WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT

					WHOLESAL		L SALES - PI BRAND JAN		- EXPORT II	MPORT					
NO.	BRAND TOYOTA	JAN 29,189	FEB 33,558	MAR 33,306	APR 34,264	MAY 34,737	JUN 37,176	JUL 36,353	AUG 25,848	SEP 33,705	OCT 35,855	NOV 36,996	DEC 34,427	SALES 2012 405,414	SHARE % 36.3%
2 3 4 5	DAIHATSU MITSUBISHI SUZUKI HONDA NISSAN	13,345 11,941 5,600 1,553 5,792	13,556 12,642 8,488 1,904 5,577	13,198 11,982 7,176 4,686 5,998	13,664 12,020 6,791 3,732 5,442	13,112 12,368 12,012 6,733 5,594	13,444 13,034 11,389 7,410 5,826	13,995 12,313 13,233 7,486 6,545	11,028 9,195 10,125 5,040 5,305	15,322 13,966 13,068 7,828 5,798	14,882 15,005 15,655 9,178 4,800	14,637 14,312 14,390 7,653 4,871	12,559 10,140 8,650 6,117 5,595	162,742 148,918 126,577 69,320 67,143	14.6% 13.3% 11.3% 6.2% 6.0%
7 8 9 10	HINO ISUZU K I A MAZDA FORD	3,000 2,718 888 242 111	2,637 2,628 1,275 620 1,234	3,020 2,655 1,302 901 660	3,020 2,475 1,221 875 697	2,546 2,826 1,069 971 670	2,873 3,429 1,305 1,328 1,726	3,130 3,420 1,012 1,289 1,151	2,505 2,331 847 914 1,269	3,295 3,123 1,047 1,290 1,387	2,872 2,754 817 1,643 998	2,435 2,727 1,343 1,326 722	3,139 2,079 1,525 992 1,333	34,472 33,165 13,651 12,391 11,958	3.1% 3.0% 1.2% 1.1% 1.1%
12 13 14 15 16	HYUNDAI CHEVROLET MERCEDES BENZ UD TRUCKS PROTON	474 175 205 330 171	513 320 431 270 200	588 382 294 402 572	513 533 556 330 264	520 713 464 234 137	567 509 356 341 235	509 444 320 277 231	333 407 272 201 99	389 481 322 218 81	473 460 330 124 121	400 686 326 125 91	763 533 497 73 61	6,042 5,643 4,373 2,925 2,263	0.5% 0.5% 0.4% 0.3% 0.2%
17 18 19 20 21	B M W GEELY VOLKSWAGEN FAW LEXUS	145 228 47 41	150 65 56 65 36	200 64 89 69 53	185 68 89 72 44	181 62 69 58 71	200 60 113 65 84	160 81 119 50 97	155 106 89 40 56	224 114 61 34 66	188 72 117 82 53	202 63 75 58 34	198 249 222 44 18	2,188 1,232 1,146 678 612	0.2% 0.1% 0.1% 0.1% 0.1%
22 23 24 25 26	AUDI JEEP HYUNDAI TRUCK MINI PEUGEOT	25 36 65 25 15	36 31 59 35 22	22 39 77 26 45	44 38 50 27 24	27 34 21 27 22	31 39 17 28 32	50 41 20 35 35	31 36 33 26 23	36 45 - 30 40	38 40 - 30 19	39 18 - 30 27	53 13 - 23 29	432 410 342 342 333	0.0% 0.0% 0.0% 0.0% 0.0%
27 28 29 30 31	MAN TRUCK SUBARU SMART CHERY FOTON	22 18 7 -	28 19 3 - 7	35 20 20 - 14	22 20 21 - 23	45 14 18 128 30	29 19 20 33 4	25 22 13 2 29	14 43 26 25 9	24 23 33 25 5	30 41 43 - 13	26 31 23 2 19	29 51 8 - 25	329 321 235 215 178	0.0% 0.0% 0.0% 0.0% 0.0%
32 33 34 35 36	DODGE LAND ROVER JAGUAR INFINITI VOLVO	6 5 1 5 2	5 5 6 1	8 4 3 5 2	6 5 4 2 3	7 6 8 6	8 6 3 5 2	10 4 3 5 2	3 6 3 1	6 4 7 2	7 5 2 2 3	3 6 4 1 2	5 1 1	71 61 45 36 23	0.0% 0.0% 0.0% 0.0% 0.0%
