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EQUITY: AUTOS & AUTO PARTS

No signs of slowdown in demand, but outlook uncertain

Our focus will be on sales and input costs in Jul–Sep results

Research Analysts

Japan autos & auto parts

Toshihide Kinoshita - NSC
toshihide.kinoshita@nomura.com
+81 3 6703 1729

Wataru Ishimoto - NSC
wataru.ishimoto@nomura.com
+81 3 6703 1802

Rei Aoki - NSC
rei.aoki@nomura.com
+81 3 6703 1165

GM's market forecasts look reasonable

Auto sector companies are facing uncertain business conditions. While we have not seen any dramatic changes at present, the comments that General Motors made when it released 26/12 Q3 results provided fresh evidence of this uncertainty. In terms of demand, we expect the US market to remain stronger than others for the time being. However, we need to remain cautious about the sustainability of this. GM is assuming full-year 2026 SAAR in the mid-16mn vehicle range, and around 16mn through the remainder of the year. While some observers view this as cautious given performance over the past few months, actual demand has been running ahead of where macroeconomic indicators suggest it ought to be since the start of 2026 in particular, as GM has indicated. We therefore think it is reasonable to caution against excessive optimism. Not only have gasoline prices been stubbornly high, but there has also been a somewhat marked decline in the Used Vehicle Retention Index of wholesale prices of pre-owned autos (Figure 31). We see no need for excessive pessimism as it is not clear at present whether this reflects a decline in used vehicle prices themselves or a rise in new auto MSRPs, but we also caution against optimism too.

Points to watch in 27/3 Q2 results: Sales and input prices

We think the key points to watch in 27/3 Q2 results will be: (1) forecasts for major motorcycle and automobile markets; and (2) the impact on earnings from input prices. In terms of sales, motorcycle markets in emerging economies have been relatively strong, with no sign of slowdown at present, but macroeconomic conditions are making the outlook difficult to gauge. We expect results announcements to provide greater clarity about the outlook for major markets. We are also concerned about input prices. Automakers have a number of different ways of accounting for input costs on a per vehicle basis, and input prices have been consistently high, as shown in Figure 81. We assume a roughly ¥10,000 y-y rise in input costs per vehicle (ordinary passenger vehicle basis) at automakers, which we think is more cautious than is the case for consensus earnings forecasts. That said, 27/3 H1 earnings may have been stronger than market participants had been assuming, based on input prices to date.

France and Germany agree on EU auto policy package and Industrial Accelerator Act

On 16 October the French and German governments gave their backing to the EU automobile policy package and Industrial Accelerator Act proposed by the European Commission. The two countries agreed to include the auto industry in some European countries such as the UK and Norway alongside EU member states for preferential treatment, albeit with conditions, but to exclude Japan. These measures include final assembly within the EU as part of the made in Europe rules, and EVs and ZEVs will have to be made in Europe to qualify for tax breaks. If this policy is implemented in its current form (planned for January 2028), we think it will be a negative for Mazda Motor, where Europe accounted for 13% of global sales volumes in 26/3 but which does not have local production facilities. It might also have some impact on Toyota Motor (which has plants in France, Czechia, the UK, and Turkey) and Nissan (which has a plant in the UK).

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See Appendix A-1 for analyst certification, important disclosures and the status of non-US analysts.

Sales growth in major markets (monthly)

Fig. 1: Change in auto sales volumes in 18 countries (monthly)

y-y, %	US	Canada	Mexico	Brazil	Russia	France	Germany	Italy	Spain	UK	Australia	Japan	South Korea	China	India	Indonesia	Malaysia	Thailand	18 Country Total
Jan-24	1%	19%	20%	13%	101%	9%	19%	13%	9%	8%	6%	-12%	-0%	48%	12%	-26%	31%	-4%	19%
Feb-24	8%	23%	13%	27%	99%	14%	7%	14%	11%	12%	21%	-19%	-21%	-20%	8%	-19%	1%	-30%	-4%
Mar-24	4%	15%	6%	-6%	108%	-1%	-5%	-3%	-4%	11%	13%	-21%	-11%	10%	6%	-26%	-8%	-32%	3%
Apr-24	-3%	16%	17%	37%	132%	13%	21%	9%	27%	2%	18%	-11%	-5%	9%	2%	-17%	24%	-22%	7%
May-24	5%	8%	12%	10%	144%	-2%	-4%	-5%	7%	2%	5%	-4%	-4%	1%	4%	-13%	10%	-28%	3%
Jun-24	-4%	-5%	9%	13%	150%	-0%	10%	16%	4%	0%	-4%	-5%	-14%	-3%	5%	-10%	-5%	-27%	-0%
Jul-24	-2%	10%	14%	7%	133%	-1%	-2%	5%	7%	1%	5%	7%	-3%	-5%	-3%	-8%	13%	-13%	-0%
Aug-24	6%	7%	13%	14%	156%	-24%	-28%	-16%	-5%	-1%	-8%	-3%	-1%	-5%	-4%	-14%	-1%	-28%	-2%
Sep-24	-11%	-3%	-0%	20%	135%	-11%	-7%	-11%	10%	2%	-10%	0%	1%	-2%	-2%	-9%	-13%	-27%	-2%
Oct-24	10%	12%	8%	22%	61%	-11%	7%	-10%	12%	-4%	-6%	1%	5%	7%	0%	-4%	-7%	-29%	6%
Nov-24	10%	12%	15%	19%	12%	-12%	-0%	-11%	7%	0%	-9%	-5%	-6%	12%	3%	-11%	-7%	-31%	7%
Dec-24	2%	13%	3%	4%	4%	-1%	-5%	-7%	27%	-1%	1%	-9%	0%	11%	11%	-6%	7%	-28%	5%
Jan-25	3%	1%	6%	6%	39%	-7%	-2%	-7%	9%	-5%	-2%	12%	-9%	-1%	3%	-11%	-25%	-18%	1%
Feb-25	-3%	-6%	2%	12%	-4%	-2%	-8%	-7%	12%	-4%	-8%	19%	15%	34%	2%	2%	0%	-15%	11%
Mar-25	10%	8%	1%	4%	-18%	-14%	-5%	4%	23%	10%	2%	11%	3%	8%	3%	-5%	2%	-6%	6%
Apr-25	10%	8%	-5%	-6%	-21%	-6%	-2%	2%	7%	-11%	-6%	11%	7%	10%	5%	7%	3%	0%	6%
May-25	2%	6%	-1%	16%	-25%	-11%	0%	-1%	19%	-0%	-2%	4%	0%	11%	0%	-15%	-1%	2%	5%
Jun-25	-5%	4%	-6%	-1%	-29%	-11%	-16%	-16%	15%	4%	6%	5%	6%	14%	-7%	-22%	-5%	1%	2%
Jul-25	8%	5%	-1%	1%	0%	-6%	11%	-5%	16%	-5%	2%	-4%	5%	15%	5%	-18%	-3%	-1%	7%
Aug-25	3%	-2%	-3%	-5%	-18%	1%	6%	-1%	17%	-4%	3%	-8%	8%	16%	-4%	-19%	3%	-4%	6%
Sep-25	6%	1%	1%	3%	-17%	2%	14%	6%	17%	11%	7%	-2%	21%	15%	3%	-15%	0%	11%	9%
Oct-25	-5%	1%	5%	-2%	-6%	3%	7%	-0%	14%	-2%	1%	-2%	-13%	9%	16%	-4%	8%	13%	4%
Nov-25	-7%	-4%	-2%	-6%	-0%	0%	2%	-2%	12%	-4%	-2%	-5%	-1%	3%	19%	-1%	7%	9%	1%
Dec-25	-2%	-7%	3%	9%	6%	-4%	8%	1%	-0%	5%	2%	2%	1%	-6%	29%	18%	10%	38%	-0%
Jan-26	-1%	-2%	7%	-0%	-2%	-6%	-8%	5%	2%	2%	0%	-2%	14%	-3%	13%	7%	30%	42%	0%
Feb-26	-2%	2%	-1%	0%	11%	-12%	3%	12%	8%	6%	-3%	-4%	-7%	-15%	11%	12%	-18%	-1%	-5%
Mar-26	-12%	-4%	2%	38%	40%	12%	14%	7%	13%	6%	-3%	-2%	10%	-1%	18%	-14%	-13%	11%	1%
Apr-26	-6%	-4%	8%	19%	31%	-1%	2%	10%	8%	22%	3%	9%	1%	-2%	25%	55%	19%	2%	2%
May-26	-0%	-3%	4%	22%	27%	1%	-0%	6%	-1%	7%	-2%	3%	-10%	-2%	26%	14%	-11%	9%	2%
Jun-26	8%	5%	8%	28%	31%	9%	15%	8%	8%	12%	10%	9%	9%	-3%	21%	33%	23%	15%	6%
Jul-26	-1%	5%	3%	15%	8%	3%	0%	2%	4%	14%	4%	7%	1%	-0%	23%	33%	3%	12%	3%
Aug-26	-6%	4%	2%	22%	-1%	3%	2%	3%	11%	12%	5%	2%	-21%	-5%	26%	32%	-4%	31%	-0%

Note: Bolded figures are on a preliminary basis.China data refers to wholesales, including exports.
Source: Nomura, based on Marklines data

Sales volumes in major markets (monthly)

Fig. 2: Auto sales volumes in 18 countries (monthly)

'000 units	US	Canada	Mexico	Brazil	Russia	France	Germany	Italy	Spain	UK	Australia	Japan	South Korea	China	India	Indonesia	Malaysia	Thailand	18 Country Total
Jan-24	1,104	122	117	162	65	155	238	160	81	167	90	335	116	2,439	489	70	67	81	6,058
Feb-24	1,289	134	120	165	83	178	244	165	96	103	105	344	116	1,584	461	71	65	60	5,383
Mar-24	1,486	173	131	188	101	222	294	182	110	372	110	451	146	2,694	458	75	71	59	7,321
Apr-24	1,359	174	118	221	126	187	271	152	109	159	97	310	141	2,359	412	49	60	50	6,354
May-24	1,489	177	125	194	126	177	262	158	112	174	111	312	141	2,417	427	71	70	57	6,601
Jun-24	1,373	160	128	214	131	237	338	180	123	213	120	374	138	2,552	419	75	58	56	6,888
Jul-24	1,319	161	131	241	123	163	263	143	102	173	102	405	132	2,262	413	74	74	54	6,336
Aug-24	1,470	168	134	237	152	108	217	76	63	102	101	328	128	2,453	428	76	73	52	6,367
Sep-24	1,224	160	122	236	151	171	230	136	89	325	100	439	131	2,809	440	73	58	46	6,942
Oct-24	1,384	174	129	265	178	171	260	144	103	172	100	402	146	3,053	495	77	72	43	7,366
Nov-24	1,404	164	154	253	129	166	271	140	101	185	102	390	148	3,316	428	75	69	43	7,538
Dec-24	1,545	140	153	257	134	221	251	121	122	169	100	330	143	3,489	386	80	82	33	7,755
Jan-25	1,142	123	125	171	91	144	232	149	88	159	88	376	106	2,423	503	62	50	66	6,098
Feb-25	1,254	126	122	185	80	174	225	153	107	99	97	409	133	2,129	472	72	65	51	5,953
Mar-25	1,631	187	132	195	83	190	280	189	135	410	112	500	150	2,915	472	71	73	56	7,782
Apr-25	1,498	188	112	209	99	176	266	155	117	142	91	343	151	2,590	432	52	62	50	6,731
May-25	1,517	189	124	226	94	157	263	156	133	174	109	324	142	2,686	428	61	70	58	6,910
Jun-25	1,305	167	121	213	93	212	283	152	141	221	127	393	146	2,904	391	58	55	56	7,039
Jul-25	1,424	170	130	243	124	153	292	136	118	164	104	391	139	2,593	434	61	71	54	6,803
Aug-25	1,510	164	130	225	125	109	231	75	74	98	104	301	139	2,857	409	62	74	50	6,736
Sep-25	1,299	161	123	243	125	175	262	144	104	362	107	428	158	3,226	454	62	58	52	7,544
Oct-25	1,315	176	136	261	168	176	277	143	118	169	101	395	127	3,322	575	74	77	49	7,660
Nov-25	1,309	158	151	239	129	166	278	138	112	178	100	370	146	3,429	509	74	74	46	7,606
Dec-25	1,521	130	158	279	141	211	271	122	122	176	102	335	145	3,272	500	94	91	45	7,716
Jan-26	1,127	120	134	171	89	136	213	156	89	162	88	368	121	2,346	568	66	65	94	6,114
Feb-26	1,225	129	121	185	89	153	232	173	116	105	94	395	123	1,805	526	81	53	51	5,655
Mar-26	1,430	181	134	269	115	214	320	203	153	432	109	491	165	2,899	560	61	64	62	7,860
Apr-26	1,411	180	122	248	130	173	272	170	127	172	94	374	152	2,526	541	81	73	51	6,897
May-26	1,515	182	130	274	120	158	261	165	132	186	107	333	127	2,629	541	69	62	63	7,055
Jun-26	1,407	176	130	272	122	230	325	163	151	247	140	427	160	2,810	473	78	68	65	7,444
Jul-26	1,406	179	134	280	133	158	293	139	123	187	109	417	139	2,584	535	81	74	60	7,032
Aug-26	1,414	171	133	275	124	112	235	78	82	110	109	307	110	2,712	514	82	71	65	6,704

Note: China data refers to wholesales, including exports
Source: Nomura, based on Marklines data

Global automotive demand outlook

Fig. 3: Global auto demand likely to decline by 0.9% y-y in 2026

(mn units)	CY2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E
US	17.48	17.55	17.23	17.27	17.06	14.58	15.08	13.90	15.62	16.04	16.36	16.30	16.55
y-y	*5.8%*	*0.4%*	*-1.8%*	*0.3%*	*-1.2%*	*-14.5%*	*3.4%*	*-7.8%*	*12.3%*	*2.7%*	*1.9%*	*-0.3%*	*1.5%*
Canada	1.89	1.95	2.03	1.99	1.92	1.54	1.66	1.52	1.72	1.86	1.89	1.90	1.92
y-y	*2.5%*	*2.8%*	*4.5%*	*-2.3%*	*-3.2%*	*-20.1%*	*8.2%*	*-8.6%*	*12.9%*	*8.5%*	*1.7%*	*0.5%*	*1.0%*
Mexico	1.35	1.60	1.53	1.43	1.32	0.95	1.01	1.09	1.36	1.50	1.52	1.55	1.58
y-y	*19.0%*	*18.6%*	*-4.6%*	*-6.8%*	*-7.7%*	*-27.9%*	*6.8%*	*7.9%*	*24.6%*	*10.3%*	*1.4%*	*1.5%*	*2.0%*
North America	**20.73**	**21.10**	**20.80**	**20.69**	**20.30**	**17.07**	**17.76**	**16.52**	**18.70**	**19.41**	**19.77**	**19.75**	**20.05**
y-y	*6.3%*	*1.8%*	*-1.5%*	*-0.5%*	*-1.9%*	*-15.9%*	*4.0%*	*-7.0%*	*13.2%*	*3.8%*	*1.9%*	*-0.1%*	*1.5%*
Europe	**15.99**	**17.12**	**17.70**	**17.76**	**17.99**	**13.75**	**13.76**	**12.91**	**14.72**	**14.96**	**15.09**	**15.18**	**15.38**
y-y	*9.4%*	*7.1%*	*3.4%*	*0.3%*	*1.3%*	*-23.6%*	*0.0%*	*-6.1%*	*14.0%*	*1.6%*	*0.9%*	*0.6%*	*1.3%*
Japan	**5.05**	**4.97**	**5.23**	**5.27**	**5.20**	**4.60**	**4.45**	**4.20**	**4.78**	**4.42**	**4.57**	**4.49**	**4.48**
y-y	*-9.3%*	*-1.5%*	*5.3%*	*0.7%*	*-1.5%*	*-11.5%*	*-3.3%*	*-5.6%*	*13.8%*	*-7.5%*	*3.3%*	*-1.6%*	*-0.4%*
South Korea	**1.82**	**1.81**	**1.78**	**1.81**	**1.78**	**1.87**	**1.71**	**1.67**	**1.72**	**1.63**	**1.68**	**1.69**	**1.71**
y-y	*10.5%*	*-0.6%*	*-1.8%*	*1.5%*	*-1.4%*	*5.2%*	*-8.9%*	*-2.1%*	*3.0%*	*-5.6%*	*3.3%*	*0.5%*	*1.0%*
Australia	**1.12**	**1.15**	**1.15**	**1.11**	**1.02**	**0.88**	**1.01**	**1.03**	**1.17**	**1.19**	**1.20**	**1.21**	**1.22**
y-y	*3.8%*	*1.9%*	*0.6%*	*-3.5%*	*-7.8%*	*-13.9%*	*14.1%*	*2.7%*	*12.7%*	*1.8%*	*0.8%*	*1.0%*	*1.0%*
Brazil	2.48	1.99	2.18	2.48	2.67	1.95	1.98	1.96	2.18	2.48	2.55	2.61	2.66
y-y	*-25.6%*	*-19.8%*	*9.4%*	*13.8%*	*7.7%*	*-26.7%*	*1.1%*	*-0.8%*	*11.2%*	*14.0%*	*2.6%*	*2.2%*	*2.0%*
Russia	1.60	1.43	1.60	1.80	1.76	1.60	1.67	0.69	0.94	1.47	1.35	1.15	1.17
y-y	*-35.7%*	*-11.0%*	*11.9%*	*12.8%*	*-2.3%*	*-9.1%*	*4.3%*	*-58.8%*	*37.2%*	*56.0%*	*-8.3%*	*-15.0%*	*2.0%*
India*	3.17	3.46	3.80	3.99	3.27	3.12	3.55	4.49	4.81	4.89	5.36**	5.79	6.13
y-y	*6.4%*	*9.0%*	*10.0%*	*5.0%*	*-18.2%*	*-4.5%*	*13.7%*	*26.7%*	*7.1%*	*1.5%*	*9.8%*	*8.0%*	*5.9%*
China	24.56	28.03	28.88	28.08	25.77	25.20	26.12	24.00	25.92	27.44	27.89	26.52	27.34
y-y	*4.5%*	*14.1%*	*3.0%*	*-2.8%*	*-8.2%*	*-2.2%*	*3.6%*	*-8.1%*	*8.0%*	*5.9%*	*1.6%*	*-4.9%*	*3.1%*
Thailand	0.80	0.77	0.87	1.02	1.03	0.80	0.77	0.89	0.84	0.63	0.63	0.67	0.68
y-y	*-9.3%*	*-3.9%*	*13.4%*	*16.7%*	*1.2%*	*-21.8%*	*-3.7%*	*14.4%*	*-5.1%*	*-24.7%*	*-0.1%*	*5.1%*	*2.5%*
Indonesia	1.01	1.06	1.08	1.15	1.03	0.53	0.89	1.05	1.01	0.87	0.80	0.81	0.83
y-y	*-16.2%*	*4.8%*	*1.7%*	*6.6%*	*-10.5%*	*-48.4%*	*66.8%*	*18.1%*	*-4.0%*	*-13.9%*	*-7.2%*	*0.9%*	*2.0%*
Malaysia	0.67	0.58	0.58	0.60	0.60	0.53	0.51	0.72	0.80	0.82	0.82	0.83	0.84
y-y	*0.0%*	*-13.0%*	*-0.3%*	*3.5%*	*0.9%*	*-12.4%*	*-3.9%*	*41.6%*	*11.0%*	*2.1%*	*0.5%*	*0.7%*	*1.5%*
Argentina	0.60	0.71	0.90	0.80	0.46	0.34	0.38	0.41	0.45	0.41	0.61	0.58	0.60
y-y	*-11.5%*	*19.0%*	*26.9%*	*-10.9%*	*-42.7%*	*-25.5%*	*11.4%*	*6.9%*	*10.2%*	*-7.8%*	*47.8%*	*-5.0%*	*4.0%*
South Africa	0.62	0.55	0.56	0.55	0.54	0.38	0.46	0.53	0.53	0.52	0.60	0.64	0.67
y-y	*-4.2%*	*-11.4%*	*1.9%*	*-1.2%*	*-2.6%*	*-29.1%*	*22.2%*	*14.0%*	*0.6%*	*-3.2%*	*15.7%*	*7.5%*	*4.0%*
Turkey	0.97	0.98	0.96	0.62	0.48	0.77	0.74	0.78	1.23	1.24	1.37	1.32	1.35
y-y	*26.1%*	*1.6%*	*-2.8%*	*-35.1%*	*-22.8%*	*61.3%*	*-4.6%*	*6.2%*	*57.4%*	*0.5%*	*10.5%*	*-3.5%*	*2.0%*
Emerging markets	**36.48**	**39.55**	**41.40**	**41.09**	**37.60**	**35.24**	**37.06**	**35.52**	**38.72**	**40.77**	**41.99**	**40.91**	**42.26**
y-y	*-1.8%*	*8.4%*	*4.7%*	*-0.7%*	*-8.5%*	*-6.3%*	*5.2%*	*-4.2%*	*9.0%*	*5.3%*	*3.0%*	*-2.6%*	*3.3%*
Other	**7.20**	**6.27**	**6.46**	**6.98**	**8.18**	**6.08**	**6.67**	**8.47**	**8.41**	**7.24**	**7.61**	**7.80**	**7.99**
y-y	*-13.1%*	*-12.9%*	*3.1%*	*8.1%*	*17.1%*	*-25.6%*	*9.7%*	*27.0%*	*-0.6%*	*-13.9%*	*5.0%*	*2.5%*	*2.5%*
Global sales ex-China	**63.82**	**63.94**	**65.64**	**66.63**	**66.31**	**54.29**	**56.29**	**56.32**	**62.29**	**62.18**	**64.01**	**64.51**	**65.75**
y-y	*-0.8%*	*0.2%*	*2.7%*	*1.5%*	*-0.5%*	*-18.1%*	*3.7%*	*0.1%*	*10.6%*	*-0.2%*	*3.0%*	*0.8%*	*1.9%*
Global sales total	**88.38**	**91.97**	**94.52**	**94.71**	**92.07**	**79.49**	**82.41**	**80.33**	**88.21**	**89.62**	**91.90**	**91.03**	**93.09**
y-y	*0.6%*	*4.1%*	*2.8%*	*0.2%*	*-2.8%*	*-13.7%*	*3.7%*	*-2.5%*	*9.8%*	*1.6%*	*2.6%*	*-0.9%*	*2.3%*

Note: *Indian wholesales refer to FY (e.g., 2026E refers to FY ending 31 March 2027). China data refers to passenger vehicle wholesales until 2019, and passenger vehicle registrations from 2020 onwards. For commercial vehicles, we use wholesales for historical as well as forecasted numbers.

Source: Autodata, CAAM, SIAM, ACEA, Fourin, JAMA, KAMA, KAIDA, AEB, ANFAVEA, Marklines, Nomura estimates

Global automobile demand forecast (quarterly)

Fig. 4: Global automobile demand forecast (quarterly)

