

WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT  
BY BRAND JAN-DEC 2016

### A. WHOLESALES

NO.	BRAND	MONTH												SALES 2016	SHARE %
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1	TOYOTA	24,859	25,447	29,995	31,059	31,662	31,519	24,718	38,803	36,994	34,116	31,888	381,570	35.9%	
2	HONDA	19,404	18,500	20,475	14,384	17,427	19,472	9,308	17,088	15,791	17,088	16,501	13,926	199,364	18.8%
3	DAIHATSU	13,184	14,764	14,504	14,402	15,928	16,728	10,689	16,800	16,557	19,558	20,107	16,462	189,683	17.8%
4	SUZUKI	10,685	9,275	9,099	8,019	6,172	6,633	5,040	6,453	6,595	7,200	8,568	9,411	92,950	8.7%
5	MITSUBISHI MOTORS	4,913	7,819	6,609	5,601	5,590	5,150	3,854	5,951	5,278	5,630	4,827	5,223	66,443	6.3%
6	MITSUBISHI FUSO	2,757	2,859	2,746	2,316	2,353	2,283	1,824	2,304	3,699	2,508	3,060	2,609	31,318	2.9%
7	DATSUN	3,295	3,101	3,048	2,973	3,185	3,164	2,215	2,047	881	239	621	515	25,483	2.4%
8	HINO	1,328	1,591	1,579	1,702	1,896	2,026	1,655	1,847	1,914	2,161	2,124	2,080	21,903	2.1%
9	ISSUZU	1,429	1,028	1,449	1,584	1,260	2,314	1,287	1,665	1,293	1,613	1,613	2,236	16,948	1.8%
10	NISSAN	1,363	1,763	2,314	4,117	3,311	360	648	1,134	880	614	626	1,315	13,153	1.3%
11	MAZDA	774	700	489	558	285	378	244	375	261	80	255	208	5,107	0.5%
12	MERCEDES BENZ	274	299	448	341	299	274	203	348	543	367	497	340	4,233	0.4%
13	CHEVROLET	68	97	352	244	206	253	108	190	277	120	286	339	2,540	0.2%
14	B M W	150	226	200	200	215	138	101	260	255	215	265	281	2,506	0.2%
15	UD TRUCKS	119	121	142	145	122	142	124	146	157	174	204	244	1,900	0.2%
16	K I A	102	112	108	165	115	102	101	106	128	115	142	93	1,442	0.1%
17	HYUNDAI	66	95	100	124	123	117	88	153	137	118	113	80	1,324	0.1%
18	LEXUS	33	92	87	136	58	121	142	172	73	47	63	16	1,040	0.1%
19	TATA	153	122	60	123	90	93	33	83	45	52	42	80	976	0.1%
20	VOLKSWAGEN	58	36	40	73	66	43	29	75	54	57	36	30	597	0.1%
21	PROTON	42	24	24	17	42	468	-	-	-	-	-	-	589	0.1%
22	FORD	56	34	29	32	83	24	24	1	23	70	33	119	484	0.0%
23	SCANIA	4	7	84	59	41	21	17	31	34	33	26	79	436	0.0%
24	MINI	25	23	30	31	23	24	15	55	50	25	34	35	370	0.0%
25	RENAULT (PC)	2	7	18	13	12	5	3	9	2	4	10	26	112	0.0%
26	JEEP	20	19	17	22	22	-	-	-	-	-	-	-	100	0.0%
27	AUDI	9	9	7	4	10	4	7	10	15	7	8	6	88	0.0%
28	FAW	9	10	16	-	4	7	2	4	4	10	14	5	85	0.0%
29	MAN TRUCK	9	1	6	7	-	-	2	3	7	5	4	2	46	0.0%
30	PEUGEOT	2	3	4	5	2	3	1	2	4	5	2	6	41	0.0%
31	LAND ROVER	3	6	5	4	1	5	1	2	7	-	-	-	34	0.0%
32	DODGE	3	3	2	5	5	-	-	-	-	-	-	-	18	0.0%
33	JAGUAR	1	-	-	1	1	1	1	1	3	-	-	-	8	0.0%
34	INFINTI	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%
