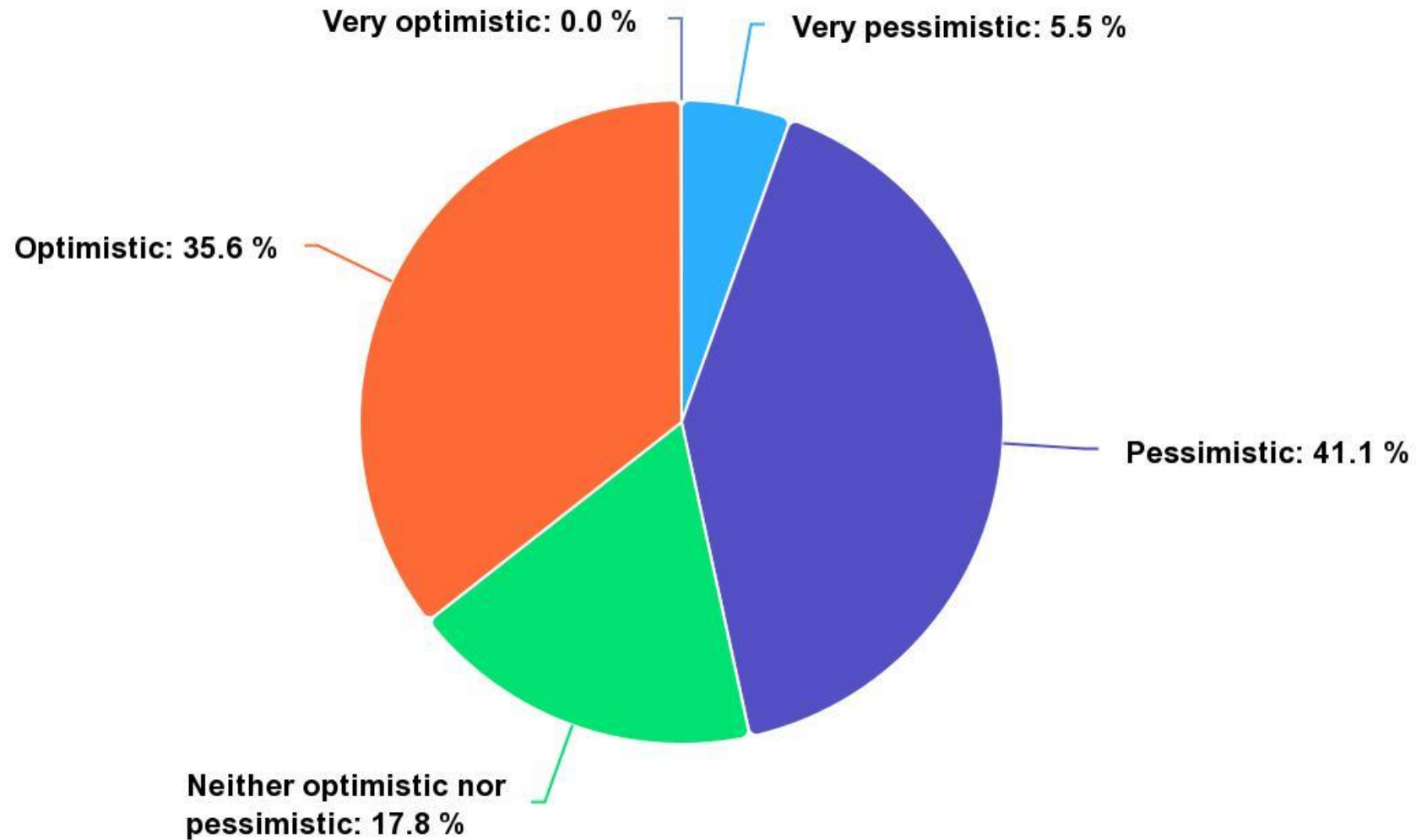


# Q1. What is your general sentiment toward auto finance industry profitability in 2024?



Q1: What is your general sentiment toward auto finance industry profitability in 2024? (Very pessimistic, Pessimistic, Neither optimistic nor pessimistic, Optimistic, Very optimistic)

