



U.S. AUTO SALES OVERVIEW

April, 2016 (Month, CYTD, 12-Month Totals, MYTD)

Morgan & Company, Inc.

| | Monthly Totals | | | | | Calendar Year-To-Date | | | | | 12 Month Totals | | | | |
|--|----------------|--------|------------|--------|---------------|-----------------------|--------|----------------|--------|---------------|-----------------|--------|----------------|--------|---------------|
| | April 2016 | Share | April 2015 | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change |
| GRAND TOTAL | 1,502,517 | | 1,451,535 | | 3.5% | 5,579,230 | | 5,399,081 | | 3.3% | 17,608,250 | | 16,759,896 | | 5.1% |
| SAAR-Annual Rate | 17,382,026 | | 16,723,974 | | 3.9% | 17,230,690 | | 16,717,638 | | 3.1% | 17,542,907 | | 16,750,644 | | 4.7% |
| TRADITIONAL DOMESTIC BRAND TOTALS | | | | | | | | | | | | | | | |
| GENERAL MOTORS | 259,557 | 17.3% | 269,056 | 18.5% | -3.5% | 943,255 | 16.9% | 953,095 | 17.7% | -1.0% | 3,072,526 | 17.4% | 2,984,390 | 17.8% | 3.0% |
| Car Total/Car Share | 77,122 | 12.7% | 87,847 | 13.6% | -12.2% | 289,377 | 12.6% | 307,798 | 12.7% | -6.0% | 912,371 | 12.4% | 1,027,363 | 13.4% | -11.2% |
| Truck Total/Truck Share | 182,435 | 20.4% | 181,209 | 22.5% | 0.7% | 653,878 | 19.9% | 645,297 | 21.7% | 1.3% | 2,160,155 | 21.1% | 1,957,027 | 21.5% | 10.4% |
| FORD MOTOR | 229,739 | 15.3% | 221,652 | 15.3% | 3.6% | 871,326 | 15.6% | 813,552 | 15.1% | 7.1% | 2,660,856 | 15.1% | 2,494,252 | 14.9% | 6.7% |
| Car Total/Car Share | 63,285 | 10.4% | 71,950 | 11.1% | -12.0% | 255,480 | 11.1% | 261,757 | 10.8% | -2.4% | 791,540 | 10.7% | 798,621 | 10.4% | -0.9% |
| Truck Total/Truck Share | 166,454 | 18.6% | 149,702 | 18.6% | 11.2% | 615,846 | 18.8% | 551,795 | 18.6% | 11.6% | 1,869,316 | 18.3% | 1,695,631 | 18.6% | 10.2% |
| FCA US | 199,631 | 13.3% | 189,027 | 13.0% | 5.6% | 750,734 | 13.5% | 694,881 | 12.9% | 8.0% | 2,299,760 | 13.1% | 2,130,904 | 12.7% | 7.9% |
| Car Total/Car Share | 35,339 | 5.8% | 51,046 | 7.9% | -30.8% | 139,198 | 6.1% | 192,472 | 7.9% | -27.7% | 471,223 | 6.4% | 522,632 | 6.8% | -9.8% |
| Truck Total/Truck Share | 164,292 | 18.4% | 137,981 | 17.1% | 19.1% | 611,536 | 18.6% | 502,409 | 16.9% | 21.7% | 1,828,537 | 17.9% | 1,608,272 | 17.7% | 13.7% |
| TOTAL 'DETROIT 3' | 688,927 | 45.9% | 679,735 | 46.8% | 1.4% | 2,565,315 | 46.0% | 2,461,528 | 45.6% | 4.2% | 8,033,142 | 45.6% | 7,609,546 | 45.4% | 5.6% |
| Car Total/Car Share | 175,746 | 28.9% | 210,843 | 32.6% | -16.6% | 684,055 | 29.7% | 762,027 | 31.4% | -10.2% | 2,175,134 | 29.5% | 2,348,616 | 30.6% | -7.4% |
| Truck Total/Truck Share | 513,181 | 57.4% | 468,892 | 58.2% | 9.4% | 1,881,260 | 57.4% | 1,699,501 | 57.2% | 10.7% | 5,858,008 | 57.2% | 5,260,930 | 57.9% | 11.3% |
| IMPORT BRAND TOTALS | | | | | | | | | | | | | | | |
| JAPANESE BRANDS | 570,064 | 37.9% | 522,825 | 36.0% | 9.0% | 2,119,302 | 38.0% | 2,033,131 | 37.7% | 4.2% | 6,654,154 | 37.8% | 6,315,117 | 37.7% | 5.4% |
