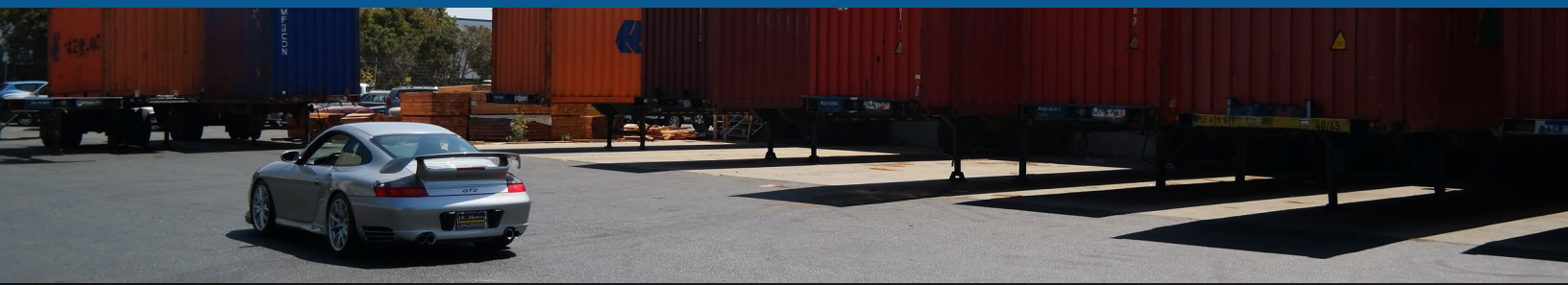




Containerized US Car Exports 4th Quarter 2015 Report + Annual Overview



2015 - A Year In Review

In 2015, over 528,000 cars were exported in containers from the United States. Improving port conditions, falling oil prices, mega-sized container ships, and a strong US dollar all had an effect on the total. Despite this, US car exports were down by just 2% when compared to 2014.

Top Growing Destinations 2015

Venezuela	+137%
Guatemala	+92%
Liberia	+80%
Russia	+60%
El Salvador	+59%
Cambodia	+40%
Honduras	+40%
Ghana	+38%

The countries seeing the strongest results were in Africa and the Americas. Venezuela, with its local production in financial ruins, continued to attract the import of new Toyotas, Fords and Jeeps. While other Central American destinations such as Guatemala, El Salvador and Honduras enjoyed a strengthening economy and favorable import laws which continued to attract cars imports.

Meanwhile in Nigeria, people remained reliant on car imports to supplement the slow start of local auto manufacturing. Ghanaians were also stocking up on cars from the US before their import taxes doubled in 2016.

Demand in the UAE, the largest US car importer in 2015 by volume, remained unchanged despite falling oil prices. It was propped up by neighboring countries that count on the UAE as their source for cars.

China, the second largest US car importer, witnessed a 29% drop in car imports due to a slowing economy and future uncertainty. Cambodia continued to be one of the top performing destinations, with US car imports growing by 40% as compared to 2014.

We hope that equipped with this data, you can continue to expand your international car trade. Stay up to date with developments in 2016 by subscribing to our newsletter and blog [here](#).

-Alex Naumov
Operations Manager at West Coast Shipping.

Cars Imported from the United States		
Region	2015 totals	vs 2014
Middle East	111,826	-8%
Far East	91,212	-10%
Europe	87,560	-26%
Central America	74,299	+45%
Africa	68,048	+31%
Mediterranean	26,933	-25%
South America	22,068	-2%
Caribbean	14,485	+19%
Oceania	9,263	-7%
Indian Subcontinent	7,764	+2%
Other Asia	4,819	-12%

