

WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT  
BY BRAND JAN-DEC 2018

A. WHOLESALERS

NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	SALES 2018	SHARE %
1	TOYOTA	25,405	27,665	31,424	29,360	28,950	18,642	34,984	31,149	29,821	36,119	31,981	26,661	352,161	30.6%
2	DAIHATSU	18,786	15,894	17,159	18,669	17,733	6,720	17,510	17,510	21,029	21,029	17,710	16,289	268,738	17.6%
3	HONDA	13,572	11,894	10,762	10,046	14,324	9,096	15,225	14,862	10,360	15,489	15,819	13,387	162,163	14.1%
4	MITSUBISHI MOTORS	13,351	14,003	13,977	12,568	12,849	6,761	13,948	13,284	11,938	11,147	10,140	8,895	142,861	12.4%
5	SUZUKI	11,511	11,115	9,729	8,505	12,555	7,515	10,503	10,764	8,880	8,514	10,107	8,316	118,014	10.3%
6	MITSUBISHI FUSO	4,402	4,408	5,175	5,295	4,118	3,215	5,393	3,855	4,218	4,076	3,743	3,572	51,470	4.5%
7	HINO	2,624	2,732	3,215	3,247	3,028	2,611	3,387	3,885	4,072	3,865	4,072	3,381	39,737	3.5%
8	ISUZU	1,561	1,796	2,038	2,576	1,960	1,363	1,818	2,606	2,762	2,619	2,508	2,491	26,098	2.3%
9	WULING	927	1,009	1,560	1,720	1,765	1,139	1,128	1,908	1,161	1,083	1,277	2,325	17,002	1.5%
10	DATSUN	1,142	1,125	3,106	726	710	812	866	396	439	377	501	231	10,433	0.9%
11	NISSAN	1,189	1,155	1,536	496	246	511	336	85	158	107	819	507	5,685	0.6%
12	MAZDA	409	393	456	536	780	198	564	577	477	397	457	413	5,657	0.5%
13	UD TRUCKS	214	290	275	300	301	222	277	280	300	310	280	321	3,370	0.3%
14	CHEVROLET	149	180	321	225	245	107	248	229	183	161	162	299	2,909	0.2%
15	B M W	170	215	265	315	245	200	106	190	210	171	120	118	2,360	0.2%
16	HYUNDAI	79	109	106	122	131	70	114	205	118	127	128	106	1,415	0.1%
17	LEXUS	5	227	205	136	63	125	81	119	162	90	86	11	1,310	0.1%
18	DFSK	54	34	137	30	30	109	71	201	208	109	137	102	1,222	0.1%
19	TATA	72	101	127	48	107	83	103	104	110	29	155	72	1,111	0.1%
20	SCANIA	115	83	68	53	108	108	56	27	67	53	33	23	794	0.1%
21	MINI	18	35	28	40	45	20	39	95	55	50	50	35	520	0.0%
22	VOLKSWAGEN	22	25	96	32	69	26	41	69	45	35	40	11	511	0.0%
23	FAW	23	34	21	37	26	20	36	37	20	32	31	35	351	0.0%
24	RENAULT (PC)	21	11	26	157	35	15	12	9	8	2	1	-	297	0.0%
25	PEUGEOT	1	10	8	15	14	5	20	10	5	12	34	5	139	0.0%
26	MAN TRUCK	15	10	7	10	5	2	7	6	4	4	3	6	79	0.0%
27	AUDI	5	-	-	3	9	2	6	5	2	6	4	1	50	0.0%
28	PROTON	-	-	6	-	1	1	5	-	-	-	3	33	49	0.0%
29	HYUNDAI KOMERSIAL	-	-	-	-	-	-	-	-	2	-	-	-	2	0.0%
30	INFINITI	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
GRAND TOTAL		95,855	94,274	101,600	102,378	100,530	58,842	107,474	102,191	93,311	105,000	100,727	87,846	1,151,308	100%
CUMULATIVE		95,855	190,129	291,925	394,307	494,837	553,679	661,153	763,344	856,655	962,735	1,063,462	1,151,308		

