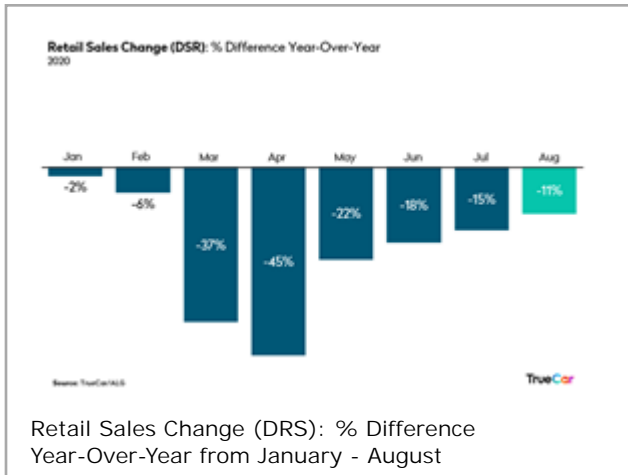




August 25, 2020

TrueCar's ALG Forecasts New Vehicle Sales Continue to Bounce Back with Used Vehicle Sales Up Year-Over-Year for August 2020

SANTA MONICA, Calif., Aug. 25, 2020 (GLOBE NEWSWIRE) -- [ALG, Inc.](#), a subsidiary of [TrueCar, Inc.](#) and the industry benchmark for determining the future resale value of a vehicle, projects total new vehicle sales will reach 1,303,826 units in August 2020, down 15% from a year ago when adjusted for the same number of selling days. This month's seasonally adjusted annualized rate (SAAR) for total light vehicle sales is an estimated 15 million units. Excluding fleet sales, ALG expects U.S. retail deliveries of new cars and light trucks to be 1,187,140 units, a decrease of 11% from a year ago when adjusted for the same number of selling days.



An infographic accompanying this announcement is available at <https://www.globenewswire.com/NewsRoom/AttachmentNg/81b8bf98-f571-4fa4-884c-aa15e5f62b97>

"The automotive industry momentum continues in August as the industry claws back more and more new vehicle sales each month since sales bottomed out in April," said Eric Lyman, Chief Industry Analyst for ALG, a subsidiary of TrueCar. "When you take into consideration that part of Labor Day weekend fell in August last year and this year it's fully falling in September, it's an even better story, with sales only dipping slightly year-over-year. When it comes to retail sales, we are consistently seeing that the automakers with the strongest SUV, crossover and truck lineups coupled with healthy inventory levels are continuing to outpace the brands that do not."

"Used vehicle sales are actually up year-over-year, as consumers turn toward the used car market for cost savings during these uncertain economic times, and also due to some supply shortages on the new vehicle side," added Lyman. "While this heightened demand is creating upward pressure on used retail prices, it is making it a great time for consumers to get top value on a trade-in on popular used vehicles."

Additional Insights: (Forecast by ALG)

- Total retail sales for August 2020 are expected to be down 11% from a year ago and up 6% from July 2020 when adjusted for the same number of selling days.
- Fleet sales for August 2020 are expected to be down 41% from a year and up 8% from July 2020 when adjusted for the same number of selling days.
- Total SAAR is expected to decrease 11% from a year ago from 16.8 million units to 15 million units.
- Used vehicle sales for August 2020 are expected to reach 3.6 million, up 4% from a year ago and up 2% from July 2020.

"While retail sales for most automakers are up month-over-month, Kia is setting itself apart from the pack, as one of the only automakers that is up year-over-year," said Nick Woolard, Director of OEM Analytics at TrueCar. "Most of Kia's portfolio is back to selling at pre-Covid-19 levels. Despite the Telluride, one of their most popular models, being in short-supply, Kia's strong lineup with some of their newer SUV products such as the recently launched Seltos, is contributing to their strong gains."

"Volkswagen is also showing strong recovery, thanks to its strong incentive offerings for consumers. While many automakers are scaling back on zero percentage offers for 84 months, Volkswagen is presenting one of the stronger programs to consumers with zero percentage financing for up-to 72 months on most VW models," added Woolard. "Volkswagen's strong crossover lineup with the Atlas Cross Sport and 3-Row Tiguan are successfully contributing to the industry's appetite for utility vehicles."

August 2020 forecasts for the 13 largest manufacturers by volume. For additional data visit the [ALG Newsroom](#).

