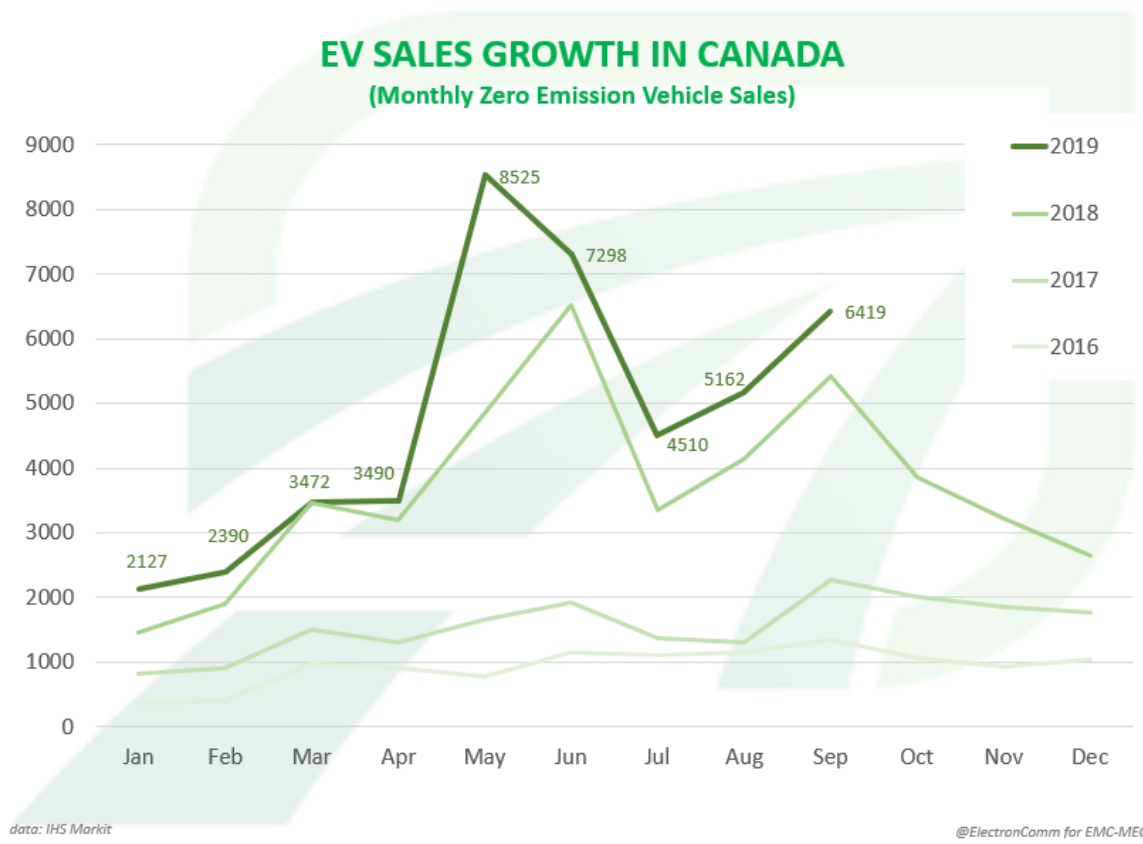


## Electric Vehicle Sales in Canada – Q3 2019

ZEVs now represent 3.5% of passenger vehicle sales in Canada (10% in BC, 7% in Quebec) since introduction of federal incentives

### Q3 2019 Highlights

- **25%** year-over-year growth in ZEV sales and market share versus Q3 2018; minor quarter-over-quarter sales drop, as expected.
- **3.5%** ZEV share of passenger vehicle sales in Canada since introduction of federal purchase incentives (May 2019); **10% in British Columbia and 7% in Quebec**
- Monthly ZEV sales now comparable to sales of car segment-leading Honda Civic or SUV segment-leading Toyota RAV4



