



# U.S. AUTO SALES OVERVIEW

February, 2017 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.

|  | Monthly Totals |               |               | Calendar Year-To-Date |                |               |               |                | 12 Month Totals |               |                |               |  |
|--|----------------|---------------|---------------|-----------------------|----------------|---------------|---------------|----------------|-----------------|---------------|----------------|---------------|--|
|  | February 2017  | February 2016 | Vol. % Change | Current Total         | Year Ago Total | Vol. % Change | Current Total | Year Ago Total | Vol. % Change   | Current Total | Year Ago Total | Vol. % Change |  |
| <b>GRAND TOTAL</b>                       | 1,328,384      | 1,344,968     | -1.2%         | 2,466,617             | 2,506,257      | -1.6%         | 17,451,482    | 17,536,441     | -0.5%           |               |                |               |  |
| <b>SAAR-Annual Rate</b>                  | 17,504,309     | 17,652,464    | -0.8%         | 17,502,606            | 17,742,629     | -1.4%         | 17,448,613    | 17,616,233     | -1.0%           |               |                |               |  |
| <b>TRADITIONAL DOMESTIC BRAND TOTALS</b> |                |               |               |                       |                |               |               |                |                 |               |                |               |  |
| <b>GENERAL MOTORS</b>                    | 237,388        | 227,825       | 16.9%         | 433,297               | 431,570        | 0.4%          | 3,044,502     | 3,079,772      | -1.1%           |               |                |               |  |
| Car Total/Car Share                      | 56,557         | 71,962        | 13.0%         | 109,524               | 137,585        | -20.4%        | 862,655       | 931,657        | -7.4%           |               |                |               |  |
| Truck Total/Truck Share                  | 180,831        | 155,863       | 19.7%         | 323,773               | 293,985        | 10.1%         | 2,181,847     | 2,148,115      | 1.6%            |               |                |               |  |
| <b>FORD MOTOR</b>                        | 207,464        | 216,045       | 16.1%         | 378,650               | 388,523        | -2.5%         | 2,589,338     | 2,634,491      | -1.7%           |               |                |               |  |
| Car Total/Car Share                      | 50,650         | 66,613        | 12.0%         | 91,951                | 116,645        | -21.2%        | 669,352       | 801,420        | -16.5%          |               |                |               |  |
| Truck Total/Truck Share                  | 156,814        | 149,432       | 18.9%         | 286,699               | 271,878        | 5.5%          | 1,919,986     | 1,833,071      | 4.7%            |               |                |               |  |
| <b>FCA US</b>                            | 168,326        | 187,318       | 13.9%         | 320,544               | 358,671        | -10.6%        | 2,206,188     | 2,300,773      | -4.1%           |               |                |               |  |
| Car Total/Car Share                      | 24,942         | 34,042        | 6.1%          | 45,779                | 66,599         | -31.3%        | 326,920       | 496,635        | -34.2%          |               |                |               |  |
| Truck Total/Truck Share                  | 143,384        | 153,276       | 19.4%         | 274,765               | 292,072        | -5.9%         | 1,879,268     | 1,804,138      | 4.2%            |               |                |               |  |
| <b>TOTAL 'DETROIT 3'</b>                 | 613,178        | 631,188       | 46.9%         | 1,132,491             | 1,178,764      | -3.9%         | 7,840,028     | 8,015,036      | -2.2%           |               |                |               |  |
| Car Total/Car Share                      | 132,149        | 172,617       | 31.2%         | 247,254               | 320,829        | -22.9%        | 1,858,927     | 2,229,712      | -16.6%          |               |                |               |  |
| Truck Total/Truck Share                  | 481,029        | 458,571       | 57.9%         | 885,237               | 857,935        | 3.2%          | 5,981,101     | 5,785,324      | 3.4%            |               |                |               |  |
| <b>IMPORT BRAND TOTALS</b>               |                |               |               |                       |                |               |               |                |                 |               |                |               |  |
| <b>JAPANESE BRANDS</b>                   | 511,013        | 509,276       | 37.9%         | 944,794               | 943,857        | 0.1%          | 6,662,061     | 6,589,869      | 1.1%            |               |                |               |  |
