

FOR IMMEDIATE RELEASE

June Auto Sales Track Higher to End the First Half

TORONTO (July 4, 2016) – Canadian auto sales of 191,088 units in June were up 7.4% compared to June sales last year. Sales rebounded in June to end the second quarter strongly, after a slight softening in May. Through the second quarter, Canadian auto sales are still tracking at record levels for 2016 – up 6% compared to the same period last year.

“June sales picked up again strongly after slightly softer May, despite the fact that consumer confidence in Canada was down two points in June,” said David Adams, President, Global Automakers of Canada. “Continued strong incentives and attractive financing rates made purchasing a new vehicle attractive to consumers in June,” added Adams.

From a historical perspective, June sales were 10.8% higher than the average sales of units over the last 5 years.

Car sales continued to shrink to 34.8% of the market in June, while truck sales comprised fully 65.2% of the market. For the month of June, passenger car sales were down 2.9% to 66,494 units while truck sales advanced 13.9% (124,594 units). For the first half, truck sales were 14.5% higher than last year while passenger car sales were down 6.8%.

Sales for members of Global Automakers of Canada were up a better than market 9% in June at 108,590 units.

Ford and Jaguar Land Rover were the overall sales leader and percentage sales growth leader respectively. Through the first half, Chrysler leads all manufacturers in sales and Jaguar Land Rover has seen the most growth on a percentage basis.

As expected, the F-150 and the Honda Civic lead in overall sales and passenger car sales respectively through the first half.

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

Formerly the Association of International Automobile Manufacturers of Canada (AIAMC), the association was rebranded in May 2013 as the Global Automakers of Canada (GAC). The GAC 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 June 2016

Company	June Sales	Change	1st Half Sales	Change	Comment
Audi	3,102	15.1%	15,614	16%	
BMW	4,145	6.9%	21,877	7.3%	
Honda	18,753	4.5%	16,905	2.2%	
Hyundai	15,201	41.3%	72,625	7.7%	
Jaguar Land Rover	1,70	45.7%	5,804	41.5%	
Kia	7,540	14%	36,318	1.5%	
Mercedes-Benz	4,473	5.6%	24,087	8.2%	
Nissan	14,132	12.7%	69,501	10.1%	
Porsche	730	1%	3,303	8%	Best June Ever
Subaru	4,795	10.7%	23,915	1.9%	
Toyota	22,004	6.4%	113,410	8%	
Volvo	614	18%	3,117	34.6%	

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.