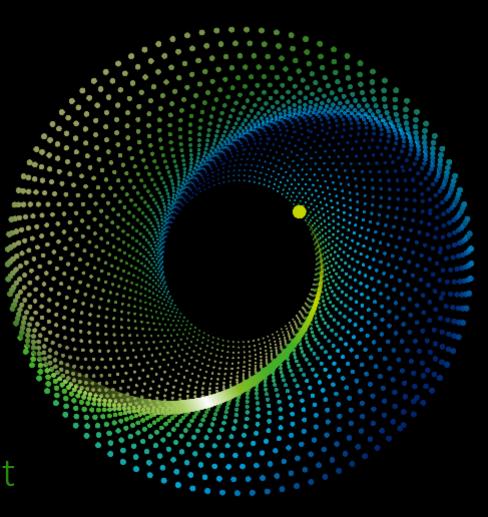
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Auto Finance Summit Economic Outlook

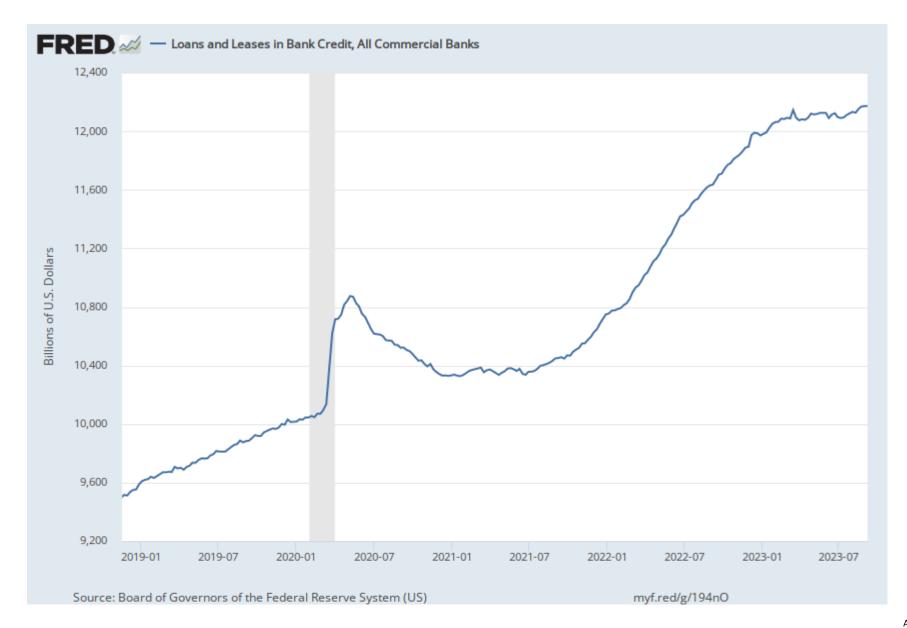
MAKING AN IMPACT THAT MATTERS

Dr. Ira Kalish, Chief Global Economist, Deloitte Touche Tohmatsu

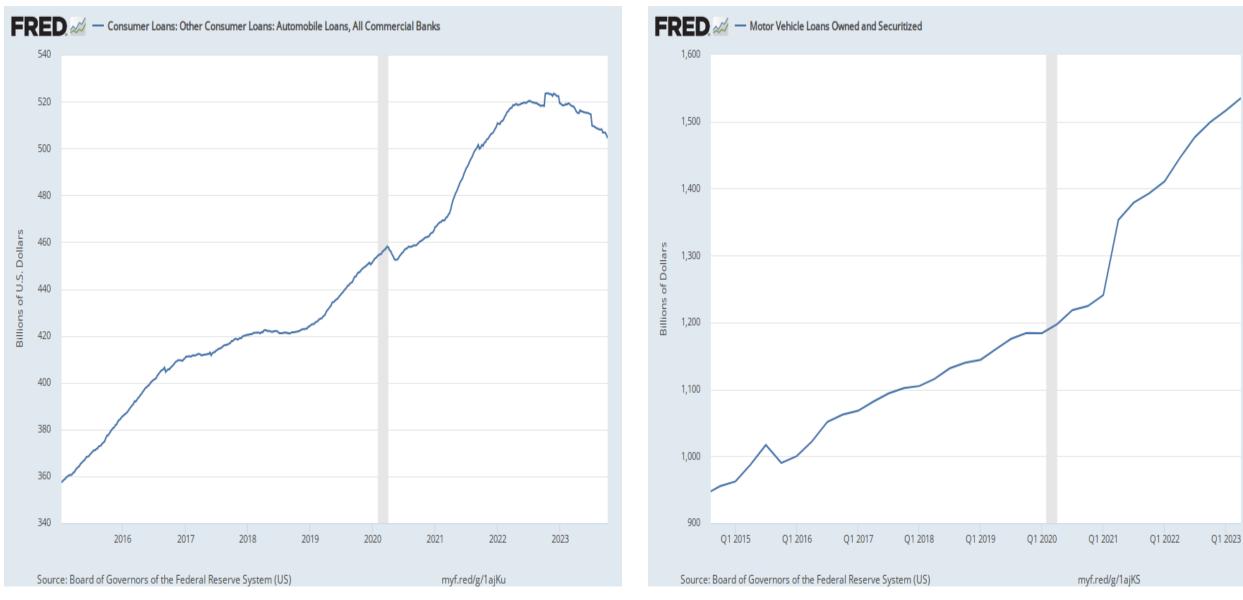
Risk spreads worsened then improved after banking crisis



