

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

**A. WHOLESALES**

CATEGORY			MONTH												MARKET	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2015	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	384	490	946	1,083	1,064	1,090	685	1,552	527	283	142	284	8,530	0.8%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	599	607	935	699	1,045	890	586	534	653	664	642	458	8,312	0.8%
		CC > 3,001 (G)/2,501 (D)	56	18	40	56	56	53	62	66	74	39	26	34	580	0.1%
	SUB TOTAL		1,039	1,115	1,921	1,838	2,165	2,033	1,333	2,152	1,254	986	810	776	17,422	1.7%
2.	4X2 TYPE	CC < 1,500 (G/D)	41,502	38,755	43,776	36,662	33,008	35,089	20,854	45,710	45,438	40,376	38,814	26,886	446,870	44.1%
		1,501 < CC ≤ 2,500 (G/D)	8,836	9,609	9,596	8,787	8,250	9,387	5,019	8,377	7,794	5,717	6,248	9,512	97,132	9.6%
		2,501 < CC ≤ 3,000 (G)	166	128	81	60	65	42	90	109	96	48	1	-	886	0.1%
		CC > 3,001 (G)/2,501 (D)	12	22	27	41	38	41	65	31	66	46	23	38	450	0.0%
	SUB TOTAL		50,516	48,514	53,480	45,550	41,361	44,559	26,028	54,227	53,394	46,187	45,086	36,436	545,338	53.8%
3.	4X4 TYPE	CC < 1,500 (G/D)	2	-	-	9	5	6	3	2	9	3	1	5	45	0.0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	756	778	561	707	966	1,082	656	729	717	399	103	131	7,585	0.7%
		CC > 3,001 (G)/2,500 (D)	69	82	86	69	62	73	75	113	215	57	38	34	973	0.1%
	SUB TOTAL		827	860	647	785	1,033	1,161	734	844	941	459	142	170	8,603	0.8%
4.	BUS	GVW 5 - 10 Ton (G/D)	60	151	171	114	191	147	180	199	174	133	133	79	1,732	0.2%
		GVW 10 - 24 Ton (G/D)	24	130	113	180	49	325	253	302	279	124	46	186	2,011	0.2%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		84	281	284	294	240	472	433	501	453	257	179	265	3,743	0.4%
5.	PICK UP	GVW < 5 Ton (G/D)	19,126	17,101	18,750	13,852	14,584	14,016	12,731	14,219	14,998	17,176	15,405	14,217	186,175	18.4%
		GVW 5 - 10 Ton (G/D)	6,717	6,619	6,546	5,010	4,054	3,664	3,110	4,363	5,393	4,958	5,253	3,825	59,512	5.9%
		GVW 10 - 24 Ton (G/D)	486	506	548	433	459	515	381	387	485	429	643	543	5,815	0.6%
		GVW > 24 Ton (G/D)	666	937	980	708	838	827	541	806	820	686	719	914	9,442	0.9%
	SUB TOTAL		7,869	8,062	8,074	6,151	5,351	5,006	4,032	5,556	6,698	6,073	6,615	5,282	74,769	7.4%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	608	884	753	954	924	354	276	1,038	2,112	2,187	1,208	736	12,034	1.2%
		SUB TOTAL		608	884	753	954	924	354	276	1,038	2,112	2,187	1,208	736	12,034
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	14,125	11,923	15,501	12,176	13,717	14,571	10,048	12,000	13,188	15,083	17,625	15,477	165,434	16.3%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		14,125	11,923	15,501	12,176	13,717	14,571	10,048	12,000	13,188	15,083	17,625	15,477	165,434
	MARKET TOTAL			94,194	88,740	99,410	81,600	79,375	82,172	55,615	90,537	93,038	88,408	87,070	73,359	1,013,518
CUMMULATIVE			94,194	182,934	282,344	363,944	443,319	525,491	581,106	671,643	764,681	853,089	940,159	1,013,518		