(mn units)	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	2024 Q4	2025 Q1	2025 Q2	2025 Q3	2025 Q4	2026 Q1	2026 Q2	2026 Q3E	2026 Q4E
US	3.59	4.12	3.98	3.92	3.78	4.13	3.91	4.23	3.93	4.22	4.15	4.07	3.70	4.24	4.15	4.21
% y-y	7.6%	16.9%	16.4%	8.3%	5.1%	0.1%	-1.9%	8.0%	4.0%	2.2%	6.1%	-3.9%	-5.8%	0.5%	0.1%	3.5%
Canada	0.36	0.48	0.46	0.42	0.41	0.51	0.48	0.46	0.42	0.55	0.49	0.43	0.40	0.55	0.51	0.44
% y-y	6.9%	10.0%	16.2%	18.5%	14.7%	6.7%	5.5%	8.4%	3.2%	7.8%	1.9%	-6.7%	-4.9%	0.0%	3.7%	2.9%
Mexico	0.32	0.32	0.34	0.39	0.35	0.36	0.37	0.42	0.37	0.35	0.37	0.44	0.38	0.37	0.37	0.43
% y-y	24.4%	20.0%	30.7%	23.4%	12.5%	12.8%	8.3%	8.3%	3.8%	-2.9%	0.3%	3.9%	3.7%	5.4%	-0.1%	-2.2%
North America	**4.27**	**4.92**	**4.79**	**4.73**	**4.54**	**5.00**	**4.76**	**5.11**	**4.72**	**5.12**	**5.01**	**4.93**	**4.49**	**5.16**	**5.03**	**5.07**
% y-y	8.7%	16.4%	17.3%	10.3%	6.5%	1.6%	-0.5%	8.0%	3.9%	2.4%	5.2%	-3.5%	-4.9%	0.8%	0.4%	3.0%
Europe	**3.69**	**3.83**	**3.55**	**3.65**	**3.91**	**4.02**	**3.33**	**3.70**	**3.83**	**3.90**	**3.56**	**3.81**	**3.98**	**3.91**	**3.54**	**3.76**
% y-y	16.4%	17.5%	16.4%	6.3%	5.8%	5.1%	-6.1%	1.3%	-1.9%	-3.2%	6.8%	2.9%	3.8%	0.3%	-0.5%	-1.3%
Japan	**1.38**	**1.07**	**1.16**	**1.17**	**1.13**	**1.00**	**1.17**	**1.12**	**1.29**	**1.06**	**1.12**	**1.10**	**1.25**	**1.04**	**1.12**	**1.08**
% y-y	15.4%	20.3%	11.8%	8.4%	-18.1%	-6.8%	1.3%	-4.3%	13.6%	6.4%	-4.5%	-1.9%	-2.5%	-1.5%	-0.3%	-1.9%
South Korea	**0.43**	**0.46**	**0.39**	**0.44**	**0.38**	**0.42**	**0.39**	**0.44**	**0.39**	**0.44**	**0.44**	**0.42**	**0.41**	**0.43**	**0.41**	**0.44**
% y-y	15.7%	6.5%	-3.8%	-4.2%	-12.0%	-8.5%	-1.0%	-0.6%	3.0%	4.6%	11.5%	-4.8%	5.3%	-1.4%	-5.3%	4.1%
Australia	**0.26**	**0.30**	**0.31**	**0.30**	**0.29**	**0.31**	**0.29**	**0.29**	**0.29**	**0.32**	**0.30**	**0.29**	**0.28**	**0.33**	**0.30**	**0.30**
% y-y	1.8%	13.3%	17.0%	18.2%	13.9%	5.5%	-5.0%	-5.3%	-2.7%	0.6%	4.6%	0.8%	-1.4%	3.1%	-1.2%	3.4%
Brazil	0.44	0.50	0.60	0.64	0.48	0.59	0.67	0.73	0.52	0.61	0.68	0.74	0.60	0.62	0.68	0.71
% y-y	16.3%	4.2%	10.2%	14.6%	10.6%	19.3%	12.2%	13.9%	7.1%	3.3%	0.4%	1.0%	15.4%	0.2%	0.6%	-3.9%
Russia	0.15	0.25	0.18	0.36	0.25	0.45	0.43	0.34	0.25	0.29	0.37	0.44	0.25	0.30	0.30	0.29
% y-y	-44.7%	168.9%	133.8%	50.4%	62.3%	82.0%	141.6%	-6.1%	1.7%	-37.0%	-12.3%	27.6%	-0.4%	4.8%	-19.8%	-32.3%
India*	1.18	1.14	1.23	1.16	1.29	1.17	1.20	1.21	1.31	1.16	1.21	1.47	1.53	1.35	1.40	1.50
% y-y	9.6%	7.2%	4.2%	7.4%	9.7%	3.1%	-2.5%	4.5%	1.3%	-1.1%	1.1%	21.7%	16.4%	16.7%	15.7%	2.0%
China	5.21	6.41	6.69	7.60	5.98	6.09	6.82	8.55	6.14	6.85	7.21	7.69	5.32	6.22	7.22	7.76
% y-y	-11.9%	27.1%	4.9%	14.1%	14.7%	-5.0%	2.0%	12.4%	2.6%	12.5%	5.7%	-10.1%	-13.4%	-9.2%	0.1%	1.0%
Thailand	0.26	0.22	0.20	0.17	0.20	0.16	0.15	0.12	0.17	0.16	0.16	0.14	0.21	0.17	0.16	0.13
% y-y	1.3%	-5.4%	-10.7%	-6.9%	-22.2%	-25.6%	-23.0%	-29.4%	-13.5%	1.1%	1.8%	18.3%	20.2%	1.5%	0.7%	-4.6%
Indonesia	0.28	0.22	0.25	0.25	0.22	0.19	0.23	0.23	0.21	0.17	0.19	0.24	0.21	0.17	0.19	0.24
% y-y	6.9%	5.8%	-11.9%	-13.5%	-23.8%	-13.8%	-9.6%	-7.2%	-4.4%	-12.3%	-16.9%	4.0%	1.7%	0.9%	-0.5%	1.2%
Malaysia	0.19	0.17	0.21	0.23	0.20	0.19	0.20	0.22	0.19	0.18	0.21	0.24	0.18	0.19	0.21	0.25
% y-y	20.5%	0.9%	12.3%	10.8%	5.0%	8.4%	-1.0%	-2.3%	-6.6%	-1.7%	0.9%	8.4%	-3.5%	1.9%	0.2%	3.6%
Argentina	0.12	0.12	0.12	0.10	0.08	0.10	0.13	0.10	0.16	0.16	0.17	0.11	0.16	0.15	0.16	0.12
% y-y	12.7%	11.9%	4.3%	12.8%	-29.8%	-14.3%	9.8%	5.8%	91.6%	65.8%	35.6%	9.4%	-3.1%	-11.1%	-10.9%	10.4%
South Africa	0.14	0.13	0.14	0.13	0.13	0.12	0.13	0.14	0.14	0.13	0.16	0.16	0.16	0.15	0.16	0.16
% y-y	2.4%	8.4%	-1.9%	-5.4%	-6.1%	-9.6%	-2.4%	5.4%	10.1%	17.2%	19.7%	16.2%	12.4%	12.1%	4.4%	2.3%
Turkey	0.24	0.32	0.30	0.38	0.30	0.28	0.27	0.39	0.28	0.33	0.32	0.44	0.27	0.31	0.31	0.44
% y-y	55.2%	56.1%	84.6%	42.7%	25.2%	-12.1%	-9.4%	3.6%	-6.5%	17.4%	17.6%	13.4%	-3.9%	-6.5%	-3.0%	-1.3%
Emerging markets	**8.21**	**9.47**	**9.90**	**11.02**	**9.14**	**9.35**	**10.23**	**12.03**	**9.37**	**10.06**	**10.67**	**11.67**	**8.88**	**9.62**	**10.78**	**11.62**
% y-y	-5.8%	22.8%	6.7%	13.5%	11.3%	-1.3%	3.4%	9.2%	2.6%	7.6%	4.3%	-3.0%	-5.3%	-4.4%	1.0%	-0.4%
Other	**1.93**	**2.12**	**2.12**	**2.25**	**1.71**	**1.77**	**1.78**	**2.00**	**1.80**	**1.89**	**1.91**	**2.01**	**1.81**	**1.92**	**1.98**	**2.09**
% y-y	-7.5%	6.9%	-0.7%	-0.8%	-11.4%	-16.4%	-16.3%	-11.3%	5.5%	6.9%	7.5%	0.7%	0.4%	1.6%	3.9%	3.8%
Global sales ex-China	**14.95**	**15.75**	**15.52**	**15.96**	**15.11**	**15.78**	**15.13**	**16.14**	**15.54**	**15.92**	**15.80**	**16.54**	**15.77**	**16.18**	**15.94**	**16.59**
% y-y	8.3%	14.8%	11.9%	7.6%	1.1%	0.2%	-2.5%	1.1%	2.9%	0.9%	4.4%	2.5%	1.5%	1.7%	0.9%	0.3%
Global sales total	**20.16**	**22.16**	**22.21**	**23.56**	**21.09**	**21.87**	**21.95**	**24.69**	**21.68**	**22.77**	**23.01**	**24.23**	**21.09**	**22.41**	**23.16**	**24.36**
% y-y	2.2%	18.1%	9.7%	9.6%	4.6%	-1.3%	-1.2%	4.8%	2.8%	4.2%	4.8%	-1.9%	-2.7%	-1.6%	0.7%	0.5%

Source: Autodata, CAAM, SIAM, ACEA, Fourin, JAMA, KAMA, KAIDA, AEB

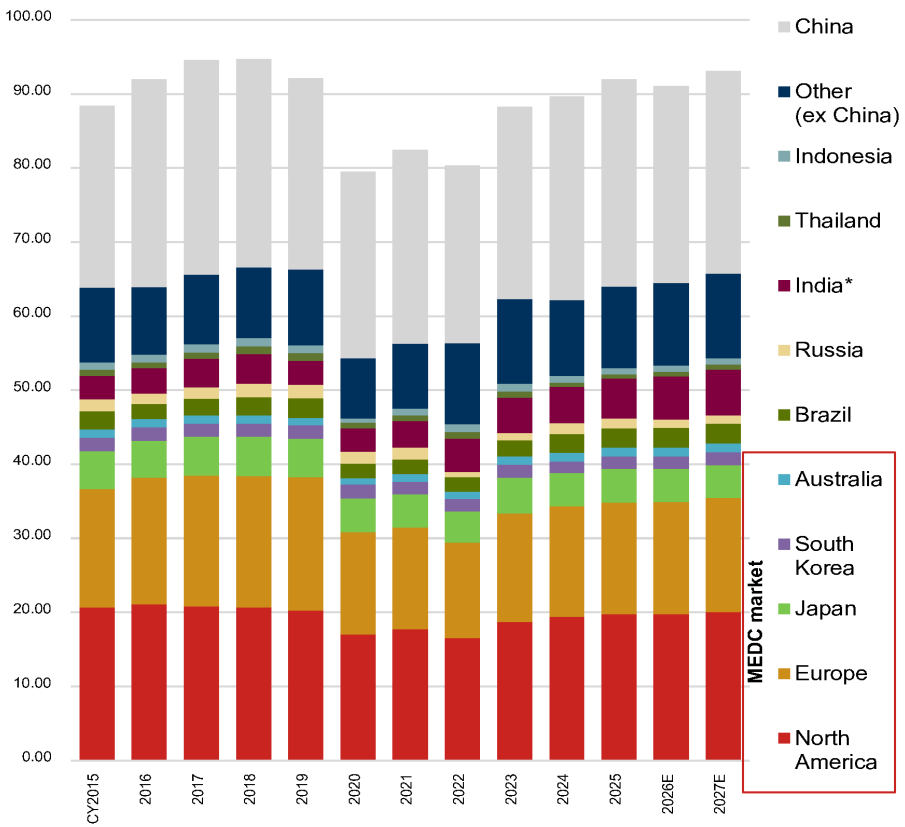
Fig. 5: Profitability weather forecast



Note: For weather forecast chart: sunnier weather implies higher profitability.
Source: Nomura

Auto sales volume by region and regional contributions to global demand growth

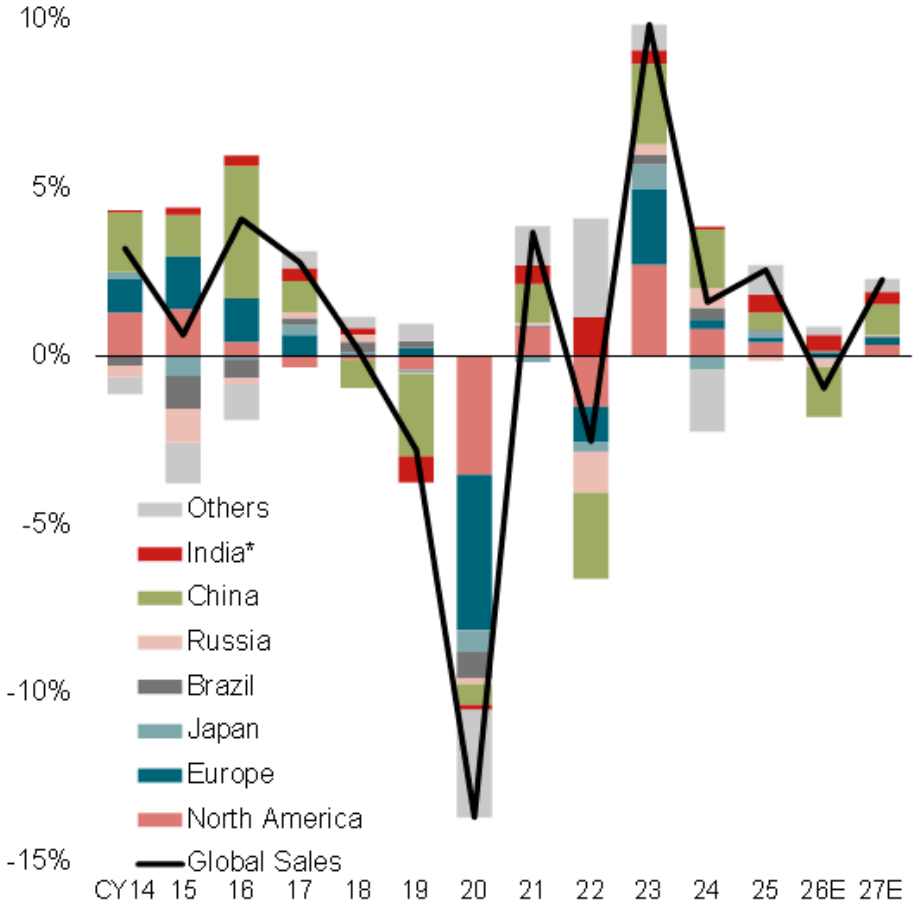
Fig. 6: Global automobile sales volumes by region (mn units)



Note: China data refers to passenger vehicle wholesales until 2019, and passenger vehicle registrations from 2020 onwards. For commercial vehicles, we use wholesales for historical as well as forecasted numbers.
Source: Autodata, CAAM, SIAM, FOURIN, JAMA, KAMA, KAIDA, AEB, ANFAVEA, Marklines, Nomura

Fig. 7: Contribution to growth in global automobile demand by region

* Indian registrations refer to FY (e.g., 26E refers to FY ending 31 March 2027)



Note: China data refers to passenger vehicle wholesales until 2019, and passenger vehicle registrations from 2020 onwards. For commercial vehicles, we use wholesales for historical as well as forecasted numbers.
Source: Autodata, CAAM, SIAM, ACEA, Fourin, JAMA, KAMA, KAIDA, AEB, ANFAVEA, Marklines, Nomura estimates

Japan production forecasts by company

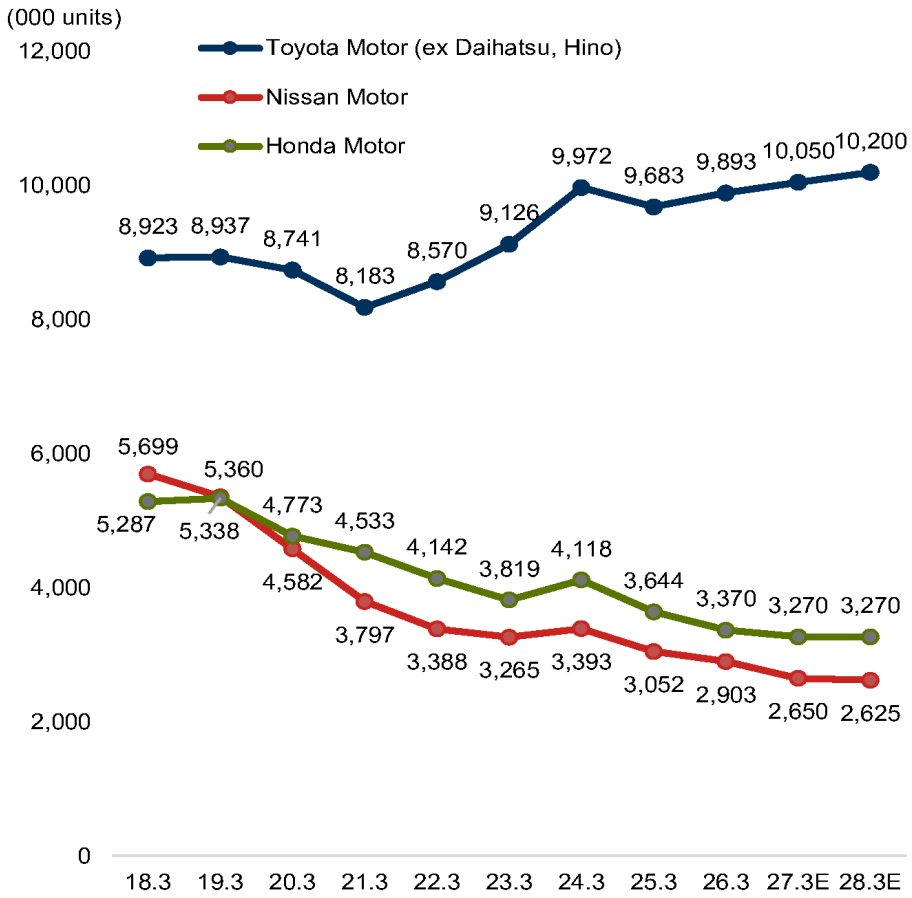
Fig. 8: Forecasts for domestic automobile output by company

('000 units, %, y-y)	Total		TOYOTA		HONDA		NISSAN		MAZDA		MITSUBISHI		SUBARU		SUZUKI		DAIHATSU	
FY07	11,790	2.5	4,265	1.9	1,297	-3.8	1,263	6.0	1,047	8.2	876	12.9	490	1.1	1,219	0.6	785	-3.7
08	10,006	-15.1	3,393	-20.4	1,148	-11.4	1,050	-16.8	899	-14.1	682	-22.2	474	-3.2	1,139	-6.6	771	-1.9
09	8,865	-11.4	3,207	-5.5	902	-21.5	1,025	-2.4	828	-8.0	514	-24.7	453	-4.5	959	-15.8	673	-12.7
10	8,991	1.4	3,004	-6.3	912	1.2	1,073	4.6	864	4.4	663	29.2	459	1.3	994	3.7	619	-8.0
11	9,267	3.1	3,120	3.9	870	-4.6	1,199	11.8	847	-2.0	586	-11.7	468	2.0	1,020	2.6	690	11.4
12	9,551	3.1	3,369	8.0	876	0.6	1,060	-11.6	879	3.8	484	-17.3	583	24.6	1,044	2.3	757	9.8
13	9,912	3.8	3,378	0.3	937	6.9	1,000	-5.7	973	10.6	637	31.5	650	11.5	998	-4.4	808	6.7
14	9,591	-3.2	3,185	-5.7	868	-7.4	878	-12.2	919	-5.5	649	1.8	708	8.9	1,055	5.7	777	-3.8
15	9,188	-4.2	3,172	-0.4	761	-12.3	849	-3.3	989	7.6	653	0.7	715	1.0	861	-18.4	661	-15.0
16	9,357	1.8	3,188	0.5	810	6.5	1,015	19.5	965	-2.5	531	-18.6	721	0.8	874	1.5	773	16.9
17	9,683	3.5	3,199	0.3	829	2.3	986	-2.9	987	2.3	590	10.9	701	-2.7	971	11.1	929	20.1
18	9,749	0.7	3,212	0.4	912	10.0	901	-8.6	1,010	2.3	661	12.1	617	-12.0	1,011	4.1	929	0.1
19	9,489	-2.7	3,304	2.9	808	-11.4	758	-15.9	972	-3.7	621	-6.1	664	7.6	944	-6.6	967	4.1
20	7,970	-16.0	2,919	-11.6	687	-14.9	517	-31.8	748	-23.1	367	-40.9	525	-20.9	930	-1.5	918	-5.1
21	7,546	-5.3	2,761	-5.4	634	-7.7	446	-13.8	696	-6.8	421	14.7	455	-13.3	840	-9.7	841	-8.4
22	8,101	7.3	2,787	0.9	643	1.4	597	33.8	764	9.8	457	8.7	575	26.3	954	13.7	872	3.7
23	8,679	7.1	3,309	18.7	707	9.9	725	21.5	799	4.5	499	9.2	602	4.7	1,012	6.0	623	-28.6
24	8,468	-2.4	3,236	-2.2	693	-2.0	641	-11.5	749	-6.3	478	-4.2	602	-0.0	994	-1.8	657	5.5
25	8,441	-0.3	3,242	0.2	707	2.1	558	-13.1	735	-1.8	470	-1.7	525	-12.8	973	-2.1	821	24.9
26E	8,517	0.9	3,431	5.8	717	1.5	562	0.8	756	2.8	422	-10.3	492	-6.3	954	-1.9	802	-2.3
27E	8,636	1.4	3,485	1.6	732	2.0	566	0.7	750	-0.7	423	0.3	506	2.9	964	1.0	809	0.9
28E	8,673	0.4	3,530	1.3	735	0.4	565	-0.2	750	0.0	423	0.0	505	-0.2	955	-0.9	805	-0.5
CY20 Q1	2,360	-7.6	798	-12.3	204	-14.6	173	-22.5	232	-14.1	163	0.7	171	35.6	248	-1.0	261	5.4
CY20 Q2	1,260	-47.9	501	-42.4	165	-29.4	60	-67.1	60	-76.6	49	-67.2	56	-65.0	147	-35.3	155	-31.5
CY20 Q3	2,075	-13.6	762	-10.0	167	-20.4	112	-46.2	213	-14.4	76	-50.2	165	-0.5	261	20.3	244	2.9
CY20 Q4	2,372	2.8	861	9.1	193	20.6	165	-15.5	242	2.3	109	-30.3	179	7.0	272	8.0	251	3.3
CY21 Q1	2,262	-4.2	795	-0.5	162	-20.6	181	4.5	233	0.2	133	-18.5	125	-26.7	250	0.7	268	2.6
CY21 Q2	1,962	55.6	764	52.5	154	-6.5	104	74.6	186	211.5	91	87.3	117	109.6	201	37.2	229	47.5
CY21 Q3	1,642	-20.9	632	-17.1	117	-30.2	112	-0.1	126	-40.8	105	37.9	101	-39.0	183	-30.1	160	-34.2
CY21 Q4	1,983	-16.4	688	-20.1	182	-5.5	100	-39.4	191	-21.1	111	1.6	132	-26.0	241	-11.4	219	-12.8
CY22 Q1	1,960	-13.3	678	-14.7	181	11.6	130	-28.1	194	-16.8	114	-14.3	105	-16.0	215	-14.2	233	-13.1
CY22 Q2	1,673	-14.7	594	-22.2	131	-15.0	104	-0.2	138	-25.6	83	-8.2	135	15.3	209	4.0	176	-23.0
CY22 Q3	2,042	24.4	693	9.8	155	32.6	152	35.2	198	57.3	124	18.7	148	46.8	241	32.0	212	31.9
CY22 Q4	2,160	8.9	691	0.4	177	-3.0	174	74.3	204	7.1	119	7.3	175	32.1	255	5.8	249	13.6
CY23 Q1	2,225	13.5	808	19.3	181	-0.4	167	28.8	223	15.3	131	14.4	118	11.8	249	16.0	235	1.1
CY23 Q2	2,099	25.4	834	40.4	147	12.0	176	69.7	192	39.3	109	30.4	159	17.9	219	4.6	161	-8.4
CY23 Q3	2,258	10.6	858	23.8	172	10.8	178	17.5	207	4.2	120	-3.0	161	9.0	253	4.9	208	-1.6
CY23 Q4	2,417	11.9	868	25.7	219	24.1	197	13.2	217	6.0	141	18.3	171	-2.4	276	8.2	216	-13.1
CY24 Q1	1,905	-14.4	748	-7.5	169	-6.5	173	3.8	183	-17.9	130	-0.9	111	-5.5	264	6.1	37	-84.2
CY24 Q2	1,989	-5.2	761	-8.8	164	11.9	155	-12.2	185	-3.7	110	1.2	143	-10.5	255	16.4	110	-31.5
CY24 Q3	2,107	-12.8	773	-11.0	174	-20.8	152	-22.6	190	-12.1	118	-16.3	155	-3.6	249	-9.5	192	-11.3
CY24 Q4	2,234	17.2	847	13.3	186	10.3	176	1.7	190	3.9	124	-4.1	163	-4.3	261	-1.3	179	383.2
CY25 Q1	2,139	12.3	856	14.5	168	-0.4	158	-9.0	182	-0.5	126	-2.5	141	26.7	229	-13.3	175	371.4
CY25 Q2	2,034	2.3	784	3.0	158	-3.9	134	-13.4	167	-10.0	113	2.9	152	6.9	234	-8.4	191	72.8
CY25 Q3	2,041	-3.1	802	3.7	178	2.4	133	-12.5	174	-8.7	95	-19.5	125	-19.6	243	-2.4	193	0.6
CY25 Q4	2,166	-3.0	834	-1.5	186	-0.3	140	-20.5	194	1.7	118	-4.9	122	-25.0	248	-4.8	220	22.7
CY26 Q1	2,200	2.9	822	-3.9	185	10.2	150	-5.0	201	10.1	144	13.9	125	-10.9	248	8.3	217	23.7
CY26 Q2	2,068	1.7	828	5.6	176	11.6	138	3.2	188	12.5	108	-5.1	118	-22.6	237	1.4	195	1.9
CY26 Q3E	2,091	2.4	848	5.8	168	-5.6	141	5.7	190	9.2	95	0.3	120	-3.7	237	-2.6	192	-0.5
CY26 Q4E	2,197	1.4	885	6.1	189	1.8	143	2.0	190	-1.9	112	-5.2	128	4.6	240	-3.3	208	-5.6
CY27 Q1E	2,162	-1.7	870	5.8	184	-0.7	140	-6.7	188	-6.4	107	-25.6	126	0.5	240	-3.1	207	-4.5
CY27 Q2E	2,122	2.6	855	3.2	180	2.1	139	0.6	185	-1.4	103	-4.2	124	5.1	238	0.4	199	2.3
CY27 Q3E	2,155	3.1	870	2.6	183	8.9	142	0.7	187	-1.6	105	10.5	126	5.0	240	1.3	202	5.2
CY27 Q4E	2,192	-0.2	885	0.0	186	-1.6	144	0.7	189	-0.5	108	-3.6	129	0.8	244	1.7	205	-1.4
CY28 Q1E	2,168	0.3	875	0.6	183	-0.5	141	0.7	189	0.5	107	0.0	127	0.8	242	0.8	203	-1.9

Source: Japan Automobile Manufacturers Association data, Nomura estimates

Japan production forecasts by company

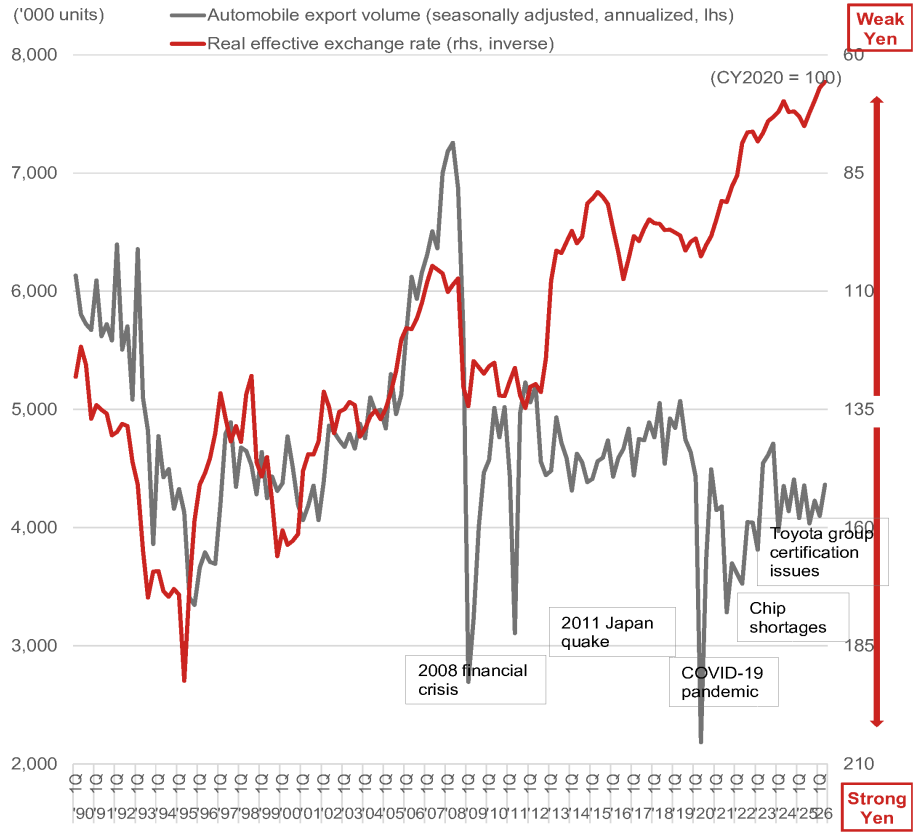
Fig. 9: Global production outlook for three major Japanese automakers



