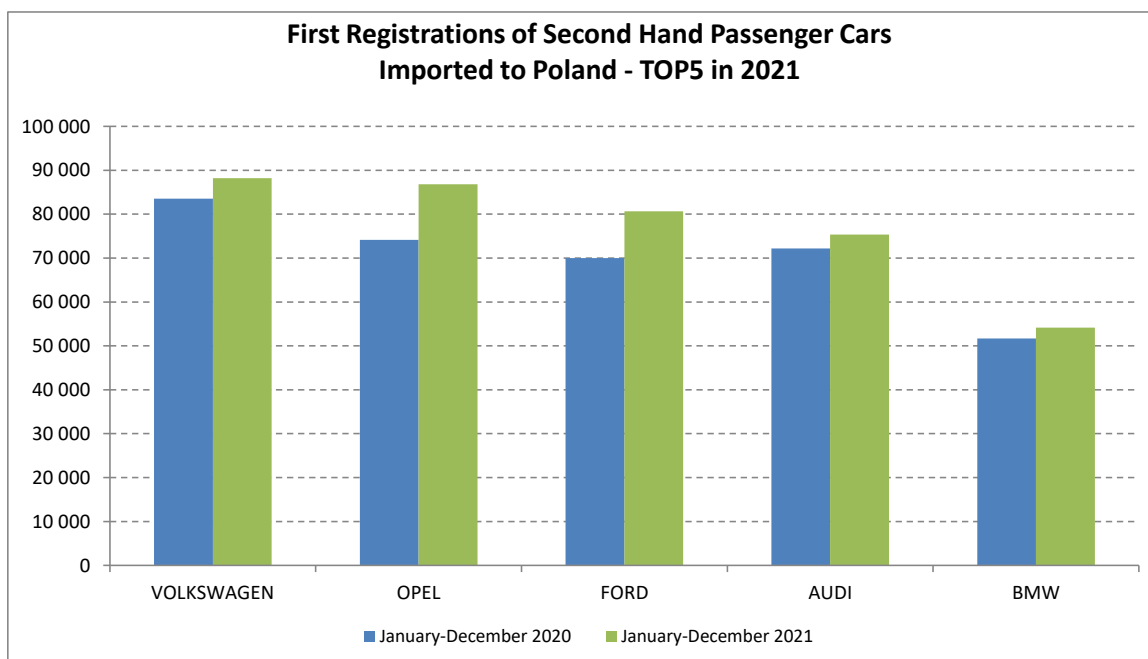


**First Registrations of Second Hand Passenger Cars in Poland\***

No.**	Brand	January-December 2020	January-December 2021	Change % y/y
1	<b>VOLKSWAGEN</b>	83 504	88 195	5,6%
2	<b>OPEL</b>	74 148	86 839	17,1%
3	<b>FORD</b>	70 010	80 652	15,2%
4	<b>AUDI</b>	72 169	75 336	4,4%
5	<b>BMW</b>	51 654	54 136	4,8%

