

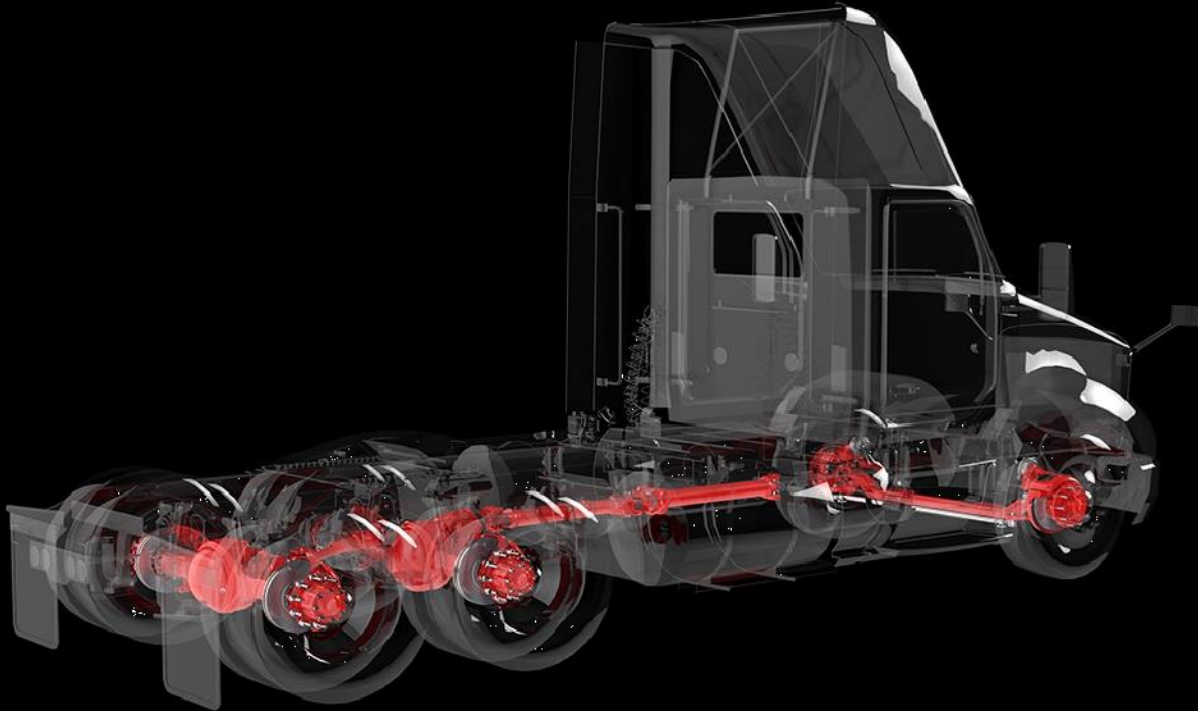
APSC **AUTOMOTIVE PARTS SUPPLIERS CONFERENCE**

