

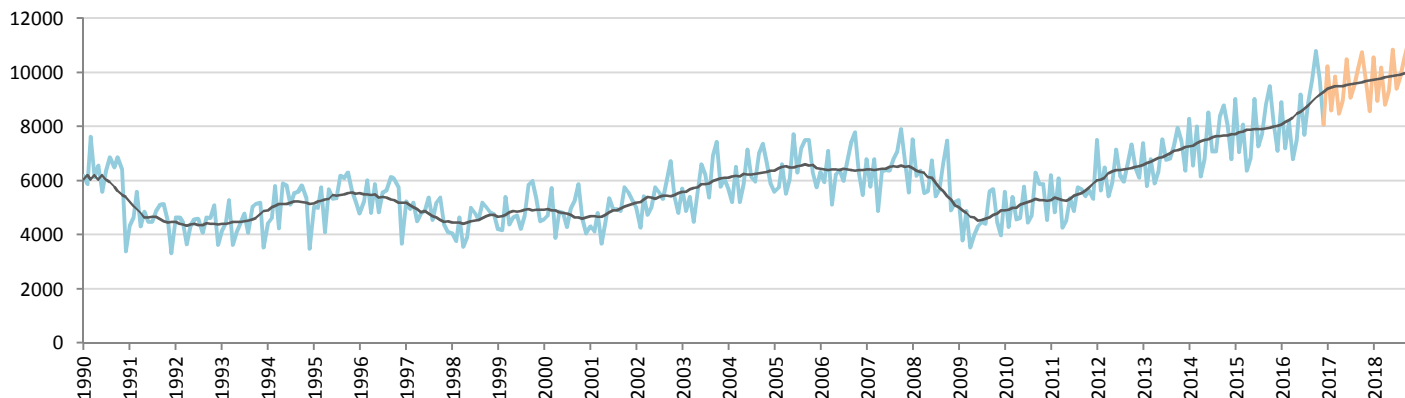
Car Sales Forecast : NEW ZEALAND December 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	11,667	9,877	11,755	9,290	10,034	12,972	10,366	11,192	12,474	12,549	11,620	10,245	134,041	134,041
2016	11,893	10,313	12,110	9,939	11,180	13,699	11,570	12,677	13,884	14,709	13,740	11,225	146,939	146,939
YTY (%)	1.9	4.4	3.0	7.0	11.4	5.6	11.6	13.3	11.3	17.2	18.2	9.6	9.6	9.6

Comment: In December the car sales increase by 9,6%. In 2016 car sales increased by 9,6%.

Trend FY 2017 : 161,000 9.6

Car Sales Forecast : NEW ZEALAND December 2016 - Car

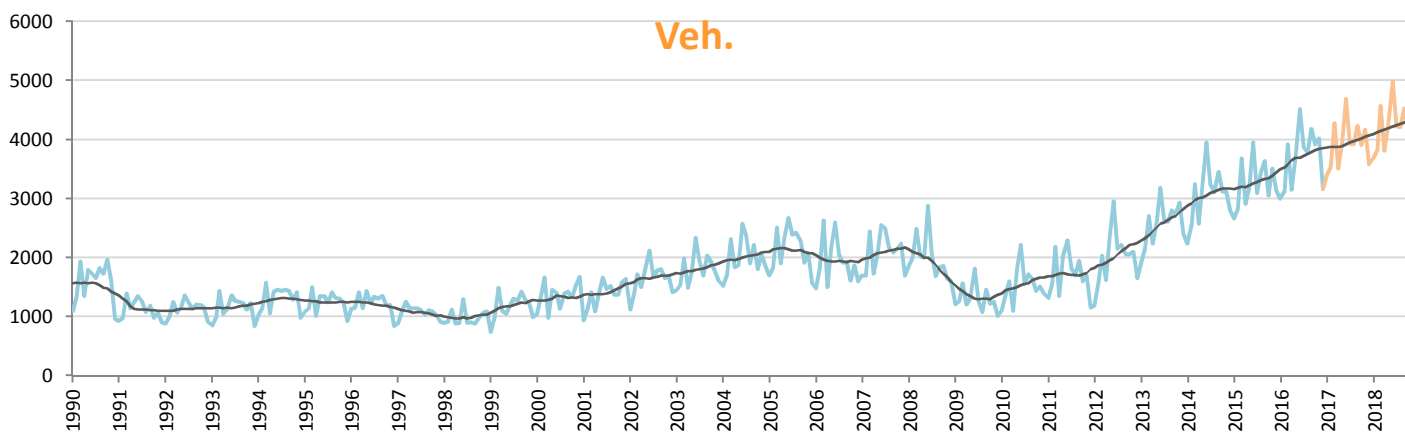


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	9,010	7,056	8,075	6,375	6,843	9,021	7,272	7,752	8,835	9,501	8,115	7,109	94,964	94,964
2016	8,899	7,192	8,191	6,789	7,502	9,186	7,702	8,896	9,704	10,795	9,722	8,069	102,647	102,647
YTY (%)	-1.2	1.9	1.4	6.5	9.6	1.8	5.9	14.8	9.8	13.6	19.8	13.5	8.1	8.1

Car Sales Forecast : NEW ZEALAND December 2016 - Commercial Veh.

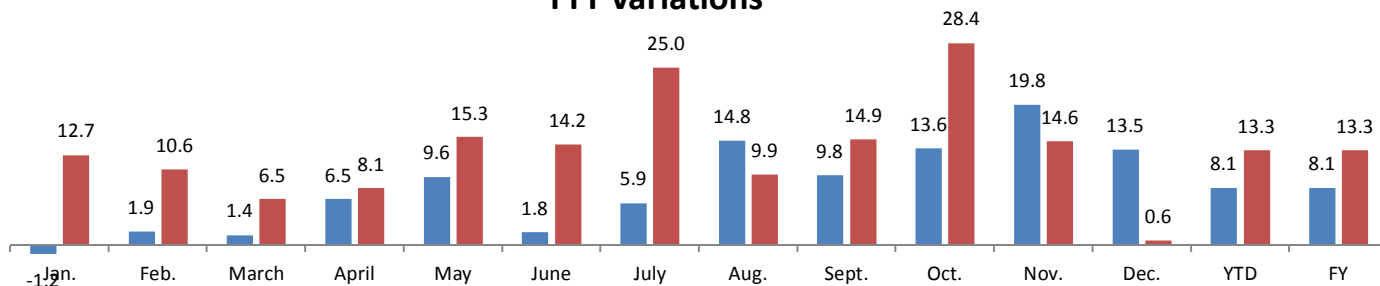


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	2,657	2,821	3,680	2,915	3,191	3,951	3,094	3,440	3,639	3,048	3,505	3,136	39,077	39,077
2016	2,994	3,121	3,919	3,150	3,678	4,513	3,868	3,781	4,180	3,914	4,018	3,156	44,292	44,292
YTY (%)	12.7	10.6	6.5	8.1	15.3	14.2	25.0	9.9	14.9	28.4	14.6	0.6	13.3	13.3

YTY variations



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