

California Green Vehicle Report™

Tracking the California hybrid and electric vehicle market

Released August 2019

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TOP SELLING MODELS



Top 20 Selling Alternative Powertrain Vehicles in California
Rankings based on new light vehicle registrations during YTD '19 thru June
Includes hybrid, plug in hybrid, electric, and fuel cell powered vehicles

| Rank | Model | Powertrain type | New retail registrations |
|------|----------------|-----------------|--------------------------|
| 1 | Tesla Model 3 | Electric | 33005 |
| 2 | Ford Fusion | Hybrid | 6246 |
| 3 | Toyota Prius | Hybrid | 5619 |
| 4 | Toyota RAV4 | Hybrid | 5019 |
| 5 | Toyota Prius | Plug In Hybrid | 4681 |
| 6 | Chevrolet Bolt | Electric | 4482 |
| 7 | Jeep Wrangler | Hybrid | 4459 |
| 8 | Honda Clarity | Plug In Hybrid | 3976 |
| 9 | Toyota Camry | Hybrid | 3840 |
| 10 | Tesla Model X | Electric | 3690 |
| 11 | Honda Insight | Hybrid | 3456 |
| 12 | Tesla Model S | Electric | 3390 |
| 13 | Honda Accord | Hybrid | 2786 |
| 14 | Lexus RX | Hybrid | 2525 |
| 15 | BMW 5-Series | Plug In Hybrid | 2354 |
| 16 | Toyota Corolla | Hybrid | 2251 |
| 17 | Kia Niro | Hybrid | 2182 |
| 18 | Nissan Leaf | Electric | 2034 |
| 19 | Lexus NX | Hybrid | 1766 |
| 20 | Ford Fusion | Plug In Hybrid | 1695 |

Data Source: IHS.

Note: alternative powertrain consists of all vehicles not powered by solely gasoline or diesel engines.

Best Sellers in California

Hybrid

Ford Fusion
Toyota Prius
Ford RAV4

Plug In Hybrid

Toyota Prius
Honda Clarity
BMW 5-Series

Electric

Tesla Model 3
Chevrolet Bolt
Tesla Model X

Fuel Cell

Toyota Mirai
Hyundai Nexo
Honda Clarity

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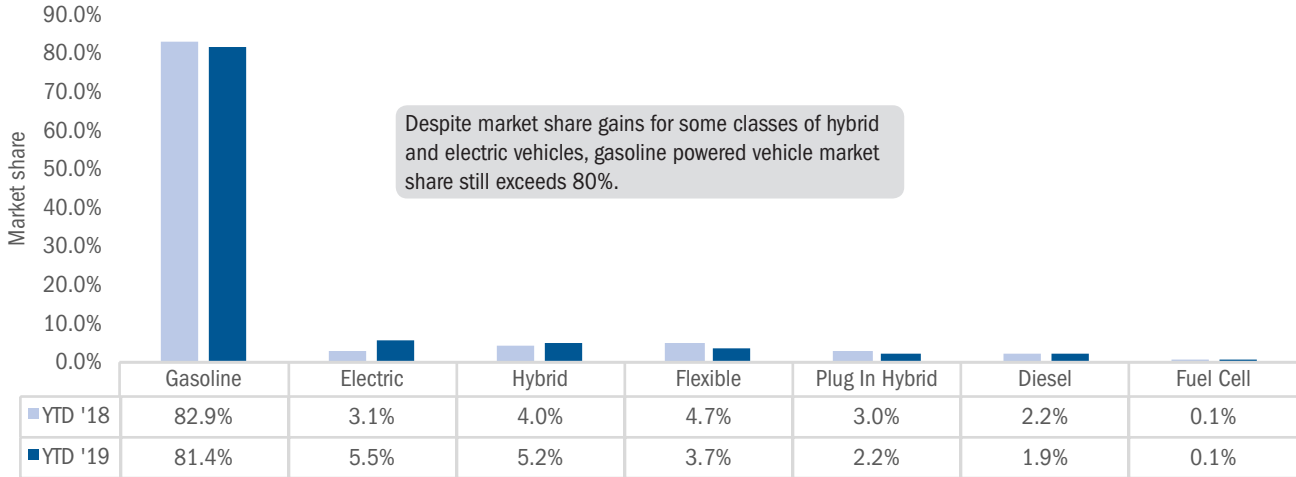
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MARKET TRENDS BY POWERTRAIN TYPE

Share of California New Vehicle Market by Powertrain Type - Year to date 2018 and 2019, thru June



Data Source: IHS.

| New vehicle registrations in California - YTD 2018 and 2019, thru June | | | |
|--|---------------------------|-------------------|----------------|
| Powertrain Type | New vehicle registrations | | Percent Change |
| | YTD '18 thru June | YTD '19 thru June | |
| Gasoline | 832,731 | 772,303 | -7.3% |
| Electric | 31,616 | 51,750 | 63.7% |
| Hybrid | 40,030 | 48,861 | 22.1% |
| Flexible | 47,055 | 35,500 | -24.6% |
| Plug In Hybrid | 29,643 | 21,193 | -28.5% |
| Diesel | 22,191 | 17,887 | -19.4% |
| Fuel Cell | 1,391 | 1,057 | -24.0% |
| Other | 13 | 12 | -7.7% |

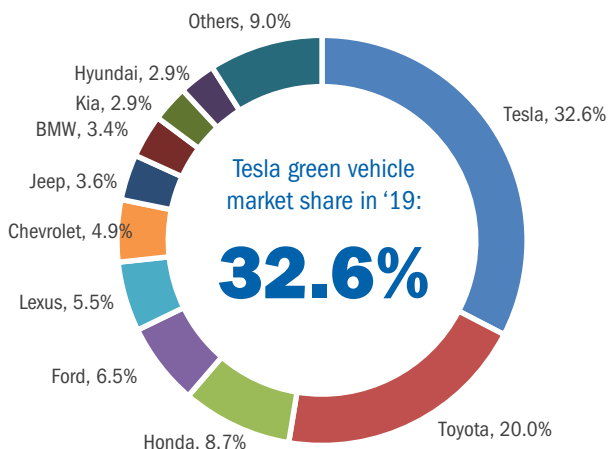


Electric vehicle registrations increased by 63.7 percent so far this year, while hybrids were up 22.1 percent.

