

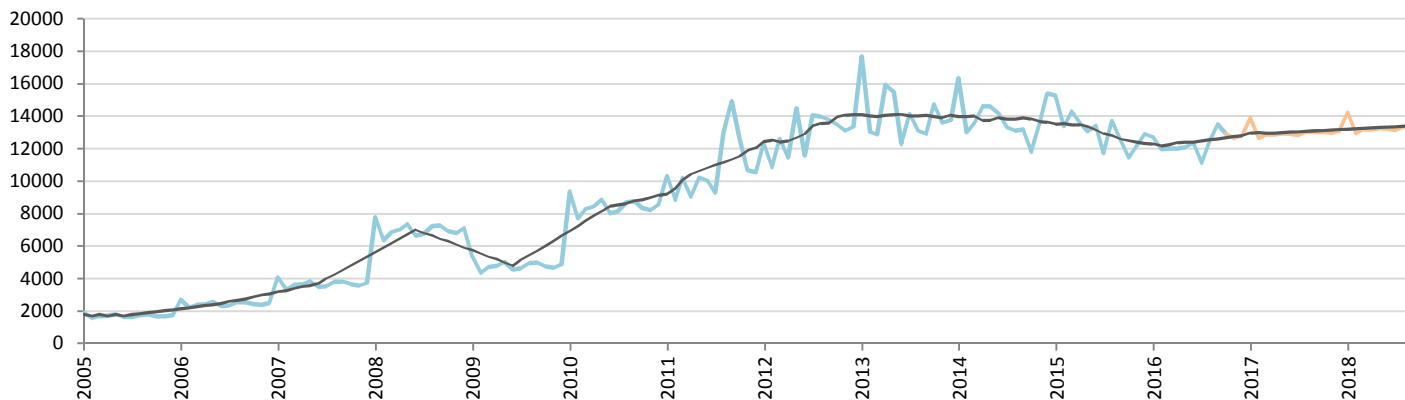
Car Sales Forecast : PERU October 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	16,566	14,510	15,647	14,857	14,351	14,773	12,845	15,015	14,061	12,749	13,611	14,101	145,374	173,086
2016	13,932	13,121	13,146	13,185	13,253	13,675	12,349	13,844	14,914	14,420	14,084	14,201	135,840	164,125
YTY (%)	-15.9	-9.6	-16.0	-11.3	-7.7	-7.4	-3.9	-7.8	6.1	13.1	3.5	0.7	-6.6	-5.2

Comment: In October the car sales increase by 13,1%. 2016 forecast is a decrease of 5,2%.

Trend FY 2017 : 173,000 5.4

Car Sales Forecast : PERU October 2016 - Car + LCV

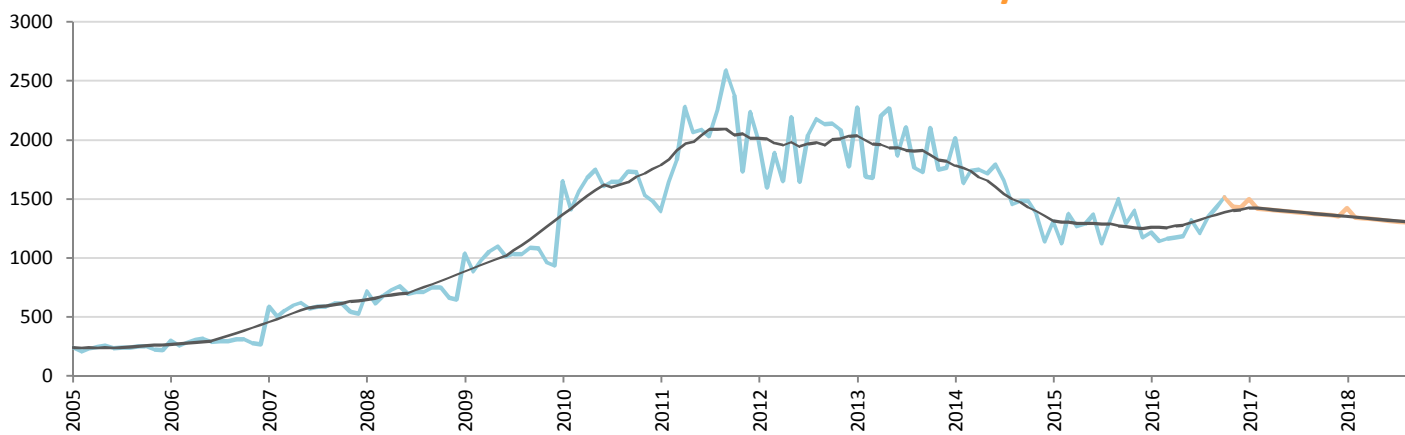


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	15,255	13,384	14,274	13,594	13,064	13,407	11,719	13,695	12,561	11,454	12,212	12,927	132,407	157,546
2016	12,718	11,981	11,982	12,010	12,067	12,354	11,137	12,495	13,485	12,906	12,648	12,771	123,135	148,554
YTY (%)	-16.6	-10.5	-16.1	-11.7	-7.6	-7.9	-5.0	-8.8	7.4	12.7	3.6	-1.2	-7.0	-5.7

Car Sales Forecast : PERU October 2016 - Heavy Com. Veh.

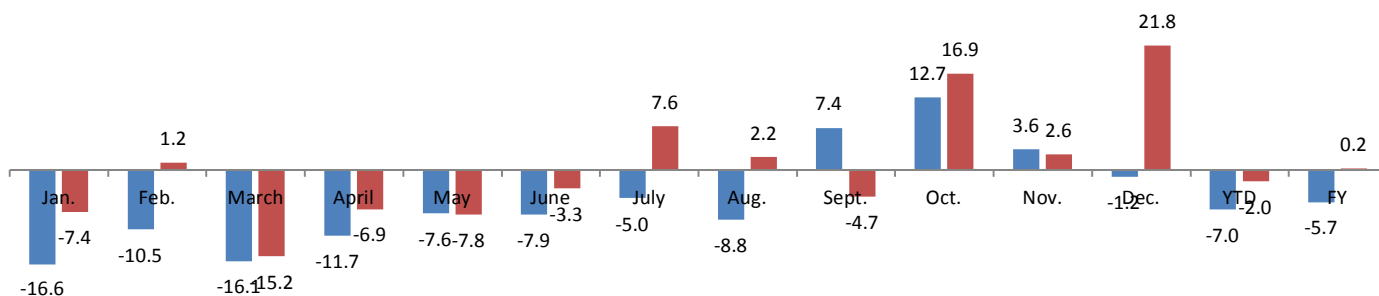


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	1,311	1,126	1,373	1,263	1,287	1,366	1,126	1,320	1,500	1,295	1,399	1,174	12,967	15,540
2016	1,214	1,140	1,165	1,175	1,186	1,321	1,212	1,349	1,429	1,514	1,436	1,430	12,705	15,571
YTY (%)	-7.4	1.2	-15.2	-6.9	-7.8	-3.3	7.6	2.2	-4.7	16.9	2.6	21.8	-2.0	0.2

YTY variations



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