SEPTEMBER 11-12, 2024

PONTIAC, MI

PRODUCED BY **PMA** PRECISION
METALFORMING
ASSOCIATION

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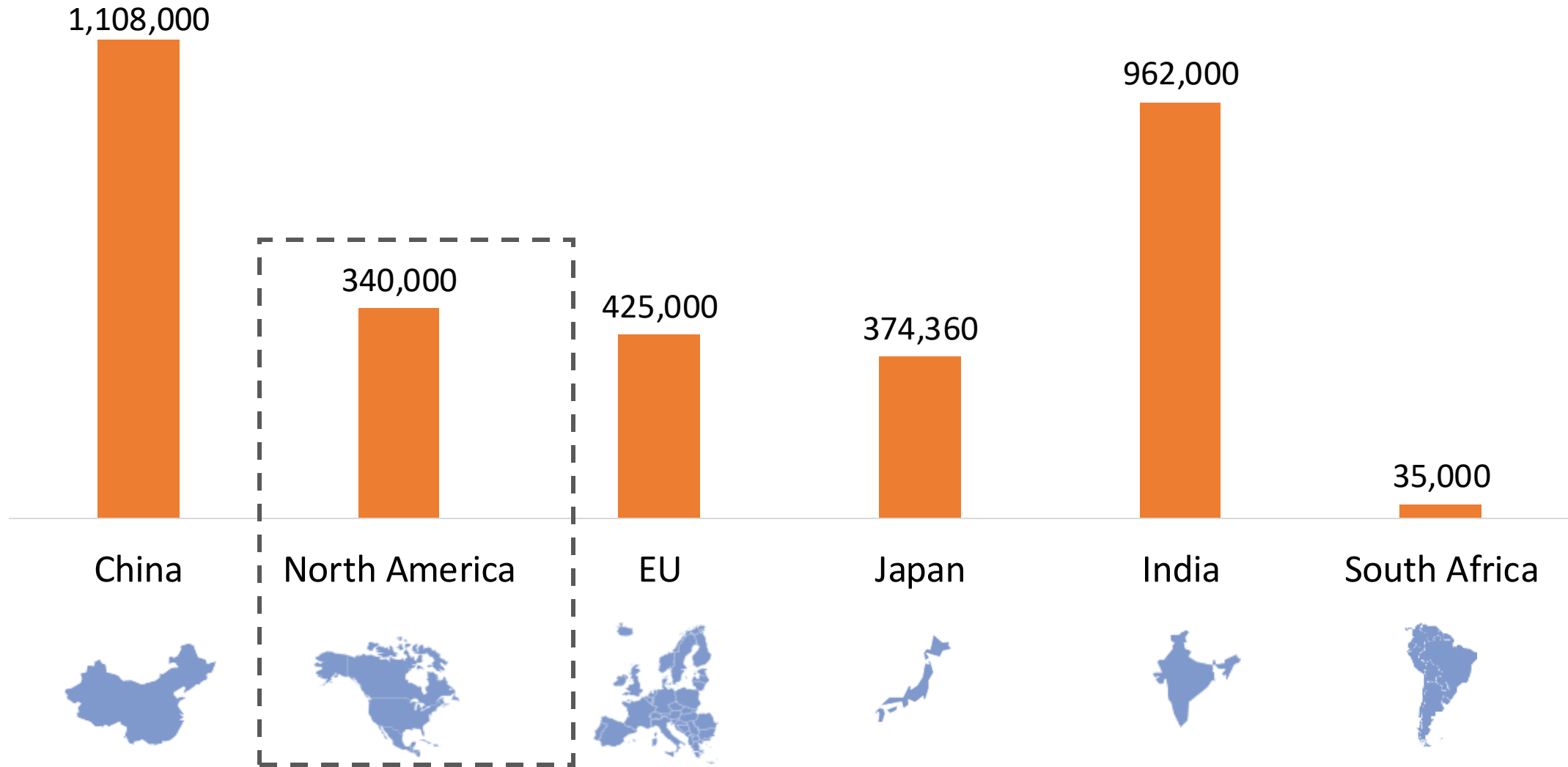


NA Truck Overview

James Taylor

September 11, 2024

>3.3M Commercial Trucks Built Globally in 2023



North America Commercial Vehicle Market

Importance

Carry **73%**
of U.S. freight tonnage

Price

\$117K
Estimated average new
Class 8 truck price

Impact on Economy

8.4M
people employed in U.S.
trucking industry

Global Markets

22%
of Global Truck builds
are built in North
America

Significance

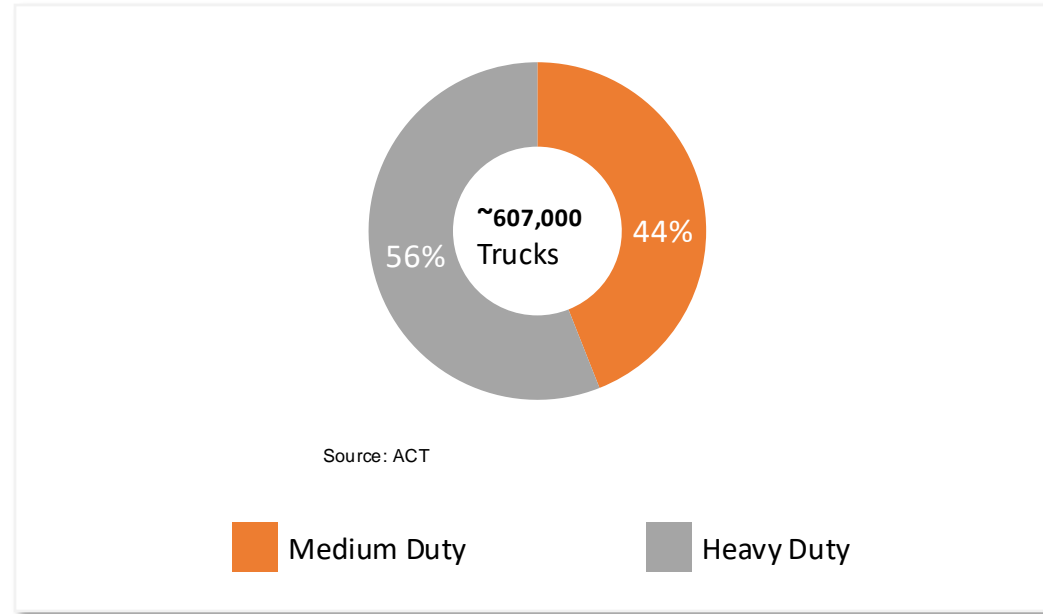
7.2M
Classes 5-8 vehicles in
operation

Impact

It costs a fleet
~\$760 each
day a truck is “down”