37 38 39	CHRYSLER RENAULT (PC) TATA GRAND TOTAL CUMULATIVE	76,427 76,427	86,486 162,913	87,917 250,830	87,144 337,974	95,541 433,515	- - 101,746 535,261	102,511 637,772	76,445 714,217	1 - - 102,100 816,317	2 - 106,754 923,071	103,703 1,026,774	89,456 1,116,230	1,116,230	0.0% 0.0% 0.0% 100%
B. RETA	NL SALES BRAND	JAN	FEB	MAR	APR	MAY	MON	ITH JUL	AUG	SEP	ост	NOV	DEC	RETAIL 2012	SHARE
1 2 3 4 5	TOYOTA DAHATSU MITSUBISHI SUZUKI NISSAN	29,010 13,038 10,671 7,889 5,200	33,752 12,758 11,162 7,701 5,497	33,847 13,303 11,758 7,851 5,251	34,270 13,473 11,347 7,250 5,440	35,073 14,151 12,424 9,712 5,494	35,618 14,233 12,123 12,121 5,922	35,806 14,353 13,131 11,511 7,043	25,857 11,296 9,666 10,125 5,704	32,928 13,608 11,130 13,311 5,732	32,052 14,018 15,666 14,015 5,202	34,040 14,248 13,452 12,510 5,437	37,258 14,589 12,851 11,505 5,620	399,511 163,068 145,381 125,501 67,542	36.4% 14.8% 13.2% 11.4% 6.1%
6 7 8 9 10	HONDA HINO ISUZU KIA MAZDA	1,901 2,795 2,161 1,004 221	1,808 2,834 2,612 1,486 618	3,934 3,136 2,510 1,926 943	3,496 2,905 2,524 1,369 808	4,955 2,618 2,998 1,026 958	6,570 2,523 3,545 1,217 1,074	6,433 2,873 2,952 834 1,294	4,865 2,303 2,191 830 857	6,236 3,066 2,764 951 1,190	8,406 2,773 2,768 900 1,683	6,547 3,008 2,812 1,103 1,374	9,134 3,171 2,140 1,275 1,130	64,285 34,005 31,977 13,921 12,150	5.9% 3.1% 2.9% 1.3% 1.1%
11 12 13 14 15	FORD HYUNDAI CHEVROLET MERCEDES BENZ UD TRUCKS	610 493 306 317 274	770 481 370 425 317	761 542 471 405 365	573 515 432 547 335	703 624 648 392 315	1,061 594 369 439 300	1,306 457 403 299 277	1,025 344 325 281 223	1,274 389 411 329 223	1,346 430 411 318 118	990 324 487 326 119	957 368 653 260 63	11,376 5,561 5,286 4,338 2,929	1.0% 0.5% 0.5% 0.4% 0.3%
16 17 18 19 20	PROTON B M W GEELY VOLKSWAGEN LEXUS	216 145 182 47	193 150 82 56 35	642 200 70 89 54	223 185 72 89 44	158 181 73 69 71	230 200 74 113 84	205 160 91 119 96	125 155 108 89 56	96 224 114 61 66	146 188 79 117 53	99 202 67 75 34	84 198 251 222 18	2,417 2,188 1,263 1,146 611	0.2% 0.2% 0.1% 0.1% 0.1%
21 22 23 24 25	FAW AUDI HYUNDAI TRUCK JEEP MINI MAN TRUCK	22 25 66 36 25	26 36 125 31 35	15 22 87 39 26	32 44 28 38 27	12 27 39 34 27	12 31 20 39 28	12 50 37 41 35	13 31 20 36 26	43 36 - 45 30	99 38 - 40 30	78 39 - 18 30	82 53 - 13 23	446 432 422 410 342	0.0% 0.0% 0.0% 0.0% 0.0%
26 27 28 29 30	PEUGEOT SUBARU SMART CHERY FOTON	22 16 18 9	28 22 19 8	35 40 20 18	22 21 20 22 -	45 20 14 16 51	29 30 19 21 46	25 25 22 15 35	14 17 39 30 25	24 41 23 37 19	30 18 36 35 11	26 27 26 29 7	29 38 45 11 15	329 315 301 251 209	0.0% 0.0% 0.0% 0.0% 0.0%
