

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2017

WHOLESALES

CATEGORY			MONTH												MARKET	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2017	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	426	297	522	168	294	211	213	266	249	232	222	44	3,144	0.3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	138	418	437	462	576	540	547	572	496	246	342	305	5,079	0.5%
		CC > 3.001 (G)/2.501 (D)	4	24	15	21	11	2	4	8	4	2	3	14	112	0.0%
	SUB TOTAL		568	739	974	651	881	753	764	846	749	480	567	363	8,335	0.8%
2.	4X2 TYPE	CC < 1.500 (G/D)	37,250	41,591	48,216	39,327	39,349	26,278	32,549	40,706	36,256	39,686	41,378	37,490	460,076	42.7%
		1.501 < CC ≤ 2.500 (G/D)	8,321	10,150	12,200	9,917	12,221	8,853	12,027	13,921	11,602	11,856	12,286	10,906	134,260	12.5%
		2.501 < CC ≤ 3.000 (G)	117	87	114	148	150	116	109	240	197	151	152	142	1,723	0.2%
	CC > 3.001 (G)/2.501 (D)		-	4	13	8	8	11	4	4	3	10	11	11	87	0.0%
SUB TOTAL		45,688	51,832	60,543	49,400	51,728	35,258	44,689	54,871	48,058	51,703	53,827	48,549	596,146	55.3%	
3.	4X4 TYPE	CC < 1.500 (G/D)	3	7	4	4	5	-	19	91	7	3	2	112	257	0.0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	155	141	189	203	122	129	205	275	223	124	183	148	2,097	0.2%
		CC > 3.001 (G)/2.500 (D)	69	148	120	107	91	58	73	103	83	88	95	50	1,085	0.1%
	SUB TOTAL		227	296	313	314	218	187	297	469	313	215	280	310	3,439	0.3%
4.	BUS	GVW 5 - 10 Ton (G/D)	150	185	196	182	179	46	174	173	196	162	193	37	1,873	0.2%
		GVW 10 - 24 Ton (G/D)	200	117	111	108	99	36	122	117	98	232	98	341	1,679	0.2%
		GVW > 24 Ton (G/D)	4	1	3	6	8	2	3	3	8	3	-	4	45	0.0%
	SUB TOTAL		354	303	310	296	286	84	299	293	302	397	291	382	3,597	0.3%
5.	PICK UP	GVW < 5 Ton (G/D)	10,351	12,126	11,440	10,295	10,905	7,468	9,958	11,144	11,578	11,679	11,077	10,257	128,278	11.9%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,148	5,118	5,309	5,157	5,176	3,393	4,823	5,475	5,175	6,535	6,764	5,647	62,720	5.8%
		GVW 10 - 24 Ton (G/D)	300	497	461	403	555	312	476	594	568	594	587	502	5,849	0.5%
		GVW > 24 Ton (G/D)	1,230	1,229	1,650	1,805	1,808	1,041	1,675	1,902	2,138	2,204	2,232	1,865	20,779	1.9%
	SUB TOTAL		5,678	6,844	7,420	7,365	7,539	4,746	6,974	7,971	7,881	9,333	9,583	8,014	89,348	8.3%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	662	861	718	1,006	1,766	1,562	1,511	932	1,121	1,102	1,426	1,000	13,667	1.3%
	SUB TOTAL		662	861	718	1,006	1,766	1,562	1,511	932	1,121	1,102	1,426	1,000	13,667	1.3%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	22,365	21,727	20,132	19,863	20,301	16,239	20,874	20,640	17,627	19,495	19,095	16,196	234,554	21.8%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		22,365	21,727	20,132	19,863	20,301	16,239	20,874	20,640	17,627	19,495	19,095	16,196	234,554	22%
MARKET TOTAL			85,893	94,728	101,850	89,190	93,624	66,297	85,366	97,166	87,629	94,404	96,146	85,071	1,077,364	100%
CUMMULATIVE			85,893	180,621	282,471	371,661	465,285	531,582	616,948	714,114	801,743	896,147	992,293	1,077,364		

