							CAUCINIDO									
					WHOLESALI	ES - RETAIL S			PORT IMPORT	г						
WH	OLESALES					BY CAT	EGORY JAN-	DEC 2018								
	CA	TEGORY						MONTH							MARKET	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2018	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	337	378	242	343	240	200	251	161	274	198	289	324	3,237	0.3%
	SEDAN TYPE	1.501 < CC < 3.000 (G)/2.500 (D) CC > 3.001 (G)/2.501 (D)	233	312	261	435	546	271	279	266	204	155	213	98	3,273	0.3%
		UB TOTAL	4 <b>574</b>	46 <b>736</b>	31 <b>534</b>	22 <b>800</b>	27 <b>813</b>	8 <b>479</b>	533	7 <b>434</b>	7 <b>485</b>	13 <b>366</b>	12 <b>514</b>	14 <b>436</b>	194 <b>6,704</b>	0.0% <b>0.6</b> %
٠	3	CC < 1.500 (G/D)	41,694	38,919	43,339	43,987	44,990	23,899	46,966	46,049	40,893	45,638	40,876	37,108	494,358	42.9%
۷.		1.501 < CC ≤ 2.500 (G/D)	9.700	12.353	43,339 13.666	11,492	12,370	6.639	13.254	13.186	11.327	12.447	11.949	10.529	138.912	12.1%
	4X2 TYPE	2.501 < CC < 2.500 (G/D)	101	12,333	62	23	12,370	59	170	13,166	69	51	97	116	1,033	0.1%
		CC > 3.001 (G)/2.501 (D)	101	- 00	02	17	27	6	9	9	4	2	91	3	77	0.1%
	S	UB TOTAL	51,495	51,338	57.067	55.519	57.428	30.603	60.399	59.422	52,293	58,138	52.922	47.756	634.380	55.1%
3.		CC < 1.500 (G/D)	8	1	2	37	1	2	2		- 02,200	1	1	41,100	55	0.0%
٠.	4X4 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	226	130	138	171	180	57	187	188	205	225	177	127	2,011	0.2%
		CC > 3.001 (G)/2.500 (D)	51	115	95	85	84	87	135	70	87	98	79	98	1.084	0.1%
	S	UB TOTAL	285	246	235	293	265	146	324	258	292	324	257	225	3,150	0.3%
4.		GVW 5 - 10 Ton (G/D)	151	129	176	208	255	100	193	297	153	200	142	121	2,125	0.2%
	BUS	GVW 10 - 24 Ton (G/D)	265	89	135	60	77	119	108	103	73	88	151	104	1,372	0.1%
		GVW > 24 Ton (G/D)	1	6	4	-	-	-	1	2	4	4	-	-	22	0.0%
	S	UB TOTAL	417	224	315	268	332	219	302	402	230	292	293	225	3,519	0.3%
5.	PICK UP	GVW < 5 Ton (G/D)	13,011	12,501	12,361	11,133	9,511	7,657	13,259	13,221	12,929	13,519	14,195	10,176	143,473	12.5%
6.		GVW 5 - 10 Ton (G/D)	5,878	6,095	7,111	7,497	5,707	4,486	6,937	6,415	7,265	6,846	6,514	6,059	76,810	6.7%
	TRUCK	GVW 10 - 24 Ton (G/D)	476	558	556	535	537	398	644	671	752	768	736	643	7,274	0.6%
		GVW > 24 Ton (G/D)	1,966	2,301	2,653	2,726	2,567	1,628	2,844	2,433	2,533	2,510	2,749	2,915	29,825	2.6%
	S	UB TOTAL	8,320	8,954	10,320	10,758	8,811	6,512	10,425	9,519	10,550	10,124	9,999	9,617	113,909	9.9%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,366	1,592	1,465	1,336	1,363	1,001	1,291	1,418	1,310	1,340	1,186	1,062	15,730	1.4%
	S	UB TOTAL	1,366	1,592	1,465	1,336	1,363	1,001	1,291	1,418	1,310	1,340	1,186	1,062	15,730	1.4%
