

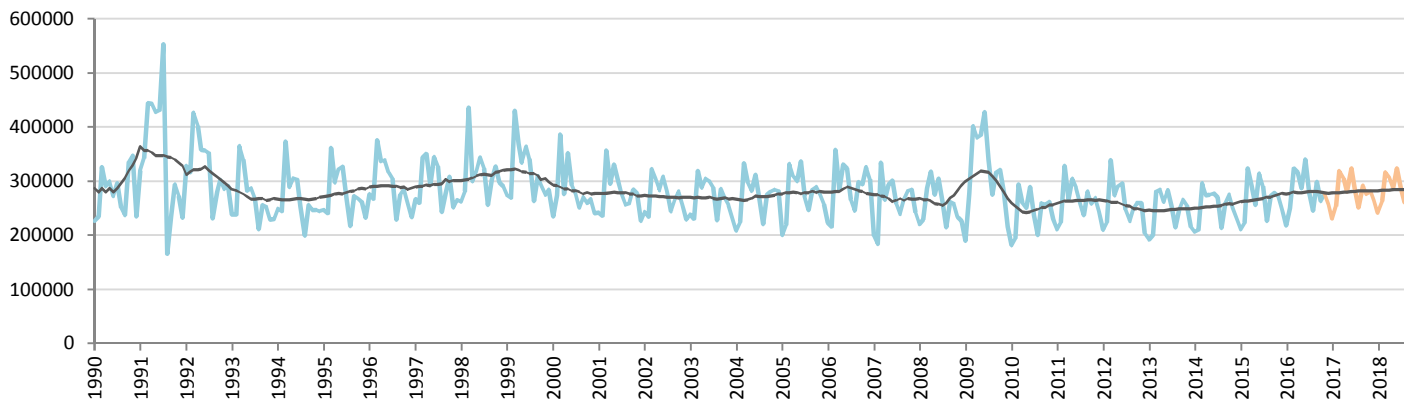
# Car Sales Forecast : GERMANY November 2016

| Total   | Jan.    | Feb.    | March   | April   | May     | June    | July    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    | YTD       | FY        |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|
| 2015    | 211,337 | 223,254 | 323,039 | 291,395 | 256,385 | 313,539 | 290,196 | 226,314 | 272,479 | 278,372 | 272,377 | 247,355 | 2,958,687 | 3,206,042 |
| 2016    | 218,365 | 250,146 | 322,913 | 315,921 | 286,931 | 339,563 | 278,866 | 245,076 | 298,002 | 262,724 | 276,567 | 257,071 | 3,095,074 | 3,352,145 |
| YTY (%) | 3.3     | 12.0    | 0.0     | 8.4     | 11.9    | 8.3     | -3.9    | 8.3     | 9.4     | -5.6    | 1.5     | 3.9     | 4.6       | 4.6       |

Comment: In November the car sales increase by 1,5%. 2016 forecast is an increase of 4,6%.

Trend FY 2017 : 3,360,000 0.2

## Car Sales Forecast : GERMANY November 2016 - Car

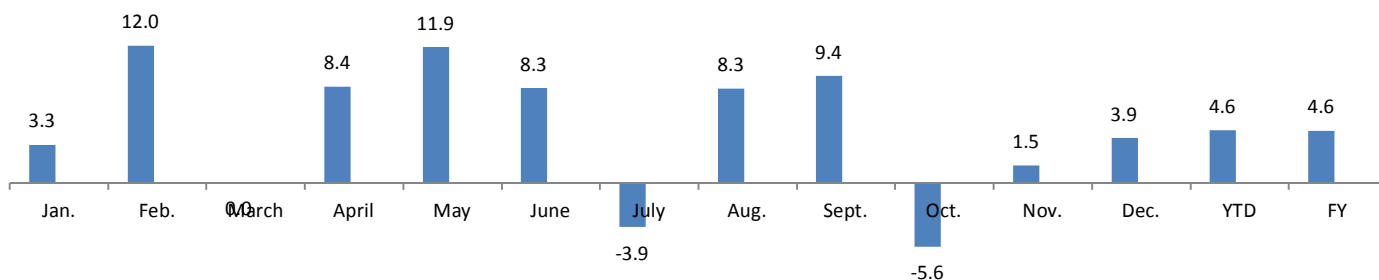


Data processing and forecast by CORAM

CORAM

|         | Jan.    | Feb.    | March   | April   | May     | June    | July    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    | YTD       | FY        |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|
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## YTY variations



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