

AUGUST 2021

AAPC'S 2021 SCOREBOARD

AUTO PRODUCTION AND SALES

AMERICAN AUTOMAKERS
AAPC



STELLANTIS

AUTOMAKERS CONTRIBUTE A GREAT DEAL TO AMERICA'S ECONOMY. SOME CONTRIBUTE MORE THAN OTHERS.

1. Automakers and their suppliers drive the U.S. economy.
2. The scale of the industry makes every state an auto state.
3. Ford, General Motors, and Stellantis contribute more than their competitors.
4. The difference: Six new U.S. assembly plants producing a line of new cars 5,400 miles long.
5. Our investments are contributing to the revival of manufacturing across America.
6. Ford, General Motors, and Stellantis are leading the way in auto sales and production.
7. Supply chain changes will boost auto employment, production, and sales in the U.S.

AUTOMAKERS AND THEIR SUPPLIERS DRIVE THE U.S. ECONOMY

CARS & TRUCKS BOUGHT
BY AMERICANS IN 2020¹

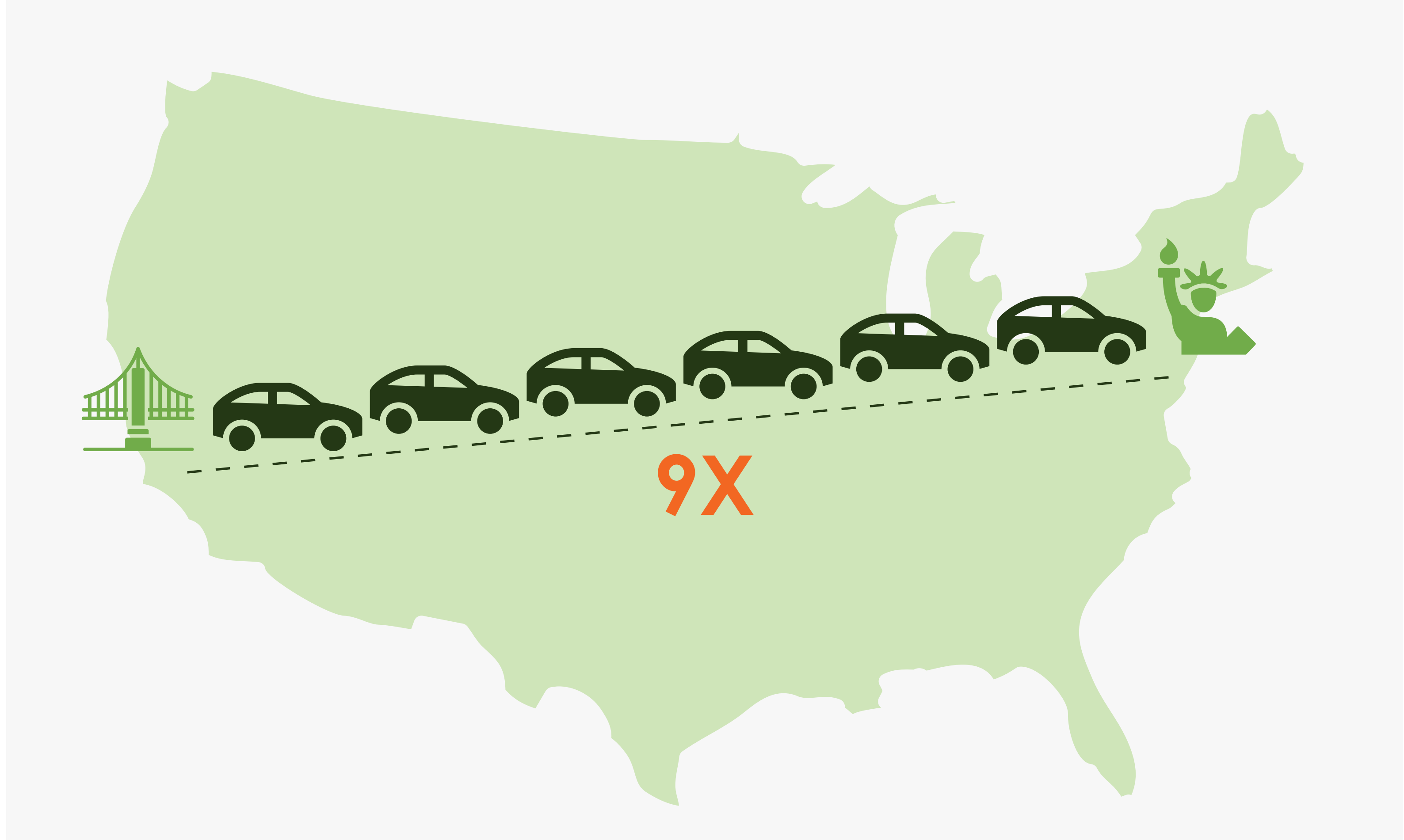
14.6 MILLION

CARS & TRUCKS PRODUCED
IN U.S. IN 2020²

8.8 MILLION

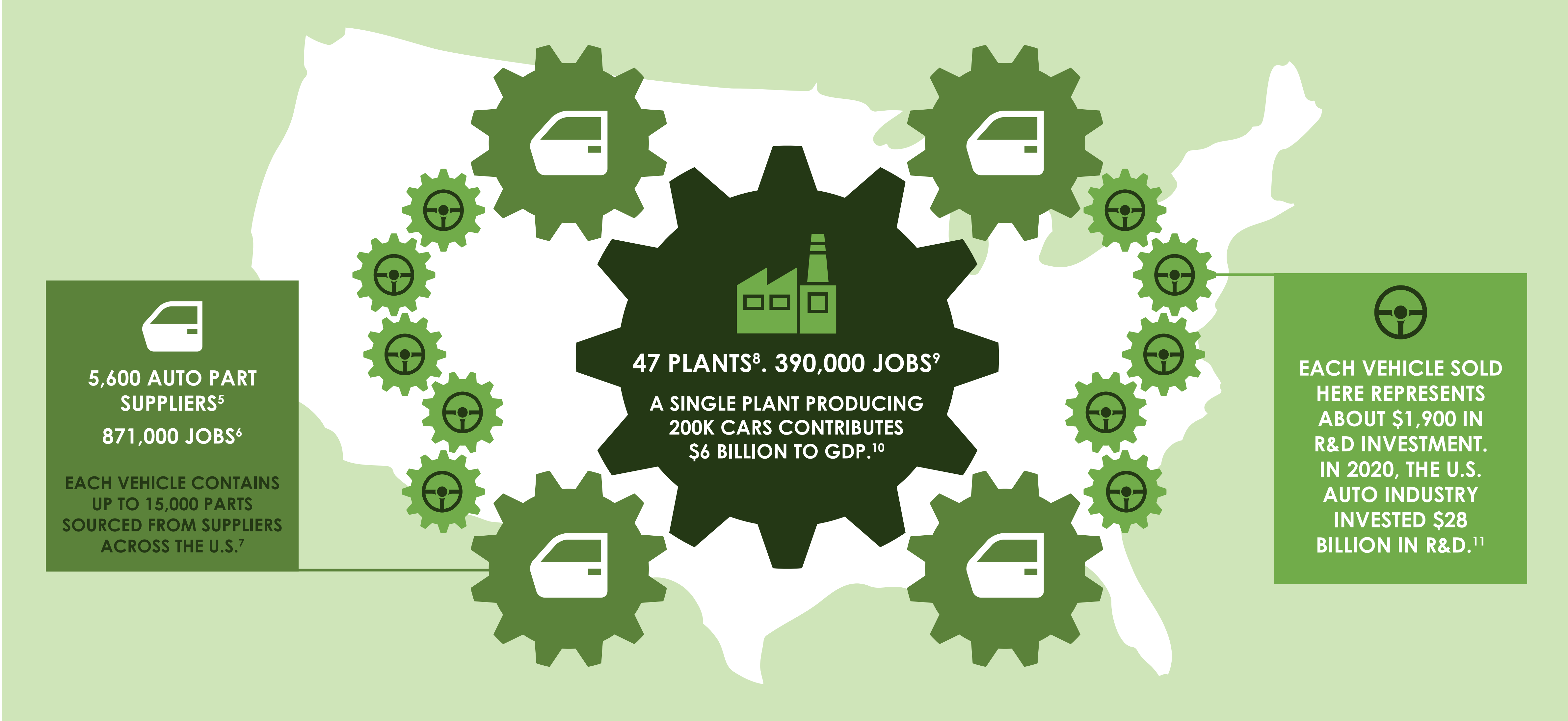
AUTOMAKERS AND SUPPLIERS
ACCOUNT FOR³

3% OF GDP



Lined up end-to-end, the cars assembled in the U.S. would extend 26,400 miles - enough to stretch from the Statue of Liberty to the Golden Gate Bridge nine times.⁴

