

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DES 2013

A. WHOLESALES

CATEGORY			MONTH												MARKET	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2013	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	981	1,300	1,241	994	1,006	1,937	2,578	3,046	1,931	2,136	1,237	595	18,982	1.5%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	944	1,373	1,524	1,478	1,583	1,397	1,315	885	990	1,006	1,528	803	14,826	1.2%
		CC > 3,001 (G)/2,501 (D)	18	27	29	36	63	23	17	19	30	43	31	49	385	0.0%
		SUB TOTAL	1,943	2,700	2,794	2,508	2,652	3,357	3,910	3,950	2,951	3,185	2,796	1,447	34,193	2.8%
2.	4X2 TYPE	CC < 1,500 (G/D)	48,813	53,437	51,447	57,705	57,381	57,602	63,773	44,130	59,216	51,282	48,816	44,063	637,665	51.9%
		1,501 < CC ≤ 2,500 (G/D)	15,076	15,681	14,171	12,388	11,952	12,356	13,678	6,518	12,008	12,925	11,798	9,279	147,830	12.0%
		2,501 < CC ≤ 3,000 (G)	353	354	286	342	249	188	252	56	23	2	125	116	2,346	0.2%
		CC > 3,001 (G)/2,501 (D)	17	7	71	19	22	14	6	29	32	22	32	36	307	0.0%
SUB TOTAL			64,259	69,479	65,975	70,454	69,604	70,160	77,709	50,733	71,279	64,231	60,771	53,494	788,148	64.1%
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	413	380	401	412	514	526	490	300	275	449	352	397	4,909	0.4%
		CC > 3,001 (G)/2,500 (D)	67	267	126	117	115	90	103	114	227	170	40	166	1,602	0.1%
		SUB TOTAL	480	647	527	529	629	616	593	414	502	619	392	563	6,511	0.5%
4.	BUS	GVW 5 - 10 Ton (G/D)	109	131	128	170	192	159	151	88	185	72	126	133	1,644	0.1%
		GVW 10 - 24 Ton (G/D)	176	284	307	166	148	202	175	147	41	150	204	410	2,410	0.2%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	285	415	435	336	340	361	326	235	226	222	330	543	4,054	0.3%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	15,257	15,984	12,953	15,079	13,434	16,869	17,733	12,606	18,587	18,899	17,772	15,601	190,774	15.5%
		GVW 5 - 10 Ton (G/D)	10,241	10,366	10,110	9,651	9,013	8,921	8,037	6,700	9,595	9,054	9,202	8,557	109,447	8.9%
		GVW 10 - 24 Ton (G/D)	1,055	854	828	882	916	868	699	700	1,027	913	750	633	10,125	0.8%
		GVW > 24 Ton (G/D)	1,434	1,481	1,484	1,479	1,718	2,013	1,808	1,625	1,995	1,861	1,495	1,550	19,943	1.6%
		SUB TOTAL	27,987	28,685	25,375	27,091	25,081	28,671	28,277	21,631	31,204	30,727	29,219	26,341	330,289	26.9%
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,738	1,411	871	1,299	1,356	1,046	1,282	996	1,317	1,482	1,494	1,144	15,436	1.3%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	1,738	1,411	871	1,299	1,356	1,046	1,282	996	1,317	1,482	1,494	1,144	15,436	1.3%
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	-	-	-	-	-	-	8	1	8,500	11,592	16,815	14,264	51,180	4.2%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	-	-	-	-	-	-	-	8	1	8,500	11,592	16,815	14,264	51,180
MARKET TOTAL			96,692	103,337	95,977	102,217	99,662	104,211	112,105	77,960	115,979	112,058	111,817	97,796	1,229,811	100%
CUMULATIVE			96,692	200,029	296,006	398,223	497,885	602,096	714,201	792,161	908,140	1,020,198	1,132,015	1,229,811		

