

GAIKINDO WHOLESALES DATA  
JAN-DEC 2012

1. SEDAN TYPE SALES

| SALES TYPE CATEGORY |                 | JAN-DEC 2012         |                        |         |      |          |       |       |       |     |     |              |             |       |       |       |       |       |        |        |        |        |        |        | Segment Share |       | Sedan Share |       | TOTAL |    |
|---------------------|-----------------|----------------------|------------------------|---------|------|----------|-------|-------|-------|-----|-----|--------------|-------------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|---------------|-------|-------------|-------|-------|----|
| CATEGORY            | BRAND           | MODEL/TYPE           | CC                     | TRANS   | FUEL | GVW (kg) | DRIVE | DOOR  | WHEEL | CHD | CBU | CBU From     | JAN         | FEB   | MAR   | APR   | MAY   | JUN   | JUL    | AUG    | SEP    | OCT    | NOV    | DEC    |               |       |             |       |       |    |
| SEDAN TYPE          | CC ≤ 1,500 [00] | CHEVROLET            | Kalos LS               | 1400    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | 23          | 99    | 64    | 64    | 230   | 138   | 72     | 106    | 136    | 29     | 147    | 177    | 0.8%          | 3.8%  | 1,285       |       |       |    |
|                     |                 |                      | Kalos LT               | 1400    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | 0.0%  | 0.0%        | -     |       |    |
|                     |                 |                      | Kalos LT AT            | 1400    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | 0.0%  | 0.0%        | -     |       |    |
|                     |                 | GEELY                | MR GS                  | 1500    | MT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | 42          | -     | -     | -     | -     | -     | -      | -      | 71     | 91     | 46     | 50     | 120           | 2.2%  | 1.2%        | 421   |       |    |
|                     |                 |                      | MR GT                  | 1500    | MT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | -           | 103   | 1     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.6%        | 0.3%  | 108   |    |
|                     |                 | HONDA                | All New City/ITEC E    | 1497    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 15    | 6      | 5      | 26     | 3      | 30     | -      | -             | 0.8%  | 0.4%        | 150   |       |    |
|                     |                 |                      | All New City/ITEC S AT | 1497    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 41    | 46     | 61     | 2      | 25     | 33     | 1      | -             | 1.1%  | 0.6%        | 209   |       |    |
|                     |                 |                      | All New City/ITEC E AT | 1497    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 83    | 126    | 117    | 121    | 61     | 30     | 62     | -             | 3.2%  | 1.8%        | 600   |       |    |
|                     |                 |                      | All New City/ITEC E AT | 1497    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 100   | 303    | 196    | 121    | 111    | 152    | 158    | 28            | 6.2%  | 3.4%        | 1,169 |       |    |
|                     |                 | HYUNDAI              | Excel II               | 1500    | MT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | 103   | 0.5%        | 0.3%  | 103   |    |
|                     |                 | MAZDA                | Rx8                    | 654     | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Japan    | 6           | -     | 9     | 6     | 6     | 7     | 7      | -      | -      | -      | -      | -      | -             | -     | 0.2%        | 0.1%  | 41    |    |
|                     |                 |                      | Mazda2 - S             | 1498    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 1     | 7      | 2      | 1      | 5      | -      | -      | -             | -     | 0.1%        | 0.0%  | 16    |    |
|                     |                 |                      | Mazda2 - S AT          | 1498    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 4     | 7      | 1      | 1      | 6      | -      | -      | -             | -     | 0.1%        | 0.1%  | 19    |    |
|                     |                 |                      | Mazda2 - R             | 1498    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Mazda2 - R AT          | 1498    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Mazda2 FL 1.5 V        | 1500    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | 13    | 40     | 9      | -      | -      | -      | -      | -             | 0.3%  | 0.2%        | 62    |       |    |
|                     |                 |                      | Mazda2 FL 1.5 R        | 1498    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Mazda2 FL 1.5 R        | 1498    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Mazda2 FL 1.5 R        | 1498    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Thailand | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 | PROTON               | Perdana                | 1500    | MT   | G        | 980   | 4X2   | 2     | 4   | -   | CBU Malaysia | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | S a g a FL             | 1300    | MT   | G        | 1215  | 4X2   | 4     | 4   | -   | CBU Malaysia | 2           | 33    | 428   | 55    | 6     | 8     | 7      | 9      | 7      | 9      | 5      | 10     | 3.0%          | 1.7%  | 579         |       |       |    |
|                     |                 |                      | S a g a FL AT          | 1300    | AT   | G        | 1235  | 4X2   | 4     | 4   | -   | CBU Malaysia | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Impreza 1.5 MT         | 1500    | MT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Japan    | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Impreza 1.5 AT         | 1500    | AT   | G        | -     | 4X4   | -     | -   | -   | CBU Japan    | 2           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | 2     |    |
|                     |                 | TOYOTA               | Prion                  | 1500    | AT   | G        | 1420  | 4X2   | 4     | 4   | -   | CBU Japan    | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | Proa                   | 1500    | MT   | G        | 1030  | 4X2   | 4     | 4   | -   | CBU Thailand | 389         | 715   | 705   | 774   | 862   | 1,138 | 1,003  | 1,096  | 1,448  | 1,408  | 803    | 779    | 57.6%         | 30.0% | 10,588      |       |       |    |