THE SCALE OF THE INDUSTRY MAKES EVERY STATE AN AUTO STATE

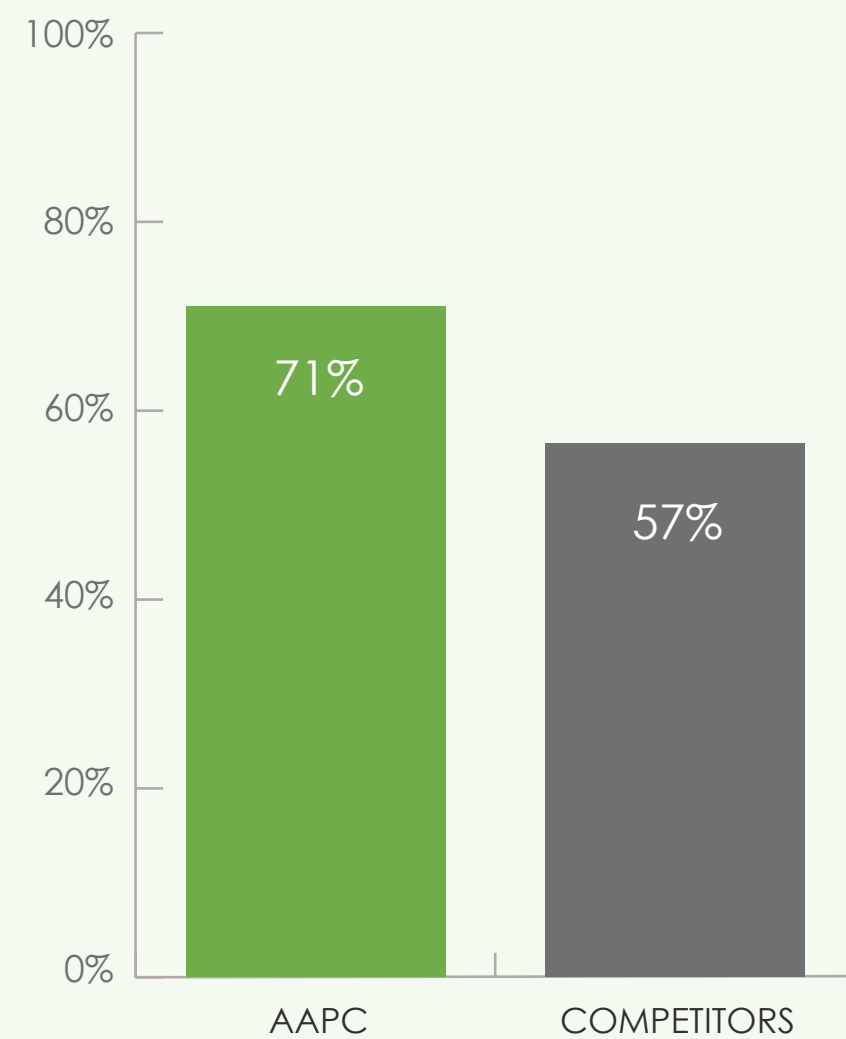


FORD, GENERAL MOTORS, AND STELLANTIS CONTRIBUTE MORE THAN THEIR COMPETITORS

FORD, GENERAL MOTORS, AND STELLANTIS KEEP PRODUCTION DOMESTIC

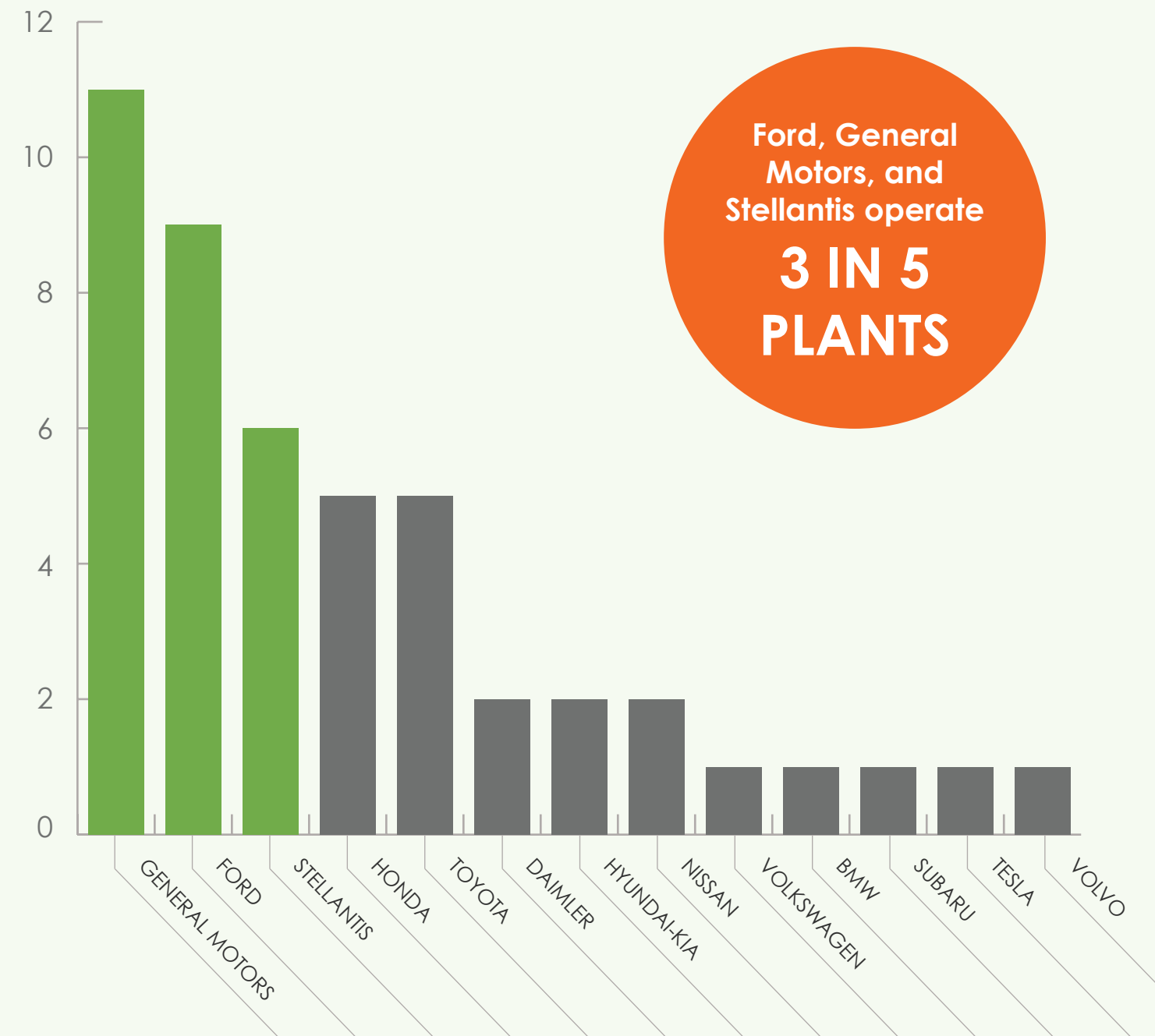
