

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2018

WHOLESALES

CATEGORY			MONTH												MARKET 2018	SHARE %
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	337	378	242	343	240	200	251	161	274	198	289	324	3,237	0.3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	233	312	261	435	546	271	279	266	204	155	213	98	3,273	0.3%
		CC > 3.001 (G)/2.501 (D)	4	46	31	22	27	8	3	7	7	13	12	14	194	0.0%
	SUB TOTAL		574	736	534	800	813	479	533	434	485	366	514	436	6,704	0.6%
2.	4X2 TYPE	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%
		1.501 < CC ≤ 2.500 (G/D)	9,700	12,353	13,666	11,492	12,370	6,639	13,254	13,186	11,327	12,447	11,949	10,529	138,912	12.1%
		2.501 < CC ≤ 3.000 (G)	101	66	62	23	41	59	170	178	69	51	97	116	1,033	0.1%
		CC > 3.001 (G)/2.501 (D)	-	-	-	17	27	6	9	9	4	2	-	3	77	0.0%
SUB 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.	4X4 TYPE	CC < 1.500 (G/D)	8	1	2	37	1	2	2	-	-	1	1	-	55	0.0%
		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%
	SUB TOTAL		285	246	235	293	265	146	324	258	292	324	257	225	3,150	0.3%
4.	BUS	GVW 5 - 10 Ton (G/D)	151	129	176	208	255	100	193	297	153	200	142	121	2,125	0.2%
		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%
	SUB 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.	TRUCK	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%
		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%
	SUB 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%
	SUB 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 SAVING CARS 4X2	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%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		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%
MARKET 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%
CUMMULATIVE			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		

RETAIL SALES

CATEGORY			MONTH												RETAIL 2018	SHARE %
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	255	588	417	634	287	174	245	470	282	242	273	345	4,212	0.4%
		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%
	SUB TOTAL		492	948	693	1,078	709	585	475	729	539	545	493	500	7,786	0.7%
2.	4X2 TYPE	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	43.7%
		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	11.9%
		2.501 < CC ≤ 3.000 (G)	163	123	112	95	78	50	122	99	104	85	89	147	1,267	0.1%
		CC > 3.001 (G)/2.501 (D)	-	-	-	-	-	-	-	-	-	-	2	4	6	0.0%
SUB 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.	4X4 TYPE	CC < 1.500 (G/D)	58	7	8	3	5	3	3	3	2	6	4	3	105	0.0%
		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%
	SUB TOTAL		326	262	273	222	272	156	220	310	307	333	342	219	3,242	0.3%
4.	BUS	GVW 5 - 10 Ton (G/D)	141	124	163	222	234	133	137	289	199	149	203	201	2,195	0.2%
		GVW 10 - 24 Ton (G/D)	245	112	112	85	97	40	135	117	78	124	135	137	1,417	0.1%
		GVW > 24 Ton (G/D)	1	6	4	-	-	-	1	2	4	4	-	-	22	0.0%
	SUB TOTAL		387	242	279	307	331	173	273	408	281	277	338	338	3,634	0.3%
5.	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	12.3%
	TRUCK	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	6.6%
		GVW 10 - 24 Ton (G/D)	568	541	634	549	554	476	642	639	754	766	722	734	7,579	0.7%
		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	2.6%
SUB 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	9.8%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	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	1.3%
	SUB 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	1.3%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	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	19.6%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB 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	19.6%
RETAIL 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%
CUMMULATIVE			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		

