

Wall Street & Analyst Consensus >>>

U.S. car and light truck sales estimates for April 2013

Analyst - Company	Change from April 2012			SAAR ¹ in millions		
	GM	Ford	Chrysler	SAAR	YoY change	
Rod Lache – Deutsche Bank	7.4%	12%	8.6%	14.9M	0.8M	▲
Peter Nesvold – Jefferies	10	17	9.3	15.2	1.1	▲
Patrick Archambault – Goldman Sachs	8.2	20	7.1	15.2	1.1	▲
Adam Jonas – Morgan Stanley	—	—	—	15.3	1.2	▲
Emmanuel Rosner – CLSA	12	22	9.4	15.2	1.1	▲
Brian Johnson – Barclays Capital	9.9	17	9.6	15.3	1.2	▲
Joseph Spak – RBC Capital Markets	9.5	16	12	15.0	0.9	▲
Ryan Brinkman – JPMorgan	—	—	—	15.2	1.1	▲
John Sousanis – Ward's Automotive	9	17	11	15.1	1.0	▲
George Magliano – IHS Automotive	—	—	—	15.2	1.1	▲
Jeff Schuster – LMC Automotive	—	—	—	15.2	1.1	▲
Alan Baum – Baum & Associates	—	—	—	15.1	1.0	▲
Jessica Caldwell – Edmunds.com	11	16	11	15.2	1.1	▲
Jesse Toprak – TrueCar.com	10	17	12	15.2	1.1	▲
Alec Gutierrez – Kelley Blue Book	12	15	12	15.3	1.2	▲
Christopher Ceraso – Credit Suisse	11	15	10	15.3	1.2	▲
Itay Michaeli – Citigroup	—	—	—	15.1	1.0	▲
Analyst average	10%	17%	10%	15.2M	1.1M	▲

U.S. car and light truck sales estimates for April 2013

Analyst - Company	Change from April 2012				
	Toyota	Honda	Nissan	Hyundai/Kia	VW
Jessica Caldwell – Edmunds.com	3.3%	8.6%	30%	-1.4%	0.7%
Jesse Toprak – TrueCar.com	6.1	5.8	42	-6.0	-5.4
Rod Lache – Deutsche Bank	1.0	6.0	38	—	—
Brian Johnson – Barclays Capital	0.1	10	23	-6.7	—
Joseph Spak – RBC Capital Markets	3.4	6.4	7.9	2.6	—
Alec Gutierrez – Kelley Blue Book	7.8	6.5	23	-0.7	14
Emmanuel Rosner – CLSA	1.9	7.4	21	-4.8	—
John Sousanis – Ward's Automotive	1	8	20	0	4
Analyst average	3.1%	7.3%	26%	-2.4%	3.3%

U.S. car and light truck sales estimates for April 2013, selling-day adjusted figures

Analyst - Company	Change from April 2012		
	GM	Ford	Chrysler
Patrick Archambault – Goldman Sachs	3.8%	15%	—
Emmanuel Rosner – CLSA	7.5	18	5.1
Brian Johnson – Barclays Capital	5.5	13	5.2
Joseph Spak – RBC Capital Markets	5	11	8
Ryan Brinkman – JPMorgan	5	14	7
Rod Lache – Deutsche Bank	3.1	9.1	4.6
Christopher Ceraso – Credit Suisse	6	10	9
Analyst average	5.1%	13%	6.5%

1 – Seasonally Adjusted Annual Rate; an annualized measure of monthly sales that adjusts for seasonal trends.

Sources: Data compiled by Bloomberg Note: April had 25 selling days, one more than in 2012.

GRAPHIC: CRAIG TRUDELL / BLOOMBERG NEWS, DAVID INGOLD / BLOOMBERG VISUAL DATA