71% of the cars Ford, General Motors, and Stellantis sell here are produced in the U.S., keeping production domestic and providing good jobs for Americans.

AVERAGE PRODUCTION AS A PERCENTAGE OF U.S. SALES (2020)¹²



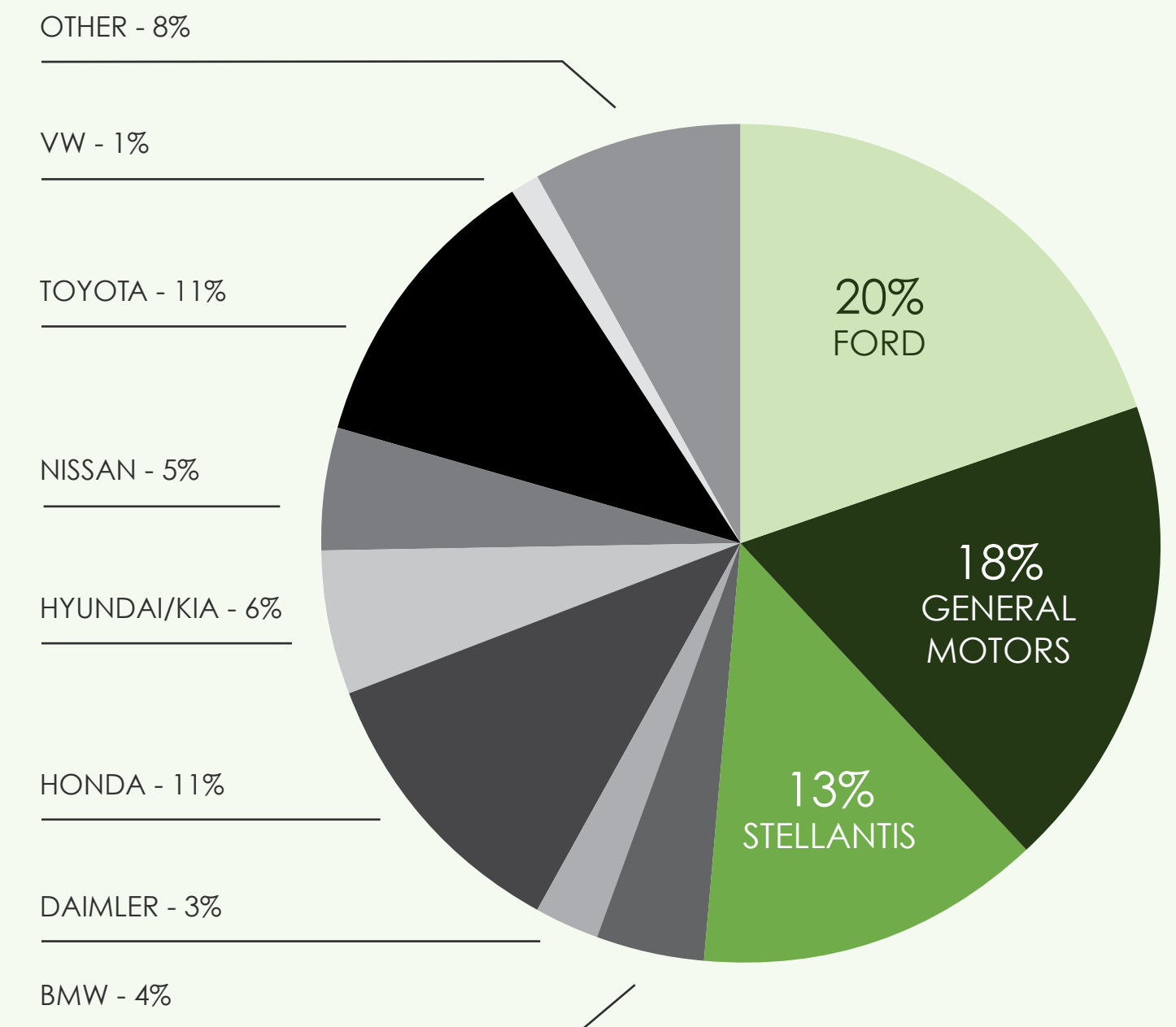
FORD, GENERAL MOTORS, AND STELLANTIS OPERATE THE MAJORITY OF ASSEMBLY PLANTS IN THE U.S.