|                     |                 |                      | Vios E                 | 1500    | MT   | G        | 1020  | 4X2   | 4     | 4   | -   | CBU Thailand | 31          | 12    | 16    | 14    | 32    | 28    | 59     | 30     | 34     | 19     | 17     | 18     | 1.6%          | 0.9%  | 310         |       |       |    |
|                     |                 |                      | Vios G                 | 1500    | MT   | G        | 1040  | 4X2   | 4     | 4   | -   | CBU Thailand | 53          | 119   | 119   | 210   | 125   | 150   | 145    | 126    | 95     | 101    | 134    | 136    | 8.0%          | 4.4%  | 1,513       |       |       |    |
|                     |                 |                      | Vios G                 | 1500    | AT   | G        | 1050  | 4X2   | 4     | 4   | -   | CBU Thailand | 41          | 138   | 84    | 191   | 171   | 152   | 112    | 84     | 103    | 82     | 88     | 83     | 6.8%          | 3.8%  | 1,339       |       |       |    |
|                     |                 |                      | TOTAL                  |         |      |          |       |       |       |     |     |              | 692         | 1,117 | 1,425 | 1,272 | 1,827 | 2,146 | 1,822  | 1,824  | 2,228  | 1,564  | 1,621  | 1,460  | 100%          | 96%   | 16,998      |       |       |    |
|                     |                 | CUMULATIVE           |                        |         |      |          |       |       |       |     |     |              | 692         | 1,809 | 3,234 | 4,506 | 6,333 | 8,479 | 10,301 | 12,125 | 14,353 | 15,917 | 17,538 | 18,998 |               |       |             |       |       |    |
|                     |                 | CC 1,501 - 3,000 [0] | AUDI                   | A4 TFSi | 1798 | AT       | G     | 1515  | 4X2   | 4   | 4   | -            | CBU Germany | 12    | 21    | 15    | 17    | 16    | 11     | 16     | 10     | 8      | 12     | 15     | 24            | 1.2%  | 0.5%        | 177   |       |    |
|                     |                 | AUDI                 | A6 2.0 FSI             | 1894    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | 1           | -     | -     | -     | -     | -     | 2      | 1      | 3      | -      | 1      | 1      | 1             | 0.1%  | 0.0%        | 10    |       |    |
|                     |                 |                      | A4 2.0 TFSi            | 1894    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | A6 2.0 FSI             | 2800    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | 5           | 2     | 2     | 2     | 7     | 6     | 9      | 1      | 2      | 5      | 16     | 3      | 6             | 2     | 0.4%        | 0.2%  | 64    |    |
|                     |                 |                      | A6 3.0 Quattro         | 2800    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | 2     | 3     | 1     | -     | -     | 2      | 2      | 1      | 3      | 1      | 3      | 1             | 2     | 0.1%        | 0.0%  | 17    |    |
|                     |                 |                      | A8 L 3.0               | 3000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | 1           | 2     | -     | -     | 4     | 2     | 1      | 1      | 2      | 1      | -      | -      | -             | 2     | 0.1%        | 0.0%  | 16    |    |
|                     |                 |                      | TFSi 2.0               | 2000    | MT   | G        | -     | 4X2   | 2     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 | BMW                  | 1M Coupe               | 3000    | AT   | G        | -     | 4X2   | 2     | 4   | -   | CBU Germany  | 1           | -     | -     | -     | -     | 3     | 2      | 3      | 6      | 1      | -      | -      | -             | -     | 0.1%        | 0.0%  | 16    |    |
|                     |                 |                      | 120i Coupe             | 3000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | 2     |    |
|                     |                 |                      | 135i Coupe             | 3000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | 1     |    |
|                     |                 |                      | 320i Business          | 2000    | AT   | G        | -     | 4X2   | 5     | 4   | CHD | Thailand     | -           | 6     | 2     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.1%        | 0.0%  | 8     |    |
|                     |                 |                      | 320i Executive         | 2000    | AT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | 30          | 46    | 17    | 71    | 36    | 50    | 28     | 21     | 1      | 18     | -      | -      | 2             | 2.1%  | 0.9%        | 316   |       |    |
|                     |                 |                      | New 320i               | 2000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | New 328i               | 2000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 325i Conv/CDU          | 2454    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 325i                   | 225i    | AT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | 5           | 3     | 6     | 4     | 14    | 3     | 11     | 8      | -      | -      | -      | -      | -             | 6     | 1           | 0.5%  | 0.0%  | 61 |
|                     |                 |                      | 330i Coupe             | 2979    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 330i                   | 3000    | AT   | G        | -     | 4X2   | 2     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 335i Coupe             | 3000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 520i D                 | 2000    | AT   | D        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | 2           | 8     | 10    | 8     | 19    | 13    | 14     | 15     | 19     | 4      | 5      | 15     | 0.9%          | 0.4%  | 132         |       |       |    |
|                     |                 |                      | 523i - E60             | 2500    | AT   | G        | -     | 4X2   | 4     | 4   | CHD | Thailand     | -           | -     | -     | -     | -     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.0%        | 0.0%  | -     |    |
|                     |                 |                      | 523i - F10             | 3000    | AT   | G        | -     | 4X2   | 4     | 4   | -   | CBU Germany  | 7           | 2     | 2     | 3     | 3     | -     | -      | -      | -      | -      | -      | -      | -             | -     | 0.1%        | 0.0%  | 16    |    |
|                     |                 |                      | 528i - F10             | 3000    | AT   | G        | -     | 4X2</ |       |     |     |              |             |       |       |       |       |       |        |        |        |        |        |        |               |       |             |       |       |    |

**GAIKINDO WHOLESALES DATA**  
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## 2. 4 X 2 TYPE SALES

[illegible]

(4X2) CC 1.501 - 2.500 [G/D].

