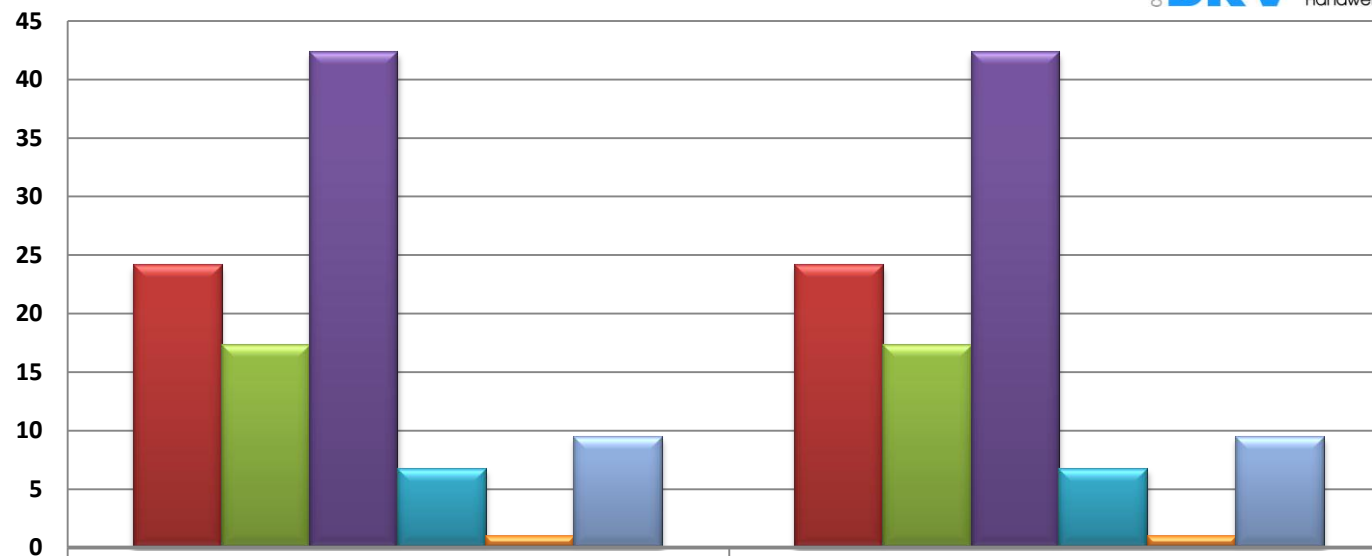


## Distribution analysis car tyres (incl. 4 x 4) Sell-Out (Consumer Retail) % proportion of tyre replacement business



	2016	2017
Dealership/brand workshop	24	24
Non-dealership/brand workshops	17	17
Specialist tyre trade total	42	42
Specialist markets (PitStop/A.T.U.)	7	7
Others (petrol stations, DIY stores)	1	1
Online retail (B2C)	9	9

### Source:

Own calculations 2017 = end consumers 82.5 % of total market (38.85 million units) and fleet and leasing sector (through central agreements / full leasing + commercial consumers) = 17.5 % of total market (8.25 million units) Total market car and 4x4 consumer retail 2017 = 47.1 million units car tyres incl. 4x4

Please note: different basis for calculation as of 2015, no comparability with prior years!