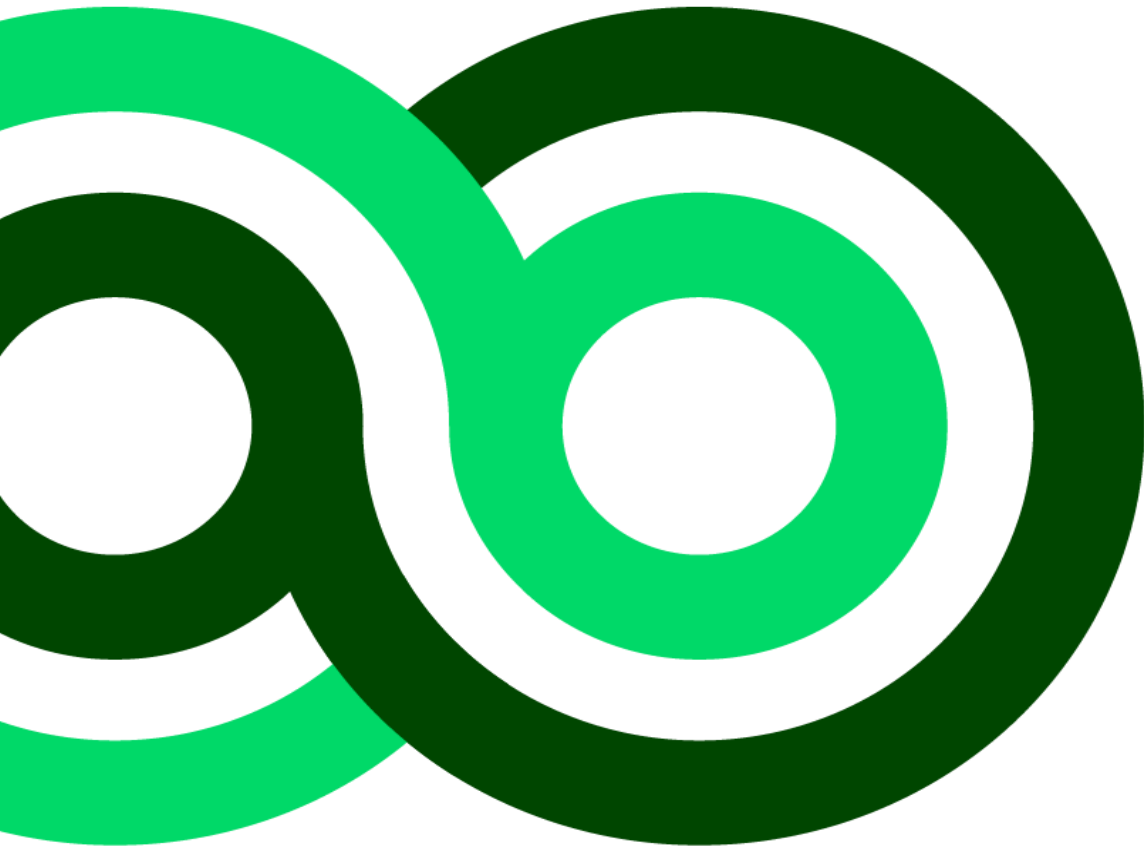


TEST PROCEDURE

Vehicle Selection Procedure





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The selection of the vehicles tested by the Green NCAP consortium is based on the following method:

Three pillars are fundamental for vehicle selection:

1. Best selling vehicles

Based on vehicle registration statistics the best-selling vehicles and their variants (regarding engine types and gearboxes) will be determined and organised for the tests. Therefore a detailed market research will be necessary. The effort pays off in high market coverage and high relevance for public interest. Every member of the consortium shall have the possibility to test the vehicles with the highest relevance for their own domestic market.

2. Important market segments

To be able to gain even more market coverage, the second pillar is based on the observation of different market segments such as family cars, fleet cars, city cars and so on. Typical models and variants for each segment will be selected. A comparison of vehicles in between one segment can be important regarding purchase decisions of consumers reliant on special details like for example 7 seats.

3. Alternative drive systems and new technologies

Since alternative drive train concepts gain more and more influence on vehicle registrations and since Green NCAP wants to be ahead of developments regarding the type approval, vehicles equipped with alternative drive trains such as EVs, HEVs, PHEVs and Fuel Cell vehicles will also be tested by Green NCAP. Despite the relatively low number of registered vehicles this is still quite important to gain public attention and to stay up to date.

A fourth pillar which is similar to the method conducted on the safety side may be added in future: Manufacturers will be able to sponsor their own cars if they're interested to have them evaluated by Green NCAP.