GAIKINDO WHOLESALES DATA  
JAN-DEC 2012

| TYPE SALES    |                       | JAN-DEC 2012             |             |       |      | JAN-DEC 2012 |       |      |       |     |     |            |         |     |     |     |     | Segment Share | 4X2 Share | TOTAL |     |     |     |     |               |           |       |      |       |
|---------------|-----------------------|--------------------------|-------------|-------|------|--------------|-------|------|-------|-----|-----|------------|---------|-----|-----|-----|-----|---------------|-----------|-------|-----|-----|-----|-----|---------------|-----------|-------|------|-------|
| CATEGORY      | BRAND                 | MODEL/TYPE               | CC          | TRANS | FUEL | GVW (KG)     | DRIVE | DOOR | WHEEL | CHD | CBU | CBU From   | JAN     | FEB | MAR | APR | MAY | JUN           | JUL       | AUG   | SEP | OCT | NOV | DEC | Segment Share | 4X2 Share | TOTAL |      |       |
| 4X2 TYPE      | CC 1.501 - 2.500 (00) | AUDI                     | Q3 2.0 TFSI | 1984  | AT   | G            | 1600  | 4X2  | 4     | 4   | -   | CBU        | Germany | -   | -   | -   | -   | -             | 4         | 8     | 1   | 1   | 6   | 3   | 11            | 0.0%      | 0.0%  | 34   |       |
|               |                       | BMW                      | 116         | 1600  | AT   | G            | -     | 4X2  | 4     | 4   | -   | CBU        | Germany | 3   | 2   | 4   | 5   | 5             | 3         | 2     | 5   | 9   | 3   | 2   | 4             | 0.0%      | 0.0%  | 47   |       |
|               | CHEVROLET             | 1200 Sport 3.4i          | 2000        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | Germany    | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Captiva 2.0 Dci          | 2000        | AT    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | 83      | 162 | 144 | 131 | 209 | 170           | 256       | 180   | 192 | 231 | 194 | 75  | 1.3%          | 0.3%      | 2,027 |      |       |
|               |                       | Captiva 2.0 Dci AWD      | 2000        | AT    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | -   | -   | 1   | -             | -         | 3     | 6   | 11  | 7   | 2   | 2             | 0.0%      | 0.0%  | 35   |       |
|               |                       | Captiva 2.4              | 2400        | MF    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | 4       | 25  | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 30   |       |
|               | CHERY                 | Captiva 2.4 AT           | 2400        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | 41      | 39  | 56  | 55  | 60  | 71            | 28        | 17    | 19  | 33  | 10  | 41  | 20            | 0.3%      | 0.1%  | 438  |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | 24  | 23  | 4             | 0.0%      | 0.0%  | 61   |       |
|               |                       | Tiggo                    | 1597        | MF    | G    | 4285         | 4X2   | 5    | 4     | -   | CBU | Malaysia   | -       | -   | -   | -   | 16  | 25            | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 41   |       |
|               |                       | Sakura ES                | 1971        | AT    | G    | 2095         | 4X2   | 5    | 4     | -   | CBU | Malaysia   | 1       | -   | -   | -   | 12  | 8             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 22   |       |
| DODGE         | Journey (Sunroof)     | Journey 2.0              | 2400        | AT    | G    | 1805         | 4X2   | 4    | 4     | -   | CBU | America    | 6       | 5   | 8   | 6   | 7   | 8             | 10        | 3     | 6   | 7   | 3   | 2   | 0.0%          | 0.0%      | 71    |      |       |
|               |                       | Fiesta 1.6 Sport         | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | Thailand   | 10      | 484 | 125 | 154 | 202 | 464           | 117       | 217   | 240 | 159 | 129 | 258 | 1.7%          | 0.3%      | 2,559 |      |       |
|               |                       | Fiesta 1.6i 5dr AT Sport | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | Thailand   | 1       | 25  | 28  | 18  | 20  | 60            | 15        | 22    | 45  | 23  | 10  | 28  | 0.2%          | 0.0%      | 265   |      |       |
|               |                       | Escape 2.3L              | 2281        | AT    | G    | 1986         | 4X2   | 5    | 4     | -   | CBU | Philippine | 28      | 51  | 30  | 79  | 20  | 19            | 18        | 30    | 47  | 50  | 37  | 84  | 0.3%          | 0.1%      | 493   |      |       |
| FORD          | Everest 2.3L          | Everest 2.3L             | 2499        | MF    | D    | 2590         | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | 3   | 21  | 8   | 45            | 27        | 37    | 34  | 32  | 25  | 26  | 0.2%          | 0.0%      | 257   |      |       |
|               |                       | Everest 2.3L             | 2499        | AT    | D    | 2616         | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | 7   | 46  | 33  | 63            | 31        | 65    | 45  | 28  | 16  | 78  | 0.3%          | 0.1%      | 438   |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Thailand   | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
| GELY          | New CR-V 1.8          | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
| HONDA         | New CR-V 1.8          | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | China      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
| HYUNDAI       | New Tucson GLS        | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | 69      | 1   | 244 | 705 | 619 | 370           | 124       | 10    | -   | -   | 62  | 12  | 32            | 10        | 4.2%  | 0.3% | 2,176 |
|               |                       | Tucson                   | 2000        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | Korea      | -       | 60  | 151 | 75  | 146 | 86            | 51        | 7     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
|               |                       | New Tucson GLS           | 2200        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | -          | -       | 72  | 94  | 81  | 92  | 82            | 78        | 49    | 49  | 50  | 39  | 41  | 48            | 0.5%      | 0.1%  | 775  |       |
|               |                       | New Tucson GLS           | 2000        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
