



# Auto News Flash

**Carlos Gomes** (416) 866-4735  
[carlos\\_gomes@scotiacapital.com](mailto:carlos_gomes@scotiacapital.com)

## Canadian and U.S. Vehicle Sales — December 2009

### Canada

Car & light truck purchases improved from the previous month's weak performance, but remained below the annualized 1.55 million unit pace reported during the July to October period. We estimate that sales totalled an annualized 1.49 million in December, bringing the full-year 2009 total to 1.46 million units. While 2009 is the lowest sales annual in a decade, the weakness was concentrated in the opening months of 2009 at the height of the global economic downturn. The global economy, including Canada, is now in recovery mode and will help lift Canadian car and light truck sales to 1.53 million units in 2010.

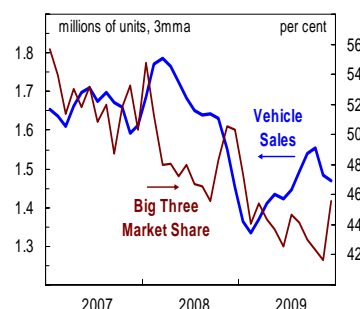
### United States

Auto sales ended their worst year in recent memory on a strong note, enabling the industry to look to 2010 with renewed confidence. Purchases climbed to a higher-than-expected 11.2 million units in December, up from an average of 10.2 during the previous three months and a full-year 2009 total of 10.4 million.

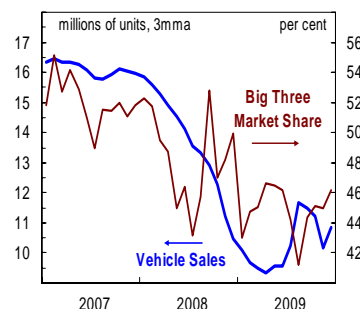
Retail volumes accounted for most of the increase last month, with purchases advancing to an annualized 9.0 million units, up from an average of 8.2 million during the previous three months. However, fleet activity also picked up, especially at Ford where volumes surged 74% above a year earlier. The broad-based gain highlights the improvement in credit availability to both households and business — a key factor that was curtailed in late 2008 and deepened the industry's downturn.

The Detroit automakers posted a 6% y/y gain last month — their first increase since May 2007, and the strongest advance in more than three years. This performance lifted their combined market share above 46% for the first time in six months.

Vehicle Sales & Detroit Three Market Share — Canada



Vehicle Sales & Detroit Three Market Share — United States



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

	1991-01 Average	2002-07 Average	2008 Average	2009 Jan-Dec*	2010F Annual e
	(thousands of units, annualized)				
<b>CANADA</b>	1,323	1,614	1,642	1,461 *	1,450
Cars	772	864	898	748 *	745
Light Trucks	551	750	744	713 *	705
	(millions of units, annualized)				
<b>UNITED STATES</b>	15.0	16.6	13.2	10.4	10.3
Cars	8.5	7.7	6.8	5.4	5.3
Light Trucks	6.5	8.9	6.4	5.0	5.0
	(millions of units, annualized)				
<b>NORTH AMERICAN PRODUCTION**</b>	15.30	16.10	12.90	8.53	8.53

\*Includes Scotiabank estimates for November-December. \*\*Canada, USA and Mexico; cars, light, medium and heavy trucks.

### Scotia Economics

Scotia Plaza 40 King Street West, 63rd Floor  
 Toronto, Ontario Canada M5H 1H1  
 Tel: (416) 866-6253 Fax: (416) 866-2829  
 Email: [scotia\\_economics@scotiacapital.com](mailto:scotia_economics@scotiacapital.com)

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