EUR vs USD





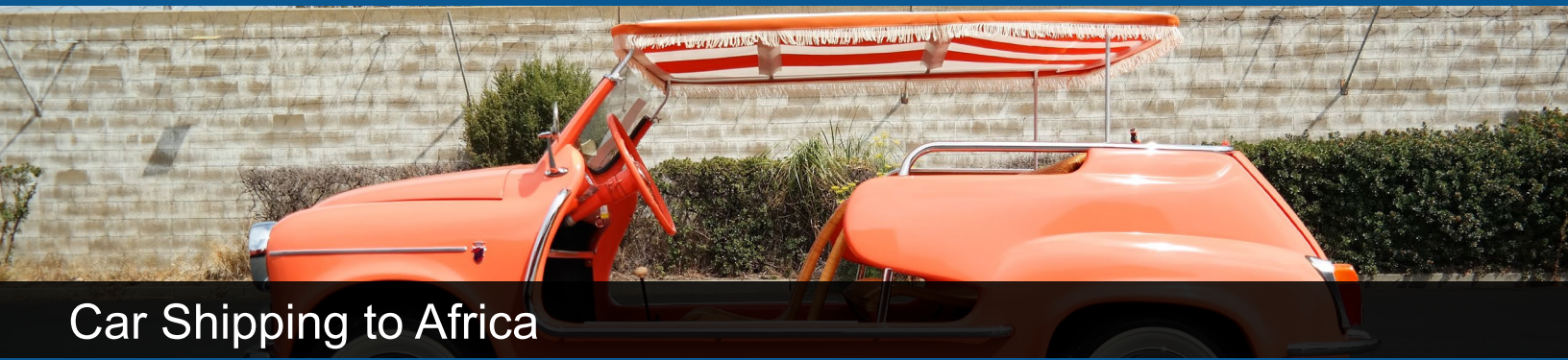
Top 25 US Car Importers in 2015

Destination Country	2015 total	2015 vs 2014 total	Q4 15 total	Q4 '15 vs Q4 '14
1. United Arab Emirates	81,257	No Change	18,771	-11%
2. China	30,296	-29%	5,820	-24%
3. Cambodia	26,908	40%	6,904	39%
4. Guatemala	25,388	92%	6,373	48%
5. Nigeria	24,604	12%	7,636	10%
6. Germany	19,585	-12%	4,379	-36%
7. Ghana	19,328	38%	5,925	81%
8. Honduras	15,582	40%	4,312	52%
9. Georgia	14,995	-41%	4,095	-35%
10. Costa Rica	13,904	17%	3,102	-1%
11. Netherlands	12,899	-31%	3,439	-31%
12. Lebanon	12,840	17%	3,069	9%
13. El Salvador	11,776	59%	2,569	13%
14. Jordan	10,966	2%	3,175	20%
15. Taiwan	9,807	-18%	1,869	-36%
16. South Korea	7,527	25%	1,380	14%
17. Lithuania	7,239	-56%	1,915	-53%
18. United Kingdom	7,041	10%	1,718	-5%
19. Venezuela	6,818	137%	1,509	-16%
20. Australia	6,731	1%	1,769	-5%
21. India	6,105	10%	2,043	44%
22. Hong Kong	5,345	-34%	1,442	-14%
23. Poland	5,195	6%	1,243	-4%
24. Russia	4,925	60%	232	-82%
25. Liberia	4,915	80%	1,599	126%

