#### **VFACTS NSW REPORT**



#### FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

#### **NEW VEHICLE SALES**

#### JANUARY 2012

|                             | Mo      | nth  | YTI    | D      | ,     | Variance +/- Vol. & % |        |        |  |
|-----------------------------|---------|--|--------|--------|-------|-----------------------|--------|--------|--|
| Total Market                | 2012    | 2011   | 2012   | 2011   | MTH   | YTD                   | MTH    | YTD    |  |
|                             |         | - ALALAMAN<br>- ALALAMAN<br>- ALALAMAN<br>- ALALAMAN |        |        |       |                       |        |        |  |
| AUSTRALIAN CAPITAL TERRITOR | Y 1,305 | 1,239  | 1,305  | 1,239  | 66    | 66                    | 5.3%   | 5.3%   |  |
| NEW SOUTH WALES             |         | 23,560   | 24,004 | 23,560 | 444   | 444                   | 1.9%   | 1.9%   |  |
| NORTHERN TERRITORY          | 820     | 772  | 820    | 772    | 48    | 48                    | 6.2%   | 6.2%   |  |
| QUEENSLAND                  | 15,732  | 13,300   | 15,732 | 13,300 | 2,432 | 2,432                 | 18.3%  | 18.3%  |  |
| SOUTH AUSTRALIA             | 4,622   | 4,792  | 4,622  | 4,792  | -170  | -170                  | -3.5%  | -3.5%  |  |
| TASMANIA                    | 1,008   | 1,309  | 1,008  | 1,309  | -301  | -301                  | -23.0% | -23.0% |  |
| VICTORIA                    | 20,278  | 20,323   | 20,278 | 20,323 | -45   | -45                   | -0.2%  | -0.2%  |  |
| WESTERN AUSTRALIA           | 9,014   | 8,289  | 9,014  | 8,289  | 725   | 725                   | 8.7%   | 8.7%   |  |
|                             |         |  |        |        |       |                       |        |        |  |
| Total                       | 76,783  | 73,584   | 76,783 | 73,584 | 3,199 | 3,199                 | 4.3%   | 4.3%   |  |

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This report is compiled with the assistance of R. L. Polk Australia Pty Ltd in conjunction with the Federal Chamber of Automotive Industries.

#### TOTAL MARKET SEGMENTATION JANUARY 2012

Volumes

|                  | Mon    | th     | YTD Variance +/- Vol. & % |        |       |       | /- Vol. & % |       |
|------------------|--------|--------|---------------------------|--------|-------|-------|-------------|-------|
|                  | 2012   | 2011   | 2012                      | 2011   | MTH   | YTD   | MTH         | YTD   |
| Passenger        | 13,856 | 14,547 | 13,856                    | 14,547 | -691  | -691  | -4.8        | -4.8  |
| SUV              | 6,765  | 5,283  | 6,765                     | 5,283  | 1,482 | 1,482 | 28.1        | 28.1  |
| Light Commercial | 2,904  | 3,362  | 2,904                     | 3,362  | -458  | -458  | -13.6       | -13.6 |
| Heavy Commercial | 479    | 368    | 479                       | 368    | 111   | 111   | 30.2        | 30.2  |
| Total Market     | 24,004 | 23,560 | 24,004                    | 23,560 | 444   | 444   | 1.9         | 1.9   |