| Car Total/Car Share                      | 227,505        | 253,353       | 45.8%         | 412,852               | 464,351        | -11.1%        | 3,056,814     | 3,286,412      | -7.0%           |               |                |               |  |
| Truck Total/Truck Share                  | 283,508        | 255,923       | 32.3%         | 531,942               | 479,506        | 10.9%         | 3,605,247     | 3,303,457      | 9.1%            |               |                |               |  |
| <b>EUROPEAN BRANDS</b>                   | 108,500        | 101,758       | 7.6%          | 211,506               | 197,574        | 7.1%          | 1,535,026     | 1,537,285      | -0.1%           |               |                |               |  |
| Car Total/Car Share                      | 61,412         | 56,890        | 10.3%         | 117,055               | 110,472        | 6.0%          | 873,051       | 942,584        | -7.4%           |               |                |               |  |
| Truck Total/Truck Share                  | 47,088         | 44,868        | 5.7%          | 94,451                | 87,102         | 8.4%          | 661,975       | 594,701        | 11.3%           |               |                |               |  |
| <b>KOREAN BRANDS</b>                     | 95,693         | 102,746       | 7.6%          | 177,826               | 186,062        | -4.4%         | 1,414,367     | 1,394,251      | 1.4%            |               |                |               |  |
| Car Total/Car Share                      | 66,317         | 71,929        | 13.0%         | 122,473               | 131,388        | -6.8%         | 952,647       | 1,001,079      | -4.8%           |               |                |               |  |
| Truck Total/Truck Share                  | 29,376         | 30,817        | 3.9%          | 55,353                | 54,674         | 1.2%          | 461,720       | 393,172        | 17.4%           |               |                |               |  |
| <b>IMPORT TOTAL</b>                      | 715,206        | 713,780       | 53.1%         | 1,334,126             | 1,327,493      | 0.5%          | 9,611,454     | 9,521,405      | 0.9%            |               |                |               |  |
| Car Total/Car Share                      | 355,234        | 382,172       | 69.0%         | 652,380               | 706,211        | -7.6%         | 4,882,512     | 5,230,075      | -6.6%           |               |                |               |  |
| Truck Total/Truck Share                  | 359,972        | 331,608       | 41.9%         | 681,746               | 621,282        | 9.7%          | 4,728,942     | 4,291,330      | 10.2%           |               |                |               |  |
| <b>BY REGION OF MANUFACTURE</b>          |                |               |               |                       |                |               |               |                |                 |               |                |               |  |
| <b>N. AMERICAN SOURCE</b>                | 1,047,737      | 1,071,360     | 79.7%         | 1,930,896             | 1,989,775      | -3.0%         | 13,648,197    | 13,863,614     | -1.6%           |               |                |               |  |
| <b>ASIAN SOURCE</b>                      | 207,581        | 199,957       | 14.9%         | 391,350               | 370,692        | 5.6%          | 2,678,457     | 2,582,565      | 3.7%            |               |                |               |  |
| <b>EUROPEAN SOURCE</b>                   | 73,066         | 73,651        | 5.5%          | 144,371               | 145,790        | -1.0%         | 1,124,828     | 1,090,262      | 3.2%            |               |                |               |  |
| <b>GRAND TOTAL</b>                       | 1,328,384      | 1,344,968     | 100.0%        | 2,466,617             | 2,506,257      | -1.6%         | 17,451,482    | 17,536,441     | -0.5%           |               |                |               |  |
| <b>CAR - TRUCK SPLIT</b>                 |                |               |               |                       |                |               |               |                |                 |               |                |               |  |
| <b>TOTAL CAR</b>                         | 486,743        | 553,628       | 41.2%         | 898,394               | 1,024,838      | -12.3%        | 6,730,689     | 7,446,228      | -9.6%           |               |                |               |  |
| <b>TOTAL LIGHT TRUCK</b>                 | 841,641        | 791,340       | 58.8%         | 1,568,223             | 1,481,419      | 5.9%          | 10,720,793    | 10,090,213     | 6.2%            |               |                |               |  |
| <b>GRAND TOTAL</b>                       | 1,328,384      | 1,344,968     | 100.0%        | 2,466,617             | 2,506,257      | -1.6%         | 17,451,482    | 17,536,441     | -0.5%           |               |                |               |  |