**B. RETAIL SALES**

CATEGORY			MONTH												RETAIL	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2015	%
1.	SEDAN TYPE	CC < 1,500 (G/D)	431	542	944	656	479	569	488	614	893	897	750	911	8,174	0.8%
		1,501 < CC <= 3,000 (G)/2,500 (D)	547	648	749	685	980	852	591	681	826	721	691	591	8,562	0.8%
		CC > 3,001 (G)/2,501 (D)	49	37	43	43	44	55	53	64	63	41	48	34	574	0.1%
	SUB TOTAL		1,027	1,227	1,736	1,384	1,503	1,476	1,132	1,359	1,782	1,659	1,489	1,536	17,310	1.7%
2.	4X2 TYPE	CC < 1,500 (G/D)	34,774	36,144	41,392	39,938	40,911	42,710	28,874	30,489	35,564	36,596	40,466	46,790	454,648	44.1%
		1,501 < CC <= 2,500 (G/D)	7,946	10,042	10,300	9,025	9,223	9,984	7,488	8,866	10,502	8,641	6,857	7,864	106,738	10.3%
		2,501 < CC <= 3,000 (G)	45	68	71	79	100	78	59	66	61	66	46	31	790	0.1%
		CC > 3,001 (G)/2,501 (D)	25	37	32	36	40	36	45	47	76	60	36	33	503	0.0%
SUB TOTAL		42,790	46,291	51,795	49,078	50,274	52,808	36,466	39,468	46,203	45,383	47,405	54,718	562,679	54.5%	
3.	4X4 TYPE	CC < 1,500 (G/D)	2	-	-	9	5	6	3	2	9	3	1	5	45	0.0%
		1,501 < CC <= 3,000 (G)/2,500 (D)	703	814	852	779	787	850	568	548	717	695	647	461	8,421	0.8%
		CC > 3,001 (G)/2,500 (D)	93	103	113	86	111	70	53	95	96	53	46	42	961	0.1%
	SUB TOTAL		798	917	965	874	903	926	624	645	822	751	694	508	9,427	0.9%
4.	BUS	GVW 5 - 10 Ton (G/D)	110	101	136	113	144	237	175	114	147	165	184	240	1,866	0.2%
		GVW 10 - 24 Ton (G/D)	43	164	123	177	88	332	256	303	243	106	63	157	2,055	0.2%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		153	265	259	290	232	569	431	417	390	271	247	397	3,921	0.4%
5.	PICK UP	GVW <= 5 Ton (G/D)	15,849	14,613	16,829	15,846	15,703	16,241	11,977	15,274	15,599	15,412	14,488	14,293	182,124	17.7%
		GVW 5 - 10 Ton (G/D)	6,051	5,258	5,890	4,652	4,795	5,382	3,500	4,627	5,812	5,811	5,579	5,590	62,947	6.1%
	TRUCK	GVW 10 - 24 Ton (G/D)	476	521	544	414	426	583	393	370	465	491	620	615	5,918	0.6%
		GVW > 24 Ton (G/D)	856	857	901	778	840	923	565	735	696	737	761	1,021	9,870	0.9%
	SUB TOTAL		23,232	21,249	24,164	21,690	21,764	23,129	16,435	21,006	22,572	22,451	21,448	21,519	78,535	7.6%
7.	DOUBLE CABIN 4X2 / 4X4	GVW <= 5 Ton (G/D) For all CC	694	695	870	1,073	801	732	424	677	1,151	1,759	1,268	1,185	11,329	1.1%
		SUB TOTAL		694	695	870	1,073	801	732	424	677	1,151	1,759	1,268	1,185	11,329
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC <= 1200 (G)	12,524	12,169	13,500	12,685	12,923	14,454	12,420	13,838	14,907	14,700	16,362	16,035	166,517
CC <= 1500 (D)			-	-	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		12,524	12,169	13,500	12,685	12,923	14,454	12,420	13,838	14,907	14,700	16,362	16,035	166,517	16.4%	
RETAIL TOTAL			97,067	97,426	110,118	102,920	104,103	110,335	79,909	92,684	103,426	102,386	103,401	110,191	1,031,842	100%
CUMULATIVE			97,067	194,493	304,611	407,531	511,634	621,969	701,878	794,562	897,988	1,000,374	1,103,775	1,213,966		