|                         | Mon    | th     | YTE    |        |      | illian. | /ariance + | /- Vol. & % |       |
|-------------------------|--------|--------|--------|--------|------|---------|------------|-------------|-------|
| Light                   | 2,917  | 3,954  | 2,917  | 3,954  |      | -1,037  | -1,037     | -26.2       | -26.2 |
| Small                   | 6,385  | 6,782  | 6,385  | 6,782  |      | -397    | -397       | -5.9        | -5.9  |
| Medium                  | 2,281  | 1,628  | 2,281  | 1,628  |      | 653     | 653        | 40.1        | 40.1  |
| Large                   | 1,407  | 1,505  | 1,407  | 1,505  | h.   | -98     | -98        | -6.5        | -6.5  |
| Upper Large             | 61     | 69     | 61     | 69     |      | -8      | -8         | -11.6       | -11.6 |
| People Movers           | 338    | 241    | 338    | 241    |      | 97      | 97         | 40.2        | 40.2  |
| Sports                  | 467    | 368    | 467    | 368    |      | 99      | 99         | 26.9        | 26.9  |
| SUV Small               | 1,329  | 818    | 1,329  | 818    |      | 511     | 511        | 62.5        | 62.5  |
| SUV Medium              | 2,641  | 2,032  | 2,641  | 2,032  |      | 609     | 609        | 30.0        | 30.0  |
| SUV Large               | 2,496  | 2,205  | 2,496  | 2,205  |      | 291     | 291        | 13.2        | 13.2  |
| SUV Upper Large         | 299    | 228    | 299    | 228    |      | 71      | 71         | 31.1        | 31.1  |
| Light Buses < 20 Seats  | 37     | 46     | 37     | 46     |      | /-9     | -9         | -19.6       | -19.6 |
| Light Buses => 20 Seats | 22     | 8      | 22     | 8      |      | / 14    | 14         | 175.0       | 175.0 |
| Vans/CC <= 2.5t         | 57     | 47     | 57     | 47     | lin. | 10      | 10         | 21.3        | 21.3  |
| Vans/CC 2.5-3.5t        | 444    | 408    | 444    | 408    |      | 36      | 36         | 8.8         | 8.8   |
| PU/CC 4X2               | 710    | 1,010  | 710    | 1,010  |      | -300    | -300       | -29.7       | -29.7 |
| PU/CC 4X4               | 1,634  | 1,843  | 1,634  | 1,843  |      | -209    | -209       | -11.3       | -11.3 |
| Heavy Commercial        | 479    | 368    | 479    | 368    | la.  | 111     | 111        | 30.2        | 30.2  |
| Total Market            | 24,004 | 23,560 | 24,004 | 23,560 | #    | 444     | 444        | 1.9         | 1.9   |

|                  |       |       |       | Percenta   | age Mix     |          |
|------------------|-------|-------|-------|--|-------------|----------|
|                  | Mont  | h     | YTI   | CALCARDA CA | Yr to Yr ch | ange +/- |
|                  | 2012  | 2011  | 2012  | 2011   | MTH         | YTD      |
| Passenger        | 57.7  | 61.7  | 57.7  | 61.7   | -4.0        | -4.0     |
| SUV              | 28.2  | 22.4  | 28.2  | 22.4   | 5.8         | 5.8      |
| Light Commercial | 12.1  | 14.3  | 12.1  | 14.3   | -2.2        | -2.2     |
| Heavy Commercial | 2.0   | 1.6   | 2.0   | 1.6  | 0.4         | 0.4      |
| Total Market     | 100.0 | 100.0 | 100.0 | 100.0  | 0.0         | 0.0      |