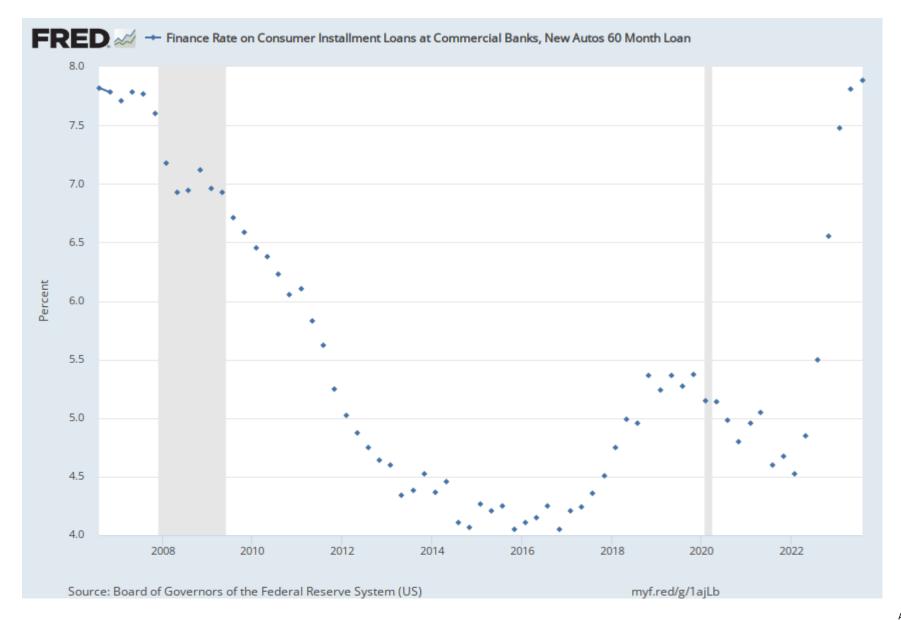
Total bank lending has peaked



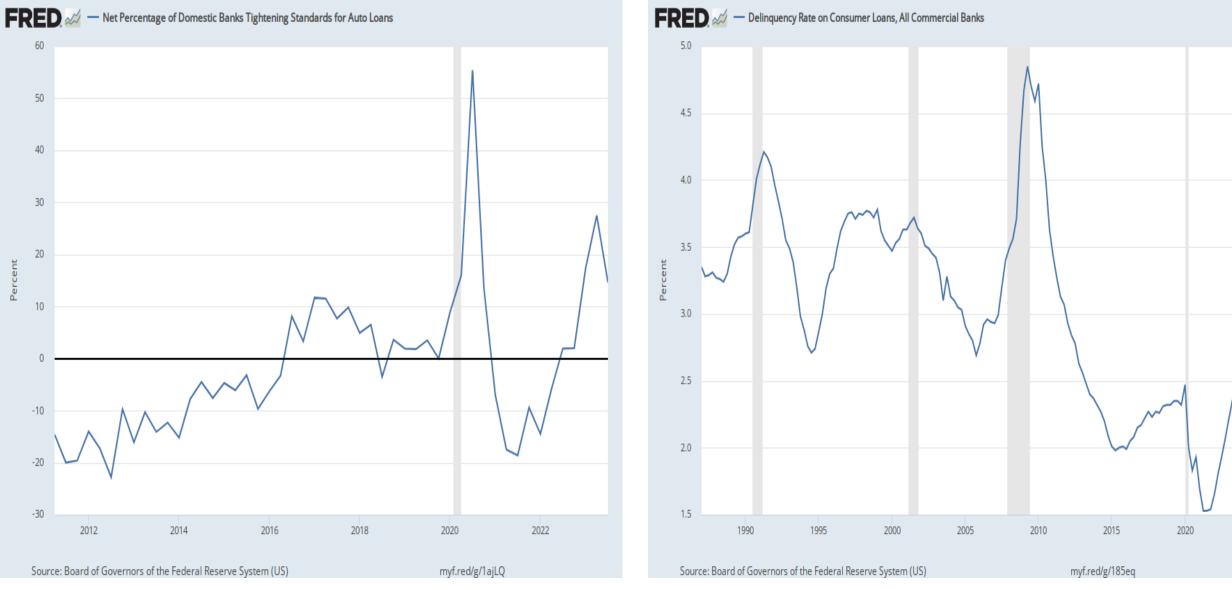
Automotive lending declines, but securitization of auto loans grows