\* source: PZPM analysis based on CEP

\*\* split by brand in 2021

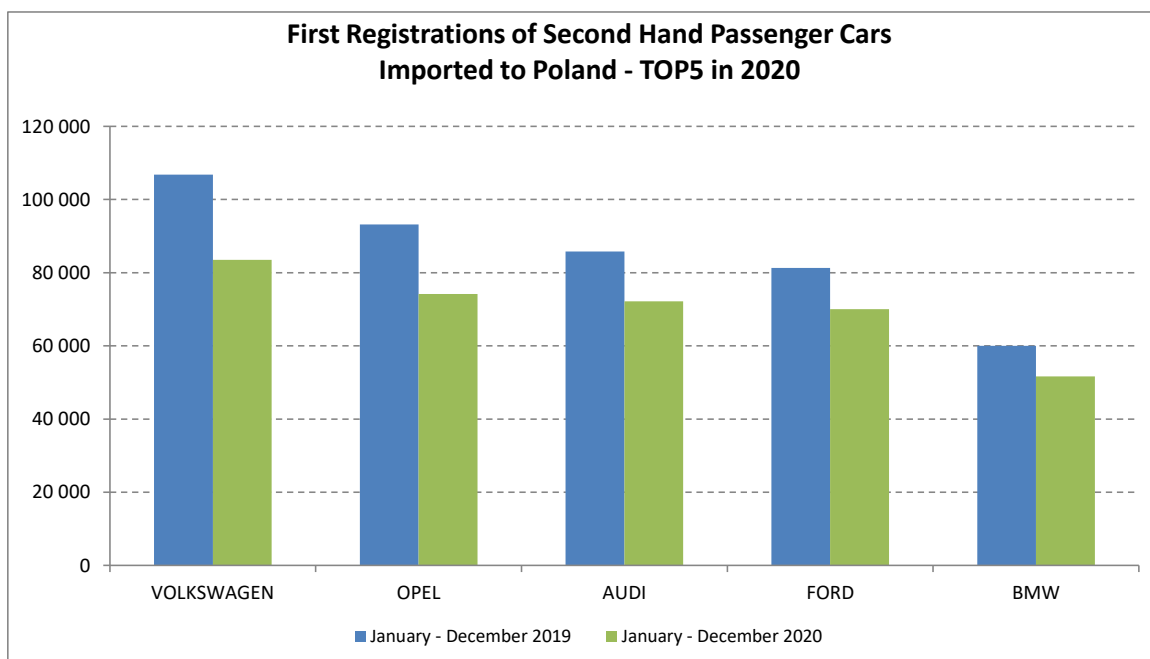


**First Registrations of Second Hand Passenger Cars in Poland\***

No.**	Brand	January - December 2019	January - December 2020	Change % y/y
1	<b>VOLKSWAGEN</b>	106 822	83 505	-21,8%
2	<b>OPEL</b>	93 158	74 148	-20,4%
3	<b>AUDI</b>	85 811	72 169	-15,9%
4	<b>FORD</b>	81 269	70 010	-13,9%
5	<b>BMW</b>	60 032	51 654	-14,0%

\* source: PZPM analysis based on CEP

\*\* split by brand in 2020

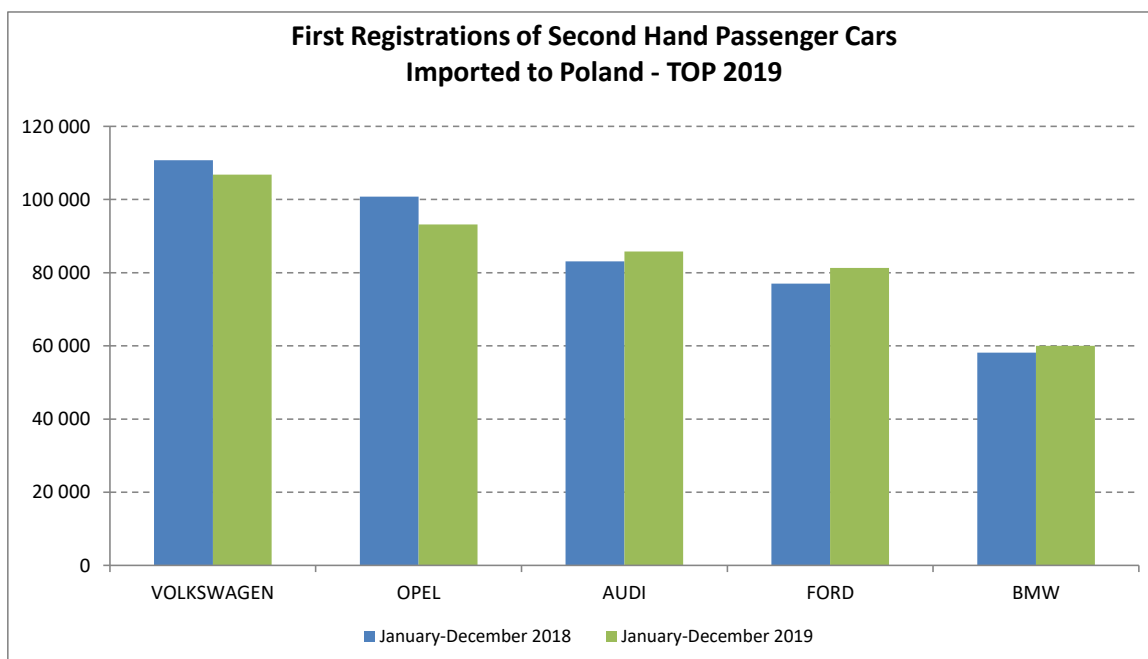


**First Registrations of Second Hand Passenger Cars in Poland\***

No.**	Brand	January-December 2018	January-December 2019	Change % y/y
1	<b>VOLKSWAGEN</b>	110 777	106 822	-3,6%
2	<b>OPEL</b>	100 776	93 158	-7,6%
3	<b>AUDI</b>	83 122	85 811	3,2%
4	<b>FORD</b>	77 029	81 269	5,5%
5	<b>BMW</b>	58 171	60 032	3,2%

