

HDMA Pulse Report February 2022

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NOTES

- Data is from our HDMA Pulse Survey February 2022 and HDMA Pulse Survey at Heavy Duty Aftermarket Dialogue (HDAD)
 - 60 combined completions – 31 from HDAD, 29 from February Survey
- Total commercial vehicle supply market
 - Classes 4-8, plus trailer
 - Off-highway 50hp+
 - Independent aftermarket & OES

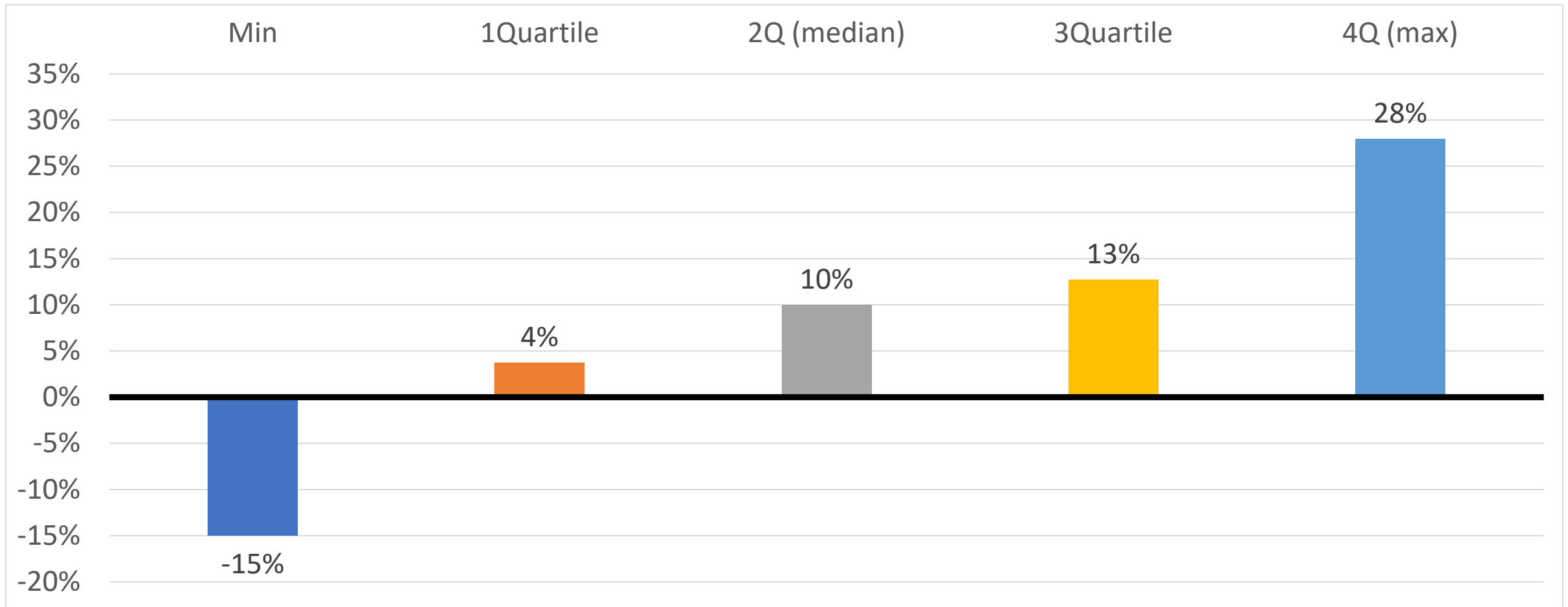


FINDINGS

1. Supplier ability to meet demand for the past month was 89% OE and 84% aftermarket, a figure that has changed little for the past six months.
2. The structural issues in electronic component supply remain the greatest bottleneck for suppliers, however problems in international shipping continue to cause issues for all imported materials.
3. Changes in the labor market continue to cause shortages and cost inflation for suppliers. National indicators show recent growth, but major changes have occurred and there is no indication of short-term change.

SUPPLIER BUSINESS PLAN – QUARTER

What is your current North America Q1-2022 commercial vehicle business plan compared to Q1-2021?