35	CHRYSLER	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%
36	FIAT	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%
37	SMART	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
38	ALFA ROMEO	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
39	WULING	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
40	CHERY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
41	GEELY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
42	BENTLEY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
43	SUBARU	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
44	SOKON	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
GRAND 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%
CUMULATIVE		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

RETAIL SALES															RETAIL	SHARE
NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%	
1	TOYOTA	25,381	30,440	29,803	31,626	33,624	36,564	21,563	36,041	35,137	34,499	36,755	36,771	388,204	36.2%	
2	DAIHATSU	14,505	13,567	14,227	15,097	15,211	16,503	12,575	16,153	17,419	17,183	17,237	22,733	192,410	17.9%	
3	HONDA	13,298	17,659	19,152	11,559	13,848	16,876	10,500	19,019	15,008	17,495	16,376	19,453	190,229	17.7%	
4	SUZUKI	11,124	8,182	8,846	7,042	7,961	8,341	5,233	6,914	7,444	7,645	8,516	11,324	97,872	9.1%	
5	MITSUBISHI MOTORS	5,850	4,994	7,859	7,118	4,572	5,805	3,869	5,548	5,883	5,217	5,231	5,431	67,177	6.3%	
6	MITSUBISHI FUSO	2,506	2,715	2,976	2,492	2,316	2,526	1,809	2,667	3,120	3,252	3,285	3,397	33,061	3.1%	
7	DATSUN	2,731	3,311	3,054	2,703	2,760	2,920	2,233	1,717	1,203	1,141	1,012	1,090	25,875	2.4%	
8	HINO	1,574	1,517	1,721	1,728	1,828	1,919	1,626	1,867	1,864	2,040	2,424	2,224	22,332	2.1%	
9	ISUZU	1,492	1,022	1,471	1,617	1,311	1,184	724	1,266	1,677	1,317	1,436	1,799	16,315	1.5%	
10	NISSAN	1,936	1,495	1,374	1,435	1,285	1,304	908	1,394	1,243	1,228	1,172	1,161	16,055	1.5%	
11	MAZDA	793	732	459	478	465	458	329	381	485	277	275	273	5,678	0.5%	
12	MERCEDES BENZ	281	294	432	307	312	280	233	282	444	305	423	388	4,001	0.4%	
13	B M W	150	226	200	200	215	138	101	260	255	215	265	281	2,506	0.2%	
14	CHEVROLET	298	177	232	226	222	259	128	242	229	-	-	-	2,013	0.2%	
15	UD TRUCKS	147	137	160	157	133	133	113	113	112	149	142	135	1,631	0.2%	
16	HYUNDAI	97	122	102	120	144	128	144	88	161	125	131	112	1,406	0.1%	
17	KIA	161	104	123	113	106	125	103	101	110	103	93	96	1,340	0.1%	
18	TATA	109	115	90	133	100	81	60	102	83	73	83	80	1,109	0.1%	
19	LEXUS	33	75	73	92	88	131	87	157	111	80	73	38	1,038	0.1%	
