

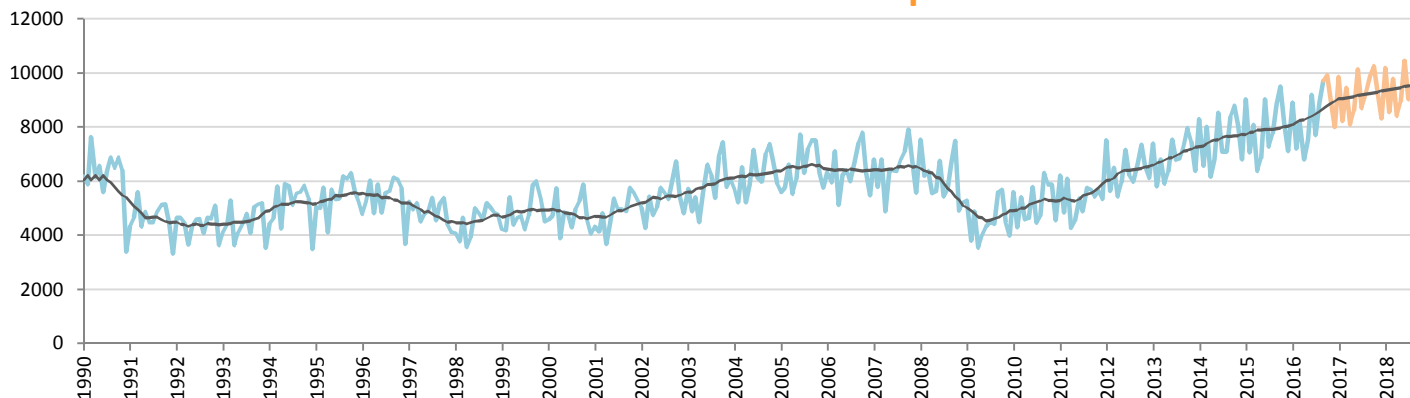
# Car Sales Forecast : NEW ZEALAND Sept. 2016

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	99,627	134,041
2016	11,893	10,313	12,110	9,939	11,180	13,699	11,570	12,677	13,884	13,630	12,959	11,657	107,265	145,511
YTY (%)	1.9	4.4	3.0	7.0	11.4	5.6	11.6	13.3	11.3	8.6	11.5	13.8	7.7	8.6

Comment: In Sept. the car sales increase by 11,3%. 2016 forecast is an increase of 8,6%.

Trend FY 2017 : 160,000 10.0

## Car Sales Forecast : NEW ZEALAND Sept. 2016 - Car

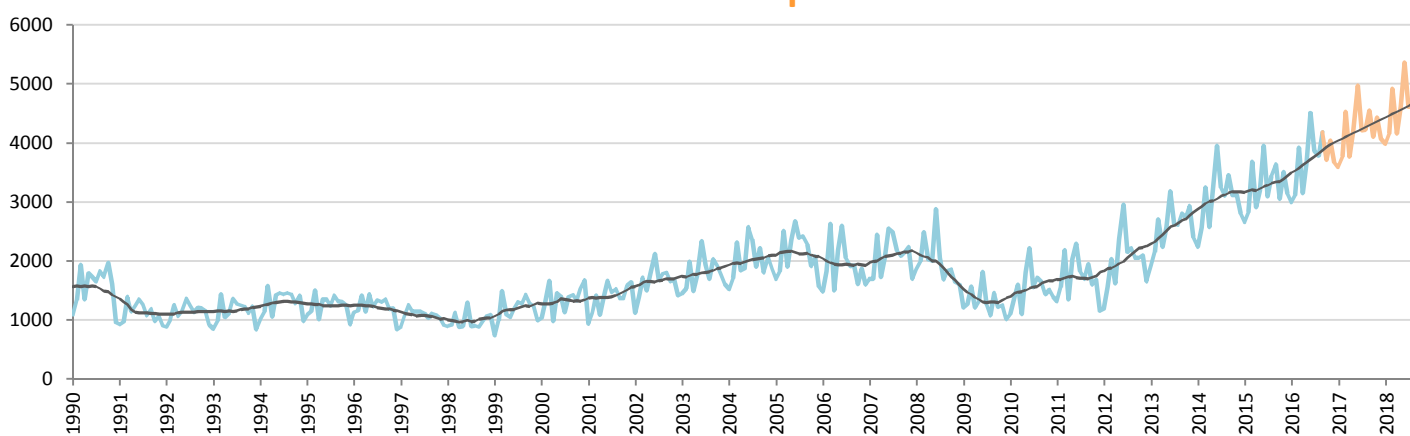


Data processing and forecast by CORAM

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	70,239	94,964
2016	8,899	7,192	8,191	6,789	7,502	9,186	7,702	8,896	9,704	9,914	8,920	7,983	74,061	100,878
YTY (%)	-1.2	1.9	1.4	6.5	9.6	1.8	5.9	14.8	9.8	4.3	9.9	12.3	5.4	6.2

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

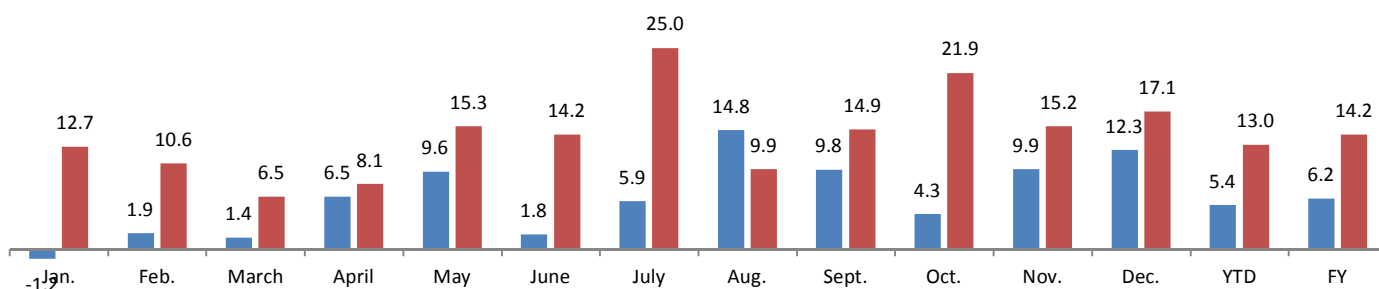


Data processing and forecast by CORAM

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	29,388	39,077
2016	2,994	3,121	3,919	3,150	3,678	4,513	3,868	3,781	4,180	3,716	4,039	3,673	33,204	44,632
YTY (%)	12.7	10.6	6.5	8.1	15.3	14.2	25.0	9.9	14.9	21.9	15.2	17.1	13.0	14.2

### YTY variations



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