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|----------------|---------------|---------------|---------------|----------------|-----------------------|---------------|----------------|---------------|---------------|-----------------|---------------|--|--|--|
| February 2017  | February 2016 | Vol. % Change | Current Total | Year Ago Total | Vol. % Change         | Current Total | Year Ago Total | Vol. % Change | Current Total | Year Ago Total  | Vol. % Change |  |  |  |
| Share          | Share         |               | Share         | Share          |                       | Share         | Share          |               | Share         | Share           |               |  |  |  |

**CARS BY SOURCE REGION**

|                  |                |               |                |               |               |                |               |                  |               |               |                  |               |                  |               |              |
|------------------|----------------|---------------|----------------|---------------|---------------|----------------|---------------|------------------|---------------|---------------|------------------|---------------|------------------|---------------|--------------|
| N. AMERICAN CAR  | 369,598        | 75.9%         | 423,601        | 76.5%         | -12.7%        | 678,184        | 75.5%         | 781,151          | 76.2%         | -13.2%        | 5,017,976        | 74.6%         | 5,543,022        | 74.4%         | -9.5%        |
| IMPORT CAR       | 117,145        | 24.1%         | 130,027        | 23.5%         | -9.9%         | 220,210        | 24.5%         | 243,687          | 23.8%         | -9.6%         | 1,712,713        | 25.4%         | 1,903,206        | 25.6%         | -10.0%       |
| <b>TOTAL CAR</b> | <b>486,743</b> | <b>100.0%</b> | <b>553,628</b> | <b>100.0%</b> | <b>-12.1%</b> | <b>898,394</b> | <b>100.0%</b> | <b>1,024,838</b> | <b>100.0%</b> | <b>-12.3%</b> | <b>6,730,689</b> | <b>100.0%</b> | <b>7,446,228</b> | <b>100.0%</b> | <b>-9.6%</b> |

**TRUCKS BY SOURCE REGION**

|                          |                |               |                |               |             |                  |               |                  |               |             |                   |               |                   |               |             |
|--------------------------|----------------|---------------|----------------|---------------|-------------|------------------|---------------|------------------|---------------|-------------|-------------------|---------------|-------------------|---------------|-------------|
| NA LIGHT TRUCK           | 678,139        | 80.6%         | 647,759        | 81.9%         | 4.7%        | 1,252,712        | 79.9%         | 1,208,624        | 81.6%         | 3.6%        | 8,630,221         | 80.5%         | 8,320,592         | 82.5%         | 3.7%        |
| IMPORT LIGHT TRUCK       | 163,502        | 19.4%         | 143,581        | 18.1%         | 13.9%       | 315,511          | 20.1%         | 272,795          | 18.4%         | 15.7%       | 2,090,572         | 19.5%         | 1,769,621         | 17.5%         | 18.1%       |
| <b>TOTAL LIGHT TRUCK</b> | <b>841,641</b> | <b>100.0%</b> | <b>791,340</b> | <b>100.0%</b> | <b>6.4%</b> | <b>1,568,223</b> | <b>100.0%</b> | <b>1,481,419</b> | <b>100.0%</b> | <b>5.9%</b> | <b>10,720,793</b> | <b>100.0%</b> | <b>10,090,213</b> | <b>100.0%</b> | <b>6.2%</b> |

