GAIKINDO WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT BY CATEGORY JAN-DEC 2011

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|---|------|------|---|

RETAIL TOTAL CUMMULATIVE

| | CATEGORY | | | | | | MONTH | 1 | | | | | | MARKET | SHAR |
|-----------------|----------------------------------|------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------|
| ' | CATEGORY | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2011 | % |
| 1. | CC < 1.500 (G/D) | 885 | 1,916 | 1,475 | 953 | 1,016 | 1,249 | 1,674 | 1,130 | 1,691 | 1,415 | 309 | 523 | 14,236 | 1.6 |
| SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 701 | 1,143 | 1,297 | 1,100 | 835 | 741 | 948 | 992 | 1,352 | 1,130 | 673 | 845 | 11,757 | 1.3 |
| | CC > 3.001 (G)/2.501 (D) | 45 | 37 | 92 | 56 | 21 | 37 | 51 | 50 | 68 | 52 | 27 | 19 | 555 | 0.1 |
| | SUB TOTAL | 1,631 | 3,096 | 2,864 | 2,109 | 1,872 | 2,027 | 2,673 | 2,172 | 3,111 | 2,597 | 1,009 | 1,387 | 26,548 | 3.0 |
| 2. | CC < 1.500 (G/D) | 41,050 | 35,834 | 40,360 | 28,923 | 32,231 | 36,598 | 44,579 | 36,799 | 40,241 | 43,988 | 31,800 | 40,300 | 452,703 | 50.6 |
| 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 9,355 | 8,564 | 11,445 | 7,989 | 5,038 | 8,728 | 11,564 | 10,824 | 11,538 | 10,624 | 7,857 | 9,782 | 113,308 | 12.7 |
| 4/21115 | 2.501 < CC < 3.000 (G) | 298 | 247 | 330 | 184 | 123 | 239 | 265 | 266 | 495 | 496 | 217 | 318 | 3,478 | 0.4 |
| | CC > 3.001 (G)/2.501 (D) | 7 | 25 | 29 | 18 | 12 | 9 | 6 | 130 | 50 | 22 | 44 | 19 | 371 | 0.0 |
| | SUB TOTAL | 50,710 | 44,670 | 52,164 | 37,114 | 37,404 | 45,574 | 56,414 | 48,019 | 52,324 | 55,130 | 39,918 | 50,419 | 569,860 | 63.7 |
| 3. | CC < 1.500 (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0 |
| 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 235 | 230 | 265 | 184 | 411 | 391 | 379 | 381 | 393 | 456 | 344 | 189 | 3,858 | 0.4 |
| | CC > 3.001 (G)/2.500 (D) | 61 | 117 | 134 | 96 | 96 | 110 | 157 | 225 | 202 | 273 | 95 | 150 | 1,716 | 0.2 |
| | SUB TOTAL | | 347 | 399 | 280 | 507 | 501 | 536 | 606 | 595 | 729 | 439 | 339 | 5,574 | 0.6 |
| 4. | GVW 5 - 10 Ton (G/D) | 232 | 286 | 243 | 140 | 327 | 202 | 191 | 199 | 183 | 178 | 154 | 133 | 2,468 | 0.3 |
| BUS | GVW 10 - 24 Ton (G/D) | 169 | 207 | 239 | 140 | 19 | 86 | 93 | 105 | 89 | 93 | 119 | 335 | 1,694 | 0.2 |
| | GVW > 24 Ton (G/D) | - | - | - | - | - | - | - | - | - | - | | | - | 0.0 |
| | SUB TOTAL | 401 | 493 | 482 | 280 | 346 | 288 | 284 | 304 | 272 | 271 | 273 | 468 | 4,162 | 0.5 |
| 5. | GVW < 5 Ton (G/D) | 10,125 | 9,961 | 12,344 | 10,426 | 12,228 | 12,888 | 14,915 | 11,401 | 13,310 | 14,892 | 13,272 | 14,492 | 150,254 | 16.8 |
| PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 8,006 | 7,993 | 10,033 | 7,381 | 6,104 | 5,912 | 10,200 | 7,182 | 6,594 | 8,582 | 8,882 | 9,565 | 96,434 | 10.8 |
| FICK OF / INDCK | GVW 10 - 24 Ton (G/D) | 488 | 740 | 709 | 446 | 396 | 446 | 794 | 679 | 608 | 874 | 723 | 987 | 7,890 | 0.9 |
| | GVW > 24 Ton (G/D) | 1,211 | 864 | 1,290 | 1,002 | 760 | 966 | 1,555 | 1,207 | 1,241 | 1,603 | 2,011 | 1,917 | 15,627 | 1.7 |
| | SUB TOTAL | 19,830 | 19,558 | 24,376 | 19,255 | 19,488 | 20,212 | 27,464 | 20,469 | 21,753 | 25,951 | 24,888 | 26,961 | 270,205 | 30.2 |
| 6. DOUBLE CABIN | GVW < 5 Ton (G/D) | 1,122 | 1,425 | 1,880 | 1,689 | 1,438 | 1,554 | 1,671 | 1,711 | 1,779 | 1,667 | 1,128 | 751 | 17,815 | 2.0 |
| 4X2 / 4X4 | For all CC | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0 |
| | SUB TOTAL | 1,122 | 1,425 | 1,880 | 1,689 | 1,438 | 1,554 | 1,671 | 1,711 | 1,779 | 1,667 | 1,128 | 751 | 17,815 | 2.0 |
| | DVET TOTAL | | | | | | | | | | | | | | |
| | ARKET TOTAL | 73,990 73,990 | 69,589 | 82,165 | 60,727 | 61,055 | 70,156 | 89,042 | 73,281 | 79,834 | 86,345 | 67,655 | 80,325 | 894,164 | 100 |
| Cl | CUMMULATIVE | | 143.579 | 225,744 | 286.471 | 347.526 | 417.682 | 506.724 | 580.005 | 659.839 | 746.184 | 813.839 | 894.164 | | I |

