

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

A. WHOLESALES

CATEGORY			MONTH												MARKET 2014	SHARE %
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,040	1,139	1,240	1,255	896	899	828	813	1,064	1,207	440	305	11,126	0.9%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	700	989	1,071	1,175	1,381	912	565	515	642	811	755	597	10,113	0.8%
		CC > 3.001 (G)/2.501 (D)	3	12	24	23	10	8	5	57	9	90	55	79	375	0.0%
	SUB TOTAL		1,743	2,140	2,335	2,453	2,287	1,819	1,398	1,385	1,715	2,108	1,250	981	21,614	1.8%
2.	4X2 TYPE	CC < 1.500 (G/D)	48,034	50,579	54,156	48,930	45,958	53,020	43,010	45,024	48,875	46,217	37,232	30,140	551,175	45.6%
		1.501 < CC ≤ 2.500 (G/D)	10,979	11,034	10,683	11,283	10,827	12,665	10,494	9,583	9,979	10,641	9,336	8,835	126,339	10.5%
		2.501 < CC ≤ 3.000 (G)	126	98	71	195	82	297	241	145	100	121	124	139	1,739	0.1%
	SUB TOTAL		6	35	115	88	33	36	44	60	79	40	45	22	603	0.0%
3.	4X4 TYPE	CC < 1.500 (G/D)	48,034	50,579	54,156	48,930	45,958	53,020	43,010	45,024	48,875	46,217	37,232	30,140	551,175	45.6%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	10,979	11,034	10,683	11,283	10,827	12,665	10,494	9,583	9,979	10,641	9,336	8,835	126,339	10.5%
		CC > 3.001 (G)/2.500 (D)	126	98	71	195	82	297	241	145	100	121	124	139	1,739	0.1%
	SUB TOTAL		59,145	61,746	65,025	60,496	56,900	66,018	53,789	54,812	59,033	57,019	46,737	39,136	679,856	56.3%
4.	BUS	GVW 5 - 10 Ton (G/D)	77	660	225	106	261	119	134	191	177	143	109	66	2,268	0.2%
		GVW 10 - 24 Ton (G/D)	92	106	185	143	51	126	223	214	162	45	32	187	1,566	0.1%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		169	766	410	249	312	245	357	405	339	188	141	253	3,834	0.3%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	16,598	17,371	16,776	16,403	14,684	15,389	14,738	16,318	18,028	17,330	17,080	16,432	197,147	16.3%
		GVW 5 - 10 Ton (G/D)	8,526	9,600	10,452	9,477	7,418	7,750	5,196	6,289	6,687	8,049	7,790	6,953	94,187	7.8%
		GVW 10 - 24 Ton (G/D)	720	803	1,044	615	510	917	472	564	730	862	681	657	8,575	0.7%
		GVW > 24 Ton (G/D)	1,117	1,522	1,917	1,047	1,125	1,079	467	775	959	1,150	1,088	1,088	13,334	1.1%
	SUB TOTAL		26,961	29,296	30,189	27,542	23,737	25,135	20,873	23,946	26,404	27,391	26,639	25,130	313,243	25.9%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	806	994	1,006	1,127	973	996	952	1,216	934	849	910	724	11,487	1.0%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		806	994	1,006	1,127	973	996	952	1,216	934	849	910	724	11,487	1.0%
7.	KBM HEMAT ENERGI & TERJANGKAU 4X2	CC ≤ 1200 (G)	14,286	16,270	13,443	13,649	12,251	15,744	13,592	14,517	13,708	17,164	15,281	12,215	172,120	14.2%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		14,286	16,270	13,443	13,649	12,251	15,744	13,592	14,517	13,708	17,164	15,281	12,215	172,120	14%
MARKET TOTAL			103,609	111,825	113,067	106,129	96,874	110,614	91,334	96,653	102,572	105,222	91,327	78,802	1,208,028	100%
CUMMULATIVE			103,609	215,434	328,501	434,630	531,504	642,118	733,452	830,105	932,677	1,037,899	1,129,226	1,208,028		