31 32 33 34 35 36	DODGE LAND ROVER JAGUAR INFINITI VOLVO	6 5 1 6	7 5 5 6 3	14 8 4 3	23 6 5 4 3	30 7 6 8 6	4 8 6 3 3	29 10 4 3 7 2	9 3 6 3 3	5 6 4 7 2	13 7 5 2 -	19 3 6 4 1	25 2 5 1 1	178 71 61 45 36	0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
37 38 39	CHRYSLER RENAULT (PC) TATA GRAND TOTAL CUMULATIVE	76,739 76,739	83,467 160,206	88,392 248,598	86,195 334,793	92,986	2 - - - 98,711 526,490	99,995 626,485	76,701 703,186	94,426 797,612	2 - - 101,058 898,670	97,569 996,239	1 1 2 102,092 1,098,331	23 4 - - 1,098,331	0.0% 0.0% 0.0% 0.0%
	DUCTION	76,739	160,206	240,390	334,793	421,119	526,490 MON		703,100	797,612	896,670	990,239	1,096,331	PROD	SHARE
1 2 3 4	BRAND TOYOTA DAHATSU SUZUKI MITSUBISHI	JAN 35,405 13,120 4,561 8,963	7564 37,564 13,214 8,732 11,465	MAR 38,245 12,665 6,674 9,803	APR 37,469 13,112 6,432 10,204	MAY 36,887 12,878 12,101 11,122	JUN 38,135 13,126 10,712 11,317	JUL 38,166 13,239 13,019 11,784	27,915 10,430 9,253 8,220	37,679 14,523 13,461 9,510	41,019 14,260 15,271 10,215	NOV 41,206 14,217 15,253 11,597	35,773 12,483 7,777 7,558	2012 445,463 157,267 123,246 121,758	% 42.3% 14.9% 11.7% 11.6%
5 6 7 8	NISSAN HONDA HINO ISUZU HYUNDAI (PC)	6,078 1,583 3,013 2,400 341	5,592 2,312 2,645 2,752 326	6,121 4,348 2,959 2,817 505	5,975 3,641 3,030 2,452 411	4,513 6,611 2,561 2,688 506	5,682 6,566 2,957 2,860 720	6,128 6,266 3,267 3,170 536	5,138 3,176 2,593 2,531 324	6,383 4,721 3,450 2,869 425	4,283 6,562 3,832 2,850 325	4,553 5,764 3,262 2,466 204	5,454 4,278 3,125 1,790 252	65,900 55,828 36,694 31,645 4,875	6.3% 5.3% 3.5% 3.0% 0.5%
10 11 12 13 14	MERCEDES BENZ UD TRUCKS B M W GEELY VOLKSWAGEN	235 282 99 44 47	334 600 98 40 50	284 426 100 69 64	352 372 121 65 61	377 390 139 26 48	437 318 186 60 42	270 203 60 56	231 155 132 67 29	288 180 83 77 37	311 119 182 87 42	211 82 198 81 49	285 25 141 51 85	3,755 3,219 1,682 727 610	0.4% 0.3% 0.2% 0.1% 0.1%
15 16 17	AUDI CHERY PEUGEOT GRAND TOTAL CUMULATIVE	76,188 76,188	23 - - 85,747 161,935	85,097 247,032	24 - - 83,721 330,753	90,869 421,622	93,139 514,761	96,589 611,350	70,210 681,560	93,707 775,267	99,372 874,639	99,158 973,797	79,098 1,052,895	226 - - - 1,052,895	0.0% 0.0% 0.0% 100%
D. EXPO	DRTS BRAND	JAN	FEB	MAR	APR	MAY	MON JUN	ITH JUL	AUG	SEP	OCT	NOV	DEC	EXPORT 2012	SHARE
1 2 3 4	DAHATSU TOYOTA SUZUKI HONDA NISSAN	6,249 5,275 1,392 1,199	5,214 5,037 1,786 1,680 711	5,599 4,903 1,932 1,500 1,046	5,937 6,100 938 1,448 1,301	5,635 4,235 1,239 652 1,146	5,891 5,301 2,276	6,294 4,100 2,088 10 573	4,817 4,436 1,403 889 87	7,601 6,085 2,095 1,196	7,072 6,002 2,080 896	5,883 4,996 2,056 889 231	4,953 5,413 1,153 1,140	71,145 61,883 20,438 11,499 7,381	41.0% 35.7% 11.8% 6.6% 4.3%
