

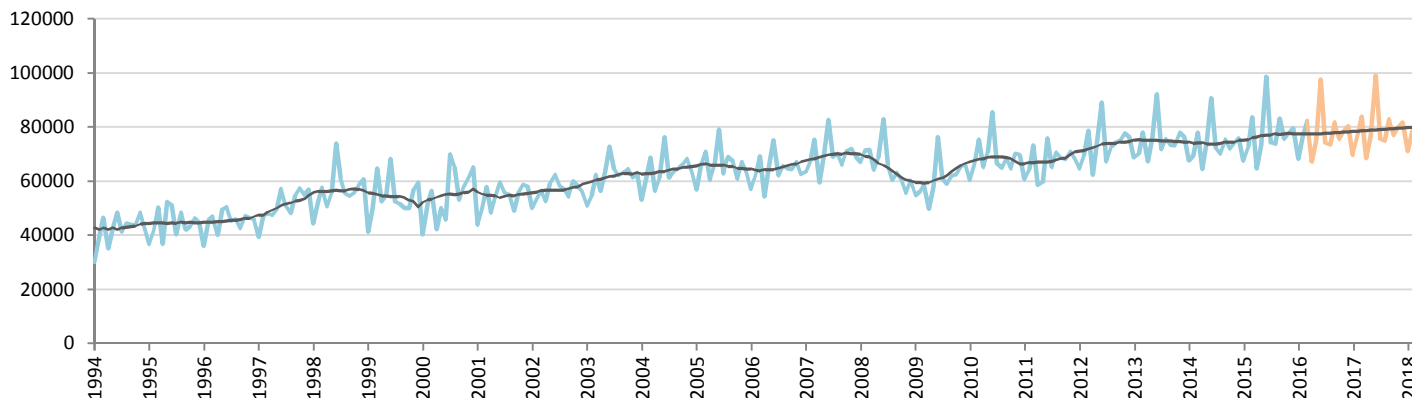
Car Sales Forecast : AUSTRALIA March 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	82,116	90,424	105,054	81,656	93,327	125,850	92,308	90,708	101,392	94,321	98,639	99,616	277,594	1,155,411
2016	84,373	96,443	104,512	85,403	96,769	126,384	94,011	93,013	102,515	96,407	100,407	101,976	285,328	1,182,212
YTY (%)	2.7	6.7	-0.5	4.6	3.7	0.4	1.8	2.5	1.1	2.2	1.8	2.4	2.8	2.3

Comment: In March the car sales decrease by 0,5%. 2016 forecast is an increase of 2,3%.

Trend FY 2017 : 1,210,000 2.4

Car Sales Forecast : AUSTRALIA March 2016 - Car

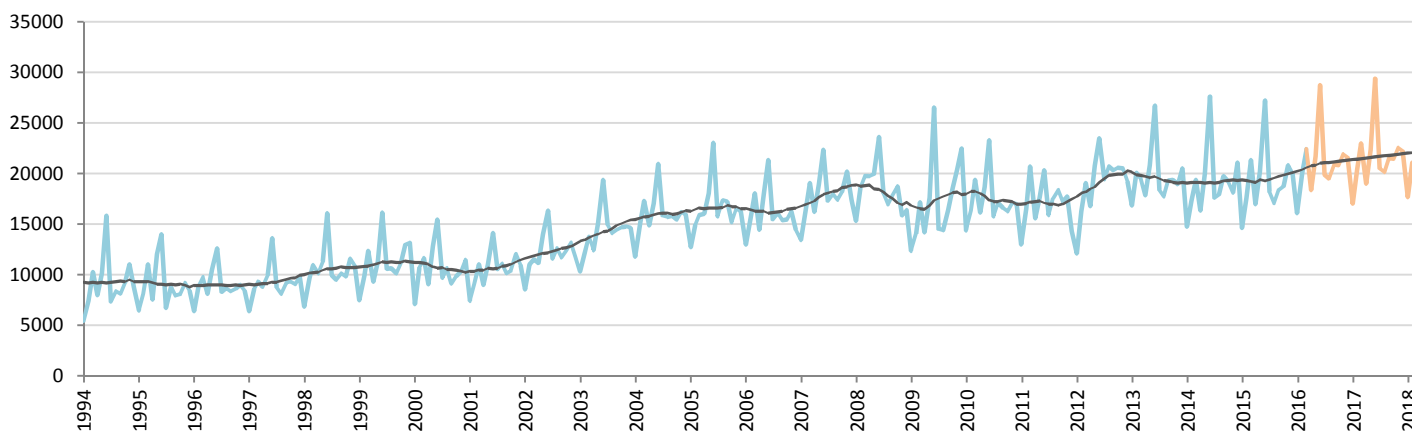


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	67,478	72,814	83,688	64,679	73,122	98,642	74,099	73,576	83,052	75,600	77,796	79,611	223,980	924,157
2016	68,287	76,423	82,089	67,062	75,034	97,618	74,109	73,535	81,599	75,592	78,485	80,369	226,799	930,202
YTY (%)	1.2	5.0	-1.9	3.7	2.6	-1.0	0.0	-0.1	-1.7	0.0	0.9	1.0	1.3	0.7

Car Sales Forecast : AUSTRALIA March 2016 - Commercial Veh.

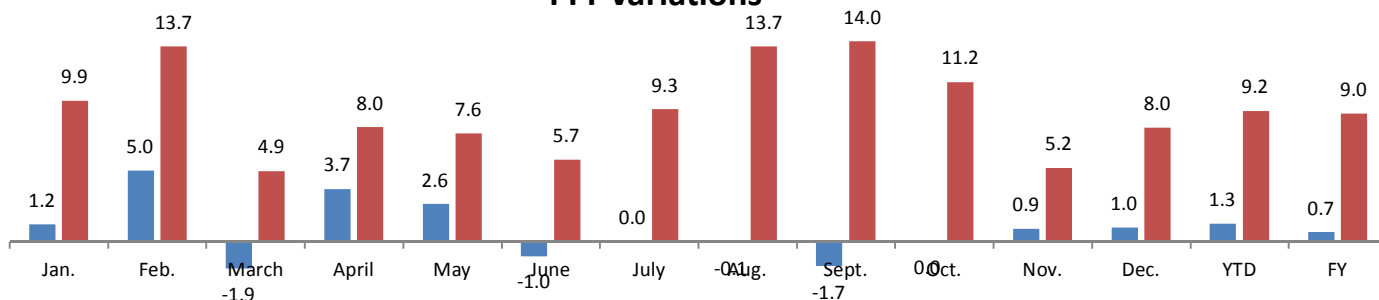


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	14,638	17,610	21,366	16,977	20,205	27,208	18,209	17,132	18,340	18,721	20,843	20,005	53,614	231,254
2016	16,086	20,020	22,423	18,341	21,735	28,767	19,902	19,477	20,916	20,816	21,921	21,607	58,529	252,010
YTY (%)	9.9	13.7	4.9	8.0	7.6	5.7	9.3	13.7	14.0	11.2	5.2	8.0	9.2	9.0

YTY variations



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