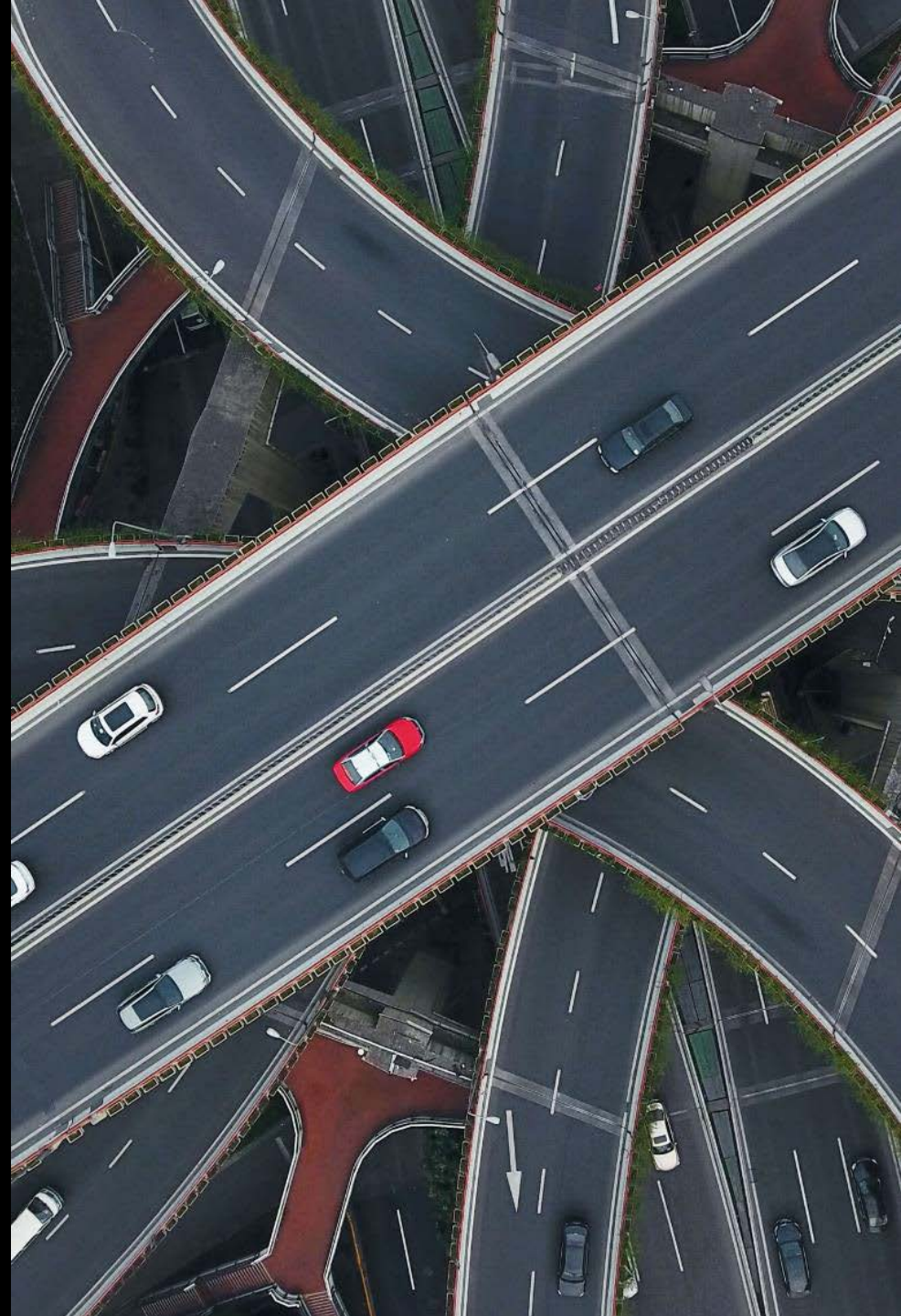
S&P Global
Mobility

Top 10 Industry Trends

With September 2023 New Vehicle Registration Data

Created by
S&P Global Mobility Consulting Services

November 28, 2023



Introduction

“Top 10” Industry Trends Report published by S&P Global Mobility Consulting Services

These trends are derived from S&P Global Mobility new and used vehicle registration data and the registration-data-derived loyalty data

The goal of the report is to highlight high-level trends in the US new and used vehicle industries

Inevitably there is some subjectivity involved in selecting the 10 trends from dozens of potential choices; we have focused on those results both derived from S&P Global Mobility registration data and having the greatest impact on manufacturers, brands, and suppliers

Executive Summary – September 2023 Data

1. New Vehicle Registrations Increase Year-over-Year for Seventh Consecutive Month
2. Electrification Share of Luxury Reaches Record 42.4%
3. Tesla Brand Loyalty Reaches September Record 71.4%
4. RTM Gasoline Households are Migrating to Hybrids at a Faster Rate than EVs
5. More Than Half of Retail EV Purchases in These Seven DMAs are *NOT* Teslas
6. With Limited Volume Growth of Non-Tesla Ongoing EVs, Inventories Grow
7. Disrupters Disrupt King of Disrupters
8. Internal Migration Patterns Undermine “Step Up” Theory
9. Interest in Pickups Continues to Decline
10. Midsize Vans Show Signs of Life

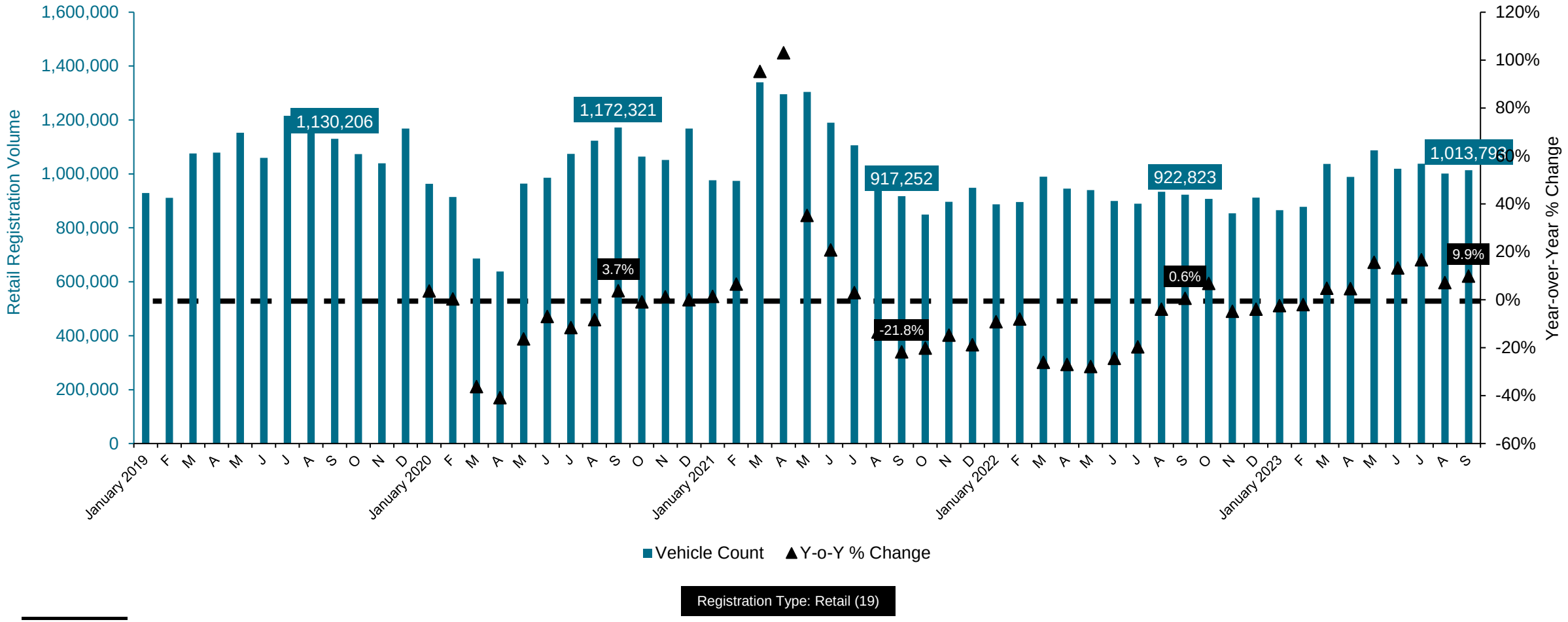
1

New Vehicle Registrations Increase Year-over-Year for Seventh Consecutive Month

- This follows seventeen (of nineteen) months with declines

U.S. New Vehicle Retail Registrations with Y-o-Y % change

September 2023 9.9% increase is highest September jump in four years.



Year-over-Year % Change in Retail New Registrations – Mainstream Brands

Chevrolet and Kia lead mainstream brands with fourteen consecutive months of new registration increases.