| ISUZU         | Panther LM            | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Korea      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Panther LM               | 2400        | AT    | G    | 3030         | 4X2   | 4    | 4     | -   | CBU | -          | -       | -   | 7   | 2   | 10  | 14            | 6         | 6     | 5   | 7   | 6   | 6   | 4             | 0.1%      | 0.0%  | 83   |       |
|               |                       | Panther LM               | 2400        | AT    | G    | 3030         | 4X2   | 4    | 4     | -   | CBU | -          | -       | -   | 23  | 24  | 28  | 19            | 12        | 13    | 17  | 22  | 10  | 10  | 4             | 0.1%      | 0.0%  | 121  |       |
|               |                       | Panther LM               | 2400        | AT    | G    | 3030         | 4X2   | 4    | 4     | -   | CBU | -          | -       | -   | 2   | 5   | 8   | 13            | 7         | 18    | 2   | 23  | 13  | 14  | 10            | 4         | 0.1%  | 0.0% | 121   |
| KIA           | Sportage AT           | Trailblazer 2.5          | 2500        | MF    | D    | 2150         | 4X2   | 5    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Sportage AT              | 2000        | AT    | G    | 2150         | 4X2   | 5    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Sportage AT              | 2000        | AT    | G    | 2150         | 4X2   | 5    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | Sportage AT              | 2000        | AT    | G    | 2150         | 4X2   | 5    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
| MAZDA         | CX-5 2.5 Sport        | Trailblazer 2.5          | 2500        | MF    | D    | 2590         | 4X2   | 5    | 4     | -   | CBU | -          | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | 0.0%          | 0.0%      | -     |      |       |
|               |                       | CX-5 2.5 Sport           | 2281        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | 5       | 13  | 14  | 2   | 6   | 1             | 2         | 1     | 4   | 3   | -   | -   | 3             | 0.0%      | 0.0%  | 51   |       |
|               |                       | CX-5 2.5 Sport           | 2281        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | 93      | 60  | 96  | 45  | 59  | 24            | 54        | 73    | 49  | 37  | 10  | 25  | 12            | 0.2%      | 0.0%  | 284  |       |
|               |                       | CX-5 2.5 Sport           | 1998        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
| MERCEDES BENZ | B 170 AT (T245)       | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | 82      | 75  | 113 | 43  | 47  | 48            | 27        | 12    | 15  | 19  | 3   | 12  | 3             | 6         | 0.1%  | 0.0% | 102   |
|               |                       | B 170 AT (T245)          | 1600        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
|               |                       | B 170 AT (T245)          | 1600        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
|               |                       | B 170 AT (T245)          | 1600        | AT    | G    | -            | 4X2   | 5    | 4     | -   | CBU | Japan      | -       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | -    |       |
| MINI          | Cooper                | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | UK         | 1       | 1   | 2   | 5   | 2   | 1             | 6         | 2     | 7   | -   | -   | 4   | 0.0%          | 0.0%      | 27    |      |       |
|               |                       | Cooper                   | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 16      | 18  | 11  | 12  | 5   | 10            | 17        | 9     | 14  | 17  | 14  | 4   | 0.1%          | 0.0%      | 147   |      |       |
|               |                       | Cooper S                 | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 1       | 1   | 1   | 2   | 1   | 1             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 11   |       |
|               |                       | Cooper S                 | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 1       | 1   | 1   | 2   | 4   | 3             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 21   |       |
| NISSAN        | Grand Livina 1.8 XV   | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | UK         | 1       | 2   | 1   | 1   | 1   | 1             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 8    |       |
|               |                       | Grand Livina 1.8 XV      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 1       | 1   | 1   | 1   | 1   | 1             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 8    |       |
|               |                       | Grand Livina 1.8 XV      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 1       | 1   | 1   | 1   | 1   | 1             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 8    |       |
|               |                       | Grand Livina 1.8 XV      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 1       | 1   | 1   | 1   | 1   | 1             | 1         | 1     | 1   | 1   | 1   | 1   | 1             | 0.0%      | 0.0%  | 8    |       |
| MITSUBISHI    | Outlander Sport GLS   | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
|               |                       | Outlander Sport GLS      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
|               |                       | Outlander Sport GLS      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
|               |                       | Outlander Sport GLS      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
| NISSAN        | Grand Livina 1.8 XV   | Trailblazer 2.5          | 2500        | MF    | D    | -            | 4X2   | 5    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
|               |                       | Grand Livina 1.8 XV      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         | 2       | -   | -   | -   | -   | -             | -         | -     | -   | -   | -   | -   | -             | 0.0%      | 0.0%  | 18   |       |
|               |                       | Grand Livina 1.8 XV      | 1600        | AT    | G    | -            | 4X2   | 4    | 4     | -   | CBU | UK         |         |     |     |     |     |               |           |       |     |     |     |     |               |           |       |      |       |

**GAIKINDO WHOLESALES DATA**  
**JAN-DEC 2012**[illegible]

| BUS SALES            |                       |            | JAN-DEC 2012           |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|----------------------|-----------------------|------------|------------------------|---------------|-------------------|-------|-------|-----|-------|------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-------|-------|-------|-------|-------|-------|-------|-------|---------|-------|-------|-------|-------|------|------|