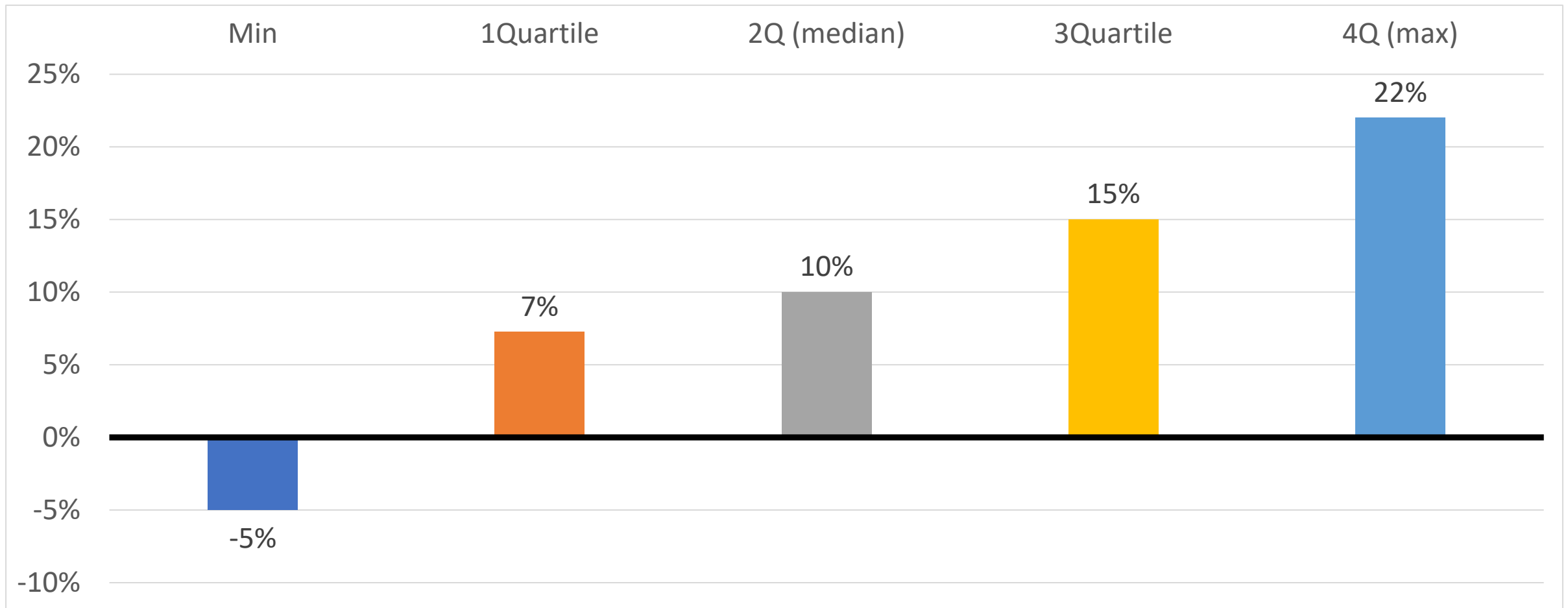


Average: 8%



SUPPLIER BUSINESS PLAN – ANNUAL

What is your current North America 2022 commercial vehicle business plan compared to 2021?