	January 2022	F	M	A	M	J	J	A	S	O	N	D	January 2023	F	M	A	M	J	J	A	S
BUICK (10)	-62.1%	-58.9%	-60.3%	-53.6%	-60.4%	-54.0%	-48.3%	-26.9%	-21.1%	-22.3%	-27.6%	18.0%	108.0%	99.1%	72.6%	32.7%	54.0%	30.0%	65.6%	39.0%	43.0%
CHEVROLET (14)	-33.8%	-25.7%	-35.6%	-34.0%	-27.9%	-16.6%	-13.8%	23.7%	54.6%	42.2%	20.9%	27.4%	23.7%	8.9%	13.4%	7.9%	19.9%	16.1%	19.0%	6.3%	4.6%
CHRYSLER (4)	-16.6%	-50.8%	-64.8%	-51.9%	-11.6%	26.9%	-5.2%	-10.7%	28.5%	-8.9%	-38.4%	-19.0%	-35.1%	2.1%	48.7%	13.0%	-2.8%	20.6%	67.1%	42.9%	26.3%
DODGE (0)	-23.0%	-37.6%	-52.2%	-47.7%	-40.9%	-49.7%	-27.6%	22.6%	5.9%	-3.8%	-27.2%	-29.6%	-31.4%	-14.1%	1.3%	2.3%	17.0%	22.6%	-9.7%	-25.8%	-25.2%
FIAT (0)	-61.9%	-49.0%	-64.2%	-78.3%	-73.9%	-75.2%	-76.5%	-70.8%	-68.1%	-42.6%	-67.2%	-25.6%	-63.4%	-76.0%	-50.0%	-48.6%	-53.8%	-39.7%	2.6%	-31.4%	-23.7%
FORD (1)	5.3%	-13.3%	-36.1%	-24.1%	-6.4%	2.6%	34.2%	22.7%	-17.3%	-19.3%	-31.2%	-18.2%	-9.9%	2.2%	3.8%	-7.4%	2.1%	5.8%	3.5%	-3.9%	10.8%
GMC (6)	-12.3%	-5.3%	-19.2%	-22.2%	-18.6%	-21.5%	-21.8%	10.5%	39.5%	37.5%	24.6%	11.2%	5.7%	-7.0%	-2.8%	4.0%	3.4%	3.0%	15.6%	11.1%	11.5%
HONDA (7)	-20.1%	-22.7%	-28.6%	-42.5%	-55.1%	-55.3%	-48.1%	-38.2%	-22.3%	-18.0%	-9.0%	-12.1%	8.8%	-2.1%	8.1%	26.5%	51.9%	55.1%	54.9%	54.6%	41.3%
HYUNDAI (0)	9.7%	21.9%	-16.0%	-22.7%	-22.7%	-17.5%	-7.0%	15.9%	12.0%	9.2%	10.1%	13.7%	2.8%	-4.6%	10.6%	6.5%	2.8%	-5.6%	5.4%	-16.3%	-7.5%
JEEP (0)	9.3%	5.6%	-22.8%	-20.9%	-20.6%	-9.3%	-18.1%	-13.5%	-17.5%	-14.4%	-29.7%	-35.4%	-38.7%	-34.5%	-20.0%	-19.7%	-14.3%	-20.9%	-11.7%	-11.1%	-10.5%
KIA (14)	-8.1%	5.9%	-8.9%	-13.8%	-21.7%	-11.2%	-12.3%	17.1%	8.8%	14.2%	15.1%	16.1%	24.0%	18.8%	19.2%	12.0%	17.9%	2.5%	14.9%	5.1%	8.2%
MAZDA (5)	9.3%	38.7%	11.9%	-0.9%	-51.3%	-56.8%	-34.7%	-12.0%	-11.9%	24.7%	8.9%	22.5%	6.1%	-15.6%	-10.4%	-1.0%	79.9%	86.8%	38.1%	11.7%	8.9%
MINI (1)	20.2%	31.5%	-14.0%	-46.8%	-53.2%	-31.1%	-4.1%	15.0%	76.0%	81.6%	27.8%	-4.7%	-9.2%	-1.3%	32.8%	46.4%	71.6%	21.1%	15.9%	-17.9%	29.7%
MITSUBISHI (4)	57.2%	87.4%	29.7%	21.1%	-1.4%	-29.4%	-34.1%	-12.4%	-16.6%	4.4%	-13.4%	-9.3%	-7.3%	-18.4%	-23.0%	-19.2%	-1.3%	11.0%	35.3%	12.2%	3.4%
NISSAN (5)	-6.8%	-8.5%	-22.5%	-18.3%	-48.7%	-45.3%	-42.7%	-34.3%	-13.9%	-4.0%	-10.6%	-23.8%	-9.8%	-5.0%	-1.6%	-5.2%	32.1%	41.3%	35.4%	33.1%	22.8%
RAM (0)	-15.1%	-16.8%	-41.1%	-38.6%	-43.9%	-37.0%	-22.9%	-21.1%	-26.0%	-33.6%	-48.7%	-48.3%	-38.5%	-36.7%	-22.8%	-14.7%	-0.2%	-16.2%	-16.5%	-21.1%	-17.2%
SUBARU (7)	2.4%	-2.3%	-37.2%	-31.7%	-22.3%	-13.6%	-18.8%	-7.0%	-1.4%	28.4%	36.7%	0.7%	-5.0%	-1.3%	18.9%	5.1%	20.4%	17.5%	28.1%	5.3%	8.5%
TOYOTA (4)	-10.4%	-9.6%	-26.7%	-29.6%	-18.3%	-22.8%	-24.7%	-12.9%	7.8%	31.2%	0.4%	2.9%	-15.7%	-11.0%	-10.2%	-7.3%	-2.2%	7.8%	11.0%	2.8%	4.5%
VOLKSWAGEN (2)	1.7%	-4.5%	-33.0%	-34.1%	-35.7%	-30.3%	-11.8%	6.7%	4.0%	-16.9%	-26.3%	-26.0%	-14.1%	-8.1%	4.6%	-2.8%	-3.2%	-1.5%	-14.1%	0.4%	9.4%

Registration Type: Retail (19)
Numbers in parentheses next to brand names are number of consecutive months (through September 2023) with year-over-year increases

S&P Global Mobility

Year-over-Year % Change in Retail New Registrations – Luxury Brands

Tesla leads luxury brands with monthly increases in every month displayed (21).

	January 2022	F	M	A	M	J	J	A	S	O	N	D	January 2023	F	M	A	M	J	J	A	S
ACURA (6)	-29.5%	-20.9%	-25.3%	-32.9%	-64.1%	-57.5%	-59.1%	-49.8%	-24.9%	-9.1%	-22.2%	-11.8%	44.5%	4.4%	-0.9%	15.4%	112.3%	82.5%	94.1%	60.7%	51.3%
ALFA ROMEO (0)	-29.4%	-32.5%	-39.5%	-29.3%	-39.5%	-46.0%	-44.8%	-15.0%	-30.4%	-33.8%	-30.8%	-30.5%	-37.3%	-31.4%	-24.6%	-30.6%	-33.9%	-25.3%	-10.5%	-27.9%	-14.7%
AUDI (13)	-22.7%	-21.8%	-48.7%	-39.8%	-33.7%	-29.2%	-13.0%	-2.4%	26.1%	30.2%	33.2%	27.3%	15.6%	13.4%	45.5%	23.2%	14.5%	5.4%	17.2%	37.3%	18.4%
BMW (2)	11.2%	12.6%	-7.9%	-12.7%	-26.3%	-28.4%	-11.1%	1.2%	-10.8%	4.5%	-4.0%	-5.4%	-1.3%	-8.7%	8.6%	-4.9%	14.2%	11.7%	-2.7%	4.3%	4.0%
CADILLAC (0)	-33.5%	-28.8%	-28.6%	-17.0%	-23.8%	-15.2%	-4.4%	50.1%	45.1%	67.1%	73.0%	28.2%	28.7%	14.1%	12.8%	-0.3%	26.5%	5.3%	9.1%	-0.6%	-2.9%
GENESIS (10)	41.6%	66.0%	45.5%	49.3%	19.2%	-7.9%	-7.0%	-2.3%	-12.3%	-16.5%	-16.3%	12.3%	12.4%	11.0%	9.4%	11.3%	16.9%	15.6%	16.3%	6.4%	7.1%
INFINITI (12)	-3.6%	-26.5%	-29.8%	-23.9%	-43.8%	-47.5%	-28.5%	20.4%	-0.3%	20.4%	7.5%	8.0%	1.3%	43.2%	22.3%	23.1%	45.1%	71.9%	49.4%	20.0%	28.7%
JAGUAR (0)	-19.6%	-41.5%	-44.7%	-63.5%	-70.0%	-61.6%	-42.9%	-13.0%	-1.3%	47.9%	46.2%	5.3%	2.0%	-13.2%	-37.1%	-24.7%	-19.4%	-11.6%	-15.5%	-28.0%	-32.0%
LAND ROVER (7)	-36.1%	-32.9%	-39.6%	-51.6%	-56.8%	-56.6%	-47.5%	-32.4%	-15.6%	8.5%	1.1%	26.0%	35.1%	-7.9%	10.3%	17.3%	40.2%	65.0%	67.1%	48.3%	15.9%
LEXUS (8)	-4.5%	-2.5%	-30.5%	-20.7%	-16.7%	-23.4%	-24.4%	-22.3%	-11.0%	-3.8%	-15.1%	-21.8%	-0.2%	1.8%	10.4%	15.6%	17.5%	15.6%	4.3%	0.9%	9.0%
LINCOLN (0)	-25.5%	-16.5%	-36.8%	-19.3%	-8.1%	4.7%	31.0%	25.6%	-17.0%	-18.8%	-20.6%	-1.9%	0.0%	-7.4%	-2.6%	-31.7%	-21.4%	-6.7%	2.1%	-4.2%	-7.1%
MASERATI(6)	44.2%	54.8%	7.2%	-12.8%	-9.9%	-14.5%	-27.1%	-15.5%	-32.2%	-26.7%	-55.5%	-44.4%	-8.4%	-21.0%	-11.0%	10.5%	2.7%	5.3%	10.6%	11.6%	32.1%
MERCEDES-BENZ (1)	-26.5%	-11.6%	-22.4%	-15.4%	-10.9%	-7.7%	8.3%	16.1%	26.6%	33.0%	-3.8%	-3.7%	14.1%	-0.4%	7.3%	-6.4%	-0.8%	-1.9%	-6.7%	-2.4%	5.5%
PORSCHE (3)	-6.1%	-26.6%	-27.2%	-3.1%	-8.1%	3.3%	-23.2%	3.7%	35.0%	52.3%	-13.6%	4.9%	7.4%	42.2%	78.8%	-13.2%	10.7%	-16.4%	11.5%	8.1%	8.1%
TESLA (21)	23.5%	90.2%	58.1%	6.1%	113.5%	47.2%	8.5%	39.0%	25.9%	32.8%	8.8%	15.4%	15.9%	52.4%	29.3%	138.2%	95.7%	33.5%	80.0%	38.3%	33.4%
VOLVO (5)	-12.3%	-14.7%	-30.2%	-11.8%	-31.4%	-43.1%	-47.8%	-28.1%	-32.1%	-4.8%	0.6%	-11.4%	-4.9%	19.0%	13.9%	-15.4%	30.2%	25.2%	65.2%	26.6%	24.9%

