

FOR IMMEDIATE RELEASE

May Auto Sales Down ... But By No Means Out

TORONTO (June 3, 2019) – While it would be easy to focus on the fact that sales are down for another month in May, estimated to have fallen 5.8% to 202,965 units, compared to last year, the reality is that even if sales were to fall 5% for the entire year, 2019 still promises to be one of the best sales years on record.

“Some brands are doing very well in this market. Product cadence has a lot to do with that,” said David Adams, President of the Global Automakers in Canada. “If you were to apply the percentage that the market is down through May to the entire year, we would still come in at almost 1.9 million units, making 2019 one of the best sales years ever,” added Adams.

Truck sales comprised 68% of the market in May. Sales for GAC members in May were down just 0.7% to 120,221 units, while year-to-date sales were down 1.1% to 289,443 units. Ford F-series trucks and the Honda Civic continue to be the best-selling vehicle and passenger vehicle respectively through May 2019.

Sales for the total market are now essentially estimates given the decision of General Motors to report sales only on a quarterly basis. These estimated sales will be made available by DesRosiers Automotive Consultants and will be trued-up once a quarter to reflect actual sales when GM reports.

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.

Selected Highlights of Member Company Sales for May 2019

Company	May Sales	Change	Comment
Hyundai	14,316	1.5%	
Kia	7,913	8.6%	
Nissan	14,377	1.4%	
Porsche	928	6.2%	
Subaru	5,875	6.6%	
Toyota	26,300	9.1%	Third in overall sales
Volkswagen	7,058	6.6%	
Volvo	981	6.4%	

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.