

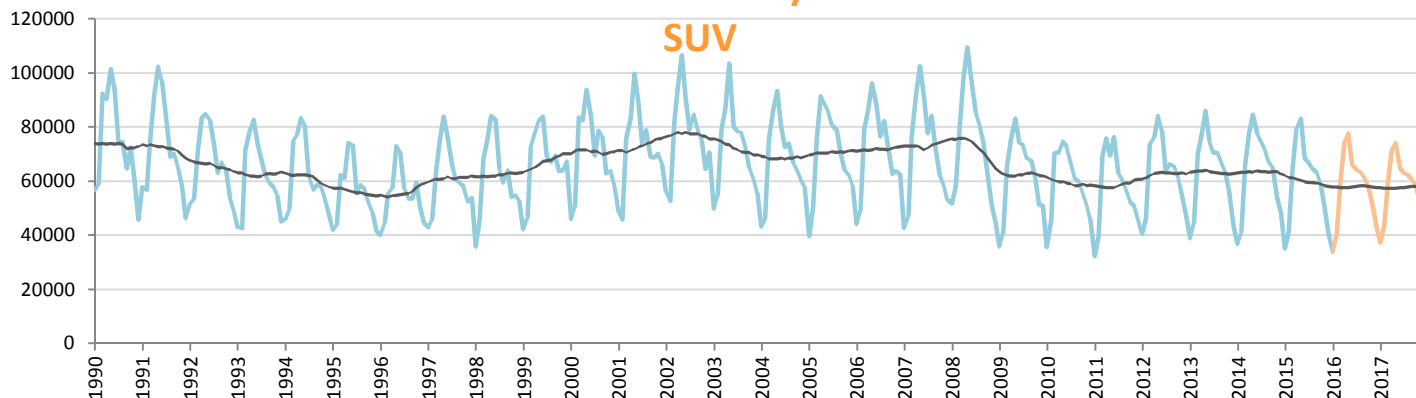
# Car Sales Forecast : CANADA January 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	99,051	109,248	160,274	189,072	197,937	177,857	177,844	175,512	174,337	163,053	145,426	128,874	99,051	1,898,485
2016	108,553	118,021	162,142	187,174	193,765	177,748	177,199	175,959	174,453	165,337	149,982	136,370	108,553	1,926,703
YTY (%)	9.6	8.0	1.2	-1.0	-2.1	-0.1	-0.4	0.3	0.1	1.4	3.1	5.8	9.6	1.5

Comment: In January the car sales increase by 9,6%. 2016 forecast is an increase of 1,5%.

Trend FY 2017 :	1,950,000	1.2
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## Car Sales Forecast : CANADA January 2016 - Car excl. MPV and SUV

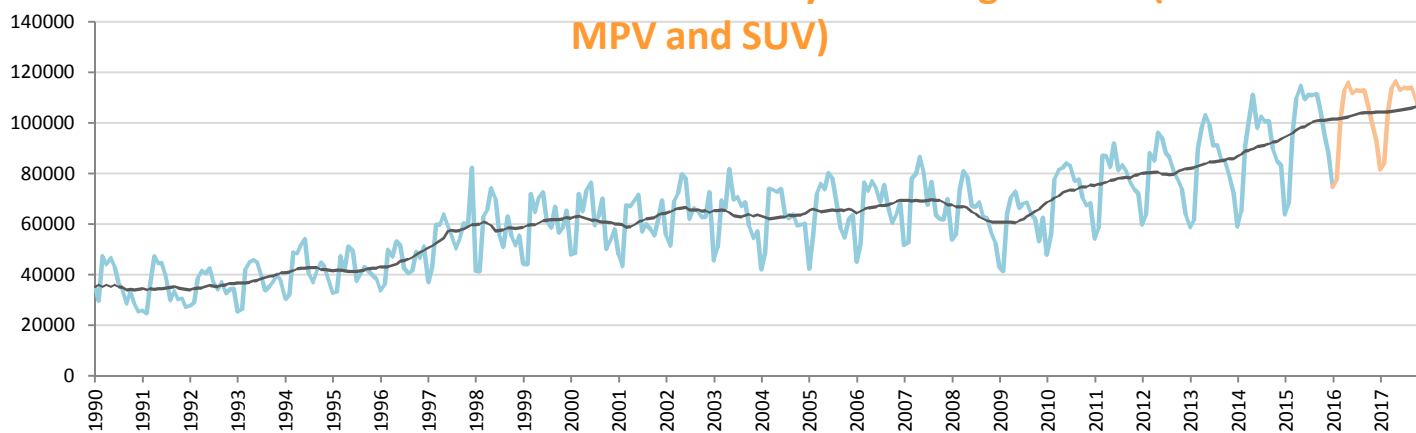


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	35,170	41,199	64,322	79,258	83,102	68,457	66,773	64,622	62,980	58,711	50,306	40,819	35,170	715,719
2016	33,826	40,498	60,252	74,254	77,691	65,997	64,229	63,162	61,401	58,375	50,952	43,422	33,826	694,060
YTY (%)	-3.8	-1.7	-6.3	-6.3	-6.5	-3.6	-3.8	-2.3	-2.5	-0.6	1.3	6.4	-3.8	-3.0

## Car Sales Forecast : CANADA January 2016 - Light Truck (incl. MPV and SUV)

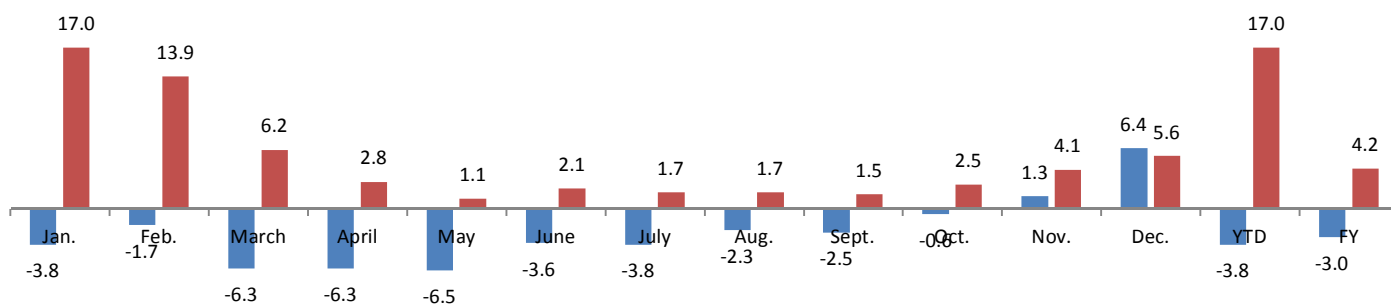


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	63,881	68,049	95,952	109,814	114,835	109,400	111,071	110,890	111,357	104,342	95,120	88,055	63,881	1,182,766
2016	74,727	77,523	101,890	112,920	116,075	111,751	112,971	112,796	113,052	106,962	99,029	92,948	74,727	1,232,643
YTY (%)	17.0	13.9	6.2	2.8	1.1	2.1	1.7	1.7	1.5	2.5	4.1	5.6	17.0	4.2

### YTY variations



Data source: DESROSIERS. Data processing and forecast by CORAM.