

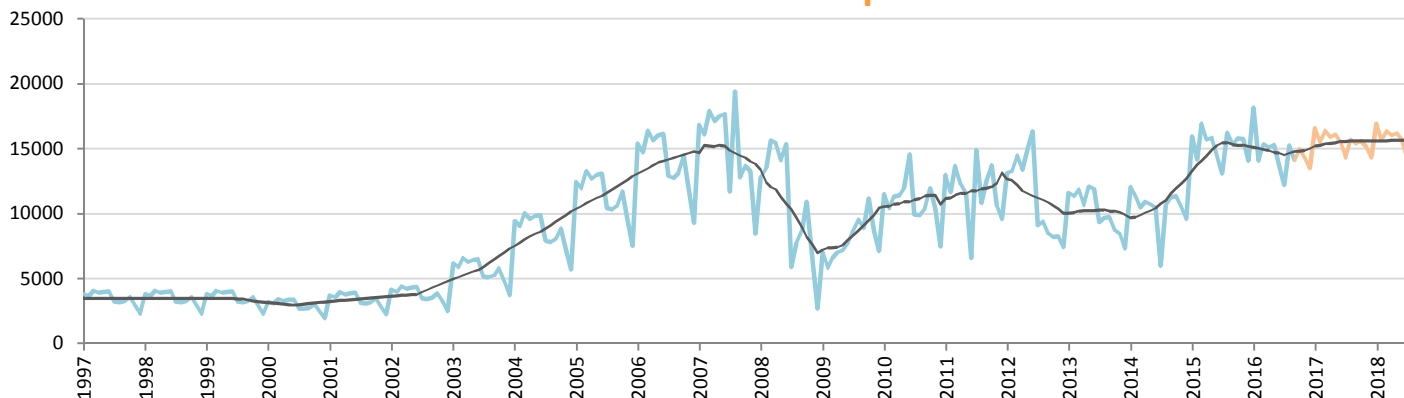
# Car Sales Forecast : PAKISTAN Sept. 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	17,709	17,356	21,147	19,176	19,337	17,802	15,909	20,479	18,424	19,729	19,029	18,150	167,339	224,247
2016	21,717	15,874	17,587	17,201	17,052	16,530	13,932	17,653	16,060	17,211	16,539	15,716	153,606	203,072
YTY (%)	22.6	-8.5	-16.8	-10.3	-11.8	-7.1	-12.4	-13.8	-12.8	-12.8	-13.1	-13.4	-8.2	-9.4

Comment: In Sept. the car sales decrease by 12,8%. 2016 forecast is a decrease of 9,4%.

Trend FY 2017 : 212,000 4.4

## Car Sales Forecast : PAKISTAN Sept. 2016 - Car

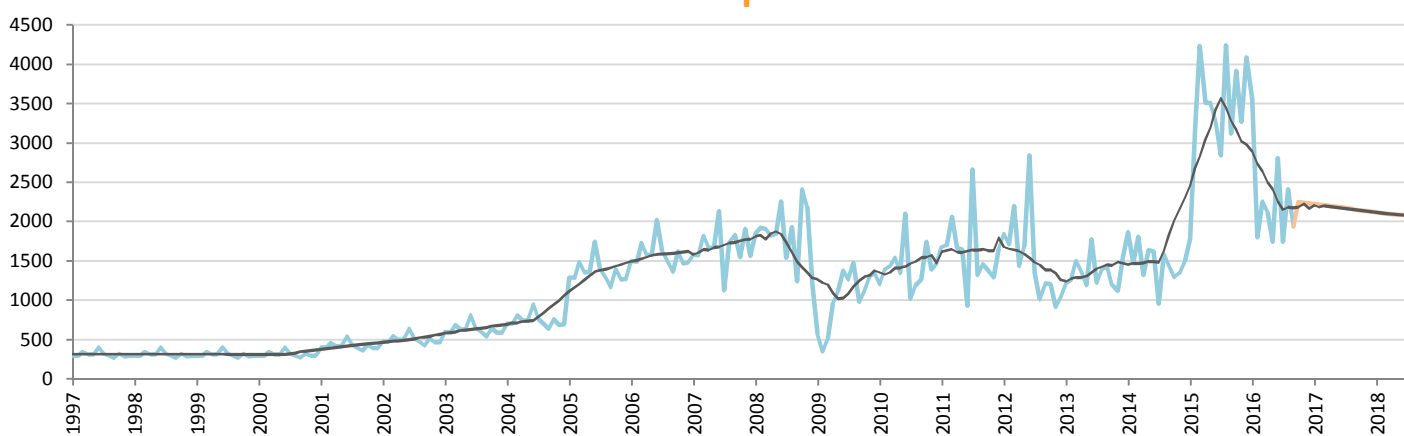


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	15,924	14,144	16,911	15,670	15,825	14,525	13,069	16,239	15,306	15,811	15,761	14,060	137,613	183,245
2016	18,157	14,072	15,332	15,083	15,308	13,722	12,189	15,239	14,122	14,960	14,298	13,483	133,224	175,964
YTY (%)	14.0	-0.5	-9.3	-3.7	-3.3	-5.5	-6.7	-6.2	-7.7	-5.4	-9.3	-4.1	-3.2	-4.0

## Car Sales Forecast : PAKISTAN Sept. 2016 - Commercial Veh.

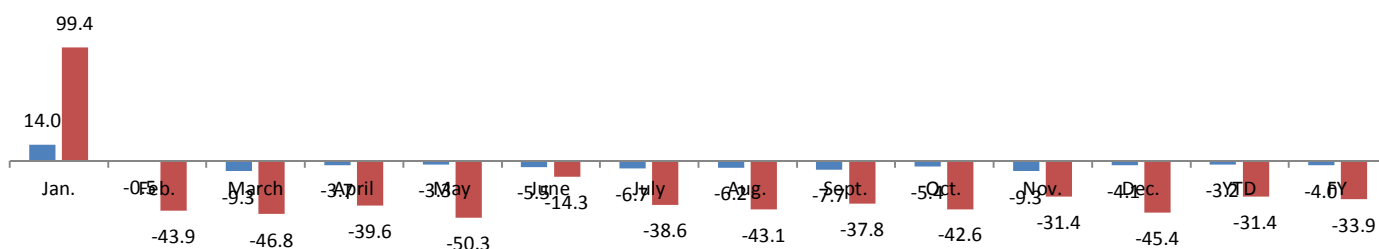


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	1,785	3,212	4,236	3,506	3,512	3,277	2,840	4,240	3,118	3,918	3,268	4,090	29,726	41,002
2016	3,560	1,802	2,255	2,118	1,744	2,808	1,743	2,414	1,938	2,251	2,242	2,233	20,382	27,108
YTY (%)	99.4	-43.9	-46.8	-39.6	-50.3	-14.3	-38.6	-43.1	-37.8	-42.6	-31.4	-45.4	-31.4	-33.9

### YTY variations



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