B. RETAIL SALES

CATEGORY		MONTH												RETAIL	SHARE		
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2013	%		
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	930	961	1,073	748	768	1,415	2,307	2,340	2,405	2,078	1,252	2,386	18,663	1.5%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	1,027	1,276	1,277	1,339	1,394	1,313	1,264	916	1,239	1,111	1,474	1,200	14,830	1.2%	
		CC > 3,001 (G)/2,501 (D)	28	24	43	32	62	33	21	21	41	42	37	40	424	0.0%	
		SUB TOTAL	1,985	2,261	2,393	2,119	2,224	2,761	3,592	3,277	3,685	3,231	2,763	3,626	33,917	2.8%	
2.	4X2 TYPE	CC < 1,500 (G/D)	45,678	48,966	52,286	53,750	56,674	59,549	62,853	42,518	55,169	48,470	49,276	58,107	633,296	52.0%	
		1,501 < CC ≤ 2,500 (G/D)	14,044	14,084	13,625	12,878	12,532	12,503	13,820	8,565	12,032	11,286	11,067	11,946	148,382	12.2%	
		2,501 < CC ≤ 3,000 (G)	259	343	268	299	279	218	318	184	181	88	193	75	2,705	0.2%	
		CC > 3,001 (G)/2,501 (D)	21	40	41	47	51	39	26	10	14	39	25	20	373	0.0%	
SUB TOTAL		60,002	63,433	66,220	66,974	69,536	72,309	77,017	51,277	67,396	59,883	60,561	70,148	784,756	64.4%		
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	422	412	448	475	518	440	503	303	376	460	376	448	5,181	0.4%	
		CC > 3,001 (G)/2,500 (D)	61	248	153	129	159	90	98	116	230	181	39	157	1,661	0.1%	
		SUB TOTAL	483	660	601	604	677	530	601	419	606	641	415	605	6,842	0.6%	
4.	BUS	GVW 5 - 10 Ton (G/D)	123	102	136	191	142	161	266	81	135	151	172	148	1,808	0.1%	
		GVW 10 - 24 Ton (G/D)	293	270	330	179	146	233	233	151	50	88	215	223	2,411	0.2%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	416	372	466	370	288	394	499	232	185	239	387	371	4,219	0.3%	
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	14,982	15,601	14,771	14,624	13,895	14,664	16,615	12,296	17,570	17,210	16,242	16,640	185,110	15.2%	
		GVW 5 - 10 Ton (G/D)	9,120	8,981	8,033	8,401	9,401	9,292	9,272	6,674	9,471	11,651	10,115	9,988	110,399	9.1%	
		GVW 10 - 24 Ton (G/D)	929	781	740	844	860	827	838	725	866	1,046	811	734	10,001	0.8%	
		GVW > 24 Ton (G/D)	1,498	1,513	1,484	1,493	1,761	1,894	1,557	1,735	2,207	1,710	1,679	20,255	1.7%		
		SUB TOTAL	26,529	26,876	25,028	25,362	25,917	26,667	28,379	21,272	29,702	32,114	28,878	29,041	325,765	26.7%	
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,165	1,380	1,458	1,573	1,813	1,541	1,604	1,302	1,447	1,569	1,575	1,543	17,970	1.5%	
		SUB TOTAL	1,165	1,380	1,458	1,573	1,813	1,541	1,604	1,302	1,447	1,569	1,575	1,543	17,970	1.5%	
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	-	-	-	-	-	-	-	1	5,744	11,134	14,497	13,972	45,348	3.7%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	-	-	-	-	-	-	-	-	1	5,744	11,134	14,497	13,972	45,348	3.7%
RETAIL TOTAL		90,580	94,982	96,166	97,002	100,455	104,202	111,692	77,780	108,765	108,811	109,076	119,306	1,218,817	100%		
CUMULATIVE		90,580	185,562	281,728	378,730	479,185	583,387	695,079	772,859	881,624	990,435	1,099,511	1,218,817				

