

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2016

A. WHOLESALES

CATEGORY			MONTH												MARKET	SHARE	
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	211	363	619	1,169	871	488	629	840	596	336	177	350	6,649	0.6%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	395	719	680	558	359	680	494	577	841	589	574	394	6,860	0.6%	
		CC > 3,001 (G)/2,501 (D)	21	25	31	29	50	39	13	23	46	25	7	14	323	0.0%	
	SUB TOTAL		627	1,107	1,330	1,756	1,280	1,207	1,136	1,440	1,483	950	758	758	13,832	1.3%	
2.	4X2 TYPE	CC < 1,500 (G/D)	39,624	38,741	45,900	42,220	45,126	42,848	25,874	38,463	36,173	35,695	42,507	34,545	467,716	44.0%	
		1,501 < CC ≤ 2,500 (G/D)	10,746	13,892	13,444	10,084	12,299	13,696	8,992	12,372	11,622	10,513	10,572	9,624	137,856	13.0%	
		2,501 < CC ≤ 3,000 (G)	159	162	191	187	234	204	205	254	209	191	197	155	2,348	0.2%	
		CC > 3,001 (G)/2,501 (D)	7	27	21	3	8	4	5	6	3	-	16	14	114	0.0%	
	SUB TOTAL		50,536	52,822	59,556	52,494	57,667	56,752	35,076	51,095	48,007	46,399	53,292	44,338	608,034	57.2%	
3.	4X4 TYPE	CC < 1,500 (G/D)	2	9	1	2	1	2	-	4	2	2	1	1	27	0.0%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	110	529	421	229	277	258	152	243	247	224	188	233	3,111	0.3%	
		CC > 3,001 (G)/2,500 (D)	113	122	126	184	177	220	192	247	124	-	94	66	1,790	0.2%	
	SUB TOTAL		225	660	548	415	455	480	344	494	373	351	283	300	4,928	0.5%	
4.	BUS	GVW 5 - 10 Ton (G/D)	29	97	145	136	180	163	285	219	320	232	141	90	2,037	0.2%	
		GVW 10 - 24 Ton (G/D)	110	115	204	189	146	100	119	172	133	125	89	314	1,816	0.2%	
		GVW > 24 Ton (G/D)	-	-	46	23	17	5	1	1	12	-	1	-	106	0.0%	
	SUB TOTAL		139	212	395	348	343	268	405	392	465	357	231	404	3,959	0.4%	
5.	PICK UP	GVW < 5 Ton (G/D)	14,112	12,555	13,031	9,484	7,706	6,895	6,216	8,344	8,973	11,214	11,345	10,777	120,652	11.4%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,565	4,250	4,282	4,006	4,195	4,253	2,727	3,683	5,347	3,966	4,717	4,848	50,839	4.8%	
		GVW 10 - 24 Ton (G/D)	395	499	352	397	364	369	353	442	486	522	471	418	5,068	0.5%	
		GVW > 24 Ton (G/D)	570	792	741	824	756	802	755	888	941	1,163	1,379	1,256	10,867	1.0%	
		SUB TOTAL		5,530	5,541	5,375	5,227	5,315	5,424	3,835	5,013	6,774	5,651	6,567	6,522	66,774	6.3%
	7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	298	684	710	1,083	656	917	629	789	991	832	820	935	9,344	0.9%
SUB TOTAL		298	684	710	1,083	656	917	629	789	991	832	820	935	9,344	0.9%		
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13,535	14,625	13,141	13,959	15,152	19,539	14,251	28,715	25,464	26,379	27,558	22,853	235,171	22.1%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		13,535	14,625	13,141	13,959	15,152	19,539	14,251	28,715	25,464	26,379	27,558	22,853	235,171	22%
MARKET TOTAL			85,002	88,206	94,086	84,766	88,574	91,482	61,892	96,282	92,530	92,133	100,854	86,887	1,062,694	100%	
CUMMULATIVE			85,002	173,208	267,294	352,060	440,634	532,116	594,008	690,290	782,820	874,953	975,807	1,062,694			

