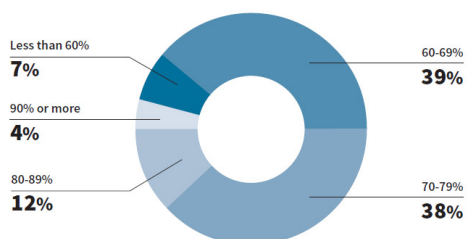


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**Five-Year Projection:**  
% of AWD installations that are Light Truck (including CUV)



### AWD Volume Trends Show Ongoing Shift in Market Demands

Since 1995, installation of AWD (or more traditional 4-wheel-drive) has grown from just 15.9% of new vehicles sold in the U.S. to a record 42.7% of U.S. light-vehicle sales in 2017. Demand has been steady, reaching 22.1% penetration in 2000, then jumping to 30.0% in 2005 and 36.1% in 2015 and 38.3% in 2016.

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