Average: 10%



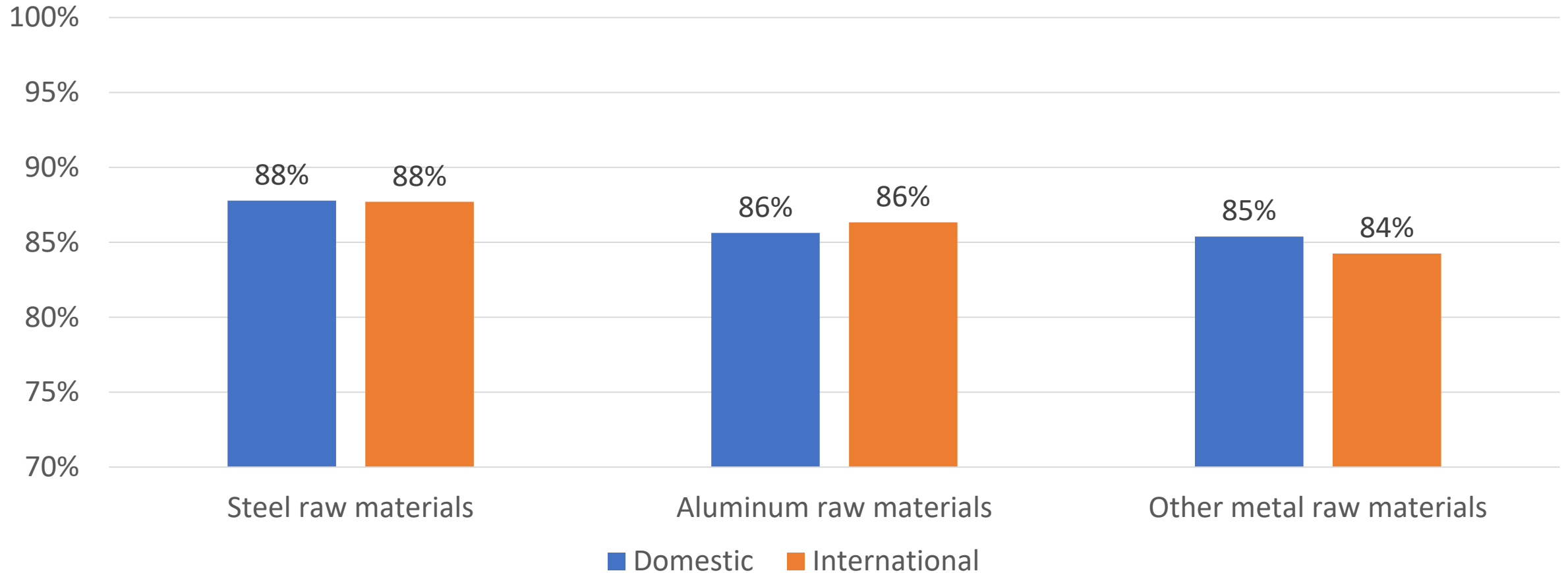
FEBRUARY PULSE POLL

What is your overall expectation for business over the course of 2022?

- **Steady growth over the year – 25%**
- **Flat early, growth in second half – 35%**
- **Growth early, flattened or capped by persistent issue(s) late – 18%**
- **Erratic – 23%**

SUPPLY CHAIN – METALS

Please rate the overall condition of your company's supply chain by category compared to current demand levels.