| | | ATEGORY | | | | | | MONTH | | | | | | | RETAIL | SHARE |
|----|-----------------|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|-------|
| | · | ATEGORY | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2011 | % |
| 1. | | CC < 1.500 (G/D) | 1,209 | 1,701 | 1,771 | 1,220 | 1,253 | 1,217 | 1,830 | 1,183 | 1,520 | 1,740 | 241 | 475 | 15,360 | 1.7% |
| | SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 879 | 1,081 | 1,243 | 1,091 | 873 | 982 | 1,086 | 1,054 | 1,093 | 1,157 | 858 | 929 | 12,326 | 1.4% |
| | | CC > 3.001 (G)/2.501 (D) | 38 | 41 | 48 | 53 | 39 | 48 | 50 | 43 | 66 | 65 | 42 | 40 | 573 | 0.1% |
| | | SUB TOTAL | 2,126 | 2,823 | 3,062 | 2,364 | 2,165 | 2,247 | 2,966 | 2,280 | 2,679 | 2,962 | 1,141 | 1,444 | 28,259 | 3.2% |
| 2. | | CC < 1.500 (G/D) | 36,310 | 34,398 | 41,987 | 32,664 | 34,131 | 38,391 | 44,762 | 38,520 | 38,578 | 43,066 | 32,783 | 38,123 | 453,713 | 50.9% |
| | 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 9,672 | 8,421 | 11,093 | 9,035 | 5,910 | 8,489 | 10,664 | 11,421 | 11,003 | 10,790 | 8,119 | 10,816 | 115,433 | 13.0% |
| | 4772 1111 2 | 2.501 < CC < 3.000 (G) | 243 | 187 | 308 | 259 | 164 | 188 | 216 | 309 | 406 | 453 | 274 | 296 | 3,303 | 0.4% |
| | | CC > 3.001 (G)/2.501 (D) | 3 | 23 | 20 | 19 | 31 | 10 | 21 | 97 | 47 | 26 | 39 | 33 | 369 | 0.0% |
| | | SUB TOTAL | 46,228 | 43,029 | 53,408 | 41,977 | 40,236 | 47,078 | 55,663 | 50,347 | 50,034 | 54,335 | 41,215 | 49,268 | 572,818 | 64.3% |
| 3. | | CC < 1.500 (G/D) | | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| | 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 274 | 221 | 367 | 253 | 276 | 374 | 380 | 384 | 445 | 389 | 401 | 380 | 4,144 | 0.5% |
| | | CC > 3.001 (G)/2.500 (D) | 52 | 125 | 121 | 103 | 97 | 121 | 164 | 201 | 183 | 255 | 132 | 154 | 1,708 | 0.2% |
| | | SUB TOTAL | 326 | 346 | 488 | 356 | 373 | 495 | 544 | 585 | 628 | 644 | 533 | 534 | 5,852 | 0.7% |
| 4. | | GVW 5 - 10 Ton (G/D) | 219 | 142 | 228 | 211 | 186 | 497 | 172 | 281 | 140 | 170 | 191 | 191 | 2,628 | 0.3% |
| | BUS | GVW 10 - 24 Ton (G/D) | 118 | 213 | 269 | 220 | 129 | 67 | 116 | 107 | 124 | 85 | 98 | 201 | 1,747 | 0.2% |
| | | GVW > 24 Ton (G/D) | | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| | | SUB TOTAL | 337 | 355 | 497 | 431 | 315 | 564 | 288 | 388 | 264 | 255 | 289 | 392 | 4,375 | 0.5% |
| 5. | | GVW < 5 Ton (G/D) | 10,130 | 9,506 | 12,042 | 10,260 | 10,858 | 11,226 | 13,080 | 11,232 | 12,273 | 14,774 | 13,733 | 13,557 | 142,671 | 16.0% |
| | PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 7,513 | 7,206 | 9,728 | 7,599 | 6,151 | 6,139 | 8,148 | 7,894 | 8,358 | 8,493 | 8,022 | 9,604 | 94,855 | 10.7% |
| | TION OF TINOOR | GVW 10 - 24 Ton (G/D) | 557 | 536 | 754 | 607 | 516 | 481 | 576 | 695 | 746 | 713 | 711 | 800 | 7,692 | 0.9% |
| | | GVW > 24 Ton (G/D) | 1,549 | 1,096 | 1,499 | 1,269 | 1,025 | 1,009 | 1,304 | 1,108 | 1,321 | 1,501 | 1,757 | 1,856 | 16,294 | 1.8% |
| | | SUB TOTAL | 19,749 | 18,344 | 24,023 | 19,735 | 18,550 | 18,855 | 23,108 | 20,929 | 22,698 | 25,481 | 24,223 | 25,817 | 261,512 | 29.4% |
| 6. | DOUBLE CABIN | GVW < 5 Ton (G/D) | 1,235 | 1,130 | 1,533 | 1,747 | 1,658 | 1,480 | 1,650 | 1,728 | 1,559 | 1,694 | 1,260 | 1,069 | 17,743 | 2.0% |
| | 4X2 / 4X4 | For all CC | | | | - | | - | | | - | - | | - | | 0.0% |
| | | | | | | | | | | | | | | | | |

