

## Forecast for Vehicle Demand in Japan in Calendar Year 2015

In units

Japan Automobile Manufacturers Association

|   |   |                         | Calendar Year 2013 A | Calendar Year 2014 B | Calendar Year 2015 C<br>Forecast | Change (%) from Previous Year |                        |      |
|---|---|-------------------------|----------------------|----------------------|----------------------------------|-------------------------------|------------------------|------|
|   |   |                         |                      |                      |                                  | Calendar Year 2014 B/A        | Calendar Year 2015 C/B |      |
| P<br>a<br>s<br>s<br>e<br>n<br>g<br>e<br>r<br><br>C<br>a<br>r<br>s<br><br>&<br><br>C<br>V<br>s | Passenger<br>Cars                       | Standard & Small 1      | 2,872,111            | 2,860,472            | 2,702,000                        | 99.6                          | 94.5                   |      |
|   |   | Mini 2                  | 1,690,171            | 1,839,119            | 1,565,000                        | 108.8                         | 85.1                   |      |
|   |   | Total                   | 4,562,282            | 4,699,591            | 4,267,000                        | 103.0                         | 90.8                   |      |
|   | Trucks                                  | Standard 3              | 143,272              | 164,815              | 154,000                          | 115.0                         | 93.4                   |      |
|   |   | Heavy-Duty (GVW>8 tons) | 73,171               | 88,390               | 83,000                           | 120.8                         | 93.9                   |      |
|   |   | Small 4                 | 235,883              | 252,828              | 219,000                          | 107.2                         | 86.6                   |      |
|   |   | Mini 5                  | 422,820              | 433,671              | 392,000                          | 102.6                         | 90.4                   |      |
|   |   | Total                   | 801,975              | 851,314              | 765,000                          | 106.2                         | 89.9                   |      |
|   | Buses                                   | Large 6                 | 4,181                | 4,498                | 3,700                            | 107.6                         | 82.3                   |      |
|   |   | Small 7                 | 7,075                | 7,485                | 6,400                            | 105.8                         | 85.5                   |      |
|   |   | Total                   | 11,256               | 11,983               | 10,100                           | 106.5                         | 84.3                   |      |
|   | Grand Total                             |                         |                      | 5,375,513            | 5,562,888                        | 5,042,100                     | 103.5                  | 90.6 |
|   | New Vehicle Registrations 1, 3, 4, 6, 7 |                         |                      | 3,262,522            | 3,262,522                        | 3,085,100                     | 100.0                  | 94.6 |
|   | Mini-Vehicles 2, 5                      |                         |                      | 2,112,991            | 2,272,790                        | 1,957,000                     | 107.6                  | 86.1 |

|   |                                      |  |         |         |         |         |       |
|---|--------------------------------------|--|---------|---------|---------|---------|-------|
| M<br>o<br>t<br>o<br>r<br>c<br>y<br>c<br>l<br>e<br>s | Class 1 Motor-Driven Cycles (0-50cc) |  | 238,786 | 228,918 | 236,000 | 95.9    | 103.1 |
|   | Over Class 1                         | Class 2 Motor-Driven Cycles (51-125cc) | 100,947 | 96,249  | 97,000  | 95.3    | 100.8 |
|   |                                      | Mini-Sized Motorcycles (126-250cc)     | 55,441  | 54,303  | 56,000  | 97.9    | 103.1 |
|   |                                      | Small-Sized Motorcycles (over 250cc)   | 65,289  | 70,151  | 68,000  | 107.4   | 96.9  |
|   |                                      | Total                                  | 221,677 | 220,703 | 221,000 | 99.6    | 100.1 |
|   | Grand Total                          |  |         | 460,463 | 449,621 | 457,000 | 97.6  |

Note: Includes imports.