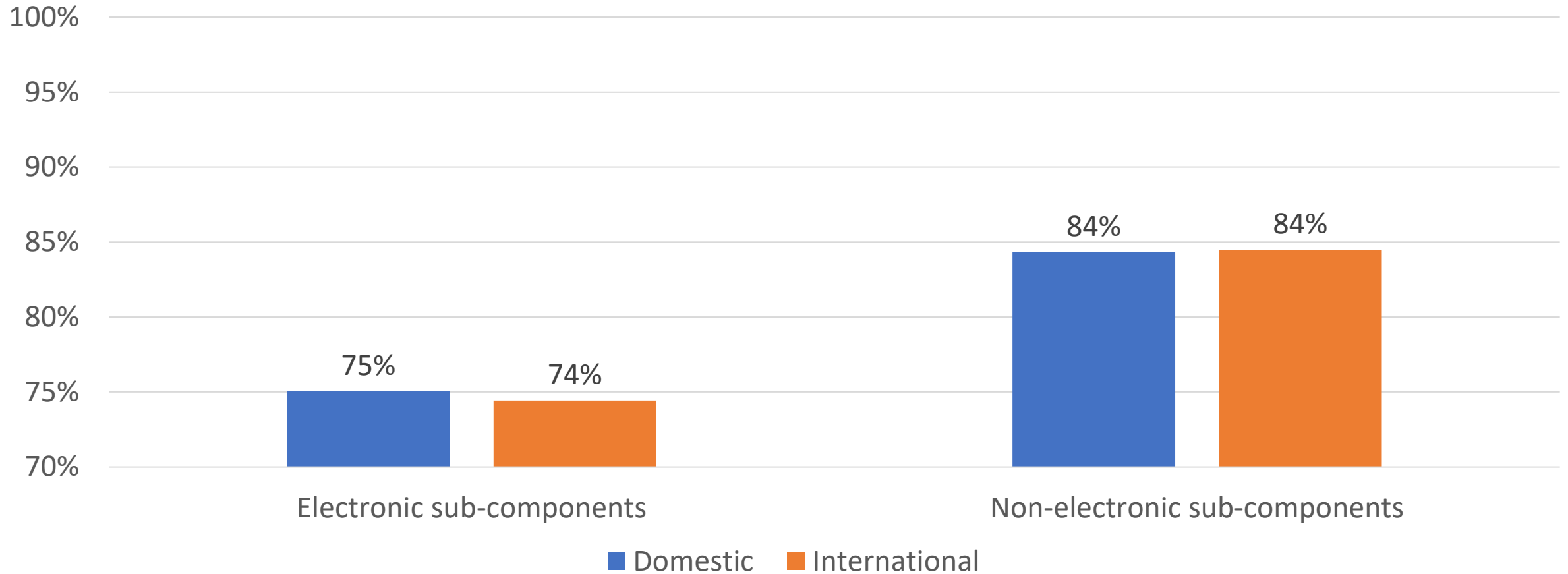


Average of response midpoints



SUPPLY CHAIN – SUB-COMPONENTS

Please rate the overall condition of your company's supply chain by category compared to current demand levels.