| C. PF | ODUCTION | | | | | | | | | | | | | | | |
|-------|-----------------|----------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| | | ATEGORY | | | | | | MONTH | | | | | | | PROD | SHARE |
| | • | ATEGORI | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2011 | % |
| 1. | | CC < 1.500 (G/D) | 10 | 29 | 47 | 53 | 9 | 46 | 14 | | - | - | | - | 208 | 0.0% |
| | SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 346 | 351 | 365 | 217 | 251 | 189 | 344 | 226 | 275 | 255 | 223 | 188 | 3,230 | 0.4% |
| | | CC > 3.001 (G)/2.500 (D) | 24 | 29 | 13 | 11 | 31 | 29 | 1 | 16 | 9 | 6 | 5 | 6 | 180 | 0.0% |
| | | SUB TOTAL | 380 | 409 | 425 | 281 | 291 | 264 | 359 | 242 | 284 | 261 | 228 | 194 | 3,618 | 0.4% |
| 2. | | CC < 1.500 (G/D) | 38,115 | 33,036 | 36,513 | 26,413 | 29,623 | 34,311 | 41,071 | 33,788 | 38,157 | 40,430 | 29,172 | 37,489 | 418,118 | 49.9% |
| | 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 7,864 | 7,218 | 9,397 | 5,732 | 3,597 | 6,436 | 8,673 | 8,628 | 10,176 | 8,843 | 6,277 | 8,760 | 91,601 | 10.9% |
| | 4AZ 11FE | 2.501 < CC < 3.000 (G) | 1,892 | 1,597 | 1,638 | 945 | 489 | 1,234 | 2,568 | 2,262 | 2,887 | 2,286 | 1,169 | 2,076 | 21,043 | 2.5% |
| | | CC > 3.001 (G)/2.500 (D) | - | - | - | - | - | - | - | | - | - | - | - | | 0.0% |
| | | SUB TOTAL | 47,871 | 41,851 | 47,548 | 33,090 | 33,709 | 41,981 | 52,312 | 44,678 | 51,220 | 51,559 | 36,618 | 48,325 | 530,762 | 63.3% |
| 3. | | CC < 1.500 (G/D) | - | - | - | - | | | - | | - | - | | - | | 0.0% |
| | 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 1,981 | 1,534 | 1,999 | 1,200 | 726 | 1,604 | 2,419 | 2,592 | 2,739 | 2,634 | 1,421 | 2,540 | 23,389 | 2.8% |
| | | CC > 3.001 (G)/2.500 (D) | 459 | 403 | 344 | 203 | 120 | 197 | 549 | 466 | 396 | 384 | 302 | 658 | 4,481 | 0.5% |
| | | SUB TOTAL | | 1,937 | 2,343 | 1,403 | 846 | 1,801 | 2,968 | 3,058 | 3,135 | 3,018 | 1,723 | 3,198 | 27,870 | 3.3% |
| 4. | | GVW 5 - 10 Ton (G/D) | 207 | 265 | 267 | 117 | 336 | 180 | 221 | 241 | 204 | 96 | 113 | 184 | 2,431 | 0.3% |
| | BUS | GVW 10 - 24 Ton (G/D) | 294 | 211 | 220 | 171 | 105 | 73 | 164 | 135 | 111 | 96 | 74 | 110 | 1,764 | 0.2% |
| | | GVW > 24 Ton (G/D) | - | - | - | - | - | - | - | | - | - | - | - | - | 0.0% |
| | | SUB TOTAL | 501 | 476 | 487 | 288 | 441 | 253 | 385 | 376 | 315 | 192 | 187 | 294 | 4,195 | 0.5% |
| 5. | | GVW < 5 Ton (G/D) | 10,086 | 9,594 | 11,706 | 10,090 | 12,424 | 12,643 | 14,909 | 11,393 | 13,310 | 15,781 | 14,929 | 14,556 | 151,421 | 18.1% |
| | PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 7,677 | 7,877 | 9,842 | 8,030 | 5,917 | 6,159 | 10,263 | 7,383 | 7,082 | 8,328 | 8,365 | 10,548 | 97,471 | 11.6% |
| | PICK UP / IRUCK | GVW 10 - 24 Ton (G/D) | 606 | 788 | 721 | 432 | 376 | 430 | 804 | 732 | 659 | 937 | 721 | 1,002 | 8,208 | 1.0% |
| | | GVW > 24 Ton (G/D) | 1,104 | 999 | 1,266 | 951 | 645 | 911 | 1,576 | 1,198 | 1,354 | 1,413 | 1,738 | 1,688 | 14,843 | 1.8% |
| | | SUB TOTAL | 19,473 | 19,258 | 23,535 | 19,503 | 19,362 | 20,143 | 27,552 | 20,706 | 22,405 | 26,459 | 25,753 | 27,794 | 271,943 | 32.4% |
| 6. | DOUBLE CABIN | GVW < 5 Ton (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | | 0.0% |
| | DOUBLE CABIN | For all CC | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| | | SUB TOTAL | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| | | | | | · | · | | | | | | | | | | |
| | PROD | UCTION TOTAL | 70,665 | 63,931 | 74,338 | 54,565 | 54,649 | 64,442 | 83,576 | 69,060 | 77,359 | 81,489 | 64,509 | 79,805 | 838,388 | 100% |
| | PRODUC | TION CUM. TOTAL | 70,665 | 134,596 | 208,934 | 263,499 | 318,148 | 382,590 | 466,166 | 535,226 | 612,585 | 694,074 | 758,583 | 838,388 | | 1 1 |