TOTAL U.S. ASSEMBLY PLANTS BY OEM (2020)¹³



FORD, GENERAL MOTORS, AND STELLANTIS ALSO ACCOUNT FOR OVER HALF OF U.S. AUTO PRODUCTION

TOTAL U.S. PRODUCTION BY OEM (2020)¹⁴

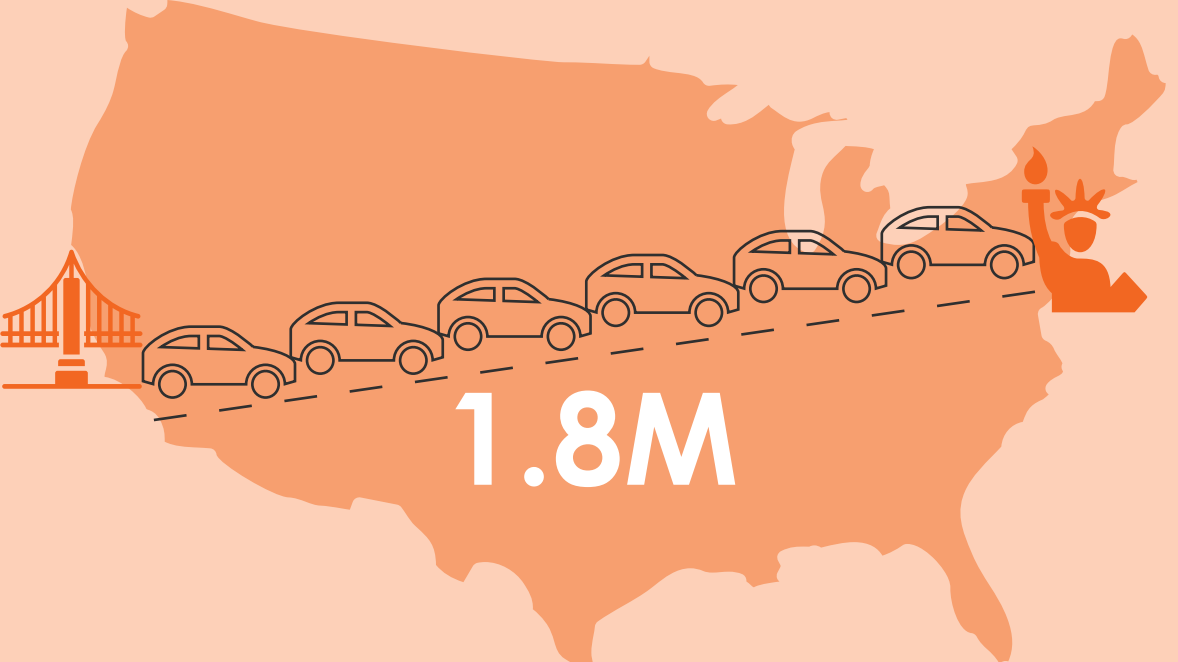


FOR FOREIGN COMPETITORS TO MATCH FORD, GENERAL MOTORS, AND STELLANTIS' US PRODUCTION, THEY WOULD HAVE TO BUILD NEW PLANTS AND HIRE TENS OF THOUSANDS OF WORKERS

IF...

FOREIGN COMPETITORS MATCHED FORD, GENERAL MOTORS, AND STELLANTIS' U.S. PRODUCTION RATE, IT WOULD CREATE THOUSANDS OF NEW JOBS.

NUMBER OF CARS FOREIGN COMPETITORS WOULD NEED TO PRODUCE TO MATCH FORD, GENERAL MOTORS, AND STELLANTIS' U.S. PRODUCTION RATE LAST YEAR:



Lined up end-to-end, the cars would nearly extend across the U.S. and back.¹⁵

They would have to build...

SIX PLANTS



Each directly employing

~3,000 workers¹⁶

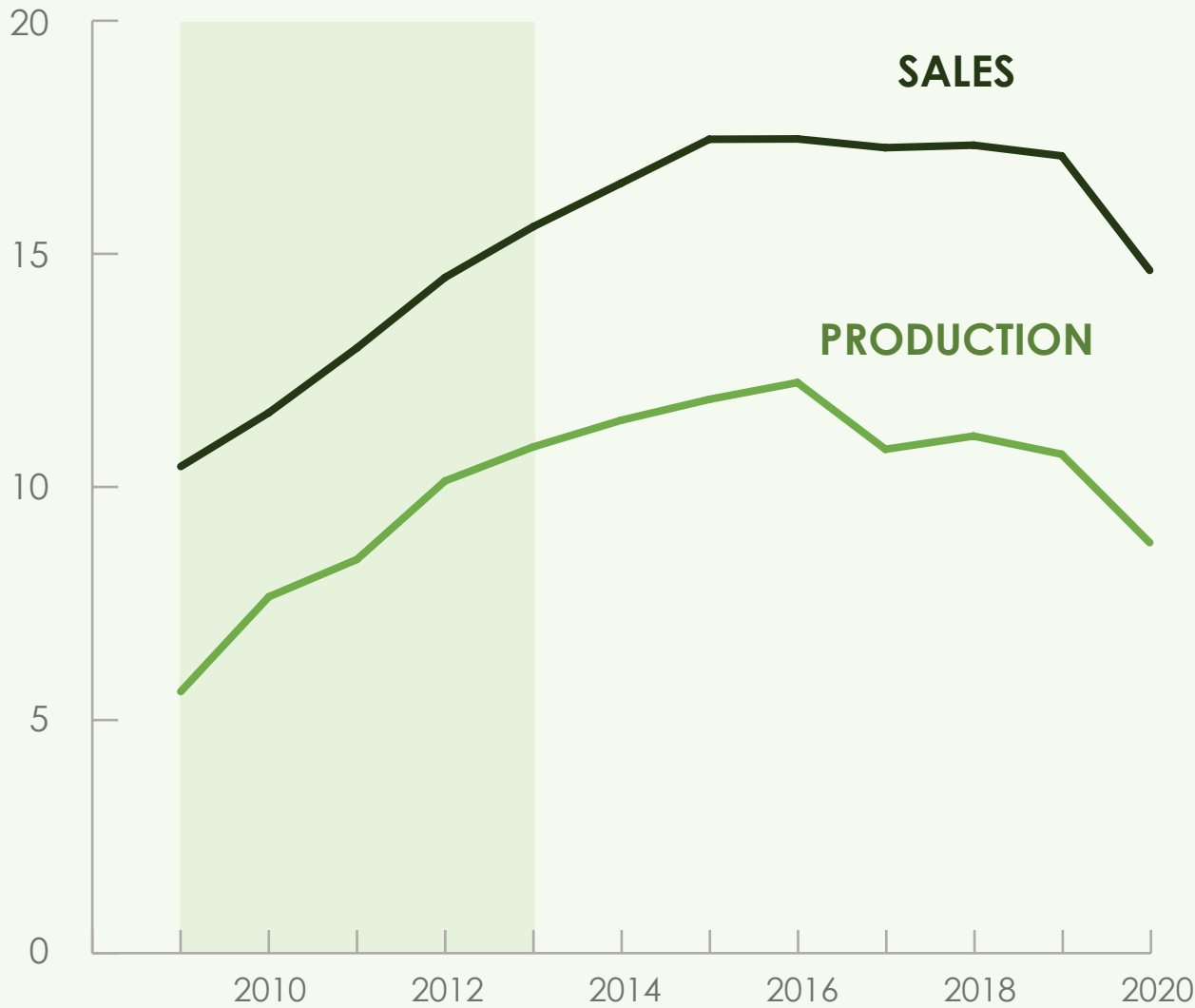


OUR INVESTMENTS ARE CONTRIBUTING TO THE REVIVAL OF MANUFACTURING ACROSS AMERICA

THE AUTO INDUSTRY HELPED THE U.S. REBOUND AFTER THE GREAT RECESSION. THEY CAN DO IT AGAIN.