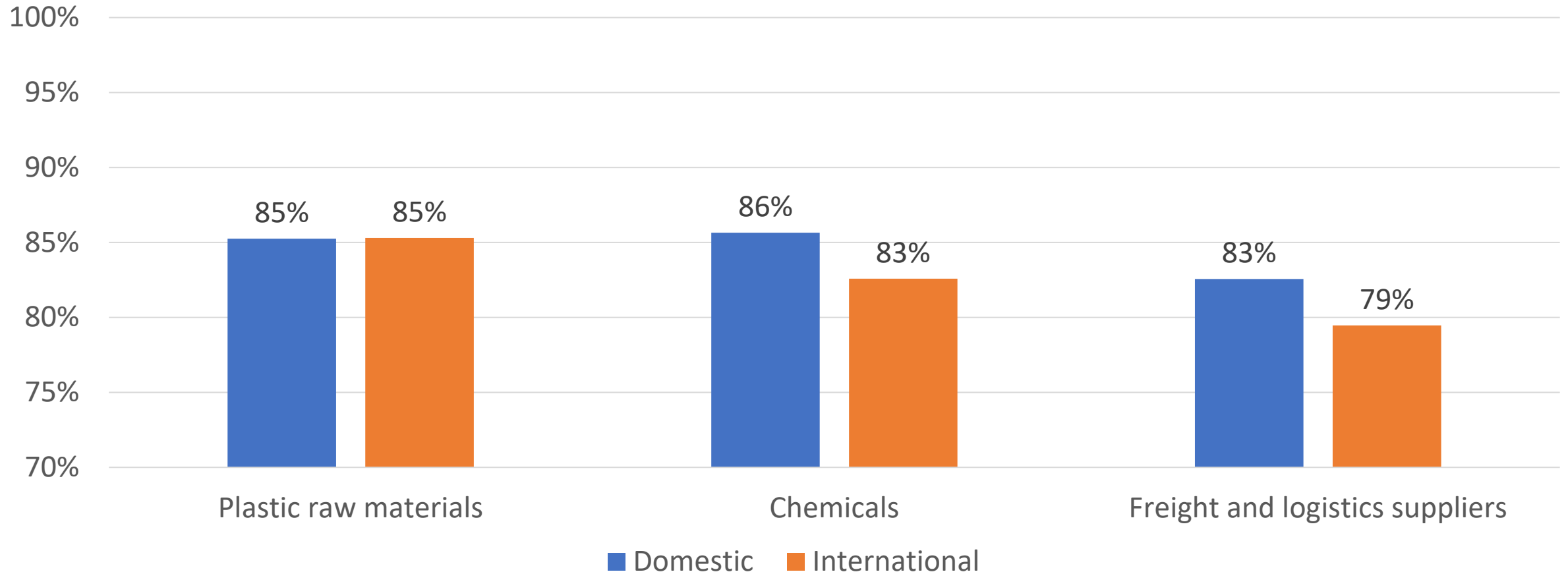


Average of response midpoints



SUPPLY CHAIN – OTHER

Please rate the overall condition of your company's supply chain by category compared to current demand levels.

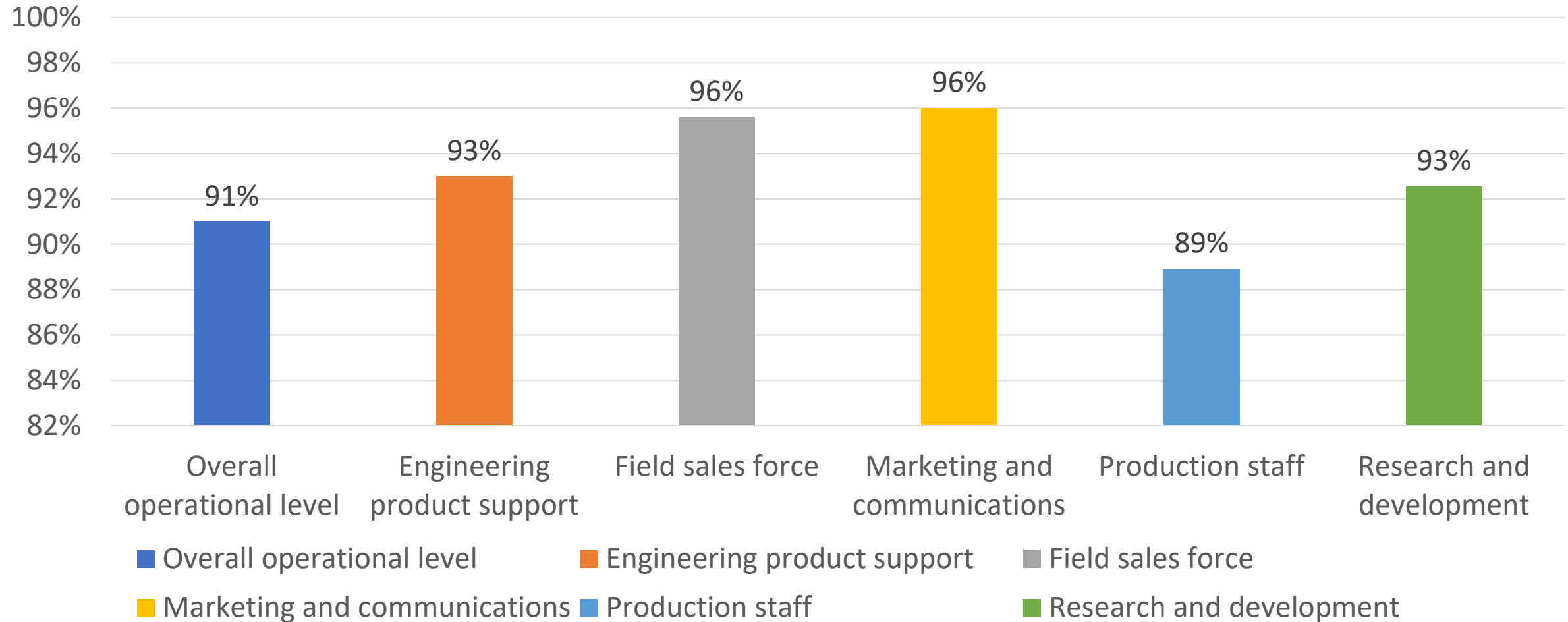


Average of response midpoints



STAFFING CONSTRAINTS

Please rate your company's current staffing levels by function or department as compared to your current demand levels.