**CORPORATE TOTALS**

|                       |                |              |                |              |              |                |              |                |              |              |                  |              |                  |              |              |
|-----------------------|----------------|--------------|----------------|--------------|--------------|----------------|--------------|----------------|--------------|--------------|------------------|--------------|------------------|--------------|--------------|
| BMW                   | 22,558         | 1.7%         | 22,498         | 1.7%         | 0.3%         | 40,667         | 1.6%         | 40,580         | 1.6%         | 0.2%         | 313,261          | 1.8%         | 342,421          | 2.0%         | -8.5%        |
| MINI                  | 2,154          | 0.2%         | 2,839          | 0.2%         | -24.1%       | 5,264          | 0.2%         | 6,077          | 0.2%         | -13.4%       | 51,217           | 0.3%         | 57,643           | 0.3%         | -11.1%       |
| <b>BMW GROUP</b>      | <b>24,712</b>  | <b>1.9%</b>  | <b>25,337</b>  | <b>1.9%</b>  | <b>-2.5%</b> | <b>45,931</b>  | <b>1.9%</b>  | <b>46,657</b>  | <b>1.9%</b>  | <b>-1.6%</b> | <b>364,478</b>   | <b>2.1%</b>  | <b>400,064</b>   | <b>2.3%</b>  | <b>-8.9%</b> |
| CHRYSLER              | 16,730         | 1.3%         | 23,279         | 1.7%         | -28.1%       | 30,107         | 1.2%         | 45,051         | 1.8%         | -33.2%       | 217,028          | 1.2%         | 313,051          | 1.8%         | -30.7%       |
| DODGE / RAM           | 86,663         | 6.5%         | 88,278         | 6.6%         | -1.8%        | 164,817        | 6.7%         | 172,644        | 6.9%         | -4.5%        | 1,044,882        | 6.0%         | 1,044,767        | 6.0%         | 0.0%         |
| ALFA / FIAT           | 2,588          | 0.2%         | 2,698          | 0.2%         | -4.1%        | 4,860          | 0.2%         | 5,145          | 0.2%         | -5.5%        | 32,973           | 0.2%         | 42,704           | 0.2%         | -22.8%       |
| JEEP                  | 62,345         | 4.7%         | 73,063         | 5.4%         | -17.5%       | 120,760        | 4.9%         | 135,831        | 5.4%         | -15.6%       | 911,305          | 5.2%         | 900,251          | 5.1%         | -3.1%        |
| <b>FCA US</b>         | <b>168,326</b> | <b>12.7%</b> | <b>187,318</b> | <b>13.9%</b> | <b>-8.1%</b> | <b>320,544</b> | <b>13.0%</b> | <b>358,671</b> | <b>14.3%</b> | <b>-8.6%</b> | <b>2,206,188</b> | <b>12.6%</b> | <b>2,300,773</b> | <b>13.1%</b> | <b>-3.4%</b> |
| FORD                  | 198,720        | 15.0%        | 208,006        | 15.5%        | -4.5%        | 361,121        | 14.6%        | 373,307        | 14.9%        | -3.3%        | 2,475,301        | 14.2%        | 2,530,831        | 14.4%        | -2.2%        |
| LINCOLN               | 8,744          | 0.7%         | 8,039          | 0.6%         | 8.8%         | 17,529         | 0.7%         | 15,216         | 0.6%         | 15.2%        | 114,037          | 0.7%         | 103,660          | 0.6%         | 10.0%        |
| MERCURY               | 0              | 0.0%         | 0              | 0.0%         | -            | 0              | 0.0%         | 0              | 0.0%         | -            | 0                | 0.0%         | 0                | 0.0%         | -            |