8.	AFFORDABLE ENERGY	CC ≤ 1200 (G)	20,387	18,683	19,503	22,271	22,007	12,225	20,941	17,517	15,222	21,977	21,361	18,349	230,443	20.0%
	SAVING CARS 4X2	CC ≤ 1500 (D)	20,007	10,000	10,000	22,271	22,007	12,220	20,041	17,017	10,222	21,077	21,001	10,040	200,440	
		UB TOTAL	20,387	18,683	19,503	22,271	22,007	12,225	20,941	17,517	15,222	24.077	24.264	18,349	230,443	0.0%
		OB TOTAL	20,387	10,003	19,503	22,271	22,007	12,225	20,941	17,517	13,222	21,977	21,361	10,349	230,443	20%
_	MAR	KET TOTAL	95,855	94,274	101,800	102,378	100,530	58,842	107,474	102,191	93,311	106,080	100,727	87,846	1,151,308	100%
_	CUM	MULATIVE	95,855	190,129	291,929	394,307	494,837	553,679	661,153	763,344	856,655	962,735	1,063,462	1,151,308	1,131,300	100%
RE	TAIL SALES															
CATEGORY MONTH											RETAIL	SHARE				
	CA	TEGORY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	2018	%
1.		CC ≤ 1.500 (G/D)	255	588	417	634	287	174	245	470	282	242	273	345	4,212	0.4%
	SEDAN TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	236	328	247	423	392	406	226	249	247	286	208	140	3,388	0.3%
		CC > 3.001 (G)/2.501 (D)	1	32 <b>948</b>	29 <b>693</b>	21	30 <b>709</b>	5 <b>585</b>	4 475	10 <b>729</b>	10 <b>539</b>	17 <b>545</b>	12 <b>493</b>	15 <b>500</b>	186	0.0%
2.	S	UB TOTAL CC < 1.500 (G/D)	<b>492</b> 42.597	39,569	49,422	<b>1,078</b> 39.436	46,496	31,139	44.448	43.885	39,905	39,521	40.974	45,850	<b>7,786</b> 503,242	<b>0.7%</b> 43.7%
۷.		1.501 < CC ≤ 2.500 (G/D)	42,597 10.571	11.700	12.909	12,419	13,129	8,561	11.020	12,101	10,852	10,718	11,416	12,060	137,456	11.9%
	4X2 TYPE	2.501 < CC ≤ 3.000 (G/D)	163	123	112	95	78	50	122	99	10,032	85	89	147	1,267	0.1%
		CC > 3.001 (G)/2.501 (D)	-	-	-	-	-	-	-	-	-	-	2	4	6	0.0%
	S	UB TOTAL	53,331	51,392	62,443	51,950	59,703	39,750	55,590	56,085	50,861	50,324	52,481	58,061	641,971	55.7%
3.		CC < 1.500 (G/D)	58	7	8	3	5	3	3	3	2	6	4	3	105	0.0%
	4X4 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	192	173	170	113	168	85	136	226	203	233	220	149	2,068	0.2%
		CC > 3.001 (G)/2.500 (D)	76	82	95	106	99	68	81	81	102	94	118	67	1,069	0.1%
	S	UB TOTAL	326	262	273	222	272	156	220	310	307	333	342	219	3,242	0.3%

	CAT	regory						MONTH							RETAIL	SHAR
	CAI	EGORT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2018	%
1.		CC ≤ 1.500 (G/D)	255	588	417	634	287	174	245	470	282	242	273	345	4,212	0.4
SE	EDAN TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	236	328	247	423	392	406	226	249	247	286	208	140	3,388	0.3
		CC > 3.001 (G)/2.501 (D)	1	32	29	21	30	5	4	10	10	17	12	15	186	0.0
	SI	JB TOTAL	492	948	693	1,078	709	585	475	729	539	545	493	500	7,786	0.