7	HYUNDAI (PC) HINO TOTAL CBU (UNIT) TOYOTA	90 195 14,477 7,928	150 5 14,583 8,872	14,980 7,290	30 5 15,759 8,698	90 10 13,007 6,332	90 5 14,097 7,220	150 10 13,225 8,412	20 - 11,652 5,904	100 - 17,432 8,620	- 17,283 7,746	15 14,070 6,718	60 - 12,806 6,350	780 245 173,371 90,090	0.4% 0.1% 100% 90.0%
2 3 4	ISUZU HINO SUZUKI TOTAL CKD (SET) TOYOTA	570 5 72 8,575 3,530,650	690 190 120 9,872 4,782,306	215 264 8,369 3,582,937	9,723 4,718,998	450 240 24 7,046 4,748,568	420 230 - 7,870 4,670,443	720 220 288 9,640 5,884,614	420 215 96 6,635 4,260,376	570 120 240 9,550 5,270,515	660 60 96 8,562 4,668,545	480 50 120 7,368 3,939,193	330 40 144 6,864 4,964,204	6,750 1,770 1,464 100,074 55,021,349	6.7% 1.8% 1.5% 100% 99.1%
2 3 4 5 TOT	HONDA ISUZU HINO SUZUKI AL COMPONENT (PCS)	2,040 1,508 - 3,534,198	1,800 1,224 - 4,785,330	10,680 2,100 1,247 - 3,596,964	32,460 2,250 1,175 - 4,754,883	49,920 2,250 882 - 4,801,620	41,520 2,250 1,127 - 4,715,340	45,300 2,550 1,144 - 5,933,608	49,620 2,250 762 - 4,313,008	59,400 480 1,342 - 5,331,737	48,300 2,460 1,087 - 4,720,392	52,680 2,850 1,391 - 3,996,114	55,440 1,050 870 - 5,021,564	445,320 24,330 13,759 - 55,504,758	0.8% 0.0% 0.0% 0.0% 100%
E. IMPO	RTS BRAND						МОМ							IMPORT	SHARE
1 2 3	TOYOTA MITSUBISHI HONDA	JAN 4,057 957	FEB 4,688 1,939 168	MAR 4,914 1,837 122	APR 3,974 1,958 79	6,857 2,714 450	JUN 6,995 2,094 1,023	JUL 6,337 1,624 1,342	5,007 3,464 1,409	5,158 4,426 3,589	5,956 4,515 2,441	NOV 6,282 3,453 1,857	4,092 1,607 949	2012 64,317 30,588 13,429	% 51.5% 24.5% 10.8%
4 5 6	SUZUKI DAIHATSU BMW FAW	49 225 131 92	1,514 342 62 30	1,654 535 79	2,481 550 147	1 203 51 50	322 53 102	756 124 60	607 125 31	3,589 - 807 27 89	381 637 15	1,857 1,414 420 2 75	287 70 - 75	7,781 5,474 816 786	10.8% 6.2% 4.4% 0.7% 0.6%
9 10 11	LEXUS PEUGEOT CHERY GEELY	- - 20	79 20 4	62 74 99	59 5 12	106 43 -	109 80 35 20	98 32 - 50	42 40	46 50 5 74	32 25 - 60	9 75 -	2 14 -	608 460 215 204	0.5% 0.4% 0.2% 0.2%
12	MAN TRUCK SUBARU TOTAL CBU (UNIT)	30 - 5,561	10 - 8,856	9,506	9,305	10,475	20 - 10,853	10,423	10,731	10 - 14,281	35 - 14,139	11 - 13,598	7,107	157 - 124,835 ©	0.1% 0.0% 100% GAIKINDO-12

PC : Passenger Cars

WHOLE	ESALES	201				BY BF		EC 2012 / 20	11	JAN-					
NO.	BRAND	DEC 34.427	NOV 36.996	+/- -2.569	% -6.9%	2012 34.427	2011 26.076	+/- 8.351	% 32.0%	2012 405.414	2011 310.674	+/- 94.740	% 30.5%	M/S 2011 34.7%	2012 36.3%