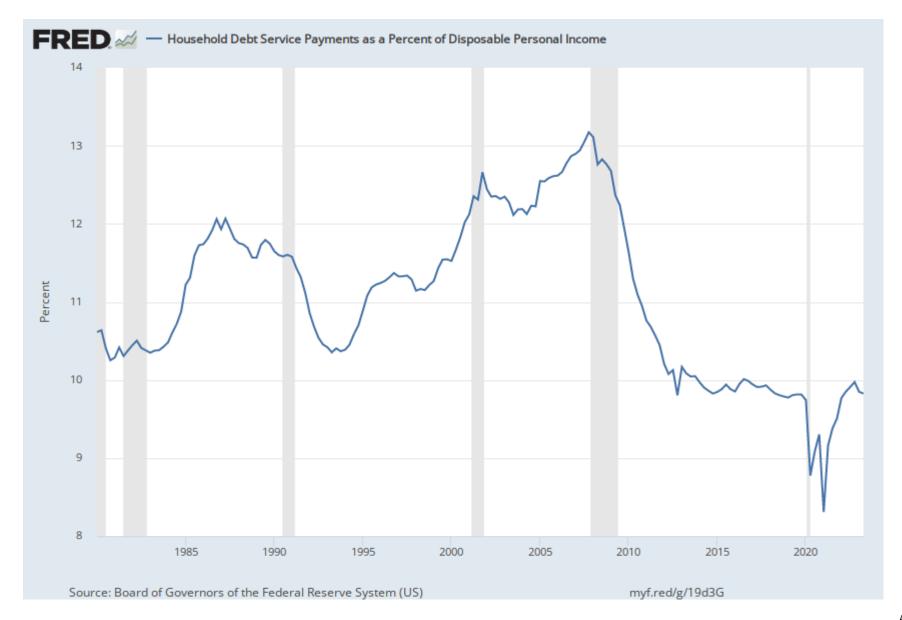
Interest rate on new auto loans soars



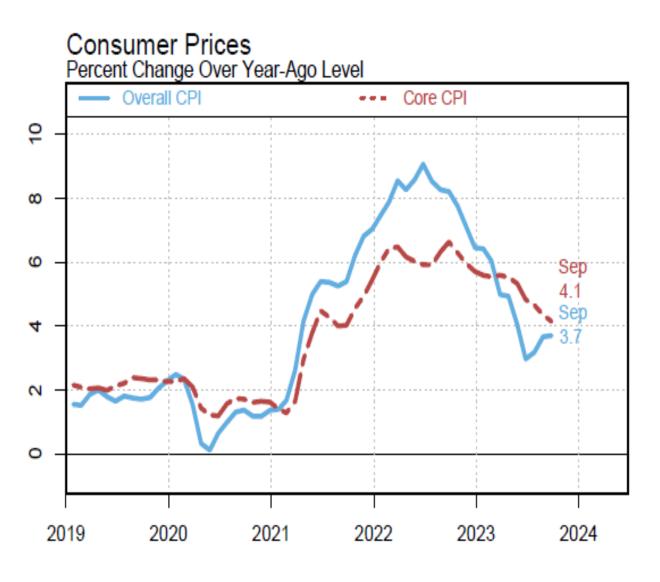
Credit conditions tighten, but delinquencies are low



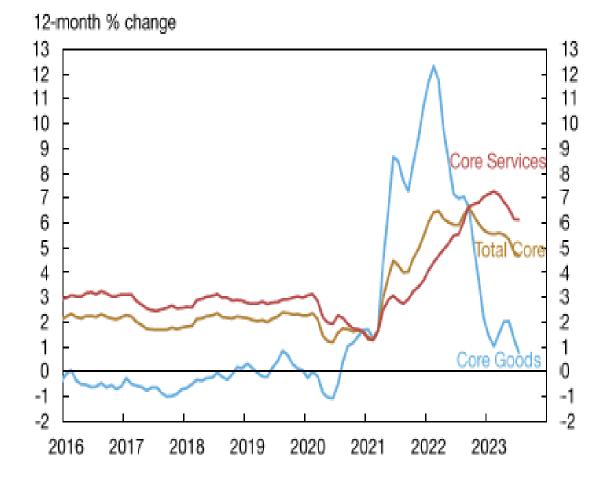
Debt service payments are not a big burden



Inflation



Core CPI Inflation



Source: Bureau of Labor Statistics via Haver Analytics

Labor market



Source: U.S. Bureau of Labor Statistics

myf.red/g/1ajNM

Source: U.S. Bureau of Labor Statistics

myf.red/g/1ajOi

1 Consumer balance sheets are strong	2 Mortgage payments immune to higher mortgage rates	3 Growing employment	4 Rising real wages	5 Business investment strong due to: • Plenty of cash • Long-term financing • Impacts of CHIPS Act and Inflation Reduction
				Act

US recession risk

ON ONE HAND

- Banking crisis weakened credit activity
- Fed tightening roils markets, suppresses housing activity
- Fed signals persistent high rates

ON THE OTHER HAND

- Banking crisis caused Fed to slow tightening
- Strong job market
- Government subsidies boost investment in technology and clean energy
- Strong consumer and business balance sheets

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