RETAIL SALES

CATEGORY			MONTH												RETAIL	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2017	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	441	348	531	258	381	296	340	224	245	204	234	181	3,683	0.3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	206	289	336	422	586	504	517	741	455	309	384	321	5,070	0.5%
		CC > 3.001 (G)/2.501 (D)	4	24	15	20	11	2	4	8	4	2	3	14	111	0.0%
	SUB TOTAL		651	661	882	700	978	802	861	973	704	515	621	516	8,864	0.8%
2.	4X2 TYPE	CC < 1.500 (G/D)	30,543	31,845	39,986	33,291	40,029	34,956	34,095	36,423	34,131	35,724	42,167	49,252	442,442	41.5%
		1.501 < CC ≤ 2.500 (G/D)	10,510	9,981	12,233	9,819	12,160	9,486	11,006	11,655	11,082	9,958	12,470	12,267	132,627	12.4%
		2.501 < CC ≤ 3.000 (G)	177	116	146	144	149	111	136	132	132	130	108	120	1,601	0.1%
	SUB TOTAL		41,230	41,946	52,371	43,262	52,345	44,563	45,244	48,215	45,348	45,818	54,750	61,648	576,740	54.0%
3.	4X4 TYPE	CC < 1.500 (G/D)	6	1	5	9	4	1	7	4	90	3	4	47	181	0.0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	202	166	161	145	200	166	178	234	249	125	206	186	2,218	0.2%
		CC > 3.001 (G)/2.500 (D)	92	94	121	109	101	74	83	80	86	94	86	72	1,092	0.1%
	SUB TOTAL		300	261	287	263	305	241	268	318	425	222	296	305	3,491	0.3%
4.	BUS	GVW 5 - 10 Ton (G/D)	161	179	197	254	192	134	84	172	111	116	222	160	1,982	0.2%
		GVW 10 - 24 Ton (G/D)	129	178	136	94	117	88	115	87	109	201	134	399	1,787	0.2%
		GVW > 24 Ton (G/D)	4	1	3	6	8	2	3	3	8	3	-	4	45	0.0%
	SUB TOTAL		294	358	336	354	317	224	202	262	228	320	356	563	3,814	0.4%
5.	PICK UP	GVW < 5 Ton (G/D)	9,800	10,208	11,215	8,810	10,468	7,515	11,088	11,802	12,072	11,424	10,811	12,001	127,214	11.9%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,555	4,793	5,534	4,416	4,739	4,212	4,328	5,628	5,884	6,017	6,484	7,044	63,634	6.0%
		GVW 10 - 24 Ton (G/D)	288	428	544	371	481	424	461	560	535	553	638	543	5,826	0.5%
		GVW > 24 Ton (G/D)	1,460	1,306	1,372	1,699	1,691	1,380	1,500	2,072	2,095	2,196	2,242	1,972	20,990	2.0%
	SUB TOTAL		6,303	6,527	7,450	6,486	6,911	6,016	6,289	8,265	8,514	8,766	9,364	9,559	90,450	8.5%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	632	819	916	677	1,660	1,490	1,610	1,176	1,319	1,194	1,251	1,399	14,143	1.3%
	SUB TOTAL		632	819	916	677	1,660	1,490	1,610	1,176	1,319	1,194	1,251	1,399	14,143	1.3%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	19,087	18,347	20,978	19,069	21,872	19,292	19,173	19,332	17,953	19,364	22,241	25,972	242,680	22.5%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		19,087	18,347	20,978	19,069	21,872	19,292	19,173	19,332	17,953	19,364	22,241	25,972	242,680	22.5%
RETAIL TOTAL			78,297	79,127	94,435	79,621	94,856	80,143	84,735	90,343	86,563	87,623	99,690	111,963	1,067,396	100%
CUMMULATIVE			78,297	157,424	251,859	331,480	426,336	506,479	591,214	681,557	768,120	855,743	955,433	1,067,396		

