

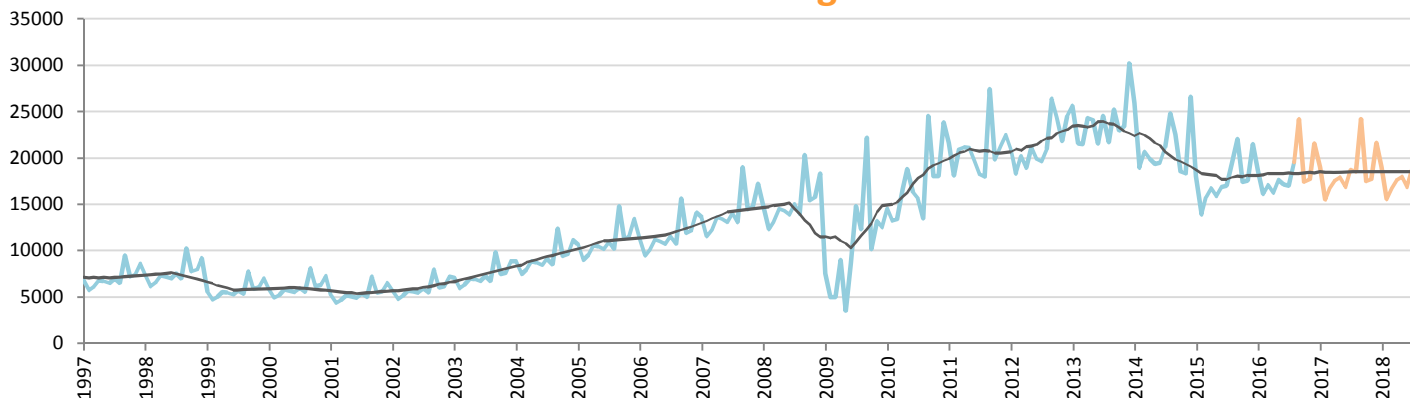
# Car Sales Forecast : CHILE August 2016

| Total   | Jan.   | Feb.   | March  | April  | May    | June   | July   | Aug.   | Sept.  | Oct.   | Nov.   | Dec.   | YTD     | FY      |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| 2015    | 23,891 | 18,233 | 21,469 | 23,084 | 21,184 | 22,632 | 22,247 | 24,373 | 28,668 | 22,887 | 23,727 | 29,837 | 177,113 | 282,232 |
| 2016    | 25,484 | 21,571 | 23,053 | 22,401 | 24,002 | 23,636 | 22,528 | 24,544 | 30,507 | 23,384 | 23,583 | 28,264 | 187,219 | 292,957 |
| YTY (%) | 6.7    | 18.3   | 7.4    | -3.0   | 13.3   | 4.4    | 1.3    | 0.7    | 6.4    | 2.2    | -0.6   | -5.3   | 5.7     | 3.8     |

Comment: In August the car sales increase by 0,7%. 2016 forecast is an increase of 3,8%.