\* source: PZPM analysis based on CEP

\*\* split by brand in 2019

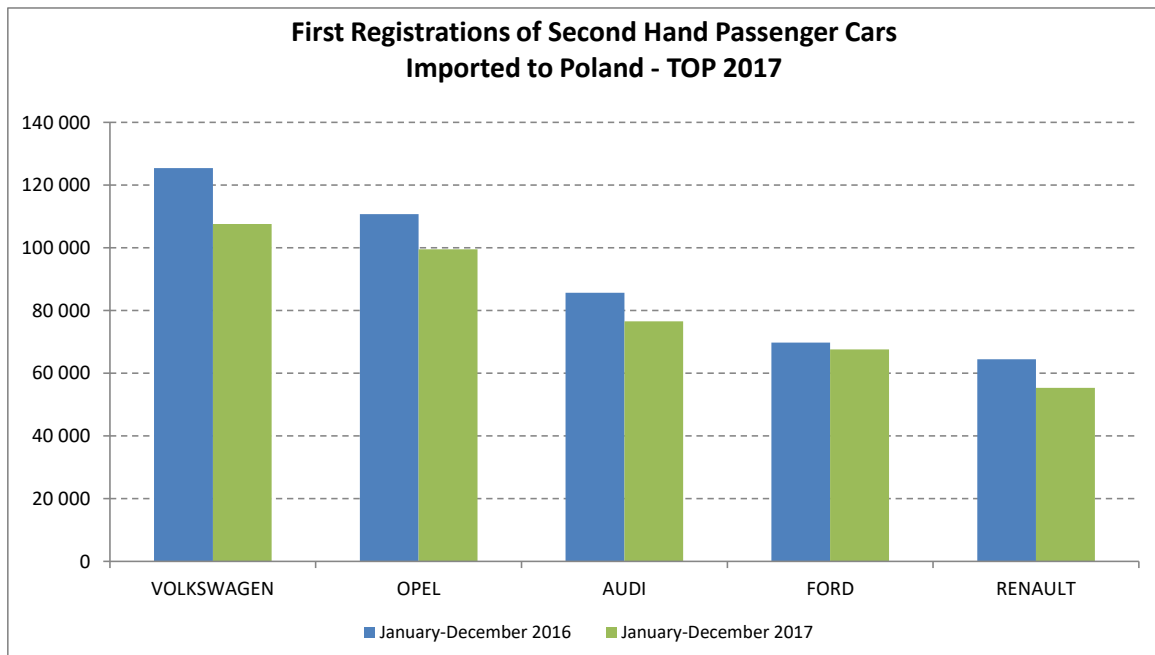


**First Registrations of Second Hand Passenger Cars in Poland\***

No.**	Brand	January-December 2016	January-December 2017	Change % y/y
1	<b>VOLKSWAGEN</b>	125 447	107 584	-14,2%
2	<b>OPEL</b>	110 707	99 501	-10,1%
3	<b>AUDI</b>	85 696	76 524	-10,7%
4	<b>FORD</b>	69 811	67 570	-3,2%
5	<b>RENAULT</b>	64 422	55 366	-14,1%

