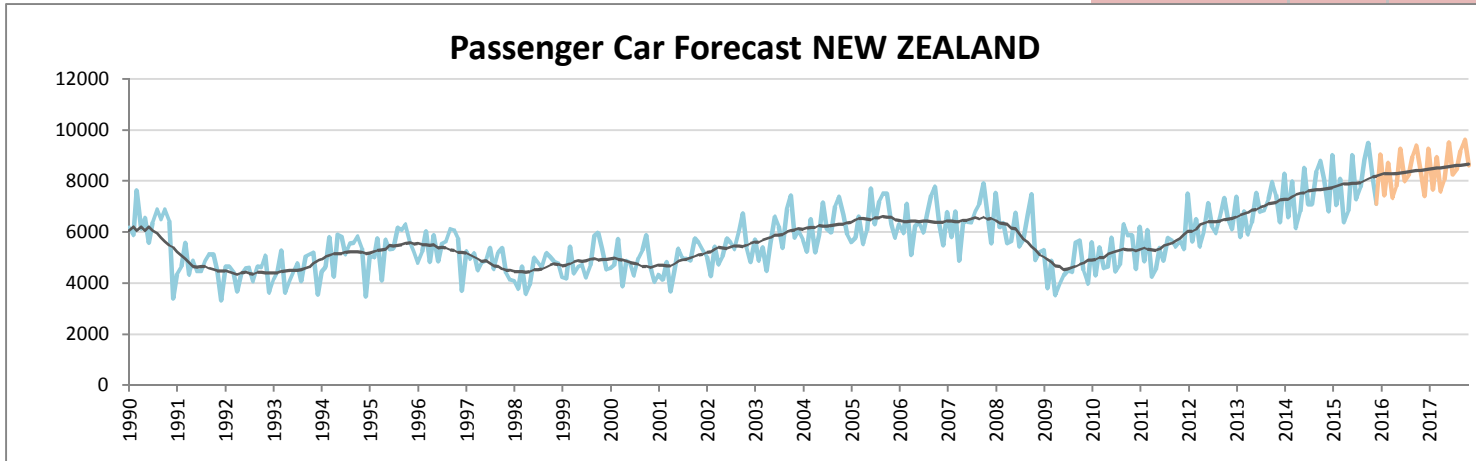


Car Sales Forecast : NEW ZEALAND December 2015

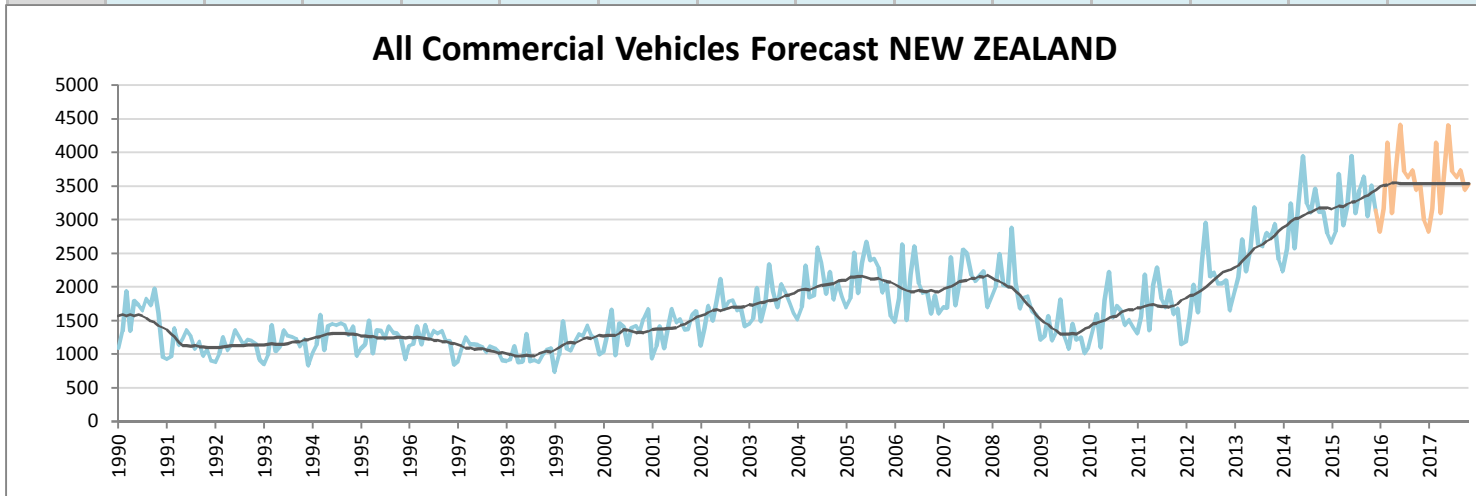
| Total | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | YTD | FY |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| 2014 | 10,528 | 9,139 | 11,238 | 8,729 | 10,064 | 12,464 | 10,313 | 10,189 | 11,840 | 11,905 | 11,176 | 9,594 | 127,179 | 127,179 |
| 2015 | 11,667 | 9,877 | 11,755 | 9,290 | 10,034 | 12,972 | 10,366 | 11,192 | 12,474 | 12,549 | 11,620 | 10,245 | 134,041 | 134,041 |
| 2016 | 11,848 | 10,589 | 12,856 | 10,444 | 11,530 | 13,672 | 11,704 | 11,832 | 12,695 | 12,817 | 11,891 | 10,407 | 142,284 | 142,284 |
| YTY (%) | 10.8 | 8.1 | 4.6 | 6.4 | -0.3 | 4.1 | 0.5 | 9.8 | 5.4 | 5.4 | 4.0 | 6.8 | 5.4 | 5.4 |

