

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2019

WHOLESALES																MARKET 2019	SHARE %
CATEGORY			MONTH														
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	56	177	188	107	123	134	223	201	135	109	189	109	1,751	0.2%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	175	382	355	281	418	219	487	481	490	428	471	385	4,572	0.4%	
		CC > 3.001 (G)/2.501 (D)	6	7	2	5	4	3	5	7	2	32	8	8	89	0.0%	
	SUB TOTAL		237	566	545	393	545	356	715	689	627	569	668	502	6,412	0.6%	
2.	4X2 TYPE	CC < 1.500 (G/D)	30,307	34,486	42,790	37,824	37,923	24,530	39,096	40,246	41,770	40,101	38,383	35,180	442,636	43.0%	
		1.501 < CC ≤ 2.500 (G/D)	9,210	9,558	10,916	10,049	10,158	7,662	8,704	9,656	8,641	9,885	9,720	9,161	113,320	11.0%	
		2.501 < CC ≤ 3.000 (G)	101	129	95	70	85	29	35	199	243	197	228	182	1,593	0.2%	
		CC > 3.001 (G)/2.501 (D)	-	2	4	11	8	4	9	2	1	1	6	16	64	0.0%	
SUB TOTAL		39,618	44,175	53,805	47,954	48,174	32,225	47,844	50,103	50,655	50,184	48,337	44,539	557,613	54.1%		
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	1	2	-	180	115	66	81	50	44	13	552	0.1%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	184	230	281	152	138	172	164	210	311	251	190	173	2,456	0.2%	
		CC > 3.001 (G)/2.500 (D)	88	89	105	104	111	84	125	96	74	57	59	60	1,052	0.1%	
	SUB TOTAL		272	319	387	258	249	436	404	372	466	358	293	246	4,060	0.4%	
4.	BUS	GVW 5 - 10 Ton (G/D)	136	147	143	142	80	105	119	153	252	187	101	61	1,626	0.2%	
		GVW 10 - 24 Ton (G/D)	293	193	139	181	37	112	114	149	142	207	125	418	2,110	0.2%	
		GVW > 24 Ton (G/D)	-	-	1	-	-	11	-	9	5	1	2	9	38	0.0%	
	SUB TOTAL		429	340	283	323	117	228	233	311	399	395	228	488	3,774	0.4%	
5.	PICK UP	GVW < 5 Ton (G/D)	14,246	9,903	8,774	8,894	10,128	8,922	11,719	12,432	12,312	12,497	12,326	13,230	135,383	13.1%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,772	5,649	4,404	3,853	3,758	4,149	5,173	5,777	5,966	7,148	5,917	6,189	64,755	6.3%	
		GVW 10 - 24 Ton (G/D)	682	535	548	479	620	586	746	793	788	885	523	753	7,938	0.8%	
		GVW > 24 Ton (G/D)	1,843	1,948	2,262	1,493	1,343	1,169	1,657	2,046	1,839	1,887	1,549	1,865	20,901	2.0%	
	SUB TOTAL		9,297	8,132	7,214	5,825	5,721	5,904	7,576	8,616	8,593	9,920	7,989	8,807	93,594	9.1%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,094	1,142	1,168	1,005	912	803	1,069	1,128	871	987	796	861	11,836	1.1%	
	SUB TOTAL		1,094	1,142	1,168	1,005	912	803	1,069	1,128	871	987	796	861	11,836	1.1%	
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,962	17,232	18,192	19,404	18,263	10,726	19,694	16,917	19,252	21,218	20,603	18,991	217,454	21.1%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
	SUB TOTAL		16,962	17,232	18,192	19,404	18,263	10,726	19,694	16,917	19,252	21,218	20,603	18,991	217,454	21%	
MARKET TOTAL			82,155	81,809	90,368	84,056	84,109	59,600	89,254	90,568	93,175	96,128	91,240	87,664			
CUMMULATIVE			82,155	163,964	254,332	338,388	422,497	482,097	571,351	661,919	755,094	851,222	942,462	1,030,126	1,030,126	100%	

RETAIL SALES															RETAIL 2019	SHARE %
CATEGORY			MONTH													
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	159	136	228	168	178	119	199	164	199	168	192	230	2,140	0.2%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	164	308	395	306	384	199	468	498	465	408	506	464	4,565	0.4%
		CC > 3.001 (G)/2.501 (D)	7	7	2	5	3	4	5	5	3	33	8	4	86	0.0%