20	FORD	86	35	80	39	53	147	61	119	98	123	128	61	936	0.1%	
21	VOLKSWAGEN	58	36	40	73	66	43	29	75	54	57	36	30	597	0.1%	
22	SCANIA	4	7	84	59	41	21	17	31	34	33	26	436	0.0%		
23	MINI	25	23	30	14	23	24	15	35	50	25	34	35	370	0.0%	
24	PROTON	19	22	41	31	29	5	12	34	22	31	24	287	0.0%		
25	RENAULT (PC)	3	9	24	17	5	11	2	9	13	10	18	13	134	0.0%	
26	JEEP	27	29	17	22	22	-	-	-	-	-	-	-	117	0.0%	
27	AUDI	9	9	7	4	10	7	3	10	15	5	8	5	88	0.0%	
28	FAW	11	10	16	7	4	7	2	4	4	16	6	5	87	0.0%	
29	MAN TRUCK	9	1	6	7	4	7	2	3	4	16	4	2	46	0.0%	
30	PEUGEOT	2	4	4	5	2	3	3	2	4	6	2	6	43	0.0%	
31	DODGE	18	7	2	5	5	-	-	-	-	-	-	-	37	0.0%	
32	LAND ROVER	3	6	5	4	1	1	1	2	7	-	-	-	34	0.0%	
33	JAGUAR	4	4	-	1	1	1	1	1	3	-	-	-	8	0.0%	
34	FIAT	4	4	-	-	-	-	-	-	-	-	-	-	8	0.0%	
35	SMART	-	-	-	-	1	-	-	-	-	-	-	-	1	0.0%	
36	INFINITI	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%	
37	CHRYSLER	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
38	ALFA ROMEO	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
39	WULING	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
40	CHERY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
41	GEELY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
42	BENTLEY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
43	SUBARU	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
44	SOKON	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
GRAND TOTAL		82,676	87,057	92,510	84,524	86,339	95,965	62,427	95,327	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

PRODUCTION		MONTH												PROD	SHARE
NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%
1	TOYOTA	33,913	34,898	43,668	46,967	47,629	46,163	34,698	51,497	50,930	49,887	54,098	43,067	537,415	45.6%
2	HONDA	18,152	18,517	19,398	17,526	17,407	19,053	8,019	16,316	14,667	15,657	15,743	14,819	195,274	16.5%
3	DAIHATSU	13,034	14,451	14,029	14,055	15,637	16,245	10,336	16,574	16,069	19,169	19,666	16,327	185,331	15.7%
4	SUZUKI	10,373	9,037	10,646	11,396	10,767	10,277	6,547	9,477	9,115	9,044	8,417	7,033	113,243	9.4%
5	MITSUBISHI MOTORS	4,399	3,669	3,672	3,545	3,356	3,832	2,572	2,636	2,544	2,608	2,598	1,303	36,674	3.1%
6	MITSUBISHI FUSO	2,441	2,964	3,099	3,184	3,029	2,464	1,560	2,268	2,244	2,052	2,377	2,052	20,740	1.7%
7	DATSUN	3,944	3,063	2,918	2,961	3,605	3,360	1,639	2,313	881	1,072	856	28	35,604	2.2%
8	HINO	2,002	1,769	2,186	2,186	2,148	2,143	1,487	2,346	2,346	2,346	1,613	28	24,420	2.0%
9	ISUZU	960	1,126	1,353	1,296	1,169	1,207	718	1,630	1,277	1,214	1,336	1,212	14,063	1.2%
