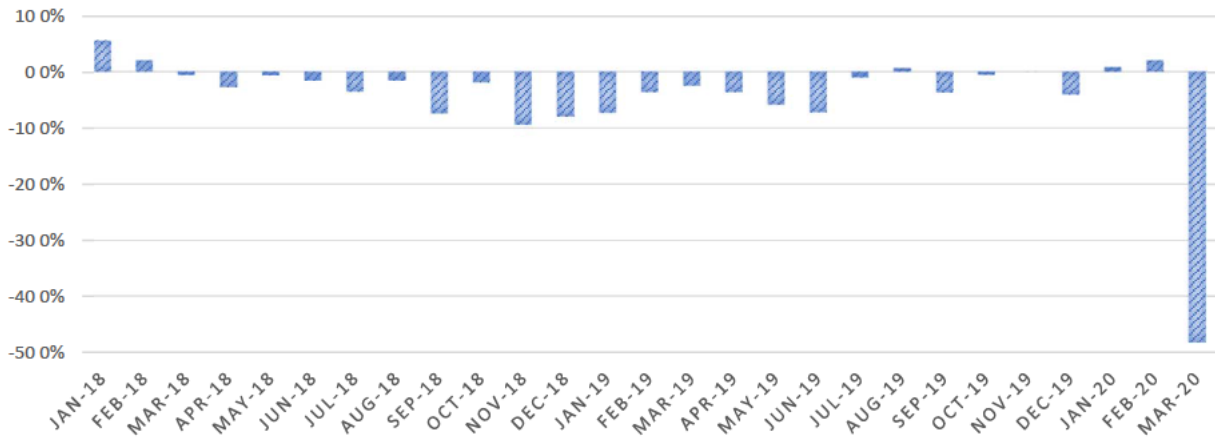


## CANADIAN LIGHT VEHICLE SALES % CHANGE - 2018 TO PRESENT



Source: DesRosiers Automotive Consultants Inc., GAC and CVMA

# desrosiers

AUTOMOTIVE reports

## Market Snapshot

### Contact Info:

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### Total Light Vehicles in Canada

Q1	Current Quarter			YTD			YTD Market Share		
	2020	2019	20/19	2020	2019	20/19	2020	2019	
Acura	2,479	3,687	-32.8%	2,479	3,687	-32.8%	0.8%	0.9%	
Audi	4,964	6,404	-22.5%	4,964	6,404	-22.5%	1.5%	1.6%	
BMW	5,284	7,516	-29.7%	5,284	7,516	-29.7%	1.6%	1.8%	
FCA	44,140	54,336	-18.8%	44,140	54,336	-18.8%	13.4%	13.2%	
Ford	53,729	62,319	-13.8%	53,729	62,319	-13.8%	16.3%	15.1%	
General Motors	48,201	55,260	-12.8%	48,201	55,260	-12.8%	14.6%	13.4%	
Genesis	231	281	-17.8%	231	281	-17.8%	0.1%	0.1%	
Honda	26,541	38,602	-31.2%	26,541	38,602	-31.2%	8.1%	9.4%	
Hyundai	20,630	24,263	-15.0%	20,630	24,263	-15.0%	6.3%	5.9%	
Infiniti	1,435	2,890	-50.3%	1,435	2,890	-50.3%	0.4%	0.7%	
Jaguar	788	1,048	-24.8%	788	1,048	-24.8%	0.2%	0.3%	
Kia	12,594	14,860	-15.2%	12,594	14,860	-15.2%	3.8%	3.6%	
Land Rover	2,259	2,540	-11.1%	2,259	2,540	-11.1%	0.7%	0.6%	
Lexus	4,460	5,131	-13.1%	4,460	5,131	-13.1%	1.4%	1.2%	
Maserati	60	141	-57.4%	60	141	-57.4%	0.0%	0.0%	
Mazda	11,237	13,819	-18.7%	11,237	13,819	-18.7%	3.4%	3.4%	
Mercedes-Benz	7,963	10,232	-22.2%	7,963	10,232	-22.2%	2.4%	2.5%	
MINI	722	1,139	-36.6%	722	1,139	-36.6%	0.2%	0.3%	
Mitsubishi	5,246	6,945	-24.5%	5,246	6,945	-24.5%	1.6%	1.7%	
Nissan	18,228	28,655	-36.4%	18,228	28,655	-36.4%	5.5%	7.0%	
Porsche	899	1,552	-42.1%	899	1,552	-42.1%	0.3%	0.4%	
smart	-	45	-100.0%	-	45	-100.0%	0.0%	0.0%	
Subaru	9,595	10,992	-12.7%	9,595	10,992	-12.7%	2.9%	2.7%	
Toyota	34,963	42,934	-18.6%	34,963	42,934	-18.6%	10.6%	10.4%	
Volkswagen	11,064	13,906	-20.4%	11,064	13,906	-20.4%	3.4%	3.4%	
Volvo	1,396	1,968	-29.1%	1,396	1,968	-29.1%	0.4%	0.5%	
<b>Light Vehicle Sales</b>	<b>329,108</b>	<b>411,465</b>	<b>-20.0%</b>	<b>329,108</b>	<b>411,465</b>	<b>-20.0%</b>	<b>100.0%</b>	<b>100.0%</b>	
Passenger Car	68,361	105,691	-35.3%	68,361	105,691	-35.3%	20.8%	25.7%	
Light Truck	260,747	305,774	-14.7%	260,747	305,774	-14.7%	79.2%	74.3%	
GM/Ford/FCA Nameplates	146,070	171,915	-15.0%	146,070	171,915	-15.0%	44.4%	41.8%	
GAC Member Nameplates	183,038	239,550	-23.6%	183,038	239,550	-23.6%	55.6%	58.2%	
<b>Sales History</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>20/19</b>
Q1	355.4	358.8	368.6	403.0	421.5	429.3	411.5	329.1	-20.0%
Q2	528.9	550.3	565.0	586.4	617.6	607.4	568.6		
Q3	467.5	516.9	527.9	518.8	552.6	529.2	521.2		
Q4	392.7	425.3	437.5	440.7	447.1	419.1	413.4		
<b>Note: Sales figures above are in thousands.</b>									

Source: DesRosiers Automotive Consultants Inc. (DAC), Association of International Automobile Manufacturers of Canada (AIAMC), Canadian Vehicle Manufacturers' Association (CVMA)

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