

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2011

A. WHOLESALES

CATEGORY		MONTH												MARKET	SHARE	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2011	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	885	1,916	1,475	953	1,016	1,249	1,674	1,130	1,691	1,415	309	523	14,236	1.6%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	701	1,143	1,297	1,100	835	741	948	992	1,352	1,130	673	845	11,757	1.3%
		CC > 3,001 (G)/2,501 (D)	45	37	92	56	21	37	51	50	68	52	27	19	555	0.1%
		SUB TOTAL	1,631	3,096	2,864	2,109	1,872	2,027	2,673	2,172	3,111	2,597	1,009	1,387	26,548	3.0%
2.	4X2 TYPE	CC < 1,500 (G/D)	41,050	35,834	40,360	28,923	32,231	36,598	44,579	36,799	40,241	43,988	31,800	40,300	452,703	50.6%
		1,501 < CC ≤ 2,500 (G/D)	9,355	8,564	11,445	7,989	5,038	8,728	11,564	10,824	11,538	10,624	7,857	9,782	113,308	12.7%
		2,501 < CC ≤ 3,000 (G)	298	247	330	184	123	239	265	266	495	496	217	318	3,478	0.4%
		CC > 3,001 (G)/2,501 (D)	7	25	29	18	12	9	6	130	50	22	44	19	371	0.0%
SUB TOTAL		50,710	44,670	52,164	37,114	37,404	45,574	56,414	48,019	52,324	55,130	39,918	50,419	569,860	63.7%	
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	235	230	265	184	411	391	379	381	393	456	344	189	3,858	0.4%
		CC > 3,001 (G)/2,500 (D)	61	117	134	96	96	110	157	225	202	273	95	150	1,716	0.2%
		SUB TOTAL	296	347	399	280	507	501	536	606	595	729	439	339	5,574	0.6%
4.	BUS	GVW 5 - 10 Ton (G/D)	232	286	243	140	327	202	191	199	183	178	154	133	2,468	0.3%
		GVW 10 - 24 Ton (G/D)	169	207	239	140	19	86	93	105	89	93	119	335	1,694	0.2%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	401	493	482	280	346	288	284	304	272	271	273	468	4,162	0.5%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	10,125	9,961	12,344	10,426	12,228	12,888	14,915	11,401	13,310	14,892	13,272	14,492	150,254	16.8%
		GVW 5 - 10 Ton (G/D)	8,006	7,993	10,033	7,381	6,104	5,912	10,200	7,182	6,594	8,582	8,882	9,565	96,434	10.8%
		GVW 10 - 24 Ton (G/D)	488	740	709	446	396	446	794	679	608	874	723	987	7,890	0.9%
		GVW > 24 Ton (G/D)	1,211	864	1,290	1,002	760	966	1,555	1,207	1,241	1,603	2,011	1,917	15,627	1.7%
		SUB TOTAL	19,830	19,558	24,376	19,255	19,488	20,212	27,464	20,469	21,753	25,951	24,888	26,961	270,205	30.2%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,122	1,425	1,880	1,689	1,438	1,554	1,671	1,711	1,779	1,667	1,128	751	17,815	2.0%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	1,122	1,425	1,880	1,689	1,438	1,554	1,671	1,711	1,779	1,667	1,128	751	17,815	2.0%
		MARKET TOTAL		73,990	69,589	82,165	60,727	61,055	70,156	89,042	73,281	79,834	86,345	67,655	80,325	894,164
CUMMULATIVE		73,990	143,579	225,744	286,471	347,526	417,682	506,724	580,005	659,839	746,184	813,839	894,164			

