

**FOR IMMEDIATE RELEASE**

## **Canadian Auto Sales - August & 3rd Quarter Results**

**TORONTO (September 4, 2018)** –Once again in August, Canadian auto sales continued a five-month trend of moving lower for the sixth straight month. Sales for the month of August were 180,942 units, down 1.6% from last year. Overall year-to-date sales were down 0.8% to 1,392,936 units through the third quarter of 2018.

“The economic fundamentals have remained strong in Canada,” said David Adams, President of the Global Automakers of Canada. “However, higher interest rates and the fact that we are at the beginning of the end of a very good, protracted cycle of sales growth has contributed to the slight tailing off of sales that we have witnessed in Canada over the course of the last few months,” added Adams.

Ford sold the most vehicles in August and retains the overall sales lead through the third quarter. The Ford F-Series pick-up truck also remains Canada’s bestselling vehicle through three quarters, while the Honda Civic retains that distinction for passenger cars.

Through each month of the first three quarters of 2018, Global Automakers of Canada members posted “better than market” sales results. In August, members’ sales of 107,876 were better than market for the eighth straight month this year even though sales were down slightly by 0.1%.

The overall market was also almost 5% better than the 5-year average for August markets.

Trucks comprised 70.8% of the market in August compared to 67.9% in 2017.

The members of the GAC held 59.6% market share in August versus 58.7% last 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 57% of overall vehicle sales in 2017. The members support some 77,000 direct and indirect jobs in Canada along with 60% of Canada’s 3,331 dealers across Canada.

## Highlights of Member Company Sales for August 2018

Company	August Sales	Change	Comment
BMW	3,915	7.9%	
Honda	18,623	1.5%	
Hyundai	13,308	10.9%	
Jaguar Land Rover	1,156	0.3%	
Mazda	7,055	0.3%	
Mitsubishi	2,415	17.8%	
Nissan	13,346	1.4%	
Porsche	799	1.8%	
Subaru	5,039	1.7%	
Toyota	20,433	2.0%	
Volvo	827	44.6%	35 months of consecutive 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.