**Anthony:**

Neither Optimistic nor Pessimistic

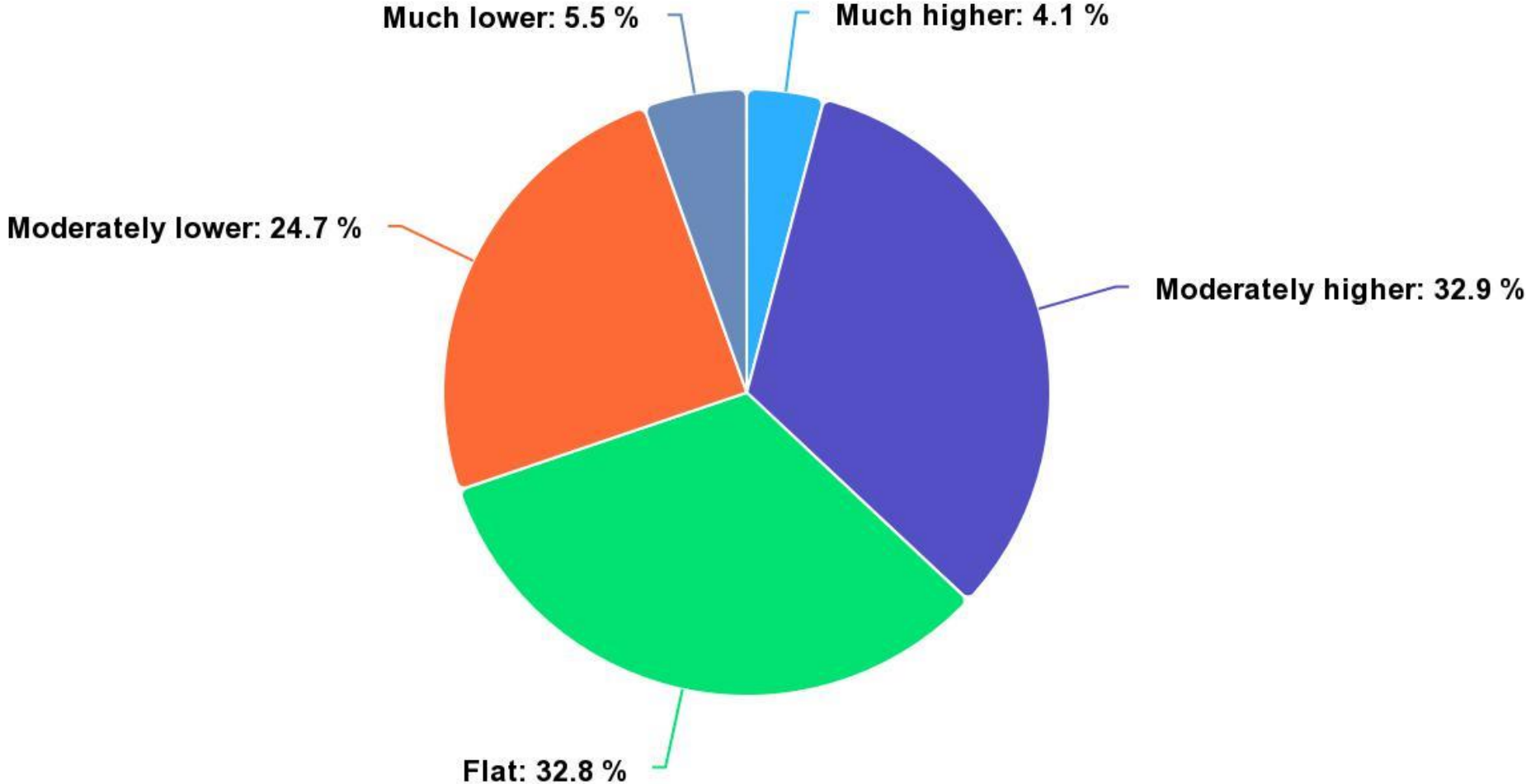
**Nathan:**

Neither Optimistic nor Pessimistic

**Bruce:**

Pessimistic

## Q2. What do you expect for origination volume at your organization in 2024 compared with 2023?



Q2: What do you expect for origination volume at your organization in 2024 compared with 2023? (Much higher, Moderately higher, Flat, Moderately lower, Much lower)