Source: Company data, Nomura estimates

Fig. 10: Auto export volumes for Japan OEMs and yen real effective exchange rate

Quarterly basis; data through 2026 Q2

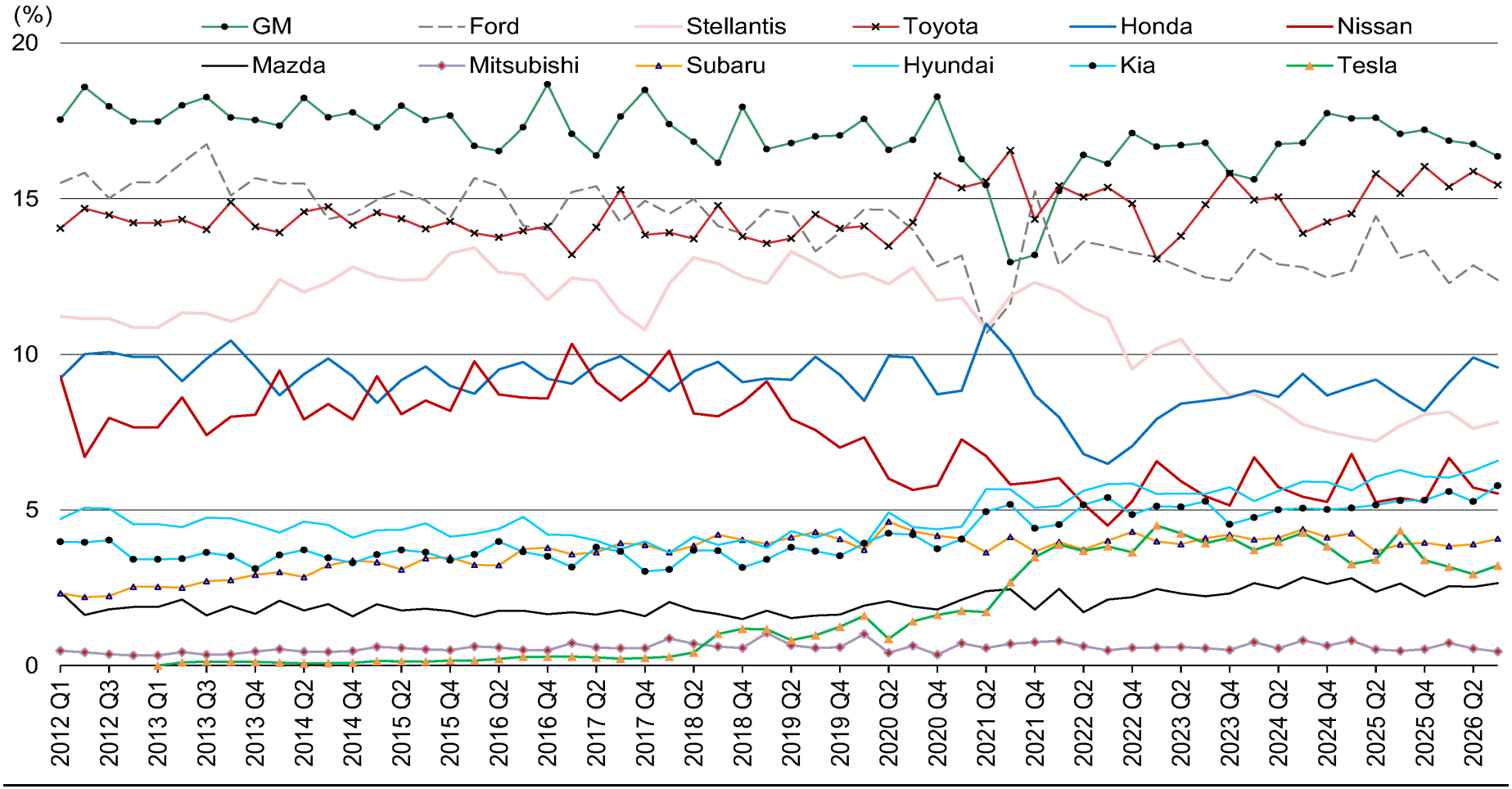


Source: JAMA, BOJ, Nomura

US market shares (passenger vehicles + light trucks)

Fig. 11: US market shares (passenger vehicles + light trucks)

Data through September 2026

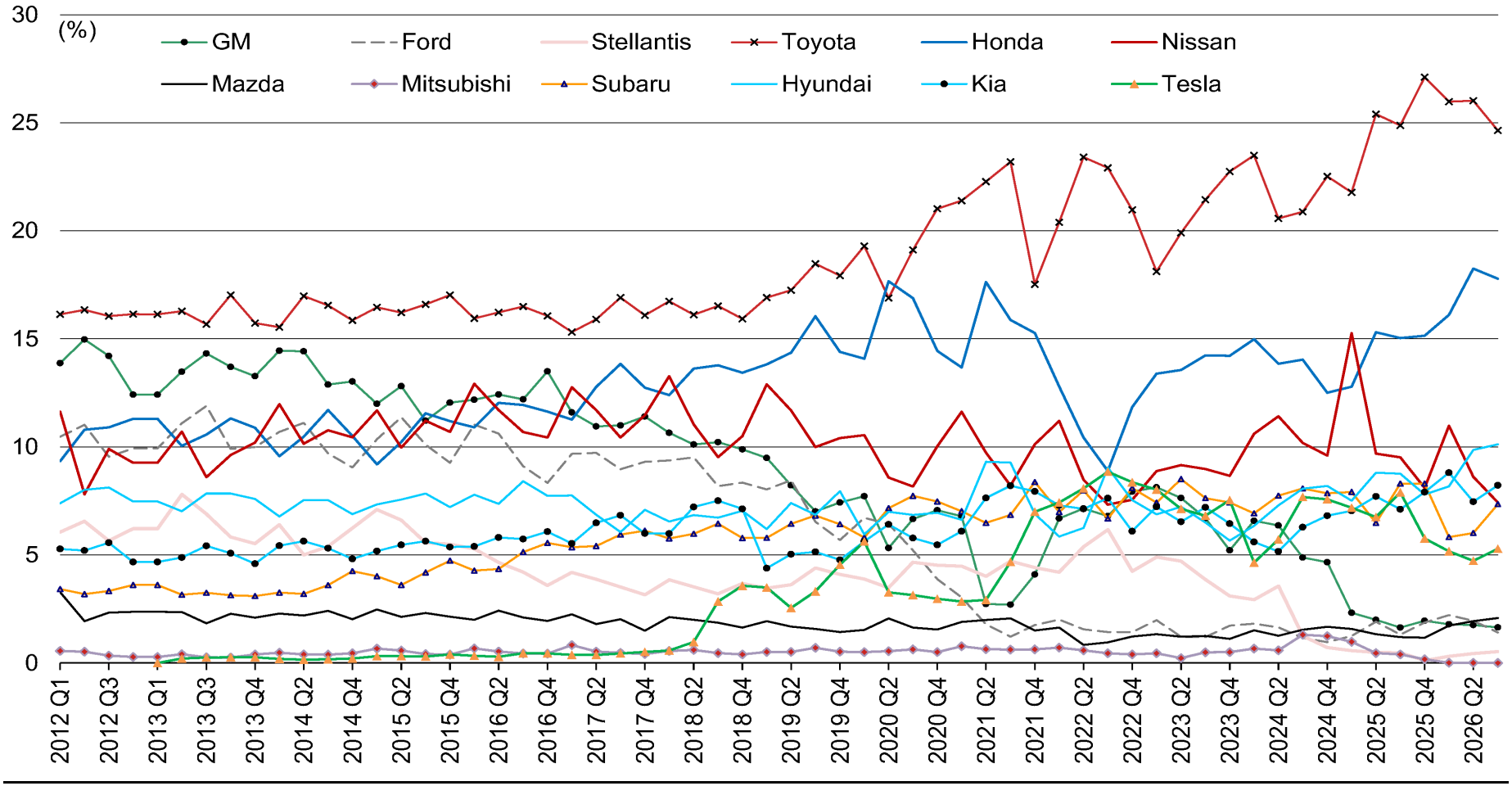


Note: Stellantis includes Chrysler, Ram, Dodge, and Jeep.
Source: Nomura, based on Autodata

US market shares (passenger vehicles)

Fig. 12: US market shares (passenger vehicles)

Data through September 2026

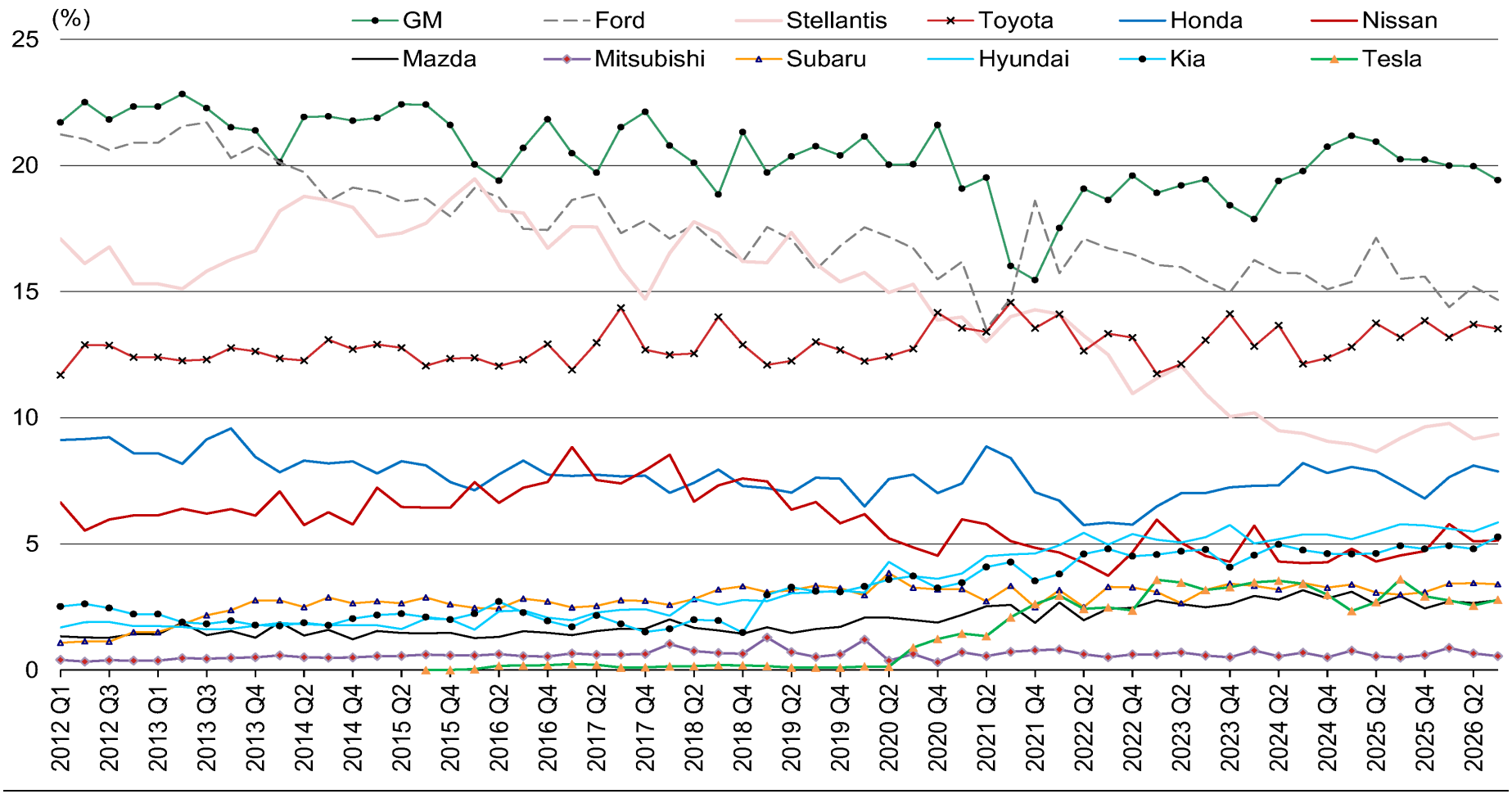


Note: Stellantis includes Chrysler, Ram, Dodge, and Jeep.
Source: Nomura, based on Autodata

US market share trends (light trucks)

Fig. 13: US market share trends (light trucks)

Data through September 2026

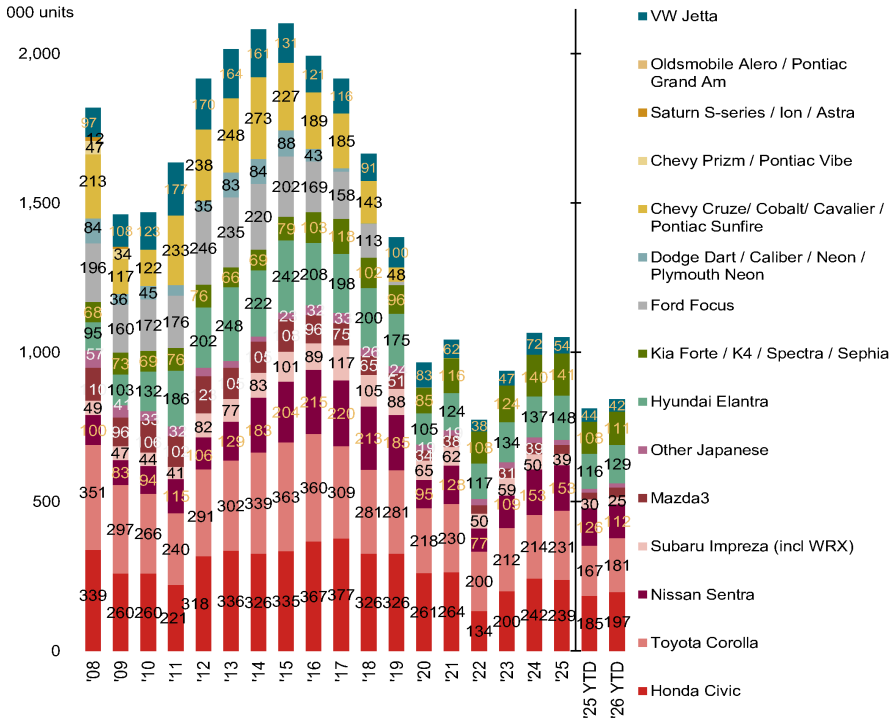


Note: Stellantis includes Chrysler, Ram, Dodge, and Jeep.
Source: Nomura, based on Autodata

Sedan segments in the US

Fig. 14: Compact sedan segment in the US

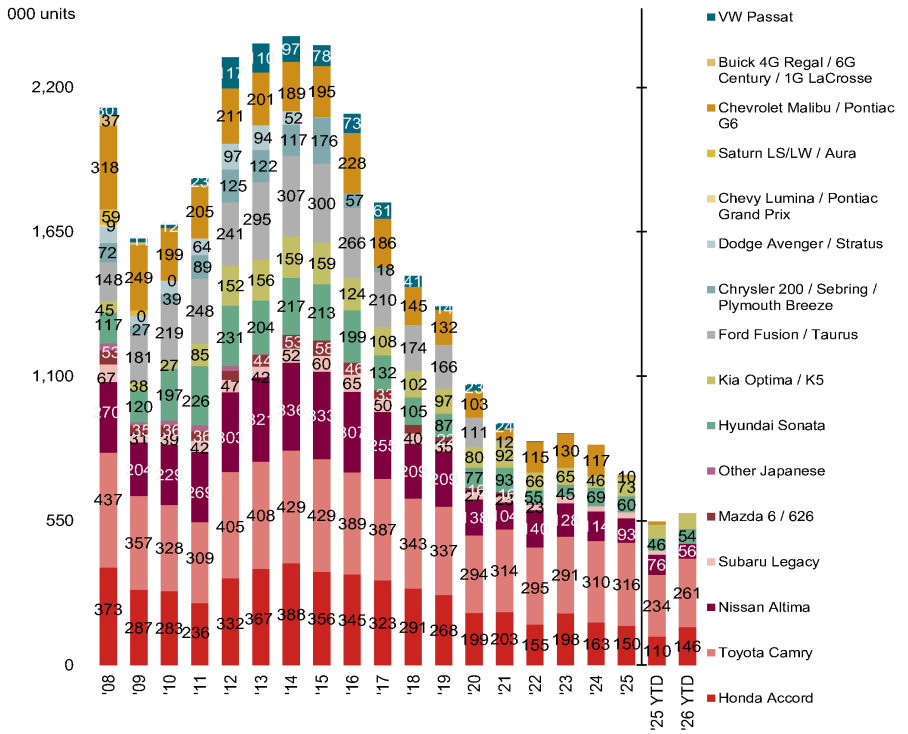
Data through September 2026



Source: Nomura research, based on Autodata

Fig. 15: Midsize sedan segment in the US

Data through September 2026

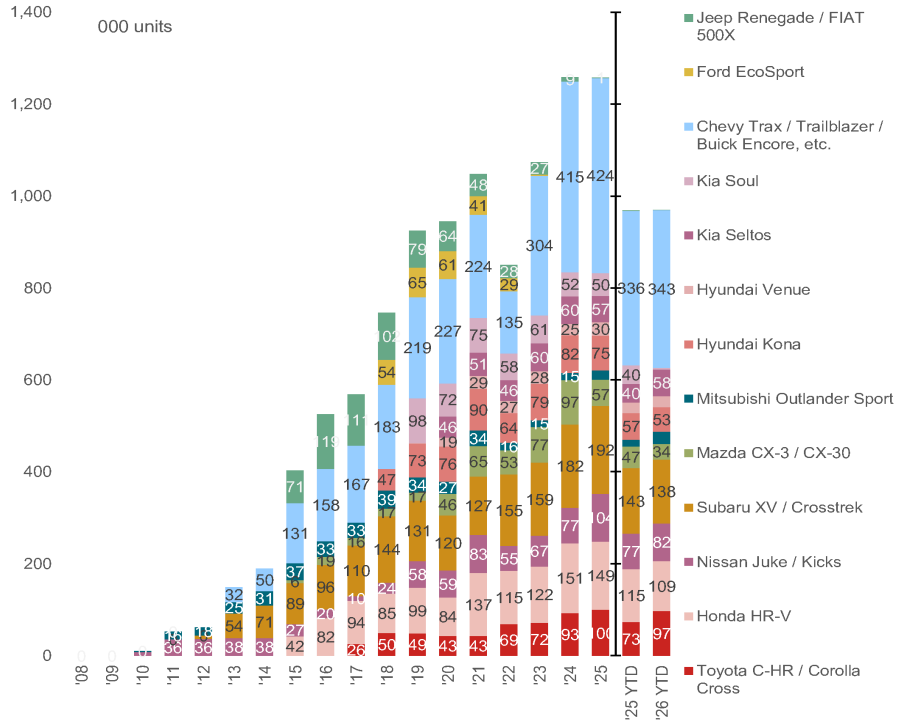


Source: Nomura research, based on Autodata

Crossover/SUV segments in the US (1)

Fig. 16: Subcompact crossover/SUV segment in the US

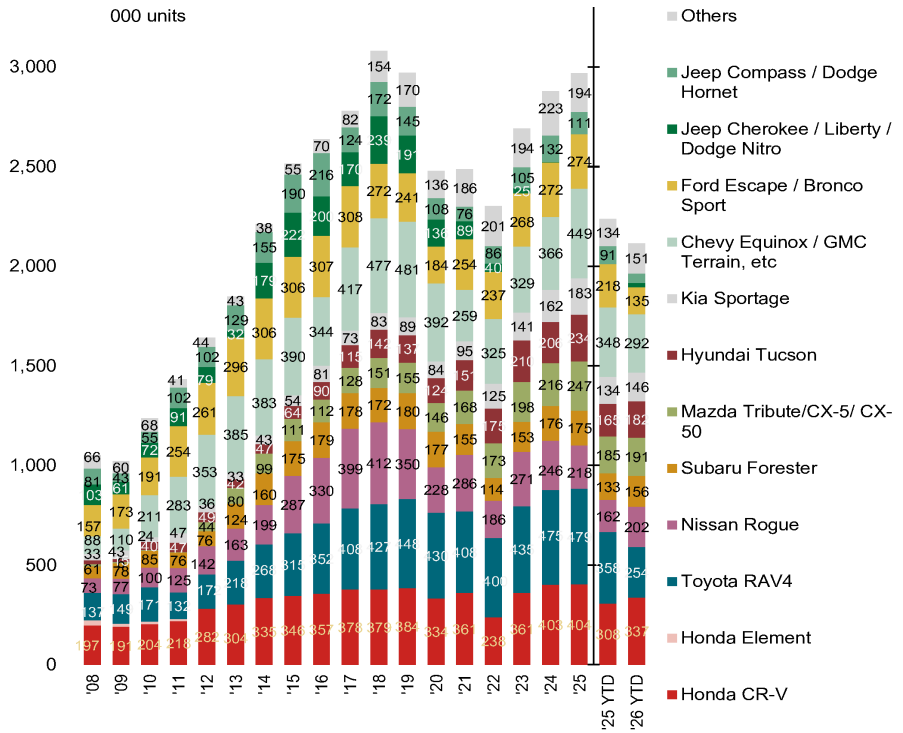
Data through September 2026



Source: Nomura, based on Autodata

Fig. 17: Compact crossover/SUV segment in the US

Data through September 2026

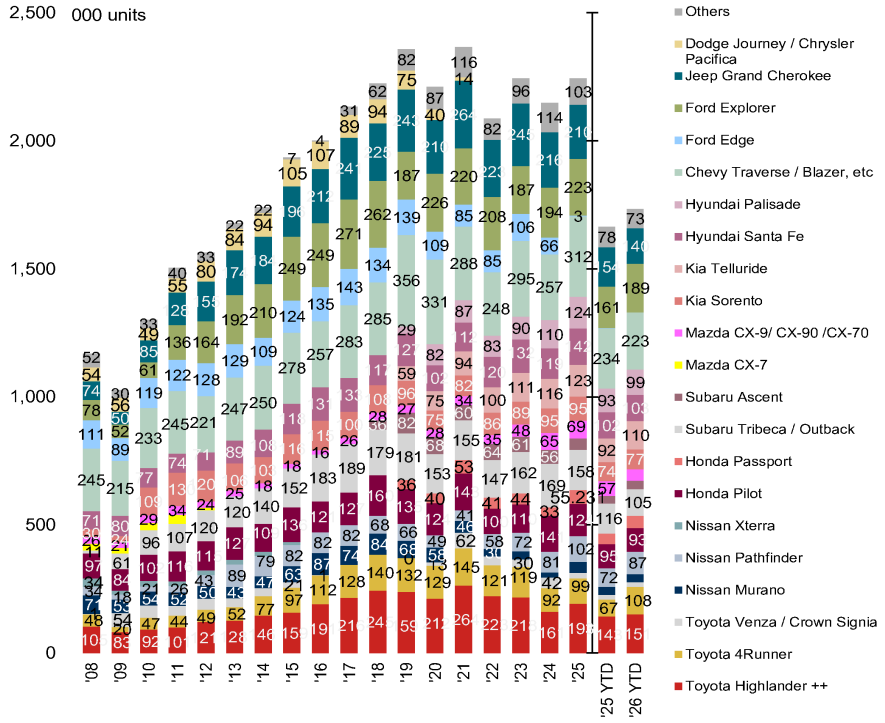


Source: Nomura, based on Autodata

Crossover/SUV segments in the US (2)

