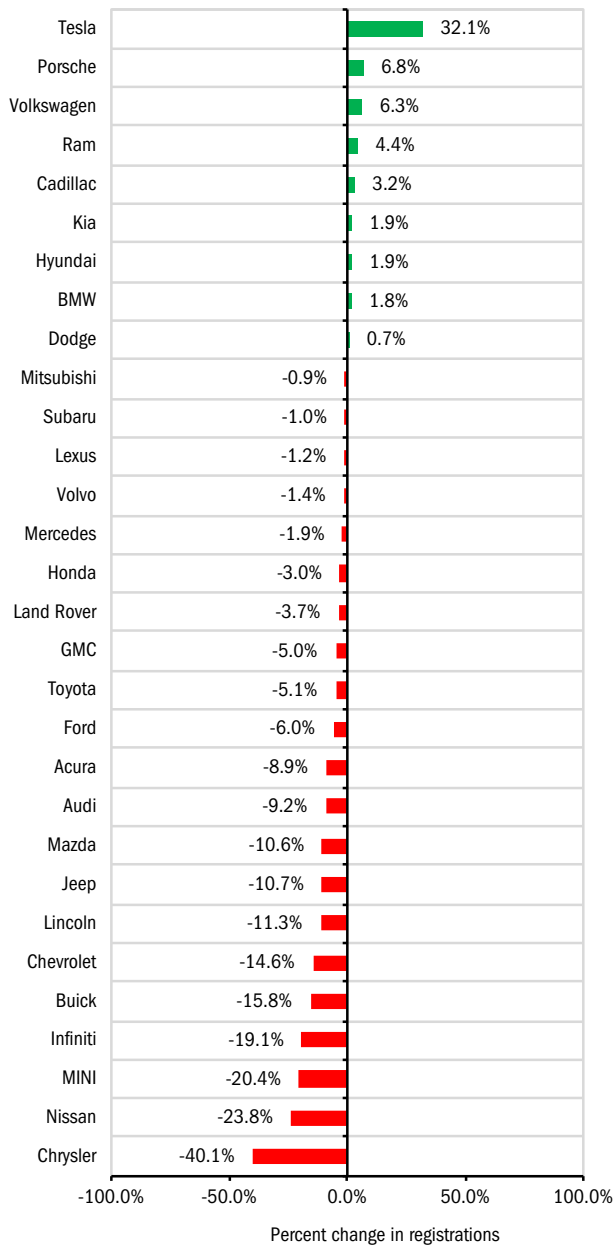


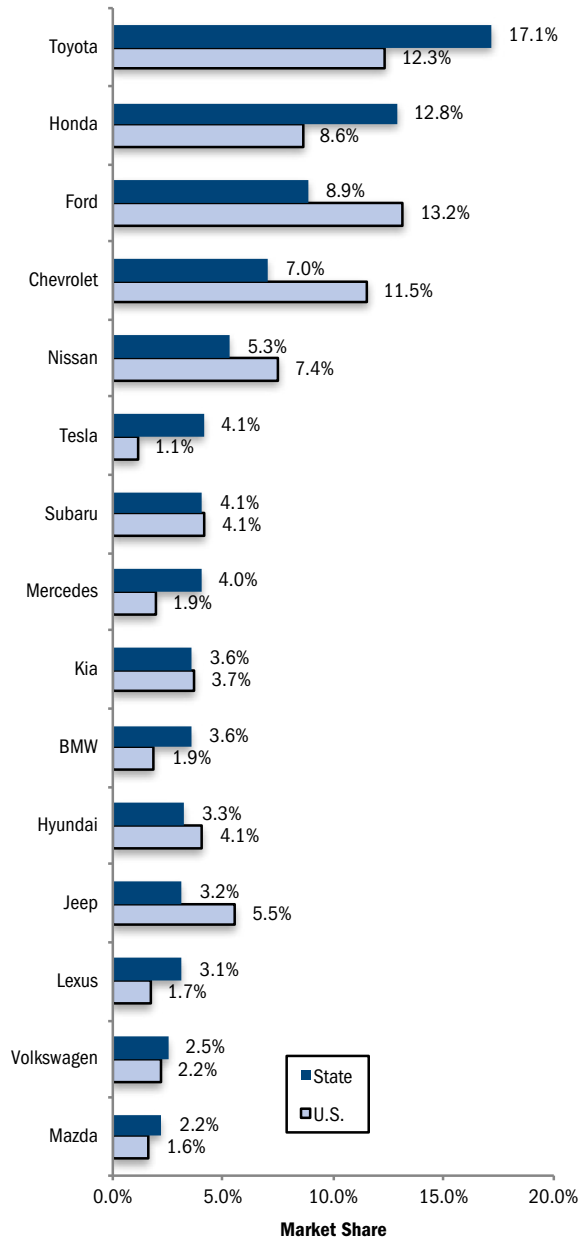
BRAND SUMMARY

Toyota, Honda, and Ford are Market Share Leaders in California

Percent Change in Brand Registrations - YTD '19 thru Sept. vs. YTD '18 (Top 30 selling brands in state)



California and U.S. Market Share - YTD '19 thru Sept. (Top 15 selling brands in state)



Registrations increased for Tesla, Porsche, Volkswagen, Ram, Cadillac, Kia, Hyundai, BMW, and Dodge



Toyota, Honda, Ford, Chevrolet, and Nissan were market share leaders in California

Data Source: IHS.