

## Canadian and US Vehicle Sales — January 2019

### CANADA

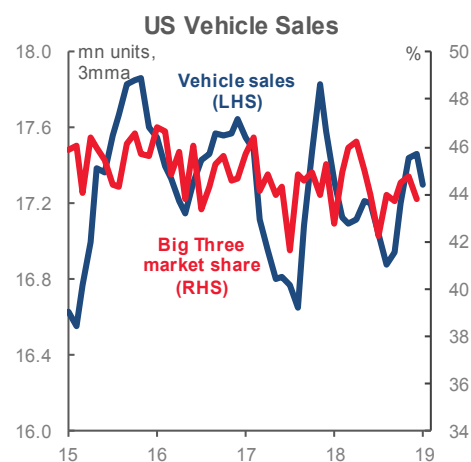
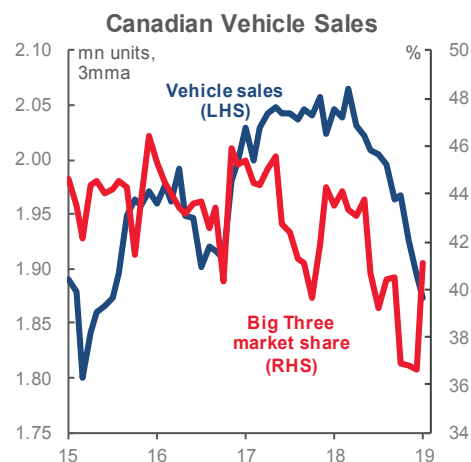
Canadian auto sales declined by 7.2% y/y in January—for an eleventh consecutive month of year-on-year drops—off record-high January sales in 2018. Following particularly weak sales activity in the final quarter of 2018, purchases rose by 4.4% m/m from December to an annualised total of 1.91 mn units delivered in seasonally-adjusted terms. Auto sales continue to face headwinds of slowing employment growth and rising interest rates. We forecast vehicle purchases to total 1.93 mn units sold in 2019, down from 1.98 mn and 2.04 mn in 2018 and 2017, respectively.

### UNITED STATES

January US vehicle purchases fell sharply by 5.3% m/m in seasonally-adjusted terms as sales rebalance from a strong performance in the final third of 2018; sales contracted by 2.1% in year-on-year terms. The monthly percentage drop was the steepest since May 2011 with sales falling below the 17-mn mark for the first time since August 2018 to 16.60 mn units delivered. Adverse weather conditions in the Midwest and East Coast regions in the second half of January—and, to a lesser degree, the government shutdown—may have weakened auto purchases beyond a softening from end-year sales activity. We project US auto sales to tick down to 16.8 mn units delivered from 2018's total of 17.2 mn units sold.

### CONTACTS

**Juan Manuel Herrera, Economist**  
 416.866.6781  
 Scotiabank Economics  
[juanmanuel.herrera@scotiabank.com](mailto:juanmanuel.herrera@scotiabank.com)



### Canada & US Motor Vehicle Sales and Production Outlook

	2000–16	2017	2018	2019	
				Jan**	Annual f
(thousands of units, annualised)					
<b>Canada</b>	<b>1,685</b>	<b>2,041</b>	<b>1,983</b>	<b>1,910</b>	<b>1,930</b>
Cars	769	644	575	535	450
Domestic	487	438	377	351	300
Imports	282	206	198	183	150
Light trucks	915	1,397	1,407	1,376	1,480
(millions of units, annualised)					
<b>United States</b>	<b>14.6</b>	<b>17.1</b>	<b>17.2</b>	<b>16.6</b>	<b>16.8</b>
Cars	6.9	6.1	5.1	5.2	4.9
Light trucks	7.7	11.1	12.1	11.4	12.0
(millions of units, annualised)					
<b>North American Production*</b>	<b>14.84</b>	<b>17.48</b>	<b>17.47</b>	<b>n.a.</b>	<b>17.75</b>
Canada	2.25	2.19	2.03	n.a.	1.95
United States	9.94	11.23	11.32	n.a.	11.60
Mexico	2.65	4.07	4.12	n.a.	4.20