| <b>FORD MOTOR</b>     | <b>207,464</b> | <b>15.6%</b> | <b>216,045</b> | <b>16.1%</b> | <b>-4.0%</b> | <b>378,650</b> | <b>15.4%</b> | <b>388,523</b> | <b>15.5%</b> | <b>-2.5%</b> | <b>2,589,338</b> | <b>14.8%</b> | <b>2,634,491</b> | <b>15.0%</b> | <b>-1.7%</b> |
| BUICK                 | 16,131         | 1.2%         | 17,811         | 1.3%         | -9.4%        | 29,248         | 1.2%         | 36,080         | 1.4%         | -18.9%       | 222,799          | 1.3%         | 229,164          | 1.3%         | -2.8%        |
| CADILLAC              | 10,823         | 0.8%         | 11,840         | 0.9%         | -8.6%        | 21,121         | 0.9%         | 22,580         | 0.9%         | -6.5%        | 168,547          | 1.0%         | 174,428          | 1.0%         | -3.4%        |
| CHEVROLET             | 164,095        | 12.4%        | 158,644        | 11.8%        | 3.4%         | 299,265        | 12.1%        | 296,447        | 11.8%        | 1.0%         | 2,099,328        | 12.0%        | 2,119,124        | 12.1%        | -0.9%        |
| OLDSMOBILE            | 0              | 0.0%         | 0              | 0.0%         | -            | 0              | 0.0%         | 0              | 0.0%         | -            | 0                | 0.0%         | 0                | 0.0%         | -            |
| PONTIAC               | 0              | 0.0%         | 0              | 0.0%         | -            | 0              | 0.0%         | 0              | 0.0%         | -            | 0                | 0.0%         | 0                | 0.0%         | -            |
| GMC                   | 46,339         | 3.5%         | 39,530         | 2.9%         | 17.2%        | 83,663         | 3.4%         | 76,463         | 3.1%         | 9.4%         | 553,828          | 3.2%         | 557,056          | 3.2%         | -0.6%        |
| HUMMER                | 0              | 0.0%         | 0              | 0.0%         | -            | 0              | 0.0%         | 0              | 0.0%         | -            | 0                | 0.0%         | 0                | 0.0%         | -            |
| SATURN                | 0              | 0.0%         | 0              | 0.0%         | -            | 0              | 0.0%         | 0              | 0.0%         | -            | 0                | 0.0%         | 0                | 0.0%         | -            |
| <b>GENERAL MOTORS</b> | <b>237,388</b> | <b>17.9%</b> | <b>227,825</b> | <b>16.9%</b> | <b>4.2%</b>  | <b>433,297</b> | <b>17.6%</b> | <b>431,570</b> | <b>17.2%</b> | <b>0.4%</b>  | <b>3,044,502</b> | <b>17.4%</b> | <b>3,079,772</b> | <b>17.6%</b> | <b>-1.1%</b> |
| ACURA                 | 10,864         | 0.8%         | 12,773         | 0.9%         | -14.9%       | 20,066         | 0.8%         | 23,023         | 0.9%         | -12.8%       | 158,403          | 0.9%         | 175,214          | 1.0%         | -9.6%        |
| HONDA                 | 110,822        | 8.3%         | 106,213        | 7.9%         | 4.3%         | 208,000        | 8.4%         | 196,459        | 7.8%         | 5.9%         | 1,488,123        | 8.5%         | 1,423,169        | 8.1%         | 4.6%         |
| <b>HONDA MOTOR</b>    | <b>121,686</b> | <b>9.2%</b>  | <b>118,986</b> | <b>8.8%</b>  | <b>2.3%</b>  | <b>228,066</b> | <b>9.2%</b>  | <b>219,482</b> | <b>8.8%</b>  | <b>3.9%</b>  | <b>1,646,526</b> | <b>9.4%</b>  | <b>1,598,383</b> | <b>9.1%</b>  | <b>3.0%</b>  |



