

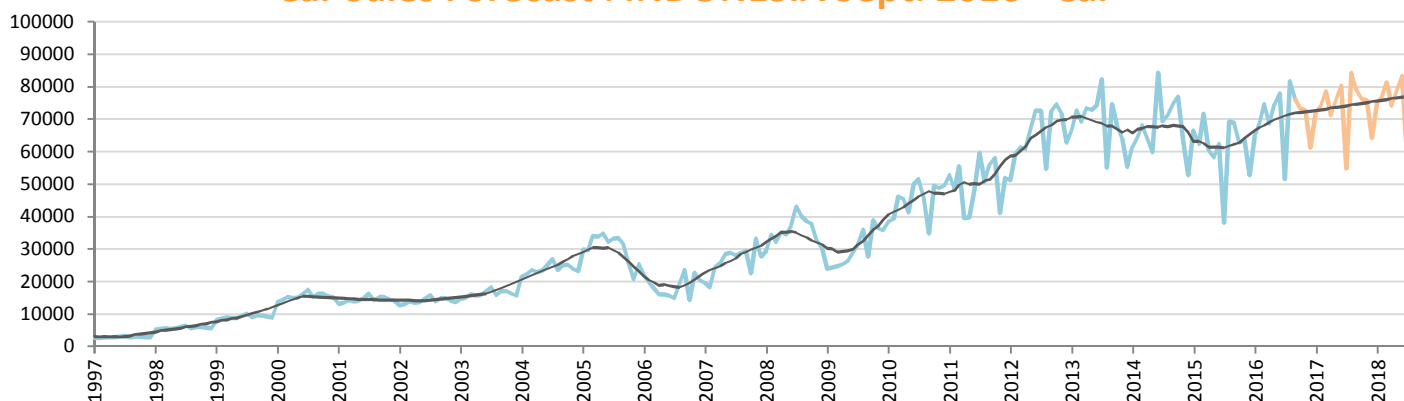
## Car Sales Forecast : INDONESIA Sept. 2016

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	704,840	934,779
2016	79,218	82,479	88,304	79,169	82,902	85,800	58,362	90,889	85,917	84,100	82,576	70,195	733,040	969,911
YTY (%)	-8.1	2.6	-3.0	5.3	12.4	11.9	14.1	7.6	0.0	2.5	3.0	3.7	4.0	3.8

Comment: In Sept. the car sales are stable. 2016 forecast is an increase of 3,8%.

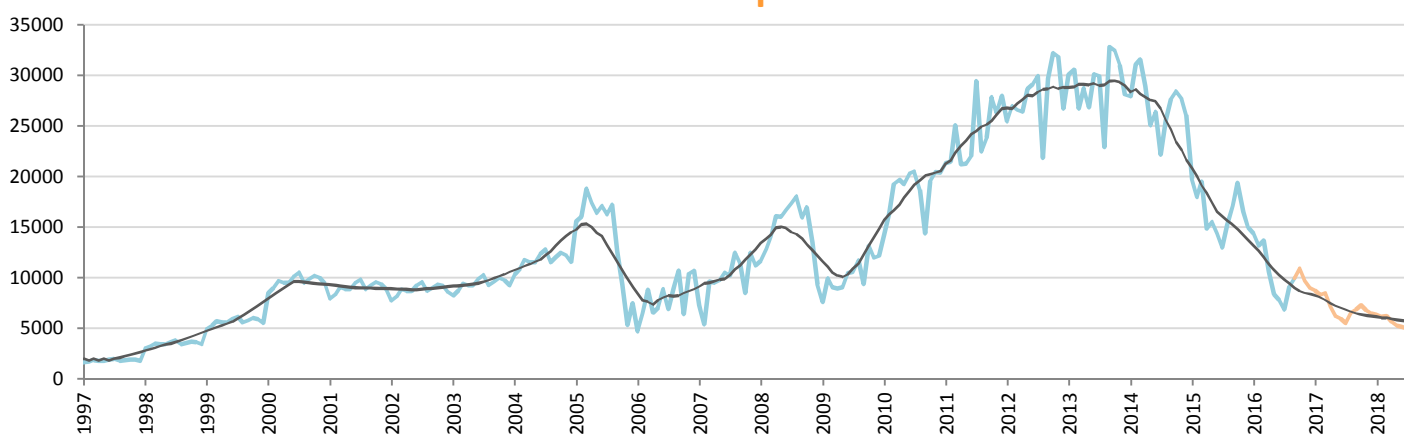
Trend FY 2017 : 970,000

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



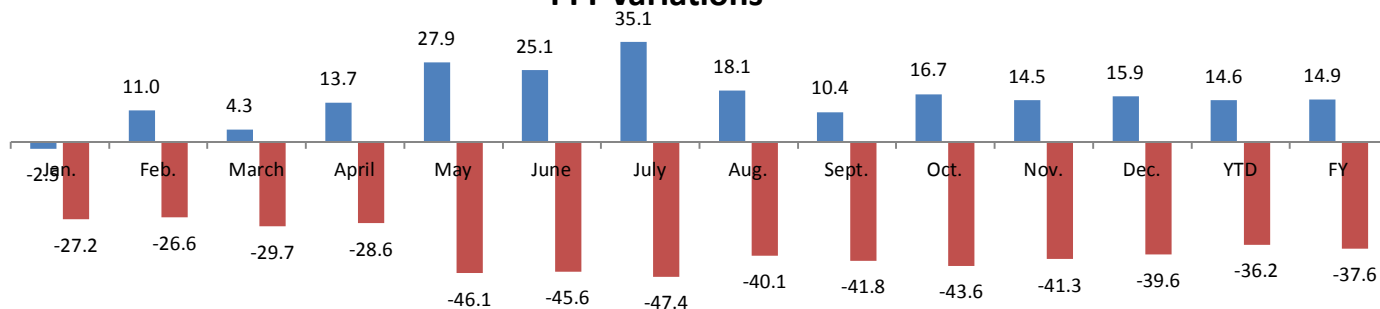
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	66,507	62,412	71,549	60,349	58,276	62,324	38,143	69,223	68,777	62,715	63,619	52,770	557,560	736,664
2016	64,853	69,270	74,592	68,602	74,540	77,987	51,517	81,756	75,953	73,177	72,870	61,169	639,070	846,286
YTY (%)	-2.5	11.0	4.3	13.7	27.9	25.1	35.1	18.1	10.4	16.7	14.5	15.9	14.6	14.9

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



	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	147,280	198,115
2016	14,365	13,209	13,712	10,567	8,362	7,813	6,845	9,133	9,964	10,923	9,705	9,026	93,970	123,625
YTY (%)	-27.2	-26.6	-29.7	-28.6	-46.1	-45.6	-47.4	-40.1	-41.8	-43.6	-41.3	-39.6	-36.2	-37.6

### YTY variations



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