PRODUCTION

CATEGORY			MONTH												PROD	SHARE	
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2018	%	
1.	SEDAN TYPE	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%	
		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%	
		CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB 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%	
2.	4X2 TYPE	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%	
		1.501 < CC ≤ 2.500 (G/D)	11,998	12,471	13,124	14,342	11,853	7,434	15,620	12,243	12,456	13,299	12,802	10,616	148,258	11.0%	
		2.501 < CC ≤ 3.000 (G)	745	736	669	449	444	554	874	443	303	630	598	379	6,824	0.5%	
		CC > 3.001 (G)/2.500 (D)	120	165	162	140	125	56	62	51	57	64	35	56	1,093	0.1%	
SUB TOTAL		60,932	52,460	60,537	65,671	65,519	37,192	74,469	70,014	66,468	73,971	65,480	51,941	744,654	55.4%		
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	6	-	-	-	-	-	-	-	-	6	0.0%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,071	896	958	1,234	935	934	1,946	2,215	1,724	1,807	1,487	1,772	16,979	1.3%	
		CC > 3.001 (G)/2.500 (D)	773	546	600	611	442	636	683	548	632	584	560	532	7,147	0.5%	
	SUB TOTAL		1,844	1,442	1,558	1,851	1,377	1,570	2,629	2,763	2,356	2,391	2,047	2,304	24,132	1.8%	
4.	BUS	GVW 5 - 10 Ton (G/D)	168	45	105	275	161	146	235	243	156	161	147	118	1,960	0.1%	
		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)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		450	208	345	323	300	205	295	270	237	275	302	250	3,460	0.3%	
5.	PICK UP	GVW < 5 Ton (G/D)	15,735	13,624	14,622	12,853	11,758	8,613	16,397	13,563	14,128	17,685	14,666	12,694	166,338	12.4%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,950	7,065	7,695	7,490	6,978	5,396	7,633	6,755	5,865	6,479	6,986	5,790	81,082	6.0%	
		GVW 10 - 24 Ton (G/D)	729	789	824	782	940	824	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%	
7.	DOUBLE CABIN	GVW < 5 Ton (G/D) For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
	SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
8.	AFFORDABLE ENERGY SAVING CARS 4X2	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%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	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	1,343,703	100%	
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			

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BY CATEGORY JAN-DEC 2018/2017

WHOLESALES

CATEGORY			2018		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2018	2017			2018	2017	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	324	289	35	12%	324	44	280	636%	3,237	3,144	93	3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	98	213	-115	-54%	98	305	-207	-68%	3,273	5,079	-1,806	-36%
		CC > 3.001 (G)/2.500 (D)	14	12	2	17%	14	14	0	0%	194	112	82	73%
	SUB TOTAL		436	514	-78	-15%	436	363	73	20%	6,704	8,335	-1,631	-20%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	37,108	40,876	-3,768	-9%	37,108	37,490	-382	-1%	494,358	460,076	34,282	7%
		1.501 < CC ≤ 2.500 (G/D)	10,529	11,949	-1,420	-12%	10,529	10,906	-377	-3%	138,912	134,260	4,652	3%
		2.501 < CC ≤ 3.000 (G)	116	97	19	20%	116	142	-26	-18%	1,033	1,723	-690	-40%
		CC > 3.001 (G)/2.500 (D)	3	-	3	0%	3	11	-8	-73%	77	87	-10	-11%
	SUB TOTAL		47,756	52,922	-5,166	-10%	47,756	48,549	-793	-2%	634,380	596,146	38,234	6%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	-	1	(1)	0%	-	112	(112)	-100%	55	257	(202)	-79%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	127	177	-50	-28%	127	148	-21	-14%	2,011	2,097	-86	-4%
		CC > 3.001 (G)/2.500 (D)	98	79	19	24%	98	50	48	96%	1,084	1,085	-1	0%
	SUB TOTAL		225	257	-32	-12%	225	310	-85	-27%	3,150	3,439	-289	-8%
4.	BUS	GVW 5 - 10 Ton (G/D)	121	142	-21	-15%	121	37	84	227%	2,125	1,873	252	13%
		GVW 10 - 24 Ton (G/D)	104	151	-47	-31%	104	341	-237	-70%	1,372	1,679	-307	-18%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	4	(4)	-100%	22	45	(23)	-51%
	SUB TOTAL		225	293	-68	-23%	225	382	-157	-41%	3,519	3,597	-78	-2%
5.	PICK UP	GVW < 5 Ton (G/D)	10,176	14,195	-4,019	-28%	10,176	10,257	-81	-1%	143,473	128,278	15,195	12%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,059	6,514	-455	-7%	6,059	5,647	412	7%	76,810	62,720	14,090	22%
		GVW 10 - 24 Ton (G/D)	643	736	-93	-13%	643	502	141	28%	7,274	5,849	1,425	24%
		GVW > 24 Ton (G/D)	2,915	2,749	166	6%	2,915	1,865	1,050	56%	29,825	20,779	9,046	44%
	SUB TOTAL		9,617	9,999	-382	-4%	9,617	8,014	1,603	20%	113,909	89,348	24,561	27%
7.	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	15%
	SUB TOTAL		1,062	1,186	-124	-10%	1,062	1,000	62	6%	15,730	13,667	2,063	15%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	18,349	21,361	(3,012)	-14%	18,349	16,196	2,153	13%	230,443	234,554	-4,111	-1.8%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		18,349	21,361	(3,012)	-14%	18,349	16,196	2,153	13%	230,443	234,554	-4,111	-1.8%
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	6.9%