2 3 4 5	DAHATSU MITSUBISHI SUZUKI HONDA NISSAN	12,559 10,140 8,650 6,117 5,595	14,637 14,312 14,390 7,653 4,871	-2,078 -4,172 -5,740 -1,536 724	-14.2% -29.2% -39.9% -20.1% 14.9%	12,559 10,140 8,650 6,117 5,595	15,784 11,817 7,859 2,191 6,037	-3,225 -1,677 791 3,926 -442	-20.4% -14.2% 10.1% 179.2% -7.3%	162,742 148,918 126,577 69,320 67,143	139,544 134,416 94,569 45,416 56,137	23,198 14,502 32,008 23,904 11,006	16.6% 10.8% 33.8% 52.6% 19.6%	15.6% 15.0% 10.6% 5.1% 6.3%	14.6% 13.3% 11.3% 6.2% 6.0%
6 7 8 9	HINO ISUZU K I A MAZDA	3,139 2,079 1,525 992	2,435 2,727 1,343 1,326	704 -648 182 -334	28.9% -23.8% 13.6% -25.2%	3,139 2,079 1,525 992	3,077 2,295 1,280 528	62 -216 245 464	2.0% -9.4% 19.1% 87.9%	34,472 33,165 13,651 12,391	24,652 28,746 9,081 8,933	9,820 4,419 4,570 3,458	39.8% 15.4% 50.3% 38.7%	2.8% 3.2% 1.0% 1.0%	3.1% 3.0% 1.2% 1.1%
11 12 13 14 15	FORD HYUNDAI CHEVROLET MERCEDES BENZ UD TRUCKS	1,333 763 533 497 73	722 400 686 326 125	611 363 -153 171 -52	84.6% 90.8% -22.3% 52.5% -41.6%	1,333 763 533 497 73	469 507 489 502 343	864 256 44 -5 -270	184.2% 50.5% 9.0% -1.0% -78.7%	11,958 6,042 5,643 4,373 2,925	15,670 4,786 4,658 4,535 3,045	-3,712 1,256 985 -162 -120	-23.7% 26.2% 21.1% -3.6% -3.9%	1.8% 0.5% 0.5% 0.5% 0.3%	1.1% 0.5% 0.5% 0.4% 0.3%
16 17 18 19 20	PROTON B M W GEELY VOLKSWAGEN FAW	61 198 249 222 44	91 202 63 75 58	-30 -4 186 147 -14	-33.0% -2.0% 295.2% 196.0% -24.1%	61 198 249 222 44	393 152 83 81	-332 46 166 141 44	-84.5% 30.3% 200.0% 174.1% 0.0%	2,263 2,188 1,232 1,146 678	1,926 1,551 1,022 696	337 637 210 450 678	17.5% 41.1% 20.5% 64.7% 0.0%	0.2% 0.2% 0.1% 0.1% 0.0%	0.2% 0.2% 0.1% 0.1% 0.1%
21 22 23 24	LEXUS AUDI JEEP HYUNDAI TRUCK	18 53 13	34 39 18	-14 -16 14 -5	-24.1% -47.1% 35.9% -27.8% 0.0%	18 53 13	26 66 28 86	-13 -15 -86	-30.8% -19.7% -53.6% -100.0%	612 432 410 342	462 754 334 765	150 -322 76 -423	32.5% -42.7% 22.8% -55.3%	0.1% 0.1% 0.0% 0.1%	0.1% 0.0% 0.0% 0.0%
25 26 27 28 29	MINI PEUGEOT MAN TRUCK SUBARU SMART	23 29 29 51 8	30 27 26 31 23	-7 2 3 20 -15	-23.3% 7.4% 11.5% 64.5% -65.2%	23 29 29 51 8	15 25 26 22 10	8 4 3 29 -2	53.3% 16.0% 11.5% 131.8% -20.0%	342 333 329 321 235	37 188 378 252 274	305 145 -49 69 -39	824.3% 77.1% -13.0% 27.4% -14.2%	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%
30 31 32 33 34	CHERY FOTON DODGE LAND ROVER JAGUAR	25 2 5	2 19 3 6	-2 6 -1 -1 -3	-100.0% 31.6% -33.3% -16.7% -75.0%	25 2 5	36 9 4	-11 -7 1	0.0% -30.6% -77.8% 25.0% -80.0%	215 178 71 61	185 176 107 53	30 2 -36 8	16.2% 1.1% -33.6% 15.1% -11.8%	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%