Total Unit Sales

Manufacturer	Aug 2020 Forecast	Aug 2019 Actual	Jul 2020 Actual	YoY % Change	YoY %	MoM %	MoM %
					(Daily Selling Rate)	(Daily Selling Change)	(Daily Selling Rate)
BMW	21,578	29,477	22,711	-26.8%	-21.2%	-5.0%	-5.0%
Daimler	21,927	30,218	26,850	-27.4%	-21.9%	-18.3%	-18.3%
FCA	169,959	215,240	157,025	-21.0%	-15.0%	8.2%	8.2%
Ford	181,845	209,953	174,978	-13.4%	-6.7%	3.9%	3.9%
GM	228,906	289,475	204,756	-20.9%	-14.8%	11.8%	11.8%
Honda	132,290	173,993	125,450	-24.0%	-18.1%	5.5%	5.5%
Hyundai	59,614	65,494	58,934	-9.0%	-2.0%	1.2%	1.2%
Kia	56,421	60,730	52,479	-7.1%	0.1%	7.5%	7.5%
Nissan	78,623	127,230	73,463	-38.2%	-33.5%	7.0%	7.0%
Subaru	48,508	70,039	51,458	-30.7%	-25.4%	-5.7%	-5.7%
Tesla	16,035	13,200	15,800	21.5%	30.8%	1.5%	1.5%
Toyota	188,251	248,334	168,791	-24.2%	-18.4%	11.5%	11.5%
Volkswagen Group	51,551	61,965	47,724	-16.8%	-10.4%	8.0%	8.0%
Industry	1,303,826	1,649,669	1,227,420	-21.0%	-14.9%	6.2%	6.2%

Retail Unit Sales

Manufacturer	Aug 2020 Forecast	Aug 2019 Actual	Jul 2020 Actual	YoY % Change	YoY %	MoM %	MoM %
					(Daily Selling Rate)	(Daily Selling Change)	(Daily Selling Rate)
BMW	20,575	27,091	22,156	-24.1%	-18.2%	-7.1%	-7.1%
Daimler	21,473	28,693	26,006	-25.2%	-19.4%	-17.4%	-17.4%
FCA	149,016	168,665	138,095	-11.6%	-4.9%	7.9%	7.9%
Ford	141,102	168,704	135,056	-16.4%	-9.9%	4.5%	4.5%
GM	194,754	229,693	175,013	-15.2%	-8.7%	11.3%	11.3%
Honda	131,652	172,717	124,883	-23.8%	-17.9%	5.4%	5.4%
Hyundai	55,478	60,120	54,881	-7.7%	-0.6%	1.1%	1.1%
Kia	54,901	53,825	51,508	2.0%	9.8%	6.6%	6.6%
Nissan	73,019	91,244	67,023	-20.0%	-13.8%	8.9%	8.9%
Subaru	47,496	68,834	50,184	-31.0%	-25.7%	-5.4%	-5.4%
Tesla	16,023	13,200	15,788	21.4%	30.7%	1.5%	1.5%
Toyota	182,566	240,706	166,235	-24.2%	-18.3%	9.8%	9.8%
Volkswagen Group	51,073	60,399	46,312	-15.4%	-8.9%	10.3%	10.3%
Industry	1,187,140	1,437,022	1,119,378	-17.4%	-11.0%	6.1%	6.1%

Fleet Unit Sales

Manufacturer	Aug 2020 Forecast	Aug 2019 Actual	Jul 2020 Actual	YoY % Change	YoY %	MoM %	MoM %
					(Daily Selling Rate)	(Daily Selling Change)	(Daily Selling Rate)
BMW	1,003	2,386	555	-58.0%	-54.7%	80.8%	80.8%
Daimler	454	1,525	844	-70.2%	-67.9%	-46.2%	-46.2%
FCA	20,943	46,575	18,930	-55.0%	-51.6%	10.6%	10.6%
Ford	40,743	41,249	39,922	-1.2%	6.4%	2.1%	2.1%
GM	34,152	59,782	29,743	-42.9%	-38.5%	14.8%	14.8%
Honda	638	1,276	567	-50.0%	-46.2%	12.5%	12.5%
Hyundai	4,137	5,374	4,053	-23.0%	-17.1%	2.1%	2.1%

Kia	1,519	6,905	971	-78.0%	-76.3%	56.4%	56.4%
Nissan	5,604	35,986	6,440	-84.4%	-83.2%	-13.0%	-13.0%
Subaru	1,012	1,205	1,274	-16.0%	-9.5%	-20.6%	-20.6%
Tesla	12	-	12	-	-	-1.4%	-1.4%
Toyota	5,685	7,628	2,556	-25.5%	-19.7%	122.5%	122.5%
Volkswagen Group	478	1,566	1,412	-69.5%	-67.1%	-66.2%	-66.2%
Industry	116,686	212,647	108,042	-45.1%	-40.9%	8.0%	8.0%