RETAIL SALES

CATEGORY			2018		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2018	2017			2018	2017	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	345	273	72	26%	345	181	164	91%	4,212	3,683	529	14%
		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%
	SUB TOTAL		500	493	7	1%	500	516	-16	-3%	7,786	8,864	-1,078	-12%
2.	4X2 TYPE	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%
		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%
		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%
	SUB TOTAL		58,061	52,481	5,580	11%	58,061	61,648	-3,587	-6%	641,971	576,740	65,231	11%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	3	4	(1)	-25%	3	47	(44)	-94%	105	181	(76)	-42%
		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%
	SUB TOTAL		219	342	-123	-36%	219	305	-86	-28%	3,242	3,491	-249	-7%
4.	BUS	GVW 5 - 10 Ton (G/D)	201	203	-2	-1%	201	160	41	26%	2,195	1,982	213	11%
		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%
	SUB 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.	TRUCK	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%
		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%
	SUB 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 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,269	1,456	-187	-13%	1,269	1,399	-130	-9%	15,407	14,143	1,264	9%
	SUB 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 CARS 4X2	CC ≤ 1200 (G)	24,881	19,323	5,558	29%	24,881	25,972	-1,091	-4%	225,480	242,680	-17,200	-7%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		24,881	19,323	5,558	29%	24,881	25,972	-1,091	-4%	225,480	242,680	-17,200	-7%
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%

PRODUCTION

CATEGORY			2018		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2018	2017			2018	2017	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,504	1,603	-99	-6%	1,504	1,333	171	13%	23,822	29,193	-5,371	-18%
		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	-15%
2.	4X2 TYPE	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	17%
		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%
		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%
	SUB TOTAL		51,941	65,480	-13,539	-21%	51,941	48,166	3,775	8%	744,654	684,828	59,826	9%
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	0%	-	1	(1)	0%	6	34	(28)	-82%
		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	55%
		CC > 3.001 (G)/2.500 (D)	532	560	-28	-5%	532	1,063	-531	-50%	7,147	8,831	-1,684	-19%
	SUB TOTAL		2,304	2,047	257	13%	2,304	2,169	135	6%	24,132	19,845	4,287	22%
4.	BUS	GVW 5 - 10 Ton (G/D)	118	147	-29	-20%	118	18	100	556%	1,960	1,096	864	79%
		GVW 10 - 24 Ton (G/D)	132	155	-23	-15%	132	228	-96	-42%	1,500	1,404	96	7%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		250	302	-52	-17%	250	246	4	2%	3,460	2,500	960	38%
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.	TRUCK	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%
		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 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	20,696	23,102	(2,406)	-10%	20,696	16,613	4,083	25%	261,170	249,834	11,336	5%
		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
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%