

| UNITS  | YTD 2017            | YTD 2018            |               |
|--|---------------------|---------------------|---------------|
| CARS   | Q4                  | Q4                  | VARIATION     |
| <b>EUROPE</b>  | <b>19 083 046</b>   | <b>18 737 586</b>   | <b>-1,8%</b>  |
| - EUROPEAN UNION 27 countries                        | 16 576 261          | 16 101 966          | -2,9%         |
| - EUROPEAN UNION 15 countries                        | 12 751 310          | 12 098 190          | -5,1%         |
| Double Counts Austria / Germany                      |                     |                     |               |
| Double Counts Austria / Japan                        |                     |                     |               |
| Double Counts Belgium / Germany                      |                     |                     |               |
| Double Counts Italy / Germany                        |                     |                     |               |
| Double Counts Portugal / World                       |                     |                     |               |
| AUSTRIA  | 78 000              | 144 500             | +85,3%        |
| BELGIUM  | 332 979             | 265 958             | -20,1%        |
| FINLAND  | 108 839             | 112 104             | +3,0%         |
| FRANCE   | 1 754 200           | 1 763 300           | +0,5%         |
| GERMANY  | 5 645 584           | 5 120 409           | -9,3%         |
| ITALY  | 742 642             | 670 932             | -9,7%         |
| NETHERLANDS *** AS OF 2013, FIGURES ONCE A YEAR ONLY | publication stopped | publication stopped |               |
| PORTUGAL   | 126 426             | 234 151             | +85,2%        |
| SPAIN  | 2 291 474           | 2 267 396           | -1,1%         |
| SWEDEN   | publication stopped | publication stopped |               |
| UNITED KINGDOM                                       | 1 671 166           | 1 519 440           | -9,1%         |
| - EUROPEAN UNION New Members                         | <b>3 824 951</b>    | <b>4 003 776</b>    | <b>+4,7%</b>  |
| Double Counts East Europe / World                    |                     |                     |               |
| CZECH REPUBLIC                                       | 1 305 865           | 1 345 041           | +3,0%         |
| HUNGARY  | 418 435             | 430 988             | +3,0%         |
| POLAND   | 514 700             | 451 600             | -12,3%        |
| ROMANIA  | 363 654             | 476 769             | +31,1%        |
| SLOVAKIA   | 1 032 445           | 1 090 000           | +5,6%         |
| SLOVENIA   | 189 852             | 209 378             | +10,3%        |
| - OTHER EUROPE                                       | <b>1 363 879</b>    | <b>1 609 159</b>    | <b>+18,0%</b> |
| SERBIA   | 78 950              | 56 303              | -28,7%        |
| CIS  | <b>1 400 929</b>    | <b>1 691 856</b>    | <b>+20,8%</b> |
| Double Counts CIS / World                            | -116 000            | -139 000            | +19,8%        |
| Double Counts Ukraine / World                        |                     |                     |               |
| RUSSIA   | 1 349 017           | 1 563 572           | +15,9%        |
| AZERBAIDJAN  |                     |                     |               |
| BELARUS  | 3 580               | 10 941              | +205,6%       |
| KAZAKHSTAN   | 16 789              | 30 016              | +78,8%        |
| UKRAINE  | 7 296               | 5 660               | -22,4%        |
| UZBEKISTAN   | 140 247             | 220 667             | +57,3%        |
| TURKEY   | <b>1 142 906</b>    | <b>1 026 461</b>    | <b>-10,2%</b> |
| <b>AMERICA</b>                                       | <b>8 236 300</b>    | <b>7 650 006</b>    | <b>-7,1%</b>  |
| - NAFTA  | <b>5 691 163</b>    | <b>5 027 675</b>    | <b>-11,7%</b> |
| CANADA   | 751 048             | 655 896             | -12,7%        |
| MEXICO   | 1 906 899           | 1 575 808           | -17,4%        |
| USA  | 3 033 216           | 2 795 971           | -7,8%         |
| - SOUTH AMERICA                                      | <b>2 545 137</b>    | <b>2 622 331</b>    | <b>+3,0%</b>  |
| Double counts South America / World                  | -40 000             | -42 000             | +5,0%         |
| ARGENTINA  | 203 694             | 208 573             | +2,4%         |
| BRAZIL   | 2 307 443           | 2 386 758           | +3,4%         |
| CHILE  |                     |                     |               |
| COLOMBIA   | 74 000              | 69 000              | -6,8%         |
| ECUADOR  |                     |                     |               |
| PERU   |                     |                     |               |
| URUGUAY  |                     |                     |               |
| VENEZUELA  |                     |                     |               |
| <b>ASIA-OCEANIA</b>                                  | <b>44 892 003</b>   | <b>43 432 201</b>   | <b>-3,3%</b>  |
| Double Counts Asia / World                           | -221 000            | -224 000            | +1,4%         |
| AUSTRALIA  |                     |                     |               |
| BANGLADESH   |                     |                     |               |
| CHINA  | 24 806 687          | 23 529 423          | -5,1%         |
| INDIA  | 3 961 327           | 4 064 774           | +2,6%         |
| INDONESIA  | 982 337             | 1 055 774           | +7,5%         |
| IRAN   | 1 418 550           | 1 027 313           | -27,6%        |
| JAPAN  | 8 347 836           | 8 358 220           | +0,1%         |
| MALAYSIA   | 462 000             | 522 400             | +13,7%        |
| PAKISTAN   | 204 500             | 223 500             | +9,3%         |
| PHILIPPINES  |                     |                     |               |
| SOUTH KOREA  | 3 735 399           | 3 661 730           | -2,0%         |
| TAIWAN   | 230 356             | 190 052             | -17,5%        |
| THAILAND   | 818 440             | 877 015             | +7,2%         |
| VIETNAM  | 145 571             | 146 000             | +0,3%         |
| <b>AFRICA</b>  | <b>671 782</b>      | <b>747 788</b>      | <b>+11,3%</b> |
| Double Counts Egypt / World                          |                     |                     |               |
| Double Counts South Africa / World                   | -27 000             | -31 007             | +14,8%        |
| ALGERIA  | 60 606              | 70 597              | +16,5%        |
| BOTSWANA   |                     |                     |               |
| EGYPT  | 9 500               | 18 500              | +94,7%        |
| KENYA  |                     |                     |               |
| LIBYA  |                     |                     |               |
| MOROCCO  | 307 318             | 368 601             | +19,9%        |
| NIGERIA  |                     |                     |               |
| SOUTH AFRICA   | 321 358             | 321 097             | -0,1%         |
| SUDAN  |                     |                     |               |
| TUNISIA  |                     |                     |               |
| ZIMBABWE   |                     |                     |               |
| <b>OTHERS</b>  |                     |                     |               |
| <b>TOTAL</b>   | <b>72 883 131</b>   | <b>70 567 581</b>   | <b>-3,2%</b>  |

Note: Audi, BMW, JLR, Mercedes, Scania and Daimler Trucks data not reported