



# Fact Sheet: Automotive Aftermarket

## A L u c r a t i v e I n d u s t r y

### Automotive Aftermarket Highlights

#### CANADA

- # Outstanding and growing total retail value (2003): **US\$ 13.5 billion\***
- # Exceptional new vehicles sales (2003): **1.6 million units**
- # Robust trade record (2003): **The U.S. is the principle supplier of automotive parts in Canada accounting for 86% of the Canadian automotive parts market.**
- # Strong aftermarket trade record (2003): **Parts and accessories account for 39.1% of the total Canadian automotive imports.**

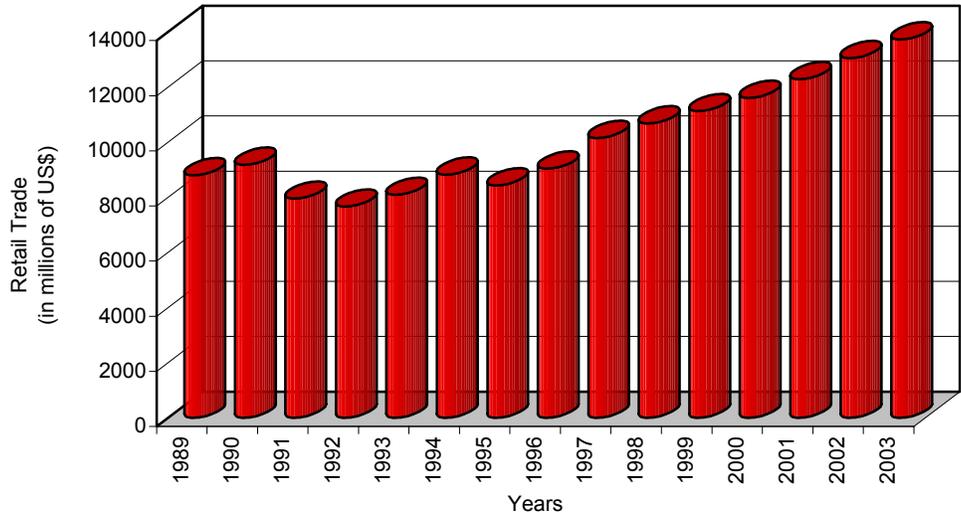
#### ONTARIO

- # Largest automotive aftermarket in Canada (2002): **US\$ 4.1 billion in total retail sales.**
- # Largest registrar of vehicle registrations in Canada (2002): **37.9% - Passenger Cars**  
**34.7% - Light Trucks**

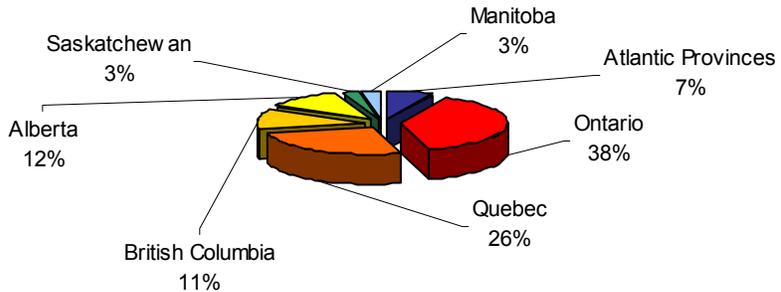
#### Vibrant Economy

- # Real GDP growth forecast (2004): **2.8%**
- # Strong Canadian dollar, making U.S. exports more competitive.

Canada: Automotive Parts, Accessories, and Services Retail Trade



Canada: Vehicle Sales Segmentation by Province – 2003



Canada: Market Potential (Numbers of Purchase and Repairs, 2002)

Product/Service	Units (millions)	Product/Service	Units (millions)
Air Filters	19.4	Hoses	2.0
Batteries	2.5	Oil Changes	59.0
Belts	3.3	Radiator	0.9
Brake Work	6.6	Shock/Struts	1.7
Coolant Replaced	5.1	Spark Plugs	29.0
Exhaust Work	3.6	Tires	23.0
Headlamps	6.1	Wiper Blades	19.4

Sources: Desrosiers Automotive Consultants Inc.; Bank of Canada; Statistics Canada; The Economist.  
 \*Current rate of exchange: 1 USD = 1.3640 CAD (June 22, 2004).  
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