Light Vehicle and Economic Outlook

NADA Board of Directors Meeting

Paul Taylor, NADA Chief Economist
June, 2006
Light Vehicle Sales: 16.8 Million Units Expected in 2006

Trucks: Record 55% of Sales Last Year

Source: NADA Industry Analysis
Large Cars and CUVs Lead Sales Growth in 2005
2004 and 2005

Source: Ward’s Automotive
Large Cars and CUVs Lead Sales Growth in 2006

YTD Apr 2006 & Apr 2005

Source: Ward’s Automotive
Percentage Change in U.S. Sales
New Light-Vehicle Sales by Manufacturer, 2004 and 2005

Source: Ward’s Automotive
Percentage Change in U.S. Sales

New Light-Vehicle Sales by Manufacturer
YTD Apr 2005 & YTD Apr 2006

Source: Ward’s Automotive
China Vehicle Production

Source: Ward's Automotive
Hybrid Vehicle Sales:
205,828 Units Sold in 2005

Source: R.L. Polk, NADA Industry Analysis
The Conference Board’s Consumer Confidence Index

Source: Conference Board
NADA Dealer Optimism Index Remains at Relatively Strong Levels

Source: NADA Industry Analysis
U.S. Retail New & Used Unit Sales

New

Used - Retail

2005 = 11.97 million units (Used at Retail)
2006 = 12.1 million units (Used at Retail)

Source: NADA Industry Analysis
Steady Growth in Used Vehicle Gross Profit

Source: NADA Industry Analysis
Net Profit per New and Used Vehicle Sold

Source: Ward's Automotive
Department Contribution to Operating Profit

Source: NADA Industry Analysis
AuctionNet Wholesale Used SUV Prices and Gas Prices

Ward’s SUV and Pickup Segments

Source: AuctionNet (NADA Guides and NAAA) and EIA
AuctionNet Wholesale Used Car/CUV Prices and Gas Prices, Ward’s Small Car and Small CUV Segments

Source: AuctionNet (NADA Guides and NAAA) and EIA
AuctionNet Wholesale and Gas Prices

*IMPORT* Middle Car 4 Cyl. and 6 Cyl.

Average Price

<table>
<thead>
<tr>
<th>Jan-05</th>
<th>Mar-05</th>
<th>May-05</th>
<th>Jul-05</th>
<th>Sep-05</th>
<th>Nov-05</th>
<th>Jan-06</th>
<th>Mar-06</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10,500</td>
<td>$11,000</td>
<td>$11,500</td>
<td>$12,000</td>
<td>$12,500</td>
<td>$13,000</td>
<td>$13,500</td>
<td>$14,000</td>
</tr>
</tbody>
</table>

Source: AuctionNet (NADA Guides and NAAA) and EIA
AuctionNet Wholesale and Gas Prices

DOMESTIC Middle Car 4 Cyl. and 6 Cyl.

Source: AuctionNet (NADA Guides and NAAA) and EIA
AuctionNet Average Wholesale Used Vehicle Price

Based on 5.4 million transactions

Source: N.A.D.A. Used Car Guide Co. and NAAA AuctionNet
AuctionNet Average Wholesale Used Vehicle Price

Based on 5.4 million transactions

Source: N.A.D.A. Used Car Guide Co. and NAAA AuctionNet