Comment: In December the car sales increase by 6,8%. 2015 forecast is an increase of 5,4%.

| | | |
|--------------------|---------|------|
| Forecast FY 2016 : | 142,000 | 6.1% |
|--------------------|---------|------|

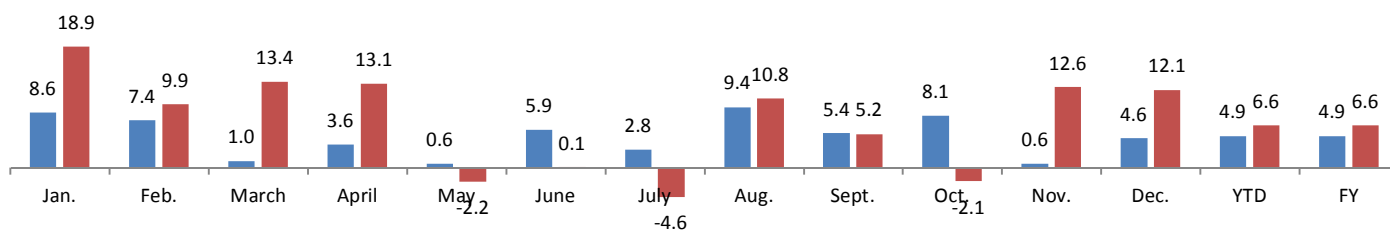


| | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | YTD | FY |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| 2014 | 8,293 | 6,572 | 7,994 | 6,151 | 6,802 | 8,517 | 7,071 | 7,083 | 8,382 | 8,792 | 8,063 | 6,797 | 90,517 | 90,517 |
| 2015 | 9,010 | 7,056 | 8,075 | 6,375 | 6,843 | 9,021 | 7,272 | 7,752 | 8,835 | 9,501 | 8,115 | 7,109 | 94,964 | 94,964 |
| 2016 | 9,028 | 7,421 | 8,709 | 7,341 | 7,790 | 9,266 | 7,989 | 8,200 | 8,964 | 9,381 | 8,368 | 7,417 | 99,874 | 99,874 |
| YTY (%) | 8.6 | 7.4 | 1.0 | 3.6 | 0.6 | 5.9 | 2.8 | 9.4 | 5.4 | 8.1 | 0.6 | 4.6 | 4.9 | 4.9 |



| | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | YTD | FY |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| 2014 | 2,235 | 2,567 | 3,244 | 2,578 | 3,262 | 3,947 | 3,242 | 3,106 | 3,458 | 3,113 | 3,113 | 2,797 | 36,662 | 36,662 |
| 2015 | 2,657 | 2,821 | 3,680 | 2,915 | 3,191 | 3,951 | 3,094 | 3,440 | 3,639 | 3,048 | 3,505 | 3,136 | 39,077 | 39,077 |
| 2016 | 2,821 | 3,168 | 4,147 | 3,102 | 3,740 | 4,406 | 3,715 | 3,632 | 3,731 | 3,436 | 3,522 | 2,990 | 42,409 | 42,409 |
| YTY (%) | 18.9 | 9.9 | 13.4 | 13.1 | -2.2 | 0.1 | -4.6 | 10.8 | 5.2 | -2.1 | 12.6 | 12.1 | 6.6 | 6.6 |

YTY variations



Data source: MIA