	SUB TOTAL		330	451	625	479	565	322	672	667	667	609	706	698	6,791	0.7%
2.	4X2 TYPE	CC < 1.500 (G/D)	37,757	35,418	39,950	35,403	41,201	28,200	37,300	37,701	34,448	36,843	38,893	42,098	445,212	42.7%
		1.501 < CC ≤ 2.500 (G/D)	10,255	9,888	10,618	9,182	10,937	7,888	10,264	10,785	9,038	9,811	10,444	11,049	120,159	11.5%
		2.501 < CC ≤ 3.000 (G)	86	85	108	88	91	41	71	163	182	201	210	181	1,507	0.1%
		CC > 3.001 (G)/2.501 (D)	1	-	-	-	-	-	-	-	-	-	7	4	12	0.0%
SUB TOTAL		48,099	45,391	50,676	44,673	52,229	36,129	47,635	48,649	43,668	46,855	49,554	53,332	566,890	54.4%	
3.	4X4 TYPE	CC < 1.500 (G/D)	7	5	7	5	-	1	229	104	67	40	51	46	562	0.1%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	149	201	273	220	167	146	196	188	277	265	225	197	2,504	0.2%
		CC > 3.001 (G)/2.500 (D)	76	85	101	94	73	104	87	95	80	96	101	68	1,060	0.1%
	SUB TOTAL		232	291	381	319	240	251	512	387	424	401	377	311	4,126	0.4%
4.	BUS	GVW 5 - 10 Ton (G/D)	190	112	141	175	95	93	117	137	260	170	113	93	1,696	0.2%
		GVW 10 - 24 Ton (G/D)	252	196	183	202	122	75	144	118	116	164	156	210	1,938	0.2%
		GVW > 24 Ton (G/D)	1	-	1	-	-	11	-	-	2	2	5	5	27	0.0%
	SUB TOTAL		443	308	325	377	217	179	261	255	378	336	274	308	3,661	0.4%
5.	PICK UP	GVW < 5 Ton (G/D)	11,415	10,134	10,555	10,162	10,801	8,594	11,619	12,237	11,504	12,046	13,069	13,492	135,628	13.0%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,183	4,932	4,551	4,664	3,845	3,847	5,165	5,555	5,910	6,544	6,600	6,723	64,519	6.2%
		GVW 10 - 24 Ton (G/D)	673	498	658	437	567	487	705	616	835	647	732	830	7,685	0.7%
		GVW > 24 Ton (G/D)	1,878	1,835	2,366	1,374	1,365	1,149	1,606	1,948	1,817	1,941	1,585	1,751	20,615	2.0%
	SUB TOTAL		8,734	7,265	7,575	6,475	5,777	5,483	7,476	8,119	8,562	9,132	8,917	9,304	92,819	8.9%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,154	1,186	1,227	1,147	991	713	1,060	948	786	1,005	1,003	876	12,096	1.2%
		SUB TOTAL		1,154	1,186	1,227	1,147	991	713	1,060	948	786	1,005	1,003	876	12,096
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	17,148	16,267	19,751	16,990	23,061	14,079	18,376	17,996	16,864	18,530	19,418	22,526	221,006
CC ≤ 1500 (D)			-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
SUB TOTAL			17,148	16,267	19,751	16,990	23,061	14,079	18,376	17,996	16,864	18,530	19,418	22,526	221,006	21.5%
RETAIL TOTAL			87,555	81,293	91,115	80,622	93,881	65,750	87,611	89,258	82,853	88,914	93,318	100,847	1,043,017	100%
CUMMULATIVE			87,555	168,848	259,963	340,585	434,466	500,216	587,827	677,085	759,938	848,852	942,170	1,043,017		

PRODUCTION																PROD 2019	SHARE %
CATEGORY			MONTH														
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	1,421	1,908	2,319	2,028	3,090	1,966	3,612	3,563	2,349	3,782	3,165	2,320	31,523	2.4%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	30	27	13	26	20	3	44	129	167	132	251	163	1,005	0.1%	
		CC > 3.001 (G)/2.500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	1,451	1,935	2,332	2,054	3,110	1,969	3,656	3,692	2,516	3,914	3,416	2,483	32,528	2.5%	
2.	4X2 TYPE	CC < 1.500 (G/D)	47,434	43,349	50,137	52,578	49,517	33,503	60,713	62,685	62,393	60,403	53,711	44,158	620,581	48.2%	
		1.501 < CC ≤ 2.500 (G/D)	10,900	9,130	10,520	9,863	9,500	5,913	9,127	10,080	9,662	9,181	7,941	6,776	108,593	8.4%	