**C. PRODUCTION**

CATEGORY		MONTH												PROD	SHARE	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2015	%	
1.	SEDAN TYPE	CC < 1,500 (G/D)	3,957	3,697	3,702	5,480	5,039	5,602	4,510	6,885	6,757	4,604	3,821	3,774	57,828	5.3%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	229	168	302	251	329	259	176	339	226	325	225	258	3,087	0.3%
		CC > 3,001 (G)/2,501 (D)	42	10	21	22	40	48	64	57	51	45	100	84	584	0.1%
	SUB TOTAL	4,228	3,875	4,025	5,753	5,408	5,909	4,750	7,281	7,034	4,974	4,146	4,116	61,499	5.6%	
2.	4X2 TYPE	CC < 1,500 (G/D)	37,128	35,796	42,350	38,776	34,320	37,871	17,958	46,475	47,015	42,753	40,375	27,795	448,612	40.8%
		1,501 < CC ≤ 2,500 (G/D)	10,079	10,507	10,923	9,337	8,700	9,668	5,834	9,605	8,584	5,474	2,268	1,902	92,850	8.5%
		2,501 < CC ≤ 3,000 (G)	1,077	1,181	1,332	1,233	1,438	1,207	1,383	1,811	1,968	203	-	-	12,833	1.2%
	SUB TOTAL	233	187	203	188	166	152	121	132	278	123	-	-	1,783	0.2%	
3.	4X4 TYPE	CC < 1,500 (G/D)	48,517	47,671	54,808	49,534	44,624	48,898	25,265	58,023	57,845	48,553	42,643	29,697	556,078	50.6%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	-	-	-	20	67	5	-	-	-	2	-	-	94	0.0%
		CC > 3,001 (G)/2,501 (D)	1,841	1,831	1,971	1,742	1,361	1,849	1,584	38	2,338	1,263	38	14	18,553	1.7%
	SUB TOTAL	1,330	1,253	1,353	1,282	808	865	863	1,569	1,243	528	21	4	11,119	1.0%	
4.	BUS	GVW 5 - 10 Ton (G/D)	3,171	3,084	3,324	3,044	2,236	2,719	2,447	4,290	3,581	1,793	59	18	29,766	2.7%
		GVW 10 - 24 Ton (G/D)	220	70	148	83	173	87	183	152	251	174	235	162	1,938	0.2%
		GVW > 24 Ton (G/D)	45	150	166	216	220	147	215	288	198	99	53	138	1,935	0.2%
	SUB TOTAL	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
5.	PICK UP	GVW < 5 Ton (G/D)	265	220	314	299	393	234	398	440	449	273	288	300	3,873	0.4%
		GVW 5 - 10 Ton (G/D)	20,083	18,732	20,769	18,386	15,782	14,258	12,016	15,245	15,233	17,799	17,420	13,992	199,715	18.2%
		GVW 10 - 24 Ton (G/D)	6,936	6,804	7,800	6,246	5,232	3,087	3,057	4,061	4,675	4,466	3,982	2,146	59,486	5.4%
	SUB TOTAL	483	594	783	446	351	354	327	280	407	564	485	273	5,347	0.5%	
6.	DOUBLE CABIN	GVW < 5 Ton (G/D)	421	656	815	649	449	361	204	412	454	483	483	527	5,914	0.5%
		For all CC	8,834	8,054	9,398	7,341	6,032	3,802	3,588	4,753	5,536	5,513	4,950	2,946	70,747	6.4%
		SUB TOTAL	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	-	-	-	-	-	-	-	-	-	-	-	-	-
CC ≤ 1500 (D)			14,004	11,477	15,428	13,319	15,104	15,987	10,761	13,535	15,024	16,826	18,987	16,650	177,102	16.1%
SUB TOTAL			-	-	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		14,004	11,477	15,428	13,319	15,104	15,987	10,761	13,535	15,024	16,826	18,987	16,650	177,102	16.1%	
PRODUCTION CUM. TOTAL		99,102	93,113	108,066	97,676	89,579	91,807	59,225	103,567	104,702	95,731	88,493	67,719	1,098,780	100%	