Fig. 18: Midsize crossover/SUV segment in the US

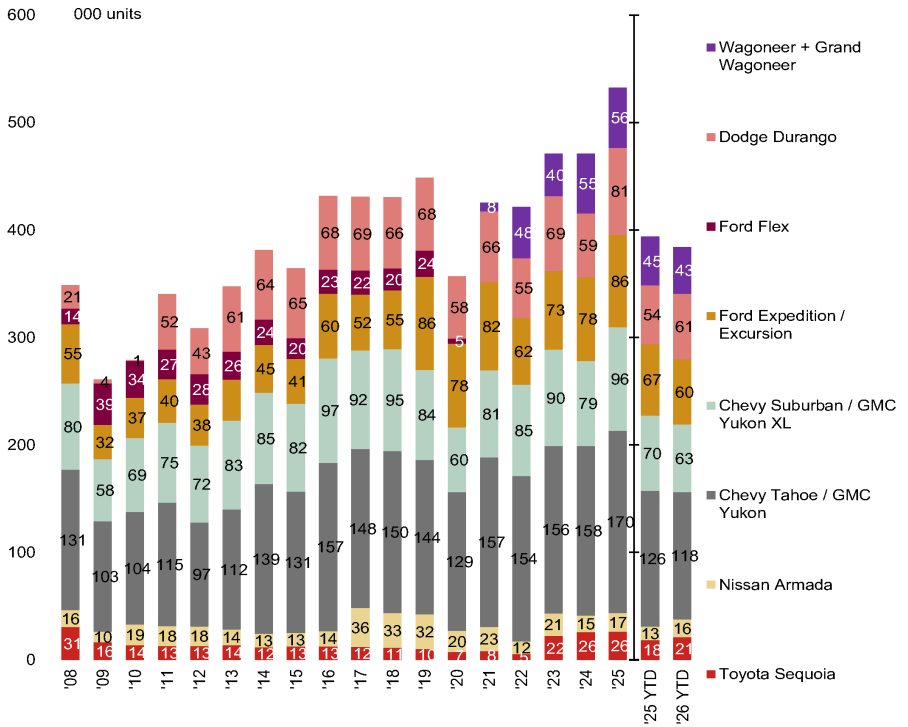
Data through September 2026



Source: Nomura, based on Autodata

Fig. 19: Full size SUV segment in the US

Data through September 2026

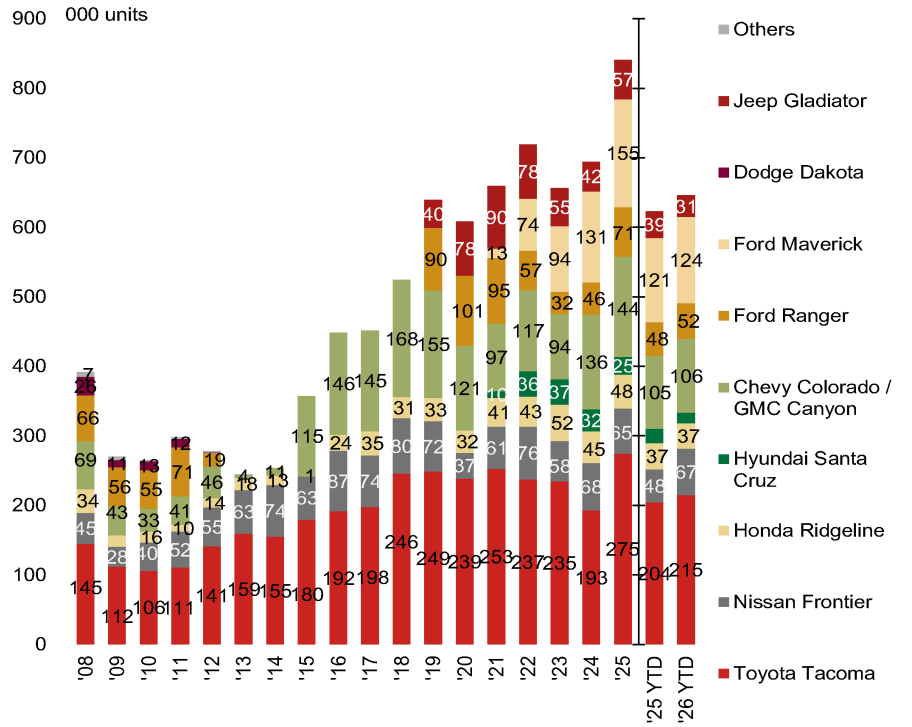


Source: Nomura, based on Autodata

Pickup truck segments in the US

Fig. 20: Compact and midsize pickup truck segment in the US

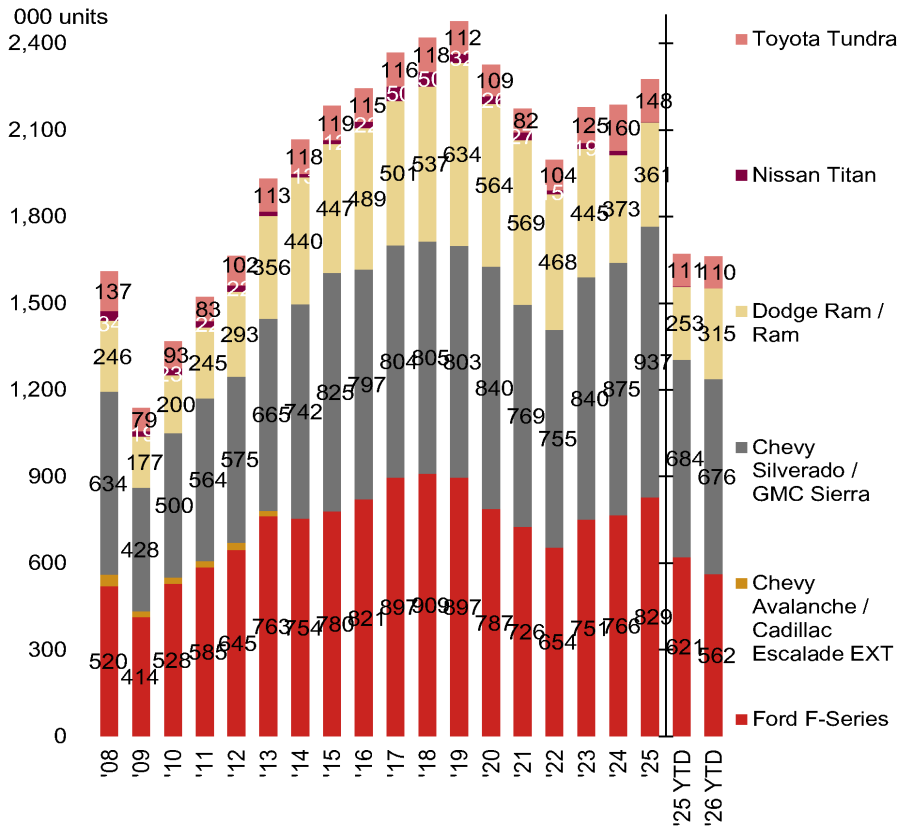
Data through September 2026



Source: Nomura, based on Autodata

Fig. 21: Full size pickup truck segment in the US

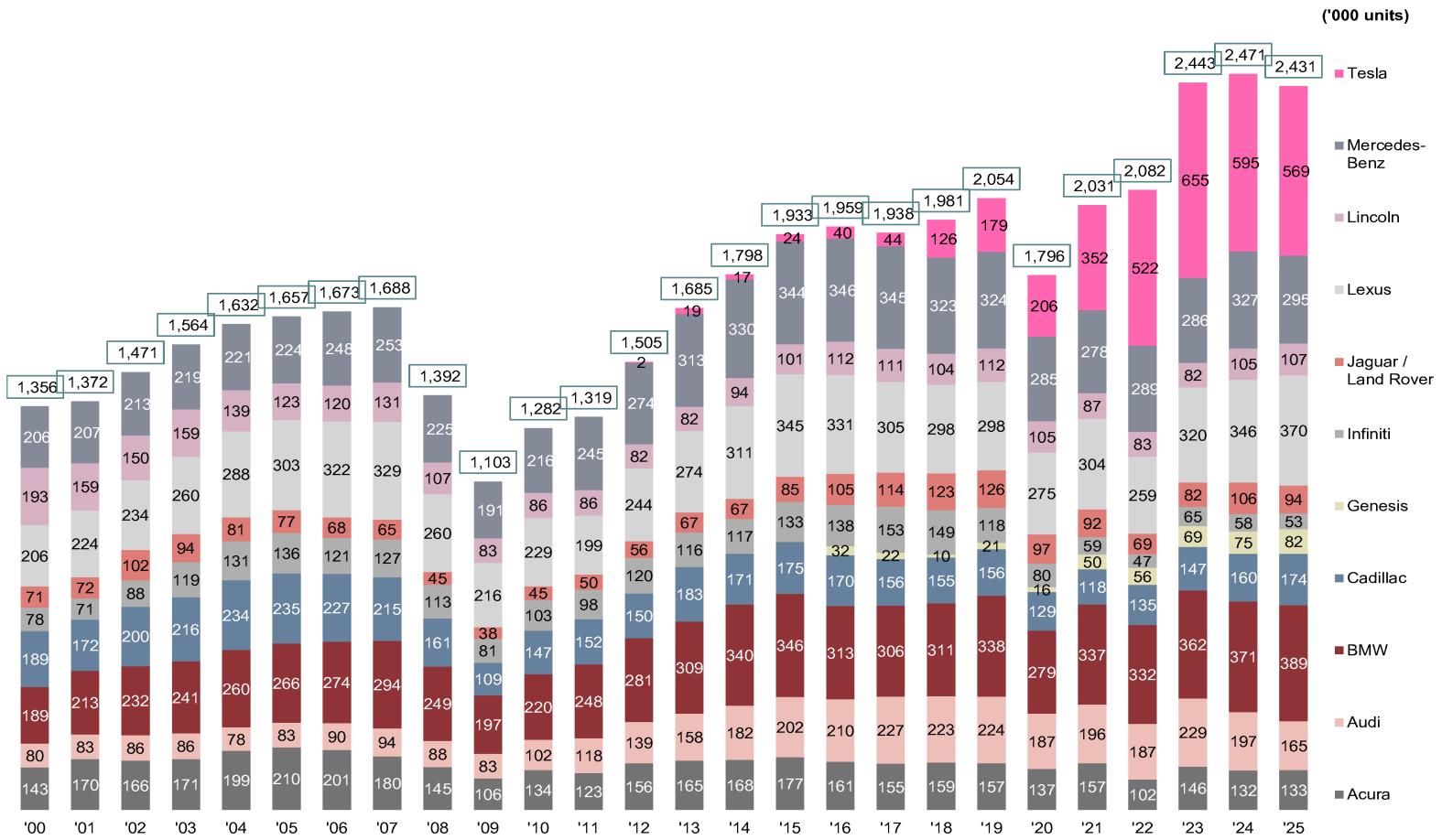
Data through September 2026



Source: Nomura, based on Autodata

Luxury car sales by brand in the US

Fig. 22: Luxury car sales by brand in the US

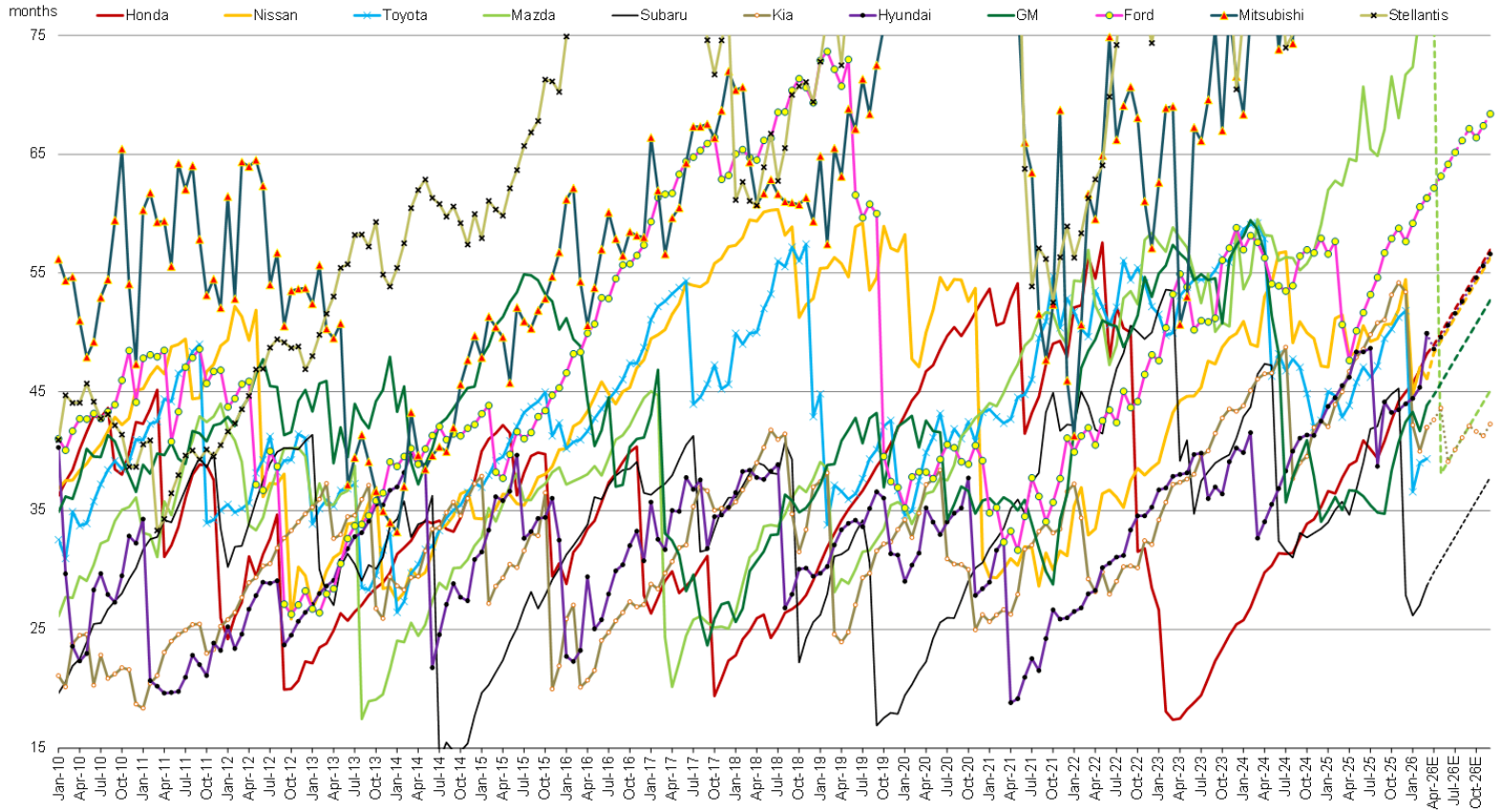


Note: Mercedes-Benz excludes Sprinter; Tesla excludes Cybertruck
Source: Nomura, based on Autodata

Model cycle in the US

Fig. 23: Model cycle in the US

Number of months since full model change (US models; weighted average based on sales volume)

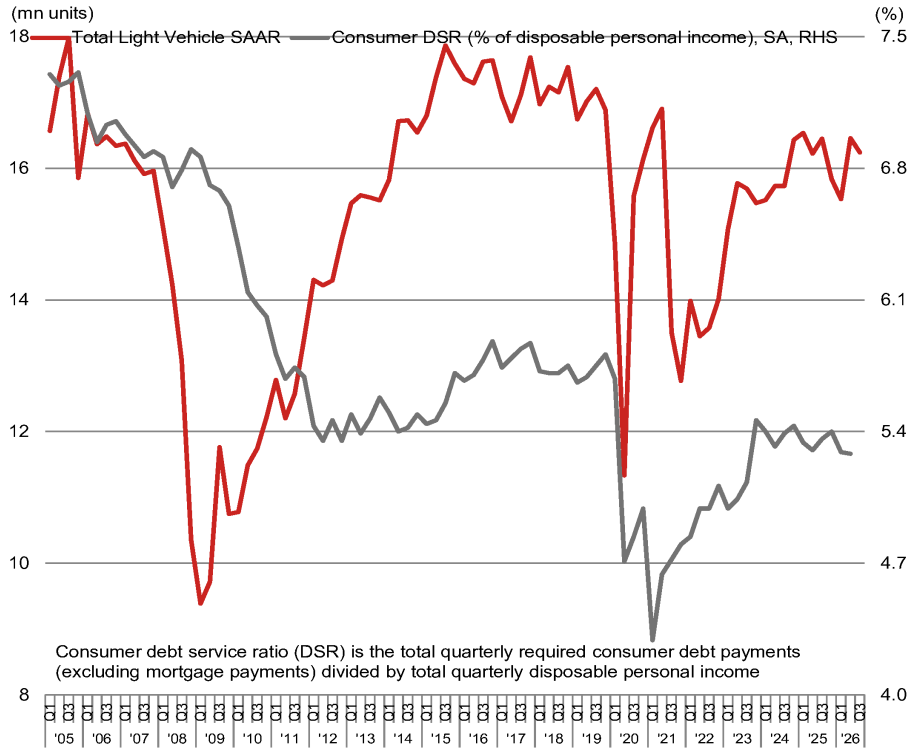


Note: Excludes pickup trucks (Toyota Tacoma & Tundra, Nissan Frontier & Titan and Honda Ridgeline, Ford F-series, Ranger, GM Silverado / Sierra, etc). Stellantis refers to Chrysler, Dodge, and Jeep.
Source: Actual figures are Nomura estimates based on Autodata data, forecasts by Nomura

Debt service ratios and SAAR in the US

Fig. 24: US SAAR (lhs) and consumer debt service ratio (rhs)

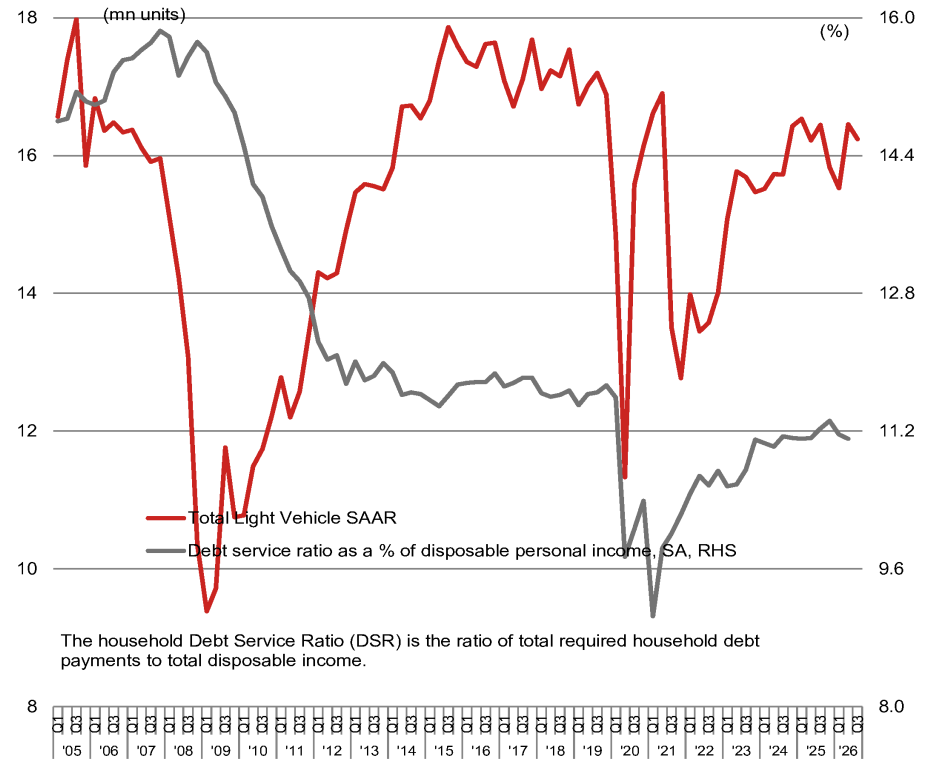
Auto loan origination volume (rhs) and share by credit score (lhs). Data through 2026 Q3



Source: Nomura, based on US BEA and US FRB data

Fig. 25: US SAAR (lhs) and household debt service ratio (rhs)

Total household debt service ratio (including mortgages). Data through 2026 Q3

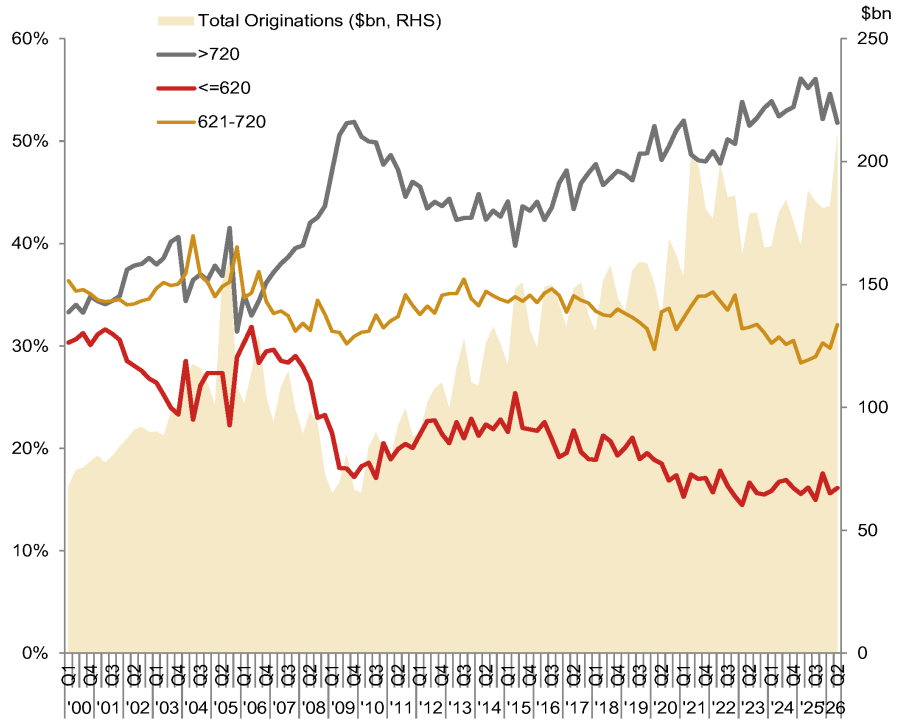


Source: Nomura, based on US BEA and US FRB data

Auto finance and subprime credit in the US

Fig. 26: US auto finance and subprime credit

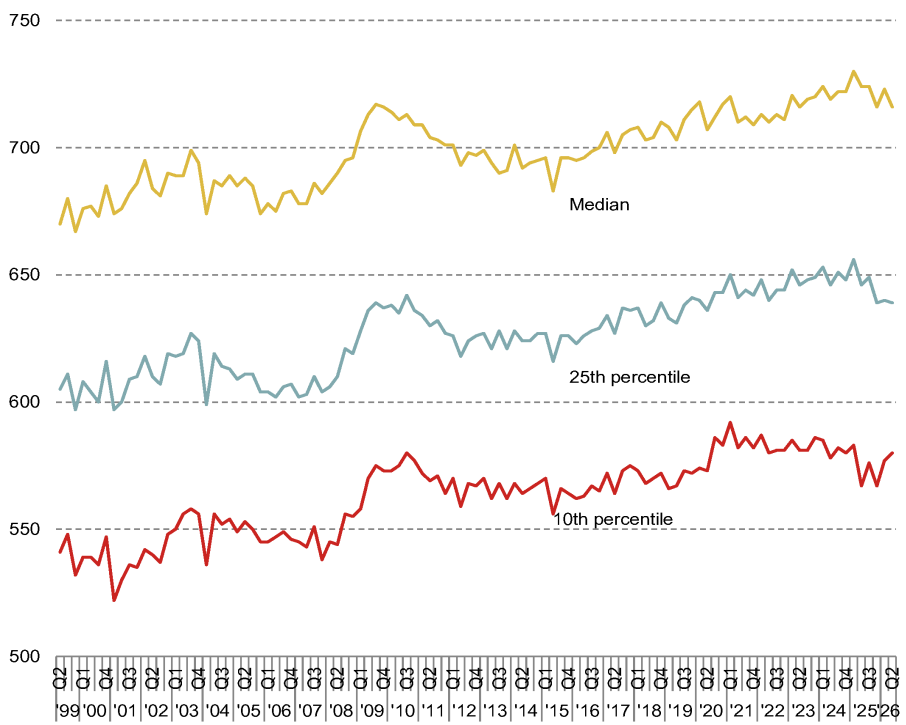
Auto loan origination volume (rhs) and share by credit score (lhs). Data through 2026 Q2



Source: FRBNY Consumer Credit Panel / Equifax, Nomura research

Fig. 27: Distribution of credit scores at time of auto loan origination in the US

Median, 25th percentile, 10th percentile, from top to bottom. Data through 2026 Q2

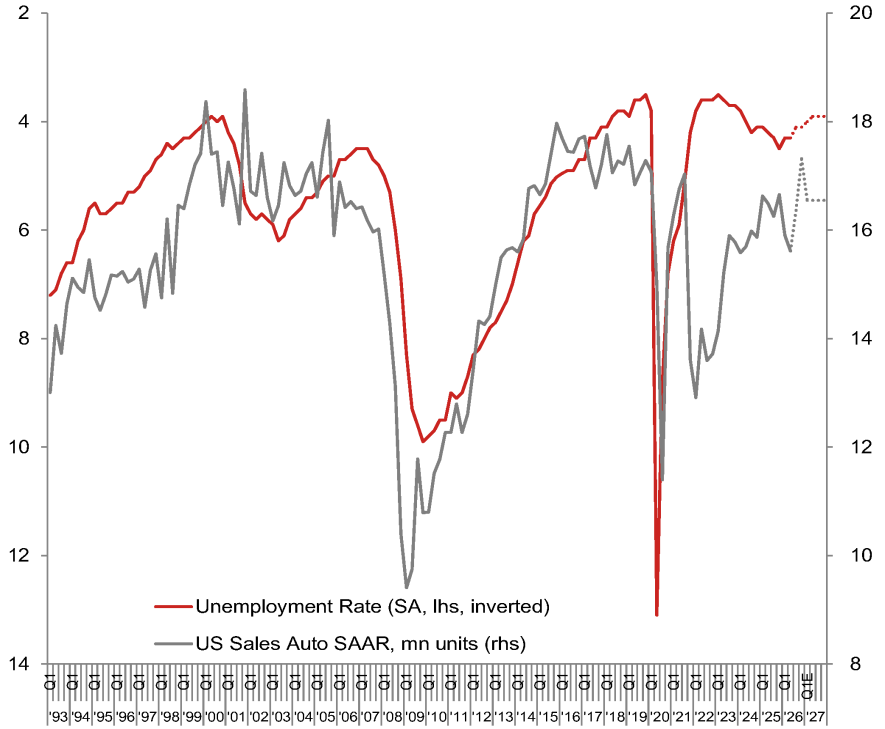


Source: FRBNY Consumer Credit Panel / Equifax, Nomura

US auto sales, labor market, and consumer expectations

Fig. 28: US auto sales (SAAR; rhs) and unemployment rate (lhs)