B. RETAIL SALES

CATEGORY			MONTH												RETAIL	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2014	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,086	1,156	1,478	901	1,082	1,038	942	547	758	497	571	637	10,693	0.9%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	817	1,157	2,739	1,121	1,335	1,141	679	661	777	931	792	780	12,930	1.1%
		CC > 3.001 (G)/2.501 (D)	9	36	21	32	13	16	8	15	37	34	10	33	264	0.0%
	SUB TOTAL		1,912	2,349	4,238	2,054	2,430	2,195	1,629	1,223	1,572	1,462	1,373	1,450	23,887	2.0%
2.	4X2 TYPE	CC < 1.500 (G/D)	43,227	44,988	48,322	48,356	49,022	50,897	45,679	41,852	44,460	42,502	41,811	48,008	549,124	45.9%
		1.501 < CC ≤ 2.500 (G/D)	10,209	10,448	11,696	9,576	10,480	11,055	9,349	8,185	9,342	10,048	8,989	8,734	118,111	9.9%
		2.501 < CC ≤ 3.000 (G)	127	126	64	199	80	202	195	167	196	131	97	61	1,645	0.1%
		CC > 3.001 (G)/2.501 (D)	4	10	28	50	61	55	32	55	65	50	39	33	482	0.0%
	SUB TOTAL		53,567	55,572	60,110	58,181	59,643	62,209	55,255	50,259	54,063	52,731	50,936	56,836	669,362	56.0%
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	-	1	1	-	2	3	5	1	2	15	0.0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	363	342	311	380	378	394	336	334	295	364	317	261	4,075	0.3%
		CC > 3.001 (G)/2.500 (D)	153	252	377	92	90	148	113	111	123	144	120	83	1,806	0.2%
	SUB TOTAL		516	594	688	472	469	543	449	447	421	513	438	346	5,896	0.5%
4.	BUS	GVW 5 - 10 Ton (G/D)	73	119	132	111	437	216	199	347	134	203	152	125	2,248	0.2%
		GVW 10 - 24 Ton (G/D)	124	125	201	96	111	117	243	226	171	51	32	182	1,679	0.1%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		197	244	333	207	548	333	442	573	305	254	184	307	3,927	0.3%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	15,972	16,147	16,357	15,135	15,126	17,172	14,535	16,330	18,715	18,196	17,836	18,524	200,045	16.7%
		GVW 5 - 10 Ton (G/D)	7,971	8,680	8,973	7,686	6,903	7,953	6,081	6,440	8,419	8,333	8,331	8,274	94,044	7.9%
		GVW 10 - 24 Ton (G/D)	591	681	895	757	552	687	566	688	731	868	768	733	8,517	0.7%
		GVW > 24 Ton (G/D)	1,088	1,329	1,468	1,398	1,099	1,223	703	917	956	1,206	1,096	1,329	13,812	1.2%
	SUB TOTAL		25,622	26,837	27,693	24,976	23,680	27,035	21,885	24,375	28,821	28,603	28,031	28,860	316,418	26.5%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	932	1,074	992	985	837	1,004	881	1,070	1,093	928	915	1,085	11,796	1.0%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		932	1,074	992	985	837	1,004	881	1,070	1,093	928	915	1,085	11,796	1.0%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	14,075	14,083	12,149	11,754	11,300	14,309	13,575	13,774	15,674	14,202	13,408	15,820	164,123	13.6%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		14,075	14,083	12,149	11,754	11,300	14,309	13,575	13,774	15,674	14,202	13,408	15,820	164,123	13.6%
RETAIL TOTAL			96,821	100,753	106,203	98,629	98,907	107,628	94,116	91,721	101,949	98,693	95,285	104,704	1,195,409	100%
CUMMULATIVE			96,821	197,574	303,777	402,406	501,313	608,941	703,057	794,778	896,727	995,420	1,090,705	1,195,409		