GAIKINDO  
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT  
BY CATEGORY JAN-DEC 2015 / 2014

**A. WHOLESALES**

CATEGORY			2015		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2015	2014			2015	2014	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	284	142	142	100%	284	305	-21	-7%	8,530	11,126	-2,596	-23%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	458	642	-184	-29%	458	597	-139	-23%	8,312	10,113	-1,801	-18%
		CC > 3,001 (G)/2,500 (D)	34	26	8	31%	34	79	-45	-57%	580	375	205	55%
	SUB TOTAL		776	810	-34	-4%	776	981	-205	-21%	17,422	21,614	-4,192	-19%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	26,886	38,814	-11,928	-31%	26,886	30,140	-3,254	-11%	446,870	551,175	-104,305	-19%
		1,501 < CC ≤ 2,500 (G/D)	9,512	6,248	3,264	52%	9,512	8,835	677	8%	97,132	126,339	-29,207	-23%
		2,501 < CC ≤ 3,000 (G)	-	1	-1	-100%	-	139	-139	-100%	886	1,739	-853	-49%
		CC > 3,001 (G)/2,500 (D)	38	23	15	65%	38	22	16	73%	450	603	-153	-25%
	SUB TOTAL		36,436	45,086	-8,650	-19%	36,436	39,136	-2,700	-7%	545,338	679,856	-134,518	-20%
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	5	1	4	0%	5	2	3	0%	45	15	30	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	131	103	28	27%	131	257	-126	-49%	7,585	4,226	3,359	79%
		CC > 3,001 (G)/2,500 (D)	34	38	-4	-11%	34	104	-70	-67%	973	1,633	-660	-40%
	SUB TOTAL		170	142	28	20%	170	363	-193	-53%	8,603	5,874	2,729	46%
4.	BUS	GVW 5 - 10 Ton (G/D)	79	133	-54	-41%	79	66	13	20%	1,732	2,268	-536	-24%
		GVW 10 - 24 Ton (G/D)	186	46	140	304%	186	187	-1	-1%	2,011	1,566	445	28%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		265	179	86	48%	265	253	12	5%	3,743	3,834	-91	-2%
5.	PICK UP	GVW < 5 Ton (G/D)	14,217	15,405	-1,188	-8%	14,217	16,432	-2,215	-13%	186,175	197,147	-10,972	-6%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3,825	5,253	-1,428	-27%	3,825	6,953	-3,128	-45%	59,512	94,187	-34,675	-37%
		GVW 10 - 24 Ton (G/D)	543	643	-100	-16%	543	657	-114	-17%	5,815	8,575	-2,760	-32%
		GVW > 24 Ton (G/D)	914	719	195	27%	914	1,088	-174	-16%	9,442	13,334	-3,892	-29%
	SUB TOTAL		5,282	6,615	-1,333	-20%	5,282	8,698	-3,416	-39%	74,769	116,096	-41,327	-36%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	736	1,208	-472	-39%	736	724	12	2%	12,034	11,487	547	5%
	SUB TOTAL		736	1,208	-472	-39%	736	724	12	2%	12,034	11,487	547	5%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	15,477	17,625	(2,148)	-12%	15,477	12,215	3,262	0%	165,434	172,120	-6,686	-3.9%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		15,477	17,625	(2,148)	0%	15,477	12,215	3,262	0%	165,434	172,120	-6,686	-3.9%
TOTAL			73,359	87,070	-13,711	-15.7%	73,359	78,802	-5,443	-6.9%	1,013,518	1,208,028	(194,510)	-16.1%