		2.501 < CC ≤ 3.000 (G)	1,710	2,118	1,602	1,523	2,006	1,333	1,584	1,172	1,187	954	1,464	1,258	17,911	1.4%	
		CC > 3.001 (G)/2.500 (D)	19	15	-	5	-	-	-	-	-	-	-	-	-	39	0.0%
		SUB TOTAL	60,063	54,612	62,259	63,969	61,023	40,749	71,424	73,937	73,242	70,538	63,116	52,192	747,124	58.1%	
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	-	-	2	-	-	-	-	-	-	-	2	0.0%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,204	1,173	1,255	994	1,213	963	1,724	1,543	1,419	1,490	1,281	1,095	15,354	1.2%	
		CC > 3.001 (G)/2.500 (D)	186	303	388	387	579	433	736	597	559	564	506	391	5,629	0.4%	
		SUB TOTAL	1,390	1,476	1,643	1,381	1,794	1,396	2,460	2,140	1,978	2,054	1,787	1,486	20,985	1.6%	
4.	BUS	GVW 5 - 10 Ton (G/D)	180	141	112	178	241	188	344	191	140	166	108	83	2,072	0.2%	
		GVW 10 - 24 Ton (G/D)	126	114	124	66	30	62	88	73	91	138	157	134	1,203	0.1%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	306	255	236	244	271	250	432	264	231	304	265	217	3,275	0.3%	
5.	PICK UP	GVW < 5 Ton (G/D)	12,665	6,730	15,163	10,318	10,894	6,941	13,849	13,043	14,392	14,452	14,449	13,185	146,150	11.4%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	7,126	7,065	6,852	5,046	4,358	3,341	5,278	5,231	5,193	5,538	6,253	5,889	67,170	5.2%	
		GVW 10 - 24 Ton (G/D)	668	937	759	712	586	426	607	630	598	603	490	373	7,389	0.6%	
		GVW > 24 Ton (G/D)	2,526	2,012	1,803	1,350	1,201	825	1,430	1,085	1,011	1,357	1,087	1,511	17,198	1.3%	
		SUB TOTAL	10,320	10,014	9,414	7,108	6,145	4,592	7,315	6,946	6,802	7,498	7,830	7,773	91,757	7.1%	
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)	20,096	20,082	22,756	19,569	20,105	13,316	20,422	19,686	21,797	24,139	22,102	20,959	245,029	19.0%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	20,096	20,082	22,756	19,569	20,105	13,316	20,422	19,686	21,797	24,139	22,102	20,959	245,029	19.0%	
PRODUCTION TOTAL			106,291	95,104	113,803	104,643	103,342	69,213	119,558	119,708	120,958	122,968	112,965	98,295	1,286,848	100%	
PRODUCTION CUM. TOTAL			106,291	201,395	315,198	419,841	523,183	592,396	711,954	831,662	952,620	1,075,588	1,188,553	1,286,848			

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2019/2018

WHOLESALES														
CATEGORY			2019		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2019	2018			2019	2018	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	109	189	-80	-42%	109	324	-215	-66%	1,751	3,237	-1,486	-46%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	385	471	-86	-18%	385	98	287	293%	4,572	3,273	1,299	40%
		CC > 3.001 (G)/2.500 (D)	8	8	0	0%	8	14	-6	-43%	89	194	-105	-54%
	SUB TOTAL		502	668	-166	-25%	502	436	66	15%	6,412	6,704	-292	-4%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	35,180	38,383	-3,203	-8%	35,180	37,108	-1,928	-5%	442,636	494,358	-51,722	-10%
		1.501 < CC ≤ 2.500 (G/D)	9,161	9,720	-559	-6%	9,161	10,529	-1,368	-13%	113,320	138,912	-25,592	-18%
		2.501 < CC ≤ 3.000 (G)	182	228	-46	-20%	182	116	66	57%	1,593	1,033	560	54%
		CC > 3.001 (G)/2.500 (D)	16	6	10	167%	16	3	13	433%	64	77	-13	-17%
	SUB TOTAL		44,539	48,337	-3,798	-8%	44,539	47,756	-3,217	-7%	557,613	634,380	-76,767	-12%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	13	44	(31)	-70%	13	-	13	0%	552	55	497	904%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	173	190	-17	-9%	173	127	46	36%	2,456	2,011	445	22%
