

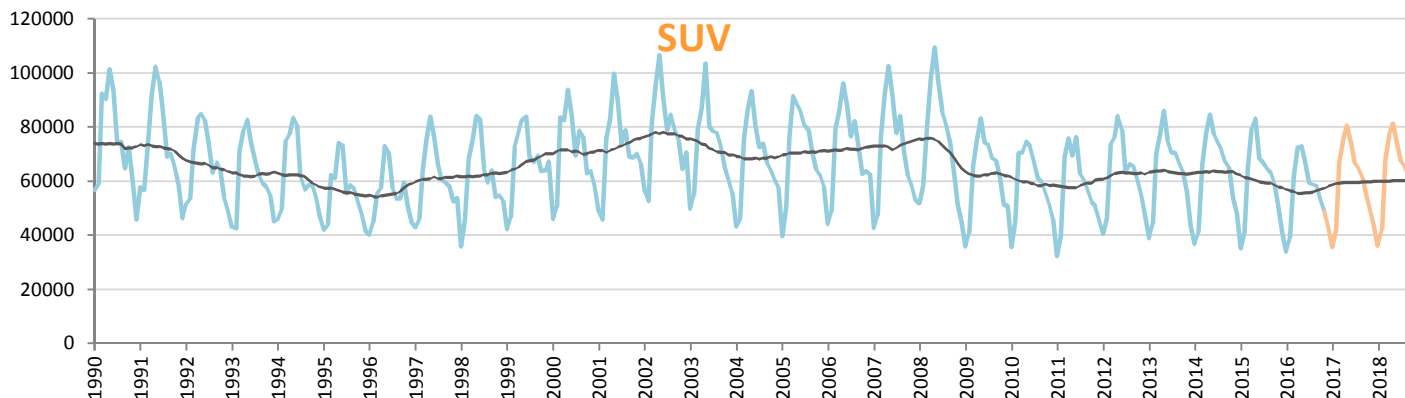
# Car Sales Forecast : CANADA November 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	99,051	109,248	160,274	189,072	197,937	177,857	177,844	175,512	174,337	163,053	145,426	128,874	1,769,611	1,898,485
2016	108,553	119,201	175,142	200,327	194,866	191,088	173,354	172,034	173,460	154,601	160,573	140,476	1,823,199	1,963,675
YTY (%)	9.6	9.1	9.3	6.0	-1.6	7.4	-2.5	-2.0	-0.5	-5.2	10.4	9.0	3.0	3.4

Comment: In November the car sales increase by 10,4%. 2016 forecast is an increase of 3,4%.

Trend FY 2017 : 2,100,000 6.9

## Car Sales Forecast : CANADA November 2016 - Car excl. MPV and SUV

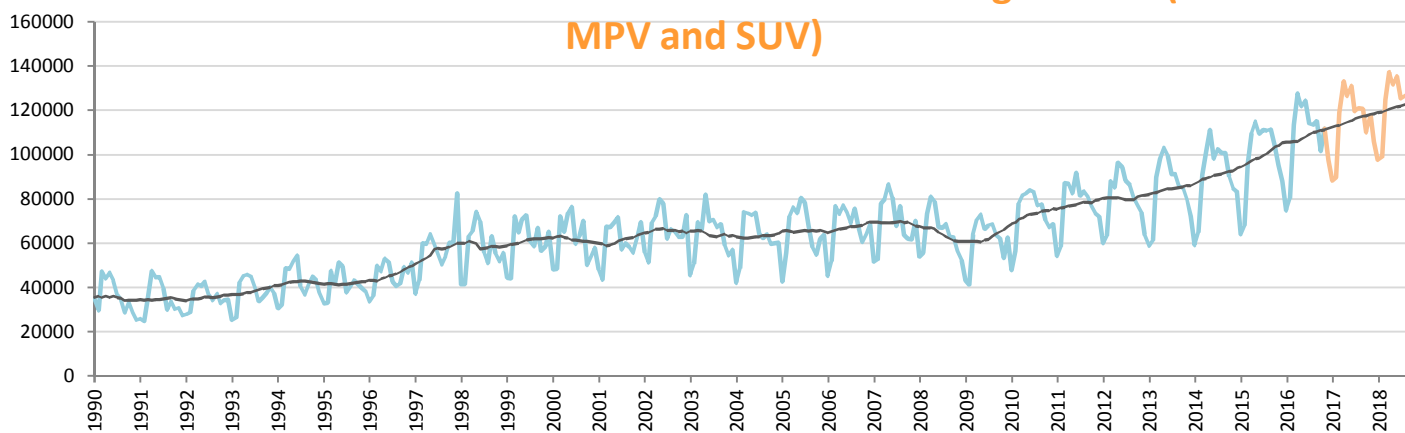


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	35,170	41,199	64,322	79,258	83,102	68,457	66,773	64,622	62,980	58,711	50,306	40,819	674,900	715,719
2016	33,826	38,950	61,729	72,574	73,011	66,494	59,275	58,645	58,182	53,014	48,945	43,040	624,645	667,685
YTY (%)	-3.8	-5.5	-4.0	-8.4	-12.1	-2.9	-11.2	-9.2	-7.6	-9.7	-2.7	5.4	-7.4	-6.7

## Car Sales Forecast : CANADA November 2016 - Light Truck (incl. MPV and SUV)

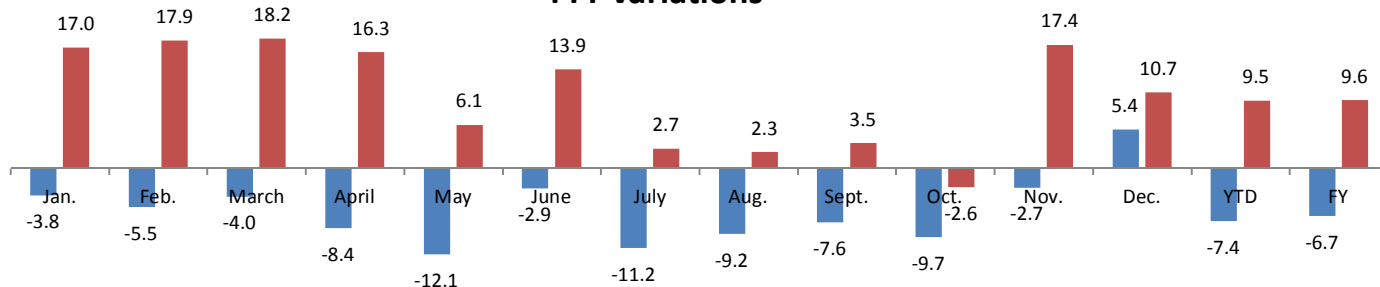


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	63,881	68,049	95,952	109,814	114,835	109,400	111,071	110,890	111,357	104,342	95,120	88,055	1,094,711	1,182,766
2016	74,727	80,251	113,413	127,753	121,855	124,594	114,079	113,389	115,278	101,587	111,628	97,436	1,198,554	1,295,990
YTY (%)	17.0	17.9	18.2	16.3	6.1	13.9	2.7	2.3	3.5	-2.6	17.4	10.7	9.5	9.6

### YTY variations



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