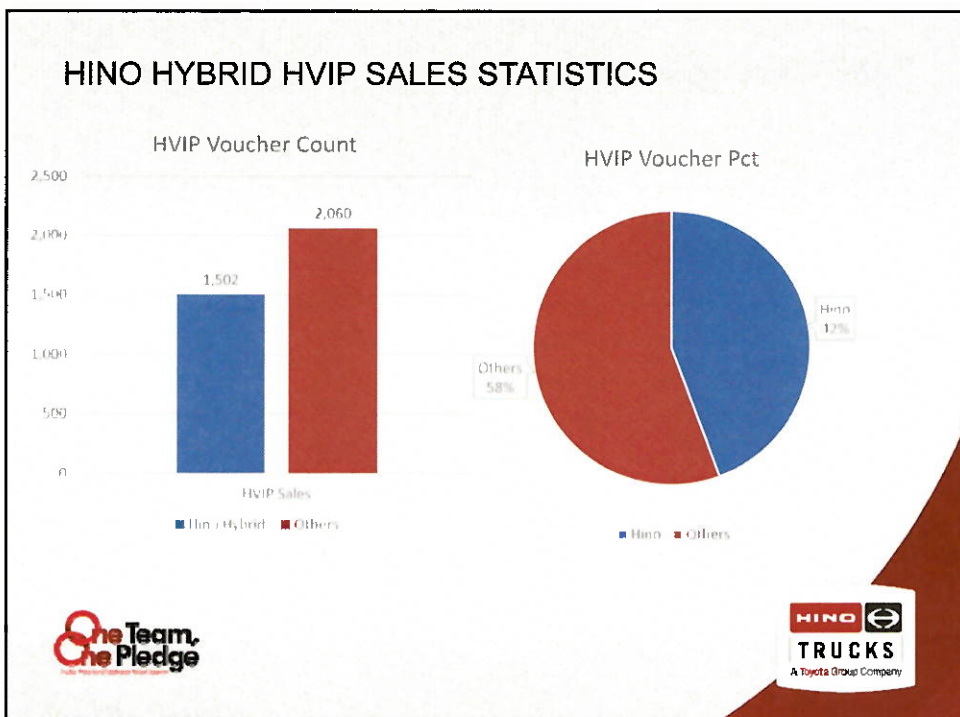
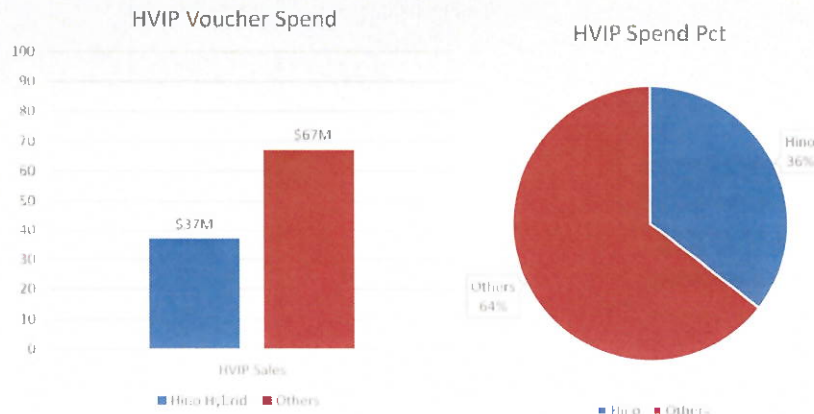


Rich Arick
18-8-6

10/24/2018



HINO HYBRID HVIP SALES STATISTICS



HINO VOUCHERS BY HVIP FY

FY	Count of Vouchers
FY 10-11	237
FY 11-12	244
FY 13-14	481
FY 14-15	285
FY 15-16	140
FY 16-17	115
Grand Total	1502



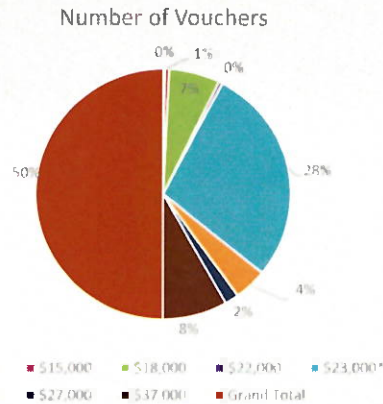
AVAILABLE VOUCHER AMOUNTS PER FY

FY	No. of Voucher per Amount
FY 10-11	237
\$15,000	1
\$25,000	119
\$27,000	16
\$37,000	101
FY 11-12	244
\$12,000	6
\$15,000	1
\$18,000	4
\$22,000	14
\$23,000	32
\$25,000	6
\$27,000	37
\$37,000	144
FY 13-14	481
\$18,000	97
\$23,000	382
\$37,000	2
FY 14-15	285
\$18,000	40
\$23,000	245
FY 15-16	140
\$18,000	38
\$23,000	102
FY 16-17	115
\$15,000	14
\$18,000	16
\$23,000	85
Grand Total	1502



NUMBER OF VOUCHERS BY VOUCHER AMOUNT

Voucher Amount	Number of Vouchers
\$12,000	6
\$15,000	16
\$18,000	195
\$22,000	14
\$23,000*	846
\$25,000	125
\$27,000	53
\$37,000	247
Grand Total	1502



***Most successful voucher amount = Incremental Cost \$18,000 + \$5,000**



HINO CA MARKET SHARE – CLASS 5

Calendar Year	2013	2014	2015	2016	2017	2018	Grand Total
DIESEL	4120	4222	4667	5528	6073	3703	28313
CHEVROLET				4	53	24	81
DODGE	285	18					303
FORD	2725	2445	2673	3401	3576	2084	16904
FREIGHTLINER	82	92	48	57	39	24	342
HINO	14	53	82	108	159	112	528
IC CORPORATION	2	5					7
INTERNATIONAL	119	92	61	49	7	7	336
ISUZU	467	650	684	766	844	599	4012
KENWORTH	2	3	2			1	8
MITSUBISHI FUSO TRUCK OF AMERICA INC	79	79	97	14	32	30	331
PETERBILT	58	1			4	6	69
RAM	281	784	1020	1129	1339	821	5394
LID TRUCKS	4						4
ELECTRIC AND DIESEL HYBRID	407	277	320	277	111	110	1502
HINO	407	277	320	277	111	110	1502
ELECTRIC AND GAS HYBRID					8		8
WORKHORSE CUSTOM CHASSIS					8		8
GAS	1509	1854	2057	2380	2540	1601	11941
FORD	1497	1660	1897	2215	2210	1300	10779
FREIGHTLINER	5	194	148	125	271	276	1019
RAM			12	40	59	25	136
WORKHORSE CUSTOM CHASSIS	7						7
PROPANE		263	19				282
FREIGHTLINER		263	19				282
Grand Total	6036	6616	7063	8185	8732	5405	42037

Hybrid Share	6.7%	4.2%	4.5%	3.4%	1.3%	2.0%	3.6%
Diesel Share	68.3%	63.8%	66.1%	67.5%	69.5%	68.5%	67.4%
Gas Share	25.0%	28.0%	29.1%	29.1%	29.1%	29.6%	28.4%
Electric Truck	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%

