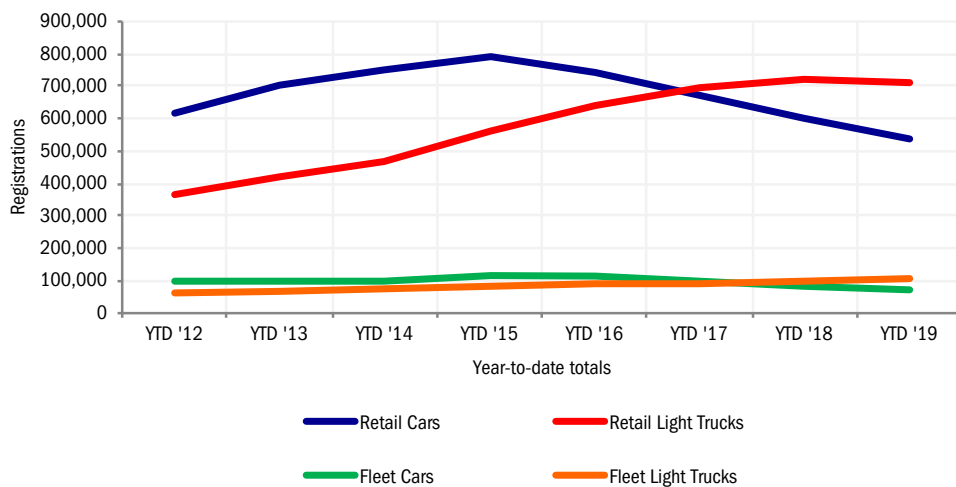


BREAKDOWN OF RETAIL AND FLEET MARKETS

Retail Passenger Car Registrations Likely to Decline for Fourth Consecutive Year in 2019

California New Car and Light Truck Retail and Fleet Registrations - 2012 thru 2019, YTD thru Sept.



Data Source: IHS.

PERCENT CHANGE:
YTD '19 vs. YTD '18 (September)

Retail cars: DOWN 10.2%

Retail light trucks: DOWN 1.4%

Fleet cars: DOWN 15.5%

Fleet light trucks: UP 7.7%

REGIONAL MARKETS IN CALIFORNIA

Los Angeles and Orange County Retail Market Declined by 5%

New Retail Light Vehicle Registrations (excluding fleets) YTD thru Sept.			
North and South California	YTD '18	YTD '19	% chg.
Statewide Total	1,320,274	1,249,092	-5.4%
Cars	598,613	537,682	-10.2%
Light Trucks	721,661	711,410	-1.4%
Northern California	453,712	428,144	-5.6%
Cars	194,075	176,956	-8.8%
Light Trucks	259,637	251,188	-3.3%
Southern California	866,562	820,948	-5.3%
Cars	404,538	360,726	-10.8%
Light Trucks	462,024	460,222	-0.4%
Selected Regional Markets			
San Francisco Bay	258,901	242,849	-6.2%
Cars	119,141	108,675	-8.8%
Light Trucks	139,760	134,174	-4.0%
LA and Orange Counties	518,360	492,485	-5.0%
Cars	251,539	224,870	-10.6%
Light Trucks	266,821	267,615	0.3%
San Diego County	112,212	105,754	-5.8%
Cars	48,168	42,178	-12.4%
Light Trucks	64,044	63,576	-0.7%

Data Source: IHS .

Percent Change in New Retail Registrations - YTD '19 vs. YTD '18