| D. | EXPORTS | | | | | | | | | | | | | |
|----|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| | CBU (UNIT) | 8,654 | 7,645 | 10,249 | 7,728 | 6,022 | 9,704 | 9,881 | 11,985 | 9,551 | 11,656 | 7,306 | 7,551 | 107,932 |
| | CKD (SET) | 7,504 | 7,060 | 8,014 | 6,782 | 3,682 | 6,228 | 7,354 | 7,454 | 5,942 | 9,119 | 8,564 | 6,006 | 83,709 |
| | COMPONENTS (PIECES) | 4,245,540 | 5,850,988 | 4,448,407 | 5,777,174 | 1,479,160 | 3,541,394 | 4,159,192 | 4,752,278 | 3,346,161 | 5,159,244 | 2,885,658 | 2,525,232 | 48,170,428 |
| | | | | | | | | | | | | | | |

E. IMPORTS

CBU (UNIT) 3,599 9,513 9,214 7,017 5,449 6,854 8,686 5,152 8,275 7,912 1,288 3,214 76,173

GAIKINDO WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT BY CATEGORY JAN-DEC 2011 / 2010

A. WHOLESALES

| | | CATEGORY | 20 | 11 | +/- | % | DE | :C | +/- | % | | JAN-D | EC | |
|-----|---------------------------|----------------------------------|--------|--------|-----------------|--------|--------|--------|-----------------|--------|---------|---------|---------|-------|
| | , | SATEGORT | DEC | NOV | - /- | 76 | 2011 | 2010 | - /- | /• | 2011 | 2010 | +/- | % |
| 1. | | CC ≤ 1.500 (G/D) | 523 | 309 | 214 | 69% | 523 | 1,206 | -683 | -57% | 14,236 | 18,355 | -4,119 | -22% |
| | SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 604 | 435 | 169 | 39% | 604 | 772 | -168 | -22% | 11,757 | 14,080 | -2,323 | -16% |
| | | CC > 3.001 (G)/2.500 (D) | 9 | 3 | 6 | 200% | 9 | 42 | -33 | -79% | 555 | 693 | -138 | -20% |
| | | SUB TOTAL | 1,136 | 747 | 389 | 52% | 1,136 | 2,020 | -884 | -44% | 26,548 | 33,128 | -6,580 | -20% |
| 2. | | CC < 1.500 (G/D) | 40,290 | 31,792 | 8,498 | 27% | 40,290 | 37,318 | 2,972 | 8% | 452,703 | 389,712 | 62,991 | 16% |
| | 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 9,765 | 7,829 | 1,936 | 25% | 9,765 | 9,702 | 63 | 1% | 113,308 | 111,874 | 1,434 | 1% |
| | 7/2 111 2 | 2.501 < CC < 3.000 (G) | 318 | 217 | 101 | 47% | 318 | 283 | 35 | 12% | 3,478 | 2,801 | 677 | 24% |
