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LITHIA MOTORS INC. SWOT & PESTLE ANALYSIS

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Company Name: Lithia Motors Inc.

Company Sector: Automotive Retailing

Operating Geography: United States, North America, Global

About the Company: Lithia Motors Inc. based in Medford, Oregon, is a national car retailer in the United States. Walt DeBoer launched the business in 1946 with a single car dealership in Ashland, Oregon. Present in 209 locations throughout 22 states, the company offers around 33 new vehicle brands and all used vehicle brands. Domestic, Import, and Luxury are the three segments in which it operates. The firm's domestic business consists of retail automotive franchises that sell new Chrysler, GM, and Ford vehicles. Its Import category comprises retail automotive franchises that mostly offer new vehicles from Honda, Toyota, Subaru, Nissan, and Volkswagen. Its Luxury sector consists of retail automobile franchises that predominantly offer new BMW, Mercedes-Benz, and Lexus vehicles. The business also offers products and services which consist of new and used vehicles, finance and insurance products and automotive repair and maintenance. Lithia & Driveway announced its entry into the North American Powersports market on November 9, 2021, with the acquisition of Pfaff Harley-Davidson in Toronto, Canada. Lithia Motors, Inc.'s Unique Selling Point or USP lies in it being one of America's largest auto merchants, with the majority of domestic and import franchises. The mission statement of Lithia Motors reads, "Growth Powered by People", we aim to do our very best every day and have fun while working together".

Revenue:

\$ 14.663 billion - FY ending 31st March 2021 (y-o-y growth 16.3%)

\$ 13.124 billion - FY ending 31st March 2020



SWOT Analysis:

The SWOT Analysis for Lithia Motors Inc. is given below:

Strengths	Weaknesses
1.One of the largest automotive franchises in	1.Significant portion of the vehicles are
the United States	manufactured outside the United States.
2.Consistently strong financial performance	2.Presence limited to the United States
3.Strategic acquisitions expanding its network.	3.Lease obligations of the company can
4.Successful omnichannel network lowering	adversely impact financial health and impair
operating costs	acquisitions.
	4.The company is highly indebted
Opportunities	4.The company is highly indebted Threats
Opportunities 1.Growth through acquisition and network	
	Threats
1.Growth through acquisition and network	Threats 1.Natural disasters and adverse weather
1.Growth through acquisition and network optimization.	Threats 1.Natural disasters and adverse weather conditions dent operations.



PESTLE Analysis:

The PESTLE Analysis for Lithia Motors Inc. is given below:

Political	Economical
1.Biden's support for electric vehicle industry	1.Due to covid-19, decline in the purchase of
could negatively impact the sales of traditional	new vehicles.
cars.	2.US-China trade war adversely impacting the
2.Changes in the US-Mexico-Canada Agreement	automobile industry.
will impact the operations of the company.	
Social	Technological
1.Due to the pandemic, consumers have	1.Technological advancements are facilitating
developed preference for private vehicles.	the development of driverless vehicles which
2.Consumers while buying a car prefer a	would impact the demand for traditional
hybrid of offline and online methods.	vehicles.
	2. Leveraging technology to expand its
	nationwide network of service and delivery
	points.
Legal	Environmental
1.Change in state dealer laws could adversely	1.Increased investment in LED lighting and
impact Franchise Agreements.	solar projects to conserve energy.

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Client Support: support@swotandpestle.com