PRODUCTION

CATEGORY			MONTH												PROD	SHARE	
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2017	%	
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	2,663	2,791	2,793	2,622	2,608	1,981	1,819	2,362	1,753	3,211	3,257	1,333	29,193	2.4%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	80	89	27	4	24	33	28	112	136	184	153	139	1,009	0.1%	
		CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		2,743	2,880	2,820	2,626	2,632	2,014	1,847	2,474	1,889	3,395	3,410	1,472	30,202	2.5%	
2.	4X2 TYPE	CC < 1.500 (G/D)	42,202	46,585	50,661	40,742	42,381	27,973	35,045	46,924	41,051	47,149	46,995	35,955	503,663	41.3%	
		1.501 < CC ≤ 2.500 (G/D)	10,540	11,445	12,669	11,961	14,806	10,291	15,668	17,049	14,852	17,071	16,332	11,235	163,919	13.4%	
		2.501 < CC ≤ 3.000 (G)	1,915	1,527	1,843	1,695	1,466	890	1,821	1,108	1,324	1,145	957	864	16,555	1.4%	
		CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	163	192	114	110	112	691	0.1%	
SUB TOTAL		54,657	59,557	65,173	54,398	58,653	39,154	52,534	65,244	57,419	65,479	64,394	48,166	684,828	56.1%		
3.	4X4 TYPE	CC < 1.500 (G/D)	1	3	20	2	1	1	1	3	1	-	-	1	34	0.0%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	937	1,002	1,033	992	653	459	619	835	1,130	1,069	1,146	1,105	10,980	0.9%	
		CC > 3.001 (G)/2.500 (D)	788	569	876	561	241	266	193	1,287	995	890	1,102	1,063	8,831	0.7%	
		SUB TOTAL		1,726	1,574	1,929	1,555	895	726	813	2,125	2,126	1,959	2,248	2,169	19,845	1.6%
4.	BUS	GVW 5 - 10 Ton (G/D)	104	48	98	228	29	25	156	24	84	18	264	18	1,096	0.1%	
		GVW 10 - 24 Ton (G/D)	89	49	105	125	78	69	111	118	102	157	173	228	1,404	0.1%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		193	97	203	353	107	94	267	142	186	175	437	246	2,500	0.2%
5.	PICK UP	GVW < 5 Ton (G/D)	12,557	12,927	14,855	13,399	13,612	8,834	11,283	11,964	10,983	11,631	12,136	11,002	145,183	11.9%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3,985	5,154	6,074	5,858	5,431	4,053	5,014	5,308	5,365	6,483	6,738	4,954	64,417	5.3%	
		GVW 10 - 24 Ton (G/D)	344	538	453	545	677	407	677	751	542	815	709	699	7,157	0.6%	
		GVW > 24 Ton (G/D)	1,158	967	1,476	1,357	1,468	919	1,285	1,323	1,452	1,841	1,816	1,400	16,462	1.3%	
		SUB TOTAL		5,487	6,659	8,003	7,760	7,576	5,379	6,976	7,382	7,359	9,139	9,263	7,053	88,036	7.2%
7.	DOUBLE CABIN	GVW < 5 Ton (G/D) For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
	SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	21,662	22,879	18,716	22,017	22,900	17,379	22,351	21,387	20,246	22,101	21,583	16,613	249,834	20.5%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		21,662	22,879	18,716	22,017	22,900	17,379	22,351	21,387	20,246	22,101	21,583	16,613	249,834	20.5%	
PRODUCTION TOTAL			99,025	106,573	111,699	102,108	106,375	73,580	96,071	110,718	100,208	113,879	113,471	86,721	1,220,428	100%	
PRODUCTION CUM. TOTAL			99,025	205,598	317,297	419,405	525,780	599,360	695,431	806,149	906,357	1,020,236	1,133,707	1,220,428			

