



Auto News Flash

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Canadian and U.S. Vehicle Sales — September 2010

Canada

Passenger vehicle sales rose 4% above a year earlier, as enhanced incentives boosted volumes to annualized 1.58 million units in September, from 1.57 million in August and so far this year. Ford led the way with a 64% year-over-year surge, widening its year-to-date lead over General Motors.

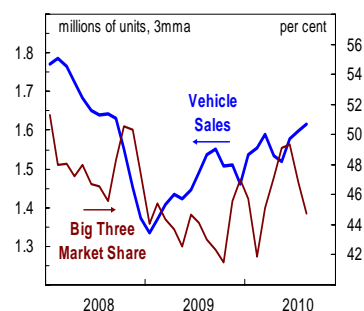
As we pointed out last month, the sales gains continue to broaden out across manufacturers — an indication of strengthening market. Eleven automakers posted gains last month — double the number of manufacturers reporting lower sales. In addition, despite continued double-digit declines at Toyota, volumes for imported brands advanced above a year earlier for the first time since April.

United States

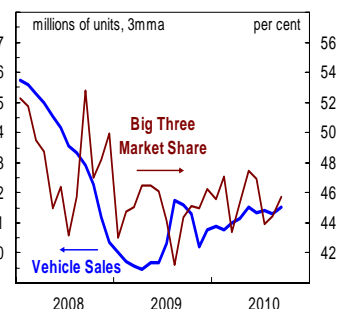
Vehicle sales climbed to an annualized 11.9 million units in September, from an average of 11.2 million during the previous seven months. The improvement reflects a strengthening in retail purchases to an annualized 9.5 million — the highest level since last year's 'cash-for-clunkers' program — from an average of 8.6 million so far this year.

Light trucks led the way, with volumes at GM, Ford and Chrysler surging 43% above a year earlier. In particular, sales of small-and mid-size sport utilities soared more than 80% at the three companies. Meanwhile, pickup truck volumes jumped by nearly 50%, as consumers continue to shift to larger models.

Vehicle Sales & Detroit Three Market Share — Canada



Vehicle Sales & Detroit Three Market Share — United States



Canada/U.S. Motor Vehicle Sales Outlook

	<u>1991-01</u>	<u>2002-07</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	
	Average		Average		Jan-Sep *	Annual f
(thousands of units, annualized)						
CANADA	1,323	1,614	1,642	1,461	1,570 *	1,565
Cars	772	864	898	748	725 *	735
Light Trucks	551	750	744	713	845 *	830
(millions of units, annualized)						
UNITED STATES	15.0	16.6	13.2	10.4	11.3	11.5
Cars	8.5	7.7	6.8	5.4	5.6	5.7
Light Trucks	6.5	8.9	6.4	5.0	5.7	5.8
(millions of units, annualized)						
NORTH AMERICAN PRODUCTION**	15.30	16.10	12.90	8.53	12.29	12.20

*Includes Scotiabank estimates for August-September 2010. **Canada, USA and Mexico; cars, light, medium and heavy t.

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