B. RETAIL SALES

NO.	BRAND	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	RETAIL 2018	SHARE %
1	TOYOTA	28,495	27,774	30,293	30,076	32,979	22,002	31,605	30,273	28,304	28,622	30,533	35,107	356,063	30.9%
2	DAIHATSU	15,896	15,333	17,091	16,560	16,061	12,359	16,219	17,007	16,190	16,265	17,585	21,612	200,178	17.4%
3	HONDA	13,764	14,002	13,623	14,149	14,613	11,600	12,675	13,323	11,424	11,940	13,189	15,954	162,956	14.1%
4	MITSUBISHI MOTORS	12,401	12,011	16,302	10,486	12,913	7,786	14,077	13,076	12,406	12,547	12,470	10,370	146,895	12.7%
5	SUZUKI	10,614	8,520	10,021	9,448	11,355	7,519	10,349	9,241	9,376	9,140	9,107	10,118	116,680	10.1%
6	MITSUBISHI FUSO	3,656	4,011	4,664	4,300	4,221	3,461	3,842	4,096	4,466	4,347	4,803	5,175	51,132	4.4%
7	HINO	2,973	2,810	3,241	3,254	3,031	2,122	3,474	3,768	3,680	3,954	3,915	3,850	40,072	3.5%
8	ISUZU	1,484	1,687	1,870	2,052	2,081	1,401	1,843	2,595	2,787	2,247	2,209	3,030	25,286	2.2%
9	WULING	1,000	1,085	1,430	1,403	1,348	1,265	1,345	1,621	1,003	1,189	1,119	1,354	15,162	1.3%
10	DATSUN	1,230	925	1,377	724	988	659	635	630	574	648	641	792	9,823	0.9%
11	NISSAN	914	1,014	1,595	223	379	204	288	358	351	388	619	666	6,999	0.6%
12	MAZDA	492	480	495	535	619	389	501	660	500	435	457	424	4,957	0.5%
13	UD TRUCKS	309	262	274	274	299	214	249	255	286	286	244	238	3,035	0.3%
14	CHEVROLET	231	190	196	244	260	152	176	274	193	155	166	207	2,444	0.2%
15	B M W	181	170	215	265	315	200	105	190	210	171	220	118	2,360	0.2%
16	HYUNDAI	118	90	102	109	119	81	122	123	214	130	141	136	1,485	0.1%
17	LEXUS	32	138	151	132	122	67	104	148	139	138	93	43	1,327	0.1%
18	TATA	71	95	76	102	124	90	91	121	87	75	113	71	1,116	0.1%
19	DFSK	30	50	40	29	36	79	64	88	96	108	134	85	839	0.1%
20	SCANIA	115	83	68	53	108	108	56	27	67	53	33	23	794	0.1%
21	MINI	18	35	28	40	45	20	39	95	55	50	50	35	520	0.0%
22	VOLKSWAGEN	22	25	96	32	69	26	41	69	45	35	40	11	511	0.0%
23	RENAULT (PC)	20	23	56	70	49	27	40	29	23	18	12	15	382	0.0%
24	FAW	23	34	21	37	26	20	36	37	20	32	31	35	351	0.0%
25	PEUGEOT	1	10	8	15	14	5	20	10	6	12	34	5	141	0.0%
26	PROTON	10	5	13	10	10	3	12	3	1	1	4	11	83	0.0%
27	MAN TRUCK	15	10	7	10	5	2	7	6	4	4	3	6	79	0.0%
28	AUDI	5	-	7	3	9	2	6	5	2	6	4	1	50	0.0%
29	HYUNDAI KOMERSIAL	-	-	-	-	-	-	-	-	2	-	-	-	2	0.0%
30	INFINITI	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
GRAND TOTAL		94,120	90,852	106,050	94,727	104,153	71,778	98,182	99,310	92,355	93,632	96,002	109,480	1,152,641	100%
CUMULATIVE		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		