2.		CC < 1.500 (G/D)	42,597	39,569	49,422	39,436	46,496	31,139	44,448	43,885	39,905	39,521	40,974	45,850	503,242	43.
	4X2 TYPE	1.501 < CC < 2.500 (G/D)	10,571	11,700	12,909	12,419	13,129	8,561	11,020	12,101	10,852	10,718	11,416	12,060	137,456	11
_	7/21112	2.501 < CC < 3.000 (G)	163	123	112	95	78	50	122	99	104	85	89	147	1,267	0
		CC > 3.001 (G)/2.501 (D)	-	-	-	-	-	-	-	-	-	-	2	4	6	0
	SI	JB TOTAL	53,331	51,392	62,443	51,950	59,703	39,750	55,590	56,085	50,861	50,324	52,481	58,061	641,971	55
		CC < 1.500 (G/D)	58	7	8	3	5	3	3	3	2	6	4	3	105	0
4	4X4 TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	192	173	170	113	168	85	136	226	203	233	220	149	2,068	0
		CC > 3.001 (G)/2.500 (D)	76	82	95	106	99	68	81	81	102	94	118	67	1,069	0
	SI	JB TOTAL	326	262	273	222	272	156	220	310	307	333	342	219	3,242	C
		GVW 5 - 10 Ton (G/D)	141	124	163	222	234	133	137	289	199	149	203	201	2,195	0
	BUS	GVW 10 - 24 Ton (G/D)	245	112	112	85	97	40	135	117	78	124	135	137	1,417	0
		GVW > 24 Ton (G/D)	1	6	4	-	-	-	1	2	4	4	-	-	22	0
	SI	JB TOTAL	387	242	279	307	331	173	273	408	281	277	338	338	3,634	0
	PICK UP	GVW < 5 Ton (G/D)	10,989	10,662	11,734	10,894	10,901	7,612	13,041	13,163	13,652	13,881	13,098	12,710	142,337	12
i.		GVW 5 - 10 Ton (G/D)	5,373	5,591	6,529	6,372	5,906	4,581	5,651	6,670	7,259	6,851	7,079	7,889	75,751	6
	TRUCK	GVW 10 - 24 Ton (G/D)	568	541	634	549	554	476	642	639	754	766	722	734	7,579	0
		GVW > 24 Ton (G/D)	2,112	2,327	2,539	2,497	2,517	1,784	2,551	2,447	2,608	2,523	2,670	2,879	29,454	2
	SI	JB TOTAL	8,053	8,459	9,702	9,418	8,977	6,841	8,844	9,756	10,621	10,140	10,471	11,502	112,784	9
. DOI	UBLE CABIN	GVW < 5 Ton (G/D)	1,007	1,275	1,476	1,263	1,181	924	1,285	1,458	1,340	1,473	1,456	1,269	15,407	1.
	4X2 / 4X4	For all CC														
	SI	JB TOTAL	1,007	1,275	1,476	1,263	1,181	924	1,285	1,458	1,340	1,473	1,456	1,269	15,407	1.
AFFORI	DABLE ENERGY	CC ≤ 1200 (G)	19,535	17,612	19,450	19,595	22,079	15,737	18,454	17,401	14,754	16,659	19,323	24,881	225,480	19.
SAVI	ING CARS 4X2	CC ≤ 1500 (D)	-	-	-			-	-	-			-	-		0
	SI	JB TOTAL	19,535	17,612	19,450	19,595	22,079	15,737	18,454	17,401	14,754	16,659	19,323	24,881	225,480	19
-																
		AIL TOTAL	94,120	90,852	106,050	94,727	104,153	71,778	98,182	99,310	92,355	93,632	98,002	109,480	1,152,641	100
	CUMN	MULATIVE	94,120	184,972	291,022	385,749	489,902	561,680	659,862	759,172	851,527	945,159	1,043,161	1.152.641	1,132,041	100

CATEGORY   JAN   FEB   MAR   APR   MAY   JUN   JUL   AUG   SEP   OCT   NOV   DEC   2018   %. SEP   NOT   NOV   DEC   2018   %. SEP   NOV   NOV   DEC   2018   %. SEP   NOV   DEC   2018		CUMI	MULATIVE	94,120	184,972	291,022	385,749	489,902	561,680	659,862	759,172	851,527	945,159	1,043,161	1,152,641		
CALEGORY   JAN   FEB   MAR   APR   MAY   JUN   JUL   AUG   SEP   OCT   NOV   DEC   2018   %	PF	RODUCTION															
SEDAN TYPE		CA	TECORY						MONTH							PROD	SHARE
SEDAN TYPE		CA	TEGORY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2018	%
SUB TOTAL   3,919   2,911   3,185   3,180   1,474   1,097   1,589   1,708   1,711   1,615   1,774   1,724   25,807   1,984   1,501   CC ≥ 1,500 (GD)   48,069   39,08   46,582   50,740   53,097   29,148   57,913   57,277   53,662   59,76   52,045   40,890   588,479   43,985   1,708   12,474   13,151   1,415	1.		CC < 1.500 (G/D)	3,608	2,506	2,989	3,051	1,391	1,013	1,501	1,618	1,620	1,418	1,603	1,504	23,822	1.8%