C. PRODUCTION

CATEGORY		MONTH												PROD	SHARE		
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2013	%		
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	142	74	5	6	48	-	60	23	5	3	4	490	860	0.1%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	462	404	323	452	343	353	408	316	216	328	325	211	4,141	0.3%	
		CC > 3,001 (G)/2,500 (D)	10	17	15	27	4	8	5	3	-	1	-	-	90	0.0%	
		SUB TOTAL	614	495	343	485	395	361	473	342	221	332	329	701	5,091	0.4%	
2.	4X2 TYPE	CC < 1,500 (G/D)	53,562	54,578	48,508	58,890	60,050	58,282	66,025	47,908	64,923	60,806	53,390	42,892	669,814	55.5%	
		1,501 < CC ≤ 2,500 (G/D)	14,538	15,252	12,427	12,099	11,900	11,369	12,114	6,827	12,816	12,859	10,800	9,135	142,136	11.8%	
		2,501 < CC ≤ 3,000 (G)	2,127	2,224	2,977	2,849	2,535	1,623	2,448	2,067	2,906	2,959	2,612	2,504	29,831	2.5%	
		CC > 3,001 (G)/2,500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		70,227	72,054	63,912	73,838	74,485	71,274	80,587	56,802	80,645	76,624	66,802	54,531	841,781	69.8%		
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	1,513	1,400	1,301	1,774	1,783	799	929	927	1,678	1,728	1,245	898	15,975	1.3%	
		CC > 3,001 (G)/2,500 (D)	617	633	675	783	908	519	712	614	917	1,021	850	607	8,856	0.7%	
		SUB TOTAL	2,130	2,033	1,976	2,557	2,691	1,318	1,641	1,541	2,595	2,749	2,095	1,505	24,831	2.1%	
4.	BUS	GVW 5 - 10 Ton (G/D)	209	309	157	227	232	159	199	69	200	192	305	141	2,399	0.2%	
		GVW 10 - 24 Ton (G/D)	216	289	299	335	250	68	96	67	83	78	282	240	2,303	0.2%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	425	598	456	562	482	227	295	136	283	270	587	381	4,702	0.4%	
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	11,724	11,766	10,030	11,648	10,365	12,393	13,031	9,970	13,105	12,284	13,424	10,427	140,167	11.6%	
		GVW 5 - 10 Ton (G/D)	9,687	10,922	10,599	10,202	9,816	7,767	8,212	6,931	8,274	8,116	9,207	8,127	107,860	8.9%	
		GVW 10 - 24 Ton (G/D)	1,292	930	952	978	713	522	755	420	788	884	732	629	9,375	0.8%	
		GVW > 24 Ton (G/D)	1,265	1,580	1,100	1,209	1,659	1,878	1,981	1,746	1,835	1,995	1,657	1,406	19,311	1.6%	
SUB TOTAL		23,968	25,198	22,681	24,037	22,553	22,560	23,979	19,067	23,982	23,279	25,020	20,589	276,913	23.0%		
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)	481	198	104	99	70	20	85	122	8,904	12,810	14,765	15,392	53,050	4.3%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	481	198	104	99	70	20	85	122	8,904	12,810	14,765	15,392	53,050	4.3%	
PRODUCTION TOTAL		97,845	100,576	89,472	101,578	100,676	95,760	107,060	78,010	116,630	116,064	109,598	93,099	1,206,368	100%		
PRODUCTION CUM. TOTAL		97,845	198,421	287,893	389,471	490,147	585,907	692,967	770,977	887,607	1,003,671	1,113,269	1,206,368				