**B. RETAIL SALES**

CATEGORY			2015		+/-	%	DEC		+/-	%	JAN-DEC				
			DEC	NOV			2015	2014			2015	2014	+/-	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	911	750	161	21%	911	637	274	43%	8,174	10,693	-2,519	-24%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	591	691	-100	-14%	591	780	-189	-24%	8,562	12,930	-4,368	-34%	
		CC > 3,001 (G/2,500 (D)	34	48	-14	-29%	34	33	1	3%	574	264	310	117%	
	SUB TOTAL		1,536	1,489	47	3%	1,536	1,450	86	6%	17,310	23,887	-6,577	-28%	
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	46,790	40,466	6,324	16%	46,790	48,008	-1,218	-3%	454,648	549,124	-94,476	-17%	
		1,501 < CC ≤ 2,500 (G/D)	7,864	6,857	1,007	15%	7,864	8,726	-862	-10%	106,738	117,850	-11,112	-9%	
		2,501 < CC ≤ 3,000 (G)	31	46	-15	-33%	31	61	-30	-49%	790	1,645	-855	-52%	
	CC > 3,001 (G/2,500 (D)	33	36	-3	-8%	33	33	0	0%	503	482	21	4%		
SUB TOTAL		54,718	47,405	7,313	15%	54,718	56,828	-2,110	-4%	562,679	669,101	-106,422	-16%		
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	5	1	4	0%	5	2	3	0%	45	15	30	0%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	461	647	-186	-29%	461	269	192	71%	8,421	4,336	4,085	94%	
		CC > 3,001 (G/2,500 (D)	42	46	-4	-9%	42	83	-41	-49%	961	1,806	-845	-47%	
	SUB TOTAL		508	694	-186	-27%	508	354	154	44%	9,427	6,157	3,270	53%	
4.	BUS	GVW 5 - 10 Ton (G/D)	240	184	56	30%	240	125	115	92%	1,866	2,248	-382	-17%	
		GVW 10 - 24 Ton (G/D)	157	63	94	149%	157	182	-25	-14%	2,055	1,679	376	22%	
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	-	0%	
	SUB TOTAL		397	247	150	61%	397	307	90	29%	3,921	3,927	-6	0%	
5.	PICK UP	GVW < 5 Ton (G/D)	14,293	14,488	-195	-1%	14,293	18,524	-4,231	-23%	182,124	200,045	-17,921	-9%	
		GVW 5 - 10 Ton (G/D)	5,590	5,579	11	0%	5,590	8,274	-2,684	-32%	62,947	94,044	-31,097	-33%	
		GVW 10 - 24 Ton (G/D)	615	620	-5	-1%	615	733	-118	-16%	5,918	8,517	-2,599	-31%	
	GVW > 24 Ton (G/D)	1,021	761	260	34%	1,021	1,329	-308	-23%	9,670	13,812	-4,142	-30%		
SUB TOTAL		21,519	21,448	71	0%	21,519	10,336	-3,110	-30%	78,535	116,373	-37,838	-33%		
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,185	1,268	-83	-7%	1,185	1,085	100	9%	11,329	11,796	-467	-4%	
		SUB TOTAL		1,185	1,268	-83	-7%	1,185	1,085	100	9%	11,329	11,796	-467	-4.0%
		AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,035	16,362	(327)	0%	16,035	15,820	215	0%	166,517	164,123	2,394	0%
	CC ≤ 1500 (D)		-	-	-	0%	-	-	-	0%	-	-	-	0%	
SUB TOTAL			16,035	16,362	(327)	0%	16,035	15,820	215	0%	166,517	164,123	2,394	0%	
TOTAL			110,191	103,401	6,985	6.8%	110,191	104,704	-8,806	-8.4%	1,031,842	1,195,409	(163,567)	-13.7%	