SUB TOTAL  2		SEDAN TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	311	305	196	129	83	84	88	90	111	197	171	220	1,985	0.1%
2			CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
## 4X2 TYPE   1.501 c CC 2.500 (GID)   11.998   12.471   13.124   14.342   11.855   7.434   15.620   12.243   12.465   13.299   12.802   10.616   148.285   11.0%   12.501 c CC 2.3.001 (GIZ.500 (D)   120   165   162   140   125   56   62   51   57   64   35   56   10.03   0.1%   12.001   12.		s	UB TOTAL	3,919	2,811	3,185	3,180	1,474	1,097	1,589	1,708	1,731	1,615	1,774	1,724	25,807	1.9%
## AX I TYPE  ## 2.501 < CC ≤ 3.000 (G)	2.		CC < 1.500 (G/D)	48,069	39,088	46,582	50,740	53,097	29,148	57,913	57,277	53,652	59,978	52,045	40,890	588,479	43.8%
2.501 CC ≤ 3,000 (G)		4Y2 TVDE		11,998	12,471	13,124	14,342	11,853	7,434	15,620	12,243	12,456	13,299	12,802		148,258	11.0%
SUB TOTAL    CC < 1.500 (G/D)   CC > 5.460 (G/D)   CC < 5.500 (G/D)   CC > 5.460 (G/D)		402 1176															
AXA TYPE																	
## AXA TYPE		S		60,932	52,460	60,537	,-	65,519	37,192	74,469	70,014	66,468	73,971	65,480	51,941	744,654	
SUB TOTAL    GVW   5 - 10   Ton (G/D)   168   45   105   275   161   144   142   636   683   548   632   584   580   532   7,147   0.5%	3.			-	-	-		-	-	-	-	-	-	-	-	6	
SUB TOTAL		4X4 TYPE															
Heave Bus   GVW   5 · 10   Ton (G/D)   168   45   105   275   161   146   235   243   156   161   147   118   1,960   0.1%																-	
BUS GVW 10 - 24 Ton (G/D) 282 163 240 48 139 59 60 27 81 114 155 132 1,500 0.1% GVW > 24 Ton (G/D) · · · · · · · · · · · · · · · · · · ·		S			1,442				,	,	,	,	•	,-	,		
SUB TOTAL   Sub	4.		` /				275		146	235		156					
SUB TOTAL   450   208   345   323   300   205   295   270   237   275   302   250   3,460   0.3%		BUS		282	163	240	48	139	59	60	27	81	114	155	132	1,500	
Signature   Sig				-	-	-	-	-	-	-	-	-	-	-	-	-	
TRUCK GVW 10 - 24 Ton (G/D) 7.96 7.695 7.695 7.695 7.490 6.978 5.396 7.633 6.755 5.865 6.479 6.986 5.790 81.082 6.0%    TRUCK GVW 10 - 24 Ton (G/D) 7.29 7.89 8.24 7.82 940 5.21 842 7.97 9.23 1.138 1.332 883 10.500 0.8%    GVW > 24 Ton (G/D) 1.724 1.920 2.297 2.287 2.329 1.533 2.982 2.571 2.218 2.412 2.108 2.179 26.560 2.0%    SUB TOTAL 9,403 9,774 10,816 10,559 10,247 7,450 11,457 10,123 9,006 10,029 10,426 8.852 118,142 8.8%    For all CC SUB TOTAL			_								-						
TRUCK   GVW   10 - 24   Ton (G/D)   729   789   824   782   940   521   842   797   923   1,138   1,332   883   10,500   0.8%     GVW   > 24   Ton (G/D)   1,724   1,920   2,297   2,287   2,329   1,533   2,982   2,571   2,218   2,412   2,108   2,179   26,560   2.0%     SUB TOTAL   9,403   9,774   10,816   10,559   10,247   7,450   11,457   10,123   9,006   10,029   10,426   8,852   118,142   8.8%     For all CC   SUB TOTAL	5.	PICK UP					· ·							,			
GVW   > 24   Ton (G/D)   1,724   1,920   2,297   2,287   2,329   1,533   2,982   2,571   2,218   2,412   2,108   2,179   26,560   2.0%	6.																