|                         | Month |       | YTD   |       | Yr to Yr cha | nge +/- |
|-------------------------|-------|-------|-------|-------|--------------|---------|
| Light                   | 12.2  | 16.8  | 12.2  | 16.8  | -4.6         | -4.6    |
| Small                   | 26.6  | 28.8  | 26.6  | 28.8  | -2.2         | -2.2    |
| Medium                  | 9.5   | 6.9   | 9.5   | 6.9   | 2.6          | 2.6     |
| Large                   | 5.9   | 6.4   | 5.9   | 6.4   | -0.5         | -0.5    |
| Upper Large             | 0.3   | 0.3   | 0.3   | 0.3   | 0.0          | 0.0     |
| People Movers           | 1.4   | 1.0   | 1.4   | 1.0   | 0.4          | 0.4     |
| Sports                  | 1.9   | 1.6   | 1.9   | 1.6   | 0.4          | 0.4     |
| SUV Small               | 5.5   | 3.5   | 5.5   | 3.5   | 2.1          | 2.1     |
| SUV Medium              | 11.0  | 8.6   | 11.0  | 8.6   | 2.4          | 2.4     |
| SUV Large               | 10.4  | 9.4   | 10.4  | 9.4   | 1.0          | 1.0     |
| SUV Upper Large         | 1.2   | 1.0   | 1.2   | 1.0   | 0.3          | 0.3     |
| Light Buses < 20 Seats  | 0.2   | 0.2   | 0.2   | 0.2   | 0.0          | 0.0     |
| Light Buses => 20 Seats | 0.1   | 0.0   | 0.1   | 0.0   | 0.1          | 0.1     |
| Vans/CC <= 2.5t         | 0.2   | 0.2   | 0.2   | 0.2   | 0.0          | 0.0     |
| Vans/CC 2.5-3.5t        | 1.8   | 1.7   | 1.8   | 1.7   | 0.1          | 0.1     |
| PU/CC 4X2               | 3.0   | 4.3   | 3.0   | 4.3   | -1.3         | -1.3    |
| PU/CC 4X4               | 6.8   | 7.8   | 6.8   | 7.8   | -1.0         | -1.0    |
| Heavy Commercial        | 2.0   | 1.6   | 2.0   | 1.6   | 0.4          | 0.4     |
| Total Market            | 100.0 | 100.0 | 100.0 | 100.0 | 0.0          | 0.0     |