Registration Type: Retail (19)
Numbers in parentheses next to brand names are number of consecutive months (through September 2023) with year-over-year increases

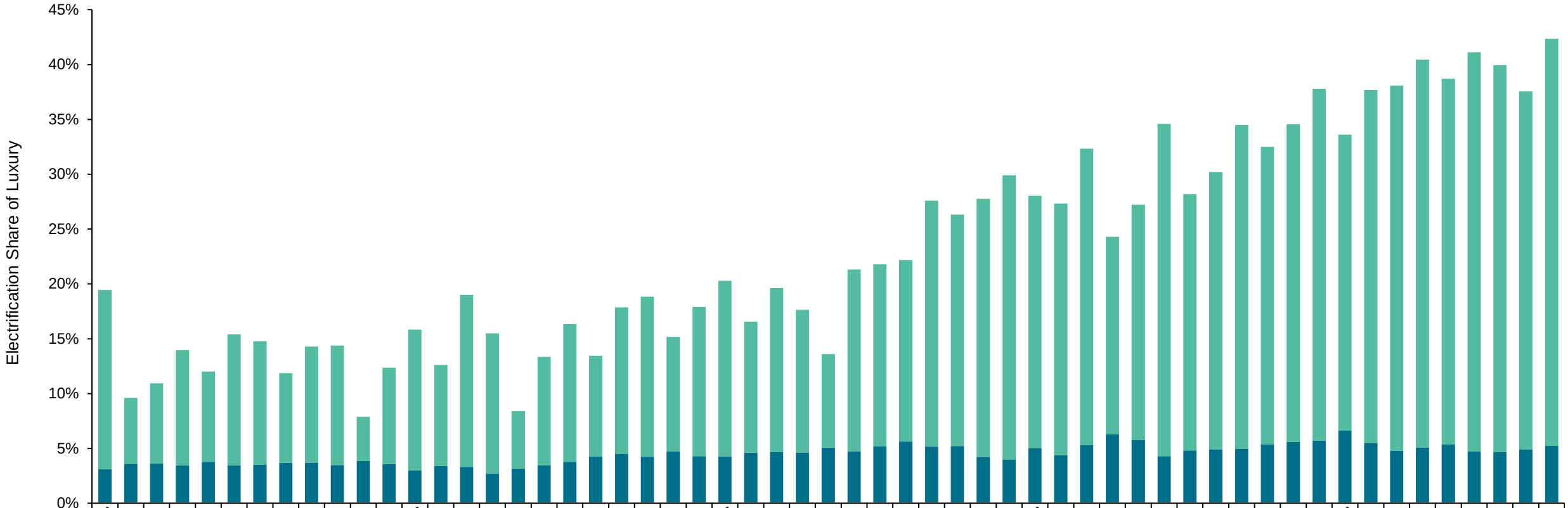
2

Electrification Share of Luxury Reaches Record 42.4%

- All growth is from EVs, as hybrid share is steady

Electrification (EV and Hybrid) Share of Luxury

EV share by itself reaches record as well.



	J 19	F	M	A	M	J	J	A	S	O	N	D	J 20	F	M	A	M	J	J	A	S	O	N	D	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N	D	J 23	F	M	A	M	J	J	A	S
EV Share	16%	6%	7%	10%	8%	12%	11%	8%	11%	11%	4%	9%	13%	9%	16%	13%	5%	10%	13%	9%	13%	15%	10%	14%	16%	12%	15%	13%	9%	17%	17%	17%	22%	21%	24%	26%	23%	23%	27%	18%	21%	30%	23%	25%	30%	27%	29%	32%	27%	32%	33%	35%	33%	36%	35%	33%	37%
Hybrid share	3%	4%	4%	3%	4%	3%	3%	4%	4%	3%	4%	4%	3%	3%	3%	3%	3%	3%	4%	4%	5%	4%	5%	4%	4%	5%	5%	5%	5%	5%	5%	6%	5%	5%	4%	4%	5%	4%	5%	6%	6%	4%	5%	5%	5%	5%	6%	6%	7%	5%	5%	5%	5%	5%	5%	5%	5%

Registration Type: Retail (19)

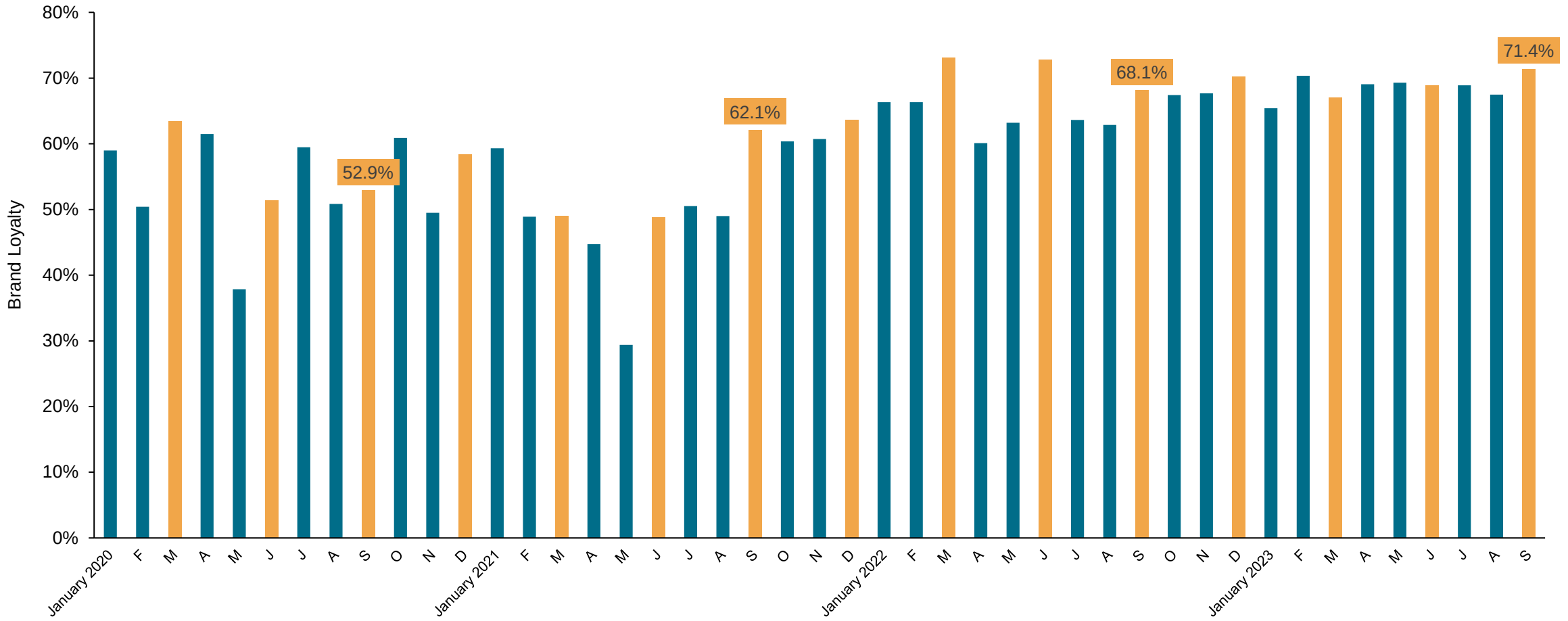
3

Tesla Brand Loyalty Reaches September Record 71.4%

- Over three PP above previous record September of 68.1% a year ago.

Tesla Brand Loyalty by Quarter

Note recent quarterly jumps in Tesla brand loyalty, influencing luxury results.



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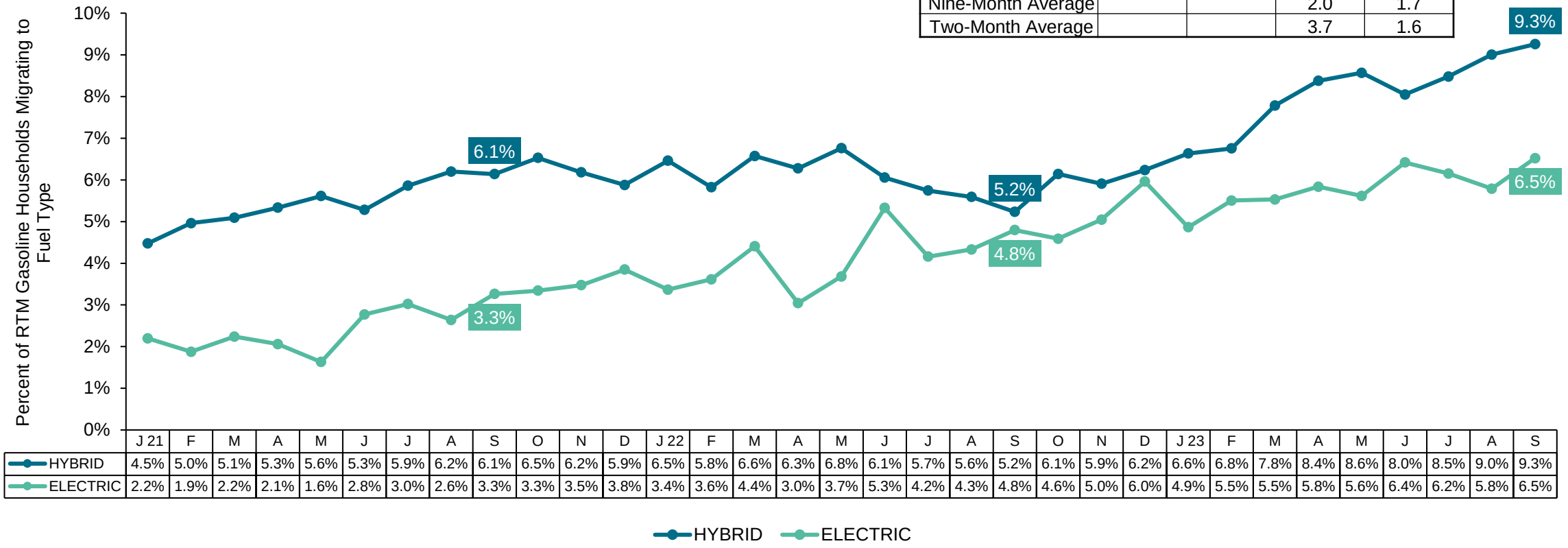
4

RTM Gasoline Households are Migrating to Hybrids at a Faster Rate than EVs

- Percent of RTM gasoline households migrating to hybrids has jumped more than four percentage points in one year.