Approximately 10% of economic growth from the second quarter of 2009 to 2013 was produced by the auto sector.

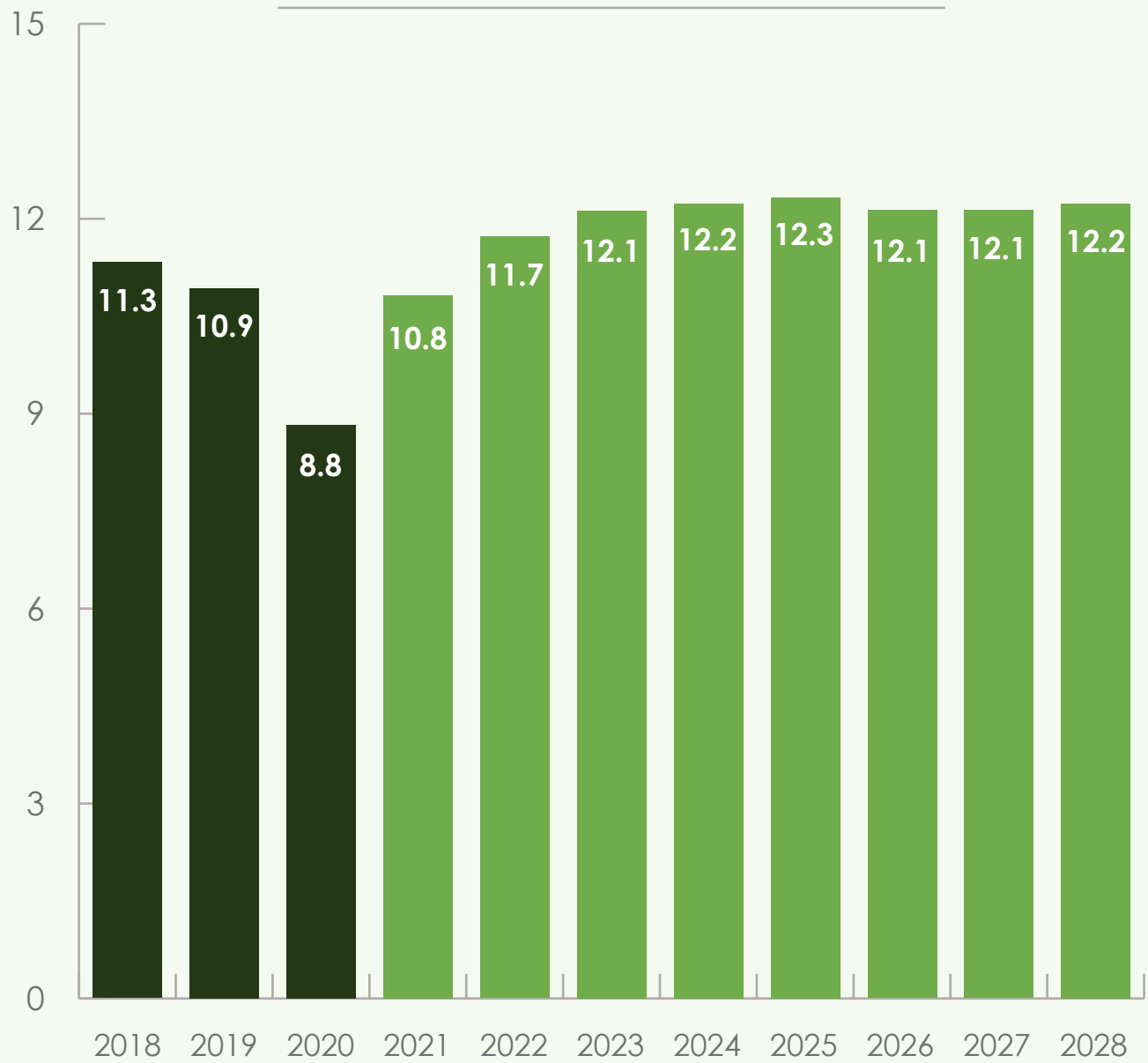
U.S. TOTAL SALES AND PRODUCTION (2009-2020)
IN MILLIONS OF VEHICLES



PRODUCTION HAS INCREASED BY 52% SINCE THE RECESSION

By 2028, Center for Auto Research (CAR) forecasts U.S. auto production will reach 12.2 million cars.

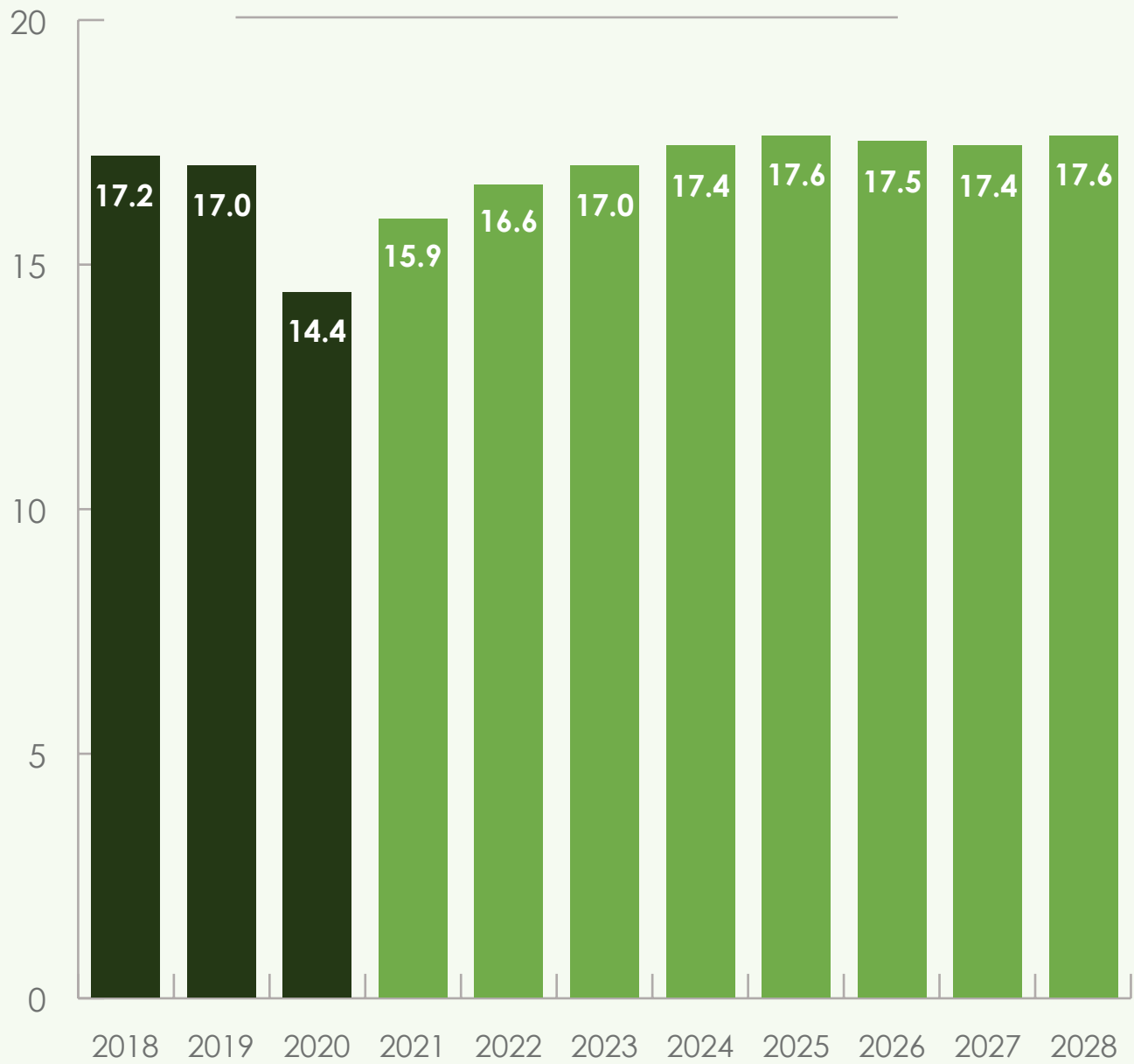
U.S. PRODUCTION FORECAST (2018-2028)
IN MILLIONS OF VEHICLES¹⁷