10	NISSAN	1,352	1,340	1,608	741	904	915	529	839	881	674	-	420	10,202	0.9%
11	B MW	150	200	41	254	179	243	93	230	184	175	216	137	2,102	0.2%
12	UD TRUCKS	-	8	-	-	-	-	-	-	9	101	140	145	549	0.0%
13	MERCEDES BENZ	204	218	218	206	241	68	130	241	200	195	171	58	9	0.0%
14	HYUNDAI (PC)	43	24	14	95	47	32	49	39	92	39	32	4	510	0.0%
15	VOLKSWAGEN (AG)	28	25	25	20	12	14	1	4	5	3	1	-	138	0.0%
16	RENAULT	-	-	49	-	7	-	-	20	-	-	18	5	99	0.0%
17	AUDI	3	-	-	-	-	-	-	-	-	-	-	-	3	0.0%
18	CHEVROLET	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0%
19	SCANIA	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0%
20	WULING	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0%
21	SOKON	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0%
GRAND TOTAL		91,068	91,543	102,507	104,412	105,957	106,012	68,357	105,589	101,472	104,270	108,035	89,124	1,178,346	100%
CUMULATIVE		91,068	182,611	285,118	389,530	495,487	601,499	669,856	775,445	876,917	981,187	1,089,222	1,178,346		

#### D. EXPORTS

EXPORTS		MONTH												EXPORT	SHARE	
NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%	
1	TOYOTA	3,638	2,761	7,298	10,874	10,209	10,008	4,849	7,164	6,483	11,256	8,921	6,858	90,319	46.5%	
2	DAIHATSU	4,800	6,264	5,781	6,193	5,507	7,790	5,115	6,572	6,783	7,268	7,024	7,039	76,276	39.2%	
3	SUZUKI	1,926	2,108	994	1,544	1,789	2,150	1,782	2,749	1,993	1,994	2,289	1,543	22,861	11.8%	
4	HINO	210	240	215	207	158	150	158	236	375	235	156	268	2,640	1.4%	
5	HYUNDAI (PC)	30	182	298	160	82	214	180	267	18	138	152	273	1,994	1.0%	
6	NISSAN	24	61	-	-	54	162	-	-	-	-	-	-	301	0.2%	
7	HONDA	-	-	-	-	-	-	-	-	-	-	-	-	4	4	0.0%
8	CHEVROLET	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
TOTAL CKD (UNIT)		10,628	11,616	14,504	18,978	17,796	20,474	12,091	17,047	16,652	21,091	18,516	16,002	194,395	100%	
1	TOYOTA	5,000	5,882	12,240	21,900	19,078	17,978	13,642	15,722	16,059	18,734	14,384	15,184	176,042	86.9%	
2	SUZUKI	936	936	1,008	1,128	1,416	1,704	1,206	2,688	2,424	2,640	2,592	2,490	21,264	10.5%	
3	ISUZU	300	450	300	240	270	300	400	450	600	600	600	696	4,980	2.5%	
4	HINO	-	-	-	75	45	10	150	20	40	-	-	-	340	0.2%	
5	NISSAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
6	NISSAN	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
TOTAL CKD (SET)		6,236	7,268	13,548	23,343	20,807	19,992	15,388	18,960	18,964	21,974	17,776	18,370	202,626	100%	
1	TOYOTA	422,750	437,329	466,681	581,466	596,710	526,668	434,556	529,087	441,410	613,980	520,127	477,706	6,048,470	97.0%	