Percent of RTM Gasoline Households Migrating to EV and Hybrid

Y-o-Y PP Change, 2023 vs. 2022				
	Hybrid	Electric	Hybrid YOY PP Change	Electric YOY PP Change
J	6.6%	4.9%	0.2	1.5
F	6.8%	5.5%	0.9	1.9
M	7.8%	5.5%	1.2	1.1
A	8.4%	5.8%	2.1	2.8
M	8.6%	5.6%	1.8	1.9
J	8.0%	6.4%	2.0	1.1
J	8.5%	6.2%	2.7	2.0
A	9.0%	5.8%	3.4	1.5
S	9.3%	6.5%	4.0	1.7
Nine-Month Average			2.0	1.7
Two-Month Average			3.7	1.6



	J 21	F	M	A	M	J	J	A	S	O	N	D	J 22	F	M	A	M	J	J	A	S	O	N	D	J 23	F	M	A	M	J	J	A	S
HYBRID	4.5%	5.0%	5.1%	5.3%	5.6%	5.3%	5.9%	6.2%	6.1%	6.5%	6.2%	5.9%	6.5%	5.8%	6.6%	6.3%	6.8%	6.1%	5.7%	5.6%	5.2%	6.1%	5.9%	6.2%	6.6%	6.8%	7.8%	8.4%	8.6%	8.0%	8.5%	9.0%	9.3%
ELECTRIC	2.2%	1.9%	2.2%	2.1%	1.6%	2.8%	3.0%	2.6%	3.3%	3.3%	3.5%	3.8%	3.4%	3.6%	4.4%	3.0%	3.7%	5.3%	4.2%	4.3%	4.8%	4.6%	5.0%	6.0%	4.9%	5.5%	5.5%	5.8%	5.6%	6.4%	6.2%	5.8%	6.5%

5

More Than Half of Retail EV Purchases in These Seven DMAs are *NOT* Teslas

- No representation on east or west coasts.

DMAs with Retail Tesla Share of EV Below 50%, September 2023 R12

In Buffalo, a little more than a third of EV purchases are Teslas, lowest Tesla share of EV among 50 largest DMAs.



Tesla Share of EV – Sep 2023 R12	
DENVER	49.1%
BIRMINGHAM	47.8%
ALBUQUERQUE	46.4%
GREENVILLE	45.7%
ALBANY	44.3%
DETROIT	42.9%
BUFFALO	36.9%

Source: S&P Global Mobility

Time Period: September 2023 R12
Registration Type: Retail
*Based on Top 50 DMAs (which account for 72% of total national retail registrations)

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Retail EV Registrations in Buffalo DMA, September 2023 R12

Chevrolet and Ford rank #2 and #3 in retail EV share (a GM plant is located in the Buffalo DMA)



	TESLA	CHEVROLET	FORD	HYUNDAI	VOLKSWAGEN	TOYOTA	RIVIAN	NISSAN	BMW	KIA	VOLVO	MERCEDES-BENZ	CADILLAC	SUBARU	AUDI	GENESIS	MINI	GMC	LUCID	POLESTAR	PORSCHE	LEXUS	GEM	JAGUAR
■EV Volume	554	197	143	133	69	55	47	46	43	42	28	27	25	25	22	12	9	6	6	5	4	3	1	1
▲% of Total	36.9%	13.1%	9.5%	8.8%	4.6%	3.7%	3.1%	3.1%	2.9%	2.8%	1.9%	1.8%	1.7%	1.7%	1.5%	0.8%	0.6%	0.4%	0.4%	0.3%	0.3%	0.2%	0.1%	0.1%

Registration Type: Retail (19)

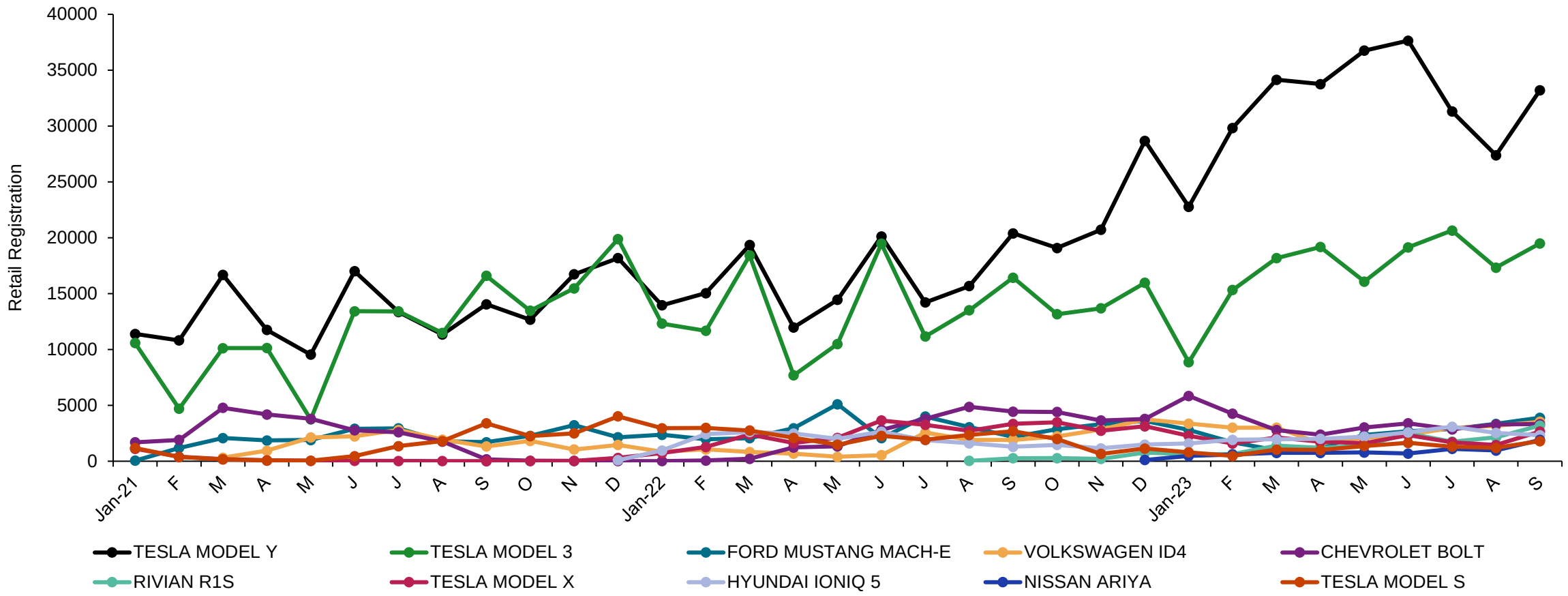
6

With Limited Volume Growth of Non-Tesla Ongoing EVs, Retail Inventories Grow

- Bolt is exception, as its retail advertised inventory relative to retail registrations has held relatively steady.

Monthly Retail Registration Volumes for Ten Leading EVs

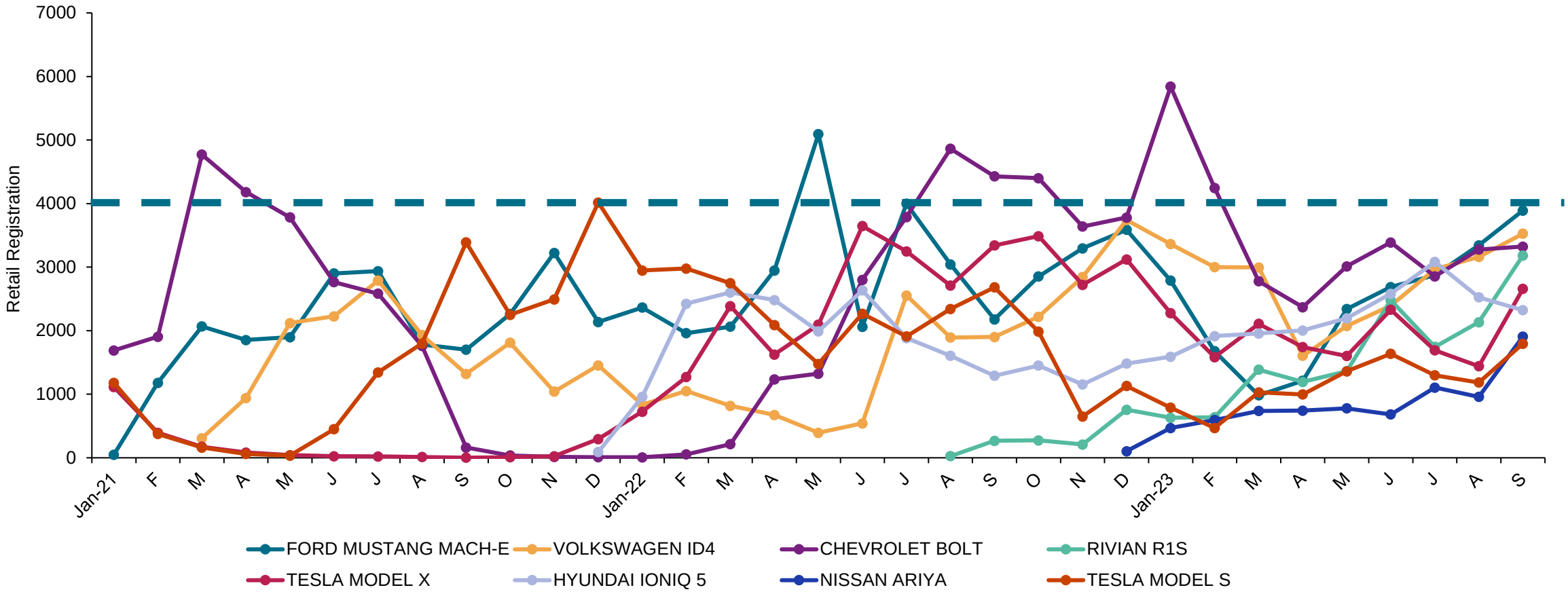
Model Y volume continues to grow while Models 3, S and X and non-Teslas are steady.