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DES 2013 / 2012

A. WHOLESALES

CATEGORY			2013		+/-	%	DES		+/-	%	JAN-DES			
			DES	NOV			2013	2012			2013	2012	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	595	1,237	-642	-52%	595	1,460	-865	-59%	18,982	18,998	-16	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	803	1,528	-725	-47%	803	1,349	-546	-40%	14,826	14,754	72	0%
		CC > 3,001 (G)/2,500 (D)	49	31	18	58%	49	35	14	40%	385	469	-84	-18%
	SUB TOTAL		1,447	2,796	-1,349	-48%	1,447	2,844	-1,397	-49%	34,193	34,221	-28	0%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	44,063	48,816	-4,753	-10%	44,063	46,749	-2,686	-6%	637,665	583,107	54,558	9%
		1,501 < CC ≤ 2,500 (G/D)	9,279	11,798	-2,519	-21%	9,278	12,529	-3,250	-26%	147,830	152,282	-4,452	-3%
		2,501 < CC ≤ 3,000 (G)	125	9	116	-7%	116	312	-196	-63%	2,346	3,130	-784	-25%
	CC > 3,001 (G)/2,500 (D)	36	32	4	13%	36	13	23	177%	307	649	-342	-53%	
SUB TOTAL		53,494	60,771	-7,277	-12%	53,494	59,603	-6,109	-10%	788,148	739,168	48,980	7%	
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	397	352	45	13%	397	232	165	71%	4,909	5,653	-744	-13%
		CC > 3,001 (G)/2,500 (D)	166	40	126	315%	166	43	123	286%	1,602	1,743	-141	-8%
SUB TOTAL		563	392	171	44%	563	275	288	105%	6,511	7,396	-885	-12%	
4.	BUS	GVW 5 - 10 Ton (G/D)	133	126	7	6%	133	98	35	36%	1,644	2,191	-547	-25%
		GVW 10 - 24 Ton (G/D)	410	204	206	101%	410	373	37	10%	2,410	2,281	129	6%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		543	330	213	65%	543	471	72	15%	4,054	4,472	-418	-9%
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	15,601	17,772	-2,171	-12%	15,601	12,610	2,991	24%	190,774	168,354	22,420	13%
		GVW 5 - 10 Ton (G/D)	8,557	9,202	-645	-7%	8,557	9,891	-1,334	-13%	109,447	109,733	-286	0%
		GVW 10 - 24 Ton (G/D)	633	750	-117	-16%	633	806	-173	-21%	10,125	12,756	-2,631	-21%
		GVW > 24 Ton (G/D)	1,550	1,495	55	4%	1,550	1,315	235	18%	19,943	20,766	-823	-4%
		SUB TOTAL		26,341	29,219	-2,878	-10%	26,341	24,622	1,719	7%	330,289	311,609	18,680
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,144	1,494	-350	-23%	1,144	1,641	-497	-30%	15,436	19,364	-3,928	-20%
		SUB TOTAL		1,144	1,494	-350	-23%	1,144	1,641	-497	-30%	15,436	19,364	-3,928
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	14,264	16,815	(2,551)	-15%	14,264	-	14,264	0%	51,180	-	51,180	0%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		14,264	16,815	(2,551)	0%	14,264	-	14,264	0%	51,180	-	51,180
	TOTAL		97,796	111,817	-14,021	-12.5%	97,796	89,456	8,340	9.3%	1,229,811	1,116,230	113,581	10.2%

B. RETAIL SALES

CATEGORY		2013		+/-	%	DES		+/-	%	JAN-DES				
		DES	NOV			2013	2012			2013	2012	+/-	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	2,386	1,252	1,134	91%	2,386	1,453	933	64%	18,663	18,628	35	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	1,200	1,474	-274	-19%	1,200	1,259	-59	-5%	14,830	13,991	839	6%
		CC > 3,001 (G)/2,500 (D)	40	37	3	8%	40	33	7	21%	424	494	-70	-14%
	SUB TOTAL		3,626	2,763	863	31%	3,626	2,745	881	32%	33,917	33,113	804	2%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	58,107	49,276	8,831	18%	58,107	53,433	4,674	9%	633,296	572,206	61,090	11%
		1,501 < CC ≤ 2,500 (G/D)	11,946	11,067	879	8%	11,946	14,229	-2,283	-16%	148,382	146,568	1,814	1%
		2,501 < CC ≤ 3,000 (G)	75	193	-118	-61%	75	321	-246	-77%	2,705	3,342	-637	-19%
		CC > 3,001 (G)/2,500 (D)	20	25	-5	-20%	20	44	-24	-55%	373	661	-288	-44%
SUB TOTAL		70,148	60,561	9,587	16%	70,148	68,027	2,121	3%	784,756	722,777	61,979	9%	
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	448	376	72	19%	448	288	160	56%	5,181	5,146	35	1%
		CC > 3,001 (G)/2,500 (D)	157	39	118	303%	157	100	57	57%	1,661	1,645	16	1%
SUB TOTAL		605	415	190	46%	605	388	217	56%	6,842	6,791	51	1%	
4.	BUS	GVW 5 - 10 Ton (G/D)	148	172	-24	-14%	148	173	-25	-14%	1,808	2,278	-470	-21%
		GVW 10 - 24 Ton (G/D)	223	215	8	4%	223	182	41	23%	2,411	2,295	116	5%
		GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	-	0%
		SUB TOTAL		371	387	-16	-4%	371	355	16	5%	4,219	4,573	-354
5.	PICK UP / TRUCK	GVW < 5 Ton (G/D)	16,640	16,242	398	2%	16,640	15,316	1,324	9%	185,110	171,391	13,719	8%
		GVW 5 - 10 Ton (G/D)	9,988	10,115	-127	-1%	9,988	11,375	-1,387	-12%	110,399	109,308	1,091	1%
		GVW 10 - 24 Ton (G/D)	734	811	-77	-9%	734	1,087	-353	-32%	10,001	12,469	-2,468	-20%
		GVW > 24 Ton (G/D)	1,679	1,710	-31	-2%	1,679	1,458	221	15%	20,255	20,136	119	1%
		SUB TOTAL		29,041	28,878	163	1%	29,041	29,236	-195	-1%	325,765	313,304	12,461
6.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1,543	1,575	-32	-2%	1,543	1,341	202	15%	17,970	17,773	197	1%
		SUB TOTAL		1,543	1,575	-32	-2%	1,543	1,341	202	15%	17,970	17,773	197
7.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13,972	14,497	(525)	0%	13,972	-	13,972	0%	45,348	-	45,348	0%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		13,972	14,497	(525)	0%	13,972	-	13,972	0%	45,348	-	45,348
TOTAL		119,306	109,076	10,230	9.4%	119,306	102,092	17,214	16.9%	1,218,817	1,098,331	120,486	11.0%	