| CATEGORY             |                       | BRAND      | MODEL/TYPE             |               | CC                | TRANS | FUEL  | GVW | DRIVE | DOOR | WHEEL | CKD | CBU | CRU | CPU | JAN | FEB | MAR | APR | MAY   | JUN   | JUL   | AUG   | SEP   | OCT   | NOV   | DEC   | Segment | BUS   | TOTAL |       |       |      |      |
| BUS                  | GW 5 - 10 Ton<br>[OC] | HINO       | FB130                  | 4009          | MF                | D     | 8000  | 4X2 | 2     | 6    | CHD   | -   | -   | -   | -   | 17  | 25  | -   | 30  | 30    | 18    | 18    | 36    | 15    | 29    | 10    | 5     | 10.6%   | 5.2%  | 233   |       |       |      |      |
|                      |                       |            | HD Mpgly 126L          | 3907          | MF                | D     | 8500  | 4X2 | 2     | 6    | CHD   | -   | -   | -   | -   | -   | -   | 14  | 1   | 5     | 2     | 2     | 3     | 3     | -     | -     | -     | -       | -     | 1.4%  | 0.7%  | 30    |      |      |
|                      |                       |            | HD Mpgly 126R          | 3907          | MF                | D     | 8500  | 4X2 | 2     | 6    | CHD   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -     | -     | 10    | 12    | -     | -     | -     | -       | -     | 1.3%  | 0.7%  | 28    |      |      |
|                      |                       | MITSUBISHI | FE 71 - 6W Chs         | 3908          | MF                | D     | 8150  | 4X2 | 3     | 6    | CHD   | -   | -   | -   | -   | -   | -   | 51  | 106 | 58    | 55    | 75    | 77    | 61    | 28    | 40    | 55    | 35      | 30.3% | 14.8% | 663   |       |      |      |
|                      |                       |            | FE 83 - 4W Chs         | 3908          | MF                | D     | 7000  | 4X2 | 3     | 6    | CHD   | -   | -   | -   | -   | -   | -   | 1   | 10  | 15    | -     | -     | -     | 17    | -     | -     | 1     | 6       | 5.5%  | 2.7%  | 120   |       |      |      |
|                      |                       |            | FE 84G - 6W Chs        | 3908          | MF                | D     | 8000  | 4X2 | 3     | 6    | CHD   | -   | -   | -   | -   | -   | -   | 90  | 96  | 120   | 120   | 116   | 90    | 64    | -     | -     | 60    | 59      | 51.0% | 25.9% | 1,117 |       |      |      |
|                      |                       | TOTAL      |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     | 186 | 229 | 185 | 827   | 340   | 247   | 201   | 123   | 106   | 112   | 137   | 89      | 100%  | 49%   | 2,191 |       |      |      |
|                      |                       | CUMULATIVE |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     | 186 | 415 | 600 | 227   | 1,167 | 1,414 | 1,615 | 1,738 | 1,956 | 2,063 | 2,191 |         |       |       |       |       |      |      |
|                      |                       | BUS        | GW 10 - 24 Ton<br>[OC] | HINO          | A215              | 7684  | MF    | D   | 14200 | 4X2  | -     | 6   | CHD | -   | -   | -   | -   | 72  | 17  | 27    | 32    | 36    | 22    | 33    | 31    | 48    | 39    | -       | -     | 0.0%  | 17.4% | 8,99  | 397  |      |
|                      |                       |            |                        |               | G235              | 7684  | MF    | D   | 14200 | 4X2  | -     | 6   | CHD | -   | -   | -   | -   | -   | -   | 17    | 49    | 60    | 78    | 125   | 109   | 48    | 36    | 137     | 109   | 113   | 42.8% | 21.8% | 977  |      |
|                      |                       |            |                        |               | G240              | 7684  | MF    | D   | 14200 | 4X2  | -     | 6   | CHD | -   | -   | -   | -   | -   | -   | -     | -     | -     | -     | -     | 38    | -     | -     | -       | -     | -     | -     | 0.0%  | 0.0% | 38   |
|                      |                       |            |                        | HYUNDAI       | Aero Space LD     | 11149 | MF    | D   | 16000 | 4X2  | 3     | 6   | CHD | -   | -   | -   | -   | -   | -   | -     | -     | 1     | 1     | -     | -     | -     | 2     | -       | -     | -     | -     | 0.2%  | 0.1% | 4    |
|                      |                       |            |                        |               | Aero Space LD CNG | 11149 | MF    | CNG | 16000 | 4X2  | 3     | 6   | CHD | -   | -   | -   | -   | -   | -   | -     | -     | -     | -     | -     | -     | -     | -     | -       | -     | -     | -     | 0.1%  | 0.2% | 6    |
|                      |                       |            |                        |               | CH 151H           | 5955  | MF    | D   | 15000 | -    | -     | -   | CHD | -   | -   | -   | -   | -   | -   | -     | -     | -     | -     | -     | -     | -     | -     | -       | -     | -     | -     | -     | 0.0% | 0.0% |
|                      |                       |            |                        | MERCEDES BENZ | CH 1521           | 5955  | MF    | D   | 15000 | -    | -     | -   | CHD | -   | -   | -   | -   | -   | -   | 1     | -     | -     | -     | 3     | 6     | 1     | 7     | 5       | 4     | 3     | 45    | 3.3%  | 1.7% | 75   |
| CH 1525              | 5955                  |            |                        |               | MF                | D     | 15000 | -   | -     | -    | CHD   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -     | -     | -     | -     | -     | -     | -     | -       | -     | -     | 0.0%  | 0.0%  | -    |      |
| CH 1526              | 6374                  |            |                        |               | MF                | D     | 15000 | -   | -     | -    | CHD   | -   | -   | -   | -   | -   | -   | -   | 15  | 2     | 64    | 153   | 4     | 13    | 24    | 55    | 16    | 47      | 111   | 22.1% | 11.3% | 504   |      |      |
| CH 1626              | 6374                  |            |                        | MF            | D                 | 15000 | -     | -   | -     | CHD  | -     | -   | -   | -   | -   | -   | -   | -   | 63  | 13    | 70    | 24    | 4     | 10    | 11    | 41    | 25    | 8       | 44    | 13.7% | 7.0%  | 313   |      |      |
|                      | CH 1630               |            |                        | 6374          | MF                | D     | 15000 | -   | -     | -    | CHD   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -     | -     | -     | 1     | -     | -     | -     | -       | -     | -     | 0.1%  | 0.2%  | 1    |      |