SUB TOTAL       9,403       9,774       10,816       10,559       10,247       7,450       11,457       10,123       9,006       10,029       10,426       8,852       118,142       8.8%         7. DOUBLE CABIN       GVW < 5 Ton (G/D) For all CC		TRUCK															
7. DOUBLE CABIN GVW <5 Ton (G/D)						, -											
DOUBLE CABIN       For all CC         SUB TOTAL       -	_	s		9,403	9,774	10,816	10,559	10,247	7,450	11,457	10,123	9,006	10,029	10,426	8,852	118,142	
AFFORDABLE ENERGY CC ≤ 1200 (G) 24,374 20,439 21,616 24,769 24,032 13,870 23,424 20,414 18,547 25,887 23,102 20,696 261,170 19,4% SAVING CARS 4X2 CC ≤ 1500 (D)	7.		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	
SAVING CARS 4X2		S	UB TOTAL	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
SUB TOTAL 24,374 20,439 21,616 24,769 24,032 13,870 23,424 20,414 18,547 25,887 23,102 20,696 261,170 19.4%  PRODUCTION TOTAL 116,657 100,758 112,679 119,206 114,707 69,997 130,260 118,855 112,473 131,853 117,797 98,461 1343,703 100%	8 .		` '	24,374	20,439	21,616	24,769	24,032	13,870	23,424	20,414	18,547	25,887	23,102	20,696	261,170	19.4%
PRODUCTION TOTAL 116,657 100,758 112,679 119,206 114,707 69,997 130,260 118,855 112,473 131,853 117,797 98,461 1343,703 100%			( )	-	-	-	-	-	-	-	-	-	-	-	-	-	
13/3703   100%		S	UB TOTAL	24,374	20,439	21,616	24,769	24,032	13,870	23,424	20,414	18,547	25,887	23,102	20,696	261,170	19.4%
PRODUCTION CUM. TOTAL 116,657 217,415 330,094 449,300 564,007 634,004 764,264 883,119 995,592 1,127,445 1,245,242 1,343,703 100%	H	PRODUC	CTION TOTAL	116,657	100,758	112,679	119,206	114,707	69,997	130,260	118,855	112,473	131,853	117,797	98,461	4 242 702	4000/
		PRODUCTION	ON CUM. TOTAL	116,657	217,415	330,094	449,300	564,007	634,004	764,264	883,119	995,592	1,127,445	1,245,242	1,343,703	1,343,703	100%

18,711	17,950	19,576	21,400	20,124	14,642	25,159	23,559	26,632	26,990	24,859	24,951	264,553
5,698	5,826	7,566	7,595	7,157	4,506	8,812	7,105	6,743	7,263	7,161	6,596	82,028
6,620,482	6,421,193	7,532,745	6,789,075	7,655,348	5,629,511	9,298,134	7,169,388	7,562,696	7,402,285	7,301,695	7,249,320	86,631,872
6,550	8,288	11,108	9,456	7,730	7,051	10,213	7,272	4,156	5,381	4,639	2,306	84,150
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	6,620,482	5,698 5,826 6,620,482 6,421,193	5,698         5,826         7,566           6,620,482         6,421,193         7,532,745	5,698         5,826         7,566         7,595           6,620,482         6,421,193         7,532,745         6,789,075	5,698         5,826         7,566         7,595         7,157           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348	5,698         5,826         7,566         7,595         7,157         4,506           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511	5,698         5,826         7,566         7,595         7,157         4,506         8,812           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134	5,698         5,826         7,566         7,595         7,157         4,506         8,812         7,105           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134         7,169,388	5,698         5,826         7,566         7,595         7,157         4,506         8,812         7,105         6,743           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134         7,169,388         7,562,696	5,698         5,826         7,566         7,595         7,157         4,506         8,812         