

3 MARCH 2022

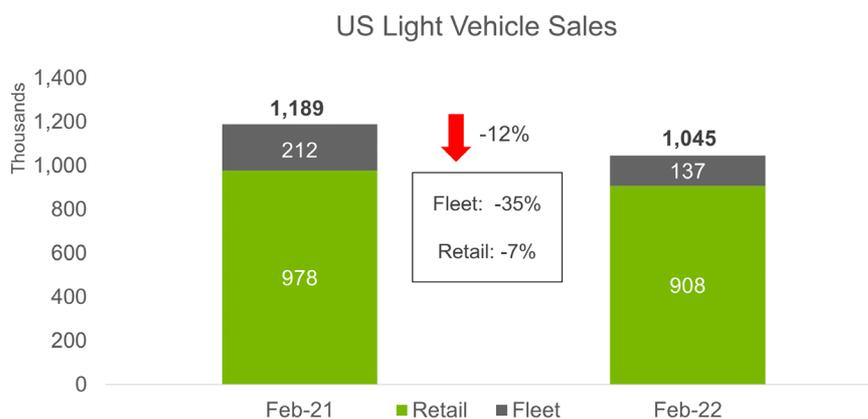
## Even with higher fleet sales in February, lean inventories keep curbing the US Light Vehicle performance, which declined by 12% YOY

- Sales in February totalled just over 1 million units, making this the weakest February since 2011. Volumes were helped by fleet, which accounted for 13% of total sales, the highest percentage in a year. The selling rate fell to 14.0 million units.
- General Motors regained the market lead from Toyota, but by just 90 vehicles. Tesla sales soared by 102% YoY, and it was the bestselling Premium brand for the second consecutive month. The premium segment's share grew to 15.3%, a record for February. SUVs also broke a record by accounting for 56% of total sales.
- Global update – Global Light Vehicle sales started stronger than expected in January, with a SAAR of 83.9 million units. However, given the added risk from the Russia/Ukraine conflict, Light Vehicle sales are now expected to increase by 5% to 85.8 million units, down by 600,000 units from last month.

(DETROIT, MI): US Light Vehicle sales continued to struggle in February due to slim inventories. According to LMC Automotive, the leading automotive global forecasting and market intelligence company, sales fell to 1.05 million units, down by 12% YoY. Only four of the main OEMs – Tesla, BMW, Mazda and Hyundai – had positive results during the month, which was the weakest February since 2011.

The annualized selling rate of 14.0 million units declined in both the monthly and annual comparisons. However, the February SAAR was still 1 million higher than the average rate during the second half of 2021. With the same number of selling days as in January, February's daily average grew by about 2,000 units/day, to 43,600 units/day – it has hovered above the 40,000-unit threshold since November 2021.

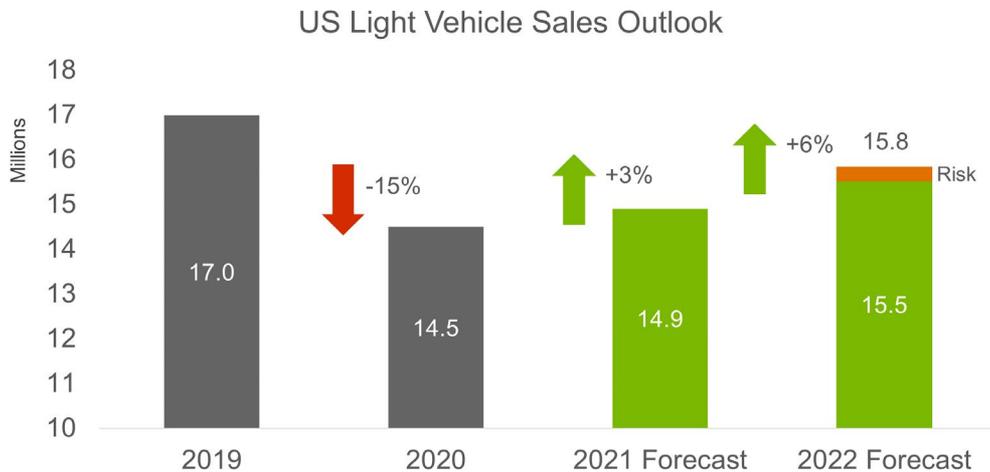
While retail has been the backbone of the industry since the pandemic hit, fleet had a positive impact in February. Fleet accounted for 13% of sales, its highest share since March 2021. Retail sales fell to 908,000 units in February, or 87% of total sales. With transaction prices around US\$44,500, higher content mix continues to drive higher margins.





