

# DOMESTIC AUTO MARKET & EXIM BY CATEGORY 2016

| CATEGORY     |   |                                  | MONTH  |         |         |         |         |         |         |         |         |         |         |           | SALES     | SHARE   |
|--------------|---|----------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|---------|
|              |   |                                  | JAN    | FEB     | MAR     | APR     | MAY     | JUN     | JUL     | AUG     | SEP     | OCT     | NOV     | DEC       | 2016      | %       |
| 1.           | SEDAN TYPE                              | CC ≤ 1.500 (G/D)                 | 211    | 363     | 619     | 1,169   | 871     | 488     | 629     | 840     | 596     | 336     | 177     | 350       | 6,649     | 0.6%    |
|              |   | 1.501 < CC ≤ 3.000 (G)/2.500 (D) | 395    | 719     | 680     | 558     | 359     | 680     | 494     | 577     | 841     | 589     | 206     | 270       | 6,368     | 0.6%    |
|              |   | CC > 3.001 (G)/2.501 (D)         | 21     | 25      | 31      | 29      | 50      | 39      | 13      | 23      | 46      | 25      | 4       | -         | 306       | 0.0%    |
| SUB TOTAL    |   |                                  | 627    | 1,107   | 1,330   | 1,756   | 1,280   | 1,207   | 1,136   | 1,440   | 1,483   | 950     | 387     | 620       | 13,323    | 1.3%    |
| 2.           | 4X2 TYPE                                | CC < 1.500 (G/D)                 | 39,626 | 38,747  | 45,904  | 42,223  | 45,119  | 42,849  | 25,873  | 38,464  | 36,183  | 35,701  | 42,515  | 34,532    | 467,736   | 44.1%   |
|              |   | 1.501 < CC ≤ 2.500 (G/D)         | 10,745 | 13,892  | 13,443  | 10,084  | 12,299  | 13,696  | 8,992   | 12,374  | 11,622  | 10,512  | 10,552  | 9,596     | 137,807   | 13.0%   |
|              |   | 2.501 < CC ≤ 3.000 (G)           | 159    | 162     | 191     | 187     | 234     | 204     | 205     | 254     | 209     | 191     | 197     | 155       | 2,348     | 0.2%    |
|              |   | CC > 3.001 (G)/2.501 (D)         | 7      | 27      | 21      | 3       | 8       | 4       | 5       | 6       | 3       | -       | 16      | 14        | 114       | 0.0%    |
| SUB TOTAL    |   |                                  | 50,537 | 52,828  | 59,559  | 52,497  | 57,660  | 56,753  | 35,075  | 51,098  | 48,017  | 46,404  | 53,280  | 44,297    | 608,005   | 57.3%   |
| 3.           | 4X4 TYPE                                | CC < 1.500 (G/D)                 | 1      | 5       | 4       | 3       | 1       | 7       | -       | 1       | 3       | 1       | 1       | 2         | 29        | 0.0%    |
|              |   | 1.501 < CC ≤ 3.000 (G)/2.500 (D) | 110    | 529     | 421     | 229     | 277     | 258     | 152     | 243     | 247     | 224     | 146     | 198       | 3,034     | 0.3%    |
|              |   | CC > 3.001 (G)/2.500 (D)         | 113    | 122     | 126     | 184     | 177     | 220     | 192     | 247     | 124     | 125     | 85      | 52        | 1,767     | 0.2%    |
|              | SUB TOTAL                               |                                  |        | 224     | 656     | 551     | 416     | 455     | 485     | 344     | 491     | 374     | 350     | 232       | 252       | 4,830   |
| 4.           | BUS                                     | GVW 5 - 10 Ton (G/D)             | 29     | 97      | 145     | 136     | 180     | 163     | 285     | 219     | 320     | 232     | 141     | 90        | 2,037     | 0.2%    |
|              |   | GVW 10 - 24 Ton (G/D)            | 110    | 115     | 204     | 189     | 146     | 100     | 119     | 172     | 133     | 111     | 37      | 198       | 1,634     | 0.2%    |
|              |   | GVW > 24 Ton (G/D)               | -      | -       | 46      | 23      | 17      | 5       | 1       | 1       | 12      | -       | 1       | -         | 106       | 0.0%    |