2	HONDA	10,050	11,670	8,226	7,398	7,716	12,132	5,360	5,336	5,550	9,745	8,130	8,335	93,919	1.5%	
3	SUZUKI	2,205	2,454	2,530	1,440	3,045	13,690	1,460	5,146	2,425	2,980	1,812	2,428	78,933	1.3%	
4	ISUZU	1,260	1,500	1,320	960	1,200	1,050	1,050	1,050	1,050	1,050	1,050	1,050	7,880	0.1%	
5	HINO	102	144	240	300	219	280	594	1,138	248	301	354	78	144	3,902	0.1%
TOTAL COMPONENT (PCS)		436,367	453,007	478,997	590,612	607,690	543,820	441,970	540,106	449,668	627,079	527,627	536,153	6,233,114	100%	

## E. IMPORTS

IMPORTS		MONTH												IMPORT	SHARE
NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016	%
1	MITSUBISHI MOTORS	2,375	5,253	3,289	2,012	2,680	2,358	2,369	2,582	3,035	3,421	1,435	247	31,056	41.1%
2	TOYOTA	739	1,506	1,460	830	693	1,275	992	1,298	1,344	1,021	883	990	12,631	16.7%
3	MAZDA	774	695	481	558	279	377	244	875	261	80	255	201	5,080	6.7%
4	HONDA	180	64	153	92	607	186	606	710	474	555	132	32	3,791	5.0%
5	SUZUKI	152	21	115	156	9	191	9	630	730	719	490	220	3,442	4.6%
6	DAIHATSU	150	250	370	250	200	330	196	330	250	330	330	330	2,950	3.9%
7	NISSAN	605	143	143	153	228	30	330	330	330	330	330	330	2,867	3.8%
8	CHEVROLET	87	297	420	31	498	161	59	234	2	53	266	104	2,212	2.9%
9	UD TRUCK	119	121	142	145	122	142	124	146	157	174	204	204	1,800	2.4%
10	ISUZU	15	21	347	388	3	149	47	126	176	102	138	257	1,769	2.3%
11	KIA	102	112	108	165	115	109	101	106	125	110	93	196	1,442	1.9%
12	LEXUS	10	90	89	152	31	201	62	172	73	47	63	17	1,007	1.3%
13	HYUNDAI (PC)	42	55	68	72	76	65	57	96	77	65	72	52	797	1.1%
14	MERCEDEZ	29	41	153	56	43	45	24	92	85	131	41	41	796	1.1%
15	TATA	70	214	100	92	102	24	56	32	21	42	29	4	786	1.0%
16	PROTON	42	21	24	17	17	468	-	-	-	-	-	-	589	0.8%
17	FORD	56	34	29	32	63	24	1	23	70	33	119	-	484	0.6%
18	VOLKSWAGEN	31	11	15	53	54	29	28	71	49	54	35	30	460	0.6%
19	SCANIA	4	7	84	59	41	29	17	31	34	33	26	79	436	0.6%
20	MINI	-	-	86	33	39	21	13	76	41	4	46	1	368	0.5%
21	MITSUBISHI FUSO	-	7	69	59	40	20	4	-	17	21	24	11	232	0.3%
22	BMW	-	7	35	12	10	17	10	34	10	16	12	-	156	0.2%
23	JEEP	20	19	17	22	22	-	-	-	-	-	-	-	100	0.1%
24	FAW	9	10	16	-	4	7	2	4	4	10	14	5	85	0.1%
25	AUDI	6	5	7	-	4	10	7	3	10	15	5	8	85	0.1%
26	MAN TRUCK	9	1	6	7	-	-	2	3	7	5	4	2	46	0.1%
27	PEUGEOT	-	-	-	-	-	6	-	-	-	-	28	-	34	0.0%
28	LAND ROVER	3	6	5	4	1	5	1	2	7	-	-	-	34	0.0%
29	DODGE	3	3	2	5	5	-	-	-	-	-	-	-	18	0.0%
30	JAGUAR	-	-	-	1	1	1	1	1	3	-	-	-	8	0.0%
31	RENAULT	-	-	-	-	-	-	-	2	2	-	-	-	4	0.0%
32	INFINITI	-	-	3	1	-	-	-	-	-	-	-	-	4	0.0%
33	FIAT	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%