		CC > 3.001 (G)/2.500 (D)	60	59	1	2%	60	98	-38	-39%	1,052	1,084	-32	-3%
	SUB TOTAL		246	293	-47	-16%	246	225	21	9%	4,060	3,150	910	29%
4.	BUS	GVW 5 - 10 Ton (G/D)	61	101	-40	-40%	61	121	-60	-50%	1,626	2,125	-499	-23%
		GVW 10 - 24 Ton (G/D)	418	125	293	234%	418	104	314	302%	2,110	1,372	738	54%
		GVW > 24 Ton (G/D)	9	2	7	350%	9	-	9	0%	38	22	16	73%
	SUB TOTAL		488	228	260	114%	488	225	263	117%	3,774	3,519	255	7%
5.	PICK UP	GVW < 5 Ton (G/D)	13,230	12,326	904	7%	13,230	10,176	3,054	30%	135,383	143,473	-8,090	-6%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,189	5,917	272	5%	6,189	6,059	130	2%	64,755	76,810	-12,055	-16%
		GVW 10 - 24 Ton (G/D)	753	523	230	44%	753	643	110	17%	7,938	7,274	664	9%
		GVW > 24 Ton (G/D)	1,865	1,549	316	20%	1,865	2,915	-1,050	-36%	20,901	29,825	-8,924	-30%
	SUB TOTAL		8,807	7,989	818	10%	8,807	9,617	-810	-8%	93,594	113,909	-20,315	-18%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	861	796	65	8%	861	1,062	-201	-19%	11,836	15,730	-3,894	-25%
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		861	796	65	8%	861	1,062	-201	-19%	11,836	15,730	-3,894	-25%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	18,991	20,603	(1,612)	-8%	18,991	18,349	642	3%	217,454	230,443	-12,989	-6%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		18,991	20,603	(1,612)	-8%	18,991	18,349	642	3%	217,454	230,443	-12,989	-5.6%
TOTAL			87,664	91,240	-3,576	-4%	87,664	87,846	-182	0%	1,030,126	1,151,308	(121,182)	-10.5%

RETAIL SALES														
CATEGORY			2019		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2019	2018			2019	2018	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	230	192	38	19.8%	230	345	-115	-33%	2,140	4,212	-2,072	-49%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	464	506	-42	-8.3%	464	140	324	231%	4,565	3,388	1,177	35%
		CC > 3.001 (G)/2.500 (D)	4	8	-4	-50.0%	4	15	-11	-73%	86	186	-100	-54%
	SUB TOTAL		698	706	-8	-1.1%	698	500	198	40%	6,791	7,786	-995	-13%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	42,098	38,893	3,205	8.2%	42,098	45,850	-3,752	-8%	445,212	503,242	-58,030	-12%
		1.501 < CC ≤ 2.500 (G/D)	11,049	10,444	605	5.8%	11,049	12,060	-1,011	-8%	120,159	137,456	-17,297	-13%
		2.501 < CC ≤ 3.000 (G)	181	210	-29	-13.8%	181	147	34	23%	1,507	1,267	240	19%
		CC > 3.001 (G)/2.500 (D)	4	7	-3	-42.9%	4	4	0	0%	12	6	6	100%
SUB TOTAL		53,332	49,554	3,778	7.6%	53,332	58,061	-4,729	-8%	566,890	641,971	-75,081	-12%	
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	46	51	(5)	-9.8%	46	3	43	1433%	562	105	457	435%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	197	225	-28	-12.4%	197	149	48	32%	2,504	2,068	436	21%
		CC > 3.001 (G)/2.500 (D)	68	101	-33	-32.7%	68	67	1	1%	1,060	1,069	-9	-1%
	SUB TOTAL		311	377	-66	-17.5%	311	219	92	42%	4,126	3,242	884	27%
4.	BUS	GVW 5 - 10 Ton (G/D)	93	113	-20	-17.7%	93	201	-108	-54%	1,696	2,195	-499	-23%
		GVW 10 - 24 Ton (G/D)	210	156	54	34.6%	210	137	73	53%	1,938	1,417	521	37%
		GVW > 24 Ton (G/D)	5	5	0	0.0%	5	-	5	0%	27	22	5	23%
	SUB TOTAL		308	274	34	12.4%	308	338	-30	-9%	3,661	3,634	27	1%
5.	PICK UP	GVW < 5 Ton (G/D)	13,492	13,069	423	3.2%	13,492	12,710	782	6%	135,628	142,337	-6,709	-5%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	6,723	6,600	123	1.9%	6,723	7,889	-1,166	-15%	64,519	75,751	-11,232	-15%
		GVW 10 - 24 Ton (G/D)	830	732	98	13.4%	830	734	96	13%	7,685	7,579	106	1%