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|------------------------|------------------|---------------|------------------|---------------|---------------|-----------------------|---------------|------------------|---------------|---------------|-------------------|---------------|-------------------|---------------|---------------|
|                        | February 2017    | Share         | February 2016    | Share         | Vol. % Change | Current Total         | Share         | Year Ago Total   | Share         | Vol. % Change | Current Total     | Share         | Year Ago Total    | Share         | Vol. % Change |
| HYUNDAI / GENESIS      | 53,020           | 4.0%          | 53,009           | 3.9%          | 0.0%          | 99,527                | 4.0%          | 98,020           | 3.9%          | 1.5%          | 776,512           | 4.4%          | 762,720           | 4.3%          | 1.8%          |
| ISUZU                  | 0                | 0.0%          | 0                | 0.0%          | -             | 0                     | 0.0%          | 0                | 0.0%          | -             | 0                 | 0.0%          | 0                 | 0.0%          | -             |
| KIA                    | 42,673           | 3.2%          | 49,737           | 3.7%          | -14.2%        | 78,299                | 3.2%          | 88,042           | 3.5%          | -11.1%        | 637,855           | 3.7%          | 631,531           | 3.6%          | 1.0%          |
| MAZDA                  | 22,824           | 1.7%          | 21,544           | 1.6%          | 5.9%          | 44,522                | 1.8%          | 41,247           | 1.6%          | 7.9%          | 301,048           | 1.7%          | 314,510           | 1.8%          | -4.3%         |
| MERCEDES / MAYBACH     | 27,383           | 2.1%          | 25,632           | 1.9%          | 6.8%          | 55,283                | 2.2%          | 52,594           | 2.1%          | 5.1%          | 383,441           | 2.2%          | 380,690           | 2.2%          | 0.7%          |
| MITSUBISHI             | 10,924           | 0.8%          | 7,870            | 0.6%          | 38.8%         | 17,381                | 0.7%          | 14,134           | 0.6%          | 23.0%         | 99,514            | 0.6%          | 95,450            | 0.5%          | 4.3%          |
| NISSAN                 | 122,003          | 9.2%          | 120,540          | 9.0%          | 1.2%          | 222,764               | 9.0%          | 217,760          | 8.7%          | 2.3%          | 1,431,134         | 8.2%          | 1,367,954         | 7.8%          | 4.6%          |
| INFINITI               | 13,737           | 1.0%          | 10,371           | 0.8%          | 32.5%         | 25,295                | 1.0%          | 18,885           | 0.8%          | 33.9%         | 144,703           | 0.8%          | 131,066           | 0.7%          | 10.4%         |
| <b>NISSAN MOTOR</b>    | <b>135,740</b>   | <b>10.2%</b>  | <b>130,911</b>   | <b>9.7%</b>   | <b>3.7%</b>   | <b>248,059</b>        | <b>10.1%</b>  | <b>236,645</b>   | <b>9.4%</b>   | <b>4.8%</b>   | <b>1,575,837</b>  | <b>9.0%</b>   | <b>1,499,020</b>  | <b>8.5%</b>   | <b>5.1%</b>   |
| PORSCHE                | 3,637            | 0.3%          | 3,561            | 0.3%          | 2.1%          | 8,239                 | 0.3%          | 7,915            | 0.3%          | 4.1%          | 54,604            | 0.3%          | 52,532            | 0.3%          | 3.9%          |
| SAAB / SPYKER          | 0                | 0.0%          | 0                | 0.0%          | -             | 0                     | 0.0%          | 0                | 0.0%          | -             | 0                 | 0.0%          | 0                 | 0.0%          | -             |
| SUBARU                 | 45,500           | 3.4%          | 42,011           | 3.1%          | 8.3%          | 89,379                | 3.6%          | 83,112           | 3.3%          | 7.5%          | 621,399           | 3.6%          | 583,617           | 3.3%          | 6.5%          |