## Continued ZEV Momentum in Q3

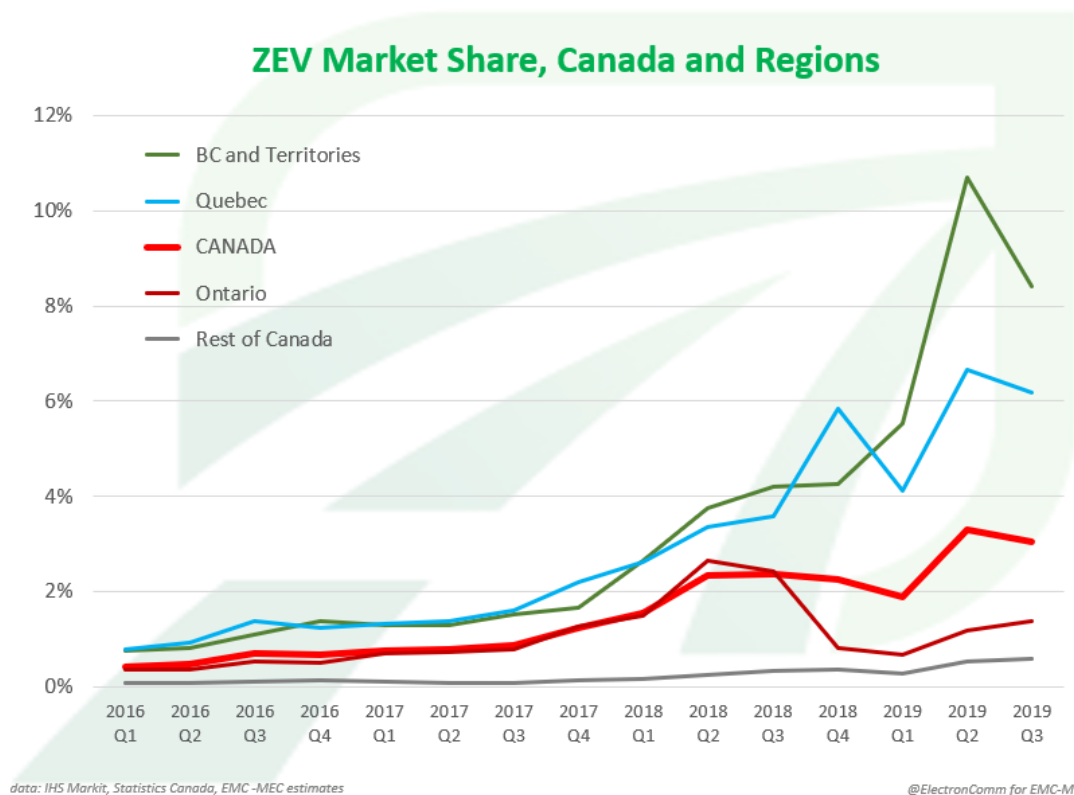
Electric Mobility Canada is pleased to announce that record numbers of Canadian drivers continued to adopt Zero Emission Vehicles (ZEVs) in Q3.

Third quarter sales of 16,091 ZEVs – a category that includes battery-electric, plug-in hybrid and fuel cell vehicles, but not conventional hybrids -- increased 25% year-over-year in the first full quarter of the availability of federal purchase incentives through Transport Canada's [iZEV program](#).

Despite a modest decline in Zero Emission Vehicle sales from Q2, ZEVs achieved 3.5% market share in Canada in the third quarter.

While ZEV adoption has accelerated across Canada, uptake has been strongest in British Columbia and Quebec, the two provinces offering purchase incentives as well as policy mandates requiring that ZEVs represent a steadily increasing proportion of passenger vehicle sales.

Indeed, since the introduction of federal policy support in May, ZEV market share has exceeded 10% in British Columbia and 7% in Quebec.