B. RETAIL SALES

CATEGORY			MONTH												RETAIL	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%
1.	SEDAN TYPE	CC < 1,500 (G/D)	918	615	570	203	474	653	429	633	703	680	434	397	6,709	0.6%
		1,501 < CC <= 3,000 (G)/2,500 (D)	348	596	643	565	406	493	440	632	680	563	584	565	6,515	0.6%
		CC > 3,001 (G)/2,501 (D)	25	24	33	32	39	44	23	21	33	27	24	18	343	0.0%
	SUB TOTAL		1,291	1,235	1,246	800	919	1,190	892	1,286	1,416	1,270	1,042	980	13,567	1.3%
2.	4X2 TYPE	CC < 1,500 (G/D)	37,023	39,646	41,903	39,695	42,236	46,109	28,694	40,458	35,535	36,796	39,972	45,533	473,600	44.1%
		1,501 < CC <= 2,500 (G/D)	9,247	13,062	14,957	11,565	12,073	13,451	8,423	11,516	10,624	10,694	11,059	12,249	138,920	12.9%
		2,501 < CC <= 3,000 (G)	55	209	223	231	221	221	174	185	158	164	172	179	2,192	0.2%
	SUB TOTAL		46,362	52,937	57,102	51,504	54,539	59,792	37,300	52,168	46,325	47,660	51,209	57,968	614,866	57.3%
3.	4X4 TYPE	CC < 1,500 (G/D)	1	5	4	3	1	7	-	1	3	1	1	2	29	0.0%
		1,501 < CC <= 3,000 (G)/2,500 (D)	248	249	492	288	212	274	140	280	264	248	199	244	3,138	0.3%
		CC > 3,001 (G)/2,501 (D)	60	92	144	184	161	144	109	172	128	149	150	203	1,696	0.2%
	SUB TOTAL		309	346	640	475	374	425	249	453	395	398	350	449	4,863	0.5%
4.	BUS	GVW 5 - 10 Ton (G/D)	146	75	85	127	127	207	91	285	240	195	169	282	2,029	0.2%
		GVW 10 - 24 Ton (G/D)	104	129	129	142	125	103	178	206	135	93	62	138	1,544	0.1%
		GVW > 24 Ton (G/D)	-	-	46	23	17	5	1	1	12	-	1	-	106	0.0%
	SUB TOTAL		250	204	260	292	269	315	270	492	387	288	232	420	3,679	0.3%
5.	PICK UP	GVW <= 5 Ton (G/D)	14,536	11,275	12,225	11,249	9,590	9,559	7,893	10,375	10,803	10,993	11,039	13,564	133,101	12.4%
		GVW 5 - 10 Ton (G/D)	4,487	4,058	4,549	4,073	4,203	3,996	2,942	4,141	4,999	4,893	5,185	5,338	52,864	4.9%
		GVW 10 - 24 Ton (G/D)	339	394	486	375	406	424	333	486	414	530	675	521	5,383	0.5%
		GVW > 24 Ton (G/D)	771	714	811	886	686	857	815	856	994	1,086	1,235	1,185	10,896	1.0%
	SUB TOTAL		5,597	5,166	5,846	5,334	5,295	5,277	4,090	5,483	6,407	6,509	7,095	7,044	69,143	6.4%
7.	DOUBLE CABIN 4X2 / 4X4	GVW <= 5 Ton (G/D) For all CC	682	623	770	1,406	782	861	573	892	1,061	903	900	1,167	10,620	1.0%
		SUB TOTAL		682	623	770	1,406	782	861	573	892	1,061	903	900	1,167	10,620
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC <= 1,200 (G)	13,649	15,271	14,421	13,464	14,571	18,546	11,160	24,078	25,021	24,625	23,385	25,517	223,708
CC <= 1,500 (D)			-	-	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		13,649	15,271	14,421	13,464	14,571	18,546	11,160	24,078	25,021	24,625	23,385	25,517	223,708	21.1%	
RETAIL TOTAL			82,676	87,057	92,510	84,524	86,339	95,965	62,427	95,227	91,815	92,646	95,252	107,109	1,073,547	100%
CUMULATIVE			82,676	169,733	262,243	346,767	433,106	529,071	591,498	686,725	778,540	871,186	966,438	1,073,547		

