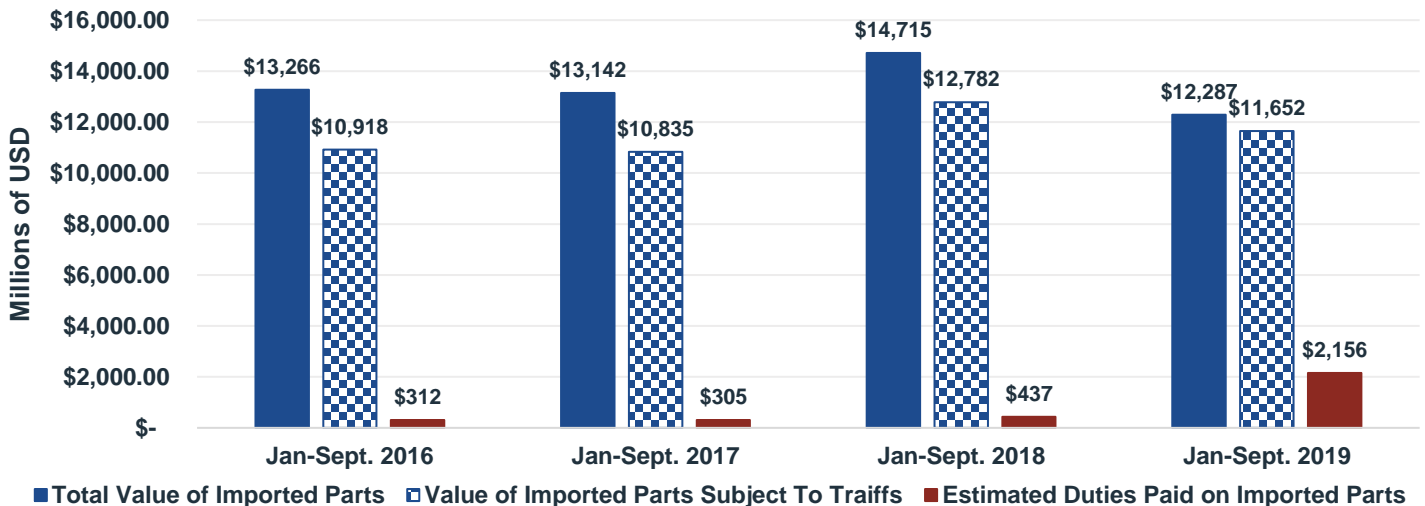
U.S. New Vehicles Trade Report

U.S. vehicle exports decreased in September from August by **19,200 units (-11%)**, greater than the average seasonal decrease of **-2%**. YTD 2019, U.S. new vehicle exports have increased YoY by **50,300 (+3.5%)**. This increase is primarily due to **increasing exports** to Europe and the absence of Chinese retaliatory tariffs levied on U.S.-made autos from July-December 2018.



Source: US Census Bureau, USA Online Trade Database. Light vehicle exports definition consistent with ITA definition. November Data Release for September 2019 Figures.

Since September 2018, tariffs have been placed on almost all ITA-defined auto parts imported into the U.S. from China. This has forced U.S. automakers, suppliers, repair shops, and other groups importing parts from China to pay **almost \$2 billion** in additional duties in Jan-Sept. 2019. Tariff costs could be a factor for the rise in vehicle maintenance and parts costs since August 2018. Vehicle maintenance and servicing costs are **up 4.5%**, and the cost of vehicle parts **increased 2.3%** while the U.S. average CPI only **increased 1.8%** from August 2018 to September 2019.¹



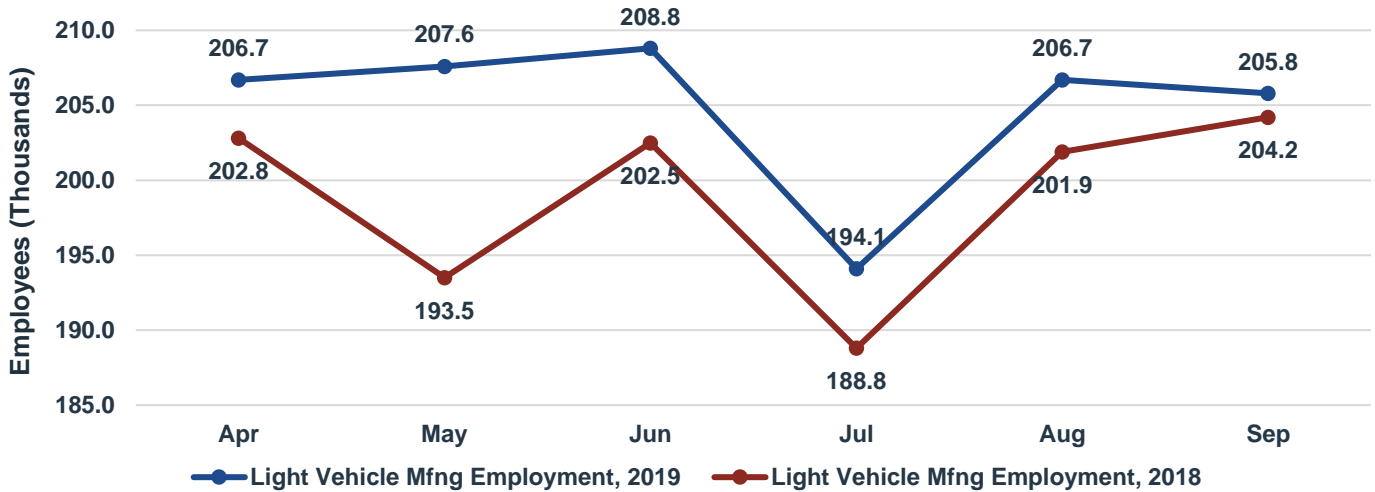
¹Bureau of Labor Statistics, Consumer Price Index Data