		GVW > 24 Ton (G/D)	1,751	1,585	166	10.5%	1,751	2,879	-1,128	-39%	20,615	29,454	-8,839	-30%
	SUB TOTAL		9,304	8,917	387	4.3%	9,304	11,502	-2,198	-19%	92,819	112,784	-19,965	-18%
7	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	876	1,003	-127	-12.7%	876	1,269	-393	-31%	12,096	15,407	-3,311	-21%
		For all CC	-	-	0	0.0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		876	1,003	(127)	-12.7%	876	1,269	-393	-31%	12,096	15,407	-3,311	-21%
8	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	22,526	19,418	3,108	16.0%	22,526	24,881	-2,355	-9%	221,006	225,480	-4,474	-2%
		CC ≤ 1500 (D)	-	-	-	0.0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		22,526	19,418	3,108	16.0%	22,526	24,881	-2,355	-9%	221,006	225,480	-4,474	-2%
TOTAL			100,847	93,318	7,529	8.1%	100,847	109,480	-8,633	-7.9%	1,043,017	1,152,641	(109,624)	-9.5%

PRODUCTION														
CATEGORY			2019		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2019	2018			2019	2018	+/-	%
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	2,320	3,165	-845	-27%	2,320	1,504	816	54%	31,523	23,822	7,701	32%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	163	251	-88	-35%	163	220	-57	-26%	1,005	1,985	-980	-49%
		CC > 3.001 (G)/2.500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		2,483	3,416	-933	-27%	2,483	1,724	759	44%	32,528	25,807	6,721	26%
2.	4X2 TYPE	CC < 1.500 (G/D)	44,158	53,711	-9,553	-18%	44,158	40,890	3,268	8%	620,581	588,479	32,102	5%
		1.501 < CC ≤ 2.500 (G/D)	6,776	7,941	-1,165	-15%	6,776	10,616	-3,840	-36%	108,593	148,258	-39,665	-27%
		2.501 < CC ≤ 3.000 (G)	1,258	1,464	-206	-14%	1,258	379	879	232%	17,911	6,824	11,087	162%
		CC > 3.001 (G)/2.500 (D)	-	-	-	0%	-	56	(56)	-100%	39	1,093	(1,054)	-96%
SUB TOTAL		52,192	63,116	-10,924	-17%	52,192	51,941	251	0%	747,124	744,654	2,470	0%	
3.	4X4 TYPE	CC < 1.500 (G/D)	-	-	-	0%	-	-	-	0%	2	6	(4)	-67%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1,095	1,281	-186	-15%	1,095	1,772	-677	-38%	15,354	16,979	-1,625	-10%
		CC > 3.001 (G)/2.500 (D)	391	506	-115	-23%	391	532	-141	-27%	5,629	7,147	-1,518	-21%
	SUB TOTAL		1,486	1,787	-301	-17%	1,486	2,304	-818	-36%	20,985	24,132	-3,147	-13%
4.	BUS	GVW 5 - 10 Ton (G/D)	83	108	-25	-23%	83	118	-35	-30%	2,072	1,960	112	6%
		GVW 10 - 24 Ton (G/D)	134	157	-23	-15%	134	132	2	2%	1,203	1,500	-297	-20%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		217	265	-48	-18%	217	250	-33	-13%	3,275	3,460	-185	-5%
5.	PICK UP	GVW < 5 Ton (G/D)	13,185	14,449	-1,264	-9%	13,185	12,694	491	4%	146,150	166,338	-20,188	-12%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	5,889	6,253	-364	-6%	5,889	5,790	99	2%	67,170	81,082	-13,912	-17%
		GVW 10 - 24 Ton (G/D)	373	490	-117	-24%	373	883	-510	-58%	7,389	10,500	-3,111	-30%
		GVW > 24 Ton (G/D)	1,511	1,087	424	39%	1,511	2,179	-668	-31%	17,198	26,560	-9,362	-35%
	SUB TOTAL		7,773	7,830	-57	-1%	7,773	8,852	-1,079	-12%	91,757	118,142	-26,385	-22%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	20,959	22,102	(1,143)	-5%	20,959	20,696	263	1%	245,029	261,170	-16,141	-6%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		20,959	22,102	(1,143)	-5%	20,959	20,696	263	1%	245,029	261,170	-16,141	-6%
TOTAL			98,295	112,965	-14,670	-13.0%	98,295	98,461	-166	-0.2%	1,286,848	1,343,703	(56,855)	-4.2%