SALES HAVE INCREASED BY 40% SINCE THE RECESSION

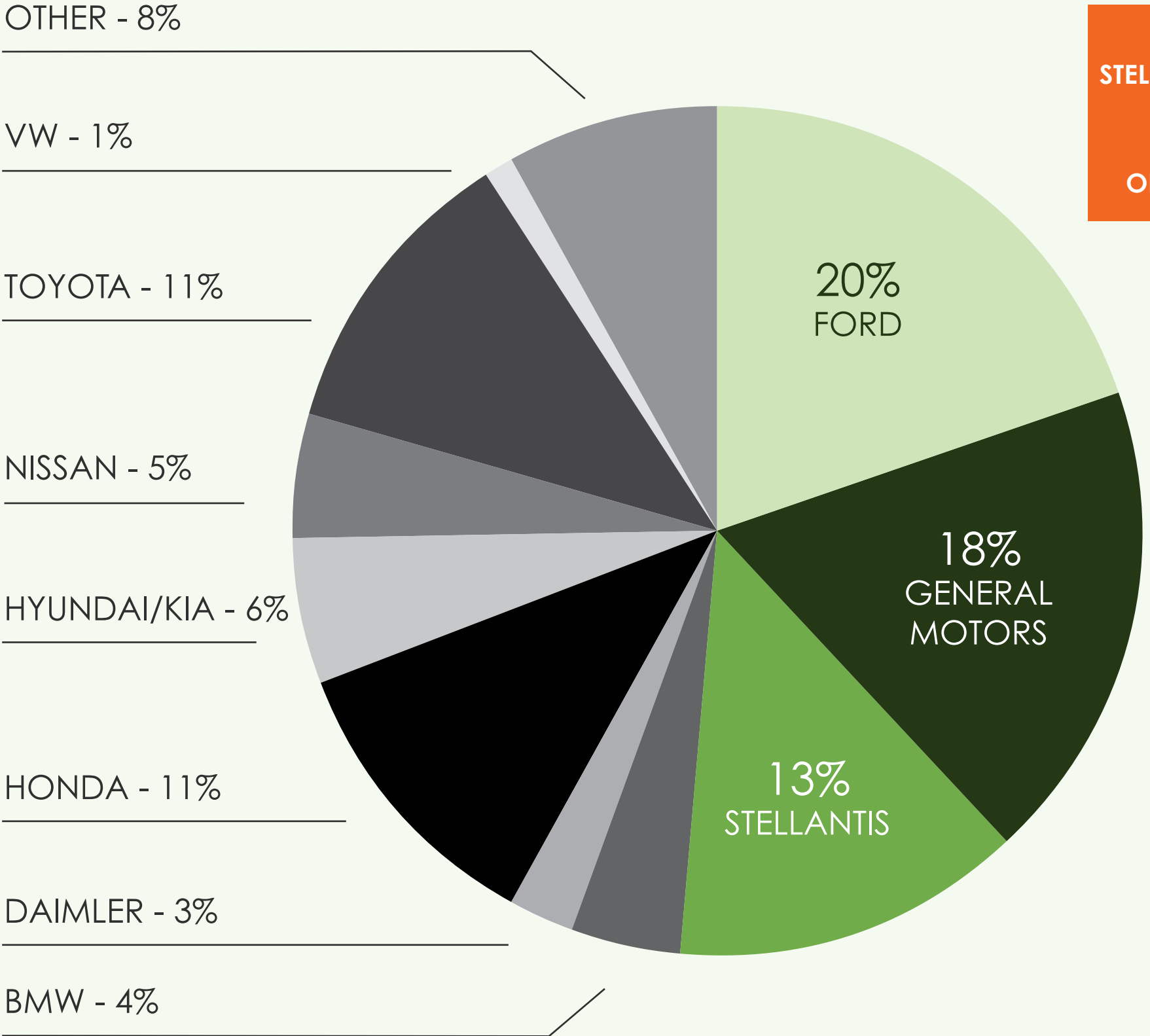
By 2028, CAR forecasts U.S. auto sales will reach 17.6 million cars.