| | | CC > 3.001 (G)/2.500 (D) | 19 | 44 | -25 | -57% | 19 | 17 | 2 | 12% | 371 | 123 | 248 | 202% |
| | | SUB TOTAL | 50,392 | 39,882 | 10,510 | 26% | 50,392 | 47,320 | 3,072 | 6% | 569,860 | 504,510 | 65,350 | 13% |
| 3. | | CC ≤ 1.500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 187 | 340 | -153 | -45% | 187 | 266 | -79 | -30% | 3,858 | 3,070 | 788 | 26% |
| | | CC > 3.001 (G)/2.500 (D) | 141 | 86 | 55 | 64% | 141 | 41 | 100 | 244% | 1,716 | 767 | 949 | 124% |
| | | SUB TOTAL | 328 | 426 | -98 | -23% | 328 | 307 | 21 | 7% | 5,574 | 3,837 | 1,737 | 45% |
| 4. | | GVW 5 - 10 Ton (G/D) | 133 | 154 | -21 | -14% | 133 | 136 | -3 | -2% | 2,468 | 2,058 | 410 | 20% |
| | BUS | GVW 10 - 24 Ton (G/D) | 112 | 87 | 25 | 29% | 112 | 415 | -303 | -73% | 1,694 | 2,119 | -425 | -20% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | SUB TOTAL | 245 | 241 | 4 | 2% | 245 | 551 | -306 | -56% | 4,162 | 4,177 | -15 | 0% |
| 5. | | GVW < 5 Ton (G/D) | 14,492 | 13,272 | 1,220 | 9% | 14,492 | 9,668 | 4,824 | 50% | 150,254 | 104,263 | 45,991 | 44% |
| | PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 9,565 | 8,882 | 683 | 8% | 9,565 | 6,895 | 2,670 | 39% | 96,434 | 80,933 | 15,501 | 19% |
| | | GVW 10 - 24 Ton (G/D) | 987 | 723 | 264 | 37% | 987 | 468 | 519 | 111% | 7,890 | 6,632 | 1,258 | 19% |
| | | GVW > 24 Ton (G/D) | 1,917 | 2,011 | -94 | -5% | 1,917 | 1,427 | 490 | 34% | 15,627 | 12,826 | 2,801 | 22% |
| | | SUB TOTAL | 26,961 | 24,888 | 2,073 | 8% | 26,961 | 18,458 | 8,503 | 46% | 270,205 | 204,654 | 65,551 | 32% |
| 6. | DOUBLE CABIN 4X2 / 4X4 | GVW < 5 Ton (G/D) For all CC | 751 | 1,128 | -377 | -33% | 751 | 1,405 | -654 | -47% | 17,815 | 14,404 | 3,411 | 24% |
| L | | SUB TOTAL | 751 | 1,128 | -377 | -33% | 751 | 1,405 | -654 | -47% | 17,815 | 14,404 | 3,411 | 24% |
| H | | TOTAL | 90 225 | 67.655 | 42.670 | 40.70/ | 90 225 | 70.064 | 10.264 | 44.70/ | 904464 | 764 740 | 120 4E4 | 16.9% |
| - 1 | | IOIAL | 80,325 | 67,655 | 12,670 | 18.7% | 80,325 | 70,061 | 10,264 | 14.7% | 894,164 | 764,710 | 129,454 | |