**Anthony:**

Moderately higher

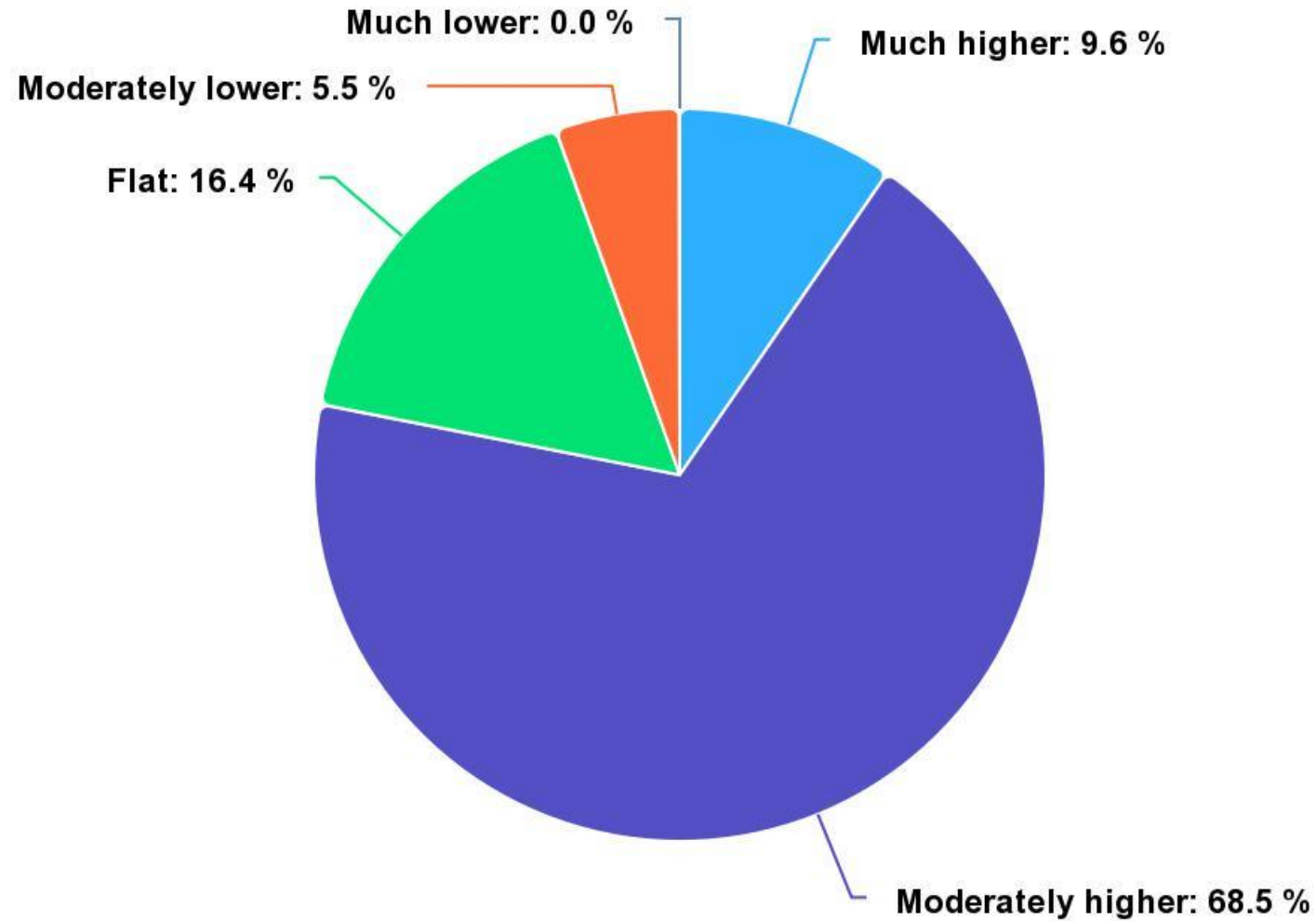
**Bruce:**

Moderately higher

**Nathan:**

Flat

### Q3. What do you expect for delinquencies and charge-off rates at your organization in 2024 compared with 2023?



Q3: What do you expect for delinquencies and charge-off rates at your organization in 2024 compared with 2023? (Much higher, Moderately higher, Flat, Moderately lower, Much lower)