7,105         6,743         7,263           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134         7,169,388         7,562,696         7,402,285	5,698         5,826         7,566         7,595         7,157         4,506         8,812         7,105         6,743         7,263         7,161           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134         7,169,388         7,562,696         7,402,285         7,301,695	5,698         5,826         7,566         7,595         7,157         4,506         8,812         7,105         6,743         7,263         7,161         6,596           6,620,482         6,421,193         7,532,745         6,789,075         7,655,348         5,629,511         9,298,134         7,169,388         7,562,696         7,402,285         7,301,695         7,249,320           6,550         8,288         11,108         9,456         7,730         7,051         10,213         7,272         4,156         5,381         4,639         2,306

EXPORTS

			WHOLESP			DEC 2018/2017	EXPORT IMPOR	RT					
OLESALES		201	8		1	DE	c I		I		JAN-DEC	<del></del>	
CA	ATEGORY	DEC	NOV	+/-	%	2018	2017	+/-	%	2018	2017	+/-	%
	CC < 1.500 (G/D)			35	12%			280	636%				;
SEDAN TYPE		98	213	-115	-54%	98	305	-207	-68%	3,273	5,079	-1,806	-30
	CC > 3.001 (G)/2.500 (D)	14	12	2	17%	14	14	0	0%	194	112	82	7
S	SUB TOTAL	436	514	-78	-15%	436	363	73	20%	6,704	8,335	-1,631	-2
	CC ≤ 1.500 (G/D)	37,108	40,876	-3,768	-9%	37,108	37,490	-382	-1%	494,358	460,076	34,282	
4X2 TYPF							,					,	
-7/L 111 L			97										-4
			-	J									-1
S		47,756				47,756							_
AVA TVDE		107				- 407		\ /				, ,	-7
4X4 I T PE													
S													
BUS	- ( )												
200	- ( )	-	-			-							
S		225	293			225							
PICK UP	GVW < 5 Ton (G/D)												
				,		,				,			
TRUCK	GVW 10 - 24 Ton (G/D)	643	736	-93	-13%	643	502	141	28%	7,274	5,849	1,425	
	GVW > 24 Ton (G/D)	2,915	2,749	166	6%	2,915	1,865	1,050	56%	29,825	20,779	9,046	
S	SUB TOTAL	9,617	9,999	-382	-4%	9,617	8,014	1,603	20%	113,909	89,348	24,561	- 2
DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,062	1,186	-124	-10%	1,062	1,000	62	6%	15,730	13,667	2,063	
S	SUB TOTAL	1,062	1,186	-124	-10%	1,062	1,000	62	6%	15,730	13,667	2,063	
AFFORDABLE ENERGY SAVING	CC ≤ 1200 (G)	18,349	21,361	(3,012)	-14%	18,349	16,196	2,153	13%	230,443	234,554	-4,111	-1
CARS 4X2	CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	
S	SUB TOTAL	18,349	21,361	(3,012)	-14%	18,349	16,196	2,153	13%	230,443	234,554	-4,111	-1
-	TOTAL	87,846	100,727	-12,881	-12.8%	87,846	85,071	2,775	3.3%	1,151,308	1,077,364	73,944	6
TAIL SALES		•	'	•	•	•	•	•	•	•	•		
	TEGORY	201	8	±/-	0/2	DE	С	1/-	0/2		JAN-DEC	;	
GA.	RIEGORI	DEC	NOV	<del>-</del> 7/-	76	2018	2017	T/-	76	2018	2017	+/-	%
	CC ≤ 1.500 (G/D)	345	273	72	26%	345	181	164	91%	4,212	3,683	529	
SEDAN TYPE		140	208		-33%	140		-181	-56%	3,388	5,070		-:
				3				1					-
S				7									
4X2 TYPE													
	2.501 < CC < 3.000 (G) CC > 3.001 (G)/2.500 (D)	147	89	58	65% 100%	147	120	-5	23%	1,267	1,601 70	-334 -64	-1
	SUB TOTAL	58,061	52,481	5,580	100%	58,061	61,648	-3,587	-56% <b>-6%</b>	641,971	576,740	65,231	
9		30,001	32,401										
S		2	4	/1\	-250/	2	17	(1/1/)	-0/10/	105	1Ω1	(76)	
	CC <u>&lt;</u> 1.500 (G/D)	3	220	(1) -71	-25%	1/10	47 186	(44)	-94% -20%	105	181	(76)	-
4X4 TYPE	CC ≤ 1.500 (G/D) 1.501 < CC ≤ 3.000 (G)/2.500 (D)	149	220	-71	-32%	149	186	-37	-20%	2,068	2,218	-150	
4X4 TYPE	CC <u>&lt;</u> 1.500 (G/D)												