C. PRODUCTION

CATEGORY			MONTH												PROD	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	3,053	2,803	2,952	4,348	4,118	3,792	397	369	151	1,797	1,695	1,803	27,278	2.3%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	178	213	134	219	154	235	174	255	197	245	188	16	2,208	0.2%
		CC > 3,001 (G)/2,501 (D)	8	20	15	35	6	23	17	12	5	-	8	9	158	0.0%
	SUB TOTAL		3,239	3,036	3,101	4,602	4,278	4,050	588	636	353	2,042	1,891	1,828	29,644	2.5%
2.	4X2 TYPE	CC < 1,500 (G/D)	40,626	40,261	47,552	48,765	49,812	46,826	27,799	41,796	41,679	40,706	45,404	37,245	507,971	43.1%
		1,501 < CC ≤ 2,500 (G/D)	9,880	10,029	11,974	11,774	12,071	14,065	10,231	13,831	13,870	12,711	11,016	8,607	140,559	11.9%
		2,501 < CC ≤ 3,000 (G)	172	812	1,542	2,292	2,000	1,460	809	1,631	1,258	1,113	1,154	1,521	15,764	1.3%
	CC > 3,001 (G)/2,501 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
SUB TOTAL		50,678	51,102	61,068	62,331	63,883	62,351	38,839	57,258	56,807	54,530	57,574	47,373	663,794	56.3%	
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	184	697	636	527	509	453	367	439	347	1,297	1,182	1,111	7,748	0.7%
		CC > 3,001 (G)/2,501 (D)	19	353	1,305	1,732	1,318	886	730	1,394	1,111	1,159	878	745	11,630	1.0%
	SUB TOTAL		203	1,050	1,940	2,259	1,827	1,339	1,097	1,833	1,458	2,456	2,060	1,856	19,378	1.6%
4.	BUS	GVW 5 - 10 Ton (G/D)	185	104	490	656	383	321	228	299	219	75	24	135	3,119	0.3%
		GVW 10 - 24 Ton (G/D)	155	121	156	145	121	174	150	206	143	78	132	69	1,650	0.1%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		340	225	646	801	504	495	378	505	362	153	156	204	4,769	0.4%
5.	PICK UP	GVW ≤ 5 Ton (G/D)	16,181	14,834	15,514	13,279	11,514	10,985	7,722	9,714	9,529	10,854	11,243	8,900	140,269	11.9%
		GVW 5 - 10 Ton (G/D)	5,115	4,731	4,776	4,822	4,811	4,472	2,724	4,211	4,200	4,217	4,393	3,525	51,997	4.4%
		GVW 10 - 24 Ton (G/D)	387	546	397	539	490	470	231	408	474	468	414	271	5,095	0.4%
	GVW > 24 Ton (G/D)	627	678	480	560	495	411	448	599	692	756	1,061	933	7,740	0.7%	
SUB TOTAL		6,129	5,955	5,653	5,921	5,796	5,353	3,403	5,218	5,366	5,441	5,868	4,729	64,832	5.5%	
7.	DOUBLE CABIN	GVW < 5 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	-
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	14,298	15,341	14,585	15,219	18,155	21,439	16,330	30,425	27,597	28,794	29,243	24,234	255,660	21.7%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		14,298	15,341	14,585	15,219	18,155	21,439	16,330	30,425	27,597	28,794	29,243	24,234	255,660	21.7%
PRODUCTION TOTAL			91,068	91,543	102,507	109,412	105,957	106,012	68,357	105,589	101,472	104,270	108,035	89,124	1,178,346	100%
PRODUCTION CUM. TOTAL			91,068	182,611	285,118	394,530	495,487	601,499	669,856	775,445	876,917	981,187	1,089,222	1,178,346		

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2016 / 2015

A. WHOLESALES

CATEGORY			2016		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2016	2015			2016	2015	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	350	177	173	98%	350	284	66	23%	6,649	8,530	-1,881	-22%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	394	574	-180	-31%	394	458	-64	-14%	6,860	8,312	-1,452	-17%
		CC > 3,001 (G/2,500 (D)	14	7	7	100%	14	34	-20	-59%	323	580	-257	-44%
	SUB TOTAL		758	758	0	0%	758	776	-18	-2%	13,832	17,422	-3,590	-21%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	34,545	42,507	-7,962	-19%	34,545	26,214	8,331	32%	467,716	438,832	28,884	7%
		1,501 < CC ≤ 2,500 (G/D)	9,624	10,572	-948	-9%	9,624	10,098	-474	-5%	137,856	109,666	28,190	26%
		2,501 < CC ≤ 3,000 (G)	155	197	-42	-21%	155	-	155	0%	2,348	886	1,462	165%
		CC > 3,001 (G/2,500 (D)	14	16	-2	0%	14	38	-24	-63%	114	450	-336	-75%
	SUB TOTAL		44,338	53,292	-8,954	-17%	44,338	36,350	7,988	22%	608,034	549,834	58,200	11%
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	1	1	-	0%	1	5	(4)	-80%	27	45	(18)	-40%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	233	188	45	24%	233	128	105	82%	3,111	2,956	155	5%
		CC > 3,001 (G/2,500 (D)	66	94	-28	-30%	66	34	32	94%	1,790	973	817	84%
	SUB TOTAL		300	283	17	6%	300	167	133	80%	4,928	3,974	954	24%
4.	BUS	GVW 5 - 10 Ton (G/D)	90	141	-51	-36%	90	79	11	14%	2,037	1,732	305	18%
		GVW 10 - 24 Ton (G/D)	314	89	225	253%	314	186	128	69%	1,816	2,011	-195	-10%
		GVW > 24 Ton (G/D)	-	1	-1	0%	-	-	-	0%	106	-	106	0%
	SUB TOTAL		404	231	173	75%	404	265	139	52%	3,959	3,743	216	6%
5.	PICK UP	GVW < 5 Ton (G/D)	10,777	11,345	-568	-5%	10,777	14,211	-3,434	-24%	120,652	186,081	-65,429	-35%
		GVW 5 - 10 Ton (G/D)	4,848	4,717	131	3%	4,848	3,825	1,023	27%	50,839	59,512	-8,673	-15%
		GVW 10 - 24 Ton (G/D)	418	471	-53	-11%	418	543	-125	-23%	5,068	5,815	-747	-13%
		GVW > 24 Ton (G/D)	1,256	1,379	-123	-9%	1,256	914	342	37%	10,867	9,442	1,425	15%
	SUB TOTAL		6,522	6,567	-45	-1%	6,522	5,282	1,240	23%	66,774	74,769	-7,995	-11%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	935	820	115	14%	935	736	199	27%	9,344	12,034	-2,690	-22%
	SUB TOTAL		935	820	115	14%	935	736	199	27%	9,344	12,034	-2,690	-22%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	22,853	27,558	(4,705)	-17%	22,853	15,477	7,376	0%	235,171	165,434	69,737	42.2%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		22,853	27,558	(4,705)	0%	22,853	15,477	7,376	0%	235,171	165,434	69,737
	TOTAL		86,887	100,854	-13,999	-13.3%	86,887	73,264	17,057	23.3%	1,062,694	1,013,291	49,403	4.9%

