

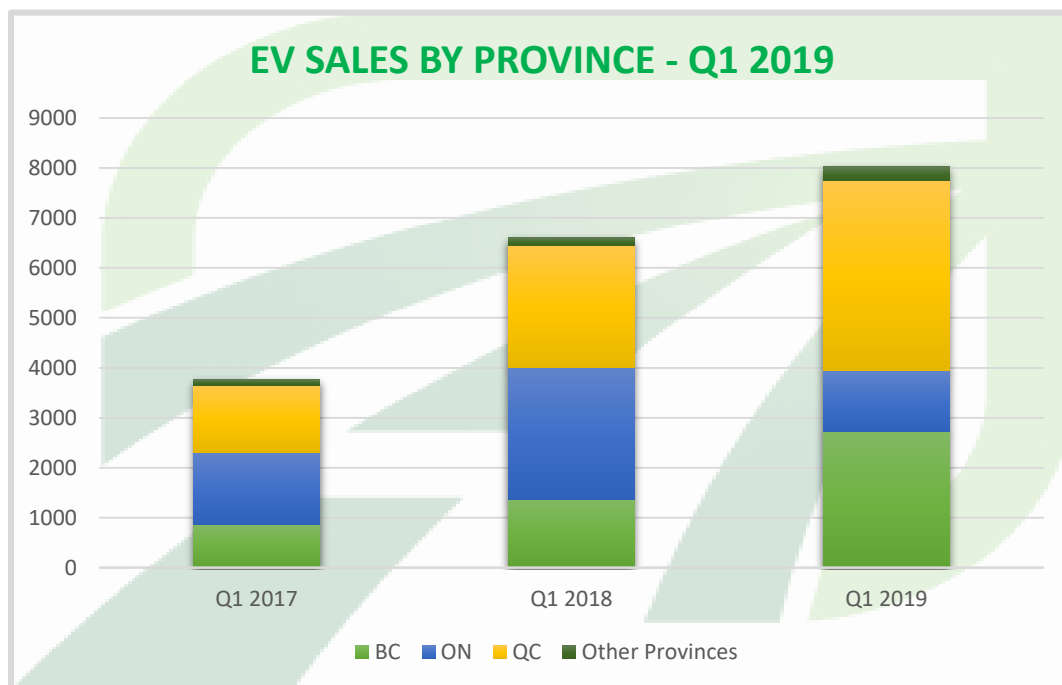
Electric Vehicle Sales in Canada – Q1 2019

Canada Reaches Over 100,000 Electric Vehicles

Q1 2019 Highlights:

- **21%** growth in EV sales compared to Q1 2018
- **55%** decrease in EV sales in Ontario compared to Q1 2018
- **100%** increase in EV sales in British Columbia and **56%** in Quebec
- EV market share in Canada: **1,89%**

It's official! After [the record-breaking results of 2018](#), which brought the number of EVs to more than 93,000 across the country, Canada topped the 100,000 EV mark last March with 8025 EVs sold in the first quarter of 2019. While it took just under 10 years to reach this major milestone, we should reach 200,000 EVs across the country over the next three years, if not before!



