

FOR IMMEDIATE RELEASE

Canadian Auto Sales Charge Back to Set November Record

TORONTO (December 1, 2016) – November sales bucked the trend of the last four months of sales declines with a record November in which automakers sold 160,573 units – up 10.4% from November 2017, which itself represented a record November. Sales were energized by a 17.4% increase in the number of light duty trucks sold, as compared to a 2.8% drop in passenger vehicle sales. Year-to-date overall sales are tracking 3.0% ahead of last year’s record sales year.

For Global Automakers of Canada, member sales of 86,928 units were 6.1% higher than last November. Year to date vehicle sales for members remain 3.6% better than last year through November. Light-duty truck sales in November were up 13% for members while passenger car sales were down 1.5%.

“Consumers responded positively to great deals in the market in November,” said David Adams, President of the Global Automakers of Canada. “The warmer than usual November in most parts of Canada kept consumers coming into dealer showrooms and will ensure that the industry will have another record year,” added Adams.

The significant increase in auto sales in November also corresponded with a 6 point jump in consumer confidence, according to the Conference Board of Canada.

The Ford F-Series and Honda Civic remain the best-selling vehicle and passenger car respectively through November and GM captured the sales crown in November with 28,523 units sold while FCA remains in the lead year-to-date. On a percentage basis, Maserati captured the sales crown with an increase in sales of 93% - albeit on a very small volume.

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 November 2016

Company	November Sales	Change	Comment
Audi	2,455	13.2%	
BMW	1,505	15.6%	
Honda	15,015	1.7%	Record November
Jaguar Land Rover	1,113	31.9%	Record November
Kia	5,546	20.5	
Maserati	83	93%	Record November
Mazda	5,730	9.2%	
Mercedes-Benz	4,201	17.9%	
Mitsubishi	1,685	20.2%	
Nissan	10,671	12.9%	
Porsche	541	13.9%	Record November
Subaru	4,412	18%	
Toyota	16,492	4.2%	
Volvo	455	9.6%	

Association Members

BMW Canada Inc.
Honda Canada Inc.
Hyundai Auto Canada Corp.
Jaguar Land Rover Canada ULC
Kia Canada Inc.
Mazda Canada Inc.
Maserati 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.