| SUZUKI                 | 0                | 0.0%          | 0                | 0.0%          | -             | 0                     | 0.0%          | 0                | 0.0%          | -             | 0                 | 0.0%          | 0                 | 0.0%          | -             |
| JAGUAR                 | 3,484            | 0.3%          | 1,512            | 0.1%          | 130.4%        | 6,423                 | 0.3%          | 2,864            | 0.1%          | 124.3%        | 34,802            | 0.2%          | 14,654            | 0.1%          | 137.5%        |
| LAND ROVER             | 5,747            | 0.4%          | 6,417            | 0.5%          | -10.4%        | 11,910                | 0.5%          | 12,072           | 0.5%          | -1.3%         | 73,699            | 0.4%          | 72,456            | 0.4%          | 1.7%          |
| <b>TATA MOTORS LTD</b> | <b>9,231</b>     | <b>0.7%</b>   | <b>7,929</b>     | <b>0.6%</b>   | <b>16.4%</b>  | <b>18,333</b>         | <b>0.7%</b>   | <b>14,936</b>    | <b>0.6%</b>   | <b>22.7%</b>  | <b>108,501</b>    | <b>0.6%</b>   | <b>87,110</b>     | <b>0.5%</b>   | <b>24.6%</b>  |
| TOYOTA                 | 150,792          | 11.4%         | 158,982          | 11.8%         | -5.2%         | 274,311               | 11.1%         | 294,233          | 11.7%         | -6.8%         | 2,033,246         | 11.7%         | 2,096,797         | 12.0%         | -3.0%         |
| LEXUS                  | 18,338           | 1.4%          | 23,090           | 1.7%          | -20.6%        | 33,910                | 1.4%          | 44,023           | 1.8%          | -23.0%        | 321,115           | 1.8%          | 342,498           | 2.0%          | -6.2%         |
| SCION                  | 5,209            | 0.4%          | 5,882            | 0.4%          | -11.4%        | 9,166                 | 0.4%          | 10,981           | 0.4%          | -16.5%        | 63,376            | 0.4%          | 59,594            | 0.3%          | 6.3%          |
| <b>TOYOTA MOTOR</b>    | <b>174,339</b>   | <b>13.1%</b>  | <b>187,954</b>   | <b>14.0%</b>  | <b>-7.2%</b>  | <b>317,387</b>        | <b>12.9%</b>  | <b>349,237</b>   | <b>13.9%</b>  | <b>-9.1%</b>  | <b>2,417,737</b>  | <b>13.9%</b>  | <b>2,498,889</b>  | <b>14.2%</b>  | <b>-3.2%</b>  |
| VOLKSWAGEN             | 25,145           | 1.9%          | 22,321           | 1.7%          | 12.7%         | 48,655                | 2.0%          | 42,400           | 1.7%          | 14.8%         | 329,203           | 1.9%          | 342,626           | 2.0%          | -3.9%         |
| AUDI                   | 13,741           | 1.0%          | 11,718           | 0.9%          | 17.3%         | 26,942                | 1.1%          | 23,568           | 0.9%          | 14.3%         | 213,587           | 1.2%          | 202,774           | 1.2%          | 5.3%          |
| <b>VAG</b>             | <b>38,886</b>    | <b>2.9%</b>   | <b>34,039</b>    | <b>2.5%</b>   | <b>14.2%</b>  | <b>75,597</b>         | <b>3.1%</b>   | <b>65,968</b>    | <b>2.6%</b>   | <b>14.6%</b>  | <b>542,790</b>    | <b>3.1%</b>   | <b>545,400</b>    | <b>3.1%</b>   | <b>-0.5%</b>  |
| VOLVO / GEELY          | 4,651            | 0.4%          | 5,260            | 0.4%          | -11.6%        | 8,123                 | 0.3%          | 9,504            | 0.4%          | -14.5%        | 81,212            | 0.5%          | 71,489            | 0.4%          | 13.6%         |
| <b>GRAND TOTAL</b>     | <b>1,328,384</b> | <b>100.0%</b> | <b>1,344,968</b> | <b>100.0%</b> | <b>-1.2%</b>  | <b>2,466,617</b>      | <b>100.0%</b> | <b>2,506,257</b> | <b>100.0%</b> | <b>-1.6%</b>  | <b>17,451,482</b> | <b>100.0%</b> | <b>17,536,441</b> | <b>100.0%</b> | <b>-0.5%</b>  |

Source: Morgan & Company, Inc. Ph: 616-842-0031 Email: info@morgancom.com Web: www.morgancom.com

SAAR is Seasonally Adjusted Annual Rate.  
 Model Year is October 1 through September 30.  
 Table includes light vehicle sales as reported by the automakers, and may differ from information provided by other sources.

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