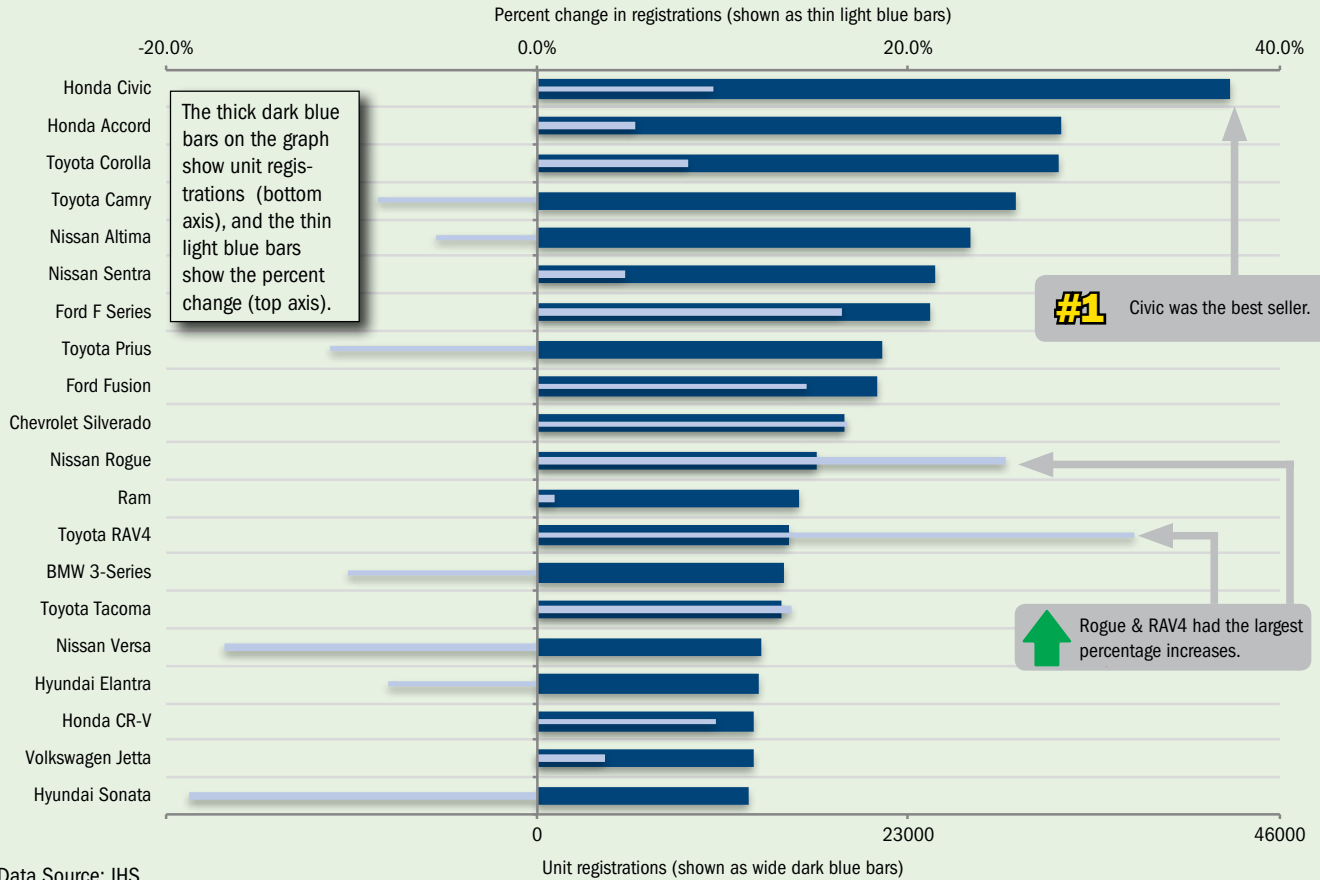


TOP SELLING USED VEHICLES

Civic is Best-Seller in State Used Vehicle Market; RAV4 and Rogue Had Largest Percentage Gains

Registrations (YTD '19 thru September) and Percent Change in registrations (YTD '19 thru September vs. YTD '18)
Top 20 Selling Models (6 years old or newer)

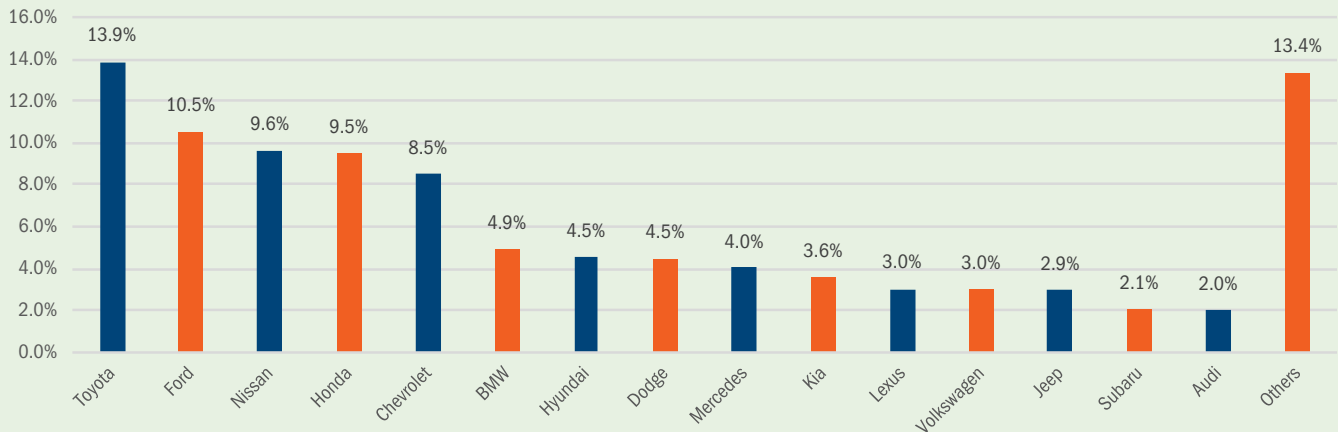


Data Source: IHS.

TOP SELLING BRANDS

Toyota Market Share in Six Year Old or Newer Used Vehicle Market is 13.9 Percent

Top 15 Selling Brands in California Used Vehicle Market (vehicles 6 years old or newer)
YTD '19 thru September



Data Source: IHS.