#### NEW VEHICLE SALES BY MARQUE JANUARY 2012

| Total Market  Alfa Romeo Aston Martin Audi Bentley BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini Land Rover | 31 2 560 2 397 40 2 74 35 3 28 1,588 223 2,634 550 1,983 129 28 302 775 1 229  | 31<br>31<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19      | 2012<br>31<br>2<br>560<br>2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129 | 2011<br>31<br>3<br>536<br>2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713 | MTH  0 -1 24 0 29 40 -42 39 -40 1 -14 -187 85 63                              | Variance + YTD 0 -1 24 0 29 40 -42 39 -40 1 -14 -187 85 63              | MTH  0.0% -33.3% 4.5% 0.0% 7.9% -95.5% 111.4% -53.3% 50.0% -33.3% -10.5% 61.6%                     | 97TD 0.0% -33.3% 4.5% 0.0% 7.9% -95.5% 111.4% -53.3% 50.0% -33.3% -10.5% 61.6%                          |
|--|--|---|--|--|---|---|--|---|
| Aston Martin Audi Bentley BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini                                     | 2<br>560<br>2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 3<br>536<br>2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19 | 2<br>560<br>2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129               | 3<br>536<br>2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713               | -1<br>24<br>0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63 | -1<br>24<br>0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85 | -33.3%<br>4.5%<br>0.0%<br>7.9%<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6% | -33.3%<br>4.5%<br>0.0%<br>7.9%<br>-<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6% |
| Audi Bentley BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 560<br>2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 536<br>2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19      | 560<br>2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129                    | 536<br>2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713                    | 24<br>0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63       | 24<br>0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85       | 4.5%<br>0.0%<br>7.9%<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%           | 4.5%<br>0.0%<br>7.9%<br>-<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%           |
| Bentley BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19             | 2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129                           | 2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713                           | 0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63             | 0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85             | 0.0%<br>7.9%<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%                   | 0.0%<br>7.9%<br>-<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%                   |
| BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 2<br>397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19             | 397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129                                | 2<br>368<br>0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713                           | 0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63             | 0<br>29<br>40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85             | 7.9% -95.5% 111.4% -53.3% 50.0% -33.3% -10.5% 61.6%  | 0.0%<br>7.9%<br>-<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%                   |
| BMW Chery Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 397<br>40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19                         | 40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129                                       | 0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713                                       | 40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63                        | 40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85                        | 7.9% -95.5% 111.4% -53.3% 50.0% -33.3% -10.5% 61.6%  | 7.9%<br>-<br>-95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%                           |
| Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19                         | 40<br>2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129                                       | 0<br>44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713                                       | 40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63                        | 40<br>-42<br>39<br>-40<br>1<br>-14<br>-187<br>85                        | -95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%                                   | -95.5%<br>111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%  |
| Chrysler Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19                              | 2<br>74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129   | 44<br>35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713  | -42<br>39<br>-40<br>1<br>-14<br>-187<br>85<br>63                              | -42<br>39<br>-40<br>1<br>-14<br>-187<br>85                              | 111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%   | 111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%  |
| Citroen Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19                                    | 74<br>35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129  | 35<br>75<br>2<br>42<br>1,775<br>138<br>2,571<br>713  | 39<br>-40<br>1<br>-14<br>-187<br>85<br>63                                     | 39<br>-40<br>1<br>-14<br>-187<br>85                                     | 111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%   | 111.4%<br>-53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%  |
| Dodge Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 75<br>2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19  | 35<br>3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129  | 75<br>2<br>42<br>1,775<br>138<br>2,571<br>713  | -40<br>1<br>-14<br>-187<br>85<br>63   | -40<br>1<br>-14<br>-187<br>85   | -53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%   | -53.3%<br>50.0%<br>-33.3%<br>-10.5%<br>61.6%  |
| Ferrari Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 2<br>42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19  | 3<br>28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129  | 2<br>42<br>1,775<br>138<br>2,571<br>713  | 1<br>-14<br>-187<br>85<br>63  | 1<br>-14<br>-187<br>85  | 50.0%<br>-33.3%<br>-10.5%<br>61.6%   | 50.0%<br>-33.3%<br>-10.5%<br>61.6%  |
| Fiat Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 42<br>1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19   | 28<br>1,588<br>223<br>2,634<br>550<br>1,983<br>129   | 42<br>1,775<br>138<br>2,571<br>713   | -14<br>-187<br>85<br>63   | -14<br>-187<br>85   | -33.3%<br>-10.5%<br>61.6%  | -33.3%<br>-10.5%<br>61.6%   |
| Ford Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini   | 1,588<br>223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 1,775<br>138<br>2,571<br>713<br>2,011<br>95<br>19   | 1,588<br>223<br>2,634<br>550<br>1,983<br>129   | 1,775<br>138<br>2,571<br>713   | -187<br>85<br>63  | -187<br>85  | -10.5%<br>61.6%  | -10.5%<br>61.6%   |
| Great Wall Holden Honda Hyundai Isuzu Ute Jaguar Jeep Kia Lamborghini  | 223<br>2,634<br>550<br>1,983<br>129<br>28<br>302<br>775  | 138<br>2,571<br>713<br>2,011<br>95<br>19  | 223<br>2,634<br>550<br>1,983<br>129  | 138<br>2,571<br>713  | 85<br>63  | 85  | 61.6%  | 61.6%   |
| Holden<br>Honda<br>Hyundai<br>Isuzu Ute<br>Jaguar<br>Jeep<br>Kia<br>Lamborghini  | 2,634<br>550<br>1,983<br>129<br>28<br>302<br>775   | 2,571<br>713<br>2,011<br>95<br>19   | 2,634<br>550<br>1,983<br>129   | 2,571<br>713   | 63  |   |  |   |
| Honda<br>Hyundai<br>Isuzu Ute<br>Jaguar<br>Jeep<br>Kia<br>Lamborghini  | 550<br>1,983<br>129<br>28<br>302<br>775  | 713<br>2,011<br>95<br>19<br>127   | 550<br>1,983<br>129  | 713  |   |   | 2.5%   | 2.5%  |