| Car Total/Car Share | 278,921 | 45.8% | 264,356 | 40.9% | 5.5% | 1,049,985 | 45.7% | 1,037,667 | 42.7% | 1.2% | 3,303,771 | 44.8% | 3,316,293 | 43.3% | -0.4% |
| Truck Total/Truck Share | 291,143 | 32.6% | 258,469 | 32.1% | 12.6% | 1,069,317 | 32.6% | 995,464 | 33.5% | 7.4% | 3,350,383 | 32.7% | 2,998,824 | 33.0% | 11.7% |
| EUROPEAN BRANDS | 124,805 | 8.3% | 127,684 | 8.8% | -2.3% | 456,241 | 8.2% | 470,002 | 8.7% | -2.9% | 1,529,474 | 8.7% | 1,507,663 | 9.0% | 1.4% |
| Car Total/Car Share | 72,201 | 11.9% | 81,625 | 12.6% | -11.5% | 258,096 | 11.2% | 308,500 | 12.7% | -16.3% | 915,608 | 12.4% | 1,010,087 | 13.2% | -9.4% |
| Truck Total/Truck Share | 52,604 | 5.9% | 46,059 | 5.7% | 14.2% | 198,145 | 6.0% | 161,502 | 5.4% | 22.7% | 613,866 | 6.0% | 497,576 | 5.5% | 23.4% |
| KOREAN BRANDS | 118,721 | 7.9% | 121,291 | 8.4% | -2.1% | 438,372 | 7.9% | 434,420 | 8.0% | 0.9% | 1,391,480 | 7.9% | 1,327,570 | 7.9% | 4.8% |
| Car Total/Car Share | 82,959 | 13.6% | 89,742 | 13.9% | -7.6% | 312,618 | 13.6% | 319,120 | 13.1% | -2.0% | 992,558 | 13.5% | 991,604 | 12.9% | 0.1% |
| Truck Total/Truck Share | 35,762 | 4.0% | 31,549 | 3.9% | 13.4% | 125,754 | 3.8% | 115,300 | 3.9% | 9.1% | 398,922 | 3.9% | 335,966 | 3.7% | 18.7% |
| IMPORT TOTAL | 813,590 | 54.1% | 771,800 | 53.2% | 5.4% | 3,013,915 | 54.0% | 2,937,553 | 54.4% | 2.6% | 9,575,108 | 54.4% | 9,150,350 | 54.6% | 4.6% |
| Car Total/Car Share | 434,081 | 71.3% | 435,723 | 67.4% | -0.4% | 1,620,699 | 70.5% | 1,665,287 | 68.6% | -2.7% | 5,211,937 | 70.7% | 5,317,984 | 69.4% | -2.0% |
| Truck Total/Truck Share | 379,509 | 42.5% | 336,077 | 41.8% | 12.9% | 1,393,216 | 42.5% | 1,272,266 | 42.8% | 9.5% | 4,363,171 | 42.6% | 3,832,366 | 42.1% | 13.9% |
| BY REGION OF MANUFACTURE | | | | | | | | | | | | | | | |
| N. AMERICAN SOURCE | 1,177,176 | 78.3% | 1,158,547 | 79.8% | 1.6% | 4,397,773 | 78.8% | 4,308,369 | 79.8% | 2.1% | 13,891,890 | 78.9% | 13,328,554 | 79.5% | 4.2% |
| ASIAN SOURCE | 230,039 | 15.3% | 206,763 | 14.2% | 11.3% | 837,786 | 15.0% | 785,914 | 14.6% | 6.6% | 2,609,744 | 14.8% | 2,428,658 | 14.5% | 7.5% |
| EUROPEAN SOURCE | 95,302 | 6.3% | 86,225 | 5.9% | 10.5% | 343,671 | 6.2% | 304,798 | 5.6% | 12.8% | 1,106,616 | 6.3% | 1,002,684 | 6.0% | 10.4% |
| GRAND TOTAL | 1,502,517 | 100.0% | 1,451,535 | 100.0% | 3.5% | 5,579,230 | 100.0% | 5,399,081 | 100.0% | 3.3% | 17,608,250 | 100.0% | 16,759,896 | 100.0% | 5.1% |
| CAR - TRUCK SPLIT | | | | | | | | | | | | | | | |
| TOTAL CAR | 608,733 | 40.5% | 646,566 | 44.5% | -5.9% | 2,299,696 | 41.2% | 2,427,314 | 45.0% | -5.3% | 7,372,550 | 41.9% | 7,666,600 | 45.7% | -3.8% |
| TOTAL LIGHT TRUCK | 893,784 | 59.5% | 804,969 | 55.5% | 11.0% | 3,279,534 | 58.8% | 2,971,767 | 55.0% | 10.4% | 10,235,700 | 58.1% | 9,093,296 | 54.3% | 12.6% |
| GRAND TOTAL | 1,502,517 | 100.0% | 1,451,535 | 100.0% | 3.5% | 5,579,230 | 100.0% | 5,399,081 | 100.0% | 3.3% | 17,608,250 | 100.0% | 16,759,896 | 100.0% | 5.1% |



