

**Ownership for Over Half a Year**  
**1700 Persons**

The chart is a funnel shape divided into five horizontal sections. From top to bottom, the sections are: pink (Ownership for Over Half a Year, 1700 Persons), brown (EV Delivered, 2000 Persons), purple (Negotiation on Price, 2900 Persons), green (Completion of Test Drive, 3500 Persons), and blue (Drive Test, 3800 Persons). The bottom-most section is a solid red rectangle (Intro Request, 5000 Persons). The funnel shape is created by the top four sections, which are trapezoids of decreasing width from bottom to top.

**EV Delivered**  
**2000 Persons**

**Negotiation on Price**  
**2900 Persons**

**Completion of Test Drive**  
**3500 Persons**

**Drive Test**  
**3800 Persons**

**Intro Request**  
**5000 Persons**