B. RETAIL SALES

CATEGORY		2016		+/-	%	DEC		+/-	%	JAN DEC				
		DEC	NOV			2016	2015			2016	2015	+/-	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	397	434	-37	-9%	397	866	-469	-54%	6,709	8,119	-1,410	-17%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	565	584	-19	-3%	565	591	-26	-4%	6,515	8,561	-2,046	-24%
		CC > 3,001 (G/2,500 (D)	18	24	-6	-25%	18	34	-16	-47%	343	574	-231	-40%
	SUB TOTAL		980	1,042	-62	-6%	980	1,491	-511	-34%	13,567	17,254	-3,687	-21%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	45,533	39,972	5,561	14%	45,533	46,707	-1,174	-3%	473,600	454,392	19,208	4%
		1,501 < CC ≤ 2,500 (G/D)	12,249	11,059	1,190	11%	12,249	8,094	4,155	51%	138,920	112,041	26,879	24%
		2,501 < CC ≤ 3,000 (G)	179	172	7	4%	179	31	148	477%	2,192	790	1,402	177%
		CC > 3,001 (G/2,500 (D)	7	6	1	17%	7	33	-26	-79%	154	503	-349	-69%
SUB TOTAL		57,968	51,209	6,759	13%	57,968	54,865	3,103	6%	614,866	567,726	47,140	8%	
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	2	1	1	0%	2	5	(3)	-60%	29	45	(16)	-36%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	244	199	45	23%	244	202	42	21%	3,138	3,063	75	2%
		CC > 3,001 (G/2,500 (D)	203	150	53	35%	203	42	161	383%	1,696	961	735	76%
	SUB TOTAL		449	350	99	28%	449	249	200	80%	4,863	4,069	794	20%
4.	BUS	GVW 5 - 10 Ton (G/D)	282	169	113	67%	282	240	42	18%	2,029	1,866	163	9%
		GVW 10 - 24 Ton (G/D)	138	62	76	123%	138	157	-19	-12%	1,544	2,055	-511	-25%
		GVW > 24 Ton (G/D)	-	1	-1	0%	-	-	0	0%	106	-	106	0%
	SUB TOTAL		420	232	188	81%	420	397	23	6%	3,679	3,921	-242	-6%
5.	PICK UP	GVW < 5 Ton (G/D)	13,564	11,039	2,525	23%	13,564	14,260	-696	-5%	133,101	182,071	-48,970	-27%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	5,338	5,185	153	3%	5,338	5,590	-252	-5%	52,864	62,947	-10,083	-16%
		GVW 10 - 24 Ton (G/D)	521	675	-154	-23%	521	615	-94	-15%	5,383	5,918	-535	-9%
		GVW > 24 Ton (G/D)	1,185	1,235	-50	-4%	1,185	1,021	164	16%	10,896	9,670	1,226	13%
	SUB TOTAL		7,044	7,095	-51	-1%	7,044	21,486	-182	-1%	69,143	260,606	-3,932	-4%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,167	900	267	30%	1,167	1,185	-18	-2%	10,620	11,329	-709	-6%
		SUB TOTAL		1,167	900	267	30%	1,167	1,185	-18	-2%	10,620	11,329	-709
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	25,517	23,385	2,132	0%	25,517	16,035	9,482	0%	223,708	166,517	57,191
CC ≤ 1500 (D)			-	-	-	0%	-	-	-	0%	-	-	-	0%
SUB TOTAL		25,517	23,385	2,132	0%	25,517	16,035	9,482	0%	223,708	166,517	57,191	0%	
TOTAL		107,109	95,252	9,332	9.8%	107,109	95,708	12,097	12.6%	1,073,547	1,031,422	91,095	8.8%	