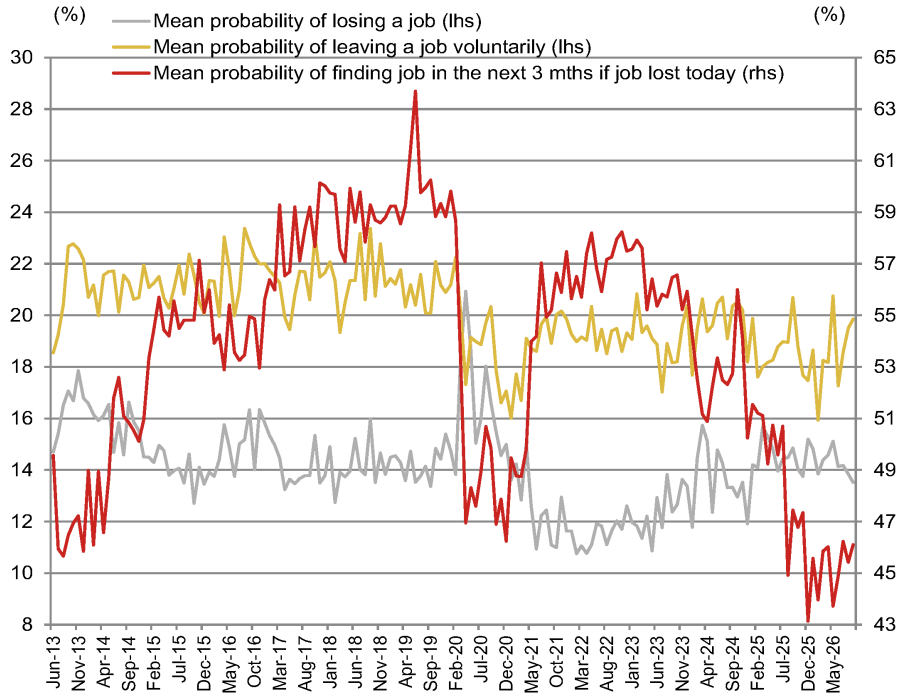
SAAR actuals till Q3 2026



Source: Autodata, BLS, Nomura estimates

Fig. 29: US consumer confidence survey

Data through September 2026

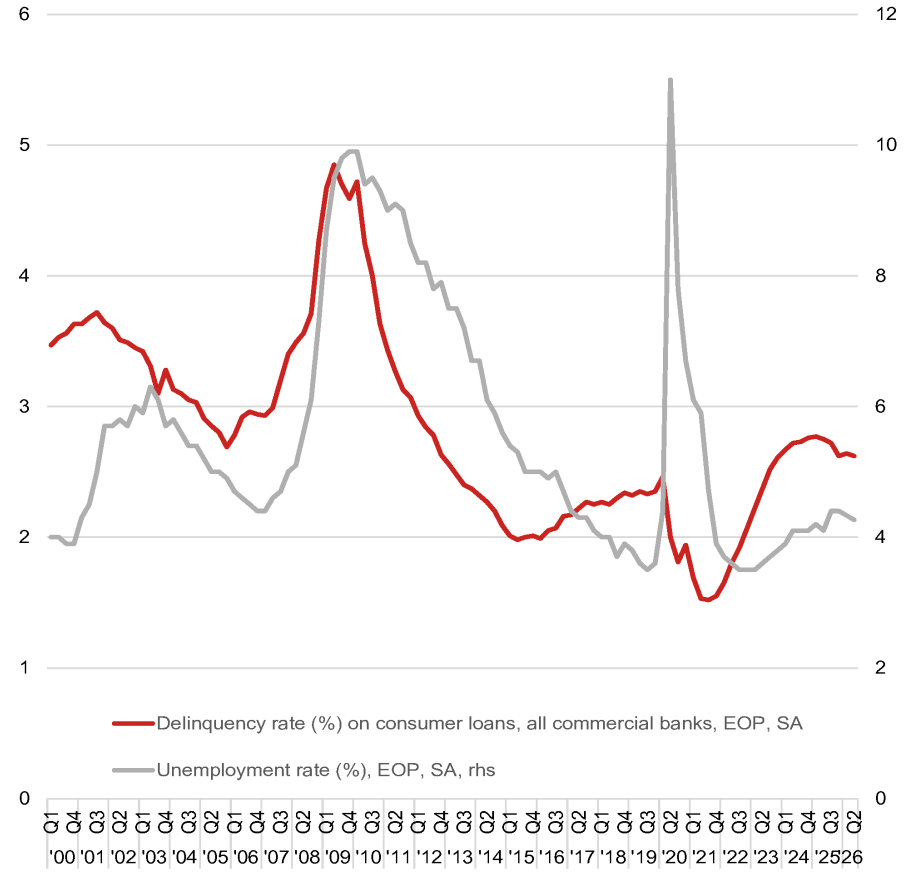


Source: FRBNY Survey of Consumer Expectations, Nomura

Employment, auto finance defaults, used automobile prices

Fig. 30: Labor market conditions and default rates on consumer loans & leases

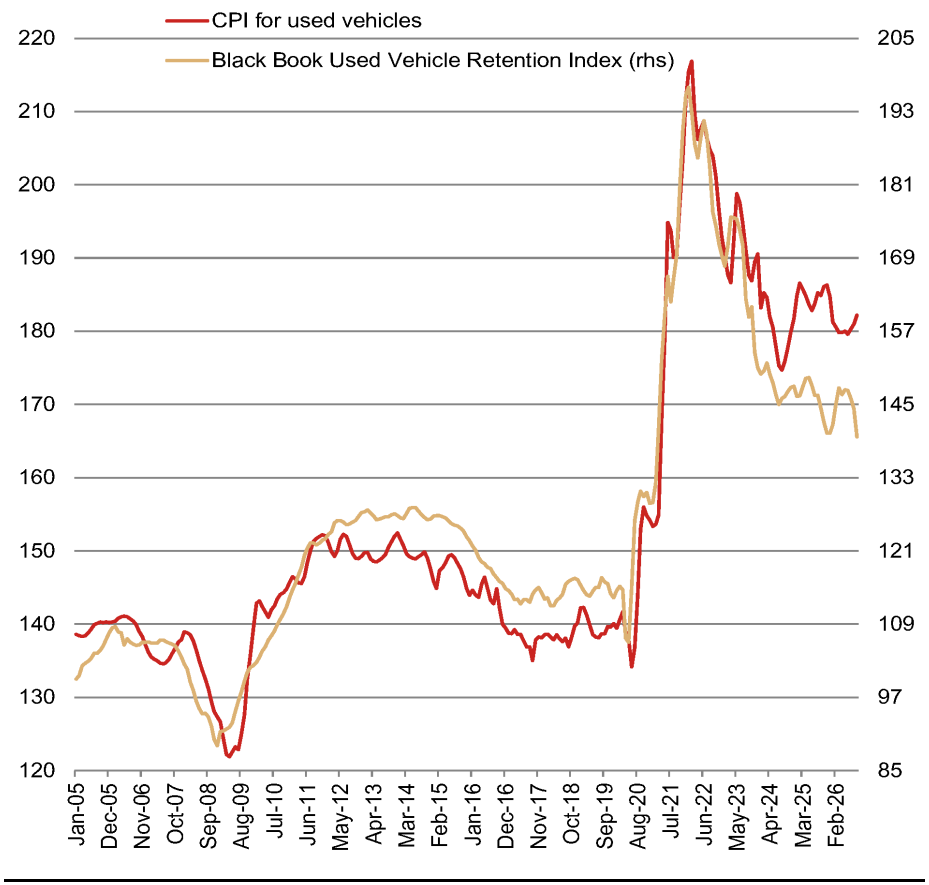
Data through 2026 Q2



Source: Federal Reserve Economic Data, Nomura

Fig. 31: Trends in used vehicle prices in the US

Data through September 2026

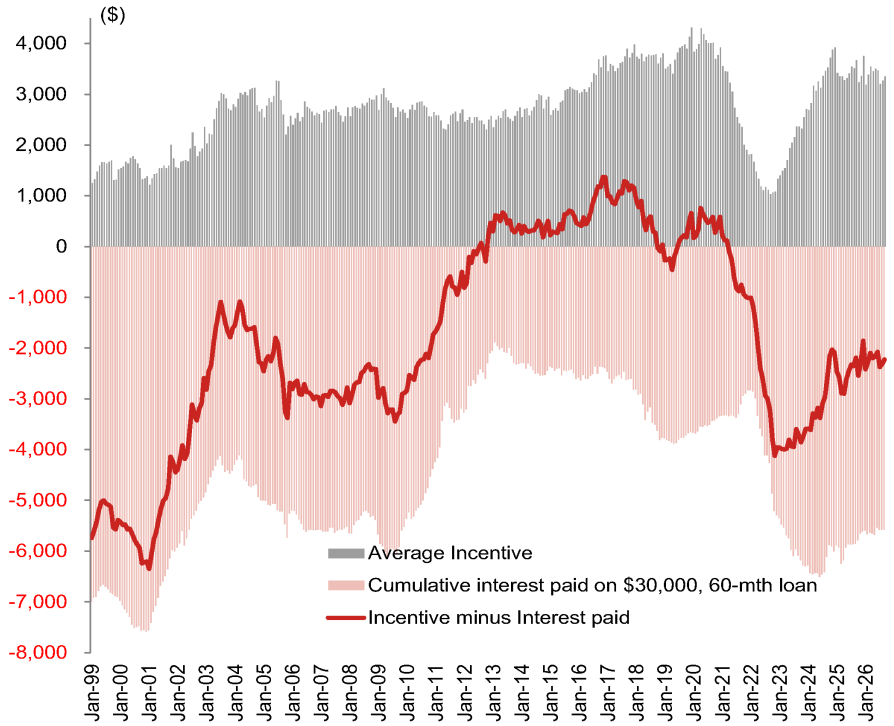


Source: US BLS, Black Book, Nomura

US: interest rates, incentives, and affordability

Fig. 32: Cumulative interest paid and incentives per vehicl

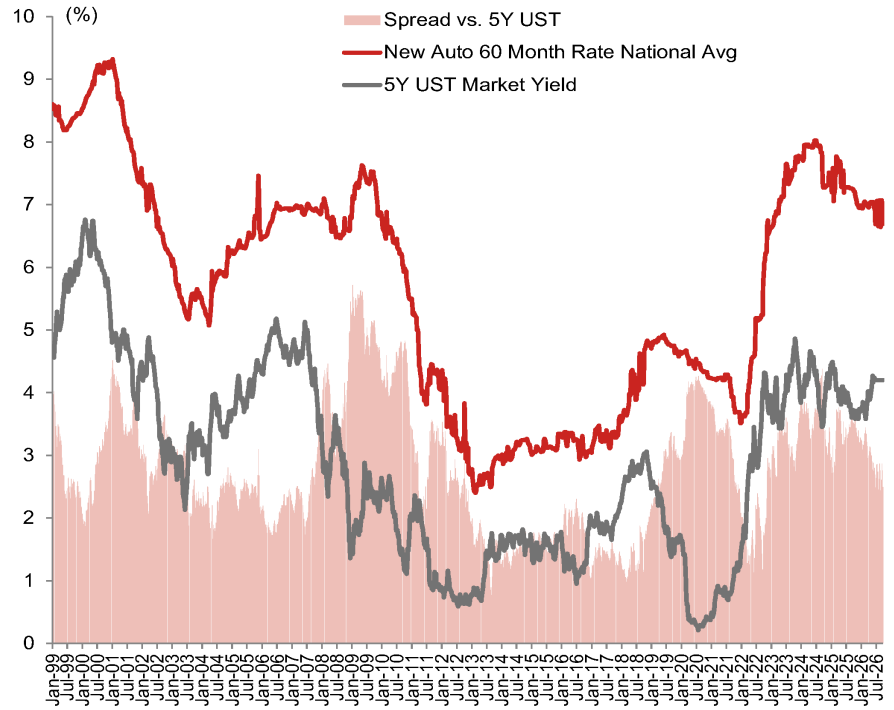
Data through September 2026



Note: Cumulative interest paid on a $30,000, 60-month loan; red line is incentive minus interest paid.
Source: Source: Nomura, based on Bankrate.com, Autodata

Fig. 33: US spread between new car loan interest rate and 5-year US Treasury yield

Data through September 2026



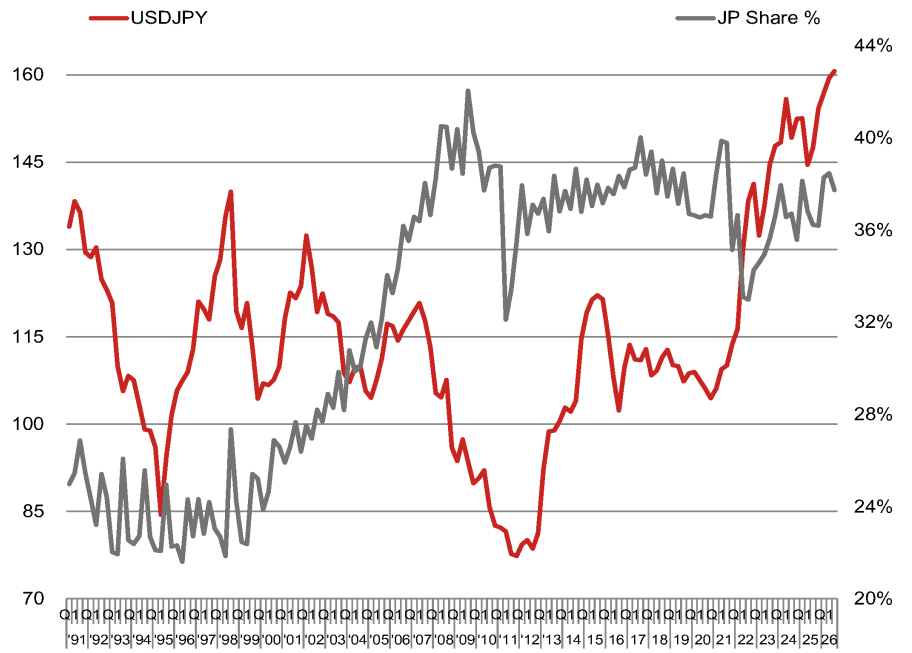
Source: Nomura, based on Bankrate.com, Federal Reserve Banks, Autodata data



USD/JPY versus Japanese automakers' US market share and incentives

Fig. 34: USD/JPY and Japanese automakers' share of the US market

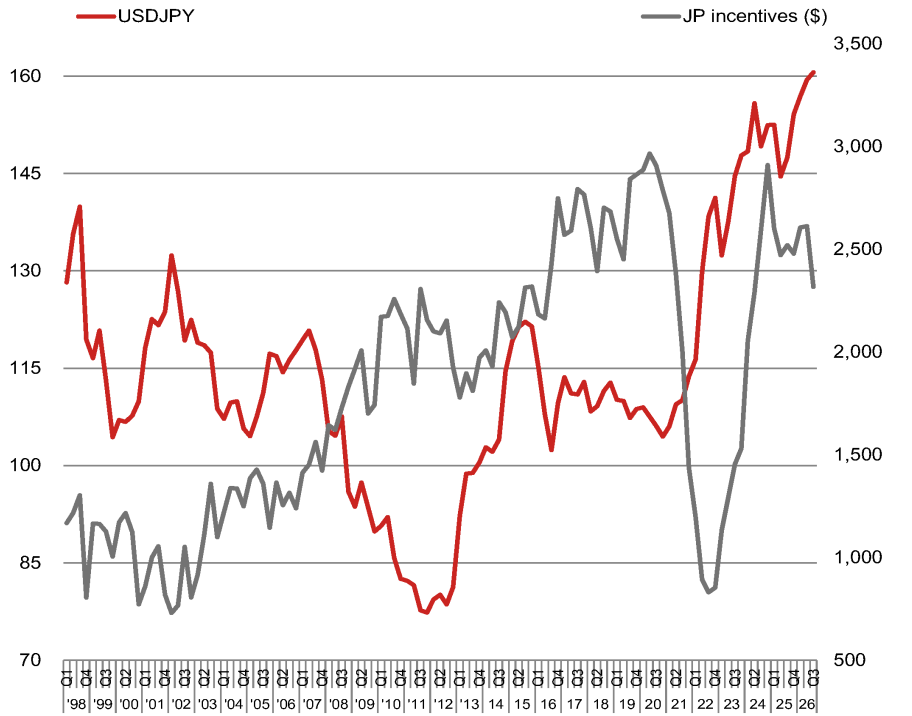
No correlation between forex rates and market share



Source: Autodata, Datastream, Nomura

Fig. 35: USD/JPY and Japanese automakers' average incentives in US

No correlation between weak yen and incentives

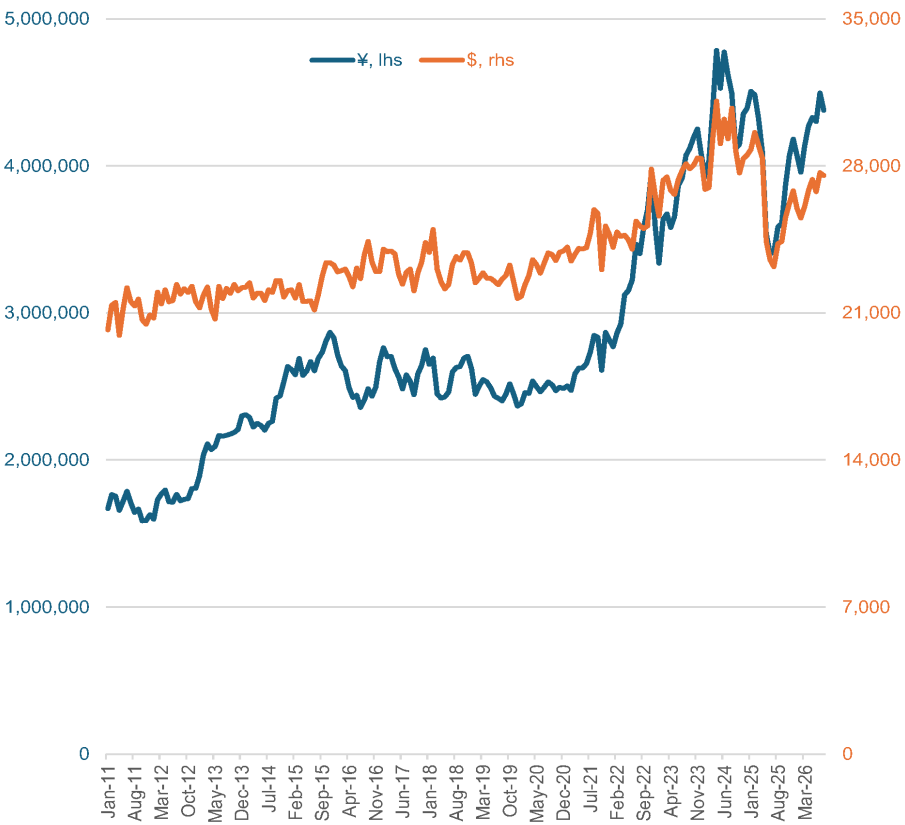


Source: Autodata, Datastream, Nomura

US: New auto ASP of Japan imports and automaker incentive expenditures

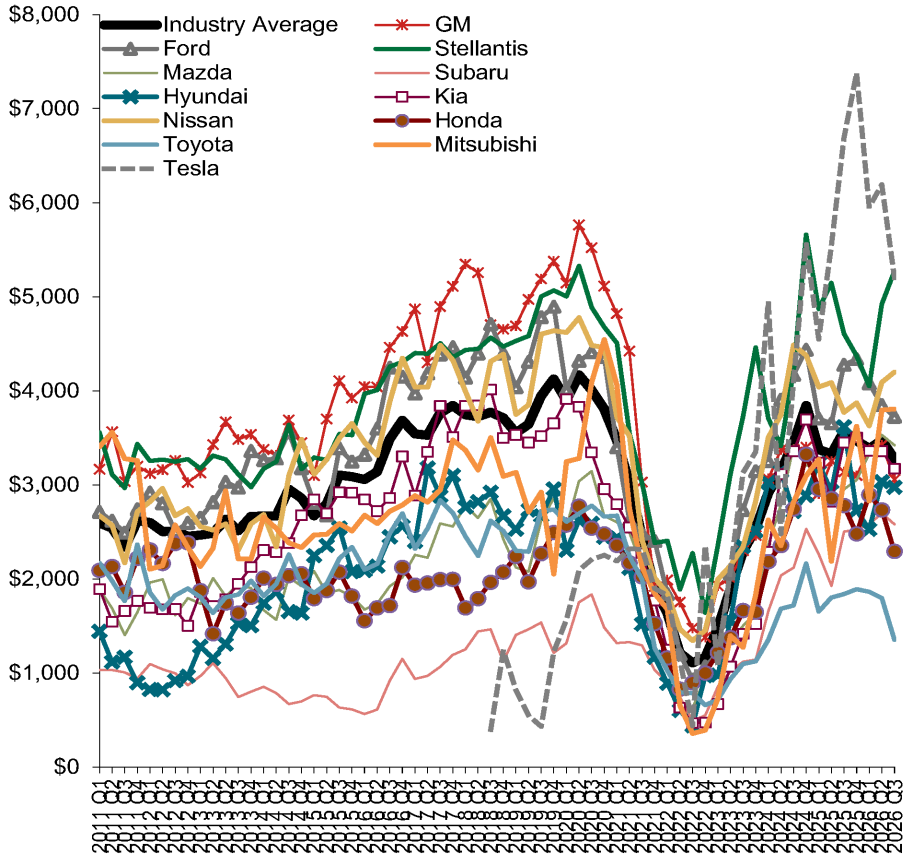
Fig. 36: Average unit price of new vehicle exports from Japan to the US

Data until August 2026



Source: MOF, Bloomberg, Nomura

Fig. 37: Incentive spending per unit by company

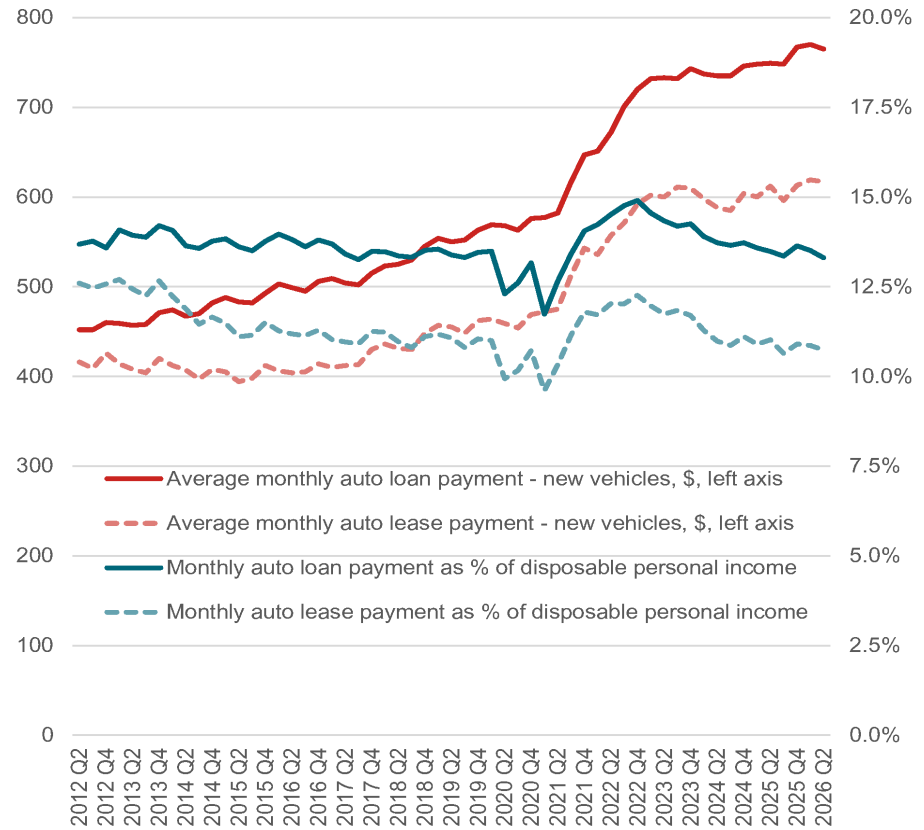


Note: Calendar year, Stellantis includes Chrysler, Ram, Dodge, and Jeep.
Source: Autodata, Nomura

US new auto affordability and household spending/consumption of gasoline

Fig. 38: New auto affordability indicators

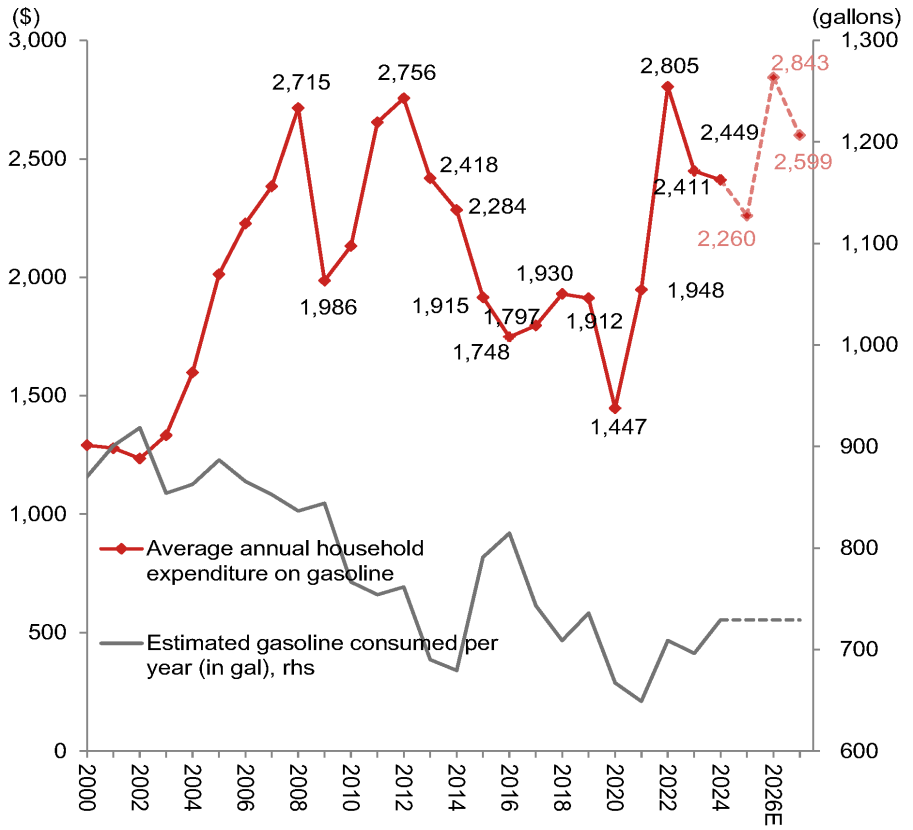
Data through Q2 2026



Source: Experian, BEA, Nomura

Fig. 39: US household gasoline expenditure and consumption

Average annual household expenditure on gasoline

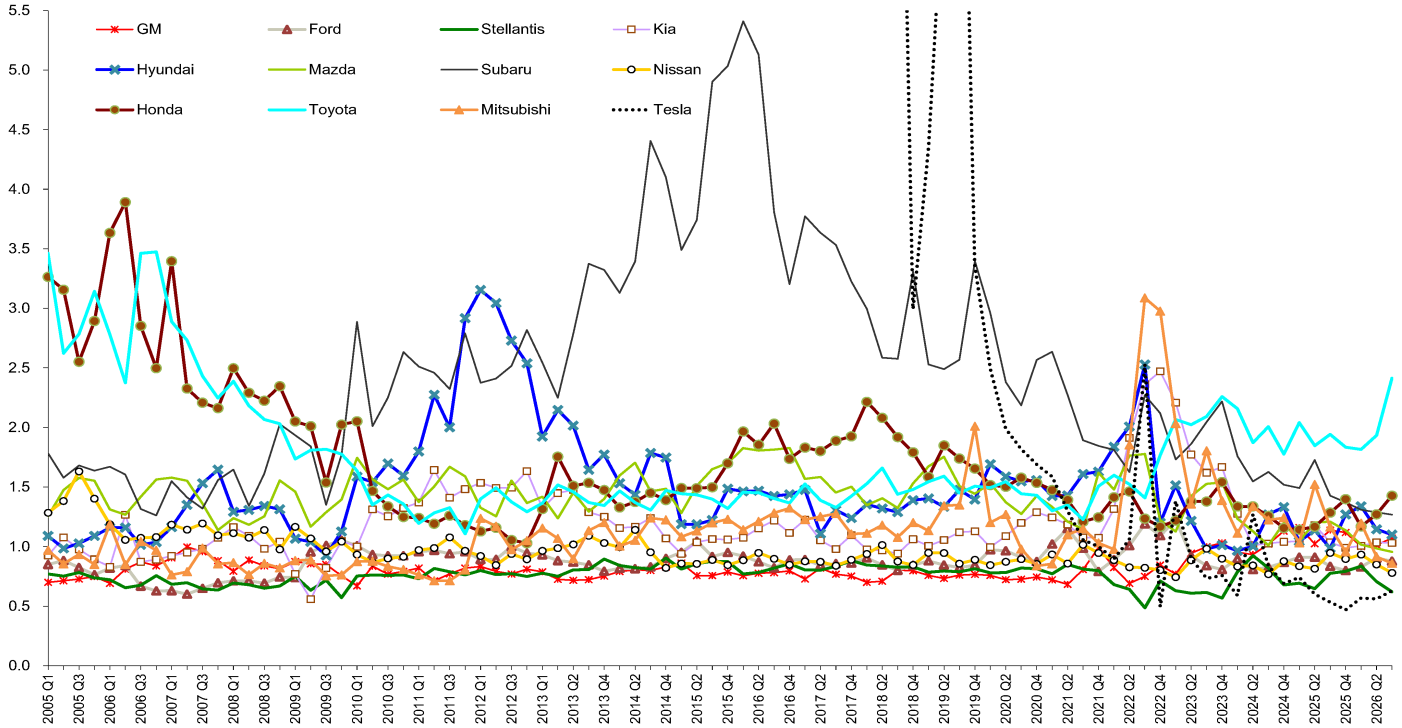


Source: EIA, BLS Consumer Expenditure Survey, Nomura

Effectiveness of incentive spending in the US

Fig. 40: Effectiveness of incentive spending in the US

Data through September 2026

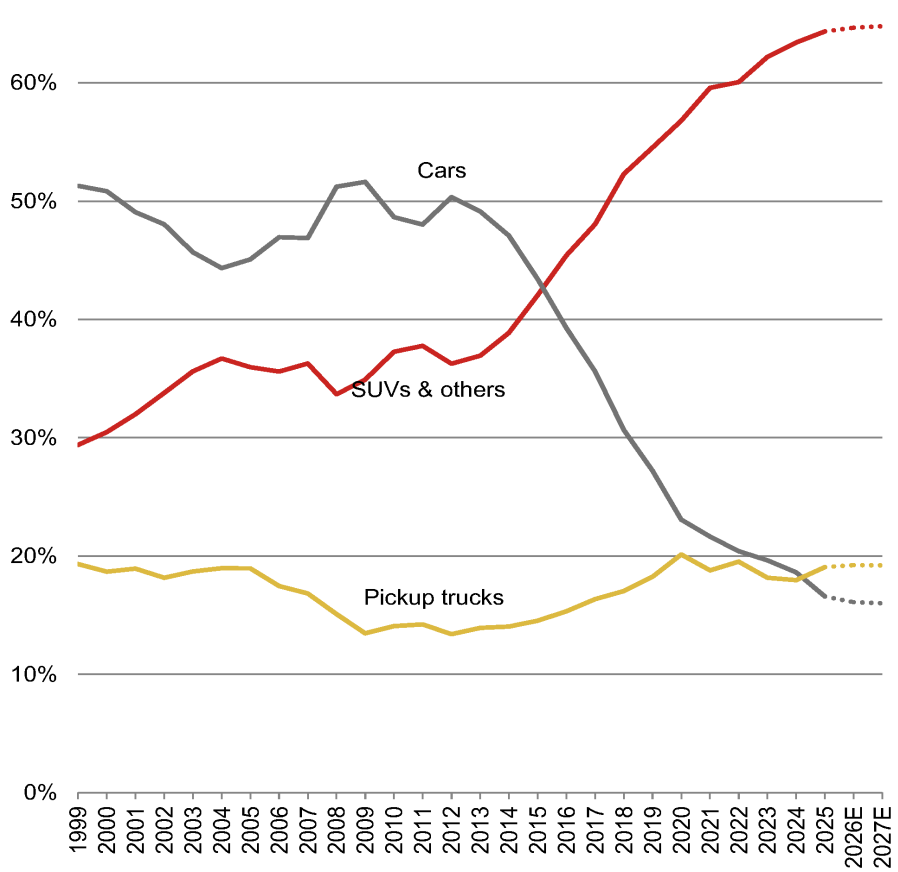


Note: Y-axis plots the ratio of each OEM's quarterly market share to their respective quarterly share of the total industry spend on incentives, Stellantis includes Chrysler, Ram, Dodge, and Jeep.

