

Car Sales Forecast : SOUTH AFRICA December 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	50,442	50,048	52,356	42,261	45,383	47,791	51,577	48,666	52,430	51,346	48,280	46,736	587,316	587,316
2016	47,010	46,011	45,209	38,269	40,589	42,468	42,582	43,798	44,836	46,297	43,966	39,634	520,669	520,669
YTY (%)	-6.8	-8.1	-13.7	-9.4	-10.6	-11.1	-17.4	-10.0	-14.5	-9.8	-8.9	-15.2	-11.3	-11.3

Comment: In December the car sales decrease by 15,2%. In 2016 car sales decreased by 11,3%.

Trend FY 2017 : 490,000 -5.9

Car Sales Forecast : SOUTH AFRICA December 2016 - Car

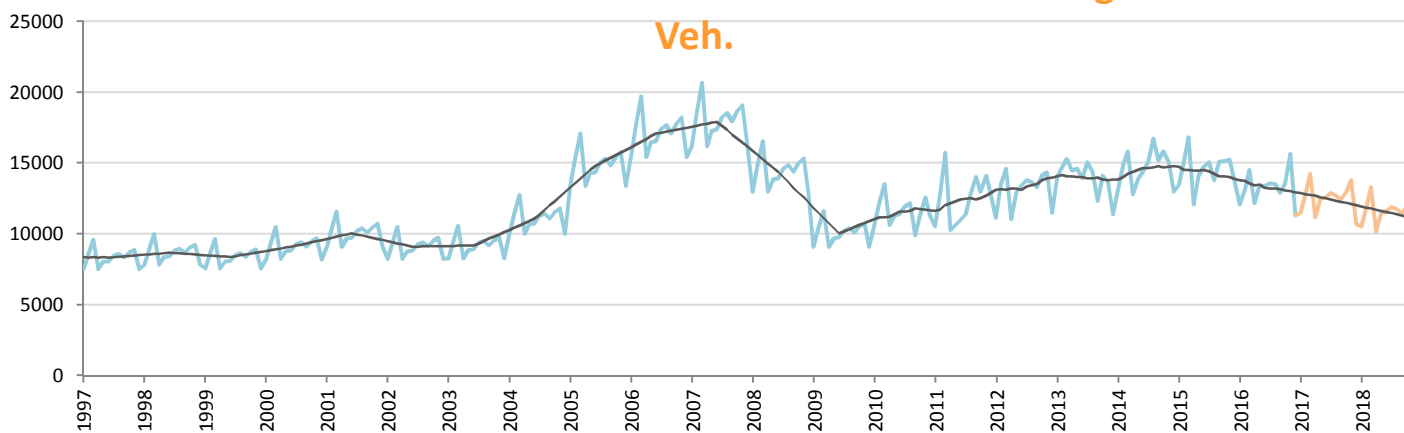


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	36,982	34,909	35,548	30,184	31,201	33,035	36,535	34,885	37,309	36,175	33,038	33,025	412,826	412,826
2016	34,936	32,871	30,702	26,077	27,143	29,070	29,007	30,256	31,957	32,738	28,334	28,331	361,422	361,422
YTY (%)	-5.5	-5.8	-13.6	-13.6	-13.0	-12.0	-20.6	-13.3	-14.3	-9.5	-14.2	-14.2	-12.5	-12.5

Car Sales Forecast : SOUTH AFRICA December 2016 - Light Com. Veh.

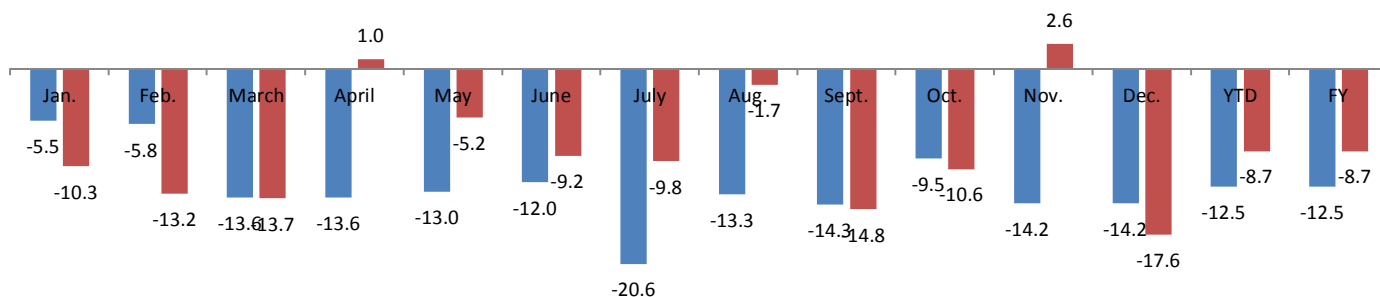


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	13,460	15,139	16,808	12,077	14,182	14,756	15,042	13,781	15,121	15,171	15,242	13,711	174,490	174,490
2016	12,074	13,140	14,507	12,192	13,446	13,398	13,575	13,542	12,879	13,559	15,632	11,303	159,247	159,247
YTY (%)	-10.3	-13.2	-13.7	1.0	-5.2	-9.2	-9.8	-1.7	-14.8	-10.6	2.6	-17.6	-8.7	-8.7

YTY variations



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