C. PRODUCTION

NO.	BRAND	MONTH												PROD	SHARE %
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1	TOYOTA	40,726	39,796	44,060	47,035	43,544	30,570	51,774	48,811	44,441	53,260	47,568	40,028	531,573	39.6%
2	DAIHATSU	18,803	15,453	16,988	18,799	17,664	6,639	17,790	17,382	17,041	21,029	17,601	16,198	201,387	15.0%
3	MITSUBISHI MOTORS	15,915	12,355	12,362	11,082	12,334	7,588	16,380	15,099	15,988	17,269	16,989	12,068	164,101	12.2%
4	HONDA	16,287	9,361	9,695	16,170	14,549	7,043	14,778	14,474	12,382	15,986	15,076	10,820	156,621	11.7%
5	SUZUKI	10,818	10,937	12,061	9,459	11,662	8,244	13,775	10,108	10,190	10,586	8,083	8,261	124,194	9.2%
6	MITSUBISHI FUSO	4,803	4,527	5,180	5,304	4,848	4,152	5,136	4,454	4,020	3,482	4,062	3,212	53,680	4.0%
7	HINO	3,264	3,441	3,938	3,381	3,672	2,195	4,345	3,633	3,502	4,456	4,142	3,651	43,599	3.2%
8	ISUZU	1,683	2,000	1,955	2,649	2,171	1,382	2,466	1,906	1,977	2,641	2,713	2,508	26,051	1.9%
9	WULING	836	1,341	1,487	2,110	1,817	1,126	1,786	1,270	1,707	1,409	885	372	16,146	1.2%
10	DATSUN	2,372	149	3,517	1,613	1,021	509	773	350	396	440	520	180	11,840	0.9%
11	HYUNDAI (PC)	330	308	314	253	296	133	176	203	474	385	304	324	3,520	0.3%
12	NISSAN	192	539	661	688	416	84	48	208	192	216	96	132	3,468	0.3%
13	B M W	360	355	266	202	247	111	319	282	254	293	197	241	3,127	0.2%
14	DFSK	70	80	29	152	242	142	556	-	243	94	170	253	2,031	0.2%
15	UD TRUCK	143	105	156	182	153	107	157	188	174	196	201	206	1,968	0.1%
16	RENAULT	35	51	2	49	-	-	-	-	-	-	-	-	2	0.0%
17	MINI	-	-	-	54	41	2	1	-	22	-	29	19	170	0.0%
18	FAW	20	-	-	10	14	40	-	-	-	-	-	-	84	0.0%
19	VOLKSWAGEN	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
20	SCANIA	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
21	AUDI	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
GRAND TOTAL		116,657	100,758	112,679	119,206	114,007	69,997	130,260	118,855	112,943	131,853	117,797	103,463	1,343,703	100%
CUMULATIVE		116,657	217,415	336,094	449,300	564,007	634,004	764,264	883,119	995,972	1,127,445	1,245,242	1,388,761		

**WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT  
BY BRAND JAN-DEC 2017 / 2017**

**A. WHOLESALES**

NO.	BRAND	2018				DEC				JAN-DEC				M/S	
		DEC	NOV	+/-	%	2018	2017	+/-	%	2018	2017	+/-	%	2017	2018
1	TOYOTA	26,661	31,981	-5,320	-16.6%	26,661	23,706	2,955	12.5%	362,161	371,332	-9,171	-5.2%	34.5%	30.6%
2	DAIHATSU	16,290	17,014	-724	-4.5%	16,290	13,028	3,262	25.0%	202,736	186,367	16,369	8.8%	17.3%	17.6%
3	HONDA	13,087	15,845	-2,758	-17.4%	13,087	15,285	-2,198	-14.4%	162,163	186,859	-24,696	-13.2%	17.3%	14.1%
4	MITSUBISHI MOTORS	8,895	10,140	-1,245	-12.3%	8,895	9,914	-1,019	-10.3%	142,861	79,807	63,054	79.0%	7.4%	12.4%
5	SUZUKI	8,316	10,107	-1,791	-17.7%	8,316	10,008	-1,692	-16.9%	118,014	111,660	6,354	5.7%	10.4%	10.3%
6	MITSUBISHI FUSO	3,572	3,743	-171	-4.6%	3,572	2,861	711	24.9%	51,470	41,588	9,882	23.8%	3.9%	4.5%
7	HINO	3,881	4,072	-191	-4.7%	3,881	3,077	804	26.1%	39,737	28,644	11,093	38.7%	2.8%	4.2%
8	ISUZU	2,491	2,508	-17	-0.7%	2,491	2,293	198	8.6%	26,098	20,085	6,013	29.9%	1.9%	2.3%
9	WULING	2,325	1,277	1,048	82.1%	2,325	1,132	1,193	105.4%	17,002	5,050	11,952	236.7%	0.5%	1.1%
10	DATSUN	231	501	-270	-53.9%	231	1,035	-804	-77.7%	10,433	10,484	-51	-0.5%	1.0%	0.9%
11	NISSAN	507	519	-12	-2.3%	507	531	-24	-4.5%	6,885	14,488	-7,603	-52.5%	1.3%	0.6%
12	MAZDA	413	457	-44	-9.6%	413	307	106	34.5%	5,657	3,861	1,796	46.5%	0.4%	0.5%
13	UD TRUCKS	321	280	41	14.6%	321	245	76	31.0%	3,370	2,764	606	21.9%	0.3%	0.3%
14	CHEVROLET	299	162	137	84.6%	299	398	-99	-24.9%	2,509	3,617	-1,108	-30.6%	0.3%	0.2%
15	B M W	118	118	0	0.0%	118	347	-229	-66.0%	2,360	2,800	-440	-15.7%	0.3%	0.2%
16	HYUNDAI	106	128	-22	-17.2%	106	71	35	49.3%	1,415	1,271	144	11.3%	0.1%	0.1%
17	LEXUS	11	86	-75	-87.2%	11	18	-7	-38.9%	1,310	1,282	28	2.2%	0.1%	0.1%
18	DFSK	102	137	-35	-25.5%	102	73	29	39.7%	1,222	159	1,063	668.6%	0.0%	0.1%
19	TATA	156	156	-83	-53.3%	156	71	85	120.0%	1,111	1,065	46	4.3%	0.1%	0.1%
20	SCANIA	23	33	-10	-30.3%	23	151	-128	-84.8%	794	1,116	-322	-28.9%	0.1%	0.1%
21	MINI	35	50	-15	-30.0%	35	66	-31	-47.0%	520	553	-33	-6.0%	0.1%	0.0%
22	VOLKSWAGEN	11	40	-29	-72.5%	11	30	-19	-63.3%	511	537	-26	-4.8%	0.0%	0.0%
23	FAW	35	31	4	12.9%	35	36	-1	-2.8%	351	209	142	67.9%	0.0%	0.0%
24	RENAULT (PC)	-	1	-1	-100.0%	-	64	-64	-100.0%	297	559	-262	-46.9%	0.1%	0.0%
25	PEUGEOT	5	34	-29	-85.3%	5	3	2	66.7%	139	34	105	308.8%	0.0%	0.0%
26	MAN TRUCK	6	3	3	100.0%	6	15	-9	-60.0%	79	75	4	5.3%	0.0%	0.0%
27	AUDI	1	1	0	0.0%	1	6	-5	-83.3%	50	72	-22	-30.6%	0.0%	0.0%
28	PROTON	33	3	30	1000.0%	33	-	33	0.0%	49	12	37	308.3%	0.0%	0.0%
29	HYUNDAI KOMERSIAL	-	-	0	0.0%	-	-	0	0.0%	2	-	2	0.0%	0.0%	0.0%
30	INFINITI	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
GRAND 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%	100%	100%