34	CHRYSLER	1	-	-	-	-	-	-	-	-	-	-	-	1	0.0%
35	CHERY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
36	GEELY	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
37	SMART	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
38	WULING	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
TOTAL CBU (UNIT)		5,634	9,447	7,836	5,461	5,815	6,478	5,358	7,984	7,097	7,223	4,892	2,346	75,571	100%

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

A. WHOLESALES

NO.	BRAND	2016		+/-	%	DEC		+/-	%	JAN DEC		+/-	%	MS	
		DEC	NOV			2016	2015			2016	2015			2015	2016
1	TOYOTA	31,888	40,510	-6,622	-21.3%	31,888	21,541	10,347	48.0%	381,570	321,818	59,752	18.6%	31.8%	35.9%
2	HONDA	13,926	16,501	-2,575	-15.6%	13,926	11,875	2,051	17.3%	199,364	159,253	40,111	25.2%	15.7%	18.6%
3	DAIHATSU	16,462	20,107	-3,645	-18.1%	16,462	12,941	3,521	27.2%	189,683	167,808	21,875	13.0%	16.6%	17.8%
4	SUZUKI	9,411	8,568	843	9.8%	9,411	10,584	-1,173	-11.1%	92,950	121,805	-28,855	-23.7%	12.0%	8.7%
5	DAIHATSU	5,223	4,827	396	8.2%	5,223	4,553	670	14.7%	66,443	76,326	-9,883	-12.9%	7.5%	6.3%
6	DAIHATSU	2,629	3,060	-431	-14.7%	2,629	2,024	585	28.9%	31,318	36,201	-4,883	-13.5%	3.6%	2.9%
7	DAIHATSU	515	820	-305	-37.2%	515	2,590	-2,075	-80.1%	25,483	29,358	-3,875	-13.2%	2.9%	2.4%
8	HINO	2,080	2,124	-44	-2.1%	2,080	1,711	369	21.6%	21,903	21,576	327	1.5%	2.1%	2.1%
9	ISUZU	2,236	1,613	623	38.6%	2,236	1,737	499	28.7%	16,848	19,350	-2,502	-12.9%	1.9%	1.6%
10	NISSAN	605	653	-48	-7.4%	605	1,552	-947	-61.0%	13,153	25,108	-11,955	-47.6%	2.5%	1.2%
11	MAZDA	208	255	-47	-18.4%	208	647	-439	-67.9%	5,107	8,955	-3,788	-42.6%	0.9%	0.5%
12	MERCEDES BENZ	340	497	-157	-37.6%	340	286	54	18.9%	4,233	3,784	449	11.9%	0.4%	0.0%
13	CHEVROLET	339	286	53	18.5%	339	128	211	164.8%	2,540	4,541	-2,001	-44.1%	0.4%	0.2%
14	B M W	281	265	16	6.0%	281	254	27	10.6%	2,506	2,700	-194	-7.2%	0.3%	0.2%
15	UD TRUCKS	204	204	0	0.0%	204	115	89	77.4%	1,800	560	1,240	221.4%	0.1%	0.2%
16	K I A	196	93	103	110.8%	196	-	196	0.0%	1,442	2,814	-1,372	-48.8%	0.3%	0.1%
17	HYUNDAI	80	113	-33	-29.2%	80	87	-7	-8.0%	1,324	1,511	-187	-12.4%	0.1%	0.1%
18	LEXUS	16	63	-47	-74.6%	16	147	-131	-89.1%	1,040	848	192	22.6%	0.1%	0.1%
19	TATA	80	42	38	90.5%	80	138	-58	-42.0%	976	1,388	-412	-29.7%	0.1%	0.1%
20	VOLKSWAGEN	30	36	-6	-16.7%	30	89	-59	-66.3%	597	605	-8	-1.3%	0.1%	0.1%
21	PROTON	-	-	-	0.0%	-	45	-45	-100.0%	589	220	369	167.7%	0.0%	0.1%
22	FORD	-	119	-119	-100.0%	-	142	-142	-100.0%	484	4,986	-4,502	-93.1%	0.0%	0.0%
23	SCANIA	79	26	53	203.8%	79	-	79	0.0%	436	-	436	0.0%	0.0%	0.0%