B. RETAIL SALES

CATEGORY		MONTH												RETAIL	SHARE		
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2011	%		
1.	SEDAN TYPE	CC < 1,500 (G/D)	1,209	1,701	1,771	1,220	1,253	1,217	1,830	1,183	1,520	1,740	241	475	15,360	1.7%	
		1,501 < CC <= 3,000 (G/D)	879	1,081	1,243	1,091	873	982	1,086	1,054	1,093	1,157	858	929	12,326	1.4%	
		CC > 3,001 (G)/2,501 (D)	38	41	48	53	39	48	50	43	66	65	42	40	573	0.1%	
		SUB TOTAL	2,126	2,823	3,062	2,364	2,165	2,247	2,966	2,280	2,679	2,962	1,141	1,444	28,259	3.2%	
2.	4X2 TYPE	CC < 1,500 (G/D)	36,310	34,398	41,987	32,664	34,131	38,391	44,762	38,520	38,578	43,066	32,783	38,123	453,713	50.9%	
		1,501 < CC <= 2,500 (G/D)	9,672	8,421	11,093	9,035	5,910	8,489	10,664	11,421	11,003	10,790	8,119	10,816	115,433	13.0%	
		2,501 < CC <= 3,000 (G)	243	187	308	259	164	188	216	309	406	453	274	296	3,303	0.4%	
		CC > 3,001 (G)/2,501 (D)	3	23	20	19	31	10	21	97	47	26	39	33	369	0.0%	
3.	4X4 TYPE	SUB TOTAL	46,228	43,029	53,408	41,977	40,236	47,078	55,663	50,347	50,034	54,335	41,215	49,268	572,818	64.3%	
		CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1,501 < CC <= 3,000 (G/2,500 (D)	274	221	367	253	276	374	380	384	445	389	401	380	4,144	0.5%	
		CC > 3,001 (G)/2,500 (D)	52	125	121	103	97	121	164	201	183	255	132	154	1,708	0.2%	
4.	BUS	SUB TOTAL	326	346	488	356	373	495	544	585	628	644	533	534	5,852	0.7%	
		GVW 5 - 10 Ton (G/D)	219	142	228	211	186	497	172	281	140	170	191	191	2,628	0.3%	
		GVW 10 - 24 Ton (G/D)	118	213	269	220	129	67	116	107	124	85	98	201	1,747	0.2%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
5.	PICK UP / TRUCK	SUB TOTAL	337	355	497	431	315	564	288	388	264	255	289	392	4,375	0.5%	
		GVW < 5 Ton (G/D)	10,130	9,506	12,042	10,260	10,858	11,226	13,080	11,232	12,273	14,774	13,733	13,557	142,671	16.0%	
		GVW 5 - 10 Ton (G/D)	7,513	7,206	9,728	7,599	6,151	6,139	8,148	7,894	8,358	8,493	8,022	9,604	94,855	10.7%	
		GVW 10 - 24 Ton (G/D)	557	536	754	607	516	481	576	695	746	713	711	800	7,692	0.9%	
		GVW > 24 Ton (G/D)	1,549	1,096	1,499	1,269	1,025	1,009	1,304	1,108	1,321	1,501	1,757	1,856	16,294	1.8%	
6.	DOUBLE CABIN 4X2 / 4X4	SUB TOTAL	19,749	18,344	24,023	19,735	18,550	18,855	23,108	20,929	22,698	25,481	24,223	25,817	261,512	29.4%	
		GVW < 5 Ton (G/D)	1,235	1,130	1,533	1,747	1,658	1,480	1,650	1,728	1,559	1,694	1,260	1,069	17,743	2.0%	
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	1,235	1,130	1,533	1,747	1,658	1,480	1,650	1,728	1,559	1,694	1,260	1,069	17,743	2.0%	
RETAIL TOTAL		70,001	66,027	83,011	66,610	63,297	70,719	84,219	76,257	77,862	85,371	68,661	78,524	890,559	100%		
CUMMULATIVE		70,001	136,028	219,039	285,649	348,946	419,665	503,884	580,141	658,003	743,374	812,035	890,559				

C. PRODUCTION

CATEGORY			MONTH												PROD	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2011	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	10	29	47	53	9	46	14	-	-	-	-	-	208	0.0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	346	351	365	217	251	189	344	226	275	255	223	188	3,230	0.4%
		CC > 3,001 (G)/2,500 (D)	24	29	13	11	31	29	1	16	9	6	5	6	180	0.0%
		SUB TOTAL	380	409	425	281	291	264	359	242	284	261	228	194	3,618	0.4%
2.	4X2 TYPE	CC < 1,500 (G/D)	38,115	33,036	36,513	26,413	29,623	34,311	41,071	33,788	38,157	40,430	29,172	37,489	418,118	49.9%