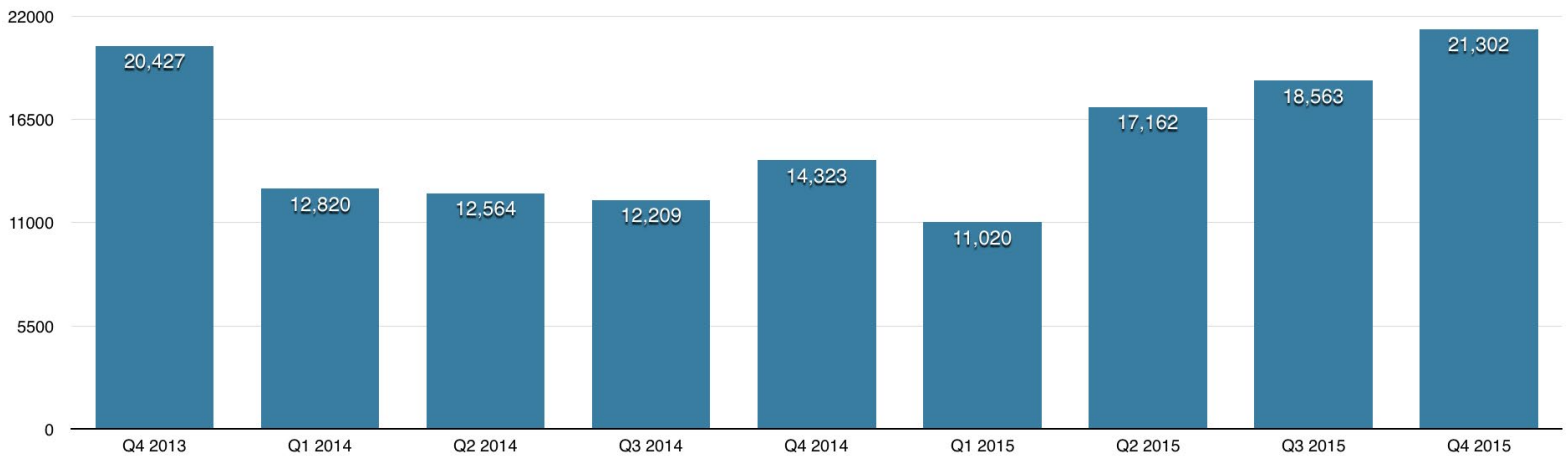


4th Quarter Regional Performance

Regions Importing US Cars	YoY change in Q4 '13	YoY change in Q4 '14	YoY change in Q4 '15	Q4 2015 total
1. Middle East	40%	0%	-21%	25,629 cars
2. Far East	25%	-7%	-32%	19,957 cars
3. Europe	8%	7%	-32%	21,496 cars
4. Central America	20%	3%	29%	18,433 cars
5. Africa	14%	-30%	49%	21,302 cars
6. Mediterranean	-6%	-39%	-19%	5,646 cars
7. South America	45%	8%	-29%	5,153 cars
8. Caribbean	0%	2%	8%	3,772 cars
9. Oceania	4%	-15%	-9%	2,395 cars
9. Indian Subcontinent	155%	48%	14%	2,225 cars
10. Other Asia	-11%	-5%	-30%	878 cars
Total:	19%	-6%	-7%	128,890 cars