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|----------------|-------|------------|-------|---------------|-----------------------|-------|----------------|-------|---------------|-----------------|-------|----------------|-------|---------------|
| April 2016 | Share | April 2015 | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change |

CARS BY SOURCE REGION

| | | | | | | | | | | | | | | | |
|------------------|----------------|---------------|----------------|---------------|--------------|------------------|---------------|------------------|---------------|--------------|------------------|---------------|------------------|---------------|--------------|
| N. AMERICAN CAR | 447,176 | 73.5% | 477,847 | 73.9% | -6.4% | 1,727,618 | 75.1% | 1,796,617 | 74.0% | -3.8% | 5,501,690 | 74.6% | 5,610,934 | 73.2% | -1.9% |
| IMPORT CAR | 161,557 | 26.5% | 168,719 | 26.1% | -4.2% | 572,078 | 24.9% | 630,697 | 26.0% | -9.3% | 1,870,860 | 25.4% | 2,055,666 | 26.8% | -9.0% |
| TOTAL CAR | 608,733 | 100.0% | 646,566 | 100.0% | -5.9% | 2,299,696 | 100.0% | 2,427,314 | 100.0% | -5.3% | 7,372,550 | 100.0% | 7,666,600 | 100.0% | -3.8% |

TRUCKS BY SOURCE REGION

| | | | | | | | | | | | | | | | |
|--------------------------|----------------|---------------|----------------|---------------|--------------|------------------|---------------|------------------|---------------|--------------|-------------------|---------------|------------------|---------------|--------------|
| NA LIGHT TRUCK | 730,000 | 81.7% | 680,700 | 84.6% | 7.2% | 2,670,155 | 81.4% | 2,511,752 | 84.5% | 6.3% | 8,390,200 | 82.0% | 7,717,620 | 84.9% | 8.7% |
| IMPORT LIGHT TRUCK | 163,784 | 18.3% | 124,269 | 15.4% | 31.8% | 609,379 | 18.6% | 460,015 | 15.5% | 32.5% | 1,845,500 | 18.0% | 1,375,676 | 15.1% | 34.2% |
| TOTAL LIGHT TRUCK | 893,784 | 100.0% | 804,969 | 100.0% | 11.0% | 3,279,534 | 100.0% | 2,971,767 | 100.0% | 10.4% | 10,235,700 | 100.0% | 9,093,296 | 100.0% | 12.6% |

