

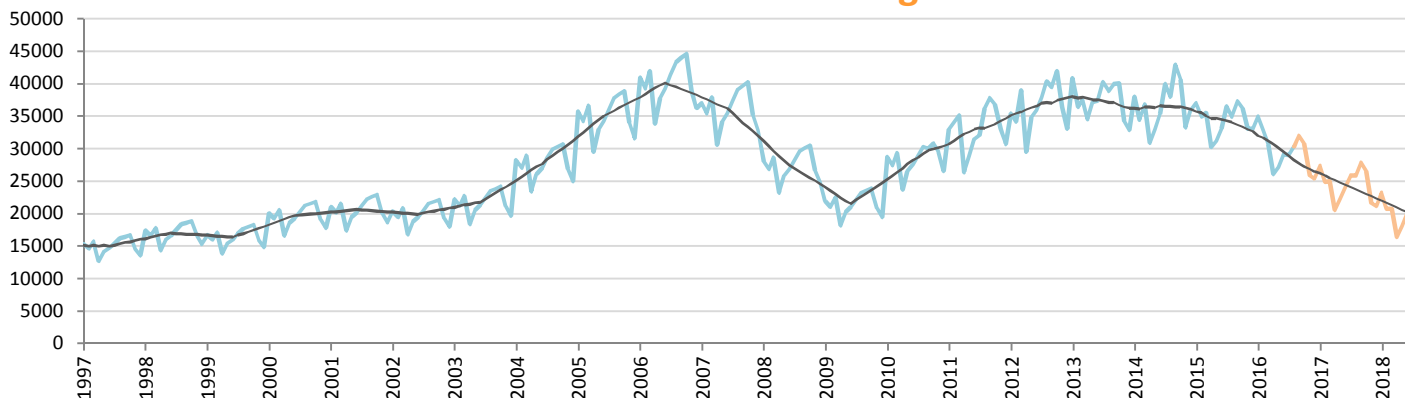
# Car Sales Forecast : SOUTH AFRICA August 2016

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	388,524	587,316
2016	47,010	46,011	45,209	38,269	40,589	42,468	42,582	43,798	45,932	44,976	39,844	37,375	345,936	514,063
YTY (%)	-6.8	-8.1	-13.7	-9.4	-10.6	-11.1	-17.4	-10.0	-12.4	-12.4	-17.5	-20.0	-11.0	-12.5

Comment: In August the car sales decrease by 10%. 2016 forecast is a decrease of 12,5%.

Trend FY 2017 : 445,000 -13.4

## Car Sales Forecast : SOUTH AFRICA August 2016 - Car

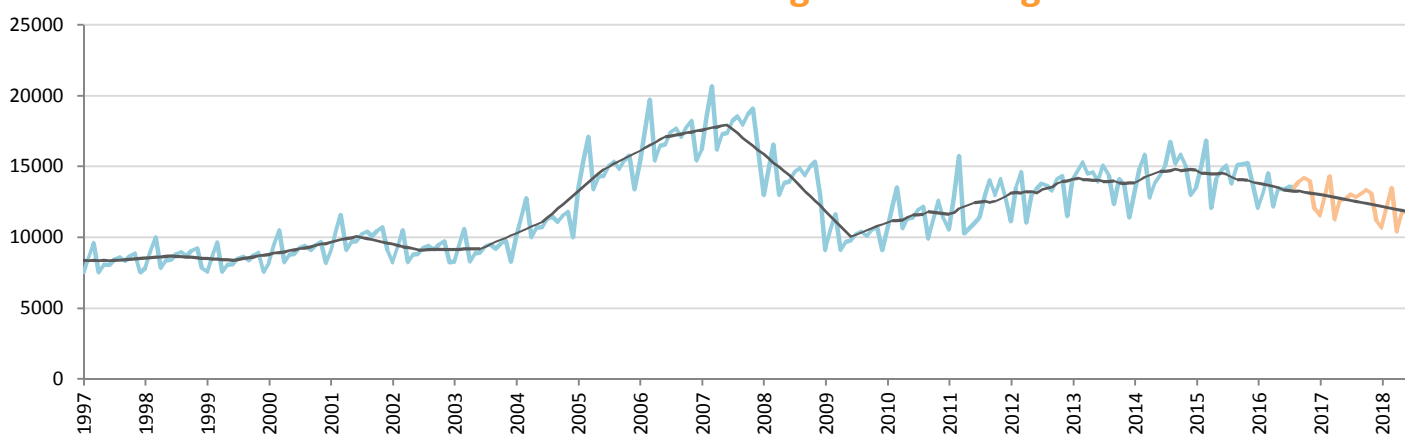


Data processing and forecast by CORAM

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	273,279	412,826
2016	34,936	32,871	30,702	26,077	27,143	29,070	29,007	30,256	31,999	30,758	25,850	25,326	240,062	353,995
YTY (%)	-5.5	-5.8	-13.6	-13.6	-13.0	-12.0	-20.6	-13.3	-14.2	-15.0	-21.8	-23.3	-12.2	-14.3

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

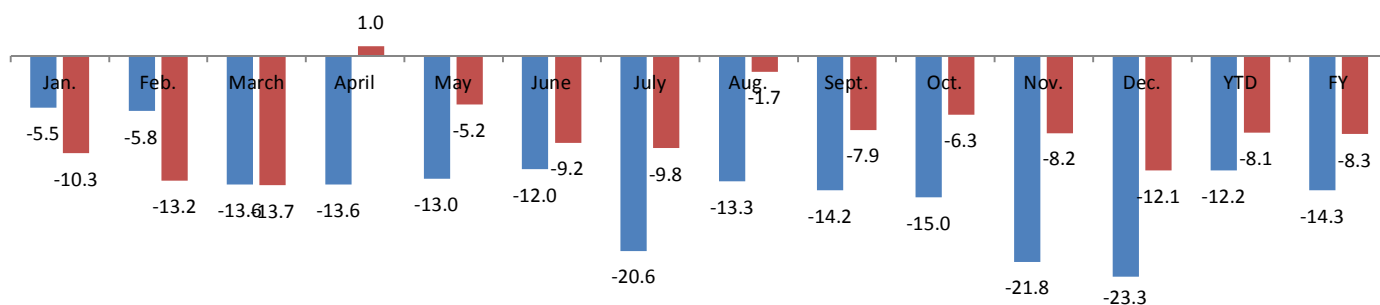


Data processing and forecast by CORAM

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	115,245	174,490
2016	12,074	13,140	14,507	12,192	13,446	13,398	13,575	13,542	13,933	14,217	13,994	12,049	105,874	160,068
YTY (%)	-10.3	-13.2	-13.7	1.0	-5.2	-9.2	-9.8	-1.7	-7.9	-6.3	-8.2	-12.1	-8.1	-8.3

### YTY variations



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