Source: Nomura, based on Autodata

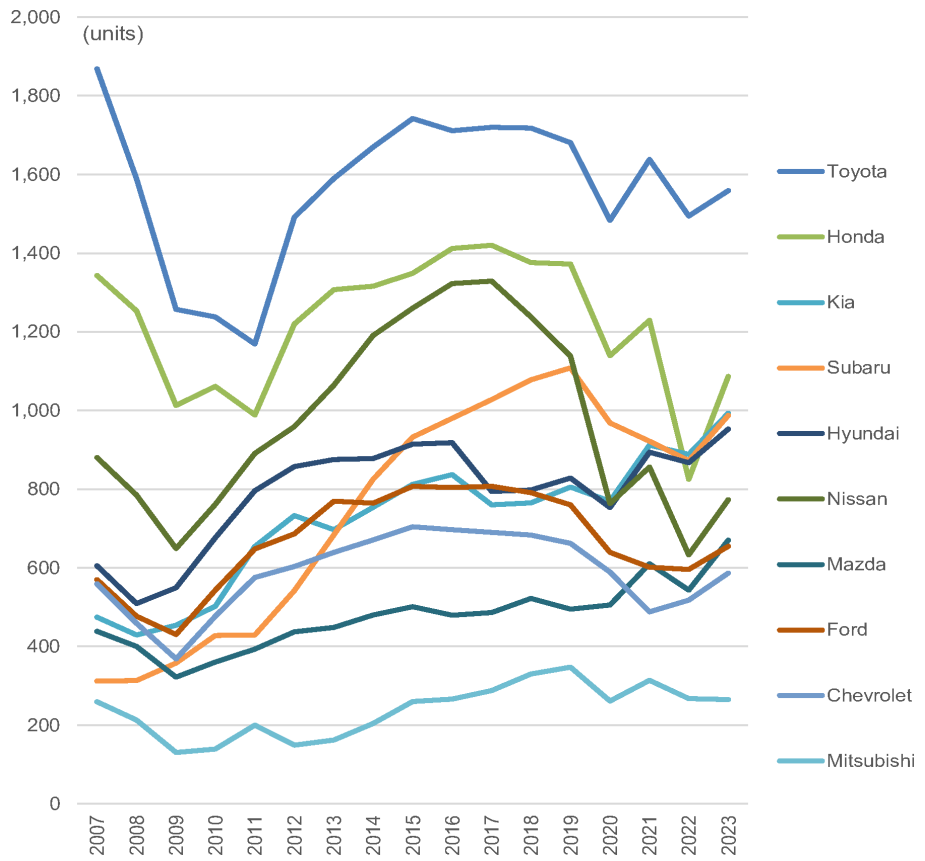
US market share by segment and sales volume per dealer

Fig. 41: US market shares by segment



Note: "SUVs & others" include MPVs and crossovers.
Source: Autodata, Nomura

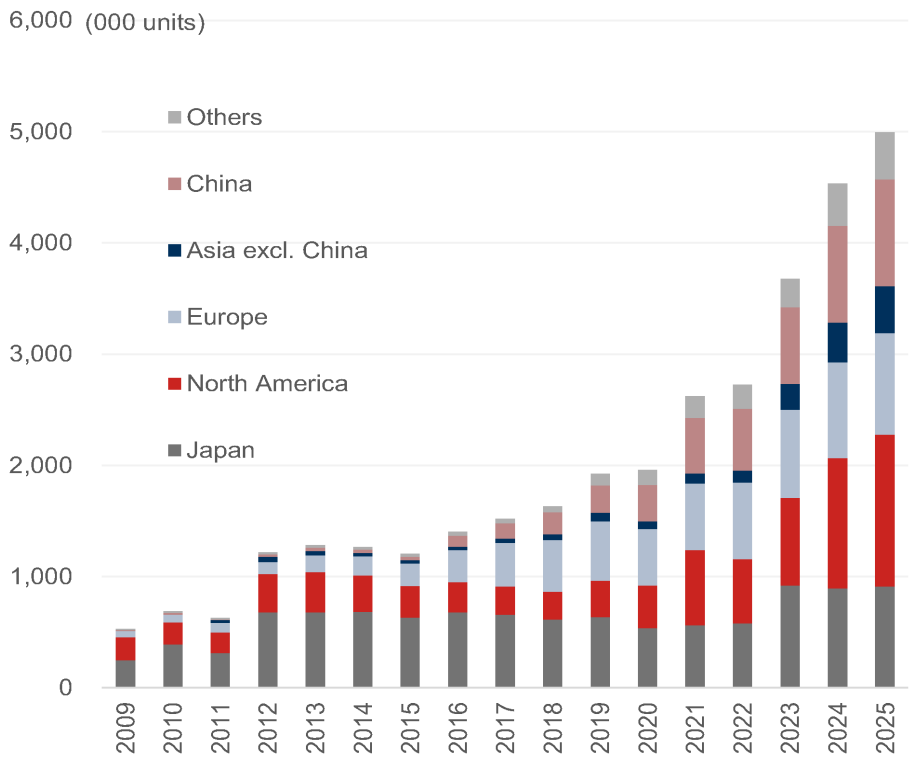
Fig. 42: Sales volumes by dealer for major brands



Source: Automotive News, Autodata, Nomura

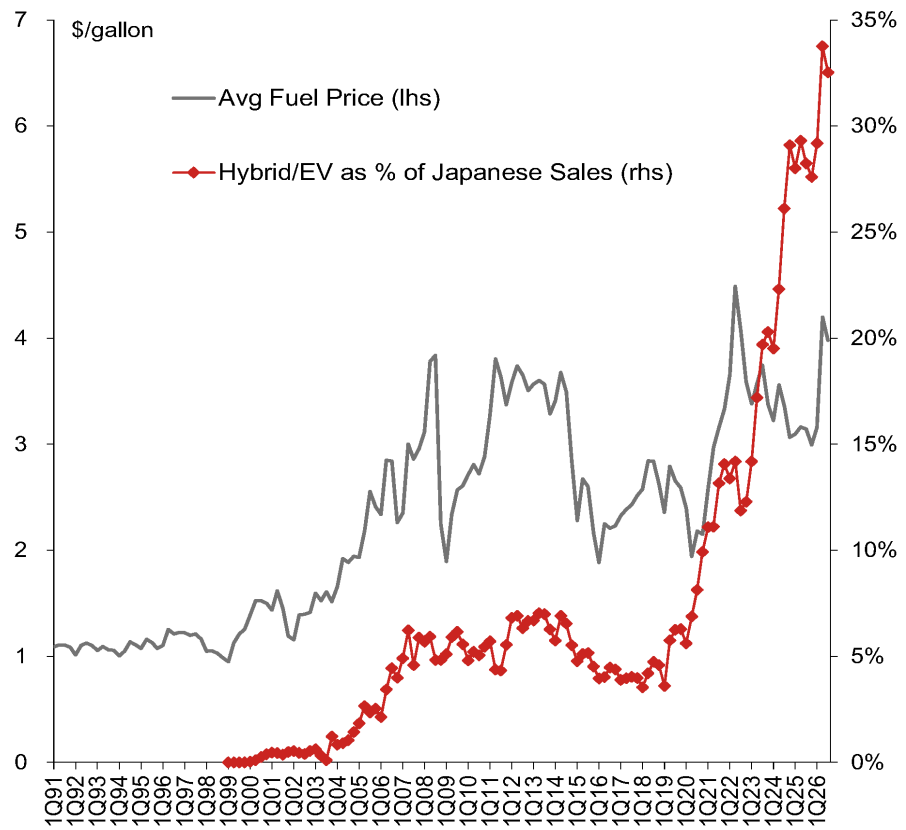
Sales of HVs and PHEVs at Toyota; share of Japanese OEMs' HV/EV sales and gas prices in the US

Fig. 43: Sales of HVs and PHEVs at Toyota Motor



Note: : Low-volume battery EVs and FCVs included in actual figures through 2021.
Source: Company data, Nomura estimates

Fig. 44: Share of Japanese automakers' xEV sales and gas prices in the US

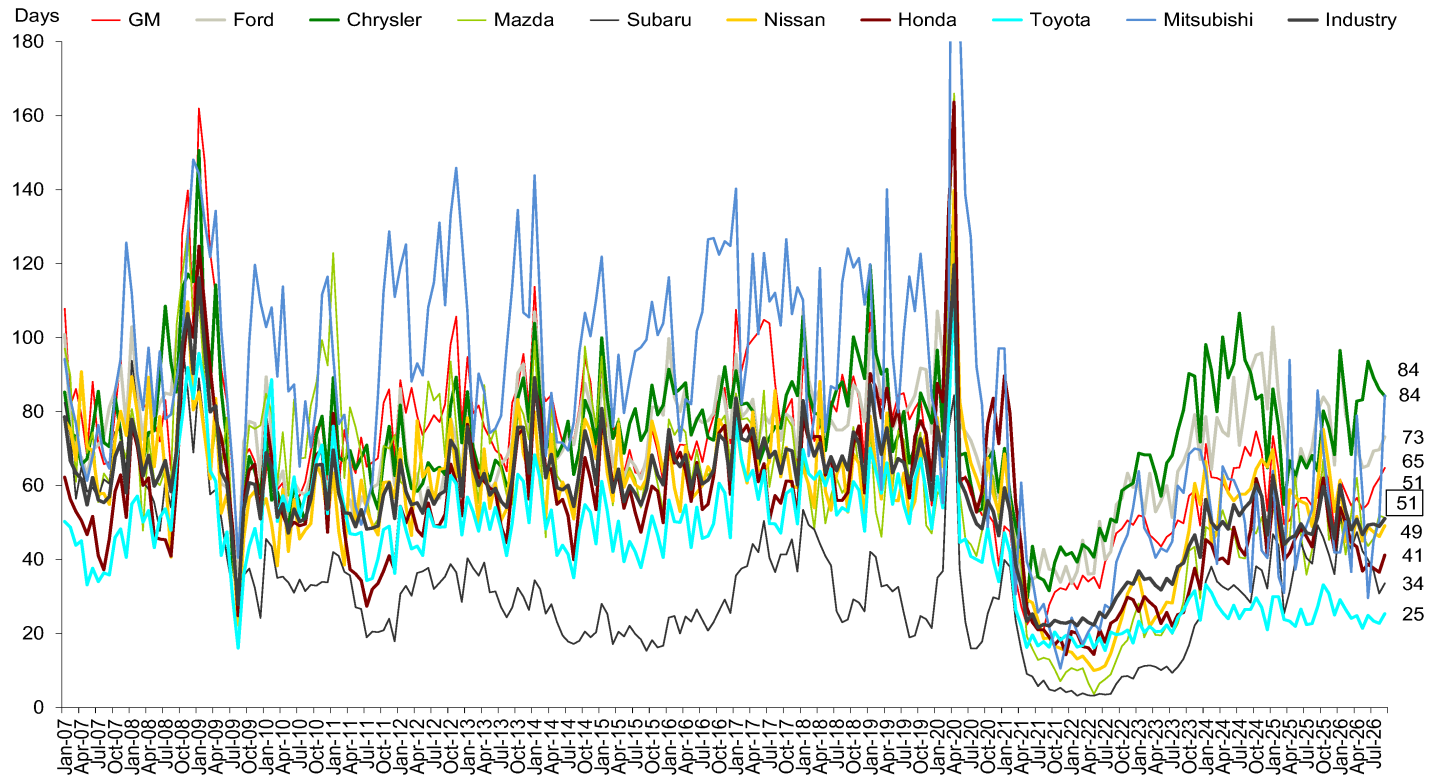


Source: Nomura, based on Autodata, EIA data

Inventory days' supply at US dealerships

Fig. 45: US inventory levels

Data through September 2026



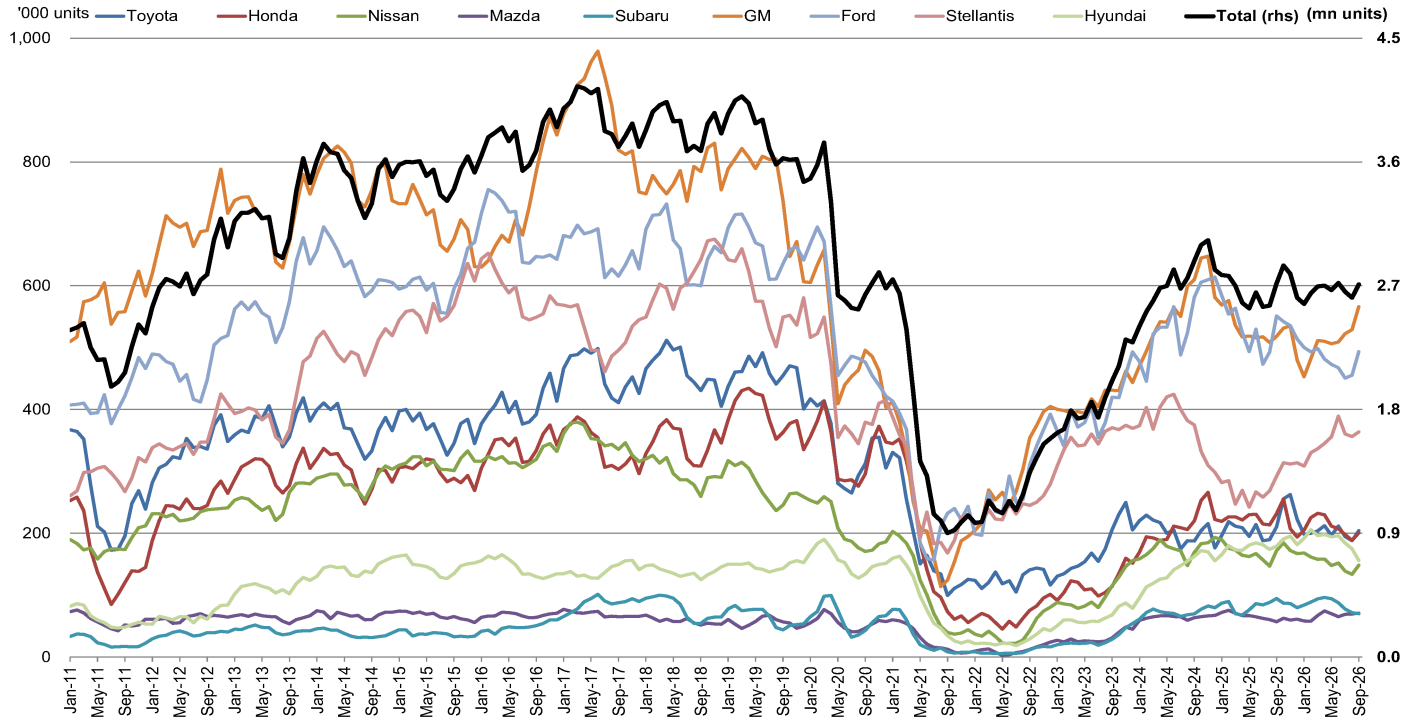
Note: Monthly data are based on Autodata estimates for GM, Stellantis (Chrysler), Toyota, and Nissan from Apr 2018, Jul 2019, Jan 2020, and Jan 2020 onwards, respectively, and for Ford from Jan 2019-Sep 2020.

Source: Nomura research, based on Autodata

Inventory levels at US dealerships

Fig. 46: Inventories at US dealers (passenger vehicles + light trucks)

Data through September 2026



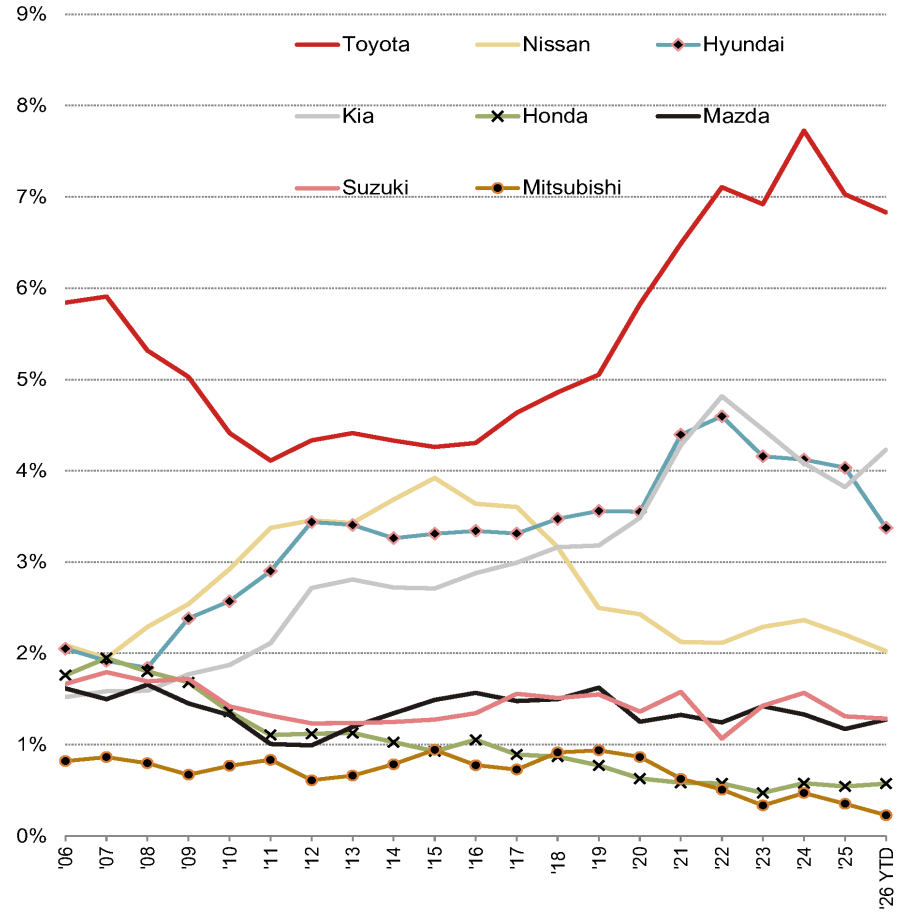
Note: Monthly data are based on Autodata estimates for GM, Stellantis (Chrysler), Toyota, and Nissan from Apr 2018, Jul 2019, Jan 2020, and Jan 2020 onwards, respectively, and for Ford from Jan 2019-Sep 2020.

Source: Nomura, based on Autodata

Market share in Europe

Fig. 47: Asian automakers' European market shares

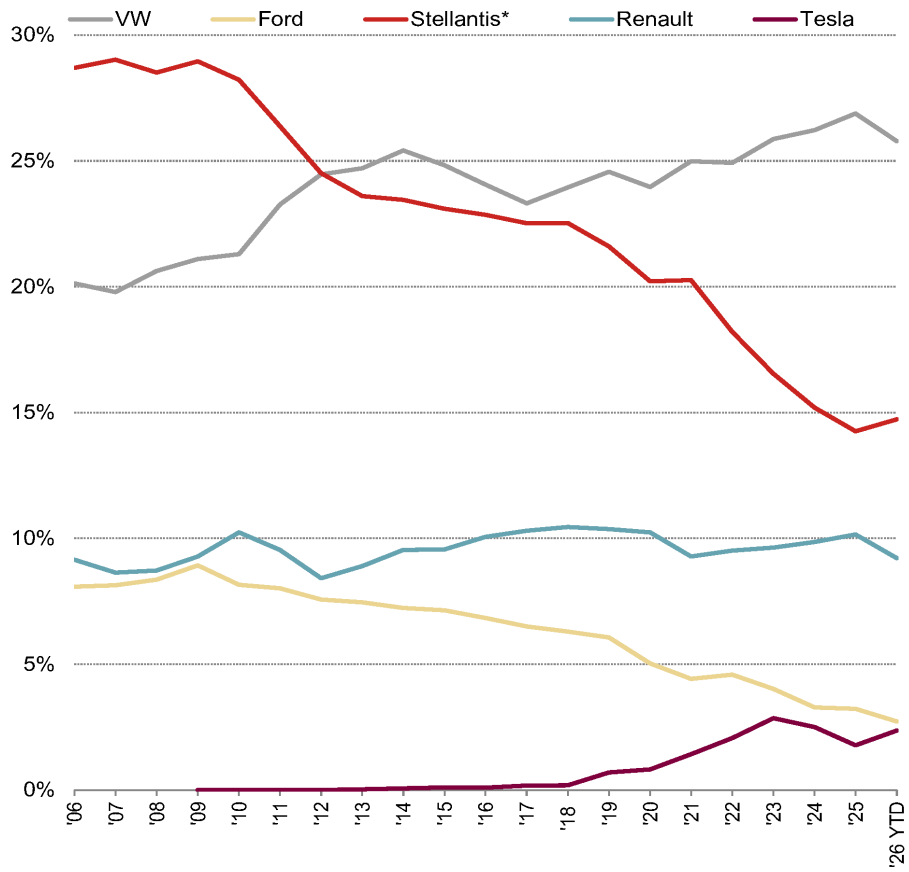
Data through September 2026



Note: Market share charts refer to PV market in EU+EFTA+UK.
Source: ACEA, Nomura, Marklines

Fig. 48: US and European automakers' European market shares

Data through September 2026

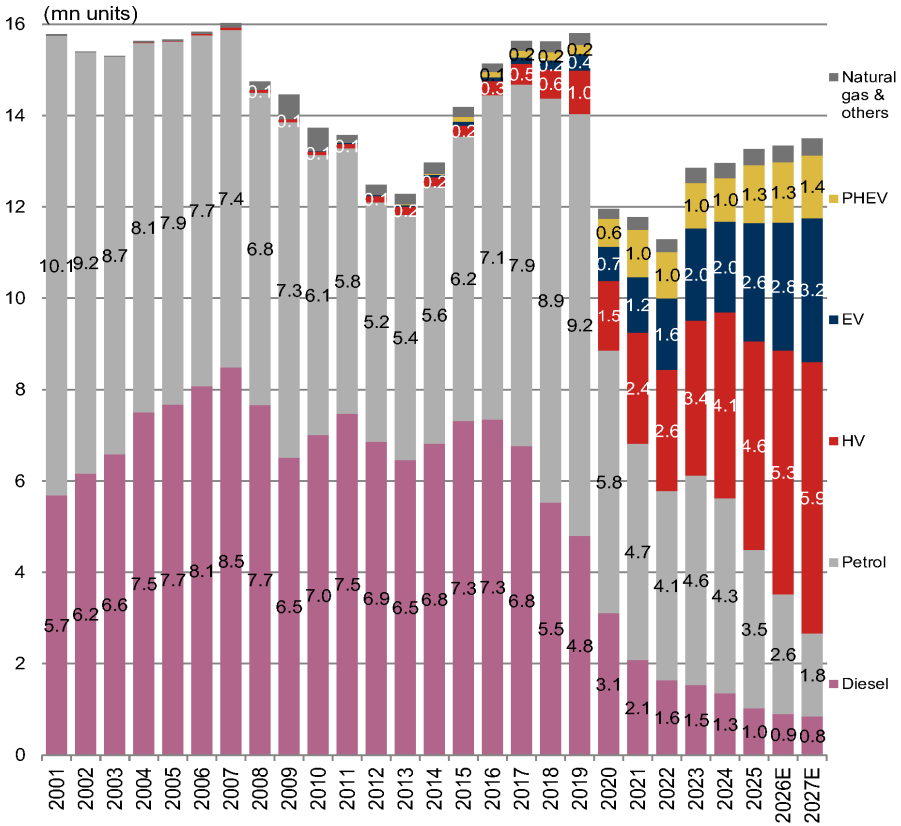


Note: Market share charts refer to PV market in EU+EFTA+UK. *Figures for Stellantis through 2021 are the totals of FCA/Fiat, PSA, and GM's Opel-Vauxhall (through 2017).
Source: ACEA, Nomura, Marklines

Sales volume and breakdown by powertrain in European passenger vehicle market

Fig. 49: Passenger vehicle (PV) sales in Europe by powertrain

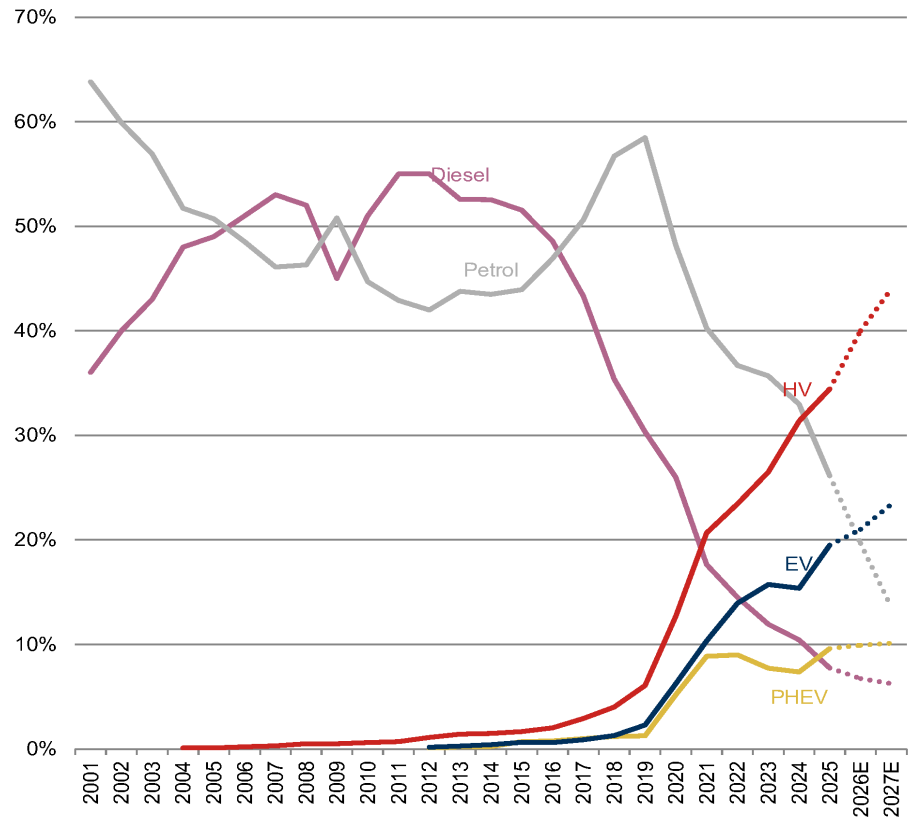
Diesel, gasoline, hybrid, PHEV, and EV sales volume in Europe (actuals and forecasts)



Source: European Environment Agency, ICCT, Nomura estimates

Fig. 50: European passenger vehicle market shares by powertrain: current and forecasted

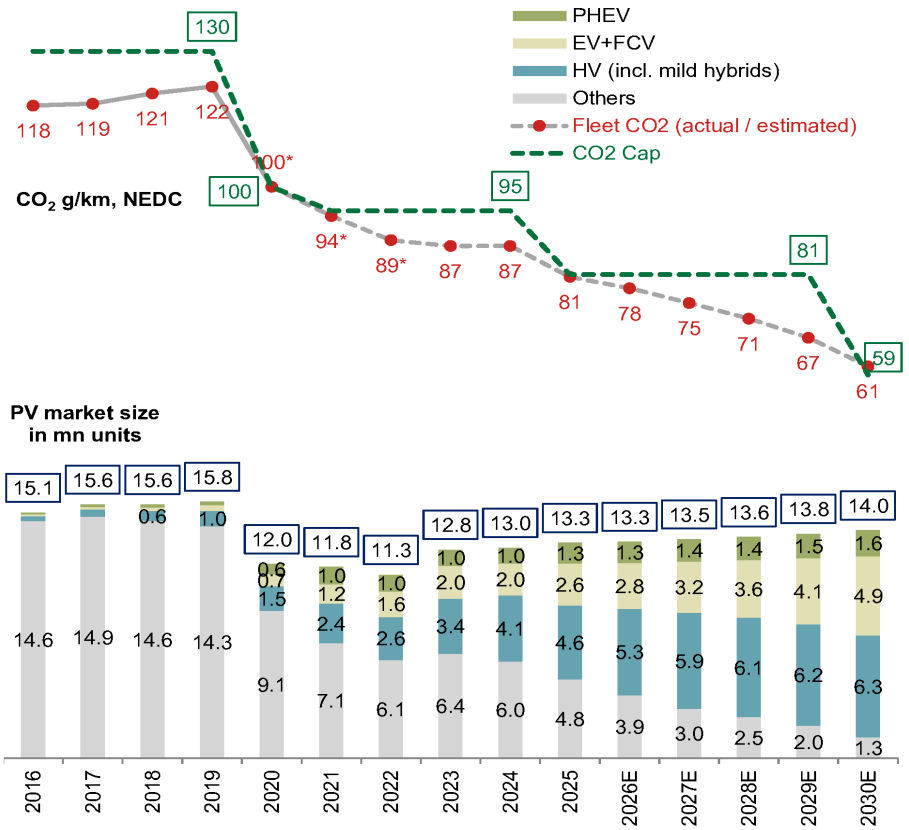
Diesel, gasoline, hybrid, PHEV, and electric vehicle market shares