Average of response midpoints



FEBRUARY PULSE POLL

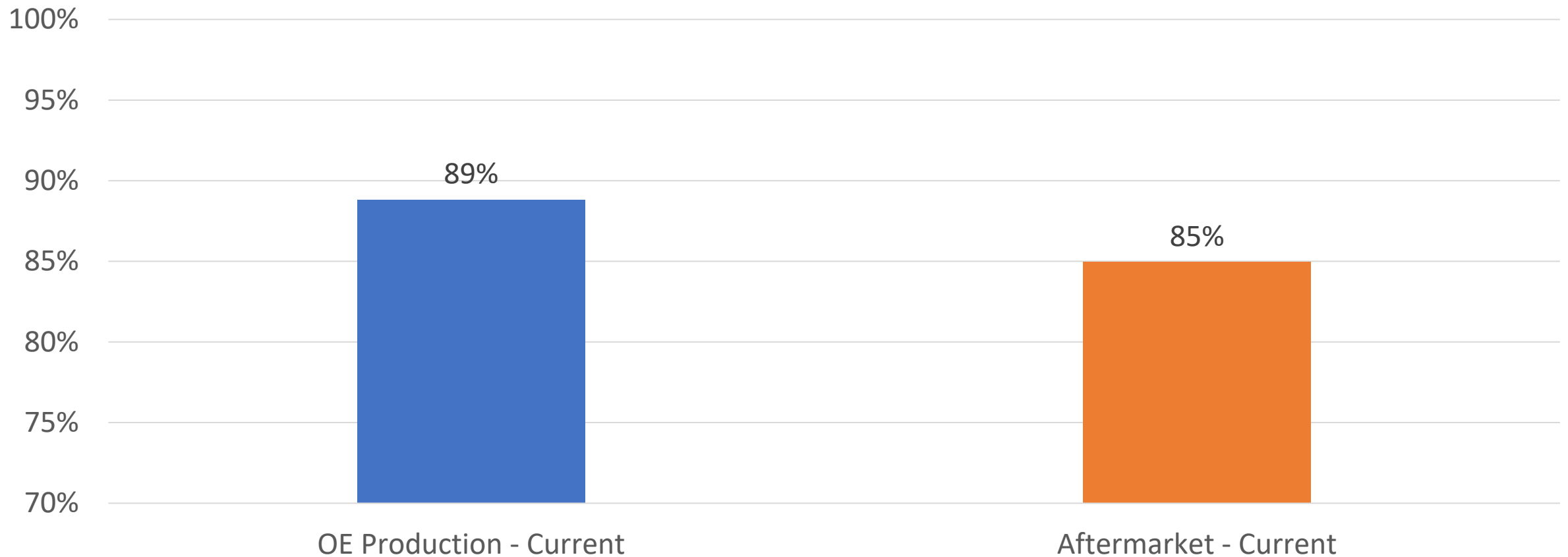
Over the course of 2022, which do you believe will have the greatest impact on CV component suppliers' ability to meet demand?

- **Electronic component availability – 39%**
- **Freight and logistics availability – 26%**
- **Production labor availability – 34%**
- **Forecast inaccuracy – 0%**



SUPPLY CHAIN – SUPPLIER STATUS

Given your supply chain constraints and any additional internal constraints such as staffing and capacity, please rate your own company's ability to fulfill orders over the course of this month:

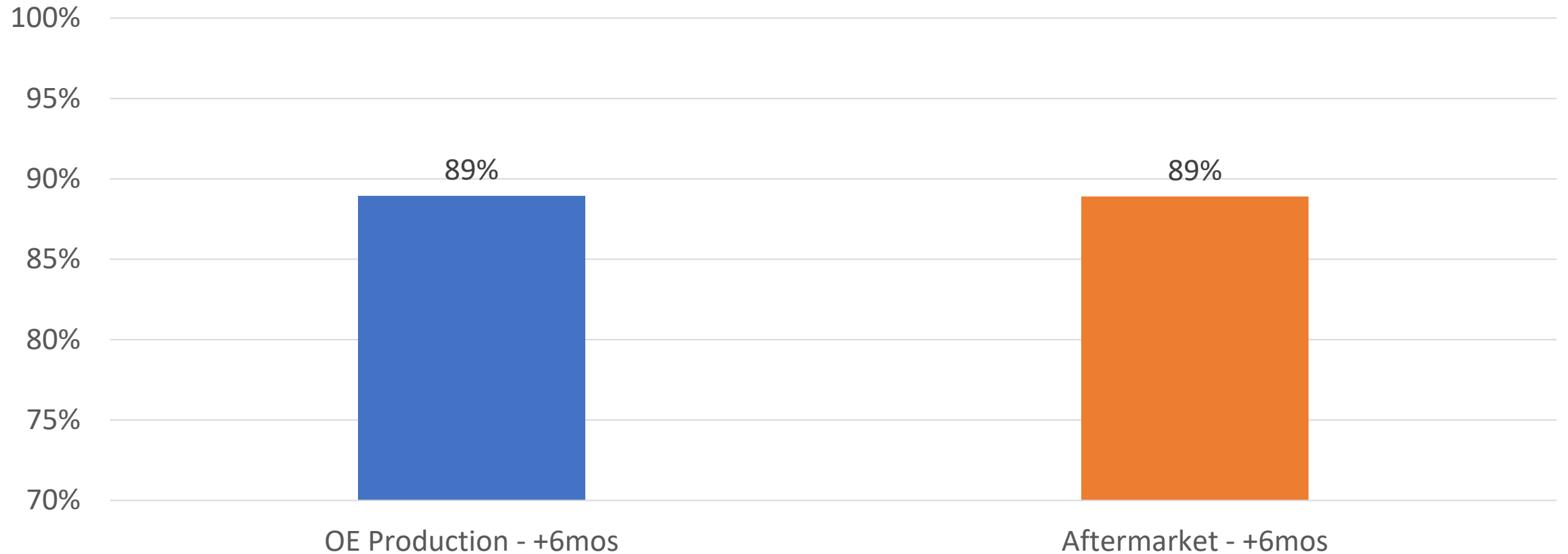


Average of response midpoints



SUPPLY CHAIN – SUPPLIER OUTLOOK

Additionally, given those same constraints, please project your own company's ability to fulfill orders over the course of the next six months:

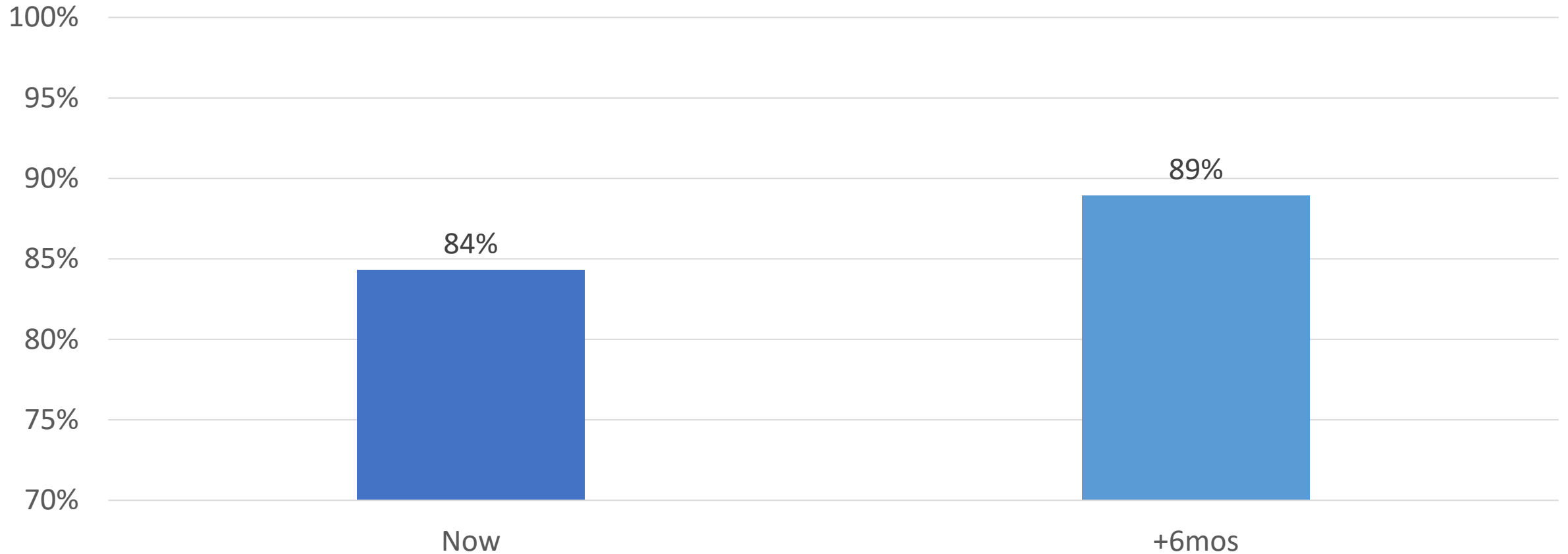


Average of response midpoints



SUPPLY CHAIN – OVERALL STATUS

At this time, approximately what percent of CV component demand is your company meeting? Or, if you are a CV operator, what percent of your CV component orders are you receiving? (Taken at HDAD; includes customer data.)

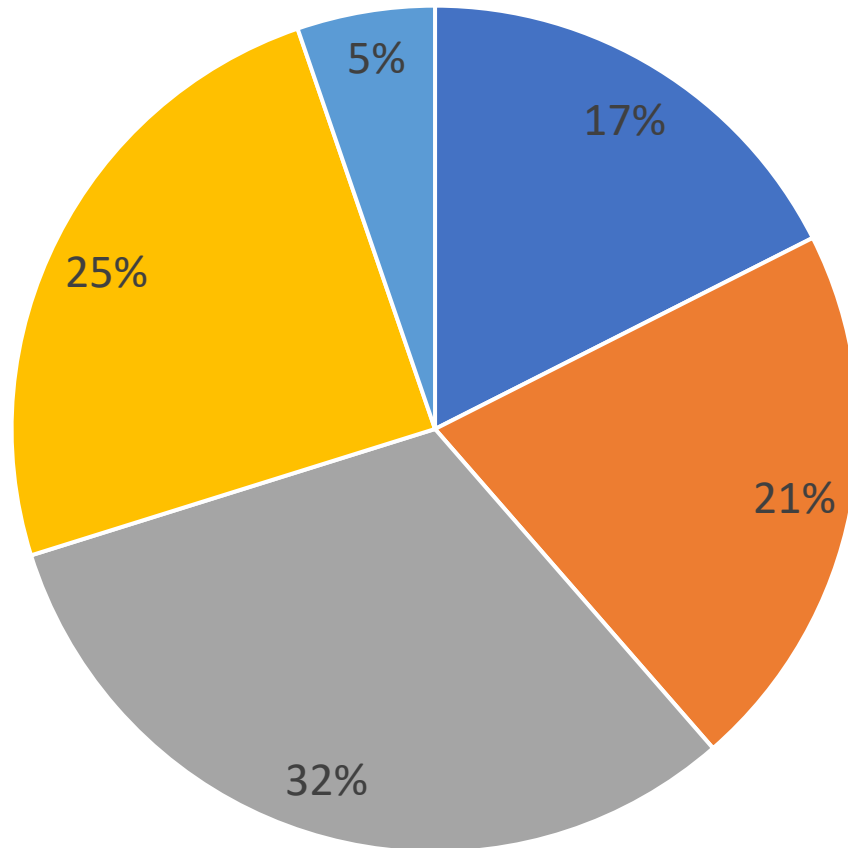


Average of response midpoints



SUPPLIER CONCERNS

What is currently representing the greatest challenge for your business in 2022? (please select one)



- Freight and logistics
- Inflation in business costs
- Labor availability
- Raw material or component availability
- Resurgence of COVID

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