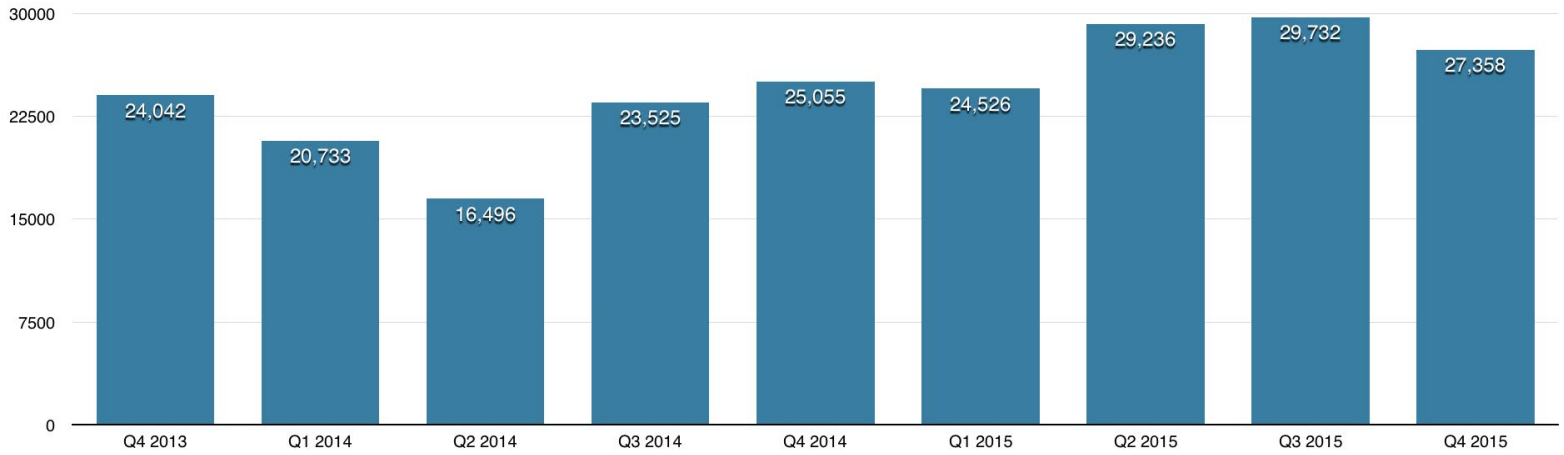
Car Shipping to Africa



Africa Top 10	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. Nigeria	-2%	-43%	19%	6%	27%	-41%	49%	12%	12%	7,636 cars
2. Ghana	-9%	-30%	-16%	-14%	8%	-1%	46%	14%	10%	5,925 cars
3. Liberia	40%	-60%	11%	-15%	14%	19%	66%	-23%	48%	1,599 cars
4. Sierra Leone	126%	-51%	-34%	-12%	27%	5%	136%	7%	60%	1,537 cars
5. Cameroon	31%	-54%	19%	-22%	-22%	-29%	235%	54%	-15%	894 cars
6. Benin	49%	-10%	-5%	3%	37%	35%	45%	13%	19%	780 cars
7. Libya	12%	-7%	-15%	-56%	-3%	-42%	37%	-19%	-28%	732 cars
8. Guinea	-20%	-4%	-12%	-6%	-20%	-14%	101%	-9%	31%	583 cars
9. Senegal	82%	-54%	24%	-14%	7%	62%	90%	37%	-15%	569 cars
10. Ivory Coast	8%	6%	6%	13%	-8%	-35%	100%	-26%	33%	406 cars