**C. PRODUCTION**

CATEGORY			2015		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2015	2014			2015	2014	+/-	%
1.	SEDAN TYPE	CC < 1,500 (G/D)	3,774	3,821	-47	-1%	3,774	3,820	-46	0%	57,828	36,575	21,253	58%
		1,501 < CC <= 3,000 (G/2,500 (D)	258	225	33	15%	258	206	52	25%	3,087	2,909	178	6%
		CC > 3,001 (G/2,500 (D)	84	100	-16	0%	84	45	39	0%	584	174	410	0%
	SUB TOTAL		4,116	4,146	-30	-1%	4,116	4,071	45	1%	61,499	39,658	21,841	55%
2.	4X2 TYPE	CC < 1,500 (G/D)	27,795	40,375	-12,580	-31%	27,795	38,587	-10,792	-28%	448,612	613,705	-165,093	-27%
		1,501 < CC <= 2,500 (G/D)	1,902	2,268	-366	-16%	1,902	7,869	-5,967	-76%	92,850	121,000	-28,150	-23%
		2,501 < CC <= 3,000 (G)	-	-	0	0%	-	2,344	-2,344	-100%	12,833	27,223	-14,390	-53%
	CC > 3,001 (G/2,500 (D)	-	-	-	0%	-	-	-	0%	1,783	-	1,783	0%	
SUB TOTAL		29,697	42,643	-12,946	-30%	29,697	48,800	-19,103	-39%	556,078	761,928	-205,850	-27%	
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	0%	-	-	-	0%	94	-	94	0%
		1,501 < CC <= 3,000 (G/2,500 (D)	14	38	-24	-63%	14	1,501	-1,487	-99%	18,553	16,035	2,518	16%
		CC > 3,001 (G/2,500 (D)	4	21	-17	-81%	4	880	-876	-100%	11,119	10,493	626	6%
	SUB TOTAL		18	59	-41	-69%	18	2,381	-2,363	-99%	29,766	26,528	3,238	12%
4.	BUS	GVW 5 - 10 Ton (G/D)	162	235	-73	-31%	162	27	135	500%	1,938	2,438	-500	-21%
		GVW 10 - 24 Ton (G/D)	138	53	85	160%	138	46	92	200%	1,935	1,667	268	16%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		300	288	12	4%	300	73	227	311%	3,873	4,105	-232	-6%
5.	PICK UP	GVW < 5 Ton (G/D)	13,992	17,420	-3,428	-20%	13,992	12,822	1,170	9%	199,715	161,232	38,483	24%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	2,146	3,982	-1,836	-46%	2,146	4,934	-2,788	-57%	59,486	95,486	-36,000	-38%
		GVW 10 - 24 Ton (G/D)	273	485	-212	-44%	273	501	-228	-46%	5,347	8,037	-2,690	-33%
		GVW > 24 Ton (G/D)	527	483	44	9%	527	1,062	-535	-50%	5,914	16,491	-10,577	-64%
	SUB TOTAL		2,946	4,950	-2,004	-40%	2,946	6,497	-3,551	-55%	70,747	120,014	-49,267	-41%
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)	16,650	18,987	(2,337)	0%	16,650	13,572	3,078	0%	177,102	185,058	-7,956	-4%
		CC <= 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		16,650	18,987	(2,337)	0%	16,650	13,572	3,078	0%	177,102	185,058	-7,956	-4%
TOTAL			67,719	88,493	-20,774	-23.5%	67,719	88,216	-20,497	-23.2%	1,098,780	1,298,523	(199,743)	-15.4%