**Augusto Amorim, Senior Manager, Americas Vehicle Sales Forecasts, LMC Automotive, adds:**

“General Motors finally regained the market leadership in February, but it was ahead of Toyota by just 90 units. Yet, GM’s 15.6% market share was its lowest-ever for a month of February. Despite this title loss, Toyota’s RAV4 was the bestselling Light Vehicle, ahead of the F-150 by more than 6,000 units. The RAV4 helped Compact SUVs to be the top-selling segment – and SUVs to account for 56% of total sales. In the Premium market, Tesla was ahead of BMW for the second consecutive month. Tesla’s volumes doubled from a year ago and drove the Premium gain of 1.5 pp of market share, to a February record of 15.3%.”



Light Vehicle sales in February reversed some strength exhibited in January. In addition, North American production levels were lower than expected in January and disruptions continue to impact vehicle supply. We have trimmed the outlook for US Light Vehicle sales by 50,000 units, bringing the 2022 down to 15.8 million units. There remains a moderate level of risk in the second half of the year, given that the level of improvement in both retail and fleet may be too strong if supply does not stabilize. Vehicle inventory levels remain depressed and are not expected to improve materially before the end of the year.

We have delayed some fleet recovery in early 2023 to later in 2023. However, our forecast for 2023 remains at 16.9 million units, an increase of 7% from 2022. Fleet sales recovery are still expected to outpace retail in 2023, with fleet accounting for 16% of total sales.



**Jeff Schuster, President, Americas Operations and Global Vehicle Forecasts, LMC Automotive said:**

“Risks and disruptions have been stacking against auto sales since the beginning of the pandemic. The added geo-political headwind from the Russia/Ukraine conflict not only could have material short-term impact on the supply of vehicles and parts in various markets but it could impact economic growth and consumer’s willingness and ability to purchase a vehicle in the US. There may also be evidence of waning demand at the current price levels, and pricing pressure will not likely see relief in the near-term. Aside from other variables, the chip shortage remains the top concern and could negatively impact the expected recovery pace in the second half of 2022. However, we do remain cautiously optimistic that the US auto sales outlook will improve as the year progresses.”

**ENDS**

**About LMC Automotive:** For over 30 years, LMC’s mission has been to provide the most comprehensive, timely and actionable services to all sectors of the auto industry. Focusing exclusively on this sector, while being highly responsive to our large and growing client base of car and truck makers, component manufacturers and suppliers, and financial and government institutions, has fostered our rapid growth. Today, from offices in all the major automotive markets, LMC provides insights and forecasts for both the Light Vehicle and Commercial Vehicle sectors, with specific emphasis on vehicle sales, production and propulsion systems. Our experts examine global industry dynamics from every angle – be they macroeconomic trends, market and production developments or regulatory and technological changes. These insights are shaped into a comprehensive suite of services that can be tailored to an individual client’s needs and are delivered in a range of flexible and sophisticated formats.

As a company, we pride ourselves on the quality of our products, as well as our commitment to customer service. Our team, and our carefully selected partner companies, are dedicated to what they do – bringing the most accurate information to market and helping our clients to gain maximum benefit from our insights.

For more information about LMC Automotive, visit [www.lmc-auto.com](http://www.lmc-auto.com), email us at [media@lmc-auto.com](mailto:media@lmc-auto.com) or follow @LMCAutomotive on Twitter and LinkedIn.

**Media Contact:**

Volker Krueger: [vkruieger@lmc-auto.com](mailto:vkruieger@lmc-auto.com)