	SEDAN TYPE  4X2 TYPE  4X4 TYPE  SUS  BUS  PICK UP  TRUCK  SUBJECT CABIN  4X2 / 4X4  SUBJECT CABIN  5 AFFORDABLE  6 ENERGY SAVING  6 CARS 4X2  SUBJECT CABIN  5 CARS 4X2	CC > 3.001 (G)/2.500 (D)     SUB TOTAL	CATEGORY	SEDAN TYPE	CATEGORY	SEDAN TYPE	DEC   NOV   4/-   %   2018	DEC   NOV   NOV	DEC   NOV   Nov	CATEGORY   DEC   NOV   VI   WI   2018   2017   VI   WI   SEPANTYPE   CC ≤ 1.500 (GD)   324   289   289   12%   324   44   280   6.36%   CC > 3.001 (G)≥2.500 (D)   14   12   2   17%   14   14   10   0.0%   CC > 3.001 (G)≥2.500 (D)   14   12   2   17%   14   14   14   0   0.0%   CC > 3.001 (G)≥3.500 (D)   14   12   2   17%   14   14   14   0   0.0%   CC > 3.001 (G)≥3.500 (D)   37,100   40,876   3.768   -9%   37,100   37,400   382   -1%   1.501   CC ≥ 2.500 (GD)   10,229   11,949   1.420   -12%   10,529   10,950   -377   -3%   2501   CC ≥ 3.000 (GD)   10,229   11,949   1.420   -12%   11,520   -10,500   -377   -3%   2501   CC ≥ 3.000 (GD)   16   97   19   20%   116   142   -26   -18%   -	CATEGORY	CATEGORY   DEC	CATEGORY

	CA	TEGORY	20	10	+/-	%	D.	-0	+/-	%		OAN-DEC	<u>,                                      </u>	
	OA.	TEOOKT	DEC	NOV	77-	70	2018	2017	17/-	70	2018	2017	+/-	%
1.		CC < 1.500 (G/D)	345	273	72	26%	345	181	164	91%	4,212	3,683	529	14%
	SEDAN TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	140	208	-68	-33%	140	321	-181	-56%	3,388	5,070	-1,682	-33%
		CC > 3.001 (G)/2.500 (D)	15	12	3	25%	15	14	1	7%	186	111	75	68%
	S	UB TOTAL	500	493	7	1%	500	516	-16	-3%	7,786	8,864	-1,078	-12%
2.		CC < 1.500 (G/D)	45,850	40,974	4,876	12%	45,850	49,252	-3,402	-7%	503,242	442,442	60,800	14%
	4X2 TYPE	1.501 < CC < 2.500 (G/D)	12,060	11,416	644	6%	12,060	12,267	-207	-2%	137,456	132,627	4,829	4%
	4/11/	2.501 < CC < 3.000 (G)	147	89	58	65%	147	120	27	23%	1,267	1,601	-334	-21%
		CC > 3.001 (G)/2.500 (D)	4	2	2	100%	4	9	-5	-56%	6	70	-64	-91%
	S	UB TOTAL	58,061	52,481	5,580	11%	58,061	61,648	-3,587	-6%	641,971	576,740	65,231	11%
3.		CC ≤ 1.500 (G/D)	3	4	(1)	-25%	3	47	(44)	-94%	105	181	(76)	-42%
	4X4 TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	149	220	-71	-32%	149	186	-37	-20%	2,068	2,218	-150	-7%
		CC > 3.001 (G)/2.500 (D)	67	118	-51	-43%	67	72	-5	-7%	1,069	1,092	-23	-2%
	S	UB TOTAL	219	342	-123	-36%	219	305	-86	-28%	3,242	3,491	-249	-7%
4.		GVW 5 - 10 Ton (G/D)	201	203	-2	-1%	201	160	41	26%	2,195	1,982	213	11%
	BUS	GVW 10 - 24 Ton (G/D)	137	135	2	1%	137	399	-262	-66%	1,417	1,787	-370	-21%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	4	-4	-100%	22	45	(23)	-51%
		UB TOTAL	338	338	0	0%	338	563	-225	-40%	3,634	3,814	-180	-5%
5.	PICK UP	GVW < 5 Ton (G/D)	12,710	13,098	-388	-3%	12,710	12,001	709	6%	142,337	127,214	15,123	12%
6.		GVW 5 - 10 Ton (G/D)	7,889	7,079	810	11%	7,889	7,044	845	12%	75,751	63,634	12,117	19%
	TRUCK	GVW 10 - 24 Ton (G/D)	734	722	12	2%	734	543	191	35%	7,579	5,826	1,753	30%
		GVW > 24 Ton (G/D)	2,879	2,670	209	8%	2,879	1,972	907	46%	29,454	20,990	8,464	40%
		UB TOTAL	11,502	10,471	1,031	10%	11,502	9,559	1,943	20%	112,784	90,450	22,334	25%
7	DOUBLE CABIN	GVW < 5 Ton (G/D)	1,269	1,456	-187	-13%	1,269	1,399	-130	-9%	15,407	14,143	1,264	9%
	4X2 / 4X4	For all CC												
		UB TOTAL	1,269	1,456	-187	-13%	1,269	1,399	-130	-9%	15,407	14,143	1,264	8.9%
8	AFFORDABLE ENERGY SAVING	CC ≤ 1200 (G)	24,881	19,323	5,558	29%	24,881	25,972	-1,091	-4%	225,480	242,680	-17,200	-7%
	CARS 4X2	CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		UB TOTAL	24,881	19,323	5,558	29%	24,881	25,972	-1,091	-4%	225,480	242,680	-17,200	-7%