North America CV Market By Segment

Share by Segment



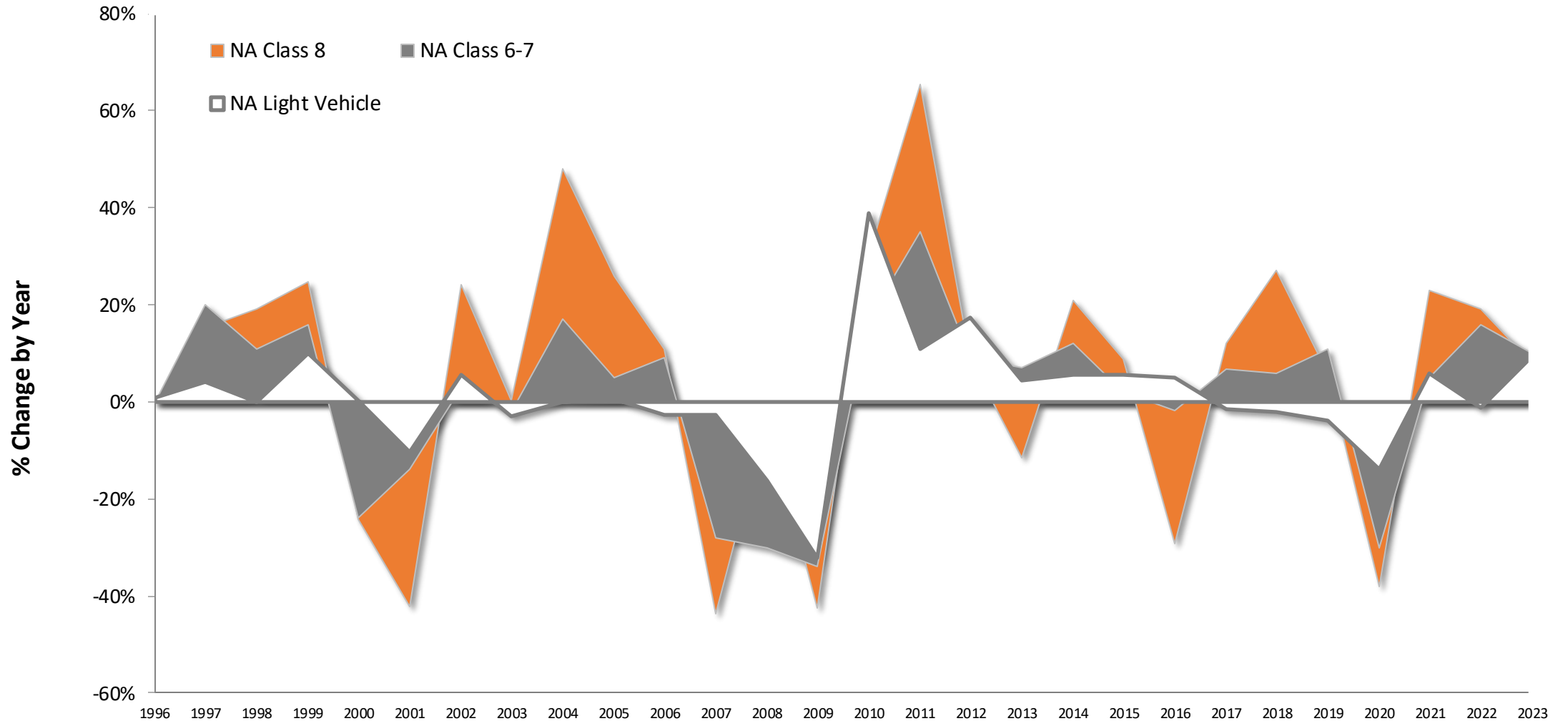
Medium Duty (Class 5-7)



Heavy Duty (Class 8)



Market Volatility Is Unlike Passenger Car



Four Types of North America Customers

Original Equipment Manufacturer (OEM)



Assemble components to create the truck / tractor

OEM Franchise Dealer



Sells trucks, parts and services from the OEM's to their Fleet customers

Fleet



End users of trucks and tractors. They purchase and drive the trucks.