CORPORATE TOTALS

| | | | | | | | | | | | | | | | |
|-----------------------|----------------|--------------|----------------|--------------|--------------|----------------|--------------|----------------|--------------|---------------|------------------|--------------|------------------|--------------|--------------|
| BMW | 24,951 | 1.7% | 26,952 | 1.9% | -7.4% | 95,564 | 1.7% | 105,444 | 2.0% | -9.4% | 336,143 | 1.9% | 347,603 | 2.1% | -3.3% |
| MINI | 4,796 | 0.3% | 5,476 | 0.4% | -12.4% | 15,635 | 0.3% | 18,253 | 0.3% | -14.3% | 55,896 | 0.3% | 61,318 | 0.4% | -8.8% |
| BMW GROUP | 29,747 | 2.0% | 32,428 | 2.2% | -8.3% | 111,199 | 2.0% | 123,697 | 2.3% | -10.1% | 392,039 | 2.2% | 408,921 | 2.4% | -4.1% |
| CHRYSLER | 22,843 | 1.5% | 27,704 | 1.9% | -17.5% | 88,349 | 1.6% | 109,637 | 2.0% | -19.4% | 303,558 | 1.7% | 323,972 | 1.9% | -6.3% |
| DODGE / RAM | 89,385 | 5.9% | 85,770 | 5.9% | 4.2% | 356,207 | 6.4% | 319,687 | 5.9% | 11.4% | 1,047,480 | 5.9% | 1,024,131 | 6.1% | 2.3% |
| ALFA / FIAT | 3,105 | 0.2% | 3,794 | 0.3% | -18.2% | 12,283 | 0.2% | 15,049 | 0.3% | -18.4% | 40,307 | 0.2% | 45,538 | 0.3% | -11.5% |
| JEEP | 84,298 | 5.6% | 71,759 | 4.9% | 10.4% | 293,895 | 5.3% | 250,508 | 4.6% | 6.9% | 908,415 | 5.2% | 737,263 | 4.4% | 12.1% |
| FCA US | 199,631 | 13.3% | 189,027 | 13.0% | 4.7% | 750,734 | 13.5% | 694,881 | 12.9% | 6.7% | 2,299,760 | 13.1% | 2,130,904 | 12.7% | 6.9% |
| FORD | 219,963 | 14.6% | 213,518 | 14.7% | 3.0% | 836,645 | 15.0% | 783,940 | 14.5% | 6.7% | 2,554,560 | 14.5% | 2,398,572 | 14.3% | 6.5% |
| LINCOLN | 9,776 | 0.7% | 8,134 | 0.6% | 20.2% | 34,681 | 0.6% | 29,612 | 0.5% | 17.1% | 106,296 | 0.6% | 95,680 | 0.6% | 11.1% |
| MERCURY | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| FORD MOTOR | 229,739 | 15.3% | 221,652 | 15.3% | 3.6% | 871,326 | 15.6% | 813,552 | 15.1% | 7.1% | 2,660,856 | 15.1% | 2,494,252 | 14.9% | 6.7% |
| BUICK | 17,720 | 1.2% | 18,224 | 1.3% | -2.8% | 72,007 | 1.3% | 68,721 | 1.3% | 4.8% | 226,341 | 1.3% | 225,572 | 1.3% | 0.3% |
| CADILLAC | 11,236 | 0.7% | 15,801 | 1.1% | -28.9% | 46,869 | 0.8% | 52,976 | 1.0% | -11.5% | 169,160 | 1.0% | 170,238 | 1.0% | -0.6% |
| CHEVROLET | 183,442 | 12.2% | 187,837 | 12.9% | -2.3% | 656,172 | 11.8% | 664,393 | 12.3% | -1.2% | 2,117,126 | 12.0% | 2,063,504 | 12.3% | 2.6% |
| OLDSMOBILE | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| PONTIAC | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| GMC | 47,159 | 3.1% | 47,194 | 3.3% | -0.1% | 168,207 | 3.0% | 167,005 | 3.1% | 0.7% | 559,899 | 3.2% | 525,076 | 3.1% | 6.6% |
| HUMMER | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| SATURN | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| GENERAL MOTORS | 259,557 | 17.3% | 269,056 | 18.5% | -3.5% | 943,255 | 16.9% | 953,095 | 17.7% | -1.0% | 3,072,526 | 17.4% | 2,984,390 | 17.8% | 3.0% |
| ACURA | 16,206 | 1.1% | 14,874 | 1.0% | 9.0% | 54,081 | 1.0% | 54,518 | 1.0% | -0.8% | 176,728 | 1.0% | 170,291 | 1.0% | 3.8% |
| HONDA | 132,623 | 8.8% | 115,194 | 7.9% | 15.1% | 452,451 | 8.1% | 409,493 | 7.6% | 10.5% | 1,452,344 | 8.2% | 1,376,782 | 8.2% | 5.5% |
| HONDA MOTOR | 148,829 | 9.9% | 130,068 | 9.0% | 14.4% | 506,532 | 9.1% | 464,011 | 8.6% | 9.2% | 1,629,072 | 9.3% | 1,547,073 | 9.2% | 5.3% |