C. PRODUCTION

CATEGORY			MONTH												PROD 2014	SHARE %
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,273	2,147	2,809	1,474	1,177	1,483	2,155	4,354	5,548	5,708	4,627	3,820	36,575	2.8%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	250	295	190	283	179	237	207	118	272	320	352	206	2,909	0.2%
		CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	12	25	54	38	45	174	0.0%
	SUB TOTAL		1,523	2,442	2,999	1,757	1,356	1,720	2,362	4,484	5,845	6,082	5,017	4,071	39,658	3.1%
2.	4X2 TYPE	CC < 1.500 (G/D)	49,555	52,469	61,090	59,570	46,882	57,034	46,273	51,833	53,581	53,476	43,355	38,587	613,705	47.3%
		1.501 < CC ≤ 2.500 (G/D)	10,269	10,388	11,677	11,635	8,585	12,037	9,884	9,284	10,419	10,825	8,128	7,869	121,000	9.3%
		2.501 < CC ≤ 3.000 (G)	2,278	2,065	2,351	2,412	1,745	2,184	1,472	2,779	2,753	2,438	2,402	2,344	27,223	2.1%
	SUB TOTAL		62,102	64,922	75,118	73,617	57,212	71,255	57,629	63,896	66,753	66,739	53,885	48,800	761,928	58.7%
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,199	1,185	1,160	1,437	873	1,800	932	1,782	1,535	1,508	1,123	1,501	16,035	1.2%
		CC > 3.001 (G)/2.500 (D)	482	592	746	854	692	871	743	1,271	1,214	1,162	986	880	10,493	0.8%
	SUB TOTAL		1,681	1,777	1,906	2,291	1,565	2,671	1,675	3,053	2,749	2,670	2,109	2,381	26,528	2.0%
4.	BUS	GVW 5 - 10 Ton (G/D)	203	574	242	126	288	132	90	246	174	234	102	27	2,438	0.2%
		GVW 10 - 24 Ton (G/D)	186	222	281	211	258	162	66	34	91	54	56	46	1,667	0.1%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		389	796	523	337	546	294	156	280	265	288	158	73	4,105	0.3%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	14,284	14,004	14,629	14,216	11,197	12,871	10,658	14,170	14,127	14,087	14,167	12,822	161,232	12.4%
		GVW 5 - 10 Ton (G/D)	9,054	9,992	10,921	10,764	8,528	8,408	4,992	6,287	8,074	7,617	5,915	4,934	95,486	7.4%
		GVW 10 - 24 Ton (G/D)	780	800	821	708	671	949	579	452	607	569	600	501	8,037	0.6%
	SUB TOTAL		1,453	1,549	1,504	1,595	1,345	1,494	1,111	1,135	1,548	1,519	1,176	1,062	16,491	1.3%
SUB TOTAL		25,571	26,345	27,875	27,283	21,741	23,722	17,340	22,044	24,356	23,792	21,858	19,319	281,246	21.7%	
6.	DOUBLE CABIN	GVW < 5 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13,466	16,228	14,845	15,614	14,196	17,740	14,478	15,928	15,058	17,815	16,118	13,572	185,058	15.3%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		13,466	16,228	14,845	15,614	14,196	17,740	14,478	15,928	15,058	17,815	16,118	13,572	185,058	15.3%
PRODUCTION TOTAL			104,732	112,510	123,266	120,899	96,616	117,402	93,640	109,685	115,026	117,386	99,145	88,216	1,298,523	100%
PRODUCTION CUM. TOTAL			104,732	217,242	340,508	461,407	558,023	675,425	769,065	878,750	993,776	1,111,162	1,210,307	1,298,523		

