

# Auto News Flash

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## Canadian and U.S. Vehicle Sales — January 2012

### Canada

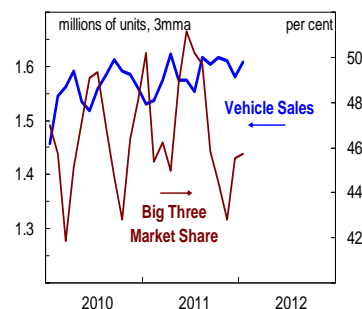
Car and light truck sales started the year on a strong note, with several automakers reporting record volumes for the month of January. Overall sales advanced 15% y/y, a sharp rebound from a sluggish performance at the end of 2011. We estimate that purchases totalled an annualized 1.70 million units in January — the best performance since May 2008, and up from a full-year total of 1.59 million in 2011.

Sales at Japanese dealerships soared 32% above a year earlier — the second consecutive double-digit increase and a clear indication that problems arising from product shortages, due to the tsunami last March, have been overcome. In fact, Japanese automakers posted their second-best January sales on record last month.

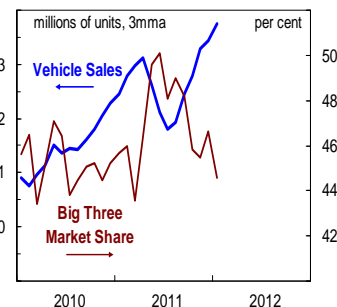
### United States

Purchases also got off to a strong start south of the border, with sales climbing above an annualized 14.0 million units last month, for the first time since the 'cash-for-clunkers' program in mid-2009, and up from 13.6 million in the final month of 2011. The pick-up reflects pent-up demand for new cars and light trucks, as well as an improving labour market. Estimates suggest that roughly 8 million vehicle purchases have been deferred since 2008, as weak economic conditions prompted many Americans to hold onto their aging vehicles. However, with the average age of U.S. vehicles now approaching a record 11 years, many of these older models will have to be replaced.

Vehicle Sales & Detroit Three Market Share — Canada



Vehicle Sales & Detroit Three Market Share — United States



### Canada/U.S. Motor Vehicle Sales Outlook

	1991-01	2002-09	2010	2011	2012	
	Average	Average			Jan *	Annual f
	(thousands of units, annualized)					
<b>CANADA</b>	<b>1,323</b>	<b>1,598</b>	<b>1,557</b>	<b>1,590</b>	<b>1,700 *</b>	<b>1,605</b>
Cars	772	854	709	695	722 *	700
Light Trucks	551	744	848	895	978 *	905
	(millions of units, annualized)					
<b>UNITED STATES</b>	<b>15.0</b>	<b>15.4</b>	<b>11.6</b>	<b>12.7</b>	<b>14.1</b>	<b>13.5</b>
Cars	8.5	7.3	5.7	6.1	7.2	6.5
Light Trucks	6.5	8.1	5.9	6.6	6.9	7.0
	(millions of units, annualized)					
<b>NORTH AMERICAN PRODUCTION**</b>	<b>15.30</b>	<b>14.80</b>	<b>12.15</b>	<b>13.43</b>	<b>15.00</b>	<b>14.23</b>

\*Includes Scotiabank estimates for Jan 2012. \*\*Canada, USA and Mexico; cars, light, medium and heavy trucks.

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