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Morgan & Company, Inc.

| | Monthly Totals | | | | | Calendar Year-To-Date | | | | | 12 Month Totals | | | | |
|------------------------|------------------|---------------|------------------|---------------|---------------|-----------------------|---------------|------------------|---------------|---------------|-------------------|---------------|-------------------|---------------|---------------|
| | April 2016 | Share | April 2015 | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change | Current Total | Share | Year Ago Total | Share | Vol. % Change |
| HYUNDAI | 62,213 | 4.1% | 68,009 | 4.7% | -8.5% | 235,543 | 4.2% | 240,038 | 4.4% | -1.9% | 757,215 | 4.3% | 739,636 | 4.4% | 2.4% |
| ISUZU | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| KIA | 56,508 | 3.8% | 53,282 | 3.7% | 6.1% | 202,829 | 3.6% | 194,382 | 3.6% | 4.3% | 634,265 | 3.6% | 587,934 | 3.5% | 7.9% |
| MAZDA | 26,195 | 1.7% | 24,123 | 1.7% | 8.6% | 90,838 | 1.6% | 102,167 | 1.9% | -11.1% | 307,855 | 1.7% | 307,477 | 1.8% | 0.1% |
| MERCEDES / MAYBACH | 32,291 | 2.1% | 32,432 | 2.2% | -0.4% | 116,600 | 2.1% | 117,680 | 2.2% | -0.9% | 379,381 | 2.2% | 375,463 | 2.2% | 1.0% |
| MITSUBISHI | 9,674 | 0.6% | 8,216 | 0.6% | 17.7% | 34,886 | 0.6% | 32,006 | 0.6% | 9.0% | 98,222 | 0.6% | 83,267 | 0.5% | 18.0% |
| NISSAN | 113,429 | 7.5% | 99,869 | 6.9% | 13.6% | 480,973 | 8.6% | 433,655 | 8.0% | 10.9% | 1,398,738 | 7.9% | 1,284,711 | 7.7% | 8.9% |
| INFINITI | 10,432 | 0.7% | 9,979 | 0.7% | 4.5% | 43,092 | 0.8% | 43,821 | 0.8% | -1.7% | 132,769 | 0.8% | 120,760 | 0.7% | 9.9% |
| NISSAN MOTOR | 123,861 | 8.2% | 109,848 | 7.6% | 12.8% | 524,065 | 9.4% | 477,476 | 8.8% | 9.8% | 1,531,507 | 8.7% | 1,405,471 | 8.4% | 9.0% |
| PORSCHE | 5,410 | 0.4% | 5,217 | 0.4% | 3.7% | 17,648 | 0.3% | 16,647 | 0.3% | 6.0% | 52,757 | 0.3% | 49,446 | 0.3% | 6.7% |
| SAAB / SPYKER | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| SUBARU | 50,380 | 3.4% | 47,241 | 3.3% | 6.6% | 182,777 | 3.3% | 178,522 | 3.3% | 2.4% | 586,930 | 3.3% | 539,744 | 3.2% | 8.7% |