| Hyundai<br>Isuzu Ute<br>Jaguar<br>Jeep<br>Kia<br>Lamborghini   | 1,983<br>129<br>28<br>302<br>775   | 2,011<br>95<br>19<br>127  | 1,983<br>129   |  | -163  |   |  |   |
| Isuzu Ute<br>Jaguar<br>Jeep<br>Kia<br>Lamborghini  | 129<br>28<br>302<br>775<br>1   | 95<br>19<br>127   | 129  |  | 2.12  | -163  | -22.9%   | -22.9%  |
| Jaguar<br>Jeep<br>Kia<br>Lamborghini   | 28<br>302<br>775<br>1  | 19<br>127   |  | 2,011  | -28   | -28   | -1.4%  | -1.4%   |
| Jeep<br>Kia<br>Lamborghini   | 302<br>775<br>1  | 127   | 70000  | 95   | 34  | 34  | 35.8%  | 35.8%   |
| Kia<br>Lamborghini   | 775<br>1   |   | 28   | 19   | 9   | 9   | 47.4%  | 47.4%   |
| Lamborghini  | 1  | .00   | 302  | 127  | 175   | 175   | 137.8%   | 137.8%  |
| _  |  | 583   | 775  | 583  | 192   | 192   | 32.9%  | 32.9%   |
| Land Daver   | 220  | 3   | . 1  | 3  | -2  | -2  | -66.7%   | -66.7%  |
| Land Rover   |  | 163   | 229  | 163  | 66  | 66  | 40.5%  | 40.5%   |
| Lexus  | 192  | 181   | 192  | 181  | 11  | 11  | 6.1%   | 6.1%  |
| Lotus  | 2  | 2   | 2  | 2  | 0   | 0   | 0.0%   | 0.0%  |
| Maserati   | 6  | 4   | 6  | 4  | 2   | 2   | 50.0%  | 50.0%   |
| Mazda  | 2,840  | 2,620   | 2,840  | 2,620  | 220   | 220   | 8.4%   | 8.4%  |
| Mercedes-Benz  | 310  | 307   | 310  | 307  | 3   | 3   | 1.0%   | 1.0%  |
| MINI   | 45   | 40  | 45   | 40   | 5   | 5   | 12.5%  | 12.5%   |
| Mitsubishi   | 1,299  | 1,414   | 1,299  | 1,414  | -115  | -115  | -8.1%  | -8.1%   |
|  | 1,299  | 0   | 1,233  | 1,414  | 1   | 1   | -0.170   | -0.170  |
| Morgan   | AND DESCRIPTION OF THE PARTY OF |   |  | to t   | 80  |   | -<br>- 00/   | -<br>- 00/  |
| Nissan   | 1,451  | 1,371   | 1,451  | 1,371  |   | 80  | 5.8%   | 5.8%  |
| Peugeot  | 114  | 129   | 114  | 129  | -15   | -15   | -11.6%   | -11.6%  |
| Porsche  | 46   | 47  | 46   | 47   | -1  | -1  | -2.1%  | -2.1%   |
| Proton   | 28   | 49  | 28   | 49   | -21   | -21   | -42.9%   | -42.9%  |
| Renault  | 50   | 33  | 50   | 33   | 17  | 17  | 51.5%  | 51.5%   |
| Skoda  | 68   | 49  | 68   | 49   | 19  | 19  | 38.8%  | 38.8%   |
| Smart  | 4  | 1   | 4  | 1  | 3   | 3   | 300.0%   | 300.0%  |
| Ssangyong  | 33   | 20  | 33   | 20   | 13  | 13  | 65.0%  | 65.0%   |
| Subaru   | 1,290  | 1,188   | 1,290  | 1,188  | 102   | 102   | 8.6%   | 8.6%  |
| Suzuki   | 459  | 669   | 459  | 669  | -210  | -210  | -31.4%   | -31.4%  |
| Toyota   | 4,384  | 4,912   | 4,384  | 4,912  | -528  | -528  | -10.7%   | -10.7%  |
| Volkswagen   | 1,190  | 767   | 1,190  | 767  | 423   | 423   | 55.1%  | 55.1%   |
| Volvo Car  | 188  | 132   | 188  | 132  | 56  | 56  | 42.4%  | 42.4%   |
| Caterpillar  | 5  | 0   | 5  | 0  | 5   | 5   |  |   |
| Daf  | 0  | 3   | 0  | 3  | -3  | -3  | -100.0%  | -100.0%   |
| Dennis Eagle   | 4 5  | 0   | 5  | 0  | 5   | 5   | . 55.0 /0  | . 55.5 /0   |
| Foton  | 4  | 0   | 4  | 0  | 4   | 4   | _  | -   |
| Freightliner   | 3  | 9   | 3  | 9  | -6  | -6  | -66.7%   | -66.7%  |
| _  | 98   | 53  | 98   | 53   | 45  | -6<br>45  |  | -66.7 %<br>84.9%  |
| Hino   |  |   |  |  |   |   | 84.9%  |   |
| Hyundai Trucks   | 3  | 5   | 3  | 5  | -2  | -2  | -40.0%   | -40.0%  |
| International  | 0  | 1   | 0  | 1  | -1  | -1  | -100.0%  | -100.0%   |
| Isuzu  | 111  | 79  | 111  | 79   | 32  | 32  | 40.5%  | 40.5%   |
| Iveco  | 29   | 26  | 29   | 26   | 3   | 3   | 11.5%  | 11.5%   |
| Kenworth   | 22   | 27  | 22   | 27   | -5  | -5  | -18.5%   | -18.5%  |
| Mack   | 8  | 13  | 8  | 13   | -5  | -5  | -38.5%   | -38.5%  |
| Man  | 4  | 0   | 4  | 0  | 4   | 4   | -  | -   |
| Mitsubishi Fuso  | 57   | 32  | 57   | 32   | 25  | 25  | 78.1%  | 78.1%   |
| Nissan UD  | 0  | 17  | 0  | 17   | -17   | -17   | -100.0%  | -100.0%   |
| Scania   | 9  | 9   | 9  | 9  | 0   | 0   | 0.0%   | 0.0%  |
| Volvo Commercial   | 14   | 7   | 14   | 7  | 7   | 7   | 100.0%   | 100.0%  |
| Western Star   | 16   | 8   | 16   | 8  | 8   | 8   | 100.0%   | 100.0%  |
| Total  | 24,004   | 23,560  | 24,004   | 23,560   | 444   | 444   | 1.9%   | 1.9%  |