1 -			·						-			1		
	1	TOTAL	109,480	98,002	11,478	11.7%	109,480	111,963	-2,483	-2.2%	1,152,641	1,067,396	85,245	8.0%

			I	· ·								ı		
PR	ODUCTION													
		ATEGORY	201	18	+/-	%	DI	EC	- 1	%		JAN-DE	С	
	C	ATEGORY	DEC	NOV	+/-	%	2018	2017	+/-	%	2018	2017	+/-	%
1.		CC < 1.500 (G/D)	1,504	1,603	-99	-6%	1,504	1,333	171	13%	23,822	29,193	-5,371	-18%
	SEDAN TYPE	1.501 < CC < 3.000 (G)/2.500 (D)	220	171	49	29%	220	139	81	58%	1,985	1,009	976	97%
		CC > 3.001 (G)/2.500 (D)	-	-	0	0%	•	-	0	0%	-	-	0	0%
		SUB TOTAL	1,724	1,774	-50	-3%	1,724	1,472	252	17%	25,807	30,202	-4,395	
2.		CC < 1.500 (G/D)	40,890	52,045	-11,155	-21%	40,890	35,955	4,935	14%	588,479	503,663	84,816	
	4X2 TYPE	1.501 < CC < 2.500 (G/D)	10,616	12,802	-2,186	-17%	10,616	11,235	-619	-6%	148,258	163,919	-15,661	-10%
	4/11/	2.501 < CC < 3.000 (G)	379	598	-219	-37%	379	864	-485	-56%	6,824	16,555	-9,731	-59%
		CC > 3.001 (G)/2.500 (D)	56	35	21	60%	56	112	(56)	-50%	1,093	691	402	58%
		SÜB TOTAL	51,941	65,480	-13,539	-21%	51,941	48,166	3,775	8%	744,654	684,828	59,826	
3.		CC < 1.500 (G/D)	-	-	-	0%	ı	1	(1)	0%	6	34	(28)	-82%
	4X4 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,772	1,487	285	19%	1,772	1,105	667	60%	16,979	10,980	5,999	
		CC > 3.001 (G)/2.500 (D)	532	560	-28	-5%	532	1,063	-531	-50%	7,147	8,831	-1,684	
		SUB TOTAL	2,304	2,047	257	13%	2,304	2,169	135	6%	24,132	19,845	4,287	
4.		GVW 5 - 10 Ton (G/D)	118	147	-29	-20%	118	18	100	556%	1,960	1,096	864	
	BUS	GVW 10 - 24 Ton (G/D)	132	155	-23	-15%	132	228	-96	-42%	1,500	1,404	96	
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL	250	302	-52	-17%	250	246	4	2%	3,460	2,500	960	
5.	PICK UP	GVW < 5 Ton (G/D)	12,694	14,666	-1,972	-13%	12,694	11,002	1,692	15%	166,338	145,183	21,155	15%
6.		GVW 5 - 10 Ton (G/D)	5,790	6,986	-1,196	-17%	5,790	4,954	836	17%	81,082	64,417	16,665	26%
	TRUCK	GVW 10 - 24 Ton (G/D)	883	1,332	-449	-34%	883	699	184	26%	10,500	7,157	3,343	47%
		GVW > 24 Ton (G/D)	2,179	2,108	71	3%	2,179	1,400	779	56%	26,560	16,462	10,098	61%
		SUB TOTAL	8,852	10,426	-1,574	-15%	8,852	7,053	1,799	26%	118,142	88,036	30,106	34%
7	DOUBLE CABIN	GVW < 5 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	4X2 / 4X4	For all CC												
		SUB TOTAL	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
8	AFFORDABLE	CC ≤ 1200 (G)	20,696	23,102	(2,406)	-10%	20,696	16,613	4,083	25%	261,170	249,834	11,336	5%
	ENERGY SAVING CARS 4X2	CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL	20.696	23,102	(2,406)	-10%	20.696	16.613	4.083	25%	261,170	249.834	11.336	5%
			_5,550	25,.02	(=, .00)	.070		. 5,510	.,000	2070		2.0,304	, 500	1 07.
		TOTAL	98,461	117,797	-19,336	-16.4%	98,461	86,721	11,740	13.5%	1,343,703	1,220,428	123,275	10.1%

EXPORT												
EXPORTS	2018		.,	0/	DEC		.,,	0/		JAN-DE		
EXPORTS	DEC	NOV	+/-	%	2018	2017	+/-	70	2018	2017	+/-	%
CBU (UNIT)	24,951	24,859	92	0.4%	24,951	16,195	8,756	54.1%	264,553	231,169	33,384	14.4%
CKD (SET)	6,596	7,161	-565	-7.9%	6,596	7,250	-654	-9.0%	82,028	85,369	-3,341	-3.9%
COMPONENTS (PIECES)	7,249,320	7,301,695	-52,375	-0.7%	7,249,320	8,095,431	-846,111	-10.5%	86,631,872	81,266,344	5,365,528	6.6%

IMPORT												
IMPORTS	201	18	.,	0/	DE	C	.,	0/		JAN-DE	3	
IMPORTS	DEC	NOV	+/-	70	2018	2017	+/-	76	2018	2017	+/-	%
CBU (UNIT)	2,306	4,639	-2,333	-50.3%	2,306	4,857	-2,551	-52.5%	84,150	87,939	-3,789	-4.3%
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