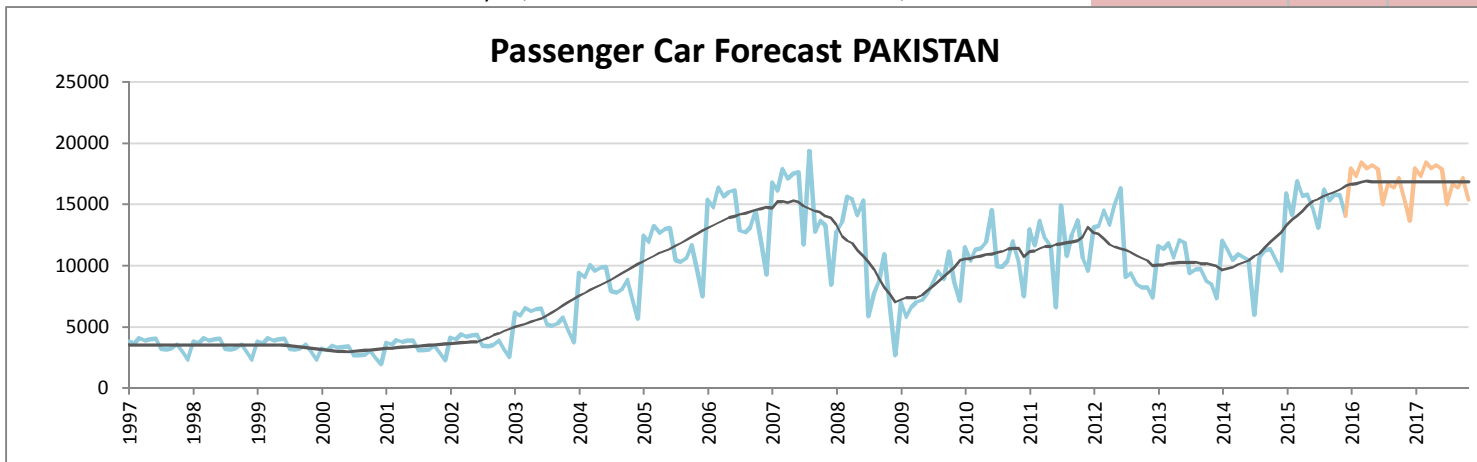


Car Sales Forecast : PAKISTAN December 2015

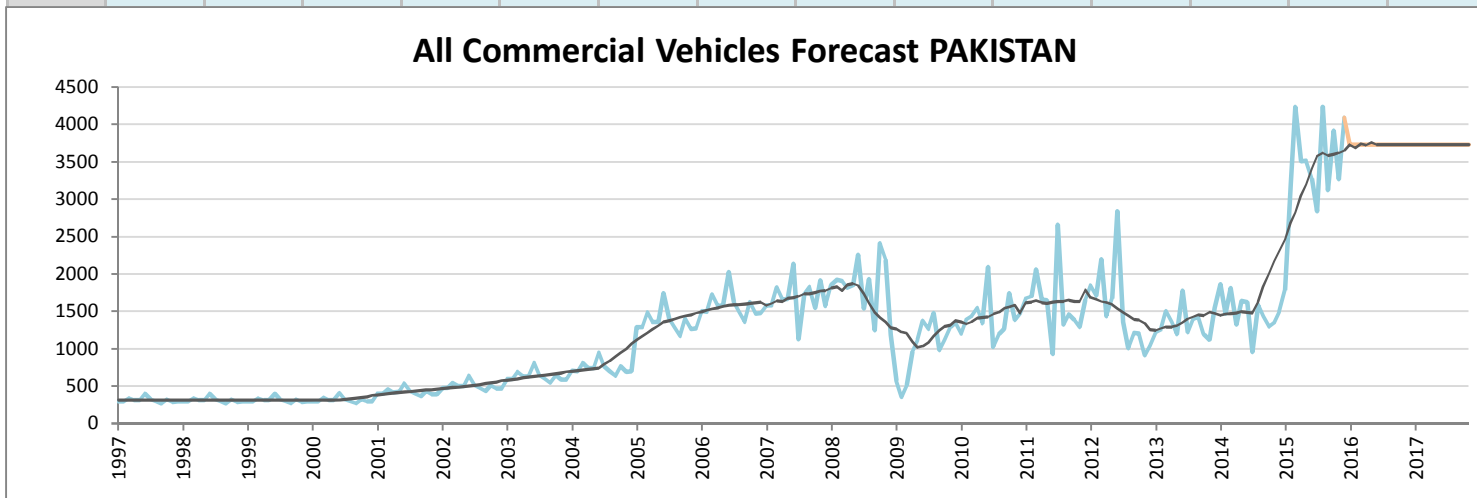
Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	13,910	12,789	12,269	12,250	12,337	12,081	6,948	12,258	12,693	12,651	11,789	11,087	143,062	143,062
2015	17,709	17,356	21,147	19,176	19,337	17,802	15,909	20,479	18,424	19,729	19,029	18,150	224,247	224,247
2016	21,686	21,041	22,178	21,661	21,935	21,628	18,751	20,371	20,099	20,915	19,092	17,388	246,745	246,745
YTY (%)	27.3	35.7	72.4	56.5	56.7	47.4	129.0	67.1	45.2	55.9	61.4	63.7	56.7	56.7

Comment: In December the car sales increase by 63,7%. 2015 forecast is an increase of 56,7%.

Forecast FY 2016 :	247,000	10.0%
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	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	12,043	11,317	10,457	10,929	10,701	10,457	5,995	10,666	11,255	11,353	10,438	9,591	125,202	125,202
2015	15,924	14,144	16,911	15,670	15,825	14,525	13,069	16,239	15,306	15,811	15,761	14,060	183,245	183,245
2016	17,955	17,311	18,447	17,930	18,205	17,897	15,021	16,641	16,369	17,184	15,362	13,657	201,979	201,979
YTY (%)	32.2	25.0	61.7	43.4	47.9	38.9	118.0	52.3	36.0	39.3	51.0	46.6	46.4	46.4



	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2014	1,867	1,472	1,812	1,321	1,636	1,624	953	1,592	1,438	1,298	1,351	1,496	17,860	17,860
2015	1,785	3,212	4,236	3,506	3,512	3,277	2,840	4,240	3,118	3,918	3,268	4,090	41,002	41,002
2016	3,731	3,731	3,731	3,731	3,731	3,731	3,731	3,731	3,731	3,731	3,731	3,731	44,766	44,766
YTY (%)	-4.4	118.2	133.8	165.4	114.7	101.8	198.0	166.3	116.8	201.8	141.9	173.4	129.6	129.6

YTY variations

