

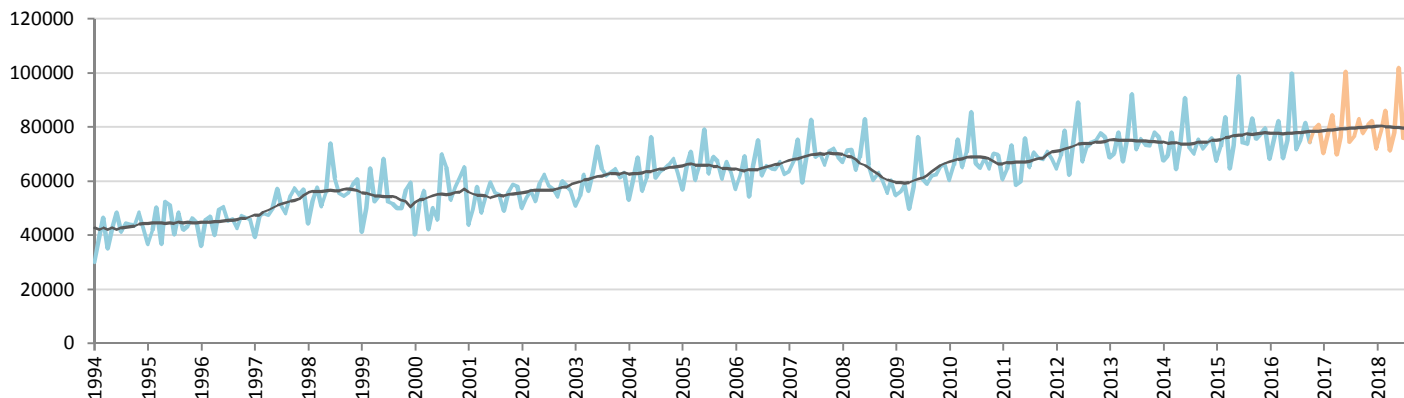
Car Sales Forecast : AUSTRALIA October 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	82,116	90,424	105,054	81,656	93,327	125,850	92,308	90,708	101,392	94,321	98,639	99,616	957,156	1,155,411
2016	84,373	96,443	104,512	87,571	96,769	128,569	91,331	94,909	102,696	93,357	101,027	102,293	980,530	1,183,849
YTY (%)	2.7	6.7	-0.5	7.2	3.7	2.2	-1.1	4.6	1.3	-1.0	2.4	2.7	2.4	2.5

Comment: In October the car sales decrease by 1%. 2016 forecast is an increase of 2,5%.

Trend FY 2017 : 1,210,000 2.2

Car Sales Forecast : AUSTRALIA October 2016 - Car

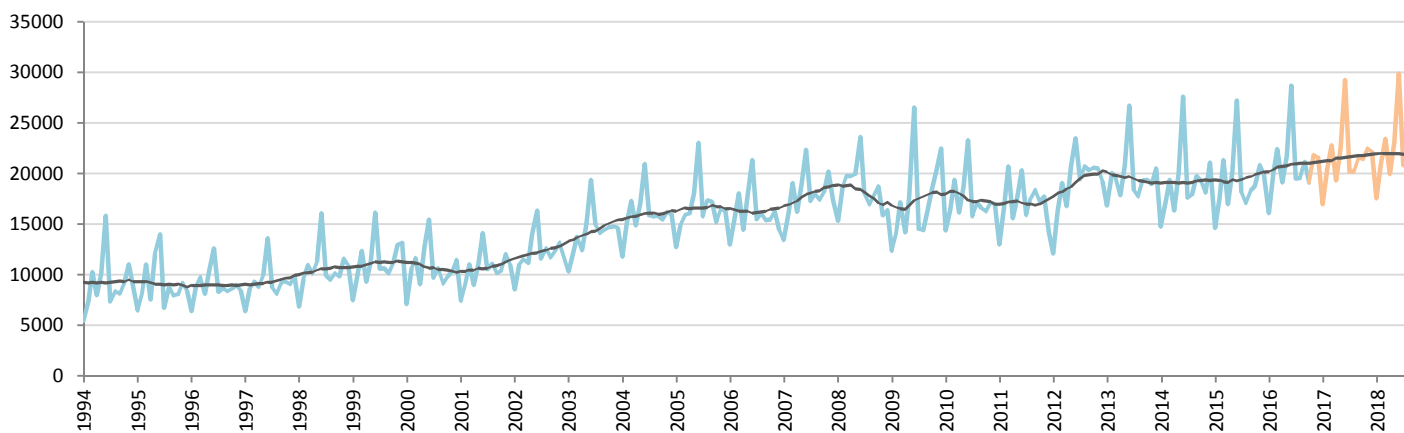


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	67,478	72,814	83,688	64,679	73,122	98,642	74,099	73,576	83,052	75,600	77,796	79,611	766,750	924,157
2016	68,287	76,423	82,089	68,454	75,034	99,843	71,850	75,341	81,573	74,259	79,150	80,715	773,153	933,018
YTY (%)	1.2	5.0	-1.9	5.8	2.6	1.2	-3.0	2.4	-1.8	-1.8	1.7	1.4	0.8	1.0

Car Sales Forecast : AUSTRALIA October 2016 - Commercial Veh.

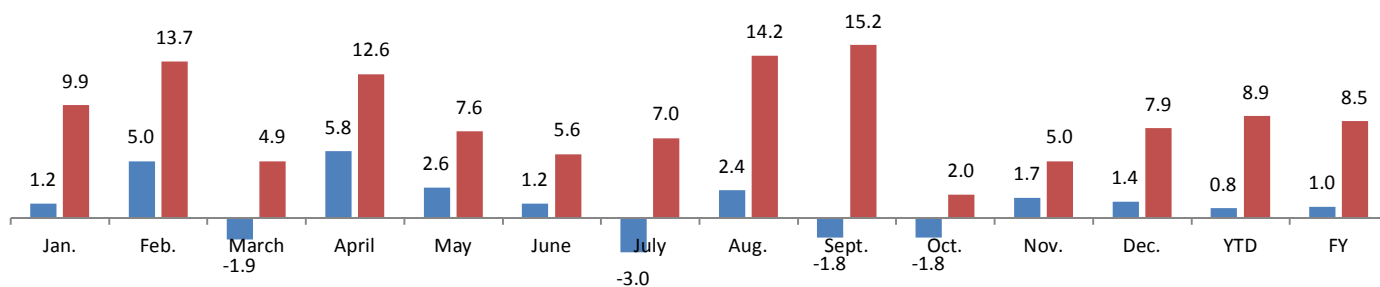


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	14,638	17,610	21,366	16,977	20,205	27,208	18,209	17,132	18,340	18,721	20,843	20,005	190,406	231,254
2016	16,086	20,020	22,423	19,117	21,735	28,726	19,481	19,568	21,123	19,098	21,877	21,577	207,377	250,831
YTY (%)	9.9	13.7	4.9	12.6	7.6	5.6	7.0	14.2	15.2	2.0	5.0	7.9	8.9	8.5

YTY variations



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