|              | SUB TOTAL                               |                                  |        | 139     | 212     | 395     | 348     | 343     | 268     | 405     | 392     | 465     | 343     | 179       | 288       | 3,777   |
| 5.           | PICK UP                                 | GVW < 5 Ton (G/D)                | 14,112 | 12,555  | 13,031  | 9,484   | 7,706   | 6,895   | 6,216   | 8,344   | 8,973   | 11,214  | 11,345  | 10,791    | 120,666   | 11.4%   |
| 6.           | TRUCK                                   | GVW 5 - 10 Ton (G/D)             | 4,565  | 4,250   | 4,282   | 4,006   | 4,195   | 4,253   | 2,727   | 3,683   | 5,347   | 3,966   | 4,567   | 4,873     | 50,714    | 4.8%    |
|              |   | GVW 10 - 24 Ton (G/D)            | 395    | 499     | 352     | 397     | 364     | 369     | 353     | 442     | 486     | 522     | 471     | 418       | 5,068     | 0.5%    |
|              |   | GVW > 24 Ton (G/D)               | 570    | 792     | 741     | 824     | 756     | 802     | 755     | 888     | 941     | 1,146   | 1,376   | 1,246     | 10,837    | 1.0%    |
|              | SUB TOTAL                               |                                  |        | 5,530   | 5,541   | 5,375   | 5,227   | 5,315   | 5,424   | 3,835   | 5,013   | 6,774   | 5,634   | 6,414     | 6,537     | 66,619  |
| 7.           | DOUBLE CABIN                            | GVW < 5 Ton (G/D)                | 298    | 684     | 710     | 1,083   | 656     | 917     | 629     | 789     | 991     | 832     | 820     | 935       | 9,344     | 0.9%    |
|              | 4X2 / 4X4                               | For all CC                       |        |         |         |         |         |         |         |         |         |         |         |           |           |         |
| SUB TOTAL    |   |                                  | 298    | 684     | 710     | 1,083   | 656     | 917     | 629     | 789     | 991     | 832     | 820     | 935       | 9,344     | 0.9%    |
| 8.           | AFFORDABLE<br>ENERGY SAVING<br>CARS 4X2 | CC ≤ 1200 (G)                    | 13,535 | 14,625  | 13,141  | 13,959  | 15,152  | 19,539  | 14,251  | 28,715  | 25,464  | 26,379  | 27,558  | 22,853    | 235,171   | 22.1%   |
|              |   | CC ≤ 1500 (D)                    | -      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -         | -         | -       |
|              | SUB TOTAL                               |                                  |        | 13,535  | 14,625  | 13,141  | 13,959  | 15,152  | 19,539  | 14,251  | 28,715  | 25,464  | 26,379  | 27,558    | 22,853    | 235,171 |
| MARKET TOTAL |   |                                  | 85,002 | 88,208  | 94,092  | 84,770  | 88,567  | 91,488  | 61,891  | 96,282  | 92,541  | 92,106  | 100,215 | 86,573    |           |         |
| CUMMULATIVE  |   |                                  | 85,002 | 173,210 | 267,302 | 352,072 | 440,639 | 532,127 | 594,018 | 690,300 | 782,841 | 874,947 | 975,162 | 1,061,735 | 1,061,735 | 100%    |

## EXPORTS

|                     |         |         |         |         |         |         |         |         |         |         |         |         |           |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
| CBU (UNIT)          | 10,630  | 11,616  | 14,504  | 18,978  | 17,796  | 20,474  | 12,091  | 17,047  | 15,652  | 21,091  | 18,516  | 16,002  | 194,397   |
| CKD (SET)           | 6,236   | 7,268   | 13,548  | 23,343  | 20,807  | 19,992  | 15,388  | 18,960  | 18,964  | 21,974  | 17,776  | 18,370  | 202,626   |
| COMPONENTS (PIECES) | 436,665 | 452,767 | 478,961 | 590,312 | 607,630 | 543,820 | 440,710 | 540,106 | 449,686 | 627,079 | 527,627 | 536,153 | 6,231,516 |

## IMPORTS

|            |       |       |       |       |       |       |       |       |       |       |       |       |        |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| CBU (UNIT) | 5,634 | 9,447 | 7,836 | 5,461 | 5,815 | 6,478 | 5,358 | 7,984 | 7,090 | 7,223 | 4,761 | 2,302 | 75,389 |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|

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