\* source: PZPM analysis based on CEP

\*\* split by brand in 2017

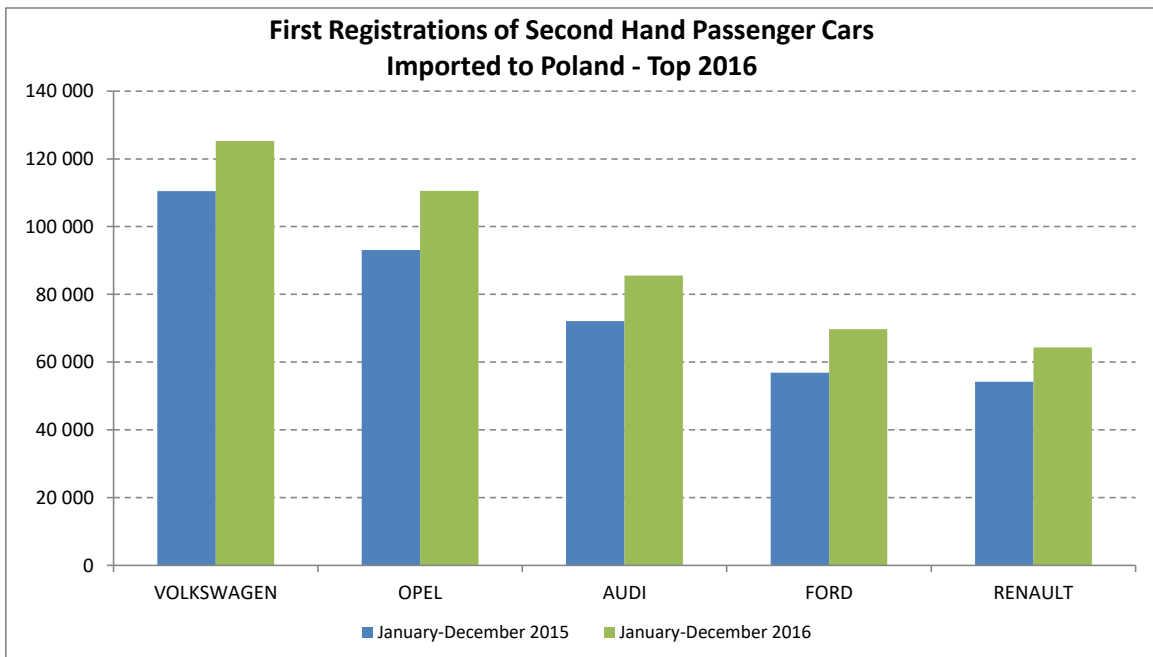


**First Registrations of Second Hand Passenger Cars in Poland\***

No.**	Brand	January-December 2015	January-December 2016	Change % y/y
1	<b>VOLKSWAGEN</b>	110 493	125 239	13,3%
2	<b>OPEL</b>	93 109	110 564	18,7%
3	<b>AUDI</b>	72 143	85 552	18,6%
4	<b>FORD</b>	56 870	69 693	22,5%
5	<b>RENAULT</b>	54 221	64 328	18,6%

\* source: PZPM analysis based on CEP

\*\* split by brand in 2016

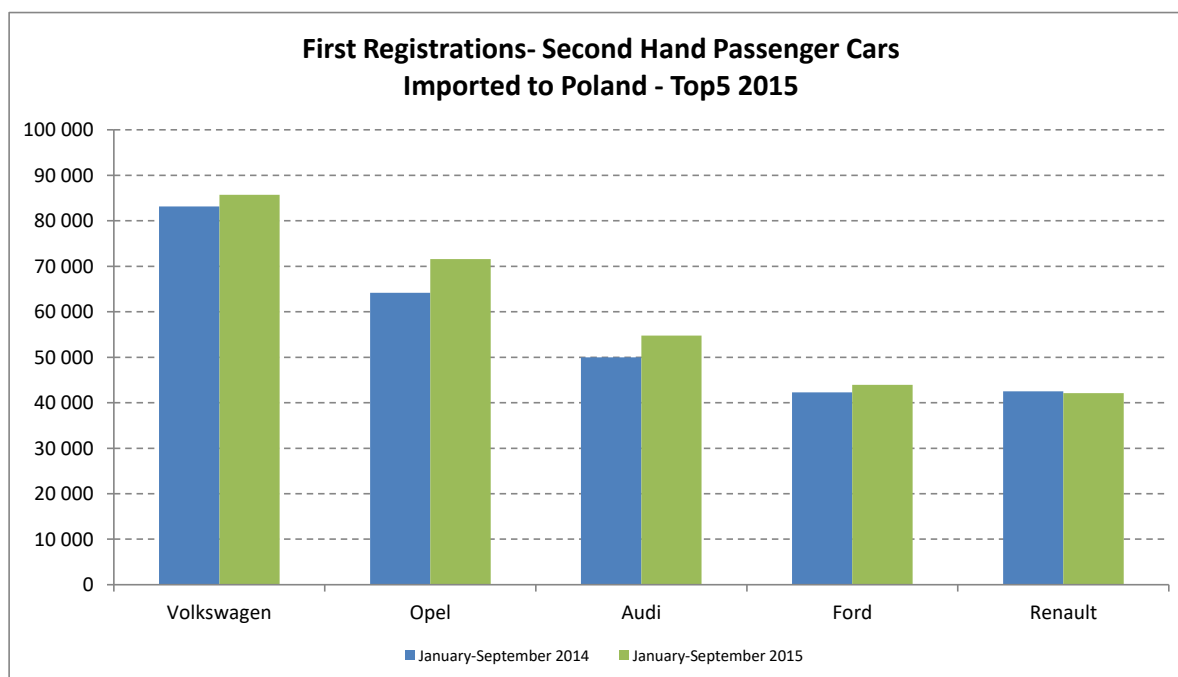


**First Registrations of Second Hand Passenger Cars Imported to Poland\***

Lp.**	Marka	January-September 2014	January-September 2015	Change % y/y
1	<b>Volkswagen</b>	83 154	85 720	3,1%
2	<b>Opel</b>	64 179	71 601	11,6%
3	<b>Audi</b>	49 991	54 759	9,5%
4	<b>Ford</b>	42 263	43 928	3,9%
5	<b>Renault</b>	42 484	42 098	-0,9%