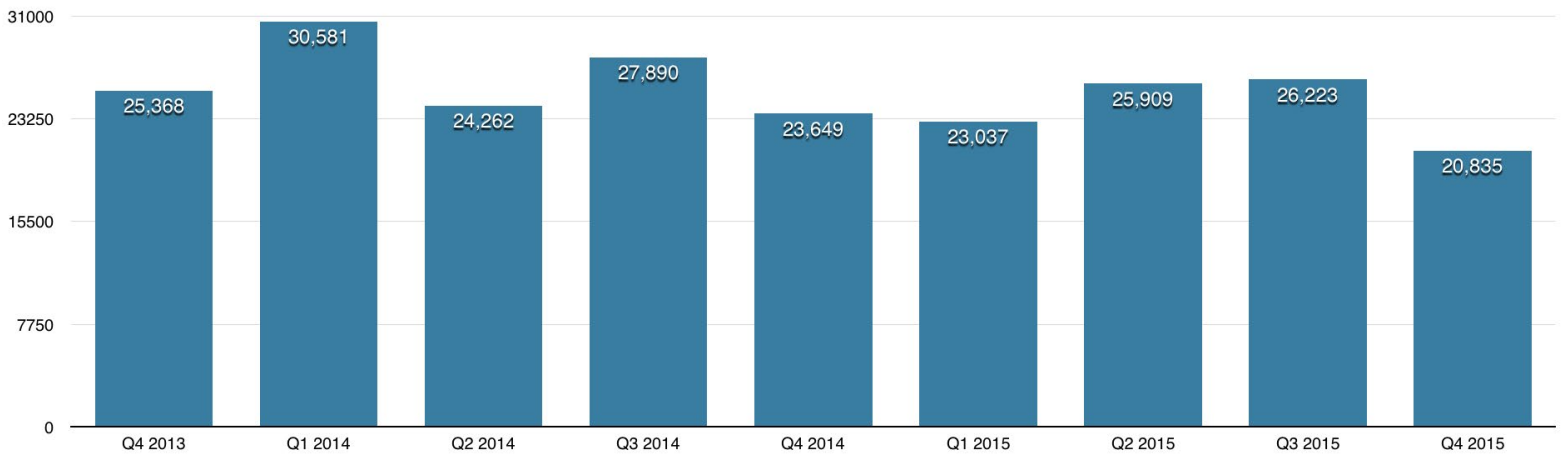
Car Shipping to the Americas



Americas Top 10	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. Guatemala	-5%	10%	-35%	94%	11%	29%	13%	14%	-11%	6,373 cars
2. Honduras	4%	-18%	-31%	37%	-4%	-2%	37%	22%	-7%	4,312 cars
3. Costa Rica	-3%	-9%	-24%	32%	-1%	2%	30%	-17%	-10%	3,102 cars
4. El Salvador	-11%	-14%	-43%	146%	-5%	26%	-19%	-16%	-11%	2,569 cars
5. Venezuela	-62%	-31%	10%	128%	207%	5%	-12%	5%	-14%	1,509 cars
6. Chile	-18%	-29%	-3%	-3%	8%	-52%	30%	26%	-18%	1,242 cars
7. Virgin Islands	17%	44%	-24%	51%	8%	-69%	243%	-4%	86%	960 cars
8. Belize	-27%	12%	-1%	17%	-49%	88%	-4%	73%	-36%	722 cars
9. Panama	20%	15%	-8%	-6%	-1%	-58%	86%	6%	6%	648 cars
10. Puerto Rico	326%	-48%	71%	742%	-29%	471%	-7%	-84%	29%	482 cars