U.S. SALES FORECAST (2015-2025)
IN MILLIONS OF VEHICLES¹⁸



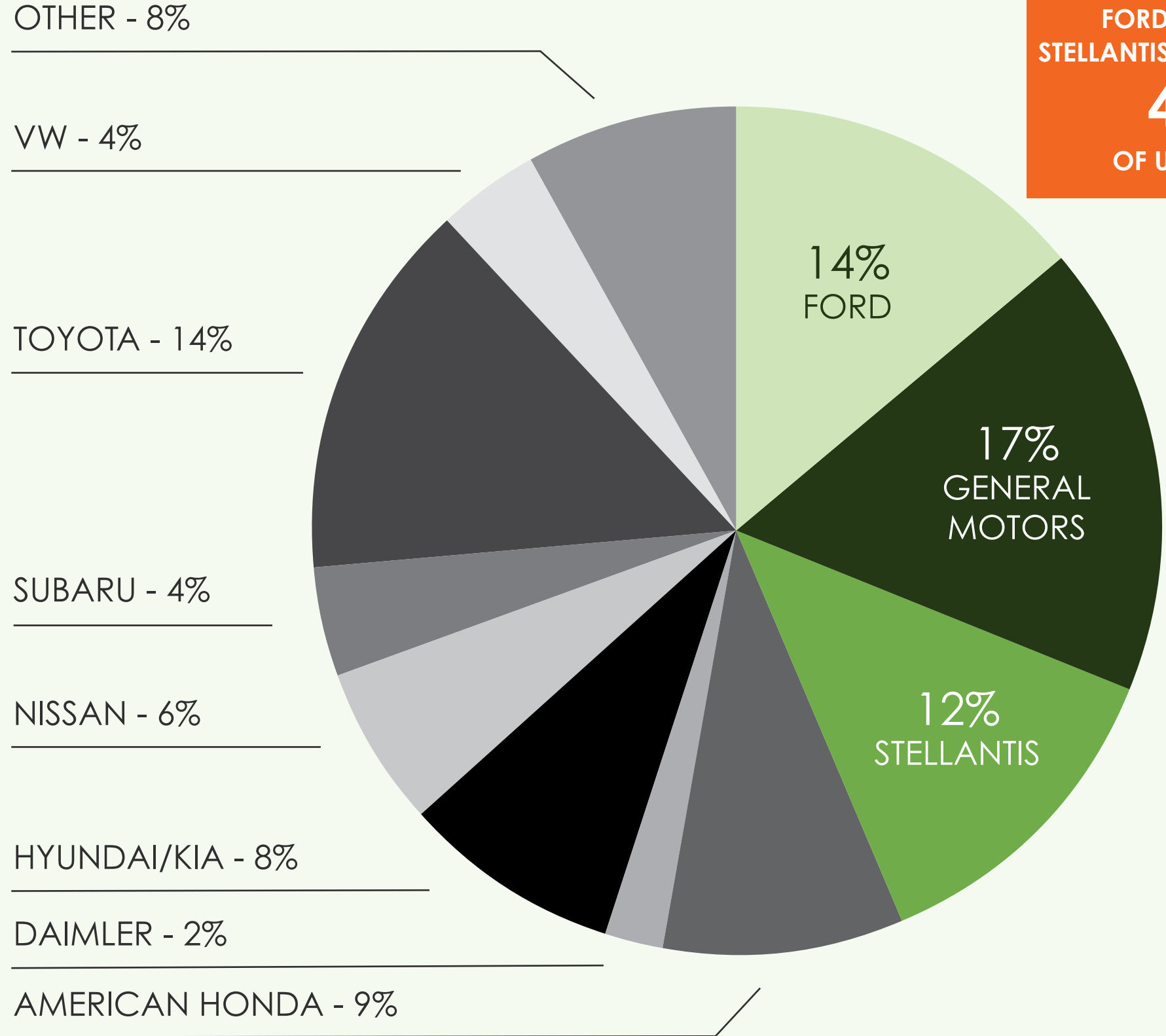
FORD, GENERAL MOTORS, AND STELLANTIS ARE LEADING THE WAY IN AUTO SALES AND PRODUCTION

TOTAL U.S. PRODUCTION BY OEM (2020)¹⁹



FORD, GM, AND STELLANTIS ACCOUNT FOR **52%** OF U.S. PRODUCTION*

TOTAL U.S. SALES BY OEM (2020)²⁰



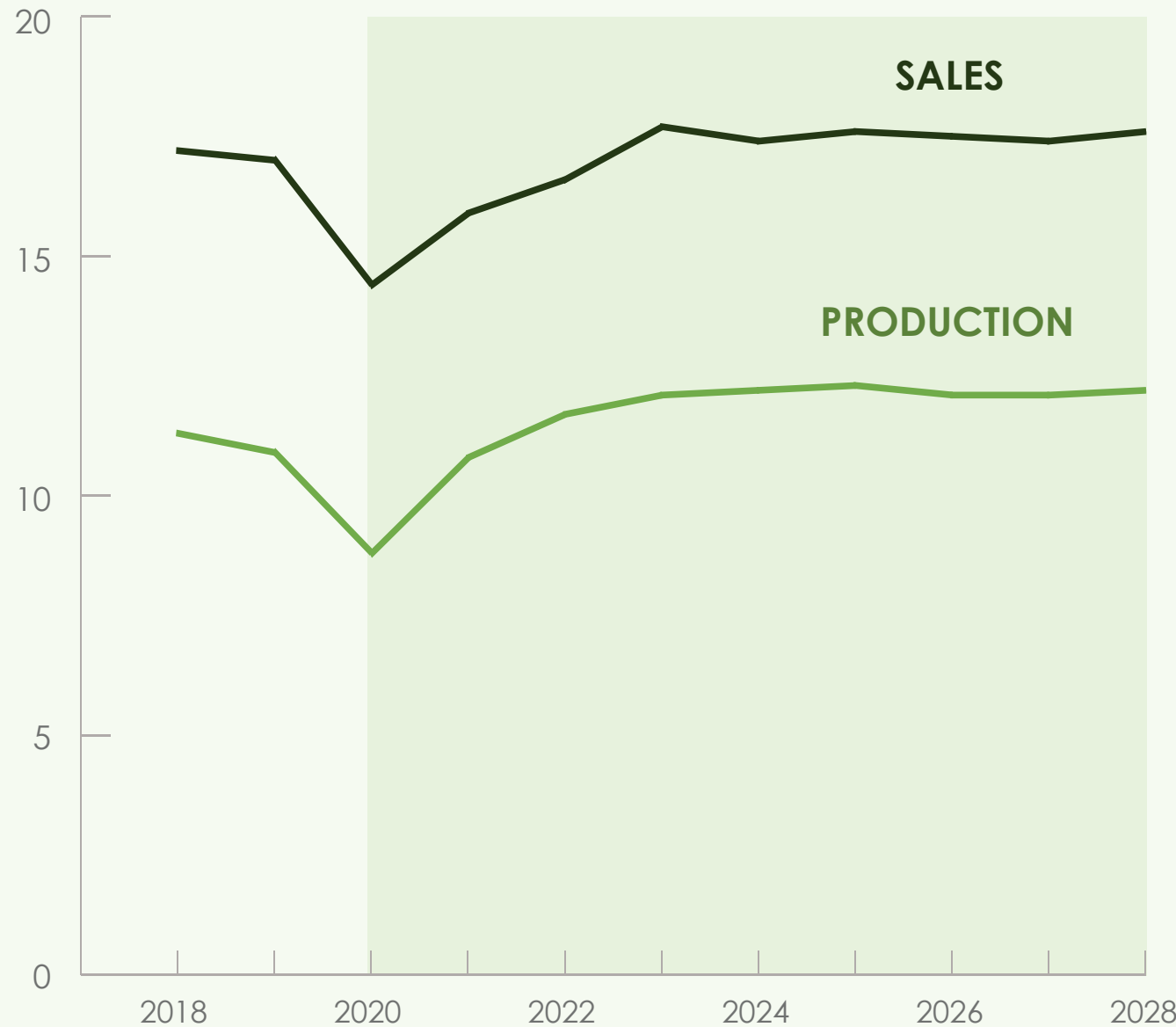
FORD, GM, AND STELLANTIS ACCOUNT FOR **44%** OF U.S. SALES*

* TOTAL PERCENTAGES MAY NOT EQUAL THEIR PARTS DUE TO ROUNDING

CHANGES TO THE SUPPLY CHAIN WILL CONTINUE TO BOOST AUTO EMPLOYMENT, PRODUCTION, AND SALES IN THE U.S.