| SUZUKI | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - | 0 | 0.0% | 0 | 0.0% | - |
| JAGUAR | 1,087 | 0.1% | 1,079 | 0.1% | 0.7% | 6,084 | 0.1% | 5,415 | 0.1% | 12.4% | 15,135 | 0.1% | 15,438 | 0.1% | -2.0% |
| LAND ROVER | 5,188 | 0.3% | 5,311 | 0.4% | -2.3% | 25,993 | 0.5% | 22,287 | 0.4% | 16.6% | 74,288 | 0.4% | 56,140 | 0.3% | 32.3% |
| TATA MOTORS LTD | 6,275 | 0.4% | 6,390 | 0.4% | -1.8% | 32,077 | 0.6% | 27,702 | 0.5% | 15.8% | 89,423 | 0.5% | 71,578 | 0.4% | 24.9% |
| TOYOTA | 179,603 | 12.0% | 173,144 | 11.9% | 3.7% | 656,219 | 11.8% | 659,606 | 12.2% | -0.5% | 2,095,158 | 11.9% | 2,051,415 | 12.2% | 2.1% |
| LEXUS | 24,882 | 1.7% | 25,876 | 1.8% | -3.8% | 99,103 | 1.8% | 103,056 | 1.9% | -3.8% | 340,648 | 1.9% | 326,217 | 1.9% | 4.4% |
| SCION | 6,640 | 0.4% | 4,309 | 0.3% | 54.1% | 24,882 | 0.4% | 16,287 | 0.3% | 52.8% | 64,762 | 0.4% | 54,453 | 0.3% | 18.9% |
| TOYOTA MOTOR | 211,125 | 14.1% | 203,329 | 14.0% | 3.8% | 780,204 | 14.0% | 778,949 | 14.4% | 0.2% | 2,500,568 | 14.2% | 2,432,085 | 14.5% | 2.8% |
| VOLKSWAGEN | 27,112 | 1.8% | 30,009 | 2.1% | -9.7% | 96,426 | 1.7% | 109,248 | 2.0% | -11.7% | 336,618 | 1.9% | 358,064 | 2.1% | -6.0% |
| AUDI | 17,801 | 1.2% | 16,827 | 1.2% | 5.8% | 59,761 | 1.1% | 56,925 | 1.1% | 5.0% | 205,038 | 1.2% | 188,055 | 1.1% | 9.0% |
| VAG | 44,913 | 3.0% | 46,836 | 3.2% | -4.1% | 156,187 | 2.8% | 166,173 | 3.1% | -6.0% | 541,656 | 3.1% | 546,119 | 3.3% | -0.8% |
| VOLVO / GEELY | 6,169 | 0.4% | 4,381 | 0.3% | 40.8% | 22,530 | 0.4% | 18,103 | 0.3% | 24.5% | 74,218 | 0.4% | 56,136 | 0.3% | 32.2% |
| GRAND TOTAL | 1,502,517 | 100.0% | 1,451,535 | 100.0% | 3.5% | 5,579,230 | 100.0% | 5,399,081 | 100.0% | 3.3% | 17,608,250 | 100.0% | 16,759,896 | 100.0% | 5.1% |

Source: Morgan & Company, Inc. Ph: 616-842-0031 Email: augie@morgancom.com Web: www.morgancom.com

SAAR is Seasonally Adjusted Annual Rate.
 Model Year is October 1 through September 30.
 Table includes light vehicle sales as reported by the automakers, and may differ from information provided by other sources.

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