

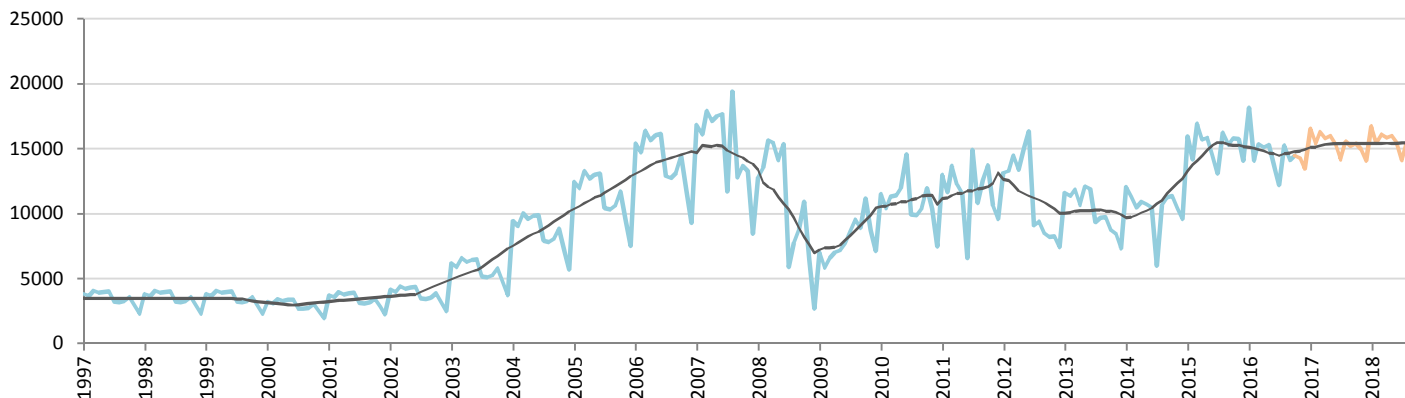
# Car Sales Forecast : PAKISTAN October 2016

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	187,068	224,247
2016	21,717	15,874	17,587	17,201	17,052	16,530	13,932	17,653	16,060	15,988	16,495	15,627	169,594	201,717
YTY (%)	22.6	-8.5	-16.8	-10.3	-11.8	-7.1	-12.4	-13.8	-12.8	-19.0	-13.3	-13.9	-9.3	-10.0

Comment: In October the car sales decrease by 19%. 2016 forecast is a decrease of 10%.

Trend FY 2017 : 209,000 3.6

## Car Sales Forecast : PAKISTAN October 2016 - Car

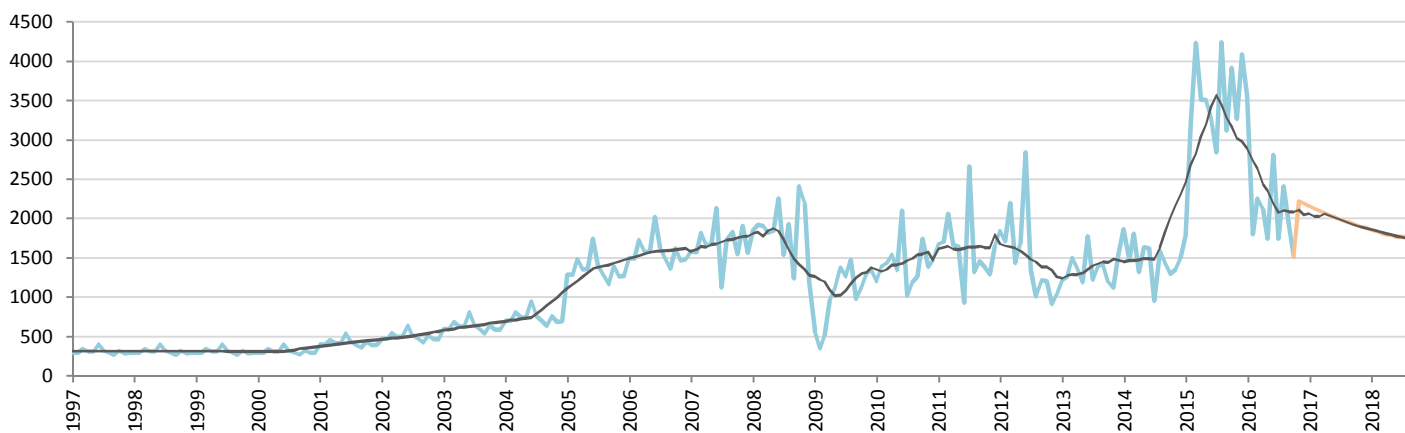


Data processing and forecast by CORAM

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	153,424	183,245
2016	18,157	14,072	15,332	15,083	15,308	13,722	12,189	15,239	14,122	14,472	14,277	13,440	147,696	175,413
YTY (%)	14.0	-0.5	-9.3	-3.7	-3.3	-5.5	-6.7	-6.2	-7.7	-8.5	-9.4	-4.4	-3.7	-4.3

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

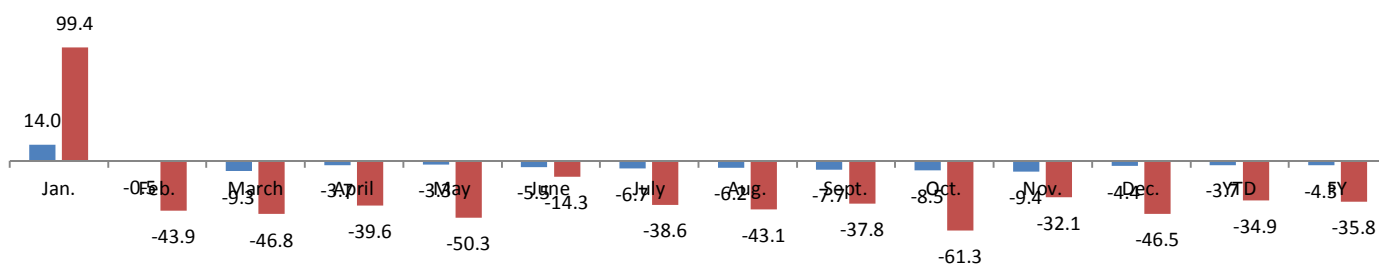


Data processing and forecast by CORAM

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	33,644	41,002
2016	3,560	1,802	2,255	2,118	1,744	2,808	1,743	2,414	1,938	1,516	2,218	2,187	21,898	26,303
YTY (%)	99.4	-43.9	-46.8	-39.6	-50.3	-14.3	-38.6	-43.1	-37.8	-61.3	-32.1	-46.5	-34.9	-35.8

### YTY variations



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