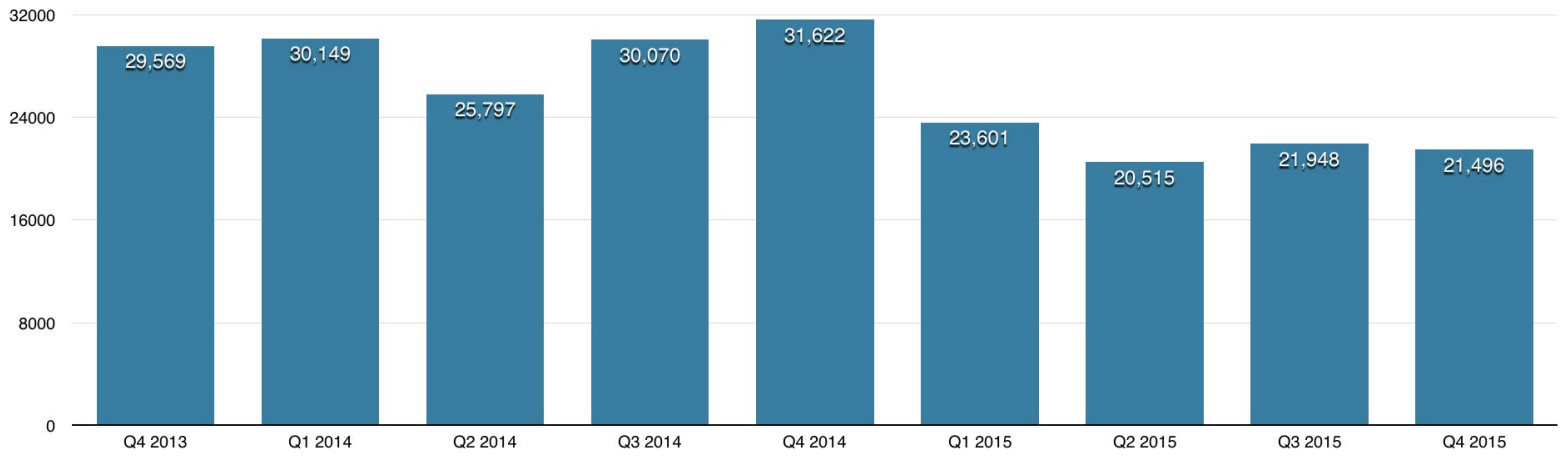
Car Shipping to Asia



Asia Top 10	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. Cambodia	8%	33%	-25%	62%	-15%	22%	8%	13%	-7%	6,904 cars
2. China	44%	16%	-28%	15%	-34%	-13%	42%	-12%	-30%	5,820 cars
3. India	-16%	9%	16%	25%	-14%	6%	-29%	40%	37%	2,043 cars
4. Taiwan	6%	60%	-19%	-8%	12%	10%	-11%	-34%	-1%	1,869 cars
5. Hong Kong	14%	52%	25%	-14%	-19%	-40%	32%	19%	-8%	1,442 cars
6. South Korea	-28%	7%	-29%	46%	-33%	61%	-9%	38%	-43%	1,380 cars
7. Japan	-6%	-14%	-19%	18%	-6%	-23%	5%	58%	-12%	792 cars
8. Vietnam	32%	83%	-40%	3%	78%	-34%	22%	7%	-26%	784 cars
9. Guam	-21%	4%	-17%	21%	-15%	-11%	-3%	51%	-46%	679 cars
10. Philippines	21%	-51%	8%	-7%	60%	-46%	4%	-13%	-1%	479 cars



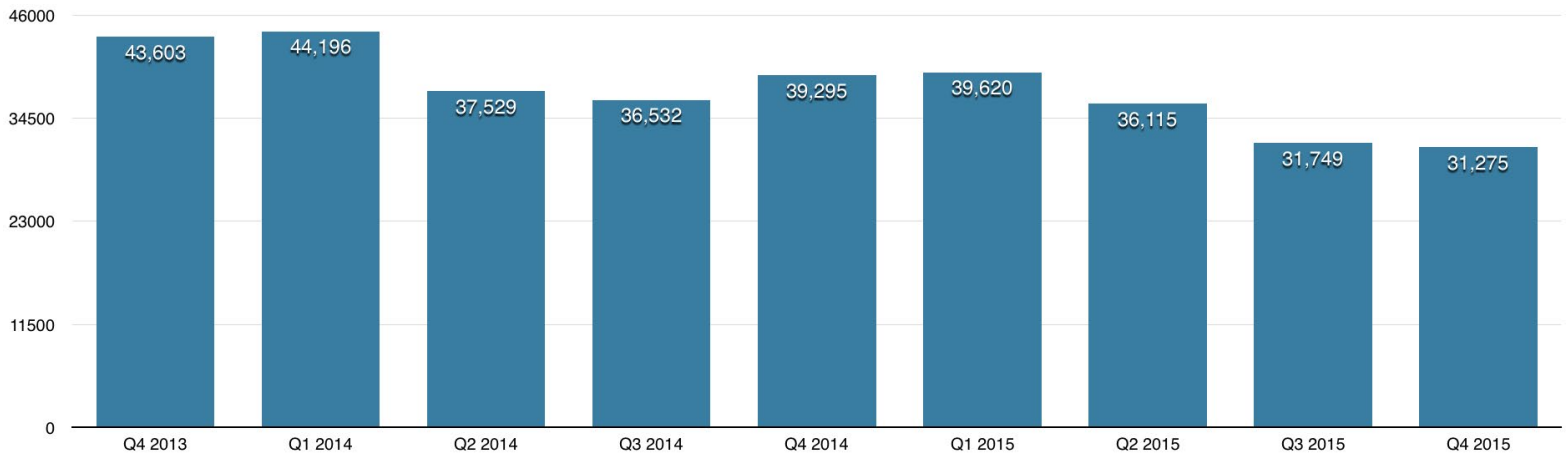
Car Shipping to Europe



Europe Top 10	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. Germany	-7%	5%	14%	80%	-10%	-3%	-33%	-7%	6%	4,379 cars
2. Georgia	11%	23%	-32%	1%	26%	-37%	-37%	39%	19%	4,095 cars
3. Netherlands	14%	12%	-3%	-25%	34%	-34%	3%	-16%	22%	3,439 cars
4. Lithuania	12%	-15%	-42%	45%	-6%	-60%	2%	20%	-5%	1,915 cars
5. United Kingdom	-2%	11%	5%	51%	-12%	2%	-6%	2%	-2%	1,718 cars
6. Belgium	25%	3%	-27%	7%	-12%	-20%	58%	26%	7%	1,367 cars
7. Poland	17%	-8%	31%	4%	-3%	-13%	18%	13%	-17%	1,243 cars
8. France	-3%	-3%	0%	27%	-18%	10%	14%	-29%	22%	797 cars
9. Finland	-1%	-18%	-11%	-15%	-29%	-23%	14%	-35%	17%	644 cars
10. Russia	-29%	-4%	-32%	-8%	159%	9%	-22%	106%	-90%	232 cars