Registration Type: Retail (19)

Monthly Retail Registration Volumes for Eight Leading Non-Model Y/Model 3 EVs

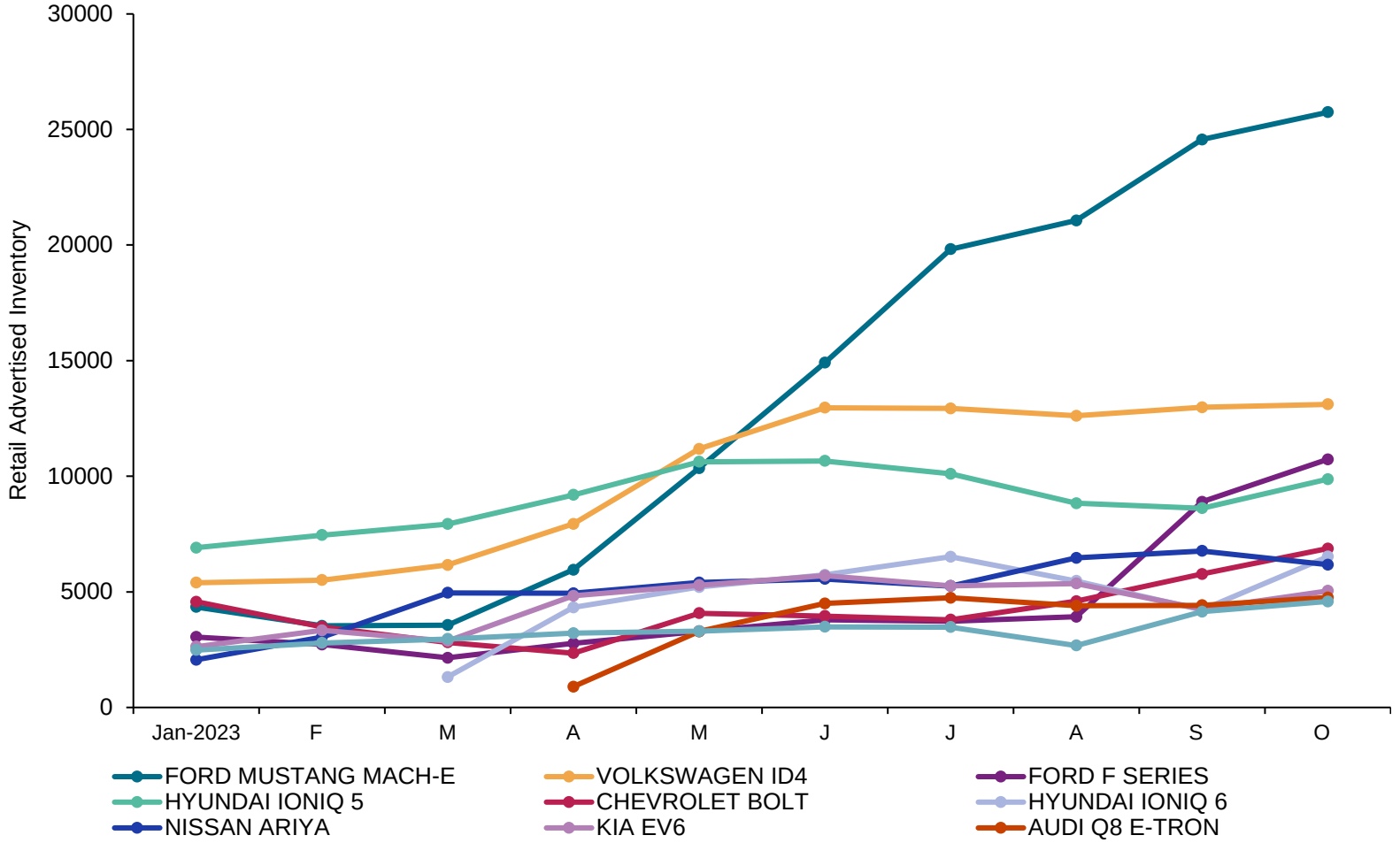
Bolt and Mach-E are only non-Model Y/Model 3 EVs to surpass 4,000 monthly volume in last 33 months.



Registration Type: Retail (19)

Retail Advertised Inventories for Leading EVs

Mach-E retail advertised inventory this past October was more than ten times its inventory a year ago.

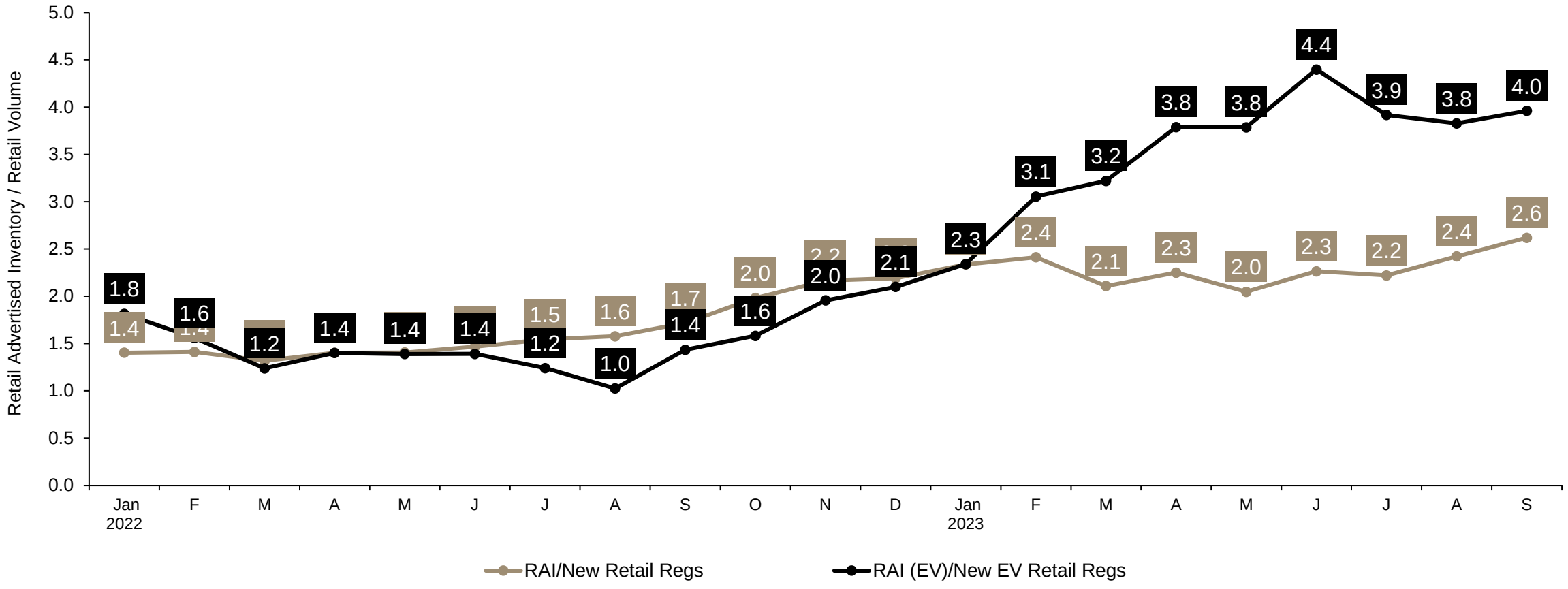


Ten EVs with Highest RAI in October 2023			
	Oct-22	Oct-23	% Change
FORD MUSTANG MACH-E	2,332	25,741	1004%
VOLKSWAGEN ID4	3,889	13,110	237%
FORD F SERIES	2,605	10,728	312%
HYUNDAI IONIQ 5	2,076	9,870	375%
CHEVROLET BOLT	5,560	6,870	24%
HYUNDAI IONIQ 6		6,524	
NISSAN ARIYA		6,173	
KIA EV6	909	5,041	455%
AUDI Q8 E-TRON		4,757	
AUDI Q4 E-TRON	880	4,582	421%
TEN MODEL TOTAL	18,251	93,396	412%
ALL EVS ON MARKET BOTH MONTHS	31,615	111,456	253%

Brands without retail franchise network (Tesla, Rivian and Polestar) are not included in calculations.

Retail Advertised Inventory/New Retail Registrations by Month

Since early 2023, EV retail advertised inventory (relative to new retail registrations) has been greater than overall industry inventory.