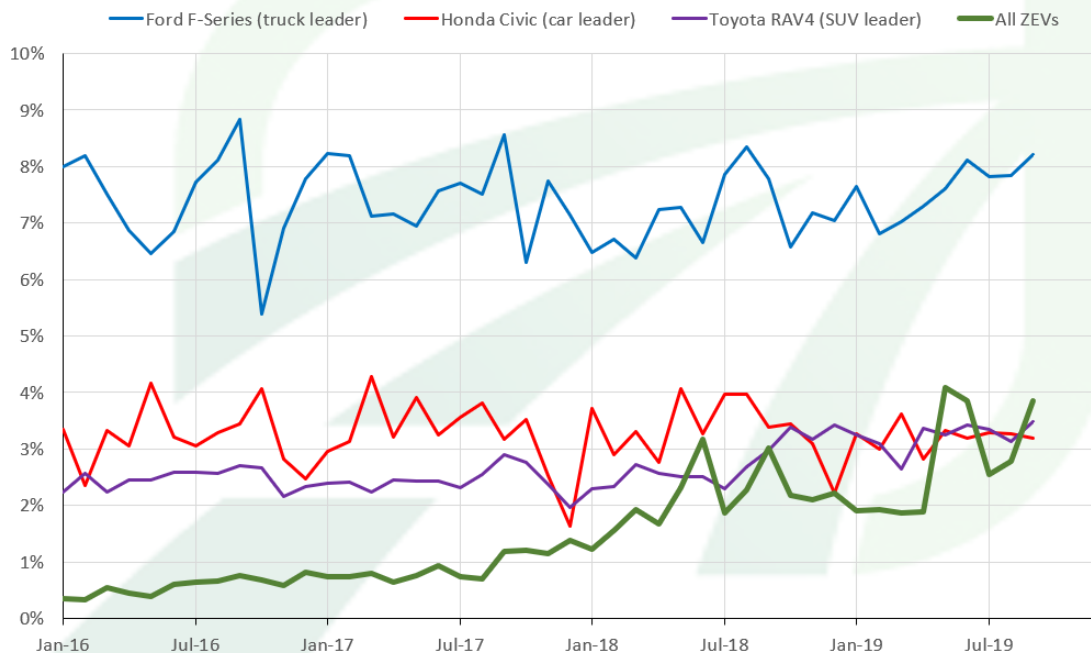


## ZEVs Approach Sales Levels of Segment Leaders

Electric Mobility Canada is delighted to announce that with their 3.5% market share in Canada in Q3, combined sales of Zero Emission Vehicles have now approached the sales levels of the Honda Civic and the Toyota RAV4, Canada’s car and SUV segment leaders, respectively.

Ford F-series trucks, with approximately 8% market share, remain far and away Canada’s truck and overall automobile market leader. Recent confirmations of a plug-in hybrid Toyota RAV4, expected in late 2020, and a battery-electric Ford F150, potentially in 2021, among many other Zero Emission options give reason to believe combined ZEV sales could approach Ford F-series levels early in the coming decade.

### ZEVs AND SEGMENT LEADERS IN CANADA



data: IHS Markit, GoodCarBadCar.net, Statistics Canada, Global Automakers of Canada

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The top-selling Zero Emission Vehicle models in Canada in Q3 2019 were:

Battery Electric Vehicles (BEVs)		Plug-in Hybrids (PHEVs)	
Tesla Model 3	5,529	Toyota Prius Prime	2,467
Chevrolet Bolt	1,122	Mitsubishi Outlander PHEV	1,048
Nissan Leaf	1,093	Ford Fusion PHEV	648

## ZEV Sales Overview by Province

Though discussions often centre around British Columbia and Quebec, Zero Emission Vehicle sales growth remains strong across the country. An effective way to demonstrate the growing nationwide interest is by evaluating sales growth in each province.

Underscoring the role of policy support in making Zero Emission Vehicles financially accessible to the greatest number of Canadian car buyers, the greatest percentage gains have come from provinces where incentives had not yet been offered. Though not shown in the Table, the share of ZEV sales occurring outside of British Columbia, Quebec and Ontario has risen from approximately 2.2% to 4.5% in the two years from Q3 2017 to Q3 2019.

Province/ Territory	Q3 2018 Sales	Q3 2019 Sales	Change	Approx. ZEV Population
Alberta	344	428	+24%	3,200
BC	2,415	4,696	+94%	31,000
Manitoba	39	97	+149%	600
NB	10	57	+470%	300
Newfoundland	3	18	+500%	75
NWT	1	1	0%	10
Nova Scotia	28	53	+89%	350
Nunavut	0	0	0%	1
Ontario	5,609	3,127	-44%	41,300
PEI	4	27	+575%	75
Quebec	4,426	7,532	+70%	59,000
Saskatchewan	22	52	+136%	300
Yukon	1	3	+200%	10
Canada	12,902	16,091	+25%	136,000

## Further Information

Complete monthly sales data by model can be accessed in the [Electric Mobility Canada members only section](#).

Questions and comments can be directed to Electric Mobility Canada at [info@emc-mec.ca](mailto:info@emc-mec.ca).