

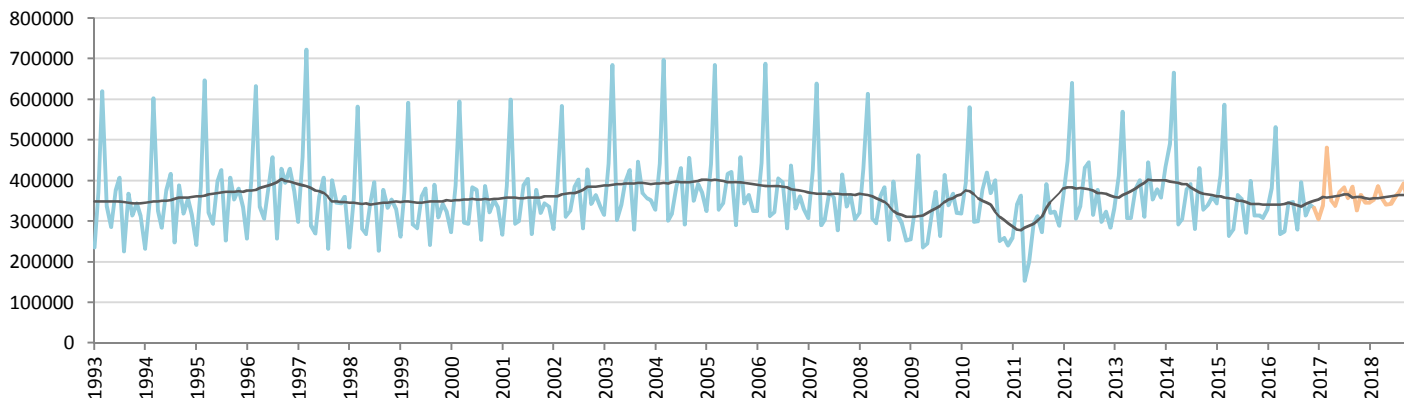
# Car Sales Forecast : JAPAN December 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	388,780	465,337	667,749	308,823	324,684	426,455	410,983	314,200	458,696	366,875	374,063	353,977	4,860,622	4,860,622
2016	371,525	436,266	609,569	313,511	319,684	404,460	400,960	322,615	455,273	365,615	401,737	380,304	4,781,519	4,781,519
YTY (%)	-4.4	-6.2	-8.7	1.5	-1.5	-5.2	-2.4	2.7	-0.7	-0.3	7.4	7.4	-1.6	-1.6

Comment: In December the car sales increase by 7,4%. In 2016 car sales decreased by 1,6%.

Trend FY 2017 : 5,000,000 4.6

## Car Sales Forecast : JAPAN December 2016 - Car

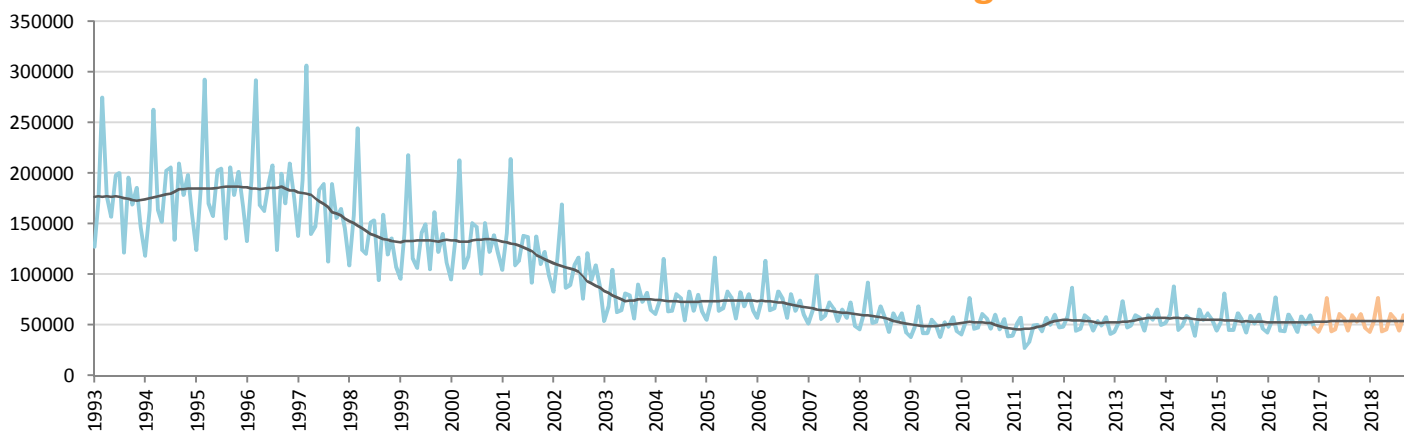


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	344,040	413,192	586,796	263,376	279,419	364,924	355,892	271,386	399,760	315,192	314,053	307,859	4,215,889	4,215,889
2016	328,994	382,116	532,468	269,251	275,505	344,324	348,163	279,374	396,905	314,706	341,833	332,825	4,146,464	4,146,464
YTY (%)	-4.4	-7.5	-9.3	2.2	-1.4	-5.6	-2.2	2.9	-0.7	-0.2	8.8	8.1	-1.6	-1.6

## Car Sales Forecast : JAPAN December 2016 - Light Com. Veh.

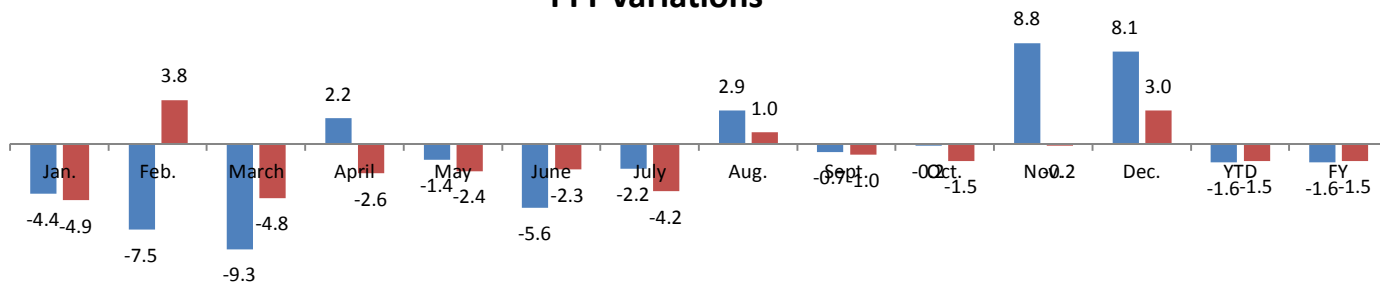


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	44,740	52,145	80,953	45,447	45,265	61,531	55,091	42,814	58,936	51,683	60,010	46,118	644,733	644,733
2016	42,531	54,150	77,101	44,260	44,179	60,136	52,797	43,241	58,368	50,909	59,904	47,479	635,055	635,055
YTY (%)	-4.9	3.8	-4.8	-2.6	-2.4	-2.3	-4.2	1.0	-1.0	-1.5	-0.2	3.0	-1.5	-1.5

## YTY variations



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