\* source: PZPM analysis based on CEP(Ministry of Interior)

\*\* split by brand in 2014

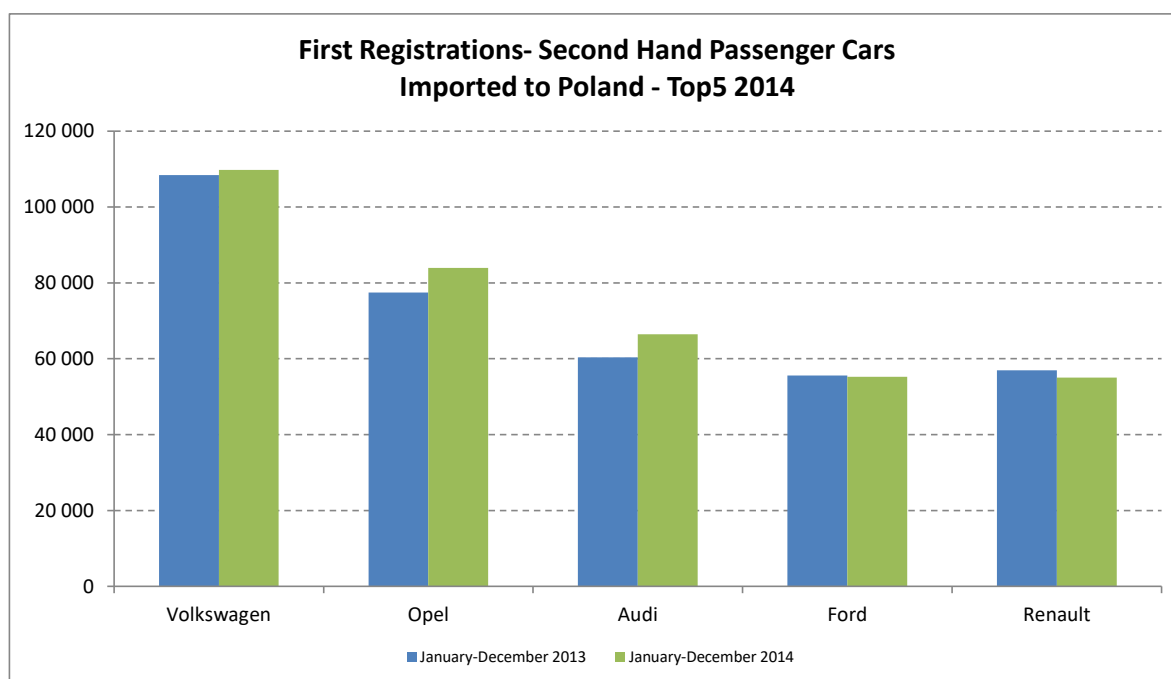


**First Registrations of Second Hand Passenger Cars Imported to Poland\***

Lp.**	Marka	January-December 2013	January-December 2014	Change % y/y
1	<b>Volkswagen</b>	108 436	109 761	1,2%
2	<b>Opel</b>	77 447	83 929	8,4%
3	<b>Audi</b>	60 338	66 462	10,1%
4	<b>Ford</b>	55 578	55 217	-0,6%
5	<b>Renault</b>	56 956	55 035	-3,4%

\* source: PZPM analysis based on CEP(Ministry of Interior)

\*\* split by brand in 2014



**First Registrations of Second Hand Passenger Cars Imported to Poland\***

in thousand units

No.**	Brand	2009	2010	2011	2012	2013
1	<b>Volkswagen</b>	134,8	132,1	111,0	104,4	108,4
2	<b>Opel</b>	90,3	88,4	76,6	71,2	77,4
3	<b>Audi</b>	55,6	56,1	49,7	53,7	60,3
4	<b>Renault</b>	64,0	65,1	61,6	58,2	57,0
5	<b>Ford</b>	63,7	61,6	56,6	55,3	55,6

\* source: PZPM analysis based on CEP(Ministry of Interior)

\*\* split by brand in 2013

