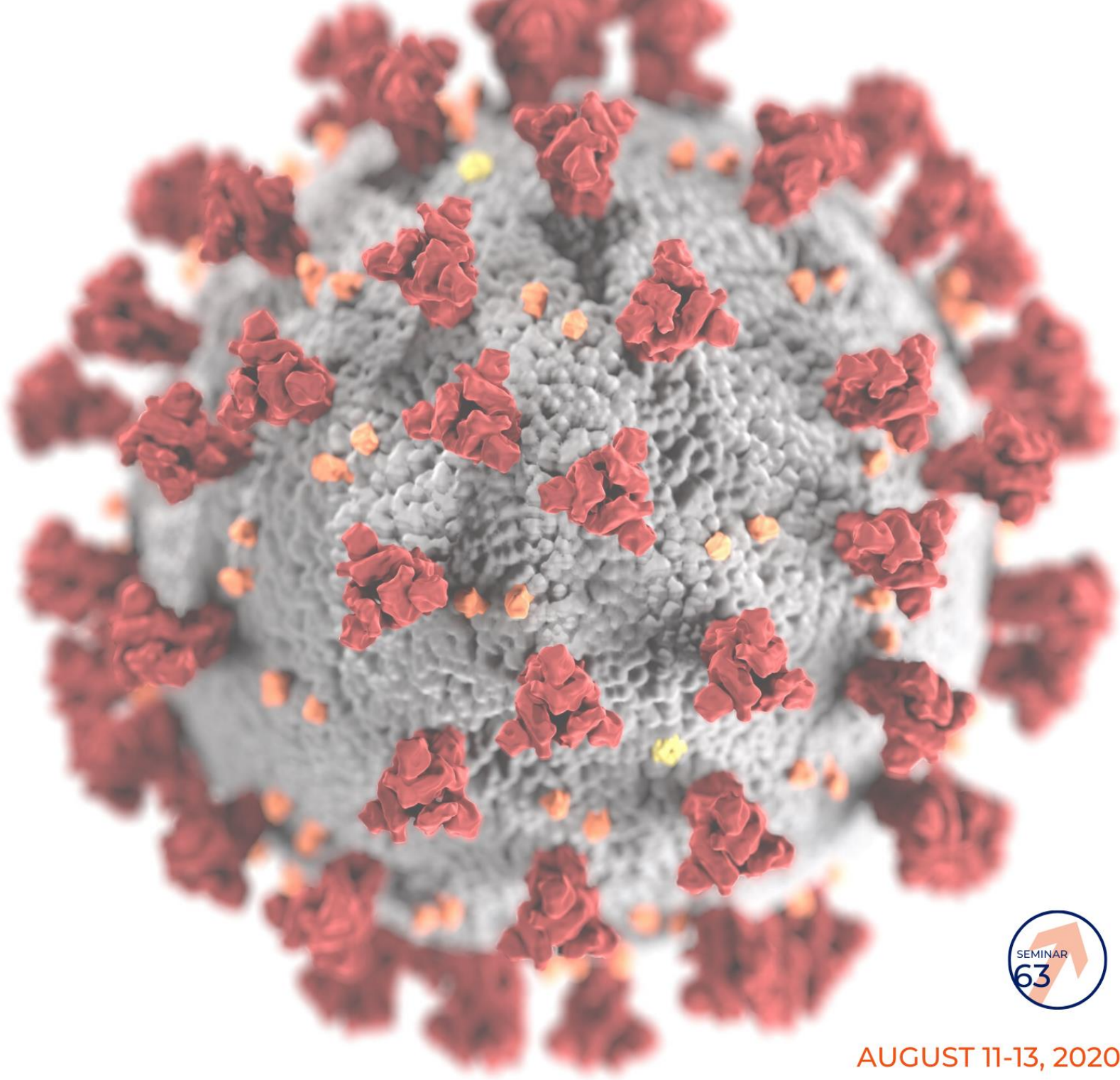


COVID-19: SURVEYING THE DAMAGE

SHORT-TERM SURVIVAL, LONG-TERM PROSPERITY



AUGUST 11-13, 2020

COVID-19: SURVEYING THE DAMAGE

SHORT-TERM SURVIVAL, LONG-TERM PROSPERITY



Since 1986, ACT Research has been the leader in commercial vehicle data, market analysis, and forecasting services, providing timely and vital information to the market. As a benefit to subscribers, ACT Research holds two events per year to provide opportunity for in-person discussions, professional insights, and networking. *This August 11-13, ACT will hold it's 63rd Forecasting Seminar as a livestream event due to the COVID-19 pandemic.* ACT will still provide the N.A Commercial Vehicle & Transportation Industries Outlook for 2020-2025, as well as hosting special guests to discuss the continued evolution of the COVID-19 impact, the road to recovery, and the impact the pandemic may have on alternative power technology and the of the commercial vehicle industry.