Fleet Penetration

Manufacturer	Aug 2020		Jul 2020 Actual	YoY % Change	MoM % Change
	Forecast	Aug 2019 Actual			
BMW	4.6%	8.1%	2.4%	-42.6%	90.3%
Daimler	2.1%	5.0%	3.1%	-59.0%	-34.1%
FCA	12.3%	21.6%	12.1%	-43.1%	2.2%
Ford	22.4%	19.6%	22.8%	14.0%	-1.8%
GM	14.9%	20.7%	14.5%	-27.8%	2.7%
Honda	0.5%	0.7%	0.5%	-34.2%	6.7%
Hyundai	6.9%	8.2%	6.9%	-15.4%	0.9%
Kia	2.7%	11.4%	1.9%	-76.3%	45.5%
Nissan	7.1%	28.3%	8.8%	-74.8%	-18.7%
Subaru	2.1%	1.7%	2.5%	21.3%	-15.8%
Tesla	0.1%	0.0%	0.1%	-	-2.8%
Toyota	3.0%	3.1%	1.5%	-1.7%	99.5%
Volkswagen Group	0.9%	2.5%	3.0%	-63.3%	-68.7%
Industry	8.9%	12.9%	8.8%	-30.6%	1.7%

Total Market Share

Manufacturer	Aug 2020 Forecast	Aug 2019 Actual	Jul 2020 Actual
BMW	1.7%	1.8%	1.9%
Daimler	1.7%	1.8%	2.2%
FCA	13.1%	13.0%	12.8%
Ford	14.0%	12.7%	14.3%
GM	17.6%	17.5%	16.7%
Honda	10.2%	10.5%	10.2%
Hyundai	4.6%	4.0%	4.8%
Kia	4.3%	3.7%	4.3%
Nissan	6.0%	7.7%	6.0%
Subaru	3.7%	4.2%	4.2%
Tesla	1.2%	0.8%	1.3%
Toyota	14.5%	15.1%	13.8%
Volkswagen Group	4.0%	3.8%	3.9%

Retail Market Share

Manufacturer	Aug 2020 Forecast	Aug 2019 Actual	Jul 2020 Actual
BMW	1.7%	1.9%	2.0%
Daimler	1.8%	2.0%	2.3%
FCA	12.6%	11.7%	12.3%
Ford	11.9%	11.7%	12.1%
GM	16.5%	16.0%	15.6%
Honda	11.1%	12.0%	11.2%
Hyundai	4.7%	4.2%	4.9%

Kia	4.6%	3.7%	4.6%
Nissan	6.2%	6.3%	6.0%
Subaru	4.0%	4.8%	4.5%
Tesla	1.4%	0.9%	1.4%
Toyota	15.4%	16.8%	14.9%
Volkswagen Group	4.3%	4.2%	4.1%

(Note: This forecast is based solely on ALG's analysis of industry sales trends and conditions and is not a projection of TrueCar, Inc.'s operations.)

About ALG

Founded in 1964 and headquartered in Santa Monica, California, ALG is an industry authority on automotive residual value projections in both the United States and Canada. By analyzing nearly 2,500 vehicle trims each year to assess residual value, ALG provides auto industry and financial services clients with market industry insights, residual value forecasts, consulting and vehicle portfolio management and risk services. ALG is a wholly-owned subsidiary of TrueCar, Inc., a digital automotive marketplace that provides comprehensive pricing transparency about what other people paid for their cars. ALG has been publishing residual values for all cars, trucks and SUVs in the U.S. for over 55 years and in Canada since 1981.

About TrueCar

TrueCar is a leading automotive digital marketplace that enables car buyers to connect to our nationwide network of Certified Dealers. We are building the industry's most personalized and efficient car buying experience as we seek to bring more of the purchasing process online. Consumers who visit our marketplace will find a suite of vehicle discovery tools, price ratings and market context on new and used cars -- all with a clear view of what's a great deal. When they are ready, TrueCar will enable them to connect with a local Certified Dealer who shares in our belief that truth, transparency and fairness are the foundation of a great car buying experience. As part of our marketplace, TrueCar powers car-buying programs for over 250 leading brands, including AARP, Sam's Club, and American Express. Nearly half of all new-car buyers engage with TrueCar powered sites, where they buy smarter and drive happier. TrueCar is headquartered in Santa Monica, California, with offices in Austin, Texas and Boston, Massachusetts.

For more information, please visit www.truecar.com, and follow us on [Facebook](#) or [Twitter](#). TrueCar media line: +1-844-469-8442 (US toll-free) | Email: pr@truecar.com

TrueCar and ALG PR Contact:
 Shadee Malekafzali shadee@truecar.com
 424.258.8694



Source: TrueCar, Inc.