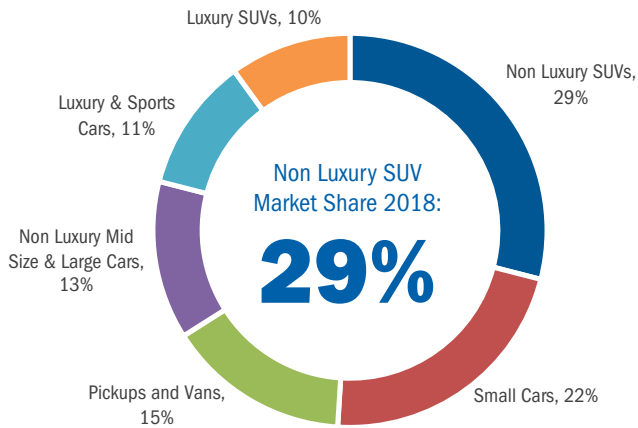


SEGMENT MARKET SHARE TRENDS

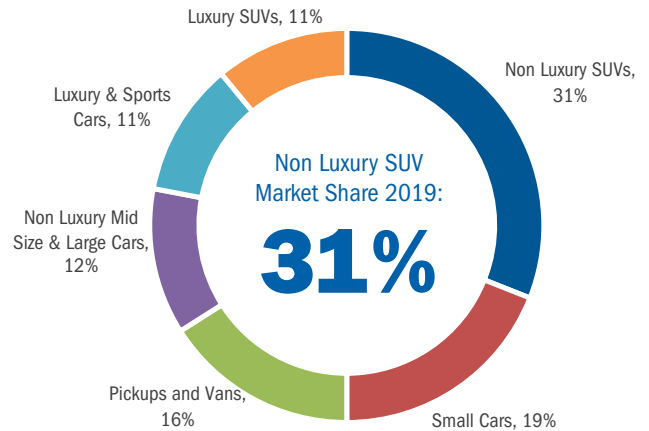
Non Luxury SUV Market Share in California Exceeded 30% During First Nine Months of 2019

**Segment Market Shares in California
YTD 2018 thru September**



Source: IHS.

**Segment Market Shares in California
YTD 2019 thru September**



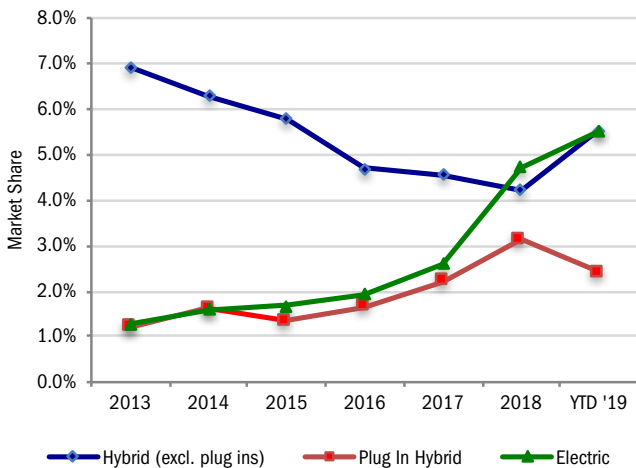
Source: IHS.

The two graphs above show market shares for primary segments during the first nine months of 2018 and 2019.

HYBRID AND ELECTRIC VEHICLES

Electric Vehicle Market Share in State Reaches 5.5 Percent

Hybrid and Electric Vehicle Market Share



Source: IHS



Hybrid/electric vehicle market share, YTD '19 thru Sept:
13.4 percent

Hybrid and Electric New Vehicle Registrations and Market Share					YTD
	2015	2016	2017	2018	2019
Hybrid regs.(excl. plug ins)	118981	98124	93338	84322	79017
Hybrid share(excl. plug ins)	5.8%	4.7%	4.6%	4.2%	5.5%
Plug in hybrid regs.	27740	34727	45040	62847	34185
Plug in hybrid share	1.4%	1.7%	2.2%	3.1%	2.4%
Electric regs.	34477	40347	53500	94801	78776
Electric share	1.7%	1.9%	2.6%	4.7%	5.5%