|                      | TOTAL                 |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     | 89  | 148 | 193 | 246 | 341   | 145   | 106   | 117   | 185   | 221   | 297   | 373   | 100%    | 51%   | 2,281 |       |       |      |      |
| CUMULATIVE           |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     | 89  | 237 | 340 | 586 | 927 | 1,072 | 1,178 | 1,295 | 1,490 | 1,701 | 1,908 | 2,281 |       |         |       |       |       |       |      |      |
| BUS                  | GW > 24 Ton<br>[OC]   |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
| TOTAL                |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
| CUMULATIVE           |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
| BUS SALES TOTAL      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
| BUS SALES CUMULATIVE |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |
|                      |                       |            |                        |               |                   |       |       |     |       |      |       |     |     |     |     |     |     |     |     |       |       |       |       |       |       |       |       |         |       |       |       |       |      |      |

GAIKINDO WHOLESALES DATA

5. PICK UP/TRUCK SALES

| PICKUP/TRUCK       |                 | JAN-DEC 2012 |                   |                            |        |          |        |        |        |        |        |          |          |         |          |          |          |       |         |       |       |       |       |       |               |                    |            |       |       |       |       |        |        |     |
|--------------------|-----------------|--------------|-------------------|----------------------------|--------|----------|--------|--------|--------|--------|--------|----------|----------|---------|----------|----------|----------|-------|---------|-------|-------|-------|-------|-------|---------------|--------------------|------------|-------|-------|-------|-------|--------|--------|-----|
| CATEGORY           | BRAND           | MODEL/TYPE   | CC                | TRANS                      | FUEL   | GVW (KG) | DRIVE  | DOOR   | WHEEL  | CHD    | CBU    | CBU FROM | JAN      | FEB     | MAR      | APR      | MAY      | JUN   | JUL     | AUG   | SEP   | OCT   | NOV   | DEC   | Segment Share | Pickup/Truck Share | TOTAL 2012 |       |       |       |       |        |        |     |
| PICKUP/ TRUCK      | GVW < 5 Ton (G) | CHEVROLET    | Colombado EC 2.5L | 2500                       | MT     | D        | 402    | 4      | 4      | -      | -      | CBU      | Thailand | -       | -        | -        | -        | 24    | 9       | 2     | 5     | -     | -     | 28    | 3             | 1                  | 3          | 0.0%  | 0.0%  | 73    |       |        |        |     |
|                    |                 |              |                   | Colombado SC 2.5L          | 2500   | MT       | D      | 402    | 2      | 4      | -      | -        | -        | CBU     | Thailand | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 2      |        |     |
|                    |                 | CHEVROLET    | DAEWOO            | U228 (Thailand)            | 1083   | MT       | G      | 1180   | 402    | 2      | 4      | -        | -        | CBU     | China    | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | 0.1%  | 0.0%  | 100   |        |        |     |
|                    |                 |              |                   | Gran Max PU 3-Way          | 1298   | MT       | G      | 1950   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 1,609   | 1,433 | 1,524 | 1,693 | 1,277 | 1,340 | 1,486         | 907                | 1,557      | 1,429 | 1,572 | 1,684 | 10.4% | 0.6%   | 17,521 |     |
|                    |                 | CHEVROLET    | DAEWOO            | Gran Max PU 3-Way          | 1298   | MT       | G      | 1950   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 0      |        |     |
|                    |                 |              |                   | Gran Max PU STD            | 1495   | MT       | G      | 2100   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 1,108   | 1,084 | 1,152 | 1,262 | 1,036 | 1,046 | 1,209         | 645                | 1,033      | 1,072 | 1,194 | 1,170 | 7.7%  | 4.2%   | 13,012 |     |
|                    |                 | CHEVROLET    | DAEWOO            | Gran Max PU 3-Way          | 1495   | MT       | G      | 2100   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 151   | 154     | 169   | 233   | 208   | 240   | 241   | 117           | 233                | 240        | 198   | 206   | 1.4%  | 0.7%  | 2,320  |        |     |
|                    |                 |              |                   | Ranger Single Cab          | 2499   | MT       | D      | 2774   | 402    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 3      |     |
|                    |                 | CHEVROLET    | DAEWOO            | Ranger Single Cab 4M       | 2892   | MT       | D      | 2942   | 404    | 2      | 4      | -        | -        | CBU     | Thailand | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 39     |        |     |
|                    |                 |              |                   | All New Ranger SC          | 2199   | MT       | D      | 3330   | 404    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 345    |     |
|                    |                 | ISUZU        | Bison             | Bison Bus Cbs              | 2499   | MT       | D      | 2540   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | -      |        |     |
|                    |                 |              |                   | Bison STD                  | 2499   | MT       | D      | 2540   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 14     |        |     |
|                    |                 | ISUZU        | Parther           | Parther Turbo PU           | 2499   | MT       | D      | 1990   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 22    | 35      | 35    | 26    | 26    | 26    | 28    | 20            | 40                 | 30         | 11    | 4     | -     | 0.0%  | 0.0%   | 300    |     |
|                    |                 |              |                   | Parther Turbo F/D PU       | 2499   | MT       | D      | 1990   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 237     | 325   | 258   | 220   | 227   | 336   | 316           | 166                | 239        | 233   | 247   | 173   | 1.8%  | 1.0%   | 2,977  |     |