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2014 / 2013

A. WHOLESALES

CATEGORY			2014		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2014	2013			2014	2013	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	305	440	-135	-31%	305	595	-290	-49%	11,126	18,982	-7,856	-41%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	597	755	-158	-21%	597	803	-206	-26%	10,113	14,826	-4,713	-32%
		CC > 3.001 (G)/2.500 (D)	79	55	24	44%	79	49	30	61%	375	385	-10	-3%
	SUB TOTAL		981	1,250	-269	-22%	981	1,447	-466	-32%	21,614	34,193	-12,579	-37%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	30,140	37,232	-7,092	-19%	30,140	44,063	-13,923	-32%	551,175	637,665	-86,490	-14%
		1.501 < CC ≤ 2.500 (G/D)	8,835	9,336	-501	-5%	8,835	9,279	-444	-5%	126,339	147,830	-21,491	-15%
		2.501 < CC ≤ 3.000 (G)	139	124	15	12%	139	116	23	20%	1,739	2,346	-607	-26%
		CC > 3.001 (G)/2.500 (D)	22	45	-23	-51%	22	36	-14	-39%	603	307	296	96%
SUB TOTAL		39,136	46,737	-7,601	-16%	39,136	53,494	-14,358	-27%	679,856	788,148	-108,292	-14%	
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	2	1	1	0%	2	-	2	0%	15	-	15	0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	257	304	-47	-15%	257	397	-140	-35%	4,226	4,909	-683	-14%
		CC > 3.001 (G)/2.500 (D)	104	64	40	63%	104	166	-62	-37%	1,633	1,602	31	2%
	SUB TOTAL		363	369	-6	-2%	363	563	-200	-36%	5,874	6,511	-637	-10%
4.	BUS	GVW 5 - 10 Ton (G/D)	66	109	-43	-39%	66	133	-67	-50%	2,268	1,644	624	38%
		GVW 10 - 24 Ton (G/D)	187	32	155	484%	187	410	-223	-54%	1,566	2,410	-844	-35%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		253	141	112	79%	253	543	-290	-53%	3,834	4,054	-220	-5%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	16,432	17,080	-648	-4%	16,432	15,601	831	5%	197,147	190,774	6,373	3%
		GVW 5 - 10 Ton (G/D)	6,953	7,790	-837	-11%	6,953	8,557	-1,604	-19%	94,187	109,447	-15,260	-14%
		GVW 10 - 24 Ton (G/D)	657	681	-24	-4%	657	633	24	4%	8,575	10,125	-1,550	-15%
		GVW > 24 Ton (G/D)	1,088	1,088	0	0%	1,088	1,550	-462	-30%	13,334	19,943	-6,609	-33%
SUB TOTAL		25,130	26,639	-1,509	-6%	25,130	26,341	-1,211	-5%	313,243	330,289	-17,046	-5%	
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	724	910	-186	-20%	724	1,144	-420	-37%	11,487	15,436	-3,949	-26%
	SUB TOTAL		724	910	-186	-20%	724	1,144	-420	-37%	11,487	15,436	-3,949	-26%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	12,215	15,281	(3,066)	-20%	12,215	14,264	-2,049	0%	172,120	51,180	120,940	236%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		12,215	15,281	(3,066)	0%	12,215	14,264	-2,049	0%	172,120	51,180	120,940
TOTAL			78,802	91,327	-12,525	-13.7%	78,802	97,796	-18,994	-19.4%	1,208,028	1,229,811	(21,783)	-1.8%

B. RETAIL SALES

CATEGORY			2014		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2014	2013			2014	2013	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	637	571	66	12%	637	2,386	-1,749	-73%	10,693	18,663	-7,970	-43%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	780	792	-12	-2%	780	1,200	-420	-35%	12,930	14,830	-1,900	-13%
		CC > 3.001 (G)/2.500 (D)	33	10	23	230%	33	40	-7	-18%	264	424	-160	-38%
	SUB TOTAL		1,450	1,373	77	6%	1,450	3,626	-2,176	-60%	23,887	33,917	-10,030	-30%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	48,008	41,811	6,197	15%	48,008	58,107	-10,099	-17%	549,124	633,296	-84,172	-13%
		1.501 < CC ≤ 2.500 (G/D)	8,734	8,989	-255	-3%	8,734	11,946	-3,212	-27%	118,111	148,382	-30,271	-20%
		2.501 < CC ≤ 3.000 (G)	61	97	-36	-37%	61	75	-14	-19%	1,645	2,705	-1,060	-39%
		CC > 3.001 (G)/2.500 (D)	33	39	-6	-15%	33	20	13	65%	482	373	109	29%
SUB TOTAL		56,836	50,936	5,900	12%	56,836	70,148	-13,312	-19%	669,362	784,756	-115,394	-15%	
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	2	1	1	0%	2	-	2	0%	15	-	15	0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	261	317	-56	-18%	261	448	-187	-42%	4,075	5,181	-1,106	-21%
		CC > 3.001 (G)/2.500 (D)	83	120	-37	-31%	83	157	-74	-47%	1,806	1,661	145	9%
	SUB TOTAL		346	438	-92	-21%	346	605	-259	-43%	5,896	6,842	-946	-14%
4.	BUS	GVW 5 - 10 Ton (G/D)	125	152	-27	-18%	125	148	-23	-16%	2,248	1,808	440	24%
		GVW 10 - 24 Ton (G/D)	182	32	150	469%	182	223	-41	-18%	1,679	2,411	-732	-30%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	-	0%
	SUB TOTAL		307	184	123	67%	307	371	-64	-17%	3,927	4,219	-292	-7%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	18,524	17,836	688	4%	18,524	16,640	1,884	11%	200,045	185,110	14,935	8%
		GVW 5 - 10 Ton (G/D)	8,274	8,331	-57	-1%	8,274	9,988	-1,714	-17%	94,044	110,399	-16,355	-15%
		GVW 10 - 24 Ton (G/D)	733	768	-35	-5%	733	734	-1	0%	8,517	10,001	-1,484	-15%
		GVW > 24 Ton (G/D)	1,329	1,096	233	21%	1,329	1,679	-350	-21%	13,812	20,255	-6,443	-32%
	SUB TOTAL		28,860	28,031	829	3%	28,860	29,041	-181	-1%	316,418	325,765	-9,347	-3%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,085	915	170	19%	1,085	1,543	-458	-30%	11,796	17,970	-6,174	-34%
	SUB TOTAL		1,085	915	170	19%	1,085	1,543	-458	-30%	11,796	17,970	-6,174	-34%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	15,820	13,408	2,412	0%	15,820	13,972	1,848	0%	164,123	45,348	118,775	0%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		15,820	13,408	2,412	0%	15,820	13,972	1,848	0%	164,123	45,348	118,775	0%
TOTAL			104,704	95,285	9,419	9.9%	104,704	119,306	-14,602	-12.2%	1,195,409	1,218,817	(23,408)	-1.9%