**B. RETAIL SALES**

NO.	BRAND	2018				DEC				JAN-DEC				M/S	
		DEC	NOV	+/-	%	2018	2017	+/-	%	2018	2017	+/-	%	2017	2018
1	TOYOTA	35,107	30,533	4,574	15.0%	35,107	34,888	219	0.6%	356,063	370,015	-13,952	-3.8%	34.7%	30.9%
2	DAIHATSU	21,612	17,585	4,027	22.9%	21,612	19,385	2,227	11.5%	200,178	185,240	14,938	8.1%	17.4%	17.4%
3	HONDA	15,854	13,189	2,665	20.2%	15,854	20,023	-4,169	-20.8%	162,956	180,971	-18,015	-10.0%	17.0%	14.1%
4	MITSUBISHI MOTORS	10,370	12,470	-2,100	-16.8%	10,370	10,524	-154	-1.5%	146,805	79,669	67,136	84.3%	7.5%	12.7%
5	SUZUKI	10,107	9,140	967	10.6%	10,107	11,300	-1,193	-10.6%	116,668	107,185	9,503	8.9%	10.0%	10.1%
6	MITSUBISHI FUSO	5,175	4,803	372	7.7%	5,175	4,261	914	21.5%	51,132	42,319	8,813	20.8%	4.0%	4.4%
7	HINO	3,850	3,915	-65	-1.7%	3,850	3,198	652	20.4%	40,072	31,007	9,065	29.2%	2.8%	3.2%
8	ISUZU	3,030	2,209	821	37.2%	3,030	2,526	504	20.0%	25,286	20,502	4,784	23.3%	1.9%	2.2%
9	WULING	1,354	1,119	235	21.0%	1,354	958	396	41.3%	15,162	3,268	11,894	364.0%	0.3%	1.3%
10	DATSUN	792	641	151	23.6%	792	1,296	-504	-38.9%	9,623	12,529	-2,906	-23.2%	1.2%	0.9%
11	NISSAN	619	471	148	31.4%	619	1,079	-460	-42.7%	6,999	15,613	-8,614	-54.5%	1.5%	0.6%
12	MAZDA	424	457	-33	-7.2%	424	426	-2	-0.5%	5,957	3,833	2,124	55.4%	0.4%	0.5%
13	UD TRUCKS	236	244	-8	-3.3%	236	215	21	9.8%	3,036	2,744	292	10.6%	0.3%	0.3%
14	CHEVROLET	207	166	41	24.7%	207	384	-177	-46.1%	2,444	3,679	-1,235	-33.6%	0.3%	0.2%
15	B M W	118	120	-2	-1.7%	118	347	-229	-66.0%	2,360	2,800	-440	-15.7%	0.3%	0.2%
16	HYUNDAI	136	141	-5	-3.5%	136	125	11	8.8%	1,485	1,308	177	13.5%	0.1%	0.1%
17	LEXUS	43	93	-50	-53.8%	43	34	9	26.5%	1,327	1,255	72	5.7%	0.1%	0.1%
18	TATA	71	113	-42	-37.2%	71	97	-26	-26.8%	1,116	1,055	61	5.8%	0.1%	0.1%
19	DFSK	85	134	-49	-36.6%	85	19	66	347.4%	839	51	788	1545.1%	0.0%	0.1%
20	SCANIA	23	33	-10	-30.3%	23	151	-128	-84.8%	794	1,116	-322	-28.9%	0.1%	0.1%
21	MINI	35	50	-15	-30.0%	35	66	-31	-47.0%	520	553	-33	-6.0%	0.1%	0.0%
22	VOLKSWAGEN	11	40	-29	-72.5%	11	30	-19	-63.3%	511	537	-26	-4.8%	0.1%	0.0%
23	RENAULT (PC)	15	12	3	25.0%	15	63	-48	-76.2%	382	479	-97	-20.3%	0.0%	0.0%
24	FAW	35	31	4	12.9%	35	36	-1	-2.8%	351	209	142	67.9%	0.0%	0.0%
25	PEUGEOT	6	34	-28	-82.4%	6	3	3	100.0%	141	33	108	327.3%	0.0%	0.0%
26	PROTON	11	4	7	175.0%	11	8	3	37.5%	83	279	-196	-70.3%	0.0%	0.0%
27	MAN TRUCK	6	3	3	100.0%	6	15	-9	-60.0%	79	75	4	5.3%	0.0%	0.0%
28	AUDI	1	1	0	0.0%	1	6	-5	-83.3%	50	72	-22	-30.6%	0.0%	0.0%
29	HYUNDAI KOMERSIAL	-	-	0	0.0%	-	-	0	0.0%	2	-	2	0.0%	0.0%	0.0%
30	INFINITI	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
GRAND 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%	100%	100%

