

# United Arab Emirates Autos Report Q4 2016

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## Abstracts

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**BMI View:** This quarter we maintain our negative near-term view on the UAE autos sector. We continue to target a 15.0% fall in sales over 2016, although luxury brands will outperform.

### Key Views

The commercial vehicle segment should outperform over 2016, as heavy vehicle demand remains robust against the backdrop of an extensive pipeline of infrastructure projects.

We continue to believe the planned introduction of VAT in 2018 may prompt consumers to buy greater numbers of new passenger cars in 2017 before the tax is implemented.

Our view that the UAE will retain positive demand for luxury cars, despite the wider market slowdown, has been borne out by the relatively strong performance of luxury brands over 4M16.

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