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2011 / 2010

A. WHOLESALES

CATEGORY		2011		+/-	%	DEC		+/-	%	JAN-DEC			
		DEC	NOV			2011	2010			2011	2010	+/-	%
1. SEDAN TYPE	CC ≤ 1,500 (G/D)	523	309	214	69%	523	1,206	-683	-57%	14,236	18,355	-4,119	-22%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	604	435	169	39%	604	772	-168	-22%	11,757	14,080	-2,323	-16%
	CC > 3,001 (G)/2,500 (D)	9	3	6	200%	9	42	-33	-79%	555	693	-138	-20%
	SUB TOTAL	1,136	747	389	52%	1,136	2,020	-884	-44%	26,548	33,128	-6,580	-20%
2. 4X2 TYPE	CC ≤ 1,500 (G/D)	40,290	31,792	8,498	27%	40,290	37,318	2,972	8%	452,703	389,712	62,991	16%
	1,501 < CC ≤ 2,500 (G/D)	9,765	7,829	1,936	25%	9,765	9,702	63	1%	113,308	111,874	1,434	1%
	2,501 < CC ≤ 3,000 (G)	318	217	101	47%	318	283	35	12%	3,478	2,801	677	24%
	CC > 3,001 (G)/2,500 (D)	19	44	-25	-67%	19	17	2	12%	371	123	248	202%
	SUB TOTAL	50,392	39,882	10,510	26%	50,392	47,320	3,072	6%	569,860	504,510	65,350	13%
3. 4X4 TYPE	CC ≤ 1,500 (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	187	340	-153	-45%	187	266	-79	-30%	3,858	3,070	788	26%
	CC > 3,001 (G)/2,500 (D)	141	86	55	64%	141	41	100	244%	1,716	767	949	124%
	SUB TOTAL	328	426	-98	-23%	328	307	21	7%	5,574	3,837	1,737	45%
4. BUS	GVW 5 - 10 Ton (G/D)	133	154	-21	-14%	133	136	-3	-2%	2,468	2,058	410	20%
	GVW 10 - 24 Ton (G/D)	112	87	25	29%	112	415	-303	-73%	1,694	2,119	-425	-20%
	GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL	245	241	4	2%	245	551	-306	-56%	4,162	4,177	-15	0%
5. PICK UP / TRUCK	GVW < 5 Ton (G/D)	14,492	13,272	1,220	9%	14,492	9,668	4,824	50%	150,254	104,263	45,991	44%
	GVW 5 - 10 Ton (G/D)	9,565	8,882	683	8%	9,565	6,895	2,670	39%	96,434	80,933	15,501	19%
	GVW 10 - 24 Ton (G/D)	987	723	264	37%	987	468	519	111%	7,890	6,632	1,258	19%
	GVW > 24 Ton (G/D)	1,917	2,011	-94	-5%	1,917	1,427	490	34%	15,627	12,826	2,801	22%
	SUB TOTAL	26,961	24,888	2,073	8%	26,961	18,458	8,503	46%	270,205	204,654	65,551	32%
6. DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	751	1,128	-377	-33%	751	1,405	-654	-47%	17,815	14,404	3,411	24%
	For all CC	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		751	1,128	-377	-33%	751	1,405	-654	-47%	17,815	14,404	3,411	24%
TOTAL		80,325	67,655	12,670	18.7%	80,325	70,061	10,264	14.7%	894,164	764,710	129,454	16.9%

B. RETAIL SALES

CATEGORY		2011		+/-	%	DEC		+/-	%	JAN-DEC			
		DEC	NOV			2011	2010			2011	2010	+/-	%
1. SEDAN TYPE	CC ≤ 1,500 (G/D)	475	241	234	97%	475	1,430	-955	-67%	15,360	17,620	-2,260	-13%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	622	572	50	9%	622	1,339	-717	-54%	11,476	13,480	-2,004	-15%
	CC > 3,001 (G)/2,500 (D)	16	7	9	129%	16	66	-50	-76%	478	713	-235	-33%
	SUB TOTAL	1,113	820	293	36%	1,113	2,835	-1,722	-61%	27,314	31,813	-4,499	-14%
2. 4X2 TYPE	CC ≤ 1,500 (G/D)	38,109	32,765	5,344	16%	38,109	37,371	738	2%	453,679	381,472	72,207	19%
	1,501 < CC ≤ 2,500 (G/D)	10,810	8,112	2,698	33%	10,810	10,135	675	7%	115,408	109,395	6,013	5%
	2,501 < CC ≤ 3,000 (G)	296	274	22	8%	296	266	30	11%	3,303	2,874	429	15%
	CC > 3,001 (G)/2,500 (D)	33	38	-5	-13%	33	11	22	200%	368	115	253	220%
	SUB TOTAL	49,248	41,189	8,059	20%	49,248	47,783	1,465	3%	572,758	493,856	78,902	16%
3. 4X4 TYPE	CC ≤ 1,500 (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	376	397	-21	-5%	376	253	123	49%	4,133	2,885	1,248	43%
	CC > 3,001 (G)/2,500 (D)	145	121	24	20%	145	46	99	215%	1,670	826	844	102%
	SUB TOTAL	521	518	3	1%	521	299	222	74%	5,803	3,711	2,092	56%
4. BUS	GVW 5 - 10 Ton (G/D)	191	191	0	0%	191	158	33	21%	2,628	1,577	1,051	67%
	GVW 10 - 24 Ton (G/D)	144	51	93	182%	144	218	-74	-34%	1,598	2,360	-762	-32%
	GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL	335	242	93	38%	335	376	-41	-11%	4,226	3,937	289	7%
5. PICK UP / TRUCK	GVW < 5 Ton (G/D)	13,557	13,733	-176	-1%	13,557	10,910	2,647	24%	142,671	101,478	41,193	41%
	GVW 5 - 10 Ton (G/D)	9,604	8,022	1,582	20%	9,604	8,275	1,329	16%	94,855	78,306	16,549	21%
	GVW 10 - 24 Ton (G/D)	800	711	89	13%	800	607	193	32%	7,692	6,536	1,156	18%
	GVW > 24 Ton (G/D)	1,856	1,757	99	6%	1,856	1,157	699	60%	16,294	11,339	4,955	44%
	SUB TOTAL	25,817	24,223	1,594	7%	25,817	20,949	4,868	23%	261,512	197,659	63,853	32%
6. DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,069	1,260	-191	-15%	1,069	1,379	-310	-22%	17,743	14,414	3,329	23%
	For all CC	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		1,069	1,260	-191	-15%	1,069	1,379	-310	-22%	17,743	14,414	3,329	23%
TOTAL		78,524	68,662	9,862	14.4%	78,524	73,621	4,903	6.7%	890,569	745,390	145,179	19.5%

