

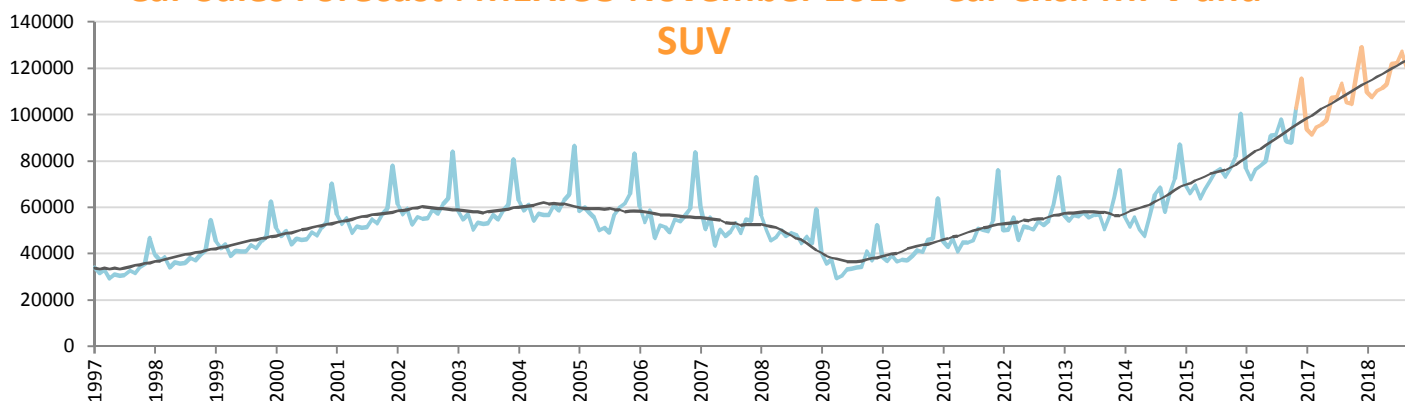
# Car Sales Forecast : MEXICO November 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
<b>2015</b>	103,697	97,558	104,902	94,796	101,982	106,890	111,714	112,038	111,330	119,867	126,211	160,663	1,190,985	1,351,648
<b>2016</b>	119,693	110,770	116,862	118,407	121,587	134,536	131,764	138,043	131,443	137,383	154,616	179,725	1,415,104	1,594,829
<b>YTY (%)</b>	15.4	13.5	11.4	24.9	19.2	25.9	17.9	23.2	18.1	14.6	22.5	11.9	18.8	18.0

Comment: In November the car sales increase by 22,5%. 2016 forecast is an increase of 18%.

Trend FY 2017 : 1,870,000 17.3

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

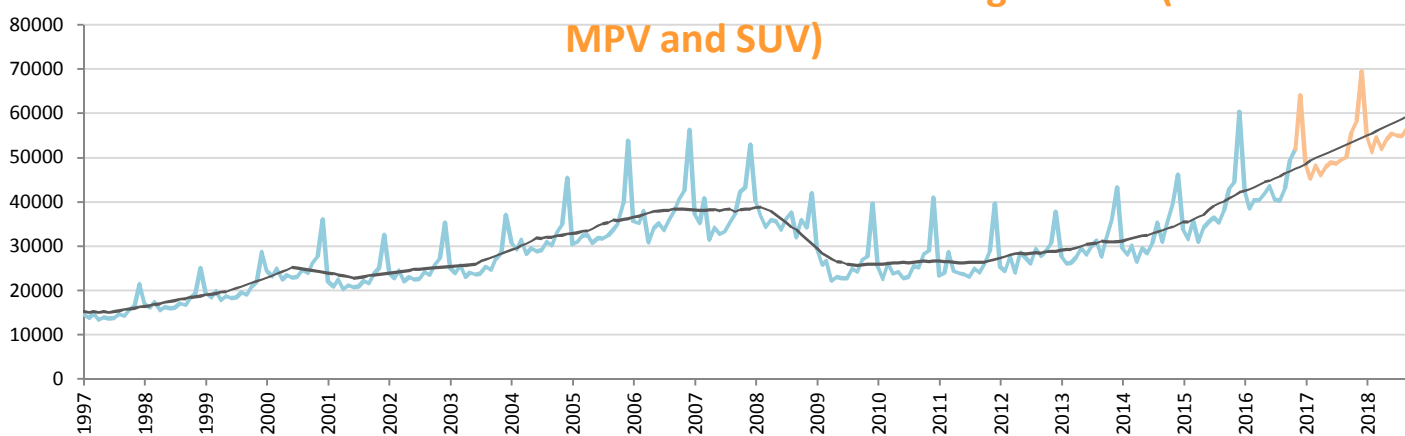


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
<b>2015</b>	70,021	66,031	69,336	63,737	67,779	71,369	75,209	76,694	73,178	76,884	81,714	100,242	791,952	892,194
<b>2016</b>	76,830	72,198	76,397	78,035	79,734	90,994	91,290	97,723	88,491	87,881	102,695	115,585	942,268	1,057,853
<b>YTY (%)</b>	9.7	9.3	10.2	22.4	17.6	27.5	21.4	27.4	20.9	14.3	25.7	15.3	19.0	18.6

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

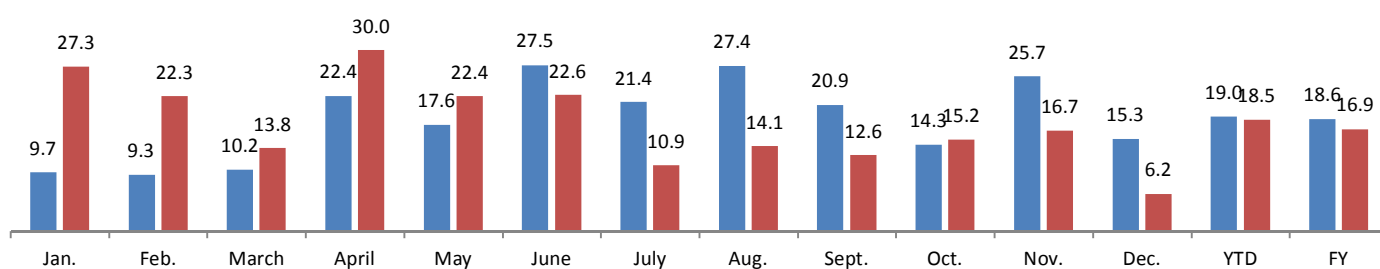


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
<b>2015</b>	33,676	31,527	35,566	31,059	34,203	35,521	36,505	35,344	38,152	42,983	44,497	60,421	399,033	459,454
<b>2016</b>	42,863	38,572	40,465	40,372	41,853	43,542	40,474	40,320	42,952	49,502	51,921	64,140	472,836	536,976
<b>YTY (%)</b>	27.3	22.3	13.8	30.0	22.4	22.6	10.9	14.1	12.6	15.2	16.7	6.2	18.5	16.9

### YTY variations



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