National Growth Slowed by Ontario

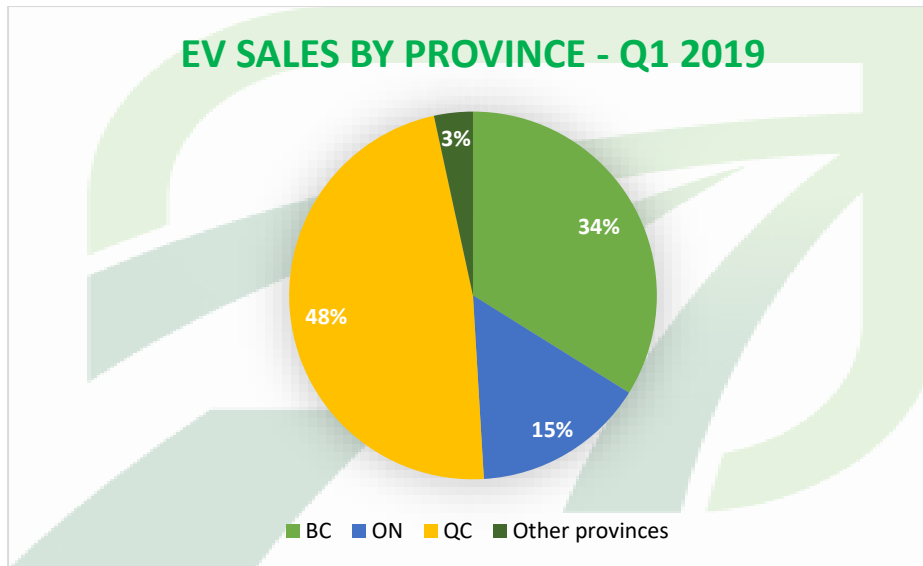
Despite a significant increase in sales in most provinces, the percentage of growth fell significantly nationally due to the drop in Ontario. In fact, EV sales decreased by 55% compared to the first quarter of 2018. For this reason, growth in Canada was limited to 21% in the first three months of 2019, compared to 75% between 2018 and 2017.

This decline is largely due to the abolition of the Ontario government's purchase incentive program in July 2018 and proves the essential role that government must play to support the market as long as EV prices are not on par with those of gas-powered vehicles. It will be interesting to see if the new federal incentive, effective May 1, 2019, will restore sales in Ontario in the next quarter.

EV Sales by Province in Q1 2019

While passenger vehicle sales in Canada decreased slightly in the first quarter of the year (422,490 in 2019 vs. 438,820 in 2018), EV sales increased in all provinces and territories (8025 in 2019 vs. 6607 in 2018), except Ontario, to reach a market share of 1.89%, a slight increase from 1.5% in Q1 2018. The share of EVs is even more pronounced when British Columbia and Quebec are isolated, where it stands at 5.55% and 4.12% respectively during this period.

In British Columbia, sales continued their strong performance with a 100% increase compared to the first quarter of 2018. In comparison, they had increased by 58% in the first quarter of 2018, a record at the time. In Quebec, the increase is a little more modest with a 56% increase compared to Q1 2018, whereas sales had increased by 83% at the same time last year.