C. PRODUCTION

CATEGORY			2014		+/-	%	DEC		+/-	%	JAN-DEC			
			DEC	NOV			2014	2013			2014	2013	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	3,820	4,627	-807	-17%	3,820	490	3,330	0%	36,575	860	35,715	4153%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	206	352	-146	-41%	206	211	-5	-2%	2,909	4,141	-1,232	-30%
		CC > 3.001 (G)/2.500 (D)	45	38	7	0%	45	-	45	0%	174	90	84	93%
	SUB TOTAL		4,071	5,017	-946	-19%	4,071	701	3,370	481%	39,658	5,091	34,567	679%
2.	4X2 TYPE	CC < 1.500 (G/D)	38,587	43,355	-4,768	-11%	38,587	42,892	-4,305	-10%	613,705	669,814	-56,109	-8%
		1.501 < CC ≤ 2.500 (G/D)	7,869	8,128	-259	-3%	7,869	9,135	-1,266	-14%	121,000	142,136	-21,136	-15%
		2.501 < CC ≤ 3.000 (G)	2,344	2,402	-58	-2%	2,344	2,504	-160	-6%	27,223	29,831	-2,608	-9%
		CC > 3.001 (G)/2.500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
SUB TOTAL		48,800	53,885	-5,085	-9%	48,800	54,531	-5,731	-11%	761,928	841,781	-79,853	-9%	
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,501	1,123	378	34%	1,501	898	603	67%	16,035	15,975	60	0%
		CC > 3.001 (G)/2.500 (D)	880	986	-106	-11%	880	607	273	45%	10,493	8,856	1,637	18%
	SUB TOTAL		2,381	2,109	272	13%	2,381	1,505	876	58%	26,528	24,831	1,697	7%
4.	BUS	GVW 5 - 10 Ton (G/D)	27	102	-75	-74%	27	141	-114	-81%	2,438	2,399	39	2%
		GVW 10 - 24 Ton (G/D)	46	56	-10	-18%	46	240	-194	-81%	1,667	2,303	-636	-28%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		73	158	-85	-54%	73	381	-308	-81%	4,105	4,702	-597	-13%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	12,822	14,167	-1,345	-9%	12,822	10,427	2,395	23%	161,232	140,167	21,065	15%
		GVW 5 - 10 Ton (G/D)	4,934	5,915	-981	-17%	4,934	8,127	-3,193	-39%	95,486	107,860	-12,374	-11%
		GVW 10 - 24 Ton (G/D)	501	600	-99	-17%	501	629	-128	-20%	8,037	9,575	-1,538	-16%
		GVW > 24 Ton (G/D)	1,062	1,176	-114	-10%	1,062	1,406	-344	-24%	16,491	19,311	-2,820	-15%
	SUB TOTAL		19,319	21,858	-2,539	-12%	19,319	20,589	-1,270	-6%	281,246	276,913	4,333	2%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13,572	16,118	(2,546)	0%	13,572	15,392	-1,820	0%	185,058	53,050	132,008	249%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		13,572	16,118	(2,546)	0%	13,572	15,392	-1,820	0%	185,058	53,050	132,008	249%
TOTAL			88,216	99,145	-10,929	-11.0%	88,216	93,099	-4,883	-5.2%	1,298,523	1,206,368	92,155	7.6%