**C. PRODUCTION**

NO.	BRAND	2018				DEC				JAN-DEC				SHARE	
		DEC	NOV	+/-	%	2018	2017	+/-	%	2018	2017	+/-	%	2017	2018
1	TOYOTA	40,028	47,568	-7,540	-15.9%	40,028	33,665	6,363	18.9%	531,573	552,487	-20,914	-3.8%	45.3%	39.6%
2	DAIHATSU	16,198	17,601	-1,403	-8.0%	16,198	12,934	3,264	25.2%	201,387	184,506	16,881	9.1%	15.1%	15.0%
3	MITSUBISHI MOTORS	12,096	16,069	-3,973	-24.7%	12,096	7,500	4,596	61.3%	164,107	61,722	102,385	165.9%	5.1%	12.2%
4	HONDA	10,820	15,076	-4,256	-28.2%	10,820	13,176	-2,356	-17.9%	156,621	181,487	-24,866	-13.7%	14.9%	11.7%
5	SUZUKI	8,261	8,083	178	2.2%	8,261	10,539	-2,278	-21.6%	124,194	116,393	7,801	6.7%	9.5%	9.2%
6	MITSUBISHI FUSO	3,212	4,062	-850	-20.9%	3,212	2,736	476	17.4%	53,680	40,404	13,276	32.9%	3.3%	4.0%
7	HINO	3,631	4,142	-511	-12.3%	3,631	2,622	1,009	38.5%	43,999	31,865	12,134	37.7%	2.6%	3.2%
8	ISUZU	2,508	2,713	-205	-7.6%	2,508	1,880	628	33.4%	26,051	17,657	8,394	47.5%	1.4%	1.9%
9	WULING	372	885	-513	-58.0%	372	623	-251	-40.3%	16,146	6,149	9,997	162.6%	0.5%	1.2%
10	DATSUN	180	520	-340	-65.4%	180	361	-181	-50.1%	11,840	8,894	2,946	33.1%	0.7%	0.9%
11	HYUNDAI (PC)	304	385	-81	-21.0%	304	72	232	322.2%	3,520	3,339	181	5.4%	0.3%	0.3%
12	NISSAN	132	96	36	37.5%	132	116	16	13.8%	3,468	11,557	-8,089	-70.0%	0.9%	0.3%
13	B M W	241	197	44	22.3%	241	306	-65	-21.2%	3,127	2,302	825	35.8%	0.2%	0.2%
14	DFSK	253	170	83	48.8%	253	48	205	427.1%	2,031	1,60	1,871	1169.4%	0.0%	0.2%
15	UD TRUCK	206	201	5	2.5%	206	133	73	54.9%	1,968	1,510	458	30.3%	0.1%	0.1%
16	RENAULT	-	-	0	0.0%	-	-	0	0.0%	137	187	-50	-26.7%	0.0%	0.0%
17	MINI	19	29	-10	-34.5%	19	-	19	0.0%	170	-	170	0.0%	0.0%	0.0%
18	FAW	-	-	0	0.0%	-	-	0	0.0%	84	-	84	0.0%	0.0%	0.0%
19	VOLKSWAGEN	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
20	SCANIA	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
21	AUDI	-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%	0.0%	0.0%
GRAND 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%	100%	100%