\*Includes light, medium and heavy trucks. Sources: Ward's Automotive Reports, Statistics Canada. \*\*Scotiabank Estimates

This report has been prepared by Scotiabank Economics as a resource for the clients of Scotiabank. Opinions, estimates and projections contained herein are our own as of the date hereof and are subject to change without notice. The information and opinions contained herein have been compiled or arrived at from sources believed reliable but no representation or warranty, express or implied, is made as to their accuracy or completeness. Neither Scotiabank nor any of its officers, directors, partners, employees or affiliates accepts any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

These reports are provided to you for informational purposes only. This report is not, and is not constructed as, an offer to sell or solicitation of any offer to buy any financial instrument, nor shall this report be construed as an opinion as to whether you should enter into any swap or trading strategy involving a swap or any other transaction. The information contained in this report is not intended to be, and does not constitute, a recommendation of a swap or trading strategy involving a swap within the meaning of U.S. Commodity Futures Trading Commission Regulation 23.434 and Appendix A thereto. This material is not intended to be individually tailored to your needs or characteristics and should not be viewed as a “call to action” or suggestion that you enter into a swap or trading strategy involving a swap or any other transaction. Scotiabank may engage in transactions in a manner inconsistent with the views discussed this report and may have positions, or be in the process of acquiring or disposing of positions, referred to in this report.

Scotiabank, its affiliates and any of their respective officers, directors and employees may from time to time take positions in currencies, act as managers, co-managers or underwriters of a public offering or act as principals or agents, deal in, own or act as market makers or advisors, brokers or commercial and/or investment bankers in relation to securities or related derivatives. As a result of these actions, Scotiabank may receive remuneration. All Scotiabank products and services are subject to the terms of applicable agreements and local regulations. Officers, directors and employees of Scotiabank and its affiliates may serve as directors of corporations.

Any securities discussed in this report may not be suitable for all investors. Scotiabank recommends that investors independently evaluate any issuer and security discussed in this report, and consult with any advisors they deem necessary prior to making any investment.

**This report and all information, opinions and conclusions contained in it are protected by copyright. This information may not be reproduced without the prior express written consent of Scotiabank.**

™ Trademark of The Bank of Nova Scotia. Used under license, where applicable.

Scotiabank, together with “Global Banking and Markets”, is a marketing name for the global corporate and investment banking and capital markets businesses of The Bank of Nova Scotia and certain of its affiliates in the countries where they operate, including, Scotiabanc Inc.; Citadel Hill Advisors L.L.C.; The Bank of Nova Scotia Trust Company of New York; Scotiabank Europe plc; Scotiabank (Ireland) Limited; Scotiabank Inverlat S.A., Institución de Banca Múltiple, Scotia Inverlat Casa de Bolsa S.A. de C.V., Scotia Inverlat Derivados S.A. de C.V. – all members of the Scotiabank group and authorized users of the Scotiabank mark. The Bank of Nova Scotia is incorporated in Canada with limited liability and is authorised and regulated by the Office of the Superintendent of Financial Institutions Canada. The Bank of Nova Scotia is authorised by the UK Prudential Regulation Authority and is subject to regulation by the UK Financial Conduct Authority and limited regulation by the UK Prudential Regulation Authority. Details about the extent of The Bank of Nova Scotia's regulation by the UK Prudential Regulation Authority are available from us on request. Scotiabank Europe plc is authorised by the UK Prudential Regulation Authority and regulated by the UK Financial Conduct Authority and the UK Prudential Regulation Authority.

Scotiabank Inverlat, S.A., Scotia Inverlat Casa de Bolsa, S.A. de C.V., and Scotia Derivados, S.A. de C.V., are each authorized and regulated by the Mexican financial authorities.

Not all products and services are offered in all jurisdictions. Services described are available in jurisdictions where permitted by law.