C. PRODUCTION

REDUCTION		CATEGORY	2013		+/-	%	DES		+/-	%	JAN-DES			
			DES	NOV			2013	2012			2013	2012	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	490	4	486	12150%	490	153	337	220%	860	673	187	28%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	211	325	-114	-35%	211	352	-141	-40%	4,141	4,076	65	2%
		CC > 3,001 (G)/2,500 (D)	-	-	0	0%	-	-	0	0%	90	120	-30	-25%
		SUB TOTAL	701	329	372	113%	701	505	196	39%	5,091	4,869	222	5%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	42,892	53,390	-10,498	-20%	42,892	39,458	3,434	9%	669,814	541,694	128,120	24%
		1,501 < CC ≤ 2,500 (G/D)	9,135	10,800	-1,665	-15%	9,135	8,841	294	3%	142,136	114,982	27,154	24%
		2,501 < CC ≤ 3,000 (G)	2,504	2,612	-108	-4%	2,504	3,142	-638	-20%	29,831	36,745	-6,914	-19%
		CC > 3,001 (G)/2,500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
3.	4X4 TYPE	SUB TOTAL	54,531	66,802	-12,271	-18%	54,531	51,441	3,090	6%	841,781	693,421	148,360	21%
		CC ≤ 1,500 (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	898	1,245	-347	-28%	898	2,836	-1,938	-68%	15,975	37,414	-21,439	-57%
		CC > 3,001 (G)/2,500 (D)	607	850	-243	-29%	607	885	-278	-31%	8,856	7,797	1,059	14%
4.	BUS	SUB TOTAL	1,505	2,095	-590	-28%	1,505	3,721	-2,216	-60%	24,831	45,211	-20,380	-45%
		GVW 5 - 10 Ton (G/D)	141	305	-164	-54%	141	48	93	194%	2,399	3,061	-662	-22%
		GVW 10 - 24 Ton (G/D)	240	282	-42	-15%	240	221	19	9%	2,303	2,238	65	3%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
5.	PICK UP / TRUCK	SUB TOTAL	381	587	-206	-35%	381	269	112	42%	4,702	5,299	-597	-11%
		GVW < 5 Ton (G/D)	10,427	13,424	-2,997	-22%	10,427	11,571	-1,144	-10%	140,167	169,747	-29,580	-17%
		GVW 5 - 10 Ton (G/D)	8,127	9,207	-1,080	-12%	8,127	8,299	-172	-2%	107,860	113,200	-5,340	-5%
		GVW 10 - 24 Ton (G/D)	629	732	-103	-14%	629	1,059	-430	-41%	9,575	12,675	-3,100	-24%
6.	DOUBLE CABIN 4X2 / 4X4	GVW > 24 Ton (G/D)	1,406	1,657	-251	-15%	1,406	1,090	316	29%	19,311	21,135	-1,824	-9%
		SUB TOTAL	20,589	25,020	-4,431	-18%	20,589	22,019	-1,430	-6%	276,913	316,757	-39,844	-13%
		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)	15,392	14,765	627	0%	15,392	-	15,392	0%	53,050	-	53,050	0%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL	15,392	14,765	627	0%	15,392	-	15,392	0%	53,050	-	53,050	0%
		TOTAL	93,099	109,598	-16,499	-15.1%	93,099	77,955	15,144	19.4%	1,206,368	1,065,557	140,811	13.2%