|                    |                 | ISUZU        | Parther           | Parther Turbo L/D PU       | 2499   | MT       | D      | 1990   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 74    | 125     | 128   | 110   | 152   | 123   | 120   | 68            | 112                | 101        | 103   | 90    | 0.8%  | 0.4%  | 1,306  |        |     |
|                    |                 |              |                   | Parther Turbo STD PU       | 2499   | MT       | D      | 1990   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 57      | 78    | 71    | 62    | 41    | 131   | 79            | 66                 | 60         | 37    | 42    | 0.3%  | 0.2%  | 719    |        |     |
|                    |                 | KIA          | K-2700            | K-2700 BIG-UP PU           | 2665   | MT       | D      | 2750   | 404    | 2      | 4      | -        | -        | CBU     | Thailand | -        | 29       | 31    | 15      | 15    | 26    | 10    | 39    | 41    | 15            | 30                 | 19         | -     | -     | 0.2%  | 0.1%  | 270    |        |     |
|                    |                 |              |                   | K-2700 BIG-UP PU           | 2665   | MT       | D      | 2950   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 43      | 64    | 12    | 15    | 5     | 17    | 23            | 21                 | 61         | 74    | 39    | 82    | 0.3%  | 0.1%   | 456    |     |
|                    |                 | KIA          | K-2700            | K-2700 BIG-UP Box          | 2665   | MT       | D      | 2950   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 183    |     |
|                    |                 |              |                   | K-2700 BIG-UP Box          | 2665   | MT       | D      | 2950   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 5      |     |
|                    |                 | LAND ROVER   | Defender          | Defender 110 HC PU         | 2400   | MT       | D      | -      | 404    | 4      | 4      | -        | -        | CBU     | UK       | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 2      |        |     |
|                    |                 |              |                   | Defender 110 PU 2.2L       | 2200   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | -       | CBU      | UK       | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 2      |     |
|                    |                 | LAND ROVER   | Defender          | Defender 110 PU 2.4L       | 2400   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | CBU     | UK       | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 2      |     |
|                    |                 |              |                   | Defender 90 PU             | 2400   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | -       | CBU      | UK       | -        | -     | 2       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 2      |     |
|                    |                 | MAZDA        | All New           | All New BT-50 Pro SC       | 2199   | MT       | D      | -      | 402    | 2      | 4      | -        | -        | CBU     | Thailand | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 24     |        |     |
|                    |                 |              |                   | All New BT-50 Pro SC       | 2199   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 7      |     |
|                    |                 | MAZDA        | BT-50             | BT-50 SC 4x4               | 2499   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | CBU     | Thailand | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 3      |        |     |
|                    |                 |              |                   | BT-50 SC 4x4               | 2499   | MT       | D      | -      | 404    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | 0.0%  | 0.0%  | 140    |        |     |
|                    |                 | MITSUBISHI   | L-200             | L-200 SS PU STD            | 1500   | MT       | G      | 1760   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 253   | 270     | 352   | 35    | 446   | 335   | 337   | 192           | 288                | 383        | 385   | 338   | 2.2%  | 1.2%  | 3,662  |        |     |
|                    |                 |              |                   | L-200 SS PU STD            | 1500   | MT       | G      | 1760   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 1,562   | 1,625 | 1,295 | 1,324 | 1,720 | 1,720 | 2,019         | 1,533              | 1,680      | 2,141 | 2,318 | 1,103 | 12.0% | 0.5%   | 20,167 |     |
|                    |                 | MITSUBISHI   | L-200             | L-200 SS PU 3-Way          | 1500   | MT       | G      | 1760   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 143   | 192     | 145   | 117   | 171   | 240   | 240   | 96            | 144                | 240        | 192   | 13%   | 0.7%  | 2,112 |        |        |     |
|                    |                 |              |                   | L-300 Chn                  | 2500   | MT       | D      | 2450   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 26      | 58    | 134   | 57    | 88    | 53    | 33            | 36                 | 42         | 68    | 23    | 60    | 0.4%  | 0.2%   | 878    |     |
|                    |                 | MITSUBISHI   | L-300             | L-300 PU STD               | 2500   | MT       | D      | 2450   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 450   | 511     | 625   | 614   | 468   | 385   | 429   | 306           | 387                | 453        | 420   | 408   | 3.2%  | 1.5%  | 5,339  |        |     |
|                    |                 |              |                   | L-300 PU FLD               | 2500   | MT       | D      | 2450   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 1,761   | 1,769 | 1,996 | 1,940 | 2,050 | 1,942 | 1,601         | 1,363              | 1,837      | 1,937 | 2,168 | 1,575 | 13.3% | 2.2%   | 22,313 |     |
|                    |                 | MITSUBISHI   | Strada            | Strada CR 2.8 A- SC GLX    | 2835   | MT       | D      | 2760   | 404    | 2      | 4      | -        | -        | CBU     | Thailand | -        | 139      | 163   | 176     | 238   | 48    | 1     | 7     | -     | -             | -                  | -          | -     | -     | 76    | 2     | 0.5%   | 0.3%   | 850 |