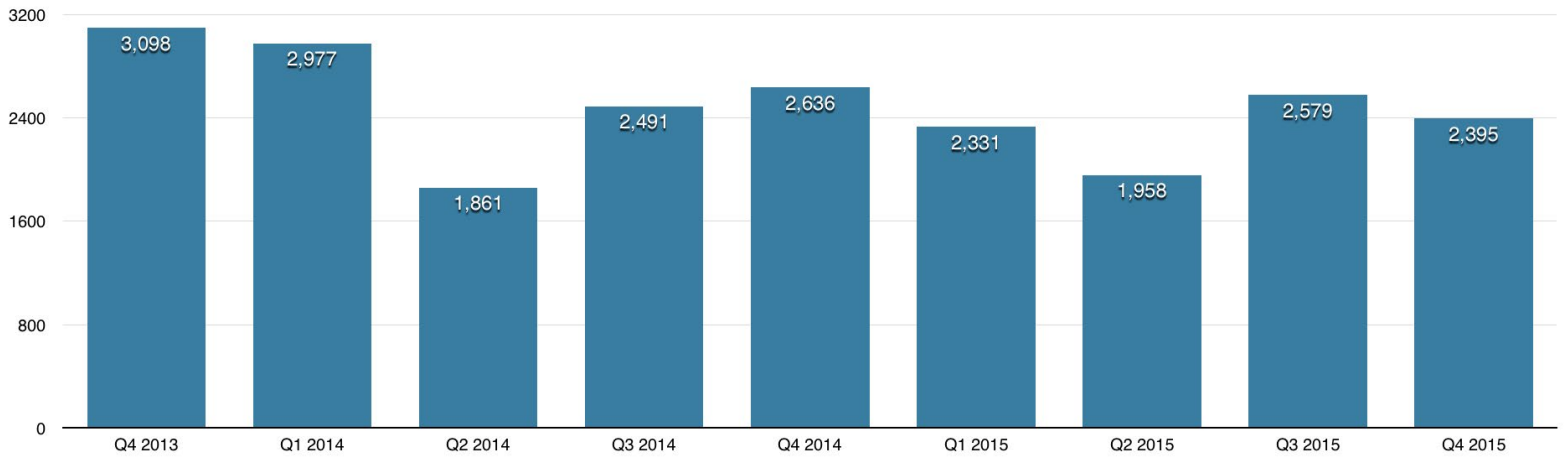
Car Shipping To The Middle East



Middle East Top 10	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. UAE	-7%	19%	-23%	12%	6%	9%	-9%	-11%	1%	18,771 cars
2. Jordan	2%	-45%	-6%	-31%	30%	-20%	50%	-20%	26%	3,175 cars
3. Lebanon	-32%	-17%	-14%	42%	-13%	-2%	27%	1%	-13%	3,069 cars
4. Saudi Arabia	-29%	-23%	-6%	10%	-6%	-20%	60%	9%	-23%	996 cars
5. Iraq	-3%	13%	26%	63%	72%	-19%	-32%	-40%	50%	917 cars
6. Israel	-51%	97%	43%	58%	-17%	-12%	-13%	-10%	-22%	598 cars
7. Yemen	-14%	15%	-6%	-23%	36%	4%	-87%	-81%	407%	573 cars
8. Bahrain	-16%	20%	-28%	23%	-22%	10%	12%	2%	-29%	339 cars
9. Kuwait	17%	-27%	-45%	46%	18%	-26%	-15%	35%	-29%	269 cars
10. Oman	-47%	51%	34%	25%	-6%	18%	73%	-2%	-32%	221 cars



Car Shipping To Oceania



Oceania	Q4 '13	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	Q4 '15 Total Cars
1. Australia	-1%	-10%	-42%	40%	14%	-9%	-20%	39%	-7%	1,769 cars
2. New Zealand	7%	10%	-28%	23%	-9%	-19%	-5%	16%	-9%	623 cars

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