Source: European Environment Agency, ICCT, Nomura estimates

Average CO2 emissions of passenger vehicles in the EU, monthly market share in Australia

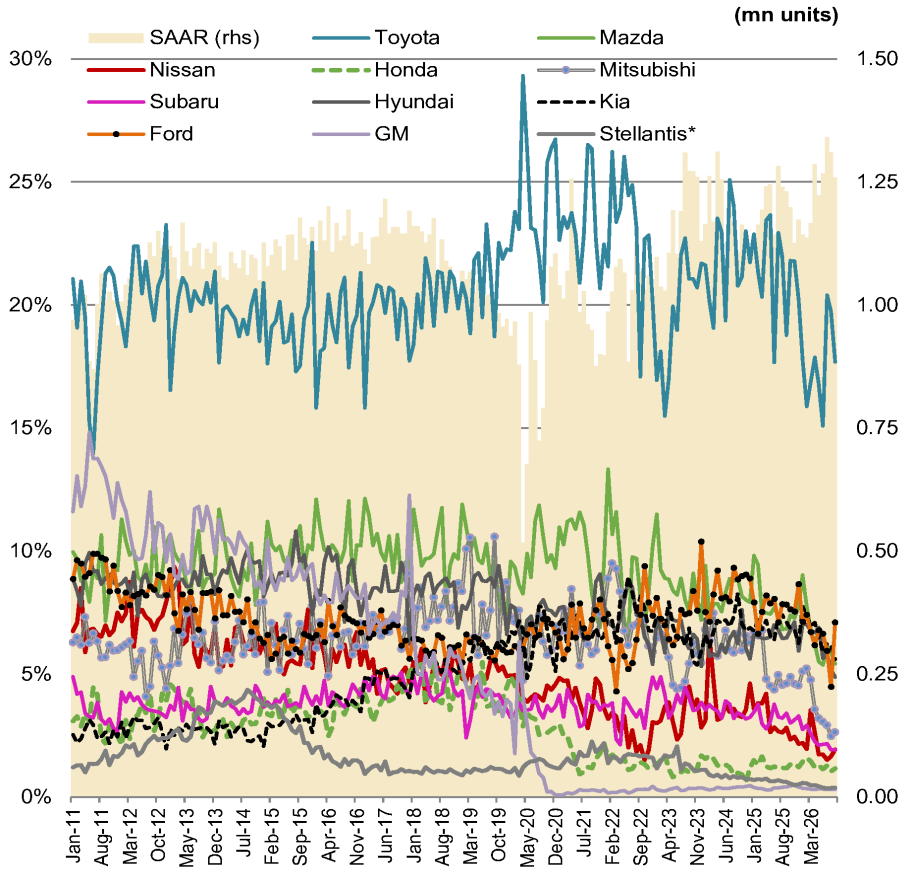
Fig. 51: Average CO2 emissions and powertrain mix for passenger vehicles in the EU



Note: Fleet CO2 estimates for 2020 to 2022 include the impact of super-credits
Source: ACEA, European Environment Agency, Nomura estimates

Fig. 52: Monthly market share in Australia

Data through September 2026

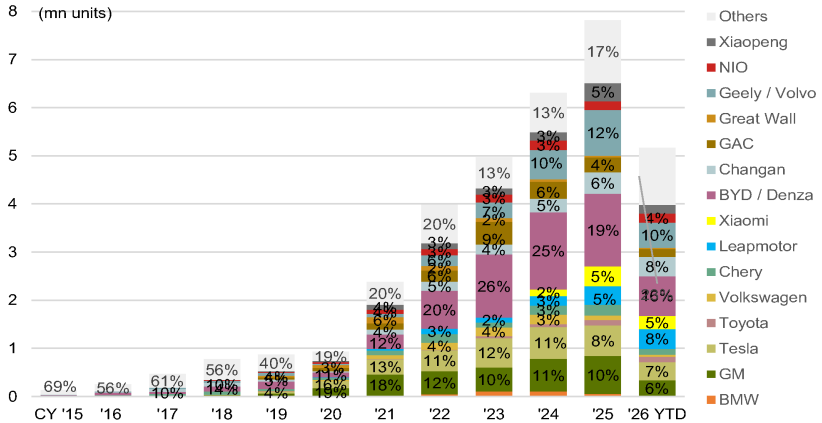


Note: FCA prior to 2021.
Source: Nomura, based on Marklines data

Chinese sales volume by segment

Fig. 53: China passenger EV sales and market shares

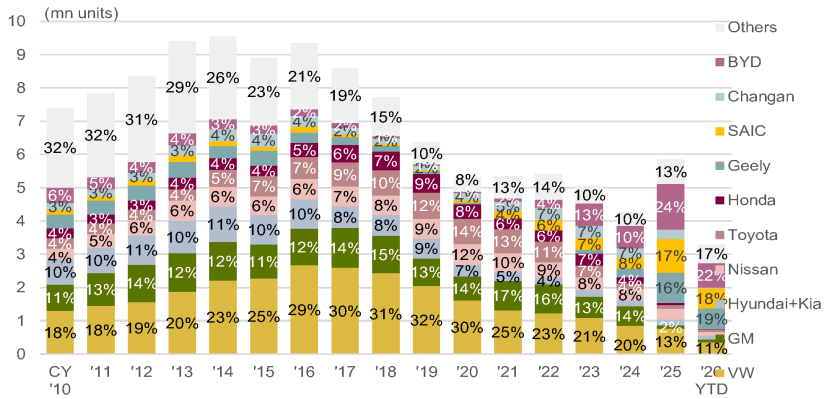
Data through September 2026



Note: Based on wholesale sales (including exports) through 2019. Based on registrations of vehicles made in China and imported vehicles from 2020.
Source: Nomura, based on China Association of Automobile Manufacturers (CAAM), Marklines data

Fig. 54: China compact and subcompact car market sales and market shares

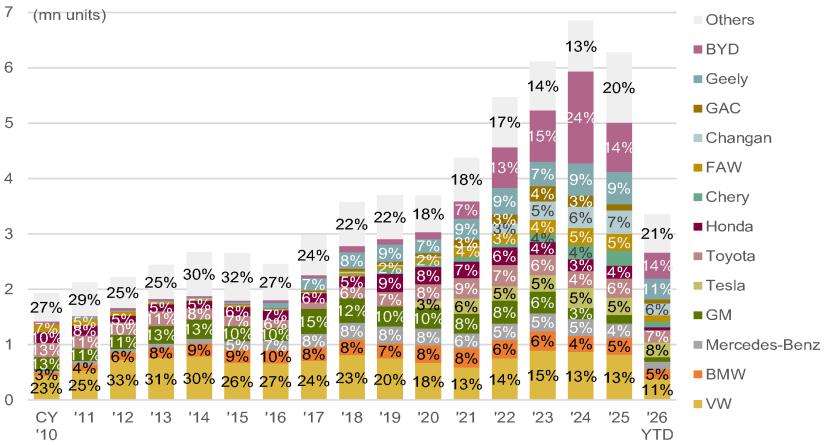
Data through September 2026



Note: Data based on wholesale sales (including exports).
Source: Nomura, based on China Association of Automobile Manufacturers (CAAM)

Fig. 55: China mid-size and large sedan sales and market share

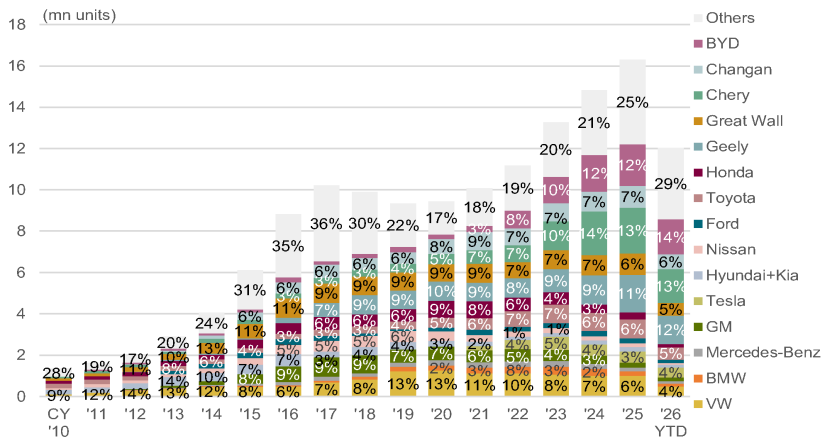
Data through September 2026



Note: Data based on wholesale sales (including exports).
Source: Nomura, based on China Association of Automobile Manufacturers (CAAM)

Fig. 56: China SUV sales and market shares

Data through September 2026

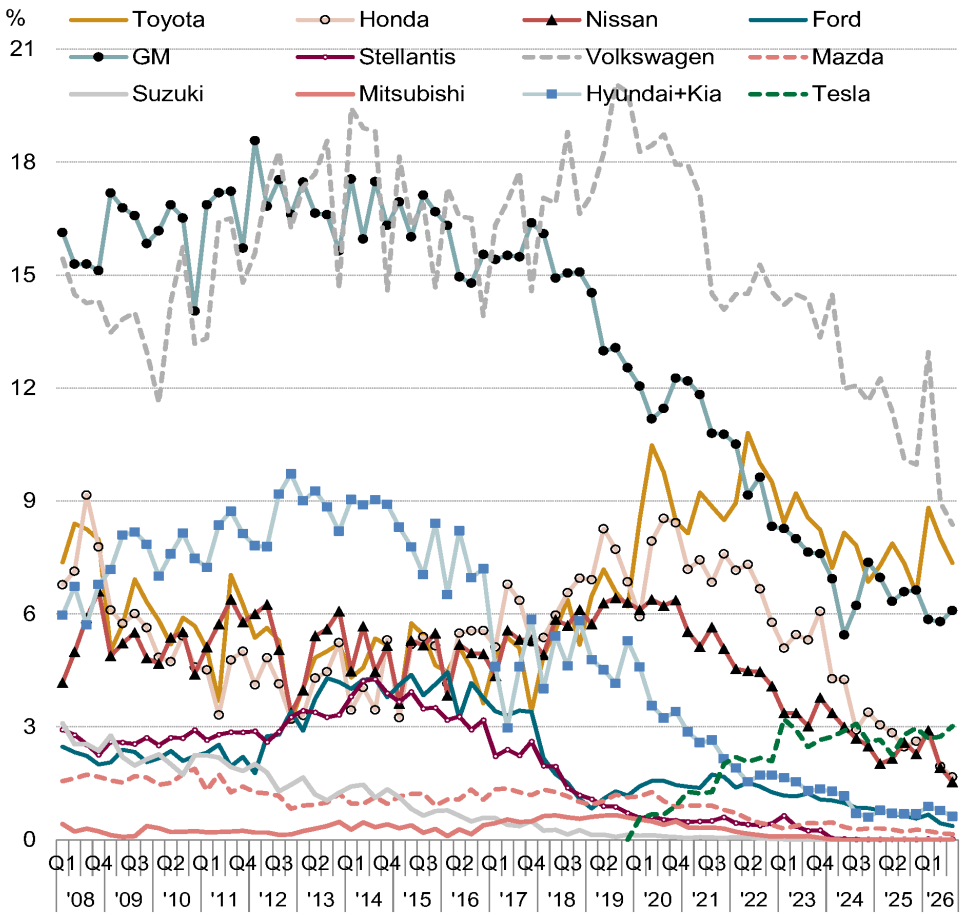


Note: Data based on wholesale sales (including exports).
Source: Nomura, based on China Association of Automobile Manufacturers (CAAM)

China passenger vehicle market

Fig. 57: Automakers' share in China (quarterly)

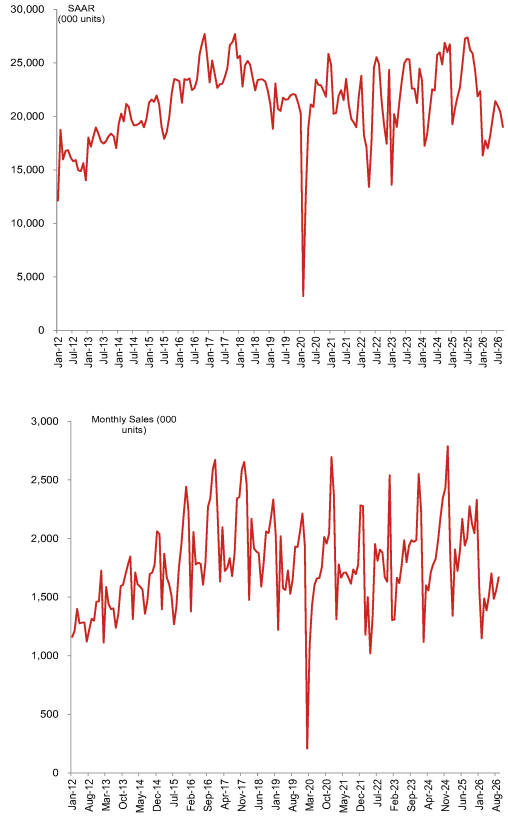
Data through Q3 2026



Note: Refers to passenger vehicle wholesales until 2019, and passenger vehicle registrations from 2020 onwards.Stellantis: Line prior to 2021 shows FCA market share.
Source: Nomura, based on CAAM, Marklines data

Fig. 58: China PV SAAR (top right), and monthly sales (bottom right)

Data through September 2026

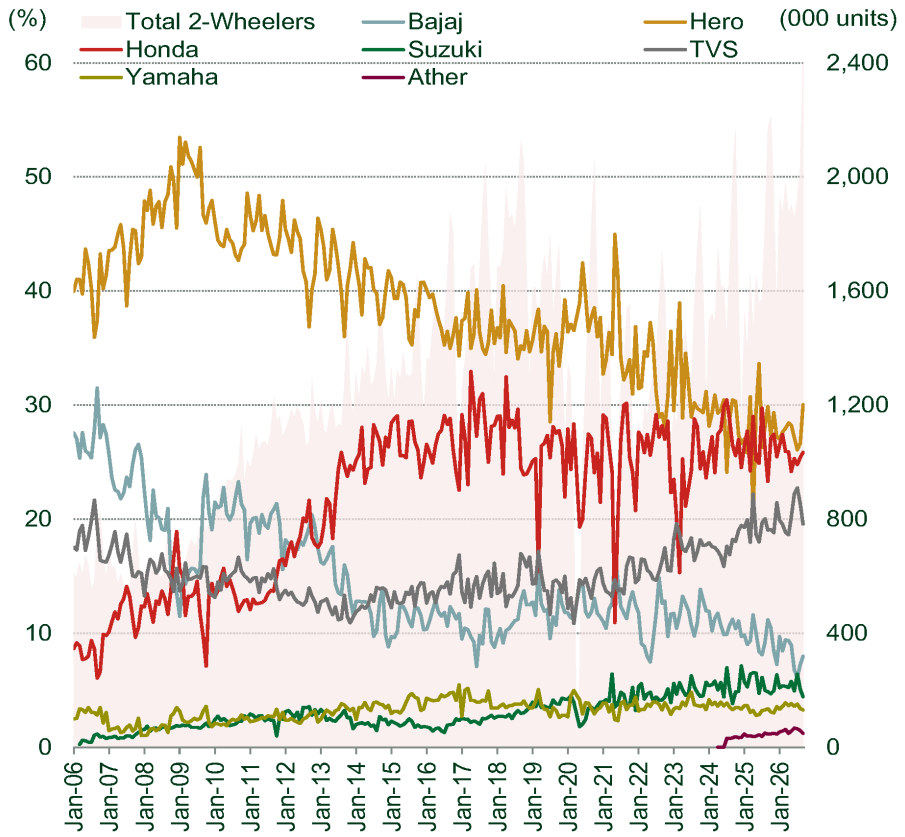


Note: Refers to passenger vehicle wholesale sales until 2019, and passenger vehicle registrations from 2020 onwards.
Source: Nomura, based on CAAM, Marklines data

India market shares for motorcycles, automobiles

Fig. 59: India motorcycle sales volumes (rhs) and market shares by company (lhs)

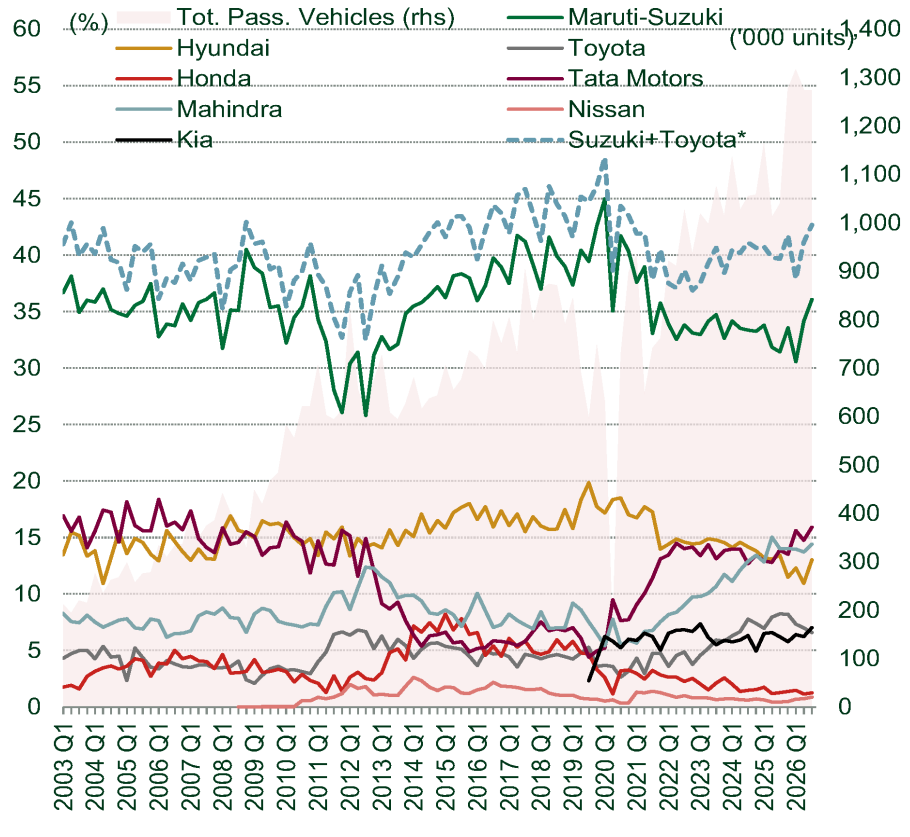
Data through September 2026



Source: SIAM, Nomura

Fig. 60: India light vehicle sales volumes (rhs) and market shares by company (lhs)

Data through Q3 2026

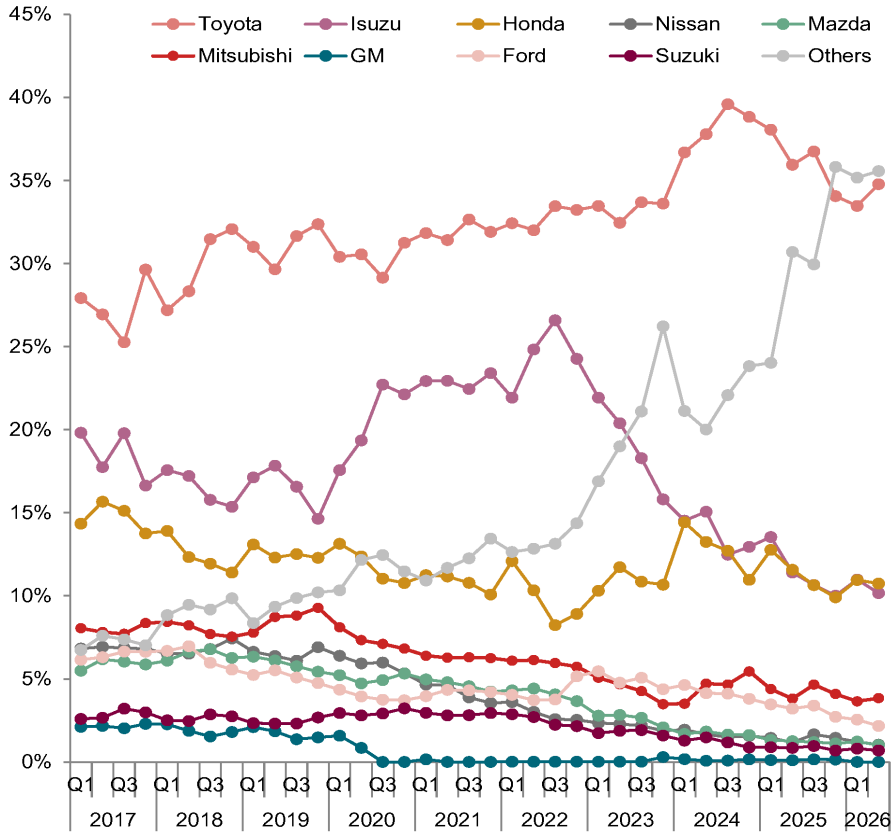


Note: Refers to Toyota+Maruti Suzuki's combined market share. Toyota began selling rebadged Maruti Suzuki cars since 2019. Chart shows the impact of that partnership.

Source: SIAM, Nomura

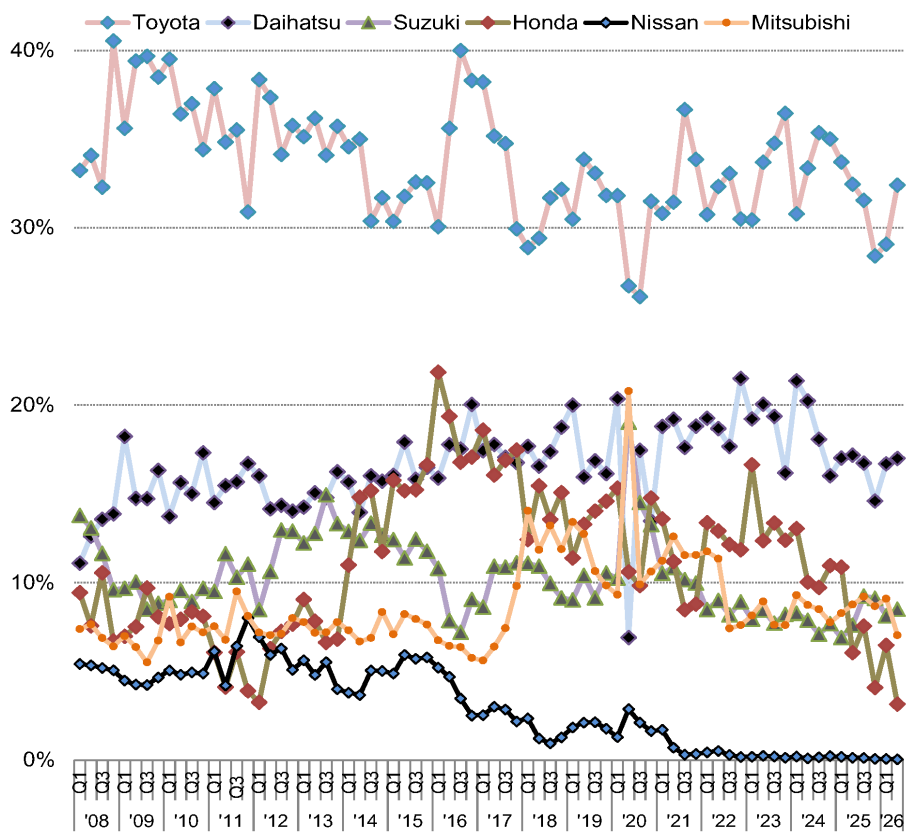
Market shares in Thailand and Indonesia

Fig. 61: Thai: Market shares of the major OEMs



Source: Marklines, Nomura

Fig. 62: Indonesia: Market shares of the major OEMs

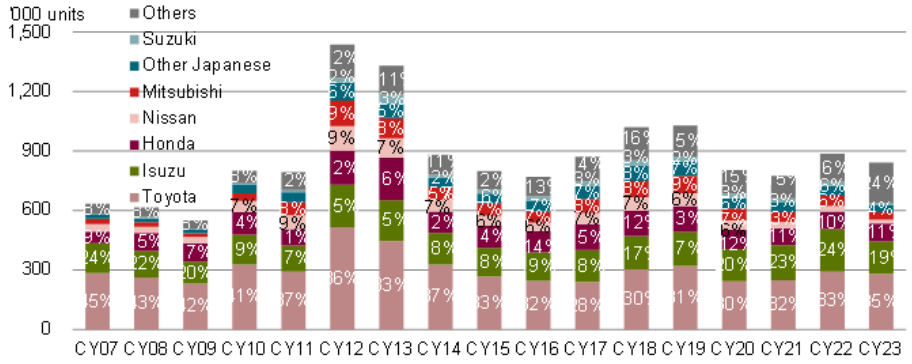


Source: Company data, Marklines, NNA, Gaikindo, Nomura research

Auto sales in Thailand, Indonesia, Malaysia, and India

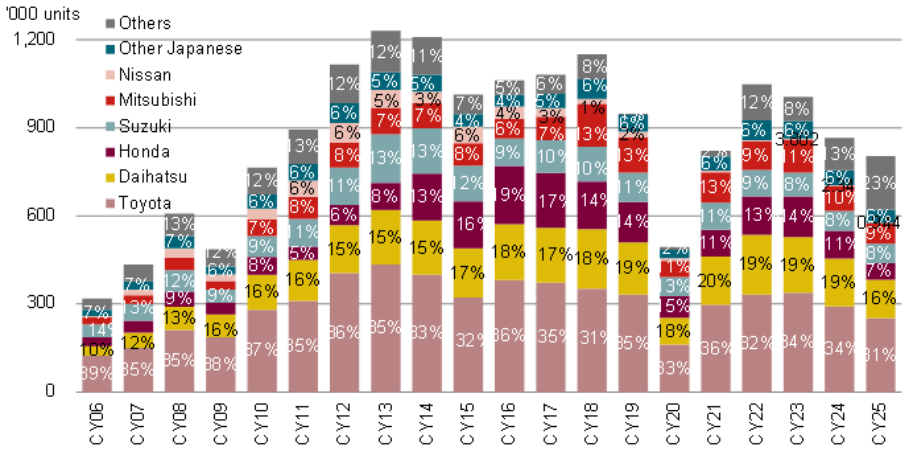
Fig. 63: Thai auto sales (by company)