Why Participate:

Gain insights on the CV and transportation markets from the company that produces the best-in-class *N.A. Commercial Vehicle OUTLOOK* and was awarded the *2019 Lawrence R. Klein Blue Chip Award for Forecast Accuracy.*

Who Participates:

Attendees are industry leaders and decision makers, representing upper management and C-suite of respective OEM, Tier 1 & 2 suppliers, and various financial institutions.

What Others Say:

"I would recommend ACT Research to anyone that's looking for in-depth insight into what's happening in the commercial vehicle markets. The expertise and knowledge that goes into the service they provide, there's not a better solution, in my opinion, for commercial vehicle data than ACT Research." - Jeff Trent, Mahle

Where & When:

OUTLOOK Seminar 63 will be held August 11-13, 2020 via livestream broadcast from the comfort of your home or office.



OUTLOOK SEMINAR 63

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DAY 1 - AUGUST 11, 2020



*All times Eastern Standard Time Zone

*10:00 AM	WELCOME MESSAGE	
10:15 AM	<p>U.S. ECONOMIC PANEL: 2021-2022</p> <p>WHAT WE KNOW: COVID-19 triggered the worst recession of the 75-year post-WWII experience. The down cycle was global; and it was a shock that was unprecedented in the simultaneity, severity, and suddenness of the impact.</p> <p>WHAT WE DON'T KNOW: What kind of recovery pattern will follow-strong or weak? Shaped like a V,U,L,W, or other? Uniform for all sectors, or stifling others? How will transportation and trucking emerge with advantages like low energy prices, or will it be permanently hobbled? Our panel will discuss the macro-economic setting but also offer insights on industrial and transportation specifics and also offer the valuable perspective of the motor vehicle dealers' vantage point.</p>	<p>PATRICK MANZI NADA Senior Economist</p> <p>SAM KAHAN ACT RESEARCH Chief Economist</p> <p>JIM MEIL ACT RESEARCH Principal, Industry Analysis</p>
11:30 AM	BREAK	
11:35 AM	<p>FREIGHT FORECAST & TRANSPORTATION</p> <p>The U.S. trucking industry was in the process of correcting the overcapacity of 2019 before the virus hit, but COVID-19 has created a major imbalance between supply and demand for freight markets. We will focus on the magnitude of the pandemic's impact on TL, LTL and intermodal markets as well as the outlook for recovery. We expect improving visibility on testing and vaccine development, two keys to the outlook, which should help us understand the timing of a recovery in freight rates and carrier profitability.</p>	<p>TIM DENOYER ACT RESEARCH VP, Sr. Analyst</p>
12:10 PM	<p>U.S. TRAILER MARKET REVIEW</p> <p>Following the strongest production year in history, the trailer industry is struggling through the impacts of COVID-19 and the accompanying economic lockdowns. How is the industry reacting to the quick retrenchment in fleet investment plans? What will be the short-to-medium term path for fleet investment, and new orders, to approach more normal volume? Will there be a noticeable difference between the large and small to medium fleets as we shift to a market turning point?</p>	<p>FRANK MALY ACT RESEARCH Director, CV Transportation & Analysis</p>
12:55 PM	FREIGHT & TRAILER JOINT Q&A	
1:00 PM	BREAK	
1:05 PM	<p>N.A. MEDIUM DUTY VEHICLE MARKET REVIEW</p> <p>The MD market enjoyed its 10th consecutive year of expansion following the Great Recession. Even before the global pandemic, slowing economic growth spelled trouble for the segment. During this fall's seminar, we will divine the impacts the segments that comprise the MD market are expected to face.</p>	<p>STEVE TAM ACT RESEARCH Vice President</p>
1:40 PM	<p>ECONOMIC SURVEY RESULTS</p> <p>Where do ACT subscribers and seminar attendees see the economy heading in the next two years? How does that compare to ACT's expectations?</p>	<p>JENNIFER MCNEALY ACT RESEARCH Sr. Research Manager & Analyst</p>
1:55 PM	DAY 1 CLOSING THOUGHTS WITH ACT RESEARCH STAFF	



