

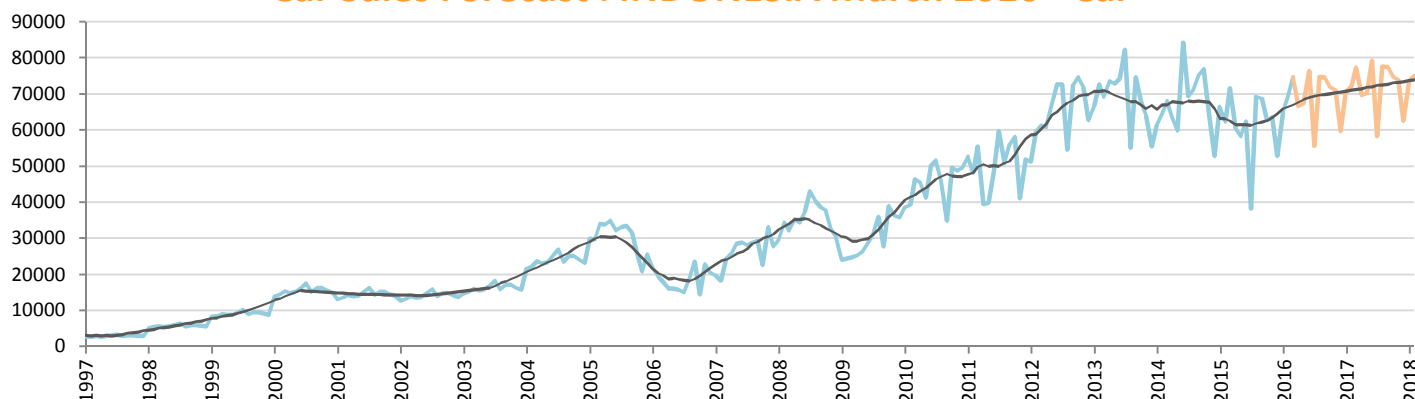
# Car Sales Forecast : INDONESIA March 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	86,241	80,397	91,052	75,155	73,784	76,694	51,150	84,480	85,887	82,078	80,144	67,717	257,690	934,779
2016	79,218	82,479	88,304	79,278	80,091	90,949	68,197	86,604	88,460	87,164	84,934	72,233	250,001	987,911
YTY (%)	-8.1	2.6	-3.0	5.5	8.5	18.6	33.3	2.5	3.0	6.2	6.0	6.7	-3.0	5.7

Comment: In March the car sales decrease by 3%. 2016 forecast is an increase of 5,7%.

Trend FY 2017 : 1,030,000 4.3

## Car Sales Forecast : INDONESIA March 2016 - Car

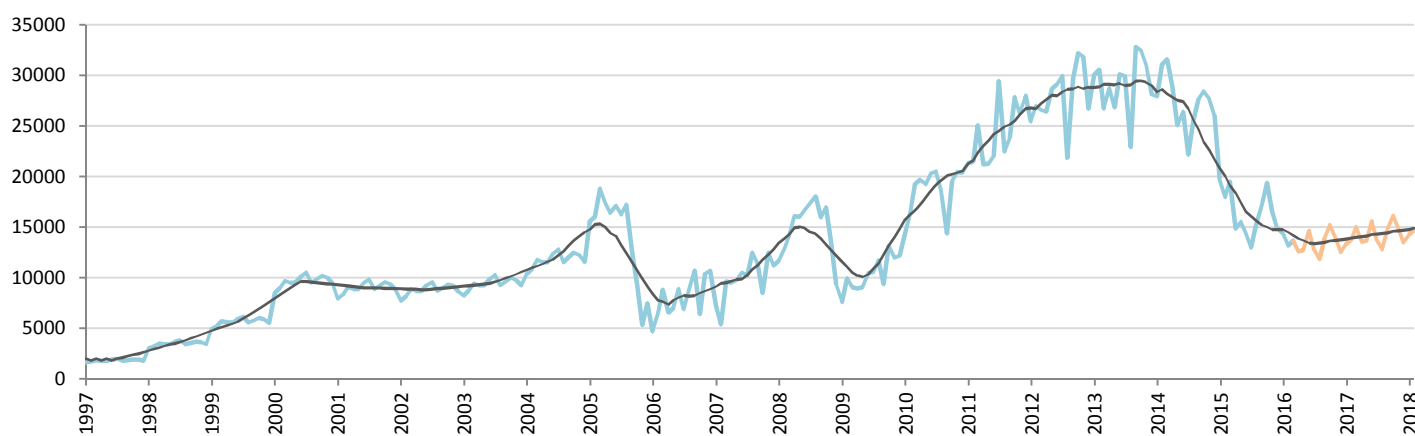


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	66,507	62,412	71,549	60,349	58,276	62,324	38,143	69,223	68,777	62,715	63,619	52,770	200,468	736,664
2016	64,853	69,270	74,592	66,653	67,338	76,330	55,469	74,756	74,497	71,968	71,016	59,685	208,715	826,427
YTY (%)	-2.5	11.0	4.3	10.4	15.5	22.5	45.4	8.0	8.3	14.8	11.6	13.1	4.1	12.2

## Car Sales Forecast : INDONESIA March 2016 - Commercial Veh.

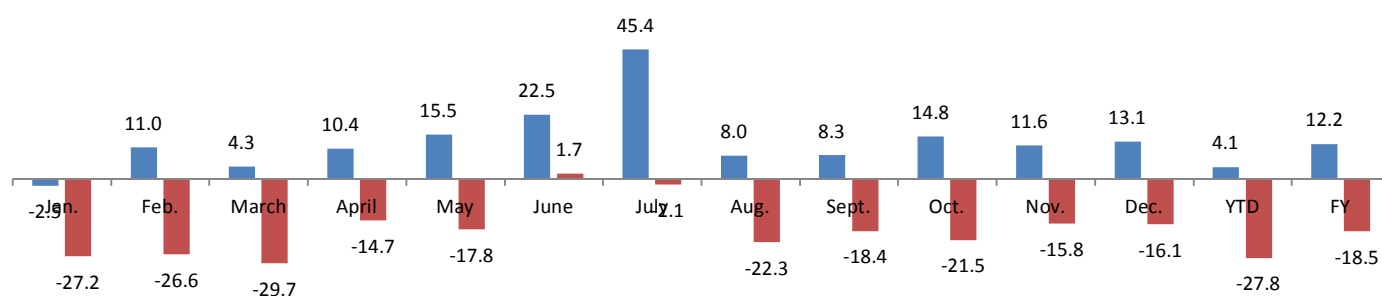


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	19,734	17,985	19,503	14,806	15,508	14,370	13,007	15,257	17,110	19,363	16,525	14,947	57,222	198,115
2016	14,365	13,209	13,712	12,625	12,753	14,619	12,729	11,848	13,963	15,196	13,918	12,547	41,286	161,484
YTY (%)	-27.2	-26.6	-29.7	-14.7	-17.8	1.7	-2.1	-22.3	-18.4	-21.5	-15.8	-16.1	-27.8	-18.5

## YTY variations



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