

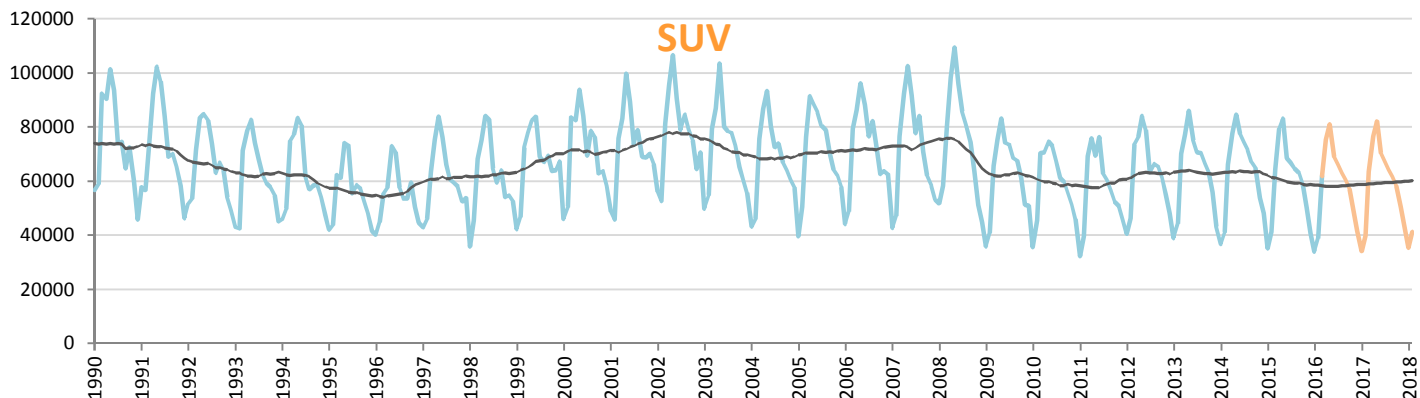
# Car Sales Forecast : CANADA March 2016

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	368,573	1,898,485
2016	108,553	119,201	175,142	193,290	202,563	181,694	178,526	174,061	171,828	162,771	149,152	137,255	402,896	1,954,038
YTY (%)	9.6	9.1	9.3	2.2	2.3	2.2	0.4	-0.8	-1.4	-0.2	2.6	6.5	9.3	2.9

Comment: In March the car sales increase by 9,3%. 2016 forecast is an increase of 2,9%.

Trend FY 2017 : 2,020,000 3.4

## Car Sales Forecast : CANADA March 2016 - Car excl. MPV and SUV

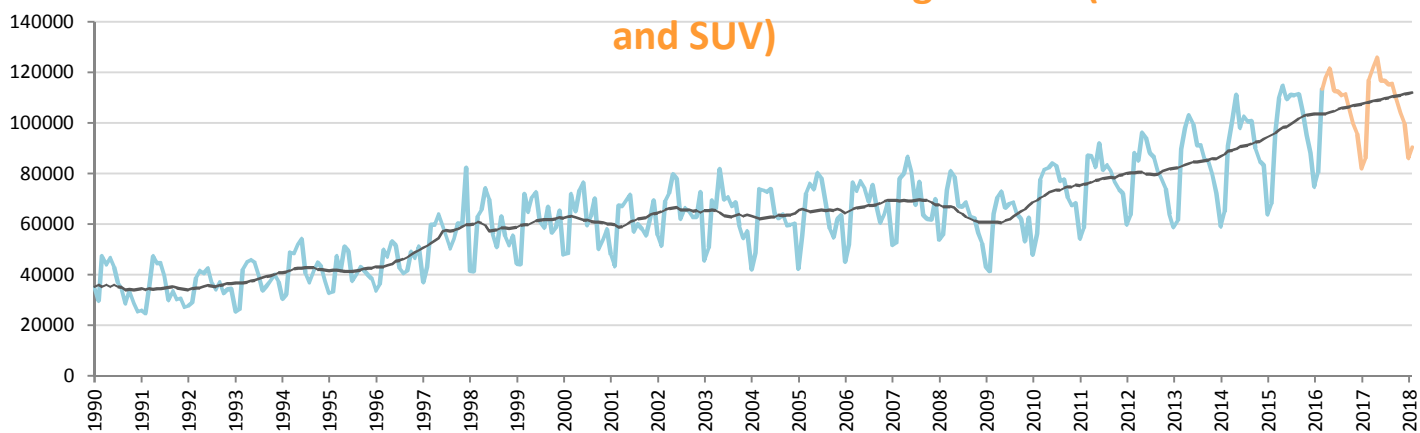


Data processing and forecast by CORAM

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	140,691	715,719
2016	33,826	38,950	61,729	75,334	80,889	69,033	66,085	63,051	60,417	57,101	49,341	41,582	134,505	697,337
YTY (%)	-3.8	-5.5	-4.0	-5.0	-2.7	0.8	-1.0	-2.4	-4.1	-2.7	-1.9	1.9	-4.4	-2.6

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

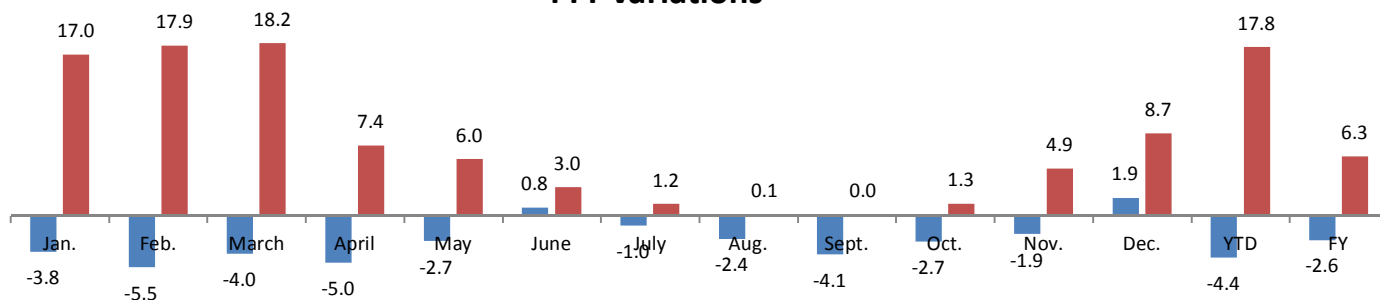


Data processing and forecast by CORAM

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	227,882	1,182,766
2016	74,727	80,251	113,413	117,956	121,674	112,661	112,442	111,010	111,411	105,670	99,812	95,673	268,391	1,256,701
YTY (%)	17.0	17.9	18.2	7.4	6.0	3.0	1.2	0.1	0.0	1.3	4.9	8.7	17.8	6.3

### YTY variations



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