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DAY 2 - AUGUST 12, 2020



*All times Eastern Standard Time Zone

*10:00 AM	WELCOME MESSAGE	
10:15 AM	THE FUTURE WITH HYDROGEN TECHNOLOGY At Seminars 61 & 62, we dove into the challenges and opportunities facing the electrification of the CV market. Now, we're diving into the future of hydrogen technology from one of the leaders in the space. How do fuel cells stack up against battery and diesel technologies? What are the challenges to the adaption of hydrogen fuel cell? What is the state of infrastructure to support hydrogen powered vehicles?	MIHAI DOROBANTU EATON Innovation & Advanced Technology Executive
11:00 AM	FUTURE of DIESEL ENGINES Rhein Associates will discuss the key developments in the commercial vehicle industry trends of efficiency, emissions, safety, and connectivity. The discussion with investigate key technology growth segments and market sizing, as well as short and long term outlook for diesel, automation, aftertreatment, alternative fuels, and other technology response as OEMs achieve compliance with future regulatory targets.	ERIC FEDEWA RHEIN ASSOCIATES Global Market Intelligence
11:30 AM	ELECTRIFYING THE MEDIUM DUTY MARKET Before COVID, the medium-duty BEV market was taking off and driving the electrification transition in commercial trucking. Although some new considerations have come into play, such as capital constraints and lower diesel prices, electrifying the medium-duty market still remains a priority to OEMs. Join Dana Incorporated to discuss the medium-duty BEV market's continuing momentum.	STEVE SLESINSKI DANA INCORPORATED Director of Global Product Planning
12:15 PM	BREAK	
12:20 PM	USED TRUCK REVIEW Excess freight hauling capacity and an oversupply of sleepers were already conspiring against used truck sellers. Join us to learn what used truck volumes and values are doing and where they are expected to head in the context of COVID-19.	STEVE TAM ACT RESEARCH Vice President
1:05 PM	CLASS 8 REVIEW & FORECAST As the industry sits in this post-COVID, pre-vaccine, economic interregnum, we search for clues as to the timing and speed of the recovery in demand. Positively, heavy commercial vehicles are an essential component of economic activity, so even in the absence of much activity, Class 8 trucks and tractors continue to work and be consumed. As we look beyond this deep trough in activity, what are the signs we are watching that will signal turning points in Class 8 demand?	KENNY VIETH ACT RESEARCH President, Sr. Analyst
1:50 PM	DAY 2 CLOSING THOUGHTS WITH ACT RESEARCH STAFF	



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DAY 3 - AUGUST 13, 2020



*All times Eastern Standard Time Zone

*10:00 AM	WELCOME MESSAGE	
10:15 AM	<p>CV DEALER & TRUCKER PANEL</p> <p>ACT's For-Hire Survey results and Dealer Digests have given insights into the challenges facing trucking during the COVID-19 pandemic. Now, we're bringing together truckers and truck dealers to discuss the "boots on the ground" view of the last 6 months. The goal of this panel is to hear directly from leaders around the trucking industry, as they discuss the key aspects of equipment trends, including prospects for the industry and the road to recovery, effects on used truck values, a carrier's ability to acquire new trucks, trends in freight rates, and the demand for equipment types.</p> <p>Moderator: Tim Denoyer</p>	<p>JEROLD RICHARDS CLASSIC CARRIERS President</p> <p>OSCAR HORTON SUN STATE INTERNATIONAL TRUCKS President/CEO</p> <p>ROBERT RAGAN MELTON TRUCK LINES CFO</p> <p>KERRY BYRNE TQL President</p>
11:45 AM	BREAK	
11:50 AM	<p>ALTERNATIVE POWER PANEL</p> <p>Spurred by advances in technology, customer interest in sustainability targets, and governmental green regulations, few developments in the last forty years in the commercial vehicle industry created as much buzz and excitement as vehicle electrification. Indeed, the 2020s were going to be the decade in which battery powered vehicles and even fuel cells were going to establish a beach head and gain share beyond that. Then COVID-19 hit, cash is king, time horizons are shortened and businesses became risk averse. So where do things stand now? Our panelists will offer their takes on the question – Will the 2020s still be an electrifying decade for North American commercial vehicles? Or is there a different alternative?</p> <p>Moderator: Jim Meil</p>	<p>DON JALBERT ORANGE EV National Sales Director</p> <p>THOMAS HEALY HYLIION Founder & CEO</p> <p>CHRIS NORDH RYDER SYSTEMS Sr. Director – Advanced Vehicle Technology & Energy Products</p>
1:20 PM	DAY 3 CLOSING THOUGHTS, WRAP UP DISCUSSION WITH ACT RESEARCH STAFF	



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OUTLOOK SEMINAR 64

FEBRUARY 23-25, 2021