C. PRODUCTION

CATEGORY		2011		+/-	%	DEC		+/-	%	JAN-DEC			
		DEC	NOV			2011	2010			2011	2010	+/-	%
1. SEDAN TYPE	CC ≤ 1,500 (G/D)	-	-	0	0%	-	-	0	0%	208	-	208	0%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	60	86	-26	-30%	60	368	-308	-84%	3,230	3,900	-670	-17%
	CC > 3,001 (G)/2,500 (D)	-	-	0	0%	-	19	-19	-100%	180	181	-1	-1%
	SUB TOTAL	60	86	-26	-30%	60	387	-327	-84%	3,618	4,081	-463	-11%
2. 4X2 TYPE	CC < 1,500 (G/D)	37,489	29,172	8,317	29%	37,489	33,018	4,471	14%	418,118	358,838	59,280	17%
	1,501 < CC ≤ 2,500 (G/D)	8,760	6,277	2,483	40%	8,760	7,632	1,128	15%	91,601	100,491	-8,890	-9%
	2,501 < CC ≤ 3,000 (G)	2,076	1,169	907	78%	2,076	1,991	85	4%	21,043	17,923	3,120	17%
	CC > 3,001 (G)/2,500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
SUB TOTAL		48,325	36,618	11,707	32%	48,325	42,641	5,684	13%	530,762	477,252	53,510	11%
3. 4X4 TYPE	CC < 1,500 (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	1,501 < CC ≤ 3,000 (G)/2,500 (D)	2,540	1,421	1,119	79%	2,540	2,012	528	26%	23,389	13,029	10,360	80%
	CC > 3,001 (G)/2,500 (D)	658	302	356	118%	658	351	307	87%	4,481	2,162	2,319	0%
	SUB TOTAL	3,198	1,723	1,475	86%	3,198	2,363	835	35%	27,870	15,191	12,679	83%
4. BUS	GVW 5 - 10 Ton (G/D)	184	113	71	63%	184	142	42	30%	2,431	2,076	355	17%
	GVW 10 - 24 Ton (G/D)	108	72	36	50%	108	257	-149	-58%	1,764	2,030	-266	-13%
	GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL	292	185	107	58%	292	399	-107	-27%	4,195	4,106	89	2%
5. PICK UP / TRUCK	GVW < 5 Ton (G/D)	14,556	14,929	-373	-2%	14,556	8,833	5,723	65%	151,421	101,648	49,773	49%
	GVW 5 - 10 Ton (G/D)	10,548	8,365	2,183	26%	10,548	6,167	4,381	71%	97,471	80,809	16,662	21%
	GVW 10 - 24 Ton (G/D)	1,002	721	281	39%	1,002	396	606	153%	8,208	6,608	1,600	24%
	GVW > 24 Ton (G/D)	1,688	1,738	-50	-3%	1,688	756	932	123%	14,843	12,813	2,030	16%
	SUB TOTAL	27,794	25,753	2,041	8%	27,794	16,152	11,642	72%	271,943	201,878	70,065	35%
6. DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	For all CC	-	-	-	-	-	-	-	-	-	-	-	-
SUB TOTAL		-	-	0	0.0%	-	-	0	0.0%	-	-	0	0.0%
TOTAL		79,669	64,365	15,304	23.8%	79,669	61,942	17,727	28.6%	838,388	702,508	135,880	19.3%