

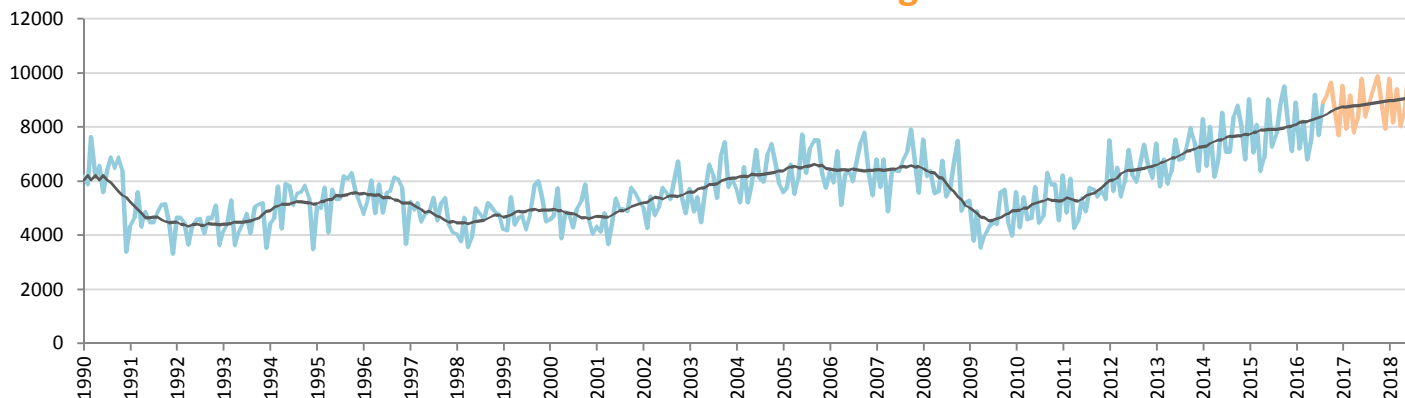
# Car Sales Forecast : NEW ZEALAND August 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	11,667	9,877	11,755	9,290	10,034	12,972	10,366	11,192	12,474	12,549	11,620	10,245	87,153	134,041
2016	11,893	10,313	12,110	9,939	11,180	13,699	11,570	12,677	13,050	13,197	12,260	10,761	93,381	142,649
YTY (%)	1.9	4.4	3.0	7.0	11.4	5.6	11.6	13.3	4.6	5.2	5.5	5.0	7.1	6.4

Comment: In August the car sales increase by 13,3%. 2016 forecast is an increase of 6,4%.

Trend FY 2017 : 150,000 5.2

## Car Sales Forecast : NEW ZEALAND August 2016 - Car

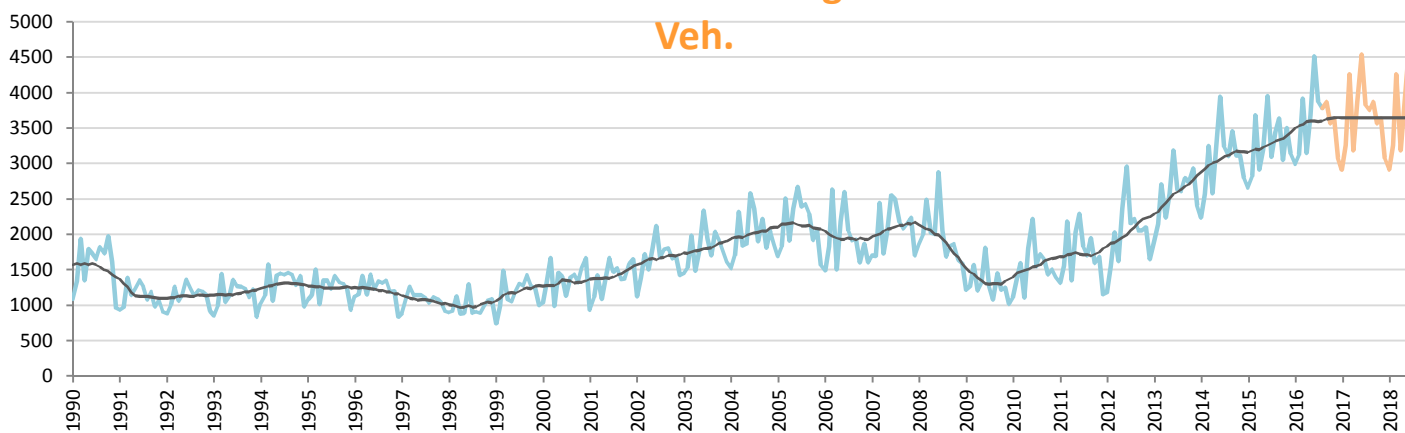


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	9,010	7,056	8,075	6,375	6,843	9,021	7,272	7,752	8,835	9,501	8,115	7,109	61,404	94,964
2016	8,899	7,192	8,191	6,789	7,502	9,186	7,702	8,896	9,179	9,629	8,622	7,686	64,357	99,473
YTY (%)	-1.2	1.9	1.4	6.5	9.6	1.8	5.9	14.8	3.9	1.3	6.2	8.1	4.8	4.7

## Car Sales Forecast : NEW ZEALAND August 2016 - Commercial Veh.

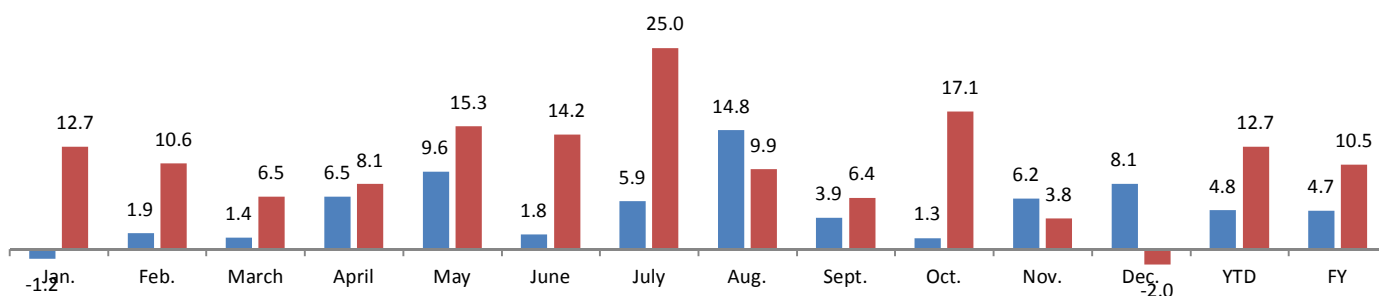


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	2,657	2,821	3,680	2,915	3,191	3,951	3,094	3,440	3,639	3,048	3,505	3,136	25,749	39,077
2016	2,994	3,121	3,919	3,150	3,678	4,513	3,868	3,781	3,871	3,568	3,638	3,074	29,024	43,176
YTY (%)	12.7	10.6	6.5	8.1	15.3	14.2	25.0	9.9	6.4	17.1	3.8	-2.0	12.7	10.5

### YTY variations



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