U.S. SALES AND PRODUCTION ARE EXPECTED TO INCREASE BY 22% AND 39% RESPECTIVELY THROUGH 2028

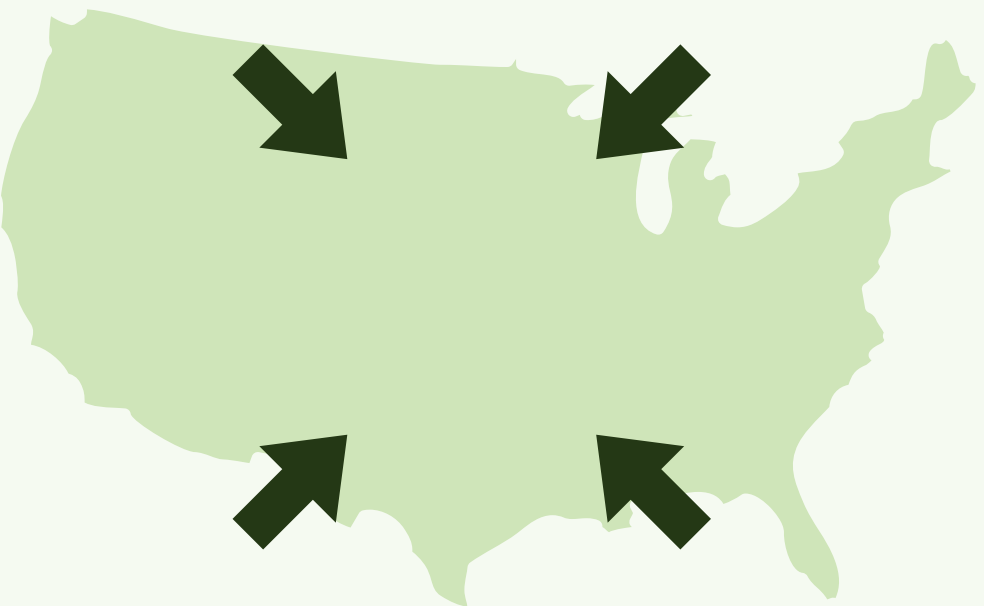
U.S. TOTAL PROJECTED SALES AND PRODUCTION (2018-2028) IN MILLIONS OF VEHICLES²¹



MORE COMPANIES ARE CONSIDERING RESHORING SUPPLY CHAINS

~70%

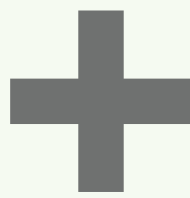
OF COMPANIES ACROSS MANUFACTURING AND INDUSTRIAL SECTORS ARE THINKING OF BRINGING SOME MANUFACTURING BACK TO THE U.S IN RESPONSE TO COVID-19 DISRUPTIONS.²²



THE DEVELOPMENT OF PLATFORM HUBS IN THE U.S. WILL ALSO BOOST EMPLOYMENT



LOWER DOMESTIC LABOR AND ENERGY COSTS



EMERGENCE OF GLOBAL MODEL PLATFORMS AND CENTRALIZING PRODUCTION OF THOSE PLATFORMS



PLATFORM HUBS IN THE U.S. GROW

Nine out of 10 of the world's largest automakers and 46 of the world's top 50 global automotive suppliers have opened R&D facilities in Michigan alone.²³

REFERENCES

1. Automotive News Data Center, *U.S. light-vehicle sales by nameplate, Dec. & YTD* (January 2021)
2. Automotive News Data Center, *North America car & truck production by model, Dec. & YTD* (January 2021)
3. CAR, *Economic Contribution of the Ford Motor Company Michigan Assembly Plant to Michigan Economy*. Hill, Kim, Bernard Swiecki, Deb Menk, Joshua Cregger, and Michael Schultz (March 2013).
4. Assumes autos are 190 inches each (approximate the size of popular and mid-sized sedans).
5. CAR, *The Effect on the U.S. Economy of the Successful Restructuring of General Motors*. McAlinden, Sean P., and Deb Menk (2013). Page 4.
6. Motor & Equipment Manufacturers Association, *Driving the Future* (2019).
7. CAR, *Economic Contribution of the Ford Motor Company Michigan Assembly Plant to Michigan Economy*. Hill, Kim, Bernard Swiecki, Deb Menk, Joshua Cregger, and Michael Schultz (March 2013).
8. Automotive News Data Center, *North America car & truck assembly plant directory - 10/15/20* (October 2020).
9. Automaker employment (both in the U.S. and globally) is obtained from their respective annual reports and corporate websites, as well as reports from the trade groups they support.
10. CAR, *Economic Contribution of the Ford Motor Company Michigan Assembly Plant to Michigan Economy*. Hill, Kim, Bernard Swiecki, Deb Menk, Joshua Cregger, and Michael Schultz (March 2013).
11. National Science Foundation estimates U.S. auto industry R&D totaled \$13.2 billion in 2012. Since that time, global auto R&D has increased by 9.9% each year. Assuming U.S. automotive research matched the global rate, baseline auto research totaled \$28,090,241,346 in 2020.
12. Automotive News Data Center, *North America car & truck production by model, Dec. & YTD* (January 2021); Automotive News Data Center, *U.S. light-vehicle sales by nameplate, Dec. & YTD* (January 2021)
13. Automotive News Data Center, *North America car & truck assembly plant directory - 10/15/20* (October 2020).
14. Automotive News Data Center, *North America car & truck production by model, Dec. & YTD* (January 2021)
15. Result calculated by multiplying foreign automakers' 2020 U.S. sales by American automakers' sales-weighted domestic content average for the 2020 model year.
16. Assuming each plant produced 300,000 vehicles, it would require 6.00 plants to produce 1,799,697 vehicles. Plants capable of producing 300,000 vehicles per year employ 3,000 to 4,000 workers. New plants require \$1 to \$2 billion in capital investment.
17. CAR, *Vehicle Sales and Production Forecasts 2018-2028* (January 2021).
18. CAR, *Vehicle Sales and Production Forecasts 2018-2028* (January 2021).
19. Automotive News Data Center, *North America car & truck production by model, Dec. & YTD* (January 2021)
20. Automotive News Data Center, *U.S. light-vehicle sales by nameplate, Dec. & YTD* (January 2021)
21. CAR, *Vehicle Sales and Production Forecasts 2018-2028* (January 2021).
22. Thomasnet Industrial Marketing & Sales Blog, *Reshoring Is Creating Opportunities For North American Manufacturers*. Hanno, Andrew (August 20, 2020). <https://blog.thomasnet.com/reshoring-creates-opportunities-for-manufacturers-in-2020>
23. CAR, *Economic Contribution of the Ford Motor Company Michigan Assembly Plant to Michigan Economy*. Hill, Kim, Bernard Swiecki, Deb Menk, Joshua Cregger, and Michael Schultz (March 2013).

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