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2017 / 2016

WHOLESALES

CATEGORY			2017		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2017	2016			2017	2016	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	44	222	-178	-80%	44	350	-306	-87%	3,144	6,649	-3,505	-53%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	305	342	-37	-11%	305	270	35	13%	5,079	4,645	434	9%
		CC > 3.001 (G)/2.500 (D)	14	3	11	367%	14	-	14	0%	112	27	85	315%
	SUB TOTAL		363	567	-204	-36%	363	620	-257	-41%	8,335	11,321	-2,986	-26%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	37,490	41,378	-3,888	-9%	37,490	34,418	3,072	9%	460,076	466,813	-6,737	-1%
		1.501 < CC ≤ 2.500 (G/D)	10,906	12,286	-1,380	-11%	10,906	9,578	1,328	14%	134,260	137,347	-3,087	-2%
		2.501 < CC ≤ 3.000 (G)	142	152	-10	-7%	142	155	-13	-8%	1,723	2,348	-625	-27%
		CC > 3.001 (G)/2.500 (D)	11	11	0	0%	11	4	7	175%	87	88	-1	-1%
SUB TOTAL		48,549	53,827	-5,278	-10%	48,549	44,155	4,394	10%	596,146	606,596	-10,450	-2%	
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	112	2	110	5500%	112	1	111	11100%	257	27	230	852%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	148	183	-35	-19%	148	198	-50	-25%	2,097	2,619	-522	-20%
		CC > 3.001 (G)/2.500 (D)	50	95	-45	-47%	50	52	-2	-4%	1,085	1,644	-559	-34%
	SUB TOTAL		310	280	30	11%	310	251	59	24%	3,439	4,290	-851	-20%
4.	BUS	GVW 5 - 10 Ton (G/D)	37	193	-156	-81%	37	90	-53	-59%	1,873	2,037	-164	-8%
		GVW 10 - 24 Ton (G/D)	341	98	243	248%	341	198	143	72%	1,679	1,215	464	38%
		GVW > 24 Ton (G/D)	4	-	4	0%	4	-	4	0%	45	106	(61)	-58%
	SUB TOTAL		382	291	91	31%	382	288	94	33%	3,597	3,358	239	7%
5.	PICK UP	GVW < 5 Ton (G/D)	10,257	11,077	-820	-7%	10,257	10,737	-480	-4%	128,278	120,247	8,031	7%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	5,647	6,764	-1,117	-17%	5,647	4,848	799	16%	62,720	50,839	11,881	23%
		GVW 10 - 24 Ton (G/D)	502	587	-85	-14%	502	418	84	20%	5,849	5,068	781	15%
		GVW > 24 Ton (G/D)	1,865	2,232	-367	-16%	1,865	1,246	619	50%	20,779	10,785	9,994	93%
	SUB TOTAL		8,014	9,583	-1,569	-16%	8,014	6,512	1,502	23%	89,348	66,692	22,656	34%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,000	1,426	-426	-30%	1,000	935	65	7%	13,667	9,344	4,323	46%
	SUB TOTAL		1,000	1,426	-426	-30%	1,000	935	65	7%	13,667	9,344	4,323	46%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,196	19,095	(2,899)	-15%	16,196	22,853	-6,657	-29%	234,554	235,171	-617	-0.3%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		16,196	19,095	(2,899)	-15%	16,196	22,853	-6,657	-29%	234,554	235,171	-617	-0.3%
TOTAL			85,071	96,146	-11,075	-11.5%	85,071	86,351	-1,280	-1.5%	1,077,364	1,057,019	20,345	1.9%

RETAIL SALES

CATEGORY			2017		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2017	2016			2017	2016	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	181	234	-53	-23%	181	396	-215	-54%	3,683	6,686	-3,003	-45%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	321	384	-63	-16%	321	388	-67	-17%	5,070	4,454	616	14%
		CC > 3.001 (G)/2.500 (D)	14	3	11	367%	14	-	14	0%	111	28	83	296%
	SUB TOTAL		516	621	-105	-17%	516	784	-268	-34%	8,864	11,168	-2,304	-21%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	49,252	42,167	7,085	17%	49,252	45,469	3,783	8%	442,442	472,724	-30,282	-6%
		1.501 < CC ≤ 2.500 (G/D)	12,267	12,470	-203	-2%	12,267	12,183	84	1%	132,627	138,370	-5,743	-4%
		2.501 < CC ≤ 3.000 (G)	120	108	12	11%	120	179	-59	-33%	1,601	2,192	-591	-27%
		CC > 3.001 (G)/2.500 (D)	9	5	4	80%	9	7	2	29%	70	153	-83	-54%
	SUB TOTAL		61,648	54,750	6,898	13%	61,648	57,838	3,810	7%	576,740	613,439	-36,699	-6%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	47	4	43	1075%	47	2	45	2250%	181	29	152	524%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	186	206	-20	-10%	186	184	2	1%	2,218	2,617	-399	-15%
		CC > 3.001 (G)/2.500 (D)	72	86	-14	-16%	72	191	-119	-62%	1,092	1,585	-493	-31%
	SUB TOTAL		305	296	9	3%	305	377	-72	-19%	3,491	4,231	-740	-17%
4.	BUS	GVW 5 - 10 Ton (G/D)	160	222	-62	-28%	160	282	-122	-43%	1,982	2,029	-47	-2%
		GVW 10 - 24 Ton (G/D)	399	134	265	198%	399	95	304	320%	1,787	1,116	671	60%
		GVW > 24 Ton (G/D)	4	-	4	0%	4	-	4	0%	45	106	(61)	-58%
	SUB TOTAL		563	356	207	58%	563	377	186	49%	3,814	3,251	563	17%
5.	PICK UP	GVW < 5 Ton (G/D)	12,001	10,811	1,190	11%	12,001	13,540	-1,539	-11%	127,214	132,800	-5,586	-4%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	7,044	6,484	560	9%	7,044	5,338	1,706	32%	63,634	52,864	10,770	20%
		GVW 10 - 24 Ton (G/D)	543	638	-95	-15%	543	521	22	4%	5,826	5,383	443	8%
		GVW > 24 Ton (G/D)	1,972	2,242	-270	-12%	1,972	1,164	808	69%	20,990	10,741	10,249	95%
	SUB TOTAL		9,559	9,364	195	2%	9,559	7,023	2,536	36%	90,450	68,988	21,462	31%
7	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,399	1,251	148	12%	1,399	1,167	232	20%	14,143	10,620	3,523	33%
	SUB TOTAL		1,399	1,251	148	12%	1,399	1,167	232	20%	14,143	10,620	3,523	33.2%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	25,972	22,241	3,731	17%	25,972	25,517	455	2%	242,680	223,708	18,972	8%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		25,972	22,241	3,731	17%	25,972	25,517	455	2%	242,680	223,708	18,972
	TOTAL			111,963	99,690	12,273	12.3%	111,963	106,623	5,340	5.0%	1,067,396	1,068,205	(809)