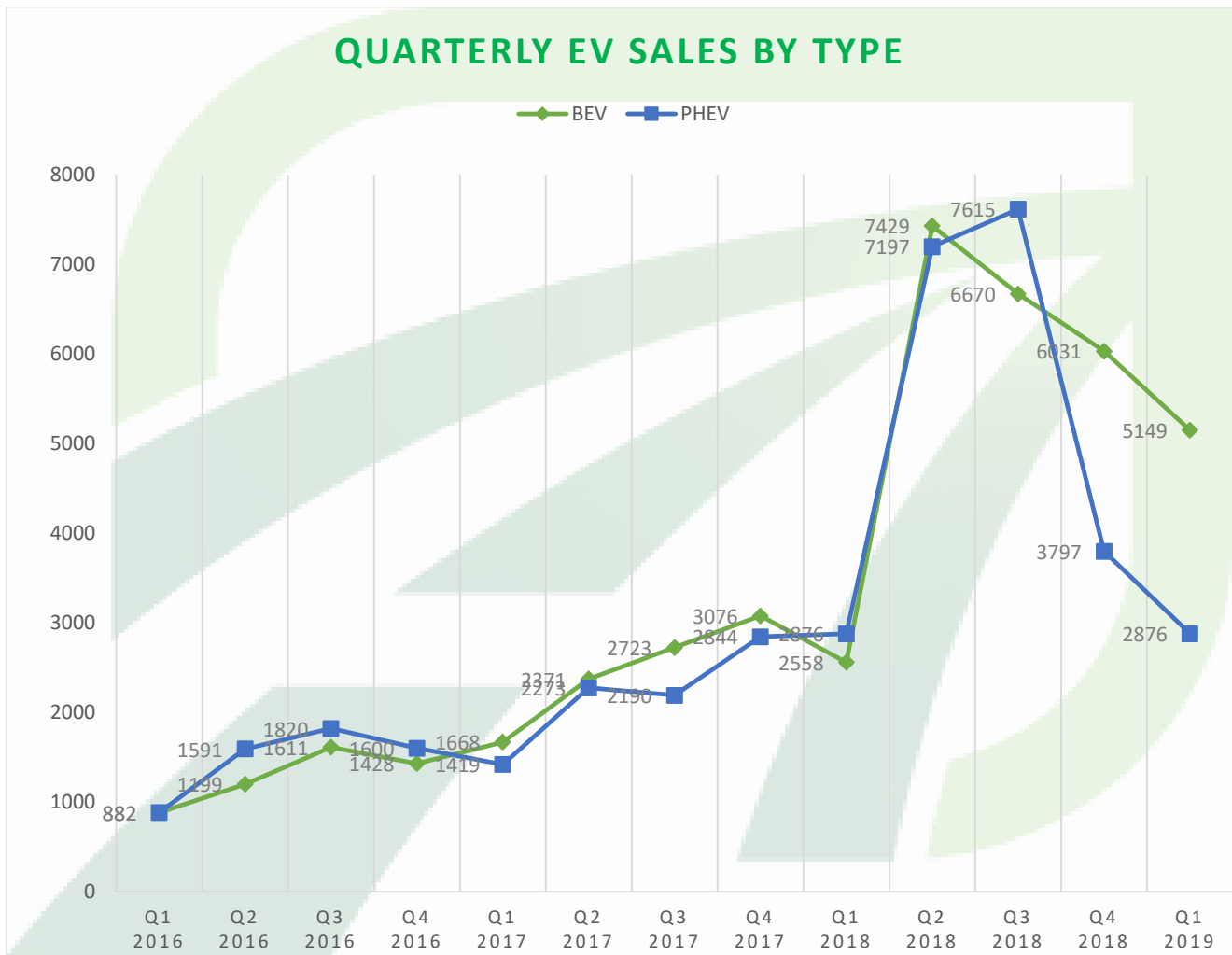


Among the other Canadian provinces, Alberta (+64.6%), Manitoba (+23.5%), Newfoundland (+800%), Nova Scotia (+70%), Prince Edward Island (+25%) and Saskatchewan (+100%) all recorded growth above the national average, suggesting that 2019 will be even more positive than 2018, if the federal incentives succeed in correcting the situation in Ontario

Province/Territory	Q1 2018	Q1 2019	Q1 '18-'19 Change	Approx. EV Total
Alberta	116	191	+64,6%	2269
BC	1361	2718	+99,7%	19 893
Manitoba	17	21	+23,5%	402
NB	10	11	+10%	186
Newfoundland	1	9	+800%	48
NWT	0	1	-	9
Nova Scotia	10	17	+70%	240
Nunavut	0	0	0%	1
Ontario	2633	1219	-54,7%	35271
PEI	4	5	+25%	34
Québec	2446	3814	+55,9%	42 551
Saskatchewan	9	18	+100%	208
Yukon	0	1	-	4
Canada	6607 EVs	8025 EVs	+21,4%	101 116 EVs

BEVs More Popular than PHEVs

Another important difference compared to 2018 is that battery-electric vehicles (BEVs) are now significantly more popular with consumers than plug-in hybrid vehicles (PHEVs). Indeed, during the Q1 2019, 5149 BEVs and 2876 PHEVs were sold compared to 2558 BEVs and 4049 PHEVs in Q1 2018. This new trend has already been emerging since the end of 2018, but it seems to be gaining momentum in light of the results of the first three months.



Best Sellers and Detailed Data

Here are the top three models sold in Canada during the first three months of 2019:

- Tesla Model 3 (1594)
- Hyundai Kona (1163)
- Mitsubishi Outlander (710)

For complete monthly sales data by model, visit the [Electric Mobility Canada members only section](#).

Source :

- IHS, formerly R.L. Polk & Company registration data.
- [Statistics Canada, New motor vehicle sales](#)

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