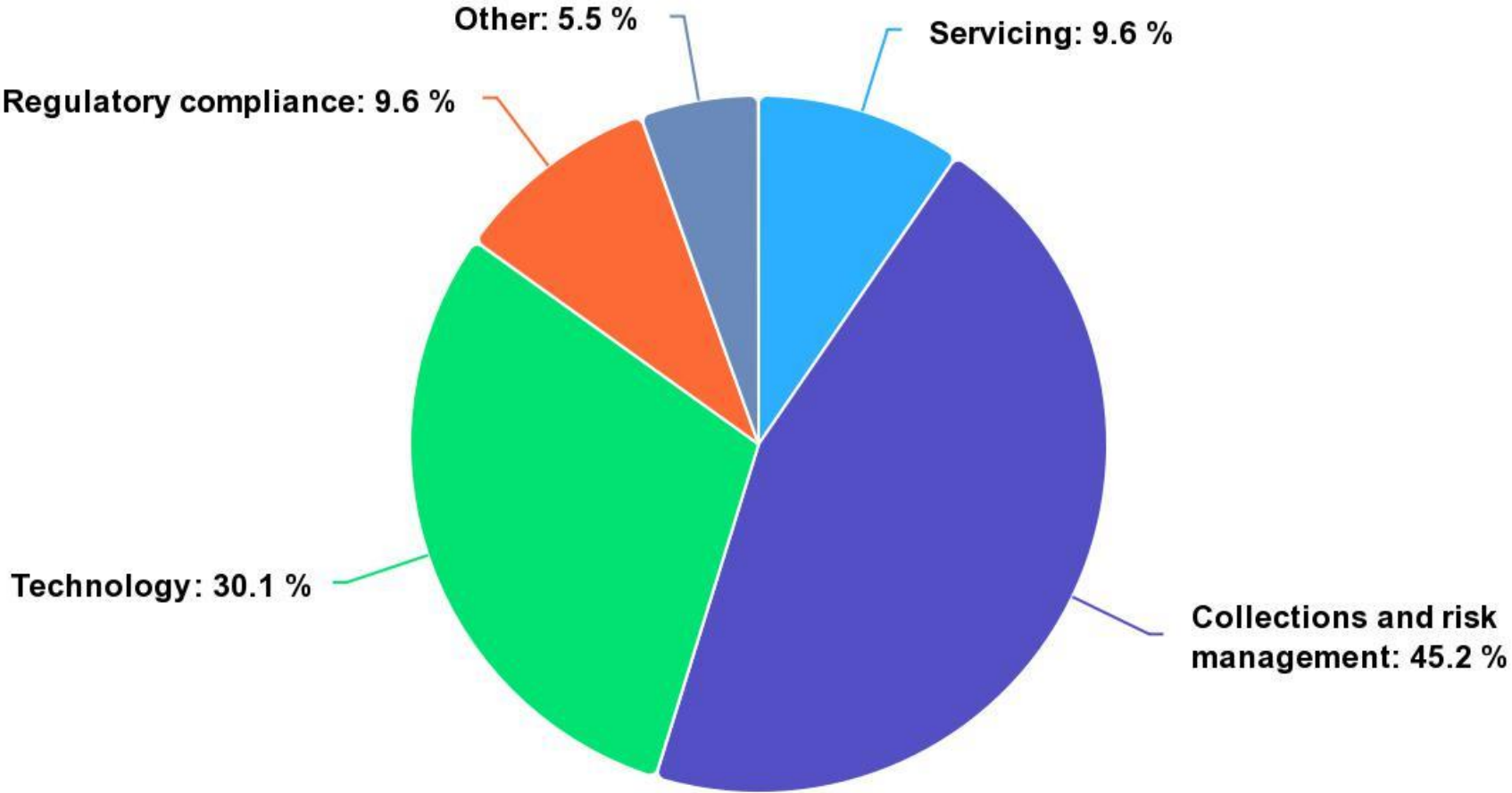
**Anthony:**

Moderately higher

**Bruce:**

Moderately higher

# Q4. In which area at your company do you expect the greatest percentage increase in year-over-year budget spending in 2024?



Other: Development, Marketing, Interest expense

Q4: . In which area at your company do you expect the greatest percentage increase in year-over-year budget spending in 2024? (Servicing, Collections and risk management, Technology, Regulatory compliance, Other)

**Anthony:**

Regulatory Compliance

**Nathan:**

Technology

**Bruce:**

Technology



# Elaborate on your expectations for the industry and your company in 2024.

- Tightening of credit and thin spreads
- Inflection point for positive growth, provided get through the UAW Strike and interest rates begin to drop.
- Flat to moderate growth, largely depending on interest rate environment and vehicle availability.
- The pool of lenders will decline along with total car sales, especially in the prime lending space amid economic stresses and pressures.
- Industry will continue to struggle with affordability if not open to other auto programs that can increase yields while lowering monthly payment
- As EV sales slow and interest rates remain high, leasing penetration will increase, delinquencies will rise and OEM incentives will increase.