35 36 37 38	INFINITI VOLVO CHRYSLER RENAULT (PC)	1 1 1 -	1 2 -	0 -1 1 0	0.0% -50.0% 0.0% 0.0%	1 1 1	3 1 -	-4 -2 0 1	-66.7% 0.0% 0.0% 0.0%	36 23 4	56 14 21	-20 9 -17 0	-35.7% 64.3% -81.0% 0.0%	0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%
RETAIL	TATA GRAND TOTAL SALES	89,456	103,703	0 -14,247	0.0% -13.7%	89,456 DE	80,325	9,131	0.0% 11.4%	1,116,230 JAN-	894,164	222,066	0.0% 24.8%	0.0% 100%	0.0% 100%
NO. 1	BRAND	DEC 37,258	NOV 34,040	+/- 3,218	% 9.5%	2012 37,258	2011 26,725	+/- 10,533	% 39.4%	2012 399,511	2011 314,417	+/- 85,094	% 27.1%	M/S 2011 35.3%	2012 36.4%
3 4	DAIHATSU MITSUBISHI SUZUKI	14,589 12,851 11,505	14,248 13,452 12,510	341 -601 -1,005	2.4% -4.5% -8.0%	14,589 12,851 11,505	11,313 11,609 9,007	3,276 1,242 2,498	29.0% 10.7% 27.7%	163,068 145,381 125,501	137,166 129,345 90,579	25,902 16,036 34,922	18.9% 12.4% 38.6%	15.4% 14.5% 10.2%	14.8% 13.2% 11.4%
5 6 7 8	NISSAN HONDA HINO ISUZU KIA	5,620 9,134 3,171 2,140 1,275	5,437 6,547 3,008 2,812 1,103	183 2,587 163 -672	3.4% 39.5% 5.4% -23.9%	5,620 9,134 3,171 2,140 1,275	5,003 3,772 2,968 2,673 1,333	617 5,362 203 -533	12.3% 142.2% 6.8% -19.9%	67,542 64,285 34,005 31,977 13,921	57,299 49,374 25,458 28,745 7,111	10,243 14,911 8,547 3,232 6,810	17.9% 30.2% 33.6% 11.2% 95.8%	6.4% 5.5% 2.9% 3.2% 0.8%	6.1% 5.9% 3.1% 2.9% 1.3%
10 11 12 13	MAZDA FORD HYUNDAI CHEVROLET	1,130 957 368 653	1,374 990 324 487	-244 -33 44 166	-17.8% -3.3% 13.6% 34.1%	1,130 957 368 653	582 1,000 451 476	-36 548 -43 -83 177	94.2% -4.3% -18.4% 37.2%	12,150 11,376 5,561 5,286	9,056 15,988 4,610 4,544	3,094 -4,612 951 742	34.2% -28.8% 20.6% 16.3%	1.0% 1.8% 0.5% 0.5%	1.1% 1.0% 0.5% 0.5%
14 15 16 17	MERCEDES BENZ UD TRUCKS PROTON B M W	260 63 84 198	326 119 99 202	-66 -56 -15 -4	-20.2% -47.1% -15.2% -2.0%	260 63 84 198	407 241 297 152	-147 -178 -213 46	-36.1% -73.9% -71.7% 30.3%	4,338 2,929 2,417 2,188	4,478 3,105 1,819 1,551	-140 -176 598 637	-3.1% -5.7% 32.9% 41.1%	0.5% 0.3% 0.2% 0.2%	0.4% 0.3% 0.2% 0.2%
18 19 20 21 22	GEELY VOLKSWAGEN LEXUS FAW AUDI	251 222 18 82 53	67 75 34 78 39	184 147 -16 4	274.6% 196.0% -47.1% 5.1% 35.9%	251 222 18 82 53	83 81 26 66	168 141 -8 16 53	202.4% 174.1% -30.8% 24.2% 0.0%	1,263 1,146 611 446 432	1,022 696 462 785	241 450 149 -339 432	23.6% 64.7% 32.3% -43.2% 0.0%	0.1% 0.1% 0.1% 0.1% 0.0%	0.1% 0.1% 0.1% 0.0% 0.0%
23 24 25 26	HYUNDAI TRUCK JEEP MINI MAN TRUCK	13 23 29	- 18 30 26	0 -5 -7 3	0.0% -27.8% -23.3% 11.5%	13 23 29	28 66 15 26	-28 -53 8 3	-100.0% -80.3% 53.3% 11.5%	422 410 342 329	334 754 37 378	88 -344 305 -49	26.3% -45.6% 824.3% -13.0%	0.0% 0.1% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0%
