

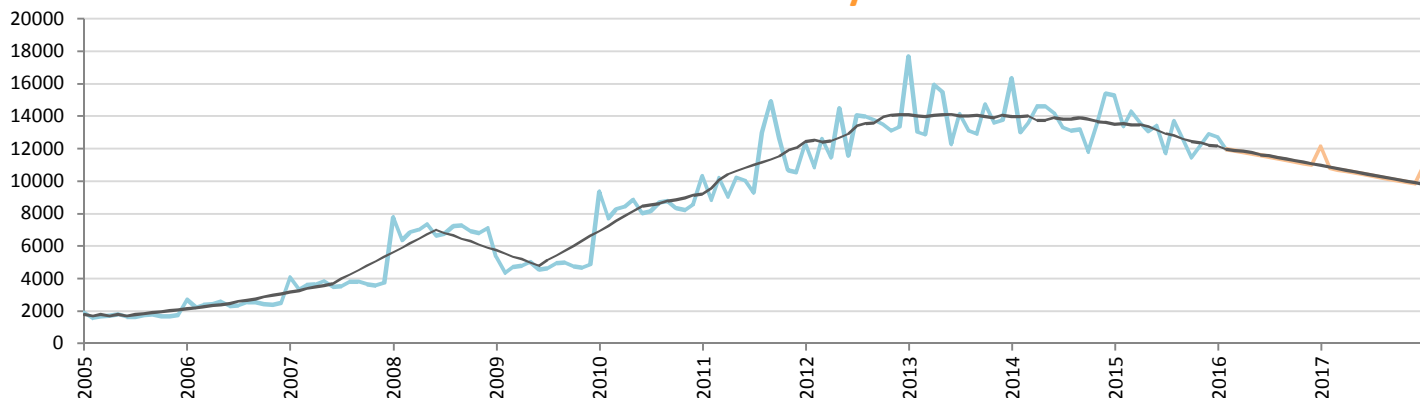
Car Sales Forecast : PERU February 2016

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	31,076	173,086
2016	13,932	13,121	13,030	12,925	12,820	12,715	12,609	12,504	12,399	12,293	12,188	12,083	27,053	152,619
YTY (%)	-15.9	-9.6	-16.7	-13.0	-10.7	-13.9	-1.8	-16.7	-11.8	-3.6	-10.5	-14.3	-12.9	-11.8

Comment: In February the car sales decrease by 9,6%. 2016 forecast is a decrease of 11,8%.

Trend FY 2017 :	138,000	-9.6
-----------------	---------	------

Car Sales Forecast : PERU February 2016 - Car + LCV

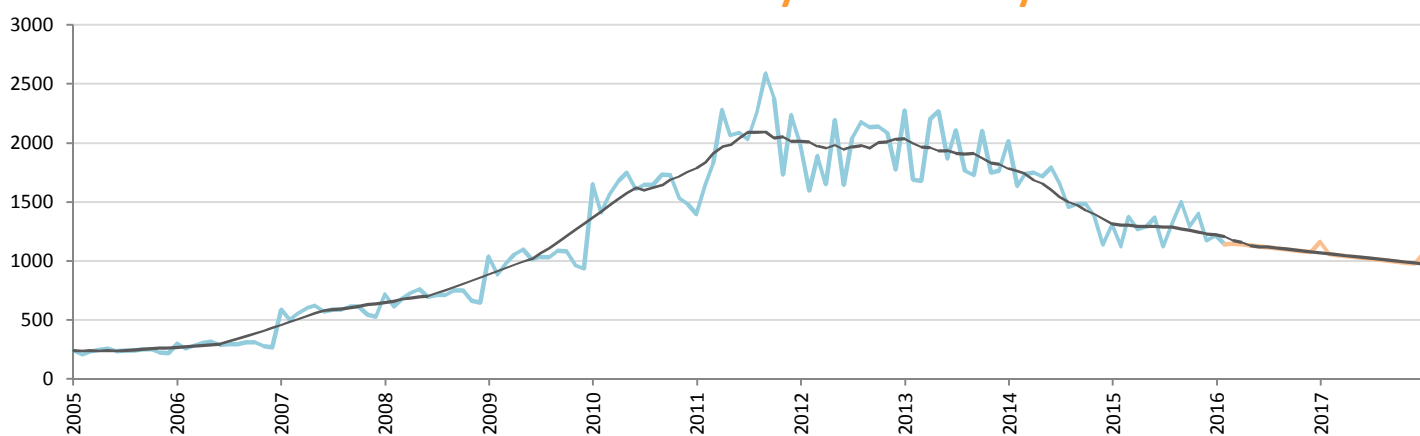


Data processing and forecast by CORAM

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	28,639	157,546
2016	12,718	11,981	11,884	11,787	11,690	11,593	11,495	11,398	11,301	11,204	11,106	11,009	24,699	139,166
YTY (%)	-16.6	-10.5	-16.7	-13.3	-10.5	-13.5	-1.9	-16.8	-10.0	-2.2	-9.1	-14.8	-13.8	-11.7

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

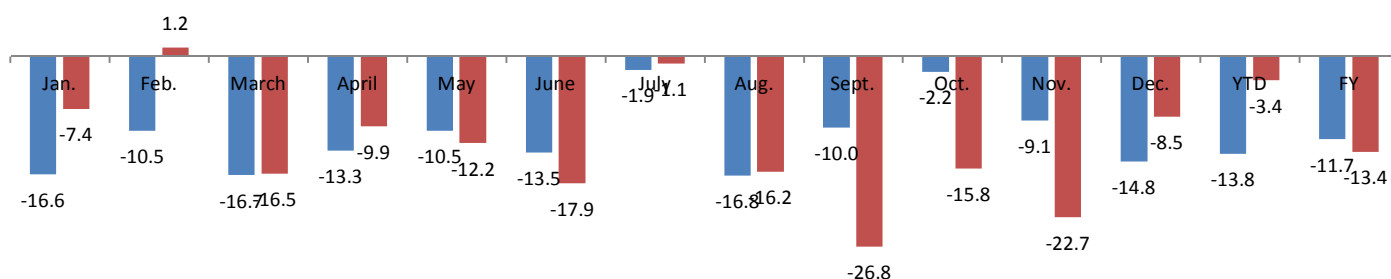


Data processing and forecast by CORAM

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	2,437	15,540
2016	1,214	1,140	1,146	1,138	1,130	1,122	1,114	1,106	1,098	1,090	1,082	1,074	2,354	13,454
YTY (%)	-7.4	1.2	-16.5	-9.9	-12.2	-17.9	-1.1	-16.2	-26.8	-15.8	-22.7	-8.5	-3.4	-13.4

YTY variations



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