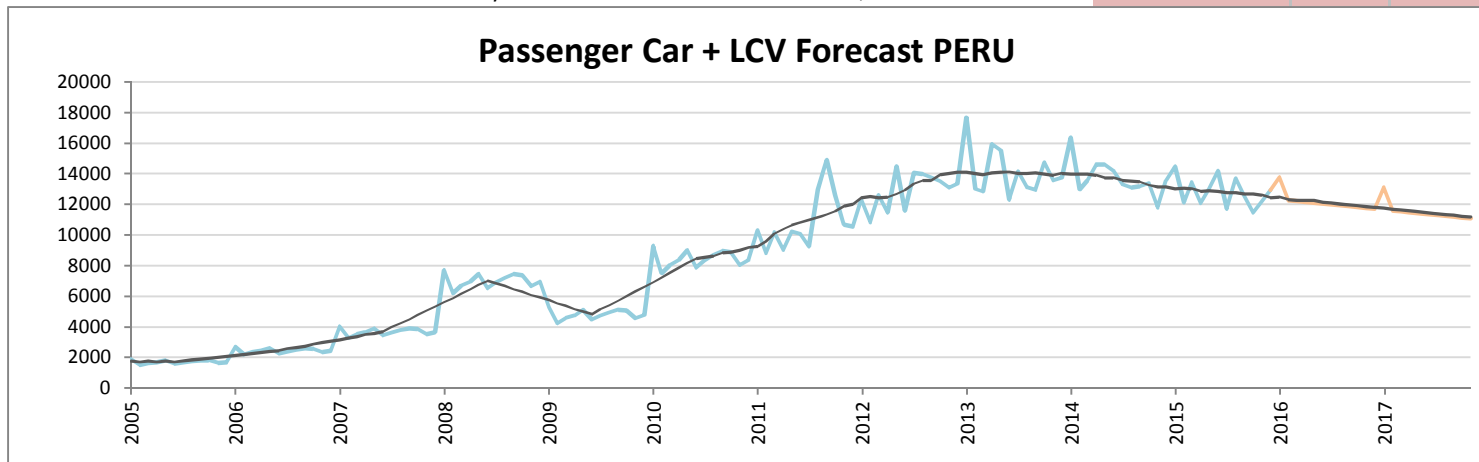


Car Sales Forecast : PERU December 2015

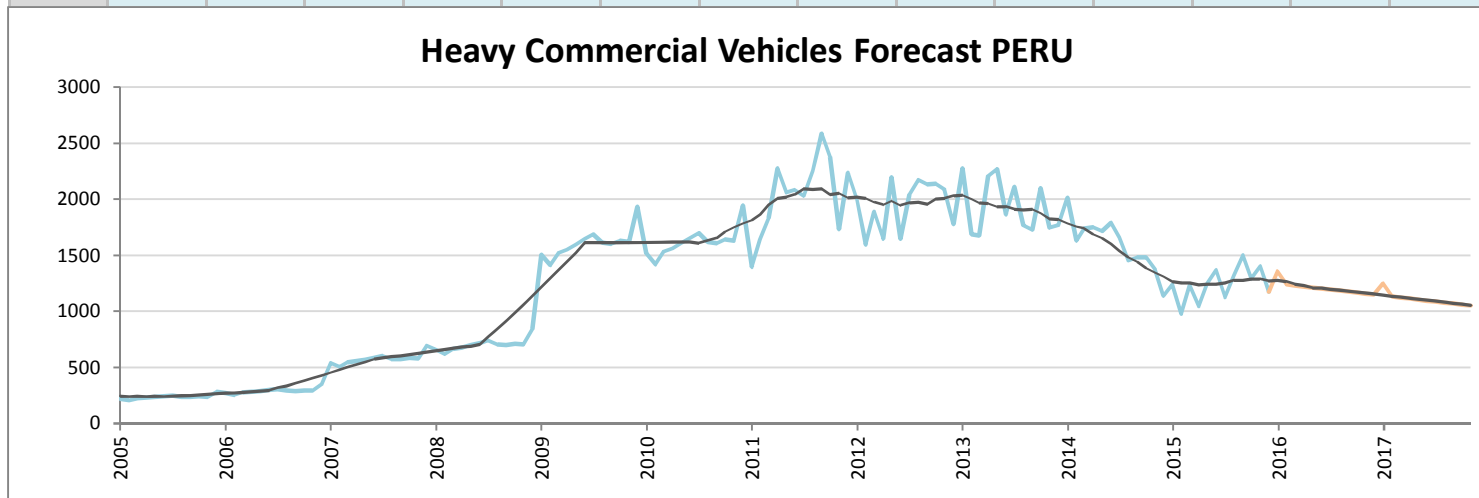
Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	18,357	14,626	15,309	16,364	16,323	15,961	14,964	14,554	14,681	14,896	13,192	14,685	183,912	183,912
2015	15,742	13,114	14,658	13,162	14,274	15,536	12,845	15,015	14,061	12,749	13,611	14,101	168,868	168,868
2016	15,122	13,524	13,458	13,392	13,326	13,260	13,194	13,127	13,061	12,995	12,929	12,863	160,251	160,251
YTY (%)	-14.2	-10.3	-4.3	-19.6	-12.6	-2.7	-14.2	3.2	-4.2	-14.4	3.2	-4.0	-8.2	-8.2

Comment: In December the car sales decrease by 4%. 2015 forecast is a decrease of 8,2%.

Forecast FY 2016 :	160,000	-5.1%
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	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	16,343	12,994	13,573	14,616	14,610	14,170	13,307	13,100	13,201	13,412	11,816	13,546	164,688	164,688
2015	14,499	12,133	13,430	12,115	13,027	14,170	11,719	13,695	12,561	11,454	12,212	12,927	153,942	153,942
2016	13,766	12,284	12,227	12,170	12,113	12,056	11,999	11,942	11,885	11,828	11,771	11,714	145,755	145,755
YTY (%)	-11.3	-6.6	-1.1	-17.1	-10.8		-11.9	4.5	-4.8	-14.6	3.4	-4.6	-6.5	-6.5



	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	2,014	1,632	1,736	1,748	1,713	1,791	1,657	1,454	1,480	1,484	1,376	1,139	19,224	19,224
2015	1,243	981	1,228	1,047	1,247	1,366	1,126	1,320	1,500	1,295	1,399	1,174	14,926	14,926
2016	1,356	1,239	1,230	1,221	1,212	1,203	1,194	1,185	1,177	1,168	1,159	1,150	14,495	14,495
YTY (%)	-38.3	-39.9	-29.3	-40.1	-27.2	-23.7	-32.0	-9.2	1.4	-12.7	1.7	3.1	-22.4	-22.4

YTY variations