27 28 29 30 31	PEUGEOT SUBARU SMART CHERY FOTON	38 45 11 15 25	27 26 29 7 19	11 19 -18 8 6	40.7% 73.1% -62.1% 114.3% 31.6%	38 45 11 15 25	31 22 14 - 36	7 23 -3 15 -11	22.6% 104.5% -21.4% 0.0% -30.6%	315 301 251 209 178	200 252 288 231 176	115 49 -37 -22 2	57.5% 19.4% -12.8% -9.5% 1.1%	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%
32 33 34 35 36	DODGE LAND ROVER JAGUAR INFINITI VOLVO	2 5 1 1	3 6 4 1 2	-1 -1 -3 0 -1	-33.3% -16.7% -75.0% 0.0% -50.0%	2 5 1 1	9 4 5 2	-7 1 -4 -1 0	-77.8% 25.0% -80.0% -50.0% 0.0%	71 61 45 36 23	107 53 51 53 14	-36 8 -6 -17	-33.6% 15.1% -11.8% -32.1% 64.3%	0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 0.0% 0.0% 0.0% 0.0%
37 38 39	CHRYSLER RENAULT (PC) TATA GRAND TOTAL	102,092	97,569	1 0 0 4,523	0.0% 0.0% 0.0% 4.6%	102,092	78,524	1 0 0 23,568	0.0% 0.0% 0.0% 30.0%	1,098,331	21 - - 890,559	-17 0 0 207,772	-81.0% 0.0% 0.0% 23.3%	0.0% 0.0% 0.0% 100%	0.0% 0.0% 0.0% 100%
PRODU NO.	JCTION BRAND	201 DEC	NOV	+/-	%	DE 2012	EC 2011	+/-	%	JAN- 2012	DEC 2011	+/-	%	SHAR 2011	E 2012
1 2 3	TOYOTA DAIHATSU SUZUKI	35,773 12,483 7,777	41,206 14,217 15,253	-5,433 -1,734 -7,476	-13.2% -12.2% -49.0%	35,773 12,483 7,777	28,682 15,134 9.575	7,091 -2,651 -1,798	24.7% -17.5% -18.8%	445,463 157,267 123,246	319,647 136,703 105,830	125,816 20,564 17,416	39.4% 15.0% 16.5%	38.1% 16.3% 12.6%	42.3% 14.9% 11.7%
5	MITSUBISHI NISSAN	7,558 5,454	11,597 4,553	-4,039 901	-34.8% 19.8%	7,558 5,454	12,262 5,998	-4,704 -544	-38.4% -9.1%	121,758 65,900	114,542 54,863	7,216 11,037	6.3% 20.1%	13.7% 6.5%	11.6% 6.3%
6 7 8 9	HONDA HINO ISUZU HYUNDAI (PC)	4,278 3,125 1,790 252	5,764 3,262 2,466 204	-1,486 -137 -676 48	-25.8% -4.2% -27.4% 23.5%	4,278 3,125 1,790 252	1,921 3,018 2,258 547	2,357 107 -468 -295	122.7% 3.5% -20.7% -53.9%	55,828 36,694 31,645 4,875	40,844 24,161 28,047 5,366	14,984 12,533 3,598 -491	36.7% 51.9% 12.8% -9.2%	4.9% 2.9% 3.3% 0.6%	5.3% 3.5% 3.0% 0.5%
10 11 12 13 14	MERCEDES BENZ UD TRUCKS B M W GEELY VOLKSWAGEN	285 25 141 51 85	211 82 198 81 49	74 -57 -57 -30 36	35.1% -69.5% -28.8% -37.0% 73.5%	285 25 141 51 85	136 144 103 - 27	149 -119 38 51 58	109.6% -82.6% 36.9% 0.0% 214.8%	3,755 3,219 1,682 727 610	3,398 3,120 844 364 494	357 99 838 363 116	10.5% 3.2% 99.3% 99.7% 23.5%	0.4% 0.4% 0.1% 0.0% 0.1%	0.4% 0.3% 0.2% 0.1% 0.1%
15 16 17	AUDI CHERY PEUGEOT GRAND TOTAL	21 - - 79,098	15 - - 99,158	6 0 0 -20,060	40.0% 0.0% 0.0% -20.2%	21 - - 79,098	79,805	21 0 0 - 707	0.0% 0.0% 0.0% -0.9%	226 - - 1,052,895	165 - 838,388	226 -165 0 214,507	0.0% -100.0% 0.0% 25.6%	0.0% 0.0% 0.0% 100%	0.0% 0.0% 0.0% 100%