Source: US Census Bureau, USA Online Trade Database. Auto Parts definition consistent with ITA definition. Duties paid figures are estimated by U.S. Census Bureau



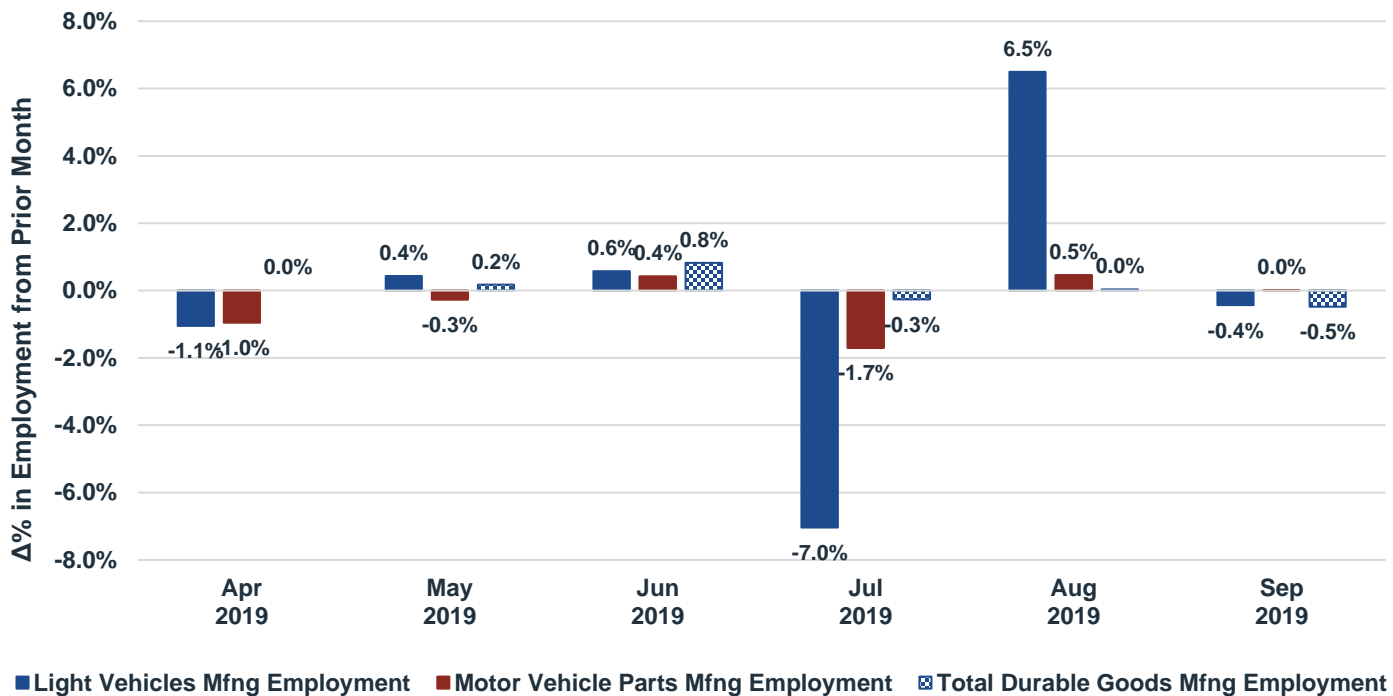
Employment Report

Employment in light vehicle production **decreased by ~1,000** from August to September 2019, outside of seasonal norms, likely due to an autoworker strike which began in September. Overall, light vehicle production employment is still above 2018 levels.



Source: Bureau of Labor Statistics, November Employment Data Release. NAICS Code 336110

Employment in several manufacturing sectors has fluctuated this year. Since January 2019, Durable Goods Manufacturing employment has grown **0.4%**, but is shrinking from high summer employment levels.



Source: Bureau of Labor Statistics, November Employment Data Release. NAICS Codes 31336110, 313363, 310000