Source: S&P Global Mobility

Brands without retail franchise network (Tesla, Rivian and Polestar) are not included in calculations.
Registration Type: Retail (19)

S&P Global Mobility

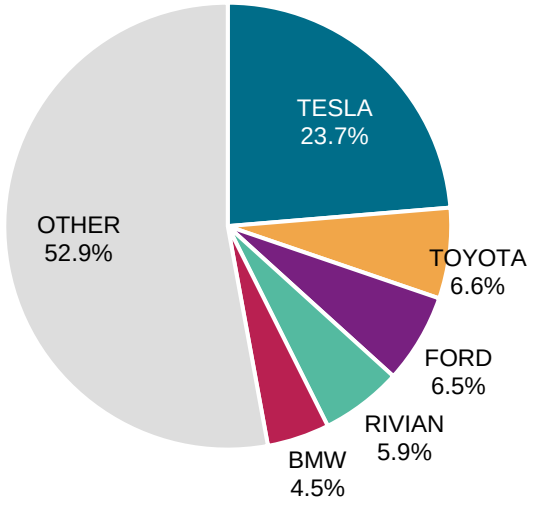
7

Disrupters Disrupt King of Disrupters

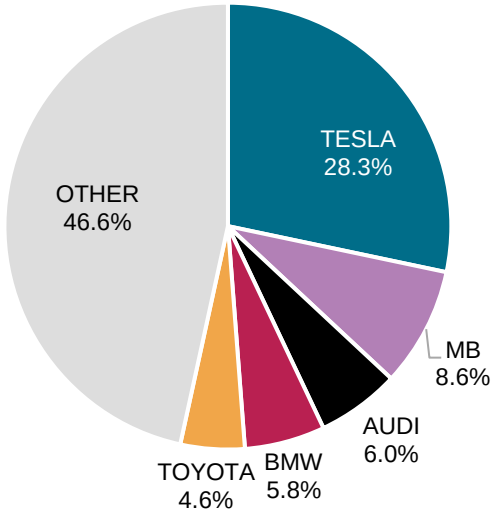
- Tesla is #1 brand conquested by all four recently-introduced EV luxury brands

Four Disrupters' Conquests by Brand – Household Methodology, Sept 2023 R12

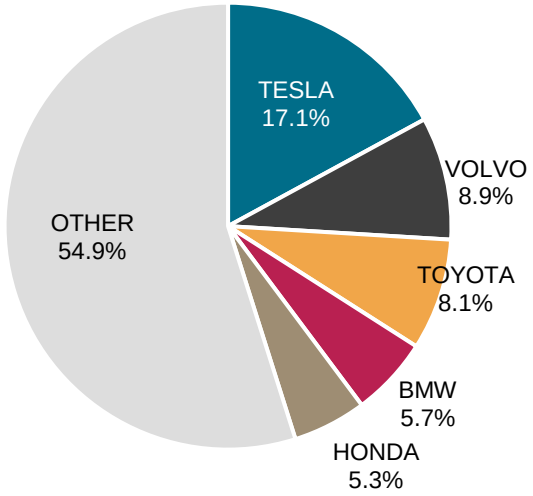
Conquests from Tesla are more than double conquests from any other brand, for three of four disrupters, with Polestar almost double.



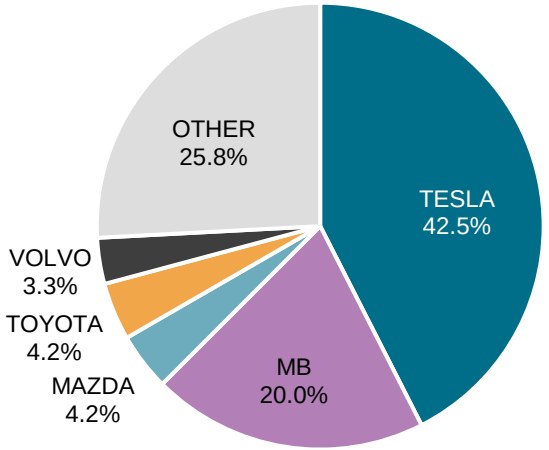
Rivian
(Tot Conquests: 19,153)



Lucid
(Tot Conquests: 3,575)



Polestar
(Tot Conquests: 1,968)

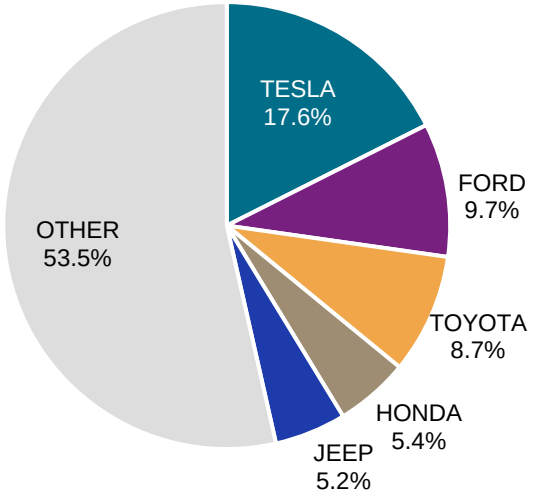


Fisker
(Tot Conquests: 120)

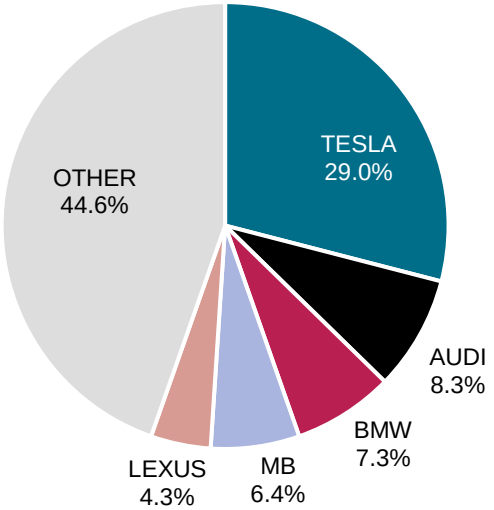
Source: S&P Global Mobility

Four Disrupters' Conquests by Brand – Disposal Methodology, June 2023 R12

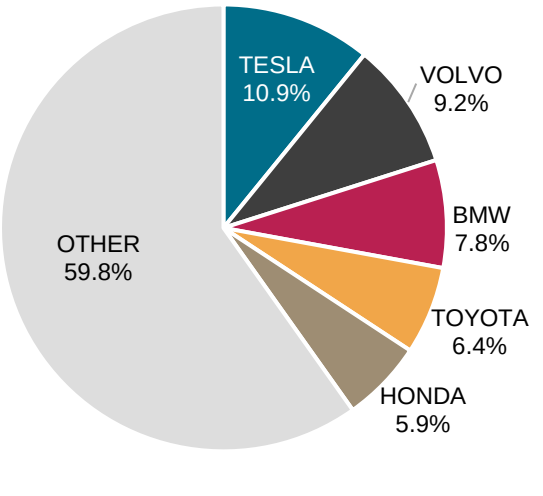
Conquests from Tesla are less dominant when using Disposal Methodology.



Rivian
(Tot Conquests: 5,230)



Lucid
(Tot Conquests: 1,013)



Polestar
(Tot Conquests: 911)

Source: S&P Global Mobility

No Fisker conquests in the time period

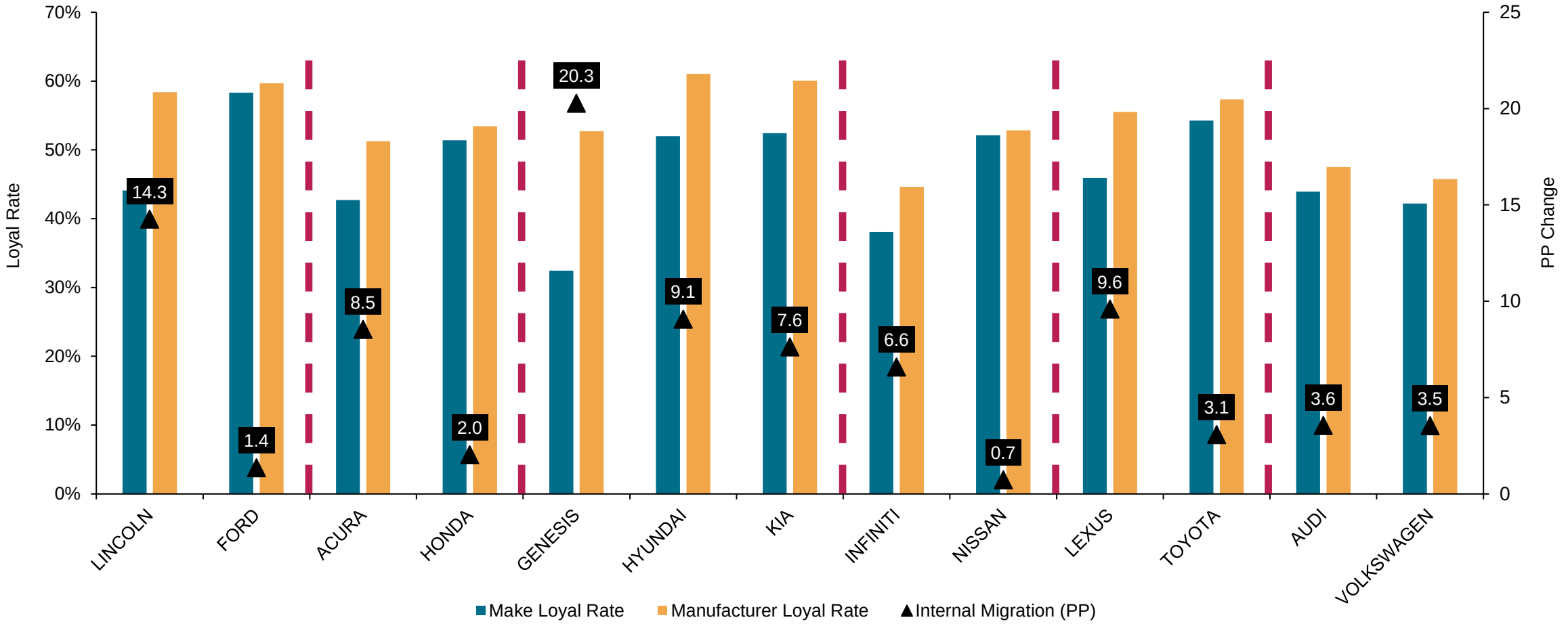
8

Internal Migration Patterns Undermine “Step Up” Theory

- RTM Genesis households “move down” more than twice as often (at least) as either Kia or Hyundai households “step up”

Internal Migration for Select Brands, September 2023 R12

For six OEMs with two or three brands, migration down consistently is higher than the reverse.