NO.	BRAND	201 DEC	NOV	+/-	%	DE 2012	2011	+/-	%	JAN- 2012	2011	+/-	%	SHAR 2011	2012
1 2 3 4	DAIHATSU TOYOTA SUZUKI HONDA	4,953 5,413 1,153 1,140	5,883 4,996 2,056 889	-930 417 -903 251	-15.8% 8.3% -43.9% 28.2%	4,953 5,413 1,153 1,140	1,490 2,893 2,447 61	3,463 2,520 -1,294 1,079	232.4% 87.1% -52.9% 1768.9%	71,145 61,883 20,438 11,499	26,530 57,059 21,746 781	44,615 4,824 -1,308 10,718	168.2% 8.5% -6.0% 1372.3%	24.6% 52.9% 20.1% 0.7%	41.0% 35.7% 11.8% 6.6%
	NISSAN HYUNDAI (PC) HINO OTAL CBU (UNIT)	87 60 - 12,806	231 - 15 14,070	-144 60 -15 -1,264	-62.3% 0.0% -100.0% -9.0%	87 60 - 12,806	620 30 10 7,551	-533 30 -10 5,255	-86.0% 100.0% -100.0% 69.6%	7,381 780 245 173,371	1,026 720 70 107,932	6,355 60 175 65,439	619.4% 8.3% 250.0% 60.6%	1.0% 0.7% 0.1% 100%	4.3% 0.4% 0.1% 100%
1 2 3 4	TOYOTA ISUZU HINO SUZUKI	6,350 330 40 144	6,718 480 50 120	-368 -150 -10 24	-5.5% -31.3% -20.0% 20.0%	6,350 330 40 144	5,460 120 210 216	890 210 -170 -72	16.3% 175.0% -81.0% -33.3%	90,090 6,750 1,770 1,464	76,152 4,800 525 2,232	13,938 1,950 1,245 -768	18.3% 40.6% 237.1% -34.4%	91.0% 5.7% 0.6% 2.7%	90.0% 6.7% 1.8% 1.5%
2 3	TOYOTA HONDA ISUZU	6,864 4,964,204 55,440 1,050	7,368 3,939,193 52,680 2,850	-504 1,025,011 2,760 -1,800	-6.8% 26.0% 5.2% -63.2%	6,864 4,964,204 55,440 1,050	6,006 2,522,710 - 1,680	2,441,494 55,440 -630	96.8% 0.0% -37.5%	100,074 55,021,349 445,320 24,330	83,709 47,910,076 229,560 21,600	7,111,273 215,760 2,730	19.5% 14.8% 94.0% 12.6%	99.5% 0.5% 0.0%	99.1% 0.8% 0.0%
	HINO SUZUKI L COMPONENT (PCS)	5,021,564	1,391 - 3,996,114	-521 0 1,025,450	-37.5% 0.0% 25.7%	870 - 5,021,564	842 - 2,525,232	28 0 2,496,332	3.3% 0.0% 98.9%	13,759 - 55,504,758	9,192 - 48,170,428	4,567 0 7,334,330	49.7% 0.0% 15.2%	0.0% 0.0% 100%	0.0% 0.0% 100%
NO.	BRAND TOYOTA MITSUBISHI	201 DEC 4,092 1,607	NOV 6,282 3,453	+/- -2,190 -1,846	% -34.9% -53.5%	2012 4,092 1,607	2011 1,207 1,319	+/- 2,885 288	% 239.0% 21.8%	JAN- 2012 64,317 30,588	2011 37,531 20,865	+/- 26,786 9,723	% 71.4% 46.6%	2011 49.3% 27.4%	2012 51.5% 24.5%
2	HONDA	949 287 70	1,857 1,414 420	-908 -1,127 -350	-48.9% -79.7% -83.3%	949 287 70	34 624	949 253 -554	0.0% 744.1% -88.8%	13,429 7,781 5,474	4,042 8,799 2,857	9,387 -1,018 2,617	232.2% -11.6% 91.6%	5.3% 11.6% 3.8%	10.8% 6.2% 4.4%
2 3 4 5	SUZUKI DAIHATSU						7	-7	-100.0%	816	999	-183	-18.3%	1.3%	0.7%
2 3 4 5 6 7	DAHATSU BMW FAW LEXUS	- 75 2	2 75 9	-2 0 -7	-100.0% 0.0% -77.8%	75 2	-	75 2	0.0% 0.0%	786 608	- 451	786 157	0.0% 34.8%	0.0% 0.6%	0.6% 0.5%
2 3 4 5 6 7	DAIHATSU BMW FAW	- 75	75	0	0.0%		23		0.0%	786	-	786	0.0%	0.0%	