



# How well do you know your markets?



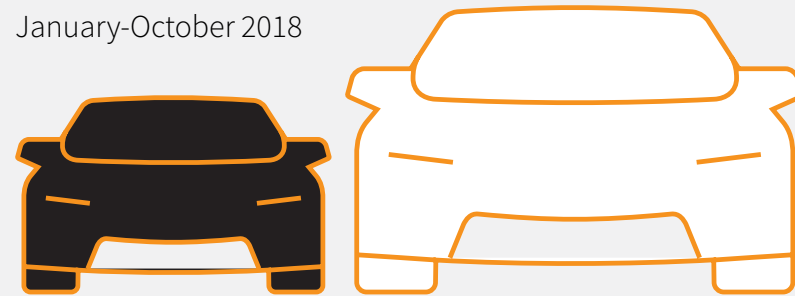
# 12%

of the 450,000 electric vehicles sold in China in 2017 took place in metropolitan Beijing.

# 59%

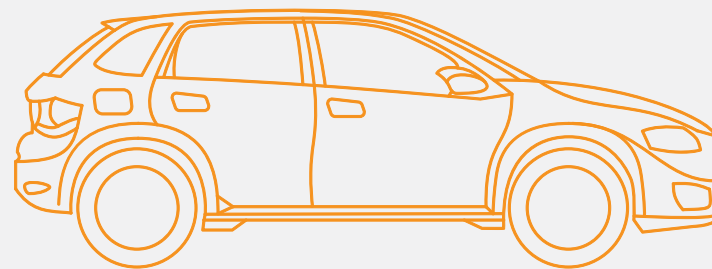
of passenger cars sold in China were painted white. The second most popular color was black with 13%.

January-October 2018



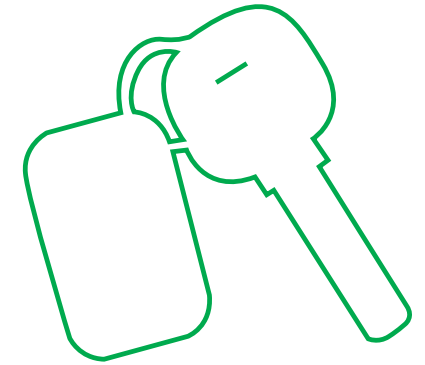
# 30%

Since 2000, SUVs have gone from 3.5% to 30% of share within 96 countries, largely at the expense of wagons, hatchbacks, and sedans.



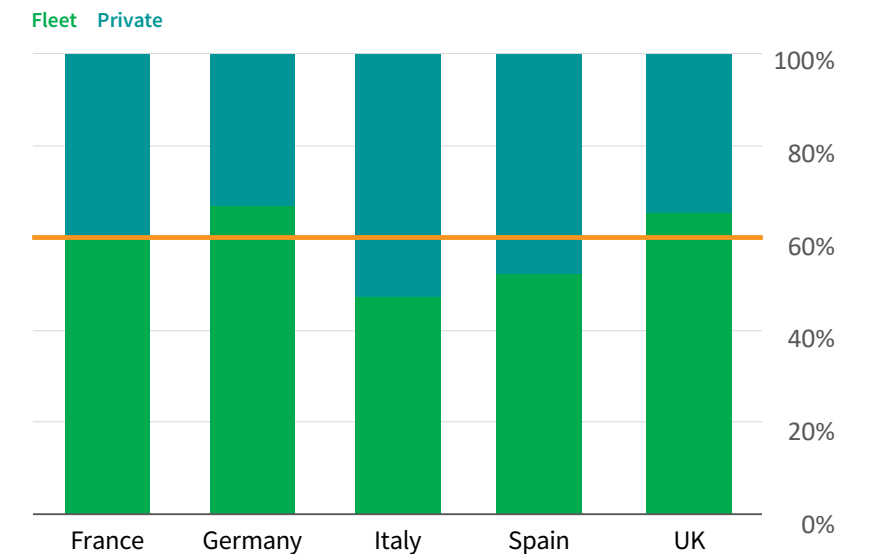
# 2.2 to 1

used versus new vehicles registered in Germany and the United States in 2016.



Three of Europe's Big 5 Sales Countries have a fleet share of 60 percent or more.

Fleet vs. Private Registrations in Europe's Big 5



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