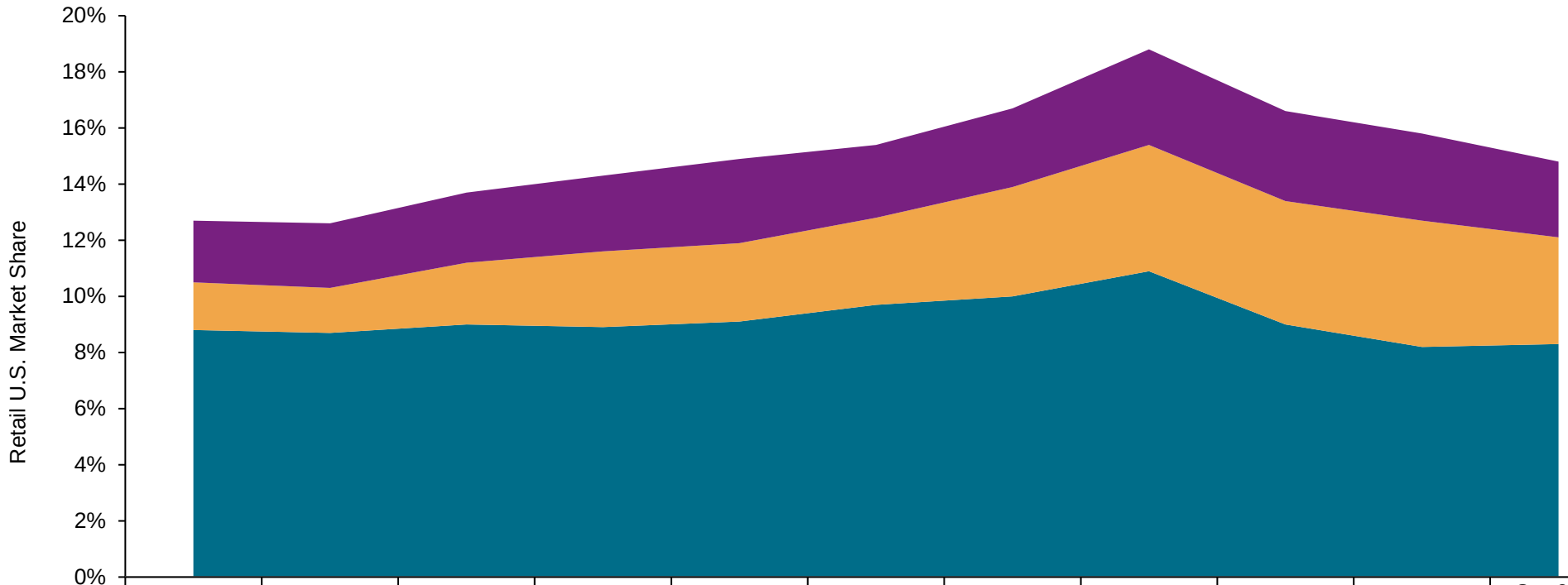
9

Interest in Pickups Continues to Decline

- Midsize and 3/4/1 ton segments trend down, while half ton holds its own versus last year but trends down long term

Trended Retail Shares for Three Mainstream Pickup Shares

Half ton full size pickup share on track to decline to lowest level in ten years except last year.

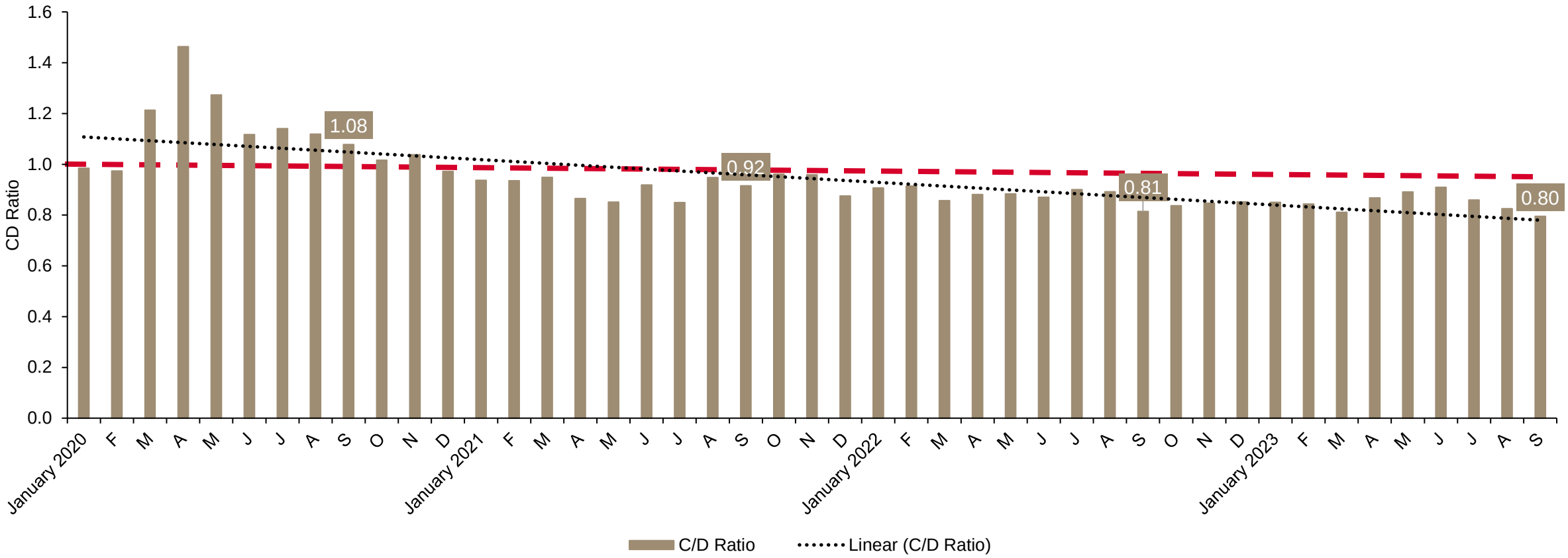


	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Sep 2023 CYTD
FULL SIZE 3QTR TO 1 TON PICKUP	2.2%	2.3%	2.5%	2.7%	3.0%	2.6%	2.8%	3.4%	3.2%	3.1%	2.7%
MID SIZE PICKUP	1.7%	1.6%	2.2%	2.7%	2.8%	3.1%	3.9%	4.5%	4.4%	4.5%	3.8%
FULL SIZE HALF TON PICKUP	8.8%	8.7%	9.0%	8.9%	9.1%	9.7%	10.0%	10.9%	9.0%	8.2%	8.3%

Registration Type: Retail (19)

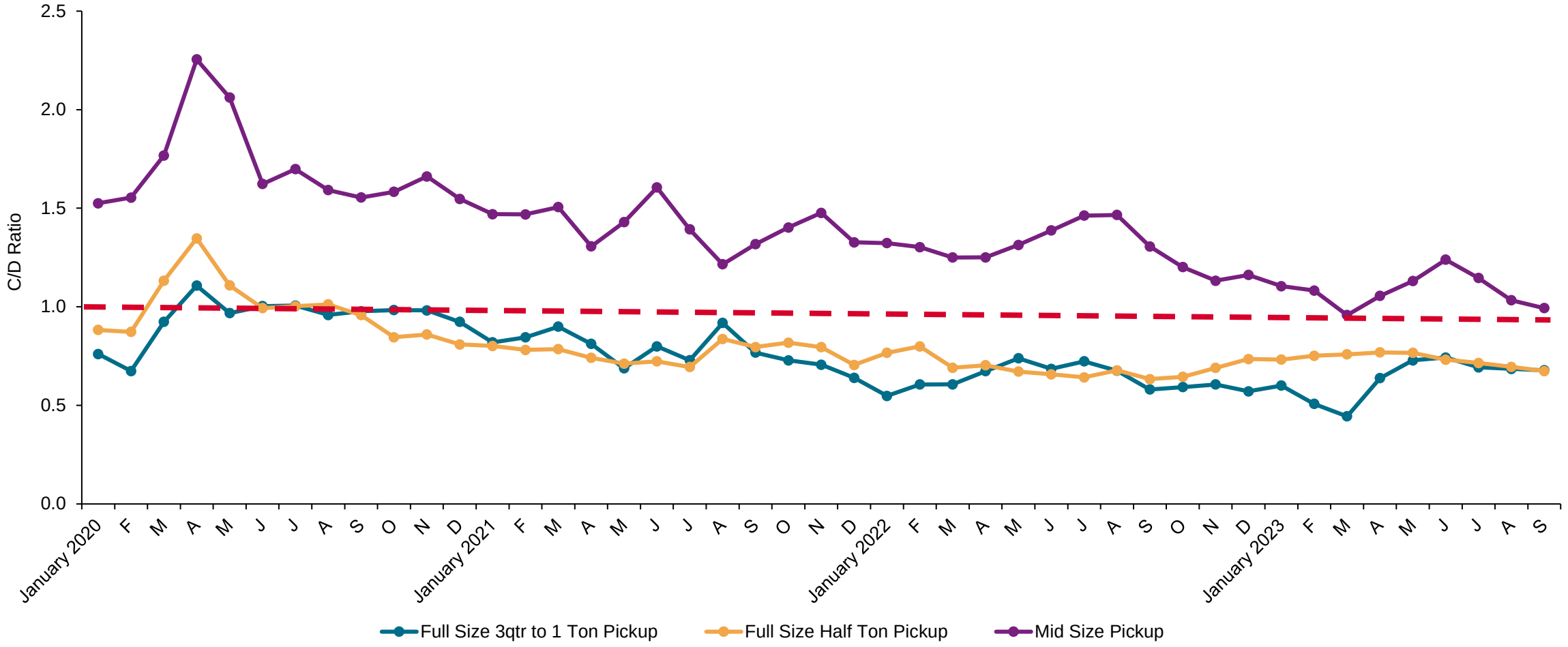
Pickup C/D Ratio with Utility Body Style

In September five RTM pickup households defected to utilities for every four that migrated in the opposite direction.