|                    |                 |              |                   | Strada CR 2.8 HDX - SC GLX | 2835   | MT       | D      | 2760   | 404    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 220    |     |
|                    |                 | PROTON       | Arava             | Arava                      | 1500   | MT       | G      | -      | 402    | 2      | 4      | -        | -        | -       | Malaysia | -        | 1        | 1     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 3      |     |
|                    |                 |              |                   | APV PU                     | 1495   | MT       | G      | 1950   | 402    | 2      | 4      | -        | -        | -       | CBU      | Thailand | -        | 688   | 704     | 1,090 | 791   | 1,156 | 938   | 1,372 | 724           | 694                | 1,234      | 1,143 | 787   | 6.7%  | 3.6%  | 11,321 |        |     |
|                    |                 | SUZUKI       | APV               | APV PU XTRA                | 1495   | MT       | G      | 1950   | 402    | 2      | 4      | -        | -        | CBU     | Thailand | -        | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | 0.0%  | 0.0%   | 4,423  |     |
|                    |                 |              |                   | Camy 1.5 Chn               | 1493   | MT       | G      | 2085   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 237     | 39    | 12    | 57    | 121   | 14    | 48            | 48                 | 192        | 189   | 3     | 212   | 0.7%  | 0.4%   | 772    |     |
|                    |                 | SUZUKI       | Camy              | Camy 1.5 PU FLD            | 1493   | MT       | G      | 2085   | 402    | 2      | 4      | -        | -        | CHD     | CBU      | Thailand | -        | 1,690 | 3,347   | 2,247 | 1,896 | 3,505 | 2,938 | 3,361 | 2,158         | 2,909              | 4,362      | 3,622 | 1,981 | 20.3% | 11.0% | 34,216 |        |     |
|                    |                 |              |                   | Camy 1.5 PU WD             | 1493   | MT       | G      | 2085   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 1,020   | 625   | 703   | 568   | 1,102 | 1,002 | 634           | 714                | 1,022      | 736   | 898   | 466   | 5.8%  | 3.1%   | 9,710  |     |
|                    |                 | TOYOTA       | HiLux             | HiLux Scab 2.0             | 2400   | MT       | G      | 402    | 2      | 4      | -      | -        | -        | CBU     | Thailand | -        | 220      | 274   | 498     | 611   | 781   | 616   | 620   | 660   | 532           | 593                | 460        | 707   | 3.2%  | 1.1%  | 6,630 |        |        |     |
|                    |                 |              |                   | TOTAL                      | 11,893 | 13,615   | 13,024 | 12,791 | 15,360 | 13,943 | 15,355 | 10,489   | 14,684   | 17,356  | 17,144   | 12,610   | 10,90%   | 54%   | 168,354 |       |       |       |       |       |               |                    |            |       |       |       |       |        |        |     |
|                    |                 |              |                   | CUMULATIVE                 | 11,893 | 25,508   | 38,532 | 51,233 | 66,593 | 80,436 | 95,791 | 106,280  | 120,964  | 138,600 | 155,744  | 168,354  | -        | -     | -       | -     | -     | -     | -     | -     | -             | -                  | -          | -     | -     | -     | -     | -      | -      |     |
| GVW 5 - 10 Ton (G) | HINO            | Daimler      | Daimler           | Daimler 110 SD STD         | 4009   | MT       | D      | 5200   | 402    | 2      | 4      | -        | CHD      | CBU     | Thailand | -        | -        | -     | -       | 15    | 10    | 10    | 20    | 54    | 21            | 1                  | 8          | 0.1%  | 0.0%  | 140   |       |        |        |     |
|                    |                 |              |                   | Daimler 110 SD PS          | 4009   | MT       | D      | 5200   | 402    | 2      | 4      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 179     | 87    | 150   | 165   | 70    | 153   | 216           | 170                | 319        | 196   | 121   | 262   | 1.9%  | 0.7%   | 2,098  |     |
|                    |                 |              |                   |                            |        |          |        |        |        |        |        |          |          |         |          |          |          |       |         |       |       |       |       |       |               |                    |            |       |       |       |       |        |        |     |
| GVW 5 - 10 Ton (G) | HINO            | Daimler      | Daimler           | Daimler 110 LD PS          | 4009   | MT       | D      | 7000   | 402    | 2      | 6      | -        | CHD      | CBU     | Thailand | -        | 44       | 51    | 21      | 20    | 10    | 20    | 35    | 64    | 87            | 45                 | 25         | 49    | 0.4%  | 0.2%  | 471   |        |        |     |
|                    |                 |              |                   | Daimler 110 HD STD         | 4009   | MT       | D      | 7000   | 402    | 2      | 6      | -        | -        | -       | CHD      | CBU      | Thailand | -     | 75      | 55    | 45    | 20    | 10    | 10    | 40            | 60                 | 100        | 55    | 32    | 87    | 0.6%  | 0.3%   | 536    |     |
|                    |                 |              |                   |                            |        |          |        |        |        |        |        |          |          |         |          |          |          |       |         |       |       |       |       |       |               |                    |            |       |       |       |       |        |        |     |
| GVW 5 - 10 Ton (G) | HINO            | Daimler      | Daimler           | Daimler 130 MD STD         | 4009   | MT       | D      | 7500   | 402    | 2      | 6      | -        | CHD      | CBU     | Thailand | -        | 12       | -     | -       | 10    | 8     | 12    | 10    | -     | -             | -                  | -          | -     | -     | 0.1%  | 0.0%  | 77     |        |     |
|                    |                 |              |                   | Daimler 130 MD PS          | 4009   | MT       | D      | 7500   | 402</  |        |        |          |          |         |          |          |          |       |         |       |       |       |       |       |               |                    |            |       |       |       |       |        |        |     |