Japanese automakers taking the lead in the ASEAN and India auto markets



Source: Nomura, based on NNA, Fourin, Marklines

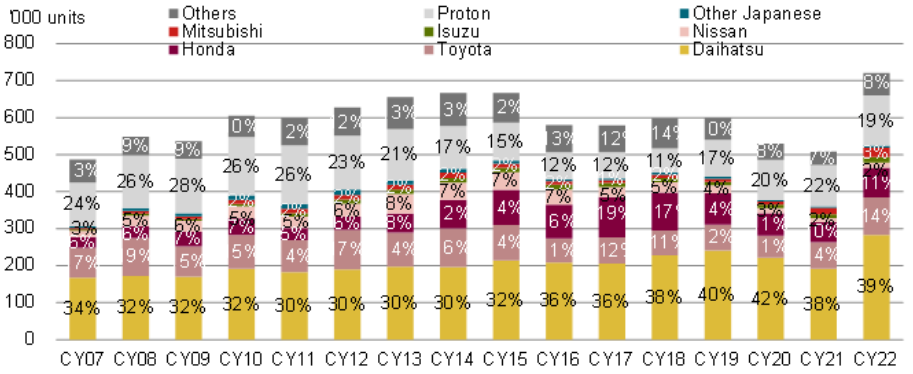
Fig. 64: Indonesia auto sales (by company)



Source: Nomura, based on NNA, Fourin

Fig. 65: Malaysia auto sales (by company)

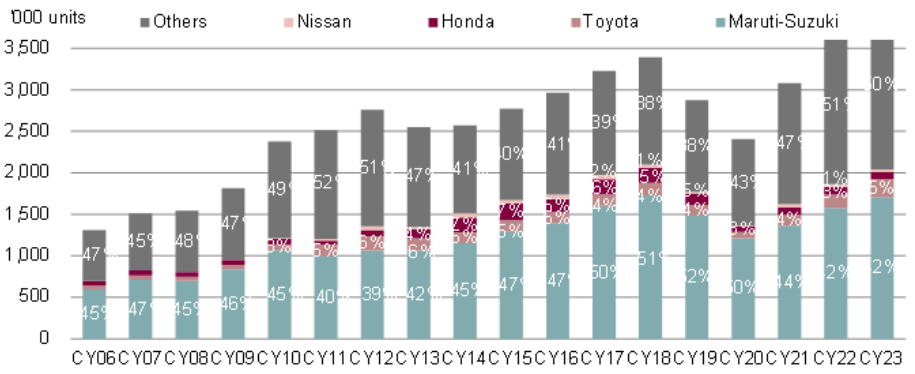
Japanese automakers taking the lead in the ASEAN and India auto markets



Source: Nomura, based on NNA, Fourin, Marklines

Fig. 66: India auto sales (by company)

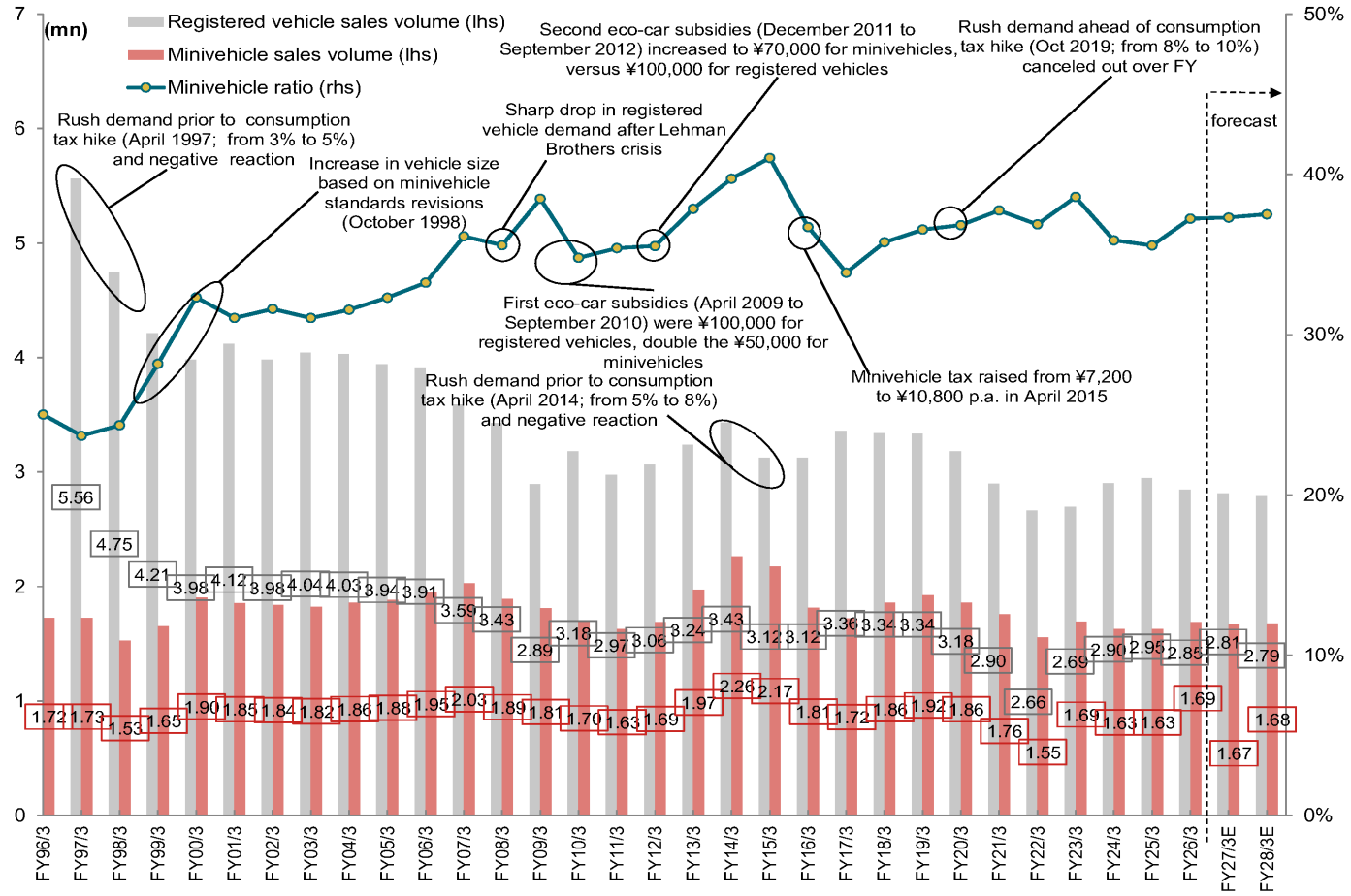
Japanese automakers taking the lead in the ASEAN and India auto markets



Source: Nomura, based on Society of Indian Automobile Manufacturers

Minivehicle and registered vehicles sales volume in Japan and minivehicle weighting

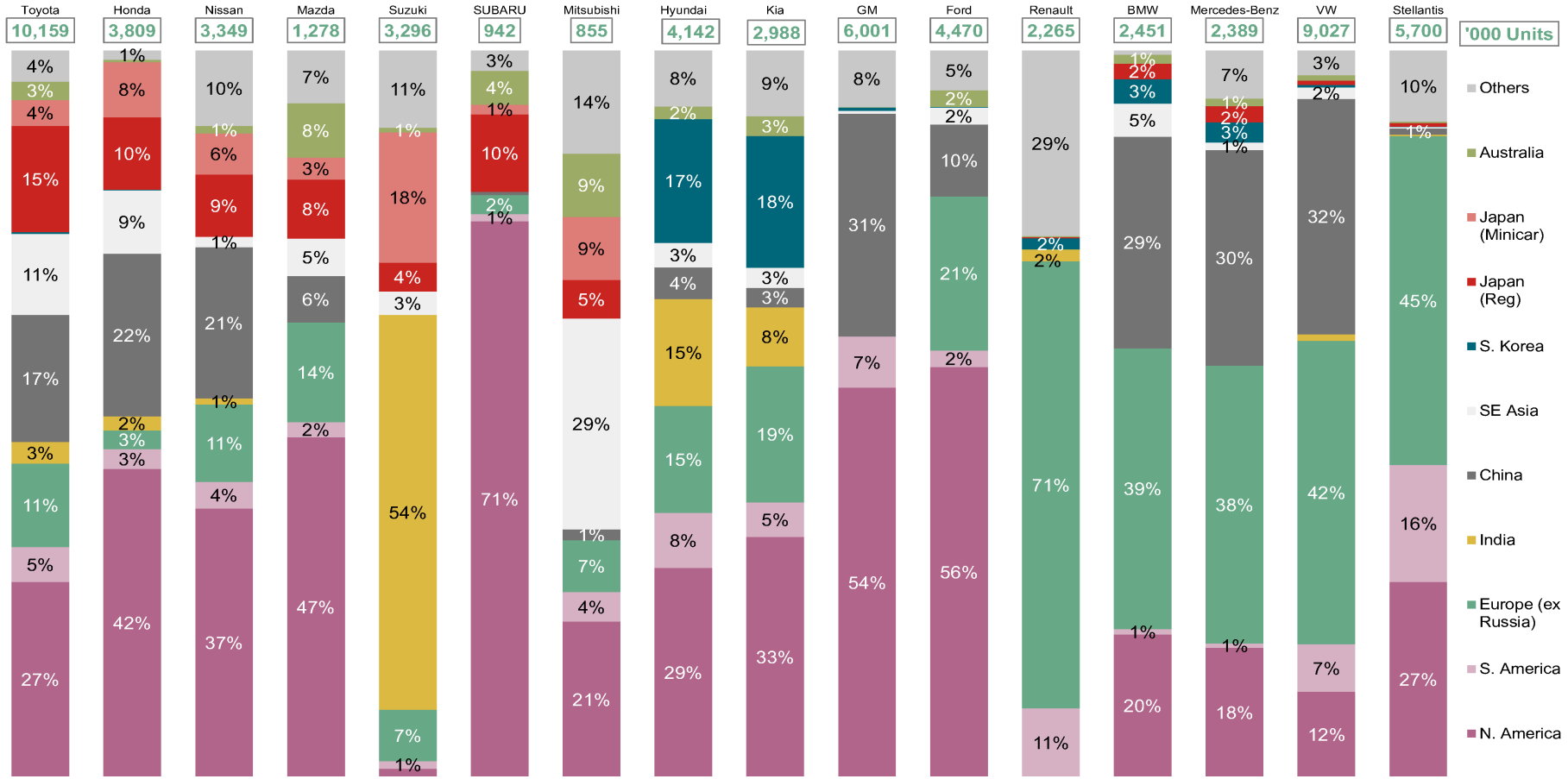
Fig. 67: Minivehicle and registered vehicles sales volume in Japan and minivehicle weighting (FY)



Source: based on Japan Automobile Dealers Association, Japan Mini Vehicle Association, Nomura estimates

Geographical exposure of major global automakers

Fig. 68: Geographical exposure of major global automakers, based on CY2024 sales



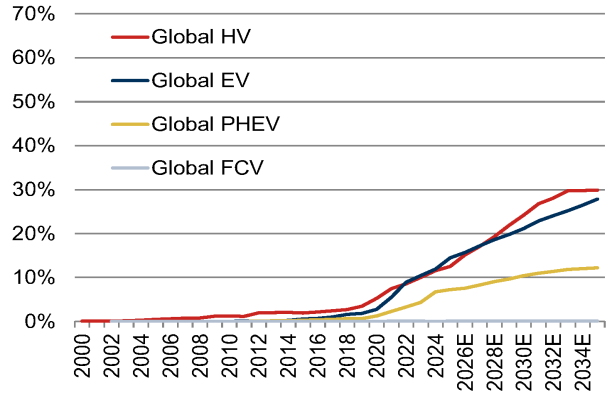
Note: Southeast Asia figures for Toyota Motor include ASEAN and other regions.

Source: : Nomura, based on company materials, Japan Automobile Manufacturers Association (JAMA), China Association of Automobile Manufacturers (CAAM), European Automobile Manufacturers' Association (ACEA), Society of Indian Automobile Manufacturers (SIAM), NNA, Fourin, and MarkLines data

Market shares for next-generation powertrains (long-term outlook)

Fig. 69: Global xEV sales penetration by powertrain

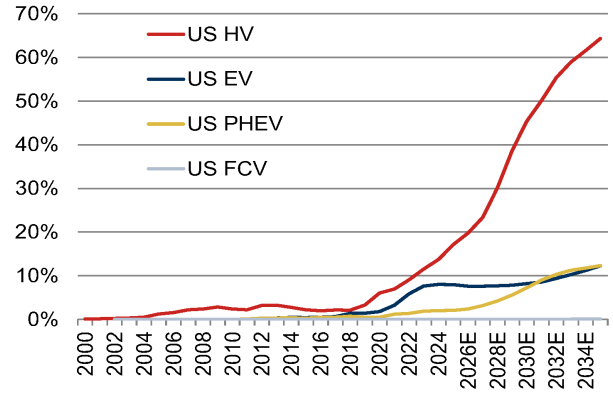
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, JAMA, Marklines, European Environment Agency, ICCT, Ward's Auto, Autodata, Nomura estimates

Fig. 70: US xEV sales penetration by powertrain

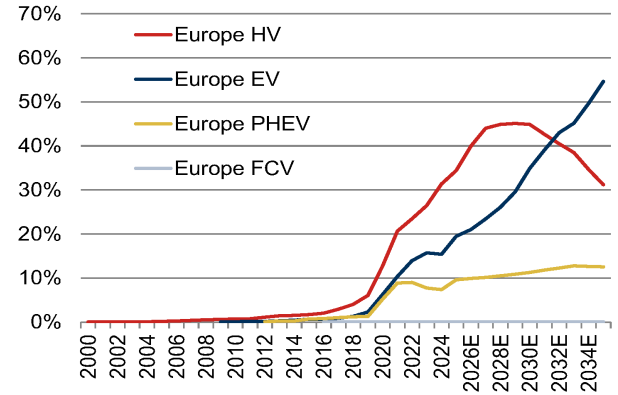
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, Ward's Auto, Autodata, Nomura estimates

Fig. 71: EU xEV sales penetration by powertrain

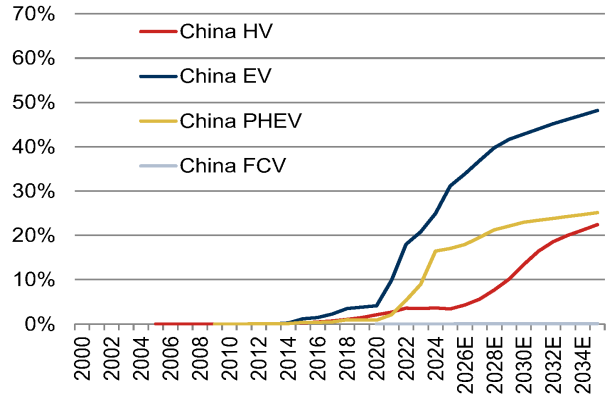
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, European Environment Agency, ICCT, Nomura estimates

Fig. 72: China xEV sales penetration by powertrain

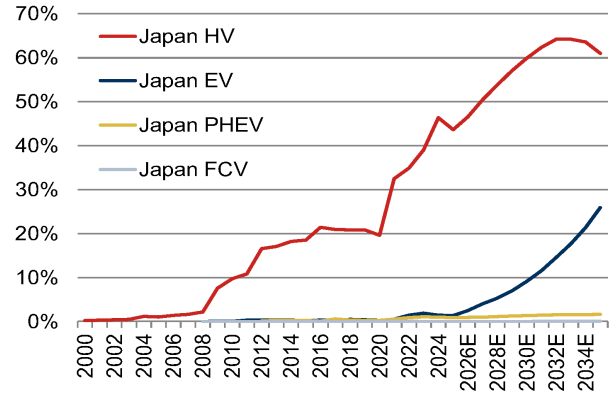
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, Marklines, Nomura estimates

Fig. 73: Japan xEV sales penetration by powertrain

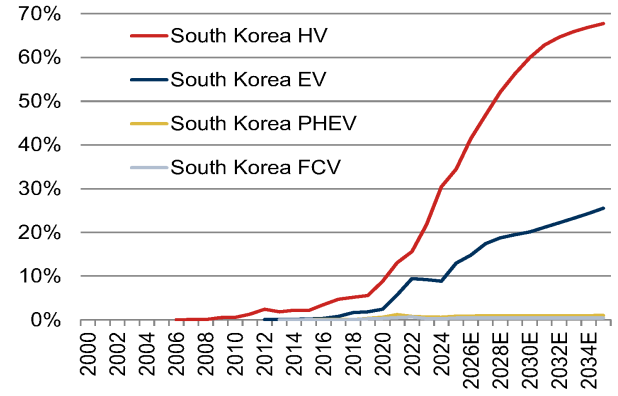
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, JAMA, Nomura estimates

Fig. 74: Korea xEV sales penetration by powertrain

Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)

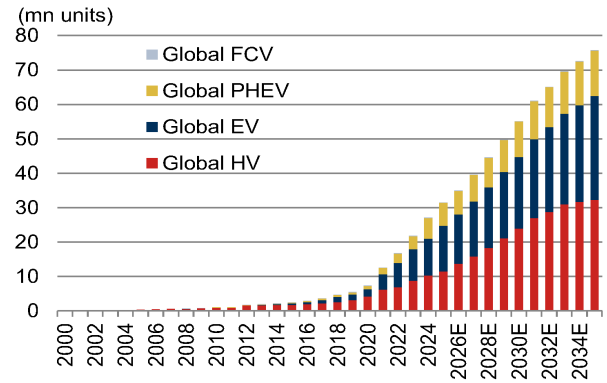


Source: Fourin, Marklines, Nomura estimates

Breakdown of sales of next-generation powertrains (long-term outlook)

Fig. 75: Global xEV sales volume by powertrain type

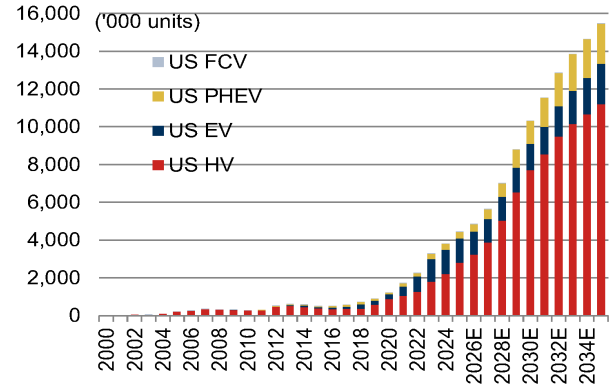
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, JAMA, Marklines, European Environment Agency, ICCT, Ward's Auto, Autodata, Nomura estimates

Fig. 76: US xEV sales volume by powertrain type

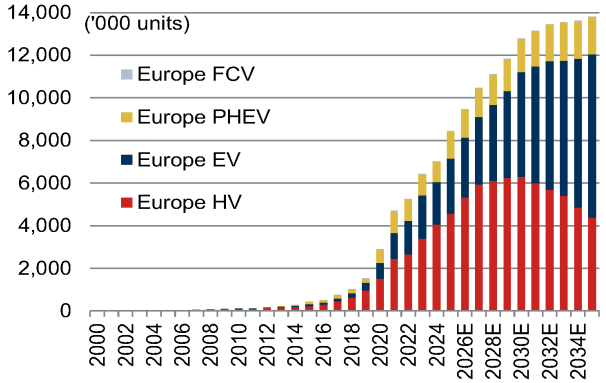
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, Ward's Auto, Autodata, Nomura estimates

Fig. 77: European xEV sales volume by powertrain type

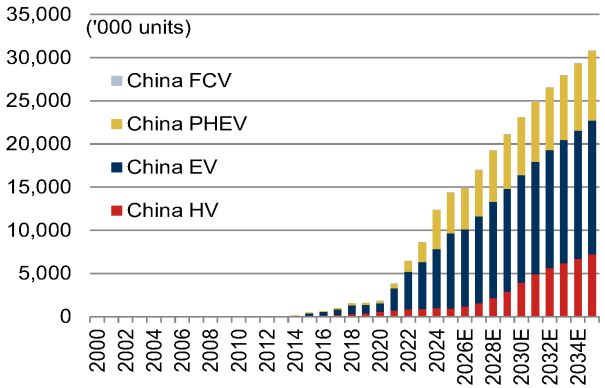
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, European Environment Agency, ICCT, Nomura estimates

Fig. 78: China xEV sales volume by powertrain type

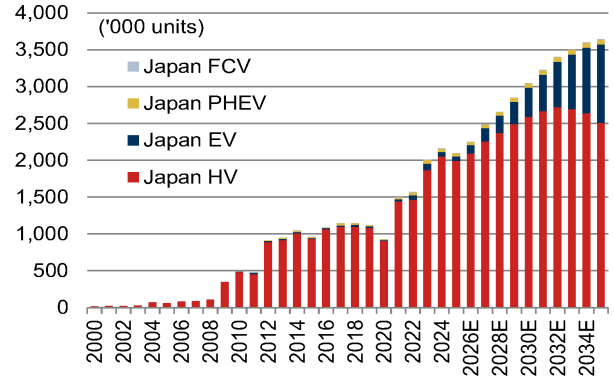
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, Marklines, Nomura estimates

Fig. 79: Japan xEV sales volume by powertrain type

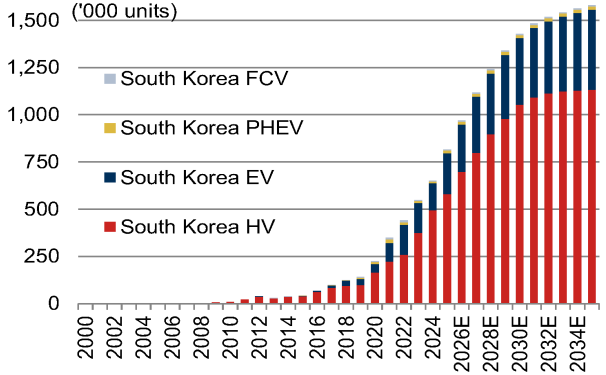
Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)



Source: Fourin, JAMA, Nomura estimates

Fig. 80: Korea xEV sales volume by powertrain type

Hybrid (HV), Electric (EV), Plug-in hybrid (PHEV), Fuel-cell (FCV)

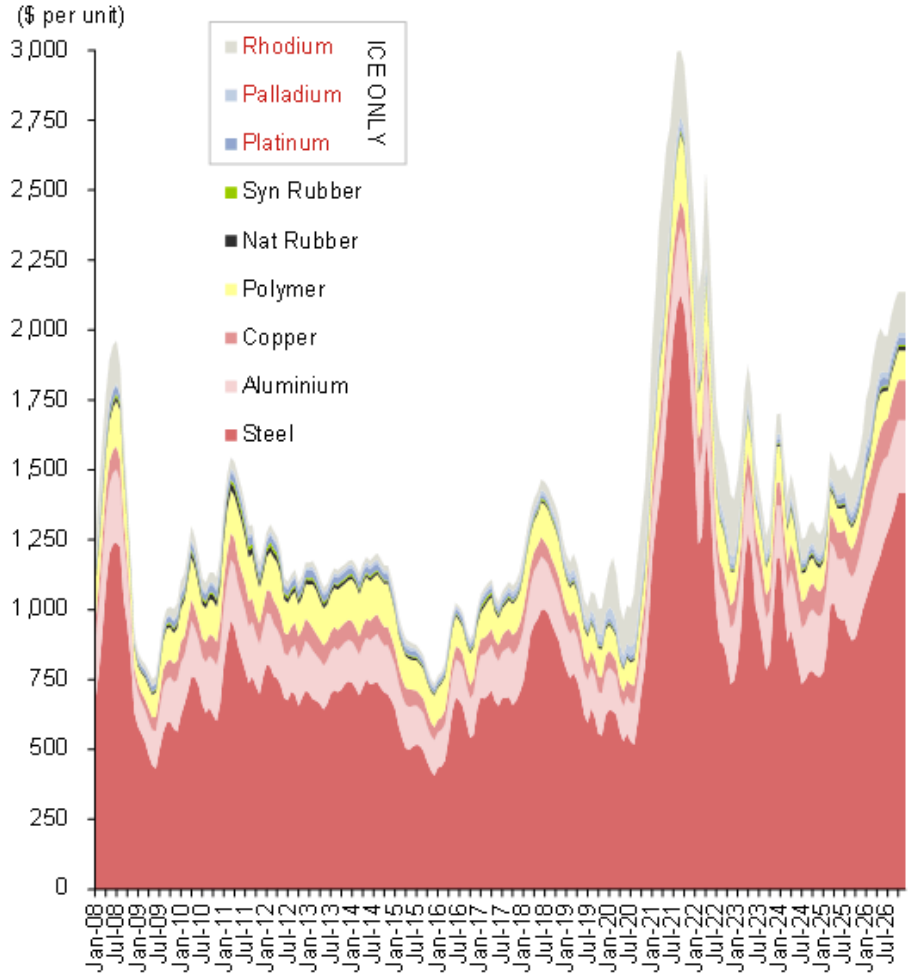


Source: Fourin, Marklines, Nomura estimates

Trends in input costs

Fig. 81: Estimated input cost per vehicle (global average, including steel)

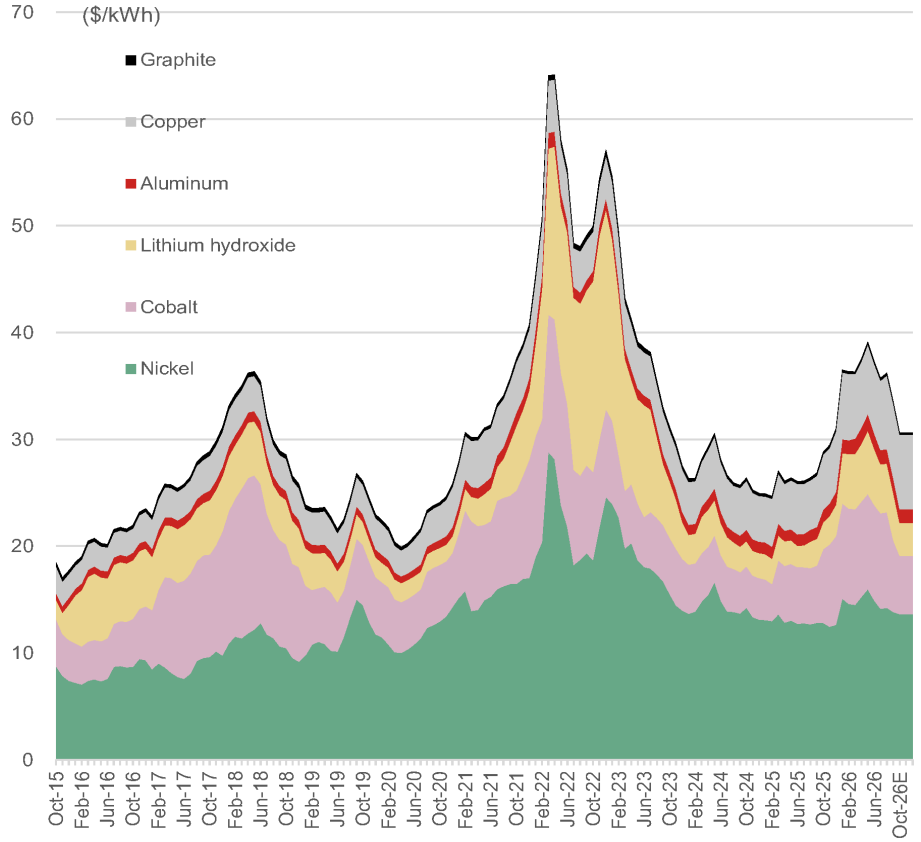
From Sep 2026 onwards, the graph freezes prices at the 22 Oct spot rate



Source: Bloomberg, Nomura

Fig. 82: Estimated input cost per kWh for NCA battery cells (major components)

From Oct 2026 onwards, the graph freezes prices at the 22 Oct spot rate



Source: Bloomberg, Nomura

Appendix A-1

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*** As defined by the EU Market Abuse Regulation*

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