PRODUCTION

CATEGORY			2017		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2017	2016			2017	2016	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,333	3,257	-1,924	-59%	1,333	1,803	-470	-26%	29,193	27,278	1,915	7%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	139	153	-14	-9%	139	14	125	893%	1,009	1,332	-323	-24%
		CC > 3.001 (G)/2.500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		1,472	3,410	-1,938	-57%	1,472	1,817	-345	-19%	30,202	28,610	1,592	6%
2.	4X2 TYPE	CC < 1.500 (G/D)	35,955	46,995	-11,040	-23%	35,955	37,245	-1,290	-3%	503,663	507,975	-4,312	-1%
		1.501 < CC ≤ 2.500 (G/D)	11,235	16,332	-5,097	-31%	11,235	8,607	2,628	31%	163,919	140,059	23,860	17%
		2.501 < CC ≤ 3.000 (G)	864	957	-93	-10%	864	1,521	-657	-43%	16,555	15,764	791	5%
		CC > 3.001 (G)/2.500 (D)	112	110	2	2%	112	-	112	0%	691	-	691	0%
	SUB TOTAL		48,166	64,394	-16,228	-25%	48,166	47,373	793	2%	684,828	663,798	21,030	3%
3.	4X4 TYPE	CC < 1.500 (G/D)	1	-	1	0%	1	-	1	0%	34	1	33	0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,105	1,146	-41	-4%	1,105	1,073	32	3%	10,980	7,316	3,664	50%
		CC > 3.001 (G)/2.500 (D)	1,063	1,102	-39	-4%	1,063	745	318	43%	8,831	11,548	-2,717	-24%
	SUB TOTAL		2,169	2,248	-79	-4%	2,169	1,818	351	19%	19,845	18,865	980	5%
4.	BUS	GVW 5 - 10 Ton (G/D)	18	264	-246	-93%	18	135	-117	-87%	1,096	3,119	-2,023	-65%
		GVW 10 - 24 Ton (G/D)	228	173	55	32%	228	60	168	280%	1,404	1,221	183	15%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		246	437	-191	-44%	246	195	51	26%	2,500	4,340	-1,840	-42%
5.	PICK UP	GVW < 5 Ton (G/D)	11,002	12,136	-1,134	-9%	11,002	8,900	2,102	24%	145,183	140,269	4,914	4%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,954	6,738	-1,784	-26%	4,954	3,525	1,429	41%	64,417	51,997	12,420	24%
		GVW 10 - 24 Ton (G/D)	699	709	-10	-1%	699	271	428	158%	7,157	5,095	2,062	40%
		GVW > 24 Ton (G/D)	1,400	1,816	-416	-23%	1,400	933	467	50%	16,462	7,740	8,722	113%
	SUB TOTAL		7,053	9,263	-2,210	-24%	7,053	4,729	2,324	49%	88,036	64,832	23,204	36%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,613	21,583	(4,970)	-23%	16,613	24,234	-7,621	-31%	249,834	255,660	-5,826	-2%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		16,613	21,583	(4,970)	-23%	16,613	24,234	-7,621	-31%	249,834	255,660	-5,826
TOTAL			86,721	113,471	-26,750	-23.6%	86,721	89,066	-2,345	-2.6%	1,220,428	1,176,374	44,054	3.7%