

FOR IMMEDIATE RELEASE

As the Seasons Change Canadian Vehicle Sales Also Fall in September

TORONTO (October 2, 2018) – Auto sales in Canada were lower for the seventh straight month in September as 172,984 units were sold last month, down 7.4% from last year. Overall, year-to-date sales in Canada were 1,591,684 at the end of September, down 1.6%.

“The automotive industry has enjoyed eight years of sustained sales growth and in a very cyclical industry this type of growth has been exceptional. For the industry to continue to hover around the two million sales mark, represents a very good year for the industry in Canada,” said David Adams, President of the Global Automakers of Canada. “That is starting to look like where we will land at the end of the year,” added Adams.

Ford sold the most vehicles in September and retains the overall sales lead. The Ford F-Series pick-up truck also remains Canada’s best selling vehicle through September, while the Honda Civic retains that distinction for passenger cars.

Each month of 2018 Global Automakers of Canada members have posted “better than market” sales results and this was the case once again in September. Members’ sales of 107,876 were better than market even though sales were down slightly by 0.1%%.

The overall market was better than the 5-year average for September markets.

Trucks comprised 71.5% of the market in September compared to 69.4% in 2017.

The members of the GAC held 59.7% market share in September versus 59% 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 September 2018

Company	September Sales	Change	Comment
Audi	3,280	flat	
BMW	4,635	5.1%	
Mitsubishi	2,058	flat	
Nissan	13,373	flat	
Porsche	860	13.2%	
Subaru	5,622	9.4%	
Volvo	778	41.5%	36 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.