B. RETAIL SALES

| | | CATEGORY | 201 | 11 | +/- | % | DE | С | +/- | % | | JAN-D | EC | |
|----|------------------|----------------------------------|--------|--------|-------|-------|--------|--------|--------|------|---------|---------|---------|-------|
| | , | CATEGORI | DEC | NOV | +/- | 70 | 2011 | 2010 | +/- | 76 | 2011 | 2010 | +/- | % |
| 1. | | CC ≤ 1.500 (G/D) | 475 | 241 | 234 | 97% | 475 | 1,430 | -955 | -67% | 15,360 | 17,620 | -2,260 | -13% |
| | SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 622 | 572 | 50 | 9% | 622 | 1,339 | -717 | -54% | 11,476 | 13,480 | -2,004 | -15% |
| | | CC > 3.001 (G)/2.500 (D) | 16 | 7 | 9 | 129% | 16 | 66 | -50 | -76% | 478 | 713 | -235 | -33% |
| | | SUB TOTAL | 1,113 | 820 | 293 | 36% | 1,113 | 2,835 | -1,722 | -61% | 27,314 | 31,813 | -4,499 | -14% |
| 2. | | CC ≤ 1.500 (G/D) | 38,109 | 32,765 | 5,344 | 16% | 38,109 | 37,371 | 738 | 2% | 453,679 | 381,472 | 72,207 | 19% |
| | 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 10,810 | 8,112 | 2,698 | 33% | 10,810 | 10,135 | 675 | 7% | 115,408 | 109,395 | 6,013 | 5% |
| | 4821175 | 2.501 < CC < 3.000 (G) | 296 | 274 | 22 | 8% | 296 | 266 | 30 | 11% | 3,303 | 2,874 | 429 | 15% |
| | | CC > 3.001 (G)/2.500 (D) | 33 | 38 | -5 | -13% | 33 | 11 | 22 | 200% | 368 | 115 | 253 | 220% |
| | | SUB TOTAL | 49,248 | 41,189 | 8,059 | 20% | 49,248 | 47,783 | 1,465 | 3% | 572,758 | 493,856 | 78,902 | 16% |
| 3. | | CC ≤ 1.500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | | - | 0 | 0% |
| | 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 376 | 397 | -21 | -5% | 376 | 253 | 123 | 49% | 4,133 | 2,885 | 1,248 | 43% |
| | | CC > 3.001 (G)/2.500 (D) | 145 | 121 | 24 | 20% | 145 | 46 | 99 | 215% | 1,670 | 826 | 844 | 102% |
| | | SUB TOTAL | 521 | 518 | 3 | 1% | 521 | 299 | 222 | 74% | 5,803 | 3,711 | 2,092 | 56% |
| 4. | | GVW 5 - 10 Ton (G/D) | 191 | 191 | 0 | 0% | 191 | 158 | 33 | 21% | 2,628 | 1,577 | 1,051 | 67% |
| | BUS | GVW 10 - 24 Ton (G/D) | 144 | 51 | 93 | 182% | 144 | 218 | -74 | -34% | 1,598 | 2,360 | -762 | -32% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | SUB TOTAL | 335 | 242 | 93 | 38% | 335 | 376 | -41 | -11% | 4,226 | 3,937 | 289 | 7% |
| 5. | | GVW < 5 Ton (G/D) | 13,557 | 13,733 | -176 | -1% | 13,557 | 10,910 | 2,647 | 24% | 142,671 | 101,478 | 41,193 | 41% |
| | PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 9,604 | 8,022 | 1,582 | 20% | 9,604 | 8,275 | 1,329 | 16% | 94,855 | 78,306 | 16,549 | 21% |
| | PICK UP / I KUCK | GVW 10 - 24 Ton (G/D) | 800 | 711 | 89 | 13% | 800 | 607 | 193 | 32% | 7,692 | 6,536 | 1,156 | 18% |
| | | GVW > 24 Ton (G/D) | 1,856 | 1,757 | 99 | 6% | 1,856 | 1,157 | 699 | 60% | 16,294 | 11,339 | 4,955 | 44% |
| | | SUB TOTAL | 25,817 | 24,223 | 1,594 | 7% | 25,817 | 20,949 | 4,868 | 23% | 261,512 | 197,659 | 63,853 | 32% |
| 6. | DOUBLE CABIN | GVW < 5 Ton (G/D) | 1,069 | 1,260 | -191 | -15% | 1,069 | 1,379 | -310 | -22% | 17,743 | 14,414 | 3,329 | 23% |
| | 4X2 / 4X4 | For all CC | | | | | | | | | | | | |
| | | SUB TOTAL | 1,069 | 1,260 | -191 | -15% | 1,069 | 1,379 | -310 | -22% | 17,743 | 14,414 | 3,329 | 23% |
| | | | | | • | | | | | | | • | • | |
| | | TOTAL | 78.524 | 68.662 | 9.862 | 14.4% | 78.524 | 73.621 | 4.903 | 6.7% | 890,569 | 745.390 | 145.179 | 19.5% |