Wholesale Distributor



Dealer of aftermarket parts. Competitor to OEM Dealers and directly sells to Fleets.

North America Customers Are Unique

WORLD (EXCLUDING NA)

Similar to automotive industry options generally not chosen based on part supplier



NORTH AMERICA (UNIQUE)

Buyers can choose most truck part specifications
Databook: standard and optional vehicle parts



NA Commercial Vehicle Market Is Changing

Battery-Electric Truck Growth Underwhelms in 2023

Medium-Duty Launches Dominate
Battery Recalls Raise Concerns

Transport Topics

Electric Truck Progress Report

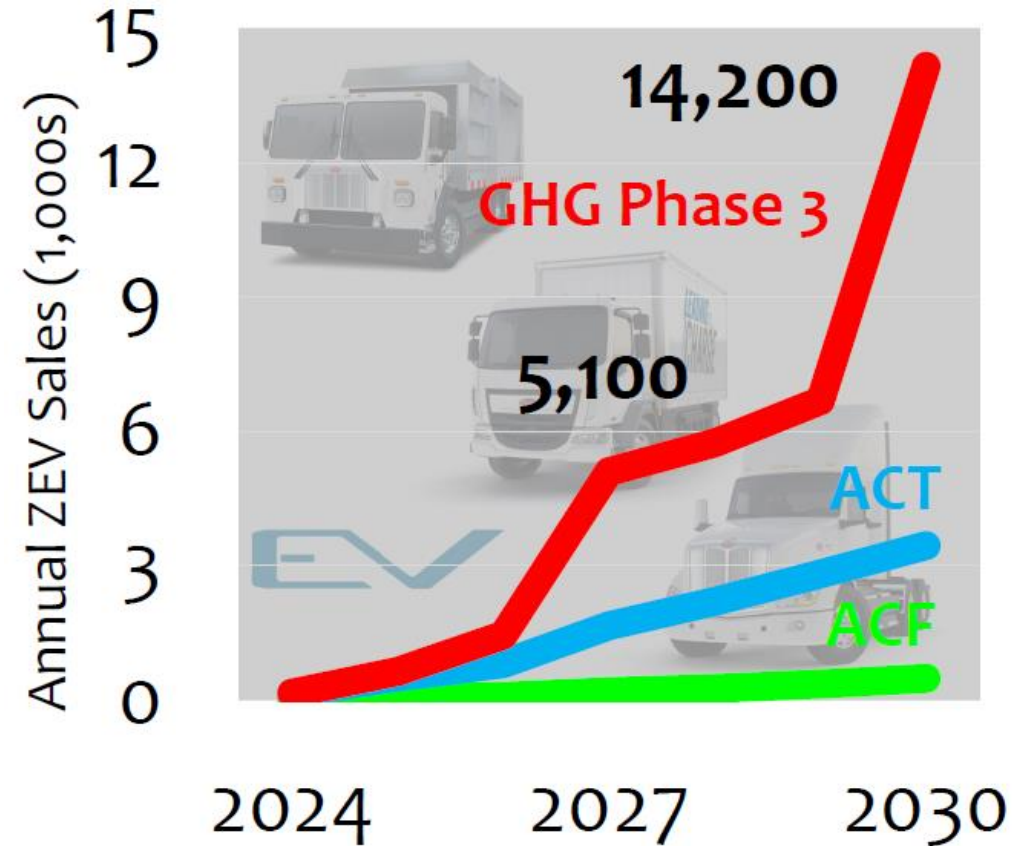
Why aren't there more BEVs on the road?
The Hype Cycle

HDT
HEAVY DUTY TRUCKING
THE FLEET BUSINESS AUTHORITY

CA is 1st Worldwide to Ban Diesel Trucks

Starting in 2036, no new diesel powered
MD & HD trucks will be sold in the state.

USA
TODAY



Summary

Everywhere



Virtually everything you own was brought by truck along the way

Volatile



The ups and downs are far greater than passenger car market

Many Vocations



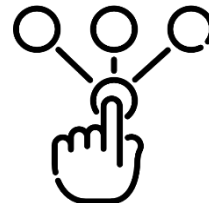
There are over 130 different types of vehicle segments

Concentrated Power



There are very few OEMs and top fleets control >50% of the market

Choice



Buyers have ability to choose most truck part specifications

Market is Changing



Electrification and alternative fuels