24	MINI	35	34	1	2.9%	35	57	-22	-38.6%	370	477	-107	-22.4%	0.0%	0.0%
25	RENAULT (PC)	26	10	16	0.0%	26	7	19	271.4%	112	119	-7	-5.9%	0.0%	0.0%
26	JEEP	-	-	0	0.0%	-	-	0	0.0%	100	363	-263	-72.5%	0.0%	0.0%
27	AUDI	5	8	-3	-37.5%	5	20	-15	-75.0%	88	204	-116	-56.9%	0.0%	0.0%
28	FAW	5	14	-9	-64.3%	5	2	3	150.0%	85	187	-102	-54.5%	0.0%	0.0%
29	MAN TRUCK	2	4	-2	-50.0%	2	10	-8	-80.0%	46	84	-38	-45.2%	0.0%	0.0%
30	PEUGEOT	6	2	4	200.0%	6	4	2	50.0%	41	40	1	2.5%	0.0%	0.0%
31	LAND ROVER	-	-	0	0.0%	-	7	-7	-100.0%	34	142	-108	-76.1%	0.0%	0.0%
32	DODGE	-	-	0	0.0%	-	-	0	0.0%	18	110	-92	-83.6%	0.0%	0.0%
33	JAGUAR	-	-	0	0.0%	-	1	-1	-100.0%	8	27	-19	-70.4%	0.0%	0.0%
34	INFINITI	-	-	0	0.0%	-	-	0	0.0%	1	9	-8	-88.9%	0.0%	0.0%
35	CHRYSLER	-	-	0	0.0%	-	-	0	0.0%	1	2	-1	-50.0%	0.0%	0.0%
36	FIAT	-	-	0	0.0%	-	-	0	0.0%	1	122	-121	-99.2%	0.0%	0.0%
37	SMART	-	-	0	0.0%	-	-	0	0.0%	-	14	-14	-100.0%	0.0%	0.0%
38	ALFA ROMEO	-	-	0	0.0%	-	-	0	0.0%	-	1	-1	-100.0%	0.0%	0.0%
39	WULING	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
40	CHERY	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
41	GEELY	-	-	0	0.0%	-	-	0	0.0%	-	135	-135	-100.0%	0.0%	0.0%
42	BENTLEY	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
43	SUBARU	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
44	SOKON	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
GRAND TOTAL		86,887	100,854	-13,967	-13.8%	86,887	73,264	13,623	18.6%	1,062,694	1,013,291	49,403	4.9%	100%	100%

B. RETAIL SALES

NETAL SALES		2016		+/-	%	DEC		+/-	%	JAN DEC		+/-	%	M/S	
NO.	BRAND	DEC	NOV			2016	2015			2016	2015			2015	2016
1	TOYOTA	36,771	36,755	16	0.0%	36,771	30,579	6,192	20.2%	388,204	325,939	62,265	19.1%	31.6%	36.2%
2	DAIHATSU	22,733	17,237	5,496	31.9%	22,733	15,050	7,683	51.0%	192,410	166,567	25,843	15.5%	16.1%	17.9%
3	HONDA	19,453	16,378	3,077	18.8%	19,453	17,200	2,253	13.1%	190,229	166,258	23,971	14.4%	16.1%	17.7%
4	SUZUKI	11,324	8,516	2,808	33.0%	11,324	11,297	27	0.2%	97,872	122,348	-24,476	-20.0%	11.9%	9.1%
5	MITSUBISHI MOTORS	5,431	5,231	200	3.8%	5,431	6,144	-713	-11.6%	67,177	77,394	-10,217	-13.2%	7.5%	6.3%
6	MITSUBISHI FUSO	3,397	3,285	112	3.3%	3,397	3,654	-257	-7.0%	33,061	38,586	-5,525	-14.3%	3.7%	3.1%
7	DATSUN	1,090	1,012	78	7.7%	1,090	2,884	-1,794	-62.2%	25,875	29,651	-3,776	-12.7%	2.9%	2.4%
8	HINO	2,224	2,424	-200	-8.3%	2,224	1,898	326	17.2%	22,332	22,014	318	1.4%	2.1%	2.1%
9	ISUZU	1,799	1,435	364	25.4%	1,799	1,944	-145	-7.5%	16,315	19,881	-3,566	-17.9%	1.9%	1.5%