C. PRODUCTION

| | | CATEGORY | 20 | 11 | +/- | % | DE | C | +/- | % | | JAN-I | DEC | |
|----|------------------|----------------------------------|--------|--------|------------------|-------|--------|--------|--------|-------|---------|---------|---------|-------|
| | ` | SATEGORT | DEC | NOV | - 7/- | 76 | 2011 | 2010 | T/- | 76 | 2011 | 2010 | +/- | % |
| 1. | | CC < 1.500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | 208 | , | 208 | 0% |
| | SEDAN TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 60 | 86 | -26 | -30% | 60 | 368 | -308 | -84% | 3,230 | 3,900 | -670 | -17% |
| | | CC > 3.001 (G)/2.500 (D) | - | - | 0 | 0% | - | 19 | -19 | -100% | 180 | 181 | -1 | -1% |
| | | SUB TOTAL | 60 | 86 | -26 | -30% | 60 | 387 | -327 | -84% | 3,618 | 4,081 | -463 | -11% |
| 2. | | CC < 1.500 (G/D) | 37,489 | 29,172 | 8,317 | 29% | 37,489 | 33,018 | 4,471 | 14% | 418,118 | 358,838 | 59,280 | 17% |
| | 4X2 TYPE | 1.501 < CC < 2.500 (G/D) | 8,760 | 6,277 | 2,483 | 40% | 8,760 | 7,632 | 1,128 | 15% | 91,601 | 100,491 | -8,890 | -9% |
| | 4/2 111 2 | 2.501 < CC < 3.000 (G) | 2,076 | 1,169 | 907 | 78% | 2,076 | 1,991 | 85 | 4% | 21,043 | 17,923 | 3,120 | 17% |
| | | CC > 3.001 (G)/2.500 (D) | - | - | 0 | 0% | - | | 0 | 0% | - | | 0 | 0% |
| | | SUB TOTAL | 48,325 | 36,618 | 11,707 | 32% | 48,325 | 42,641 | 5,684 | 13% | 530,762 | 477,252 | 53,510 | 11% |
| 3. | | CC < 1.500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | 4X4 TYPE | 1.501 < CC < 3.000 (G)/2.500 (D) | 2,540 | 1,421 | 1,119 | 79% | 2,540 | 2,012 | 528 | 26% | 23,389 | 13,029 | 10,360 | 80% |
| | | CC > 3.001 (G)/2.500 (D) | 658 | 302 | 356 | 118% | 658 | 351 | 307 | 87% | 4,481 | 2,162 | 2,319 | 0% |
| | | SUB TOTAL | 3,198 | 1,723 | 1,475 | 86% | 3,198 | 2,363 | 835 | 35% | 27,870 | 15,191 | 12,679 | 83% |
| 4. | | GVW 5 - 10 Ton (G/D) | 184 | 113 | 71 | 63% | 184 | 142 | 42 | 30% | 2,431 | 2,076 | 355 | 17% |
| | BUS | GVW 10 - 24 Ton (G/D) | 108 | 72 | 36 | 50% | 108 | 257 | -149 | -58% | 1,764 | 2,030 | -266 | -13% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | SUB TOTAL | 292 | 185 | 107 | 58% | 292 | 399 | -107 | -27% | 4,195 | 4,106 | 89 | 2% |
