

**FOR IMMEDIATE RELEASE**

## **Auto Sales Growth Moderates for November in Canada**

**TORONTO (December 4, 2017)** – While auto sales continued their trajectory towards a new, all-time, record sales level in 2017, the growth in sales was moderated slightly from previous months. In November sales fell slightly to 158,653 units or 1.2% percent with year-to-date total of 1,914,551 units sold, up a solid 5% from 2016. November marked just the second time in 2017 where sales did not increase compared to same month last year.

“November marked slightly lower growth in the marketplace than we have seen for the last few months, however, unless there is a major disruption in December, it is clear that Canada will once again set a new record for light-duty vehicle sales in 2017,” said David Adams, President, Global Automakers of Canada. “There is no question that 2017 has been a great year for vehicle sales for most manufacturers – especially in the luxury segment – but the current environment with a stalemate in NAFTA renegotiations, increasing levels of consumer debt, and being at the latter part of an extended, positive economic cycle all underscore the fragility of the current market prosperity,” added Adams.

Truck sales comprised more than 68% of all sales in November.

While overall market was down slightly, GAC member posted sales of 92,212 units up a significant 6.1% compared to November 2016.

Ford re-captured the sales lead for November, narrowly besting GM by less than 200 units. Ford continues to lead all automakers for sales on a year-to-date basis with 284,696 units sold. The Ford F-Series and Honda Civic remained the best-selling vehicle and passenger car respectively for November.

**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 November 2017

Company	November Sales	Change	Comment
Audi	2,928	193%	
BMW	4,127	4.4%	
Honda	15,358	2.3	6 <sup>th</sup> month of sales growth and sales records
Kia	6,407	15.5%	Record November Sales
Maserati	95	14.5%	Record November Sales
Mazda	5,991	4.6%	Record November Sales
Mercedes-Benz	4,534	7.9%	
Mitsubishi	1,924	14.8%	
Nissan	11,391	6.7%	
Porsche	705	30.3%	
Subaru	4,767	8.0%	Record November Sales
Toyota	16,963	2.9%	Record November sales
Volkswagen	6,003	31.8%	
Volvo	733	61.1%	26 consecutive months of year over year sales growth

### 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.