10	NISSAN	1,283	1,201	82	6.8%	1,283	2,210	-927	-41.9%	16,085	26,779	-10,694	-39.9%	2.6%	1.5%
11	MAZDA	273	275	-2	-0.7%	273	663	-390	-58.8%	5,678	9,334	-3,656	-39.2%	0.9%	0.5%
12	MERCEDES BENZ	388	423	-35	-8.3%	388	354	34	9.6%	4,001	3,963	38	0.9%	0.4%	0.4%
13	B M W	281	265	16	6.0%	281	254	27	10.6%	2,508	2,700	-192	-7.1%	0.3%	0.2%
14	CHEVROLET	-	-	0	0.0%	-	350	-350	-100.0%	2,013	4,881	-2,868	-58.8%	0.5%	0.2%
15	UD TRUCKS	135	142	-7	-4.9%	135	125	10	8.0%	1,631	502	1,129	224.9%	0.0%	0.2%
16	HYUNDAI	112	125	-13	-10.4%	112	128	-16	-12.5%	1,408	1,674	-266	-15.9%	0.2%	0.1%
17	K I A	96	93	3	3.2%	96	98	-2	-2.0%	1,340	2,251	-911	-40.5%	0.2%	0.1%
18	TATA	80	83	-3	-3.6%	80	101	-21	-20.8%	1,109	1,218	-109	-9.0%	0.1%	0.1%
19	LEXUS	38	73	-35	-47.9%	38	147	-109	-74.1%	1,038	648	390	60.2%	0.1%	0.1%
20	FORD	-	128	-128	-100.0%	-	495	-495	-100.0%	969	6,103	-5,134	-84.1%	0.6%	0.1%
21	VOLKSWAGEN	30	36	-6	-16.7%	30	89	-59	-66.3%	597	605	-8	-1.3%	0.1%	0.1%
22	SCANIA	79	26	53	203.8%	79	-	79	0.0%	436	-	436	0.0%	0.0%	0.0%
23	MINI	35	34	1	2.9%	35	57	-22	-38.6%	370	477	-107	-22.4%	0.0%	0.0%
24	PROTON	24	31	-7	-22.6%	24	31	-7	-22.6%	287	255	32	12.5%	0.0%	0.0%
25	RENAULT (PC)	13	18	-5	-27.8%	13	7	6	85.7%	134	119	15	12.6%	0.0%	0.0%
26	JEEP	-	-	0	0.0%	-	-	0	0.0%	117	397	-280	-70.5%	0.0%	0.0%
27	AUDI	5	8	-3	-37.5%	5	20	-15	-75.0%	88	204	-116	-56.9%	0.0%	0.0%
28	FAW	5	14	-9	-64.3%	5	5	0	0.0%	87	175	-88	-50.3%	0.0%	0.0%
29	MAN TRUCK	2	4	-2	-50.0%	2	10	-8	-80.0%	46	84	-38	-45.2%	0.0%	0.0%
30	PEUGEOT	6	2	4	200.0%	6	4	2	50.0%	43	46	-3	-6.5%	0.0%	0.0%
31	DODGE	-	-	0	0.0%	-	-	0	0.0%	37	72	-35	-48.6%	0.0%	0.0%
32	LAND ROVER	-	-	0	0.0%	-	7	-7	-100.0%	34	142	-108	-76.1%	0.0%	0.0%
33	JAGUAR	-	-	0	0.0%	-	1	-1	-100.0%	8	27	-19	-70.4%	0.0%	0.0%
34	FIAT	-	-	0	0.0%	-	-	0	0.0%	1	9	-8	-88.9%	0.0%	0.0%
35	SMART	-	-	0	0.0%	-	-	0	0.0%	1	20	-19	-95.0%	0.0%	0.0%
36	INFINITI	-	-	0	0.0%	-	-	0	0.0%	1	9	-8	-88.9%	0.0%	0.0%
37	CHRYSLER	-	-	0	0.0%	-	-	0	0.0%	1	3	-3	-100.0%	0.0%	0.0%
38	ALFA ROMEO	-	-	0	0.0%	-	-	0	0.0%	-	1	-1	-100.0%	0.0%	0.0%
39	WULING	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
40	CHERY	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
41	GEELY	-	-	0	0.0%	-	-	0	0.0%	-	120	-120	-100.0%	0.0%	0.0%
42	BENTLEY	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
43	SUBARU	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
44	SOKON	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
GRAND TOTAL		107,109	95,252	11,857	12.4%	107,109	95,708	11,401	11.9%	1,073,547	1,031,422	42,125	4.1%	100%	100%