

FOR IMMEDIATE RELEASE

NOVEMBER CANADIAN AUTO SALES FLAT COMPARED TO 2018

TORONTO (December 3, 2019) – Canadian auto sales were essentially flat in November, down 0.2% compared to November last year at 143,315 units. Year-to-date sales of 1,804,099 mean that barring a challenging December and based on the 5-year historical average for December, calendar year 2019 should wind up somewhere around 1.91 million units.

Passenger car sales fell 18.5% in November while light duty truck sales rose 6.6% with trucks being responsible for almost 78% of all vehicles sold in November, compared to 73% last November.

“Sales results have been going in the right direction for the last two months,” said David Adams, President, Global Automakers of Canada. “We are on track to have annual sales that would be amongst the top four sales years ever in Canada, so it is hard to call this a slump,” added Adams.

“Consumer confidence is up, according to the Conference Board of Canada and that augers well for continued vehicle sales,” said Adams.

Sales for GAC members in November were flat at 90,811 units. Overall industry sales were lower than the 5-year historical vehicle sales for November. GAC members had 63.4% market share in November.

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 59% of overall vehicle sales in 2018. 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 November 2019

Company	November Sales	Change	Comment
Audi	3,416	4.4%	
Hyundai	10,687	4.8%	
Kia	5,756	8.6%	
Mazda	5,308	4.0%	
Mercedes-Benz	4,166	9.3%	
Mitsubishi	2,052	20.3%	
Subaru	5,164	3.4%	
Toyota	19,089	1.9%	
Volvo	888	46.3%	

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.