C. PRODUCTION

CATEGORY			2016		+/-	%	DEC		+/-	%	JAN DEC				
			DEC	NOV			2016	2015			2016	2015	+/-	%	
1.	SEDAN TYPE	CC < 1,500 (G/D)	1,803	1,695	108	6%	1,803	3,774	-1,971	-52%	27,278	57,828	-30,550	-53%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	16	188	-172	-91%	16	258	-242	-94%	2,208	3,087	-879	-28%	
		CC > 3,001 (G/2,500 (D)	9	8	1	0%	9	84	-75	-89%	158	584	-426	-73%	
	SUB TOTAL		1,828	1,891	-63	-3%	1,828	4,116	-2,288	-56%	29,644	61,499	-31,855	-52%	
2.	4X2 TYPE	CC < 1,500 (G/D)	37,245	45,404	-8,159	-18%	37,245	27,795	9,450	34%	507,971	448,612	59,359	13%	
		1,501 < CC ≤ 2,500 (G/D)	8,607	11,016	-2,409	-22%	8,607	1,902	6,705	353%	140,059	93,066	46,993	50%	
		2,501 < CC ≤ 3,000 (G)	1,521	1,154	367	32%	1,521	-	1,521	0%	15,764	12,833	2,931	23%	
	CC > 3,001 (G/2,500 (D)	-	-	-	0%	-	-	-	0%	-	1,783	(1,783)	-100%		
SUB TOTAL		47,373	57,574	-10,201	-18%	47,373	29,697	17,676	60%	663,794	556,294	107,500	19%		
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	0%	-	-	-	0%	-	94	(94)	-100%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	1,111	1,182	-71	-6%	1,111	14	1,097	7836%	7,748	18,337	-10,589	-58%	
		CC > 3,001 (G/2,500 (D)	745	878	-133	-15%	745	4	741	18525%	11,630	11,119	511	5%	
	SUB TOTAL		1,856	2,060	-204	-10%	1,856	18	1,838	10211%	19,378	29,550	-10,172	-34%	
4.	BUS	GVW 5 - 10 Ton (G/D)	135	24	111	463%	135	162	-27	-17%	3,119	1,938	1,181	61%	
		GVW 10 - 24 Ton (G/D)	69	132	-63	-48%	69	138	-69	-50%	1,650	1,935	-285	-15%	
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%	
	SUB TOTAL		204	156	48	31%	204	300	-96	-32%	4,769	3,873	896	23%	
5.	PICK UP	GVW < 5 Ton (G/D)	8,900	11,243	-2,343	-21%	8,900	13,992	-5,092	-36%	140,269	198,715	-59,446	-30%	
		GVW 5 - 10 Ton (G/D)	3,525	4,393	-868	-20%	3,525	2,146	1,379	64%	51,997	59,486	-7,489	-13%	
		GVW 10 - 24 Ton (G/D)	271	414	-143	-35%	271	273	-2	-1%	5,085	5,347	-262	-5%	
	SUB TOTAL		933	1,061	-128	-12%	933	527	406	77%	7,740	5,914	1,826	31%	
6.	TRUCK	GVW > 24 Ton (G/D)	4,729	5,868	-1,139	-19%	4,729	2,946	1,783	61%	64,832	70,747	-5,915	-8%	
		SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
	7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
SUB TOTAL			-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	
SUB TOTAL			-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	
8.		AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	24,234	29,243	(5,009)	0%	24,234	16,650	7,584	0%	255,660	177,102	78,558	44%
	CC ≤ 1500 (D)		-	-	-	0%	-	-	-	0%	-	-	-	0%	
	SUB TOTAL		24,234	29,243	(5,009)	0%	24,234	16,650	7,584	0%	255,660	177,102	78,558	44%	
	TOTAL		89,124	108,035	-16,568	-15.3%	89,124	67,719	21,405	31.6%	1,178,346	1,098,780	139,012	12.7%	