PU Segment C/D Ratios with Utility Body Style

Recently two full size pickup segments' ratios with utilities have dropped below 0.7.



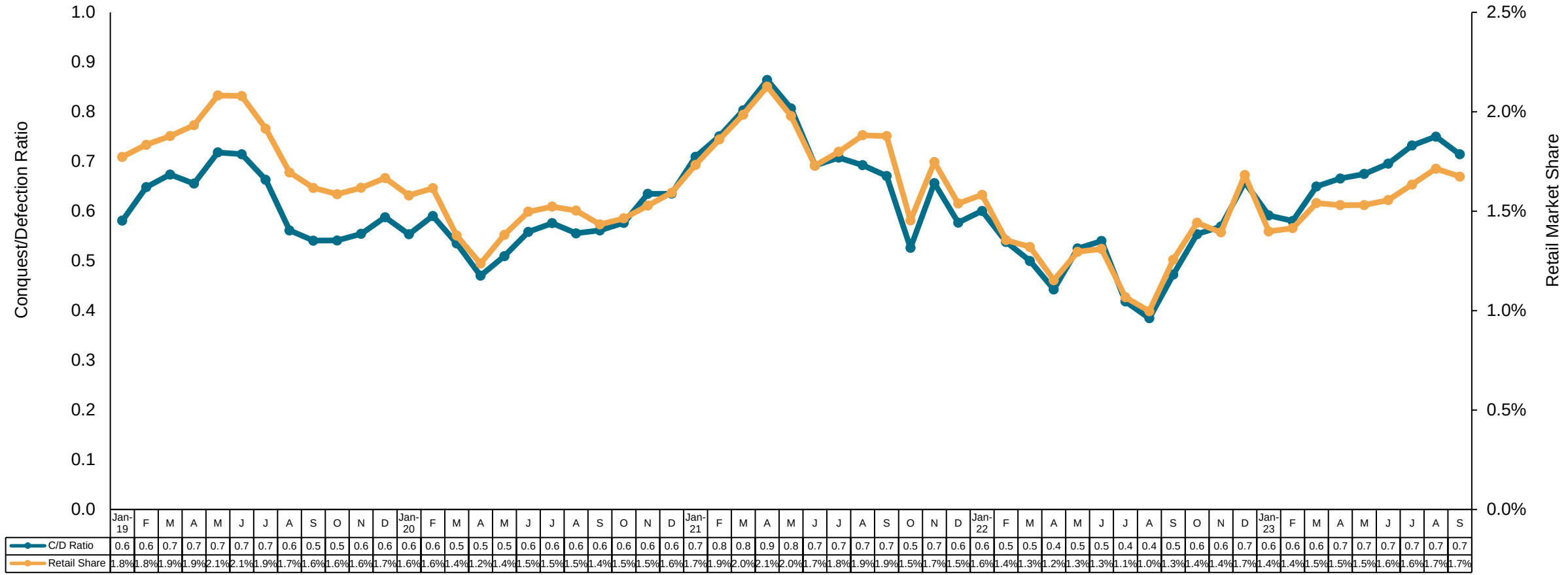
10

Midsize Vans Show Signs of Life

- September 2023 and September 2023 CYTD Y-o-Y % Increases Both Rank #2 Industry-Wide (across 34 Segments)

Midsize Van Segment Conquest/Defection Ratio and Retail Market Share

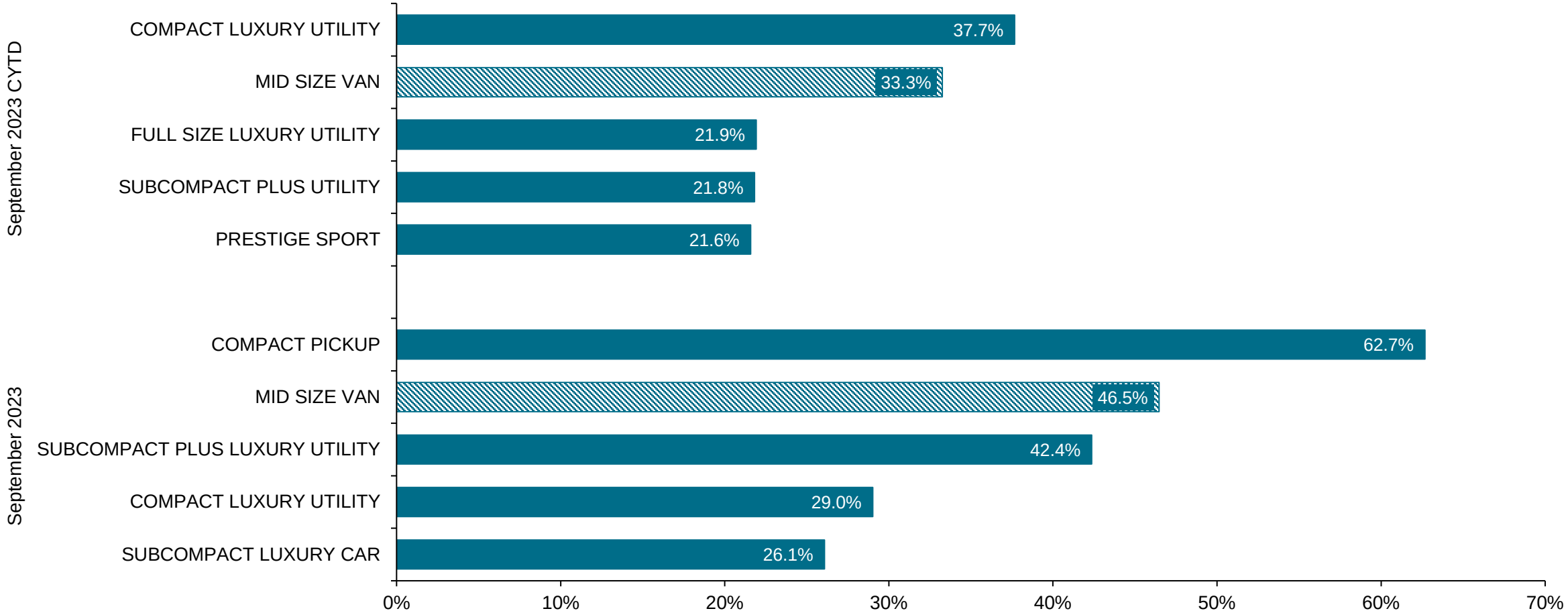
Conquest/Defection ratio reached two-year highs in most recent three months.



	Jan-19	F	M	A	M	J	J	A	S	O	N	D	Jan-20	F	M	A	M	J	J	A	S	O	N	D	Jan-21	F	M	A	M	J	J	A	S	O	N	D	Jan-22	F	M	A	M	J	J	A	S	O	N	D	Jan-23	F	M	A	M	J	J	A	S
C/D Ratio	0.6	0.6	0.7	0.7	0.7	0.7	0.7	0.6	0.5	0.5	0.6	0.6	0.6	0.6	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.8	0.8	0.9	0.8	0.7	0.7	0.7	0.7	0.5	0.7	0.6	0.6	0.5	0.5	0.4	0.5	0.5	0.4	0.4	0.5	0.6	0.6	0.7	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7
Retail Share	1.8%	1.8%	1.9%	1.9%	2.1%	2.1%	1.9%	1.7%	1.6%	1.6%	1.6%	1.7%	1.6%	1.6%	1.4%	1.2%	1.4%	1.5%	1.5%	1.5%	1.4%	1.5%	1.5%	1.6%	1.7%	1.9%	2.0%	2.1%	2.0%	1.7%	1.8%	1.9%	1.9%	1.5%	1.7%	1.5%	1.6%	1.4%	1.3%	1.2%	1.3%	1.3%	1.1%	1.0%	1.3%	1.4%	1.4%	1.7%	1.4%	1.4%	1.5%	1.5%	1.5%	1.6%	1.6%	1.7%	1.7%

Top Five Segments Based on Y-o-Y % Change

Midsize van registrations were up by almost half this past September when compared to a year ago.



Registration Type: Retail (19)

Retail New Registrations and Year-over-Year % Change by Midsize Van Model

Carnival new registrations in the first nine months of this year are almost double the year-ago volume.

Make Model	2020	2021	2022	Sep 2022 CYTD	Sep 2023 CYTD	Y-o-Y % Change		22-Sep	23-Sep	Y-o-Y % Change
HONDA ODYSSEY	77,714	72,835	43,139	28,904	51,032	76.6%		3,586	5,198	45.0%
TOYOTA SIENNA	29,340	88,823	52,218	36,978	30,973	-16.2%		4,284	4,514	5.4%
KIA CARNIVAL	0	21,471	17,875	14,461	28,655	98.2%		1,619	4,245	162.2%
CHRYSLER PACIFICA	44,727	42,160	29,999	23,091	27,234	17.9%		1,954	2,840	45.3%
MERCEDES-BENZ METRIS	1,543	1,537	1,074	741	1,074	44.9%		50	149	198.0%
CHRYSLER VOYAGER	1,157	1,325	458	287	280	-2.4%		93	24	-74.2%
KIA SEDONA	10,495	2,452	9	9	1	-88.9%		0	0	
DODGE CARAVAN	10,700	2,932	22	22	0	-100.0%		0	0	
SEGMENT	175,676	233,535	144,794	104,493	139,249	33.3%		11,586	16,970	46.5%

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Mobility

Thank you!

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