

FOR IMMEDIATE RELEASE

July Canadian Auto Sales Fall 2.6%

TORONTO (August 3, 2016) – Canadian auto sales fell 2.6% in July. FCA Canada reported sales in accordance with its new reporting methodology similar to that recently implemented in the United States. Nonetheless, July’s sales were 7.8% better than the 5 year historical average for July sales.

Overall sales in July were 173,304 as compared to 177,844 in July 2015. Sales statistics for Global Automakers of Canada members were down a less than market 1.6% or 97,609 compared to July 2015. GAC sales in July comprised of 51,079 light trucks and 46,530 passenger cars. Truck sales were up 11.3% for all members and passenger car sales fell 1.8% compared to last July.

For the overall market, truck sales comprised 65.8% of the market while passenger cars accounted for 34.2%.

Truck sales were up 2.7% in July while passenger car sales were down 11.3%.

“July sales for the members were better than the market - being down slightly overall but a number of members had significant, double digit, year-over-year gains with Jaguar Land Rover sales up 47%, Volvo sales up 41% and Kia sales up 14.5%,” said David Adams, President, Global Automakers of Canada. “Consumer confidence – which rebounded 4.9 points in July – generally translates into higher sales of big ticket items like automobiles and this was the case for some manufacturers but not for all,” added Adams.

Ford reported the highest overall sales amongst manufacturers while Jaguar Land Rover reported the highest percentage growth on a year-over-year basis.

GAC member market share improved to 56.3% compared to 55.8% last July.

Year-to-date sales continue to remain close to 5% above last year’s record sales volume, keeping the Canadian market on track for another record sales year.

We trust that this information is helpful. I would ask that you please cite the “GAC” or the “Global Automakers of Canada” as the source of the data if you plan on using any of the statistics contained herein.

About the GAC

Global Automakers of Canada is a national industry association representing fifteen member companies which are domiciled outside of Canada and the United States. These companies engage in the manufacturing, importation, distribution and servicing of light duty vehicles. The members of the GAC were responsible for 56% of overall vehicle sales in 2015. The members support some 77,000 direct and indirect jobs in Canada along with 60% of Canada’s 3,331 dealers across Canada.

Selected Member Company Sales for July 2016

| Company | July Sales | Change | Comment |
|-------------------|------------|--------|----------------|
| Audi | 2,451 | 14.7% | |
| BMW | 3,647 | 7.6% | |
| Hyundai | 14,600 | 1.4% | |
| Jaguar Land Rover | 995 | 47.6% | |
| Kia | 6,527 | 14.5% | |
| Mercedes-Benz | 3,934 | 11.5% | |
| Nissan | 14,132 | 12.7% | |
| Porsche | 738 | 1% | Best July Ever |
| Subaru | 4,210 | 4.1% | Best July Ever |
| Volvo | 459 | 40.8% | |

Association Members

BMW Canada Inc.
Honda Canada Inc.
Hyundai Auto Canada Corp.
Jaguar Land Rover Canada ULC
Kia Canada Inc.
Maserati Canada Inc.
Mazda Canada Inc.
Mercedes-Benz Canada Inc.
Mitsubishi Motor Sales of Canada, Inc.
Nissan Canada Inc.
Porsche Cars Canada Ltd.
Subaru Canada Inc.
Toyota Canada Inc.
Volkswagen Group Canada Inc.
Volvo Cars of Canada Corp.

David Adams is available to comment on the monthly sales results and can be reached at 416-333-2873. If you do not wish to receive this information on a monthly basis, please respond by e-mail and you will be removed from my mailing list.