Trend FY 2017 : 294,000 0.4

## Car Sales Forecast : CHILE August 2016 - Car

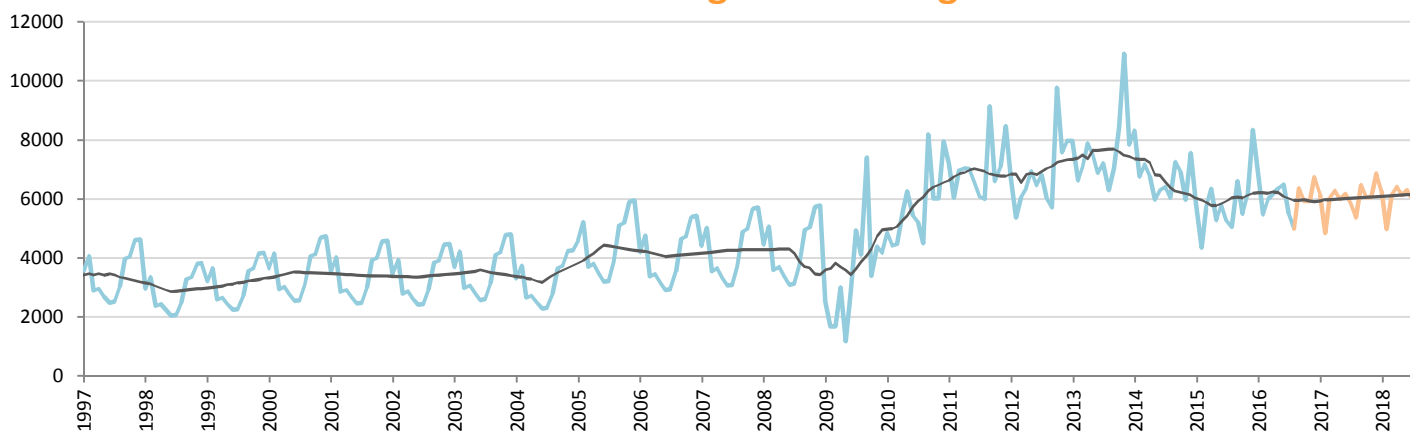


Data processing and forecast by CORAM

CORAM

|         | Jan.   | Feb.   | March  | April  | May    | June   | July   | Aug.   | Sept.  | Oct.   | Nov.   | Dec.   | YTD     | FY      |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| 2015    | 18,024 | 13,897 | 15,777 | 16,739 | 15,898 | 16,831 | 16,995 | 19,331 | 22,070 | 17,386 | 17,577 | 21,498 | 133,492 | 212,023 |
| 2016    | 18,595 | 16,099 | 17,056 | 16,222 | 17,633 | 17,140 | 17,033 | 19,544 | 24,154 | 17,448 | 17,659 | 21,530 | 139,322 | 220,113 |
| YTY (%) | 3.2    | 15.8   | 8.1    | -3.1   | 10.9   | 1.8    | 0.2    | 1.1    | 9.4    | 0.4    | 0.5    | 0.1    | 4.4     | 3.8     |

## Car Sales Forecast : CHILE August 2016 - Light Com. Veh.

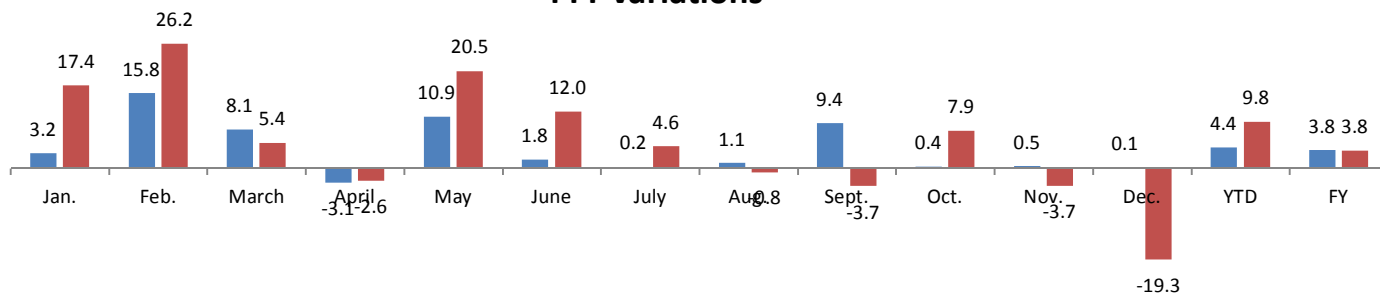


Data processing and forecast by CORAM

CORAM

|         | Jan.  | Feb.  | March | April | May   | June  | July  | Aug.  | Sept. | Oct.  | Nov.  | Dec.  | YTD    | FY     |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|
| 2015    | 5,867 | 4,336 | 5,692 | 6,345 | 5,286 | 5,801 | 5,252 | 5,042 | 6,598 | 5,501 | 6,150 | 8,339 | 43,621 | 70,209 |
| 2016    | 6,889 | 5,472 | 5,997 | 6,179 | 6,369 | 6,496 | 5,495 | 5,000 | 6,353 | 5,937 | 5,924 | 6,734 | 47,897 | 72,844 |
| YTY (%) | 17.4  | 26.2  | 5.4   | -2.6  | 20.5  | 12.0  | 4.6   | -0.8  | -3.7  | 7.9   | -3.7  | -19.3 | 9.8    | 3.8    |

## YTY variations



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