

FOR IMMEDIATE RELEASE

First Quarter Generates Fresh Records for Auto Industry

TORONTO (April 3, 2017) – Auto sales came into March like a lion, with record sales in both January and February, and the industry closed the books on the first quarter with March going out like a lion with record sales of 187,540 units up 7.1% compared to last years' record sales. For the quarter, auto sales posted an increase of almost 5% compared to the first quarter of last year.

“Some good economic news, consumer confidence at its highest level since January 2010 and continued low borrowing rates have sustained the run of record monthly auto sales,” said David Adams, President, Global Automakers of Canada.

“It remains to be seen whether this trajectory will continue throughout the first half and the remainder of the year, but it is a nice way to end the first quarter,” added Adams.

Truck sales for March comprised 67.2% of the market and were 68.7% of all sales for the first quarter.

For Global Automakers of Canada, member sales of 104,414 in March represented a 6.1% increase year-over-year. For the first quarter, members' sales of 233,511 represent an increase of 4.2% over the first quarter of 2016.

As has been the case for the last several months, March sales were greater than the 5 year average historical sales for the month by 16.2%.

GM replaced FCA as the sales leader for March with sales of 30,115, however, FCA retains the overall sales title at the end of the first quarter. The best-selling vehicle for the month was the Ford F-Series. The Honda Civic remained the best-selling passenger car once again in March. On a percentage basis, once again, Maserati captured the sales crown with an increase in sales of 197.6% over March 2016 volumes.

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 2016. 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 March 2017

Company	Annual Sales	Change	Comment
Audi	2,985	6.4%	
BMW	3,691	3.7%	
Honda	19,175	17.2%	
Jaguar Land Rover	2,115	26.2%	
Maserati	122	197.6%	
Mazda	6,942	14.8%	
Mercedes-Benz	4,790	6.3%%	
Nissan	15,815	25.5%	
Porsche	624	16.6%	
Subaru	4,652	10.4%	
Toyota	19,406	1.6%	
Volvo	576	1.1%	

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.