

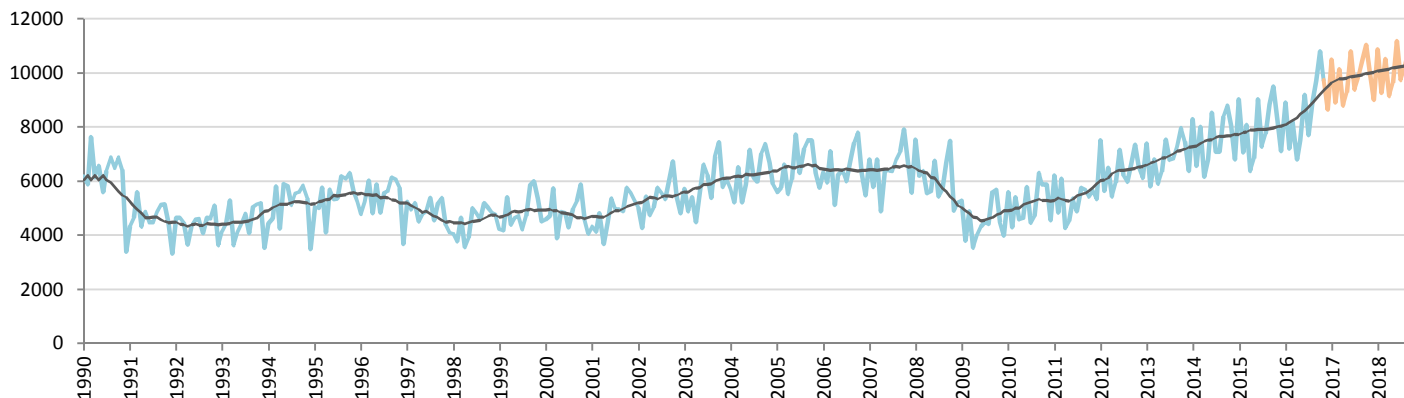
# Car Sales Forecast : NEW ZEALAND November 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	11,667	9,877	11,755	9,290	10,034	12,972	10,366	11,192	12,474	12,549	11,620	10,245	123,796	134,041
2016	11,893	10,313	12,110	9,939	11,180	13,699	11,570	12,677	13,884	14,709	13,740	12,365	135,714	148,079
YTY (%)	1.9	4.4	3.0	7.0	11.4	5.6	11.6	13.3	11.3	17.2	18.2	20.7	9.6	10.5

Comment: In November the car sales increase by 18,2%. 2016 forecast is an increase of 10,5%.

Trend FY 2017 : 169,000 14.1

## Car Sales Forecast : NEW ZEALAND November 2016 - Car

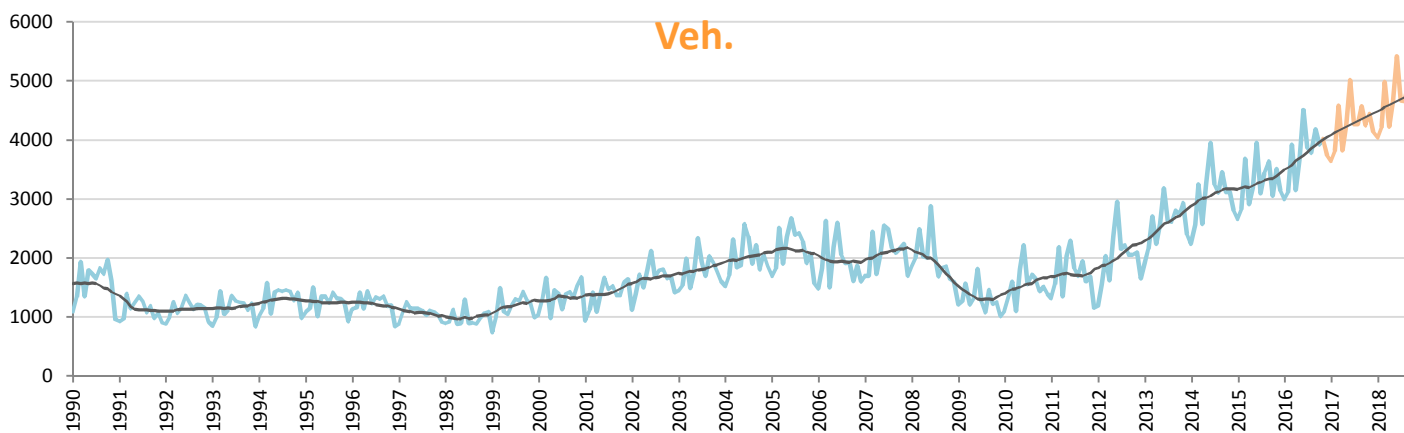


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	9,010	7,056	8,075	6,375	6,843	9,021	7,272	7,752	8,835	9,501	8,115	7,109	87,855	94,964
2016	8,899	7,192	8,191	6,789	7,502	9,186	7,702	8,896	9,704	10,795	9,722	8,634	94,578	103,212
YTY (%)	-1.2	1.9	1.4	6.5	9.6	1.8	5.9	14.8	9.8	13.6	19.8	21.5	7.7	8.7

## Car Sales Forecast : NEW ZEALAND November 2016 - Commercial Veh.

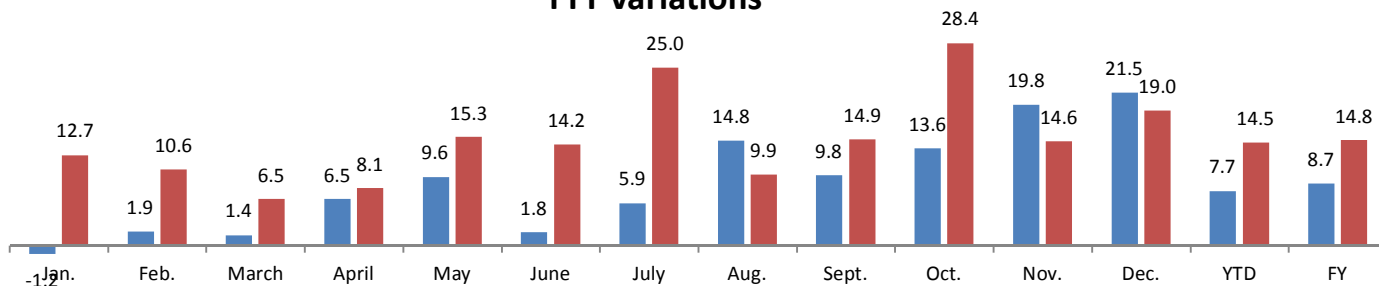


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	2,657	2,821	3,680	2,915	3,191	3,951	3,094	3,440	3,639	3,048	3,505	3,136	35,941	39,077
2016	2,994	3,121	3,919	3,150	3,678	4,513	3,868	3,781	4,180	3,914	4,018	3,731	41,136	44,867
YTY (%)	12.7	10.6	6.5	8.1	15.3	14.2	25.0	9.9	14.9	28.4	14.6	19.0	14.5	14.8

### YTY variations



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