| 5. | | GVW < 5 Ton (G/D) | 14,556 | 14,929 | -373 | -2% | 14,556 | 8,833 | 5,723 | 65% | 151,421 | 101,648 | 49,773 | 49% |
| | PICK UP / TRUCK | GVW 5 - 10 Ton (G/D) | 10,548 | 8,365 | 2,183 | 26% | 10,548 | 6,167 | 4,381 | 71% | 97,471 | 80,809 | 16,662 | 21% |
| | FICK OF / I KOCK | GVW 10 - 24 Ton (G/D) | 1,002 | 721 | 281 | 39% | 1,002 | 396 | 606 | 153% | 8,208 | 6,608 | 1,600 | 24% |
| | | GVW > 24 Ton (G/D) | 1,688 | 1,738 | -50 | -3% | 1,688 | 756 | 932 | 123% | 14,843 | 12,813 | 2,030 | 16% |
| | | SUB TOTAL | 27,794 | 25,753 | 2,041 | 8% | 27,794 | 16,152 | 11,642 | 72% | 271,943 | 201,878 | 70,065 | 35% |
| 6. | DOUBLE CABIN | GVW < 5 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | 4X2 / 4X4 | For all CC | | | | | | | | | | | | |
| | | SUB TOTAL | - | - | 0 | 0.0% | - | | 0 | 0.0% | - | - | 0 | 0.0% |
| | | | | | | - | · | | | | | | | |
| | | TOTAL | 79,669 | 64,365 | 15,304 | 23.8% | 79,669 | 61,942 | 17,727 | 28.6% | 838,388 | 702,508 | 135,880 | 19.3% |

D. EXPORT

| EXPORTS | 20 | 11 | . /- | 9/ | DE | C | . /- | 9/ | | JAN- | DEC | |
|---------------------|-----------|-----------|----------|--------|-----------|--------|-----------|---------|------------|---------|------------|----------|
| | DEC | NOV | +/- | 70 | 2011 | 2010 | +/- | /0 | 2011 | 2010 | +/- | % |
| CBU (UNIT) | 7,551 | 7,306 | 245 | 3.4% | 7,551 | 8,849 | -1,298 | -14.7% | 107,932 | 85,796 | 22,136 | 25.8% |
| CKD (SET) | 6,006 | 8,564 | -2,558 | -29.9% | 6,006 | 4,068 | 1,938 | 47.6% | 83,709 | 55,624 | 28,085 | 50.5% |
| COMPONENTS (PIECES) | 2.525,232 | 2.885.658 | -360,426 | -12.5% | 2.525.232 | 28,442 | 2.496,790 | 8778.5% | 48.170.428 | 353.950 | 47.816.478 | 13509.4% |

E. IMPORT

| ⊏. | INFORT | | | | | | | | | | | | |
|----|-------------|-------|-------|-------|---------|-------|-------|------|-------|--------|--------|------|-------|
| | IMPORTS | 20 | 11 | ı.L. | 9/ | DEC | | . /- | 9/ | JAN | | DEC | |
| | IMPORTS | DEC | VOV | T/- | /0 | 2011 | 2010 | T/- | /0 | 2011 | 2010 | +/- | % |
| | CRIT(IINIT) | 2 214 | 1 200 | 1 026 | 140 69/ | 2 214 | 2 447 | 222 | 6 99/ | 76 172 | 76 520 | 2/17 | 0.69/ |

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