Data Source: IHS.

BRAND SHARES IN ALTERNATIVE POWERTRAIN MARKET

Share of California Alternative Powertrain Market - YTD '19 thru June



TOP FIVE SELLING BRANDS IN CALIFORNIA FOR HYBRID, PLUG IN HYBRID, ELECTRIC AND FUEL CELL VEHICLES:

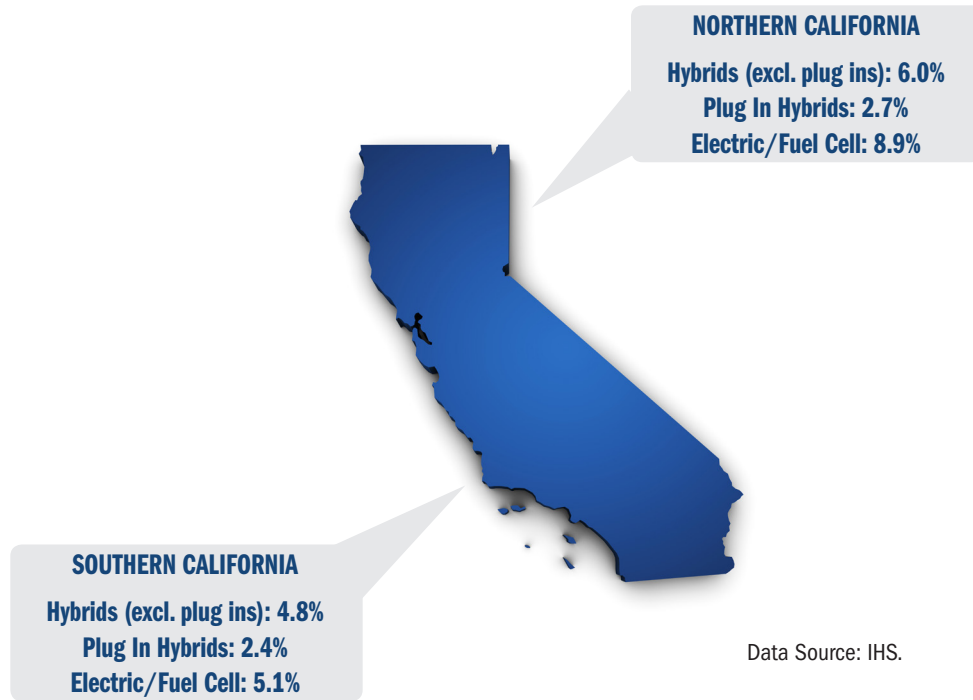
1. Tesla
2. Toyota
3. Honda
4. Ford
5. Lexus

Data Source: IHS.

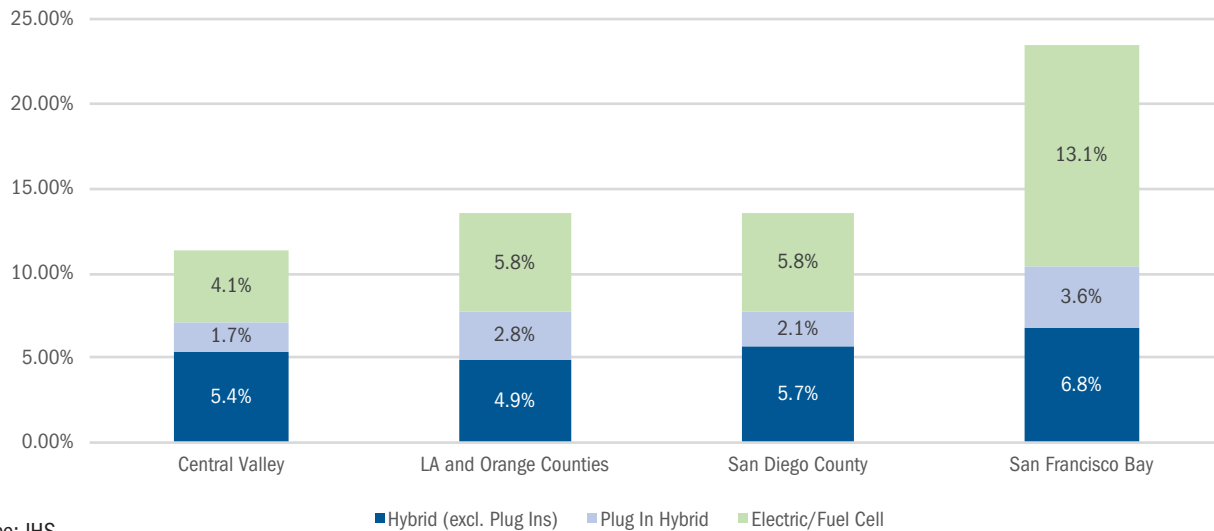
GREEN VEHICLE MARKET SHARE ACROSS THE STATE



**Alternative Powertrain Share of Northern and Southern California New Retail Light Vehicle Markets
YTD 2019 thru June**



**Alternative Powertrain Share of Selected Regional New Retail Light Vehicle Markets
YTD 2019 thru June**



Note: all information on this page includes retail registrations only, and excludes fleet transactions.

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