#### NEW VEHICLE SALES SHARE BY MARQUE JANUARY 2012

|                       | Month |       | YT                   | D /   | Variance +/- | ppts. |
|-----------------------|-------|-------|----------------------|-------|--------------|-------|
| Total Market          |       | 011   | 2012                 | 2011  | МТН          | YTD   |
| Alfa Romeo            | 0.1   | 0.1   | 0.1                  | 0.1   | 0.00         | 0.00  |
| Aston Martin          | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Audi                  | 2.3   | 2.3   | 2.3                  | 2.3   | 0.06         | 0.06  |
| Bentley               | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| BMW                   | 1.7   | 1.6   | 1.7                  | 1.6   | 0.09         | 0.09  |
| Chery                 | 0.2   | 0.0   | 0.2                  | 0.0   | 0.17         | 0.17  |
| Chrysler              | 0.0   | 0.2   | 0.0                  | 0.2   | -0.18        | -0.18 |
| Citroen               | 0.3   | 0.1   | 0.3                  | 0.1   | 0.16         | 0.16  |
| Dodge                 | 0.1   | 0.3   | 0.1                  | 0.3   | -0.17        | -0.17 |
| Ferrari               | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Fiat                  | 0.1   | 0.2   | 0.1                  | 0.2   | -0.06        | -0.06 |
| Ford                  | 6.6   | 7.5   | 6.6                  | 7.5   | -0.92        | -0.92 |
| Great Wall            | 0.9   | 0.6   | 0.9                  | 0.6   | 0.34         | 0.34  |
| Holden                | 11.0  | 10.9  | 11.0                 | 10.9  | 0.06         | 0.06  |
| Honda                 | 2.3   | 3.0   | 2.3                  | 3.0   | -0.74        | -0.74 |
| Hyundai               | 8.3   | 8.5   | 8.3                  | 8.5   | -0.27        | -0.27 |
| Isuzu Ute             | 0.5   | 0.4   | 0.5                  | 0.4   | 0.13         | 0.13  |
| Jaguar                | 0.1   | 0.1   | 0.1                  | 0.1   | 0.04         | 0.04  |
| Jeep                  | 1.3   | 0.5   | 1,3                  | 0.5   | 0.72         | 0.72  |
| Kia                   | 3.2   | 2.5   | 3.2                  | 2.5   | 0.75         | 0.72  |
| Lamborghini           | 0.0   | 0.0   | 0.0                  | 0.0   | -0.01        | -0.01 |
| Land Rover            | 1.0   | 0.0   | 1.0                  | 0.0   | 0.26         | 0.01  |
| Lexus                 | 0.8   | 0.7   | 0.8                  | 0.7   | 0.20         | 0.20  |
| Lotus                 | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Maserati              | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
|                       |       |       | Edichel Helichellie. | 11.1  |              |       |
| Mazda<br>Mazadas Banz | 11.8  | 11.1  | 11.8                 |       | 0.71         | 0.71  |
| Mercedes-Benz         | 1.3   | 1.3   | 1.3                  | 1.3   | -0.01        | -0.01 |
| MINI                  | 0.2   | 0.2   | 0.2                  | 0.2   | 0.02         | 0.02  |
| Mitsubishi            | 5.4   | 6.0   | 5.4                  | 6.0   | -0.59        | -0.59 |
| Morgan                | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Nissan                | 6.0   | 5.8   | 6.0                  | 5.8   | 0.23         | 0.23  |
| Peugeot               | 0.5   | 0.5   | 0.5                  | 0.5   | -0.07        | -0.07 |
| Porsche               | 0.2   | 0.2   | 0.2                  | 0.2   | -0.01        | -0.01 |
| Proton                | 0.1   | 0.2   | 0.1                  | 0.2   | -0.09        | -0.09 |
| Renault               | 0.2   | 0.1   | 0.2                  | 0.1   | 0.07         | 0.07  |
| Skoda                 | 0.3   | 0.2   | 0.3                  | 0.2   | 0.08         | 0.08  |
| Smart                 | 0.0   | 0.0   | 0.0                  | 0.0   | 0.01         | 0.01  |
| Ssangyong             | 0.1   | 0.1   | 0.1                  | 0.1   | 0.05         | 0.05  |
| Subaru                | 5.4   | 5.0   | 5.4                  | 5.0   | 0.33         | 0.33  |
| Suzuki                | 1.9   | 2.8   | 1.9                  | 2.8   | -0.93        | -0.93 |
| Toyota                | 18.3  | 20.8  | 18.3                 | 20.8  | -2.59        | -2.59 |
| Volkswagen            | 5.0   | 3.3   | 5.0                  | 3.3   | 1.70         | 1.70  |
| Volvo Car             | 0.8   | 0.6   | 0.8                  | 0.6   | 0.22         | 0.22  |
| Caterpillar           | 0.0   | 0.0   | 0.0                  | 0.0   | 0.02         | 0.02  |
| Daf                   | 0.0   | 0.0   | 0.0                  | 0.0   | -0.01        | -0.01 |
| Dennis Eagle          | 0.0   | 0.0   | 0.0                  | 0.0   | 0.02         | 0.02  |
| Foton                 | 0.0   | 0.0   | 0.0                  | 0.0   | 0.02         | 0.02  |
| Freightliner          | 0.0   | 0.0   | 0.0                  | 0.0   | -0.03        | -0.03 |
| Hino                  | 0.4   | 0.2   | 0.4                  | 0.2   | 0.18         | 0.18  |
| Hyundai Trucks        | 0.0   | 0.0   | 0.0                  | 0.0   | -0.01        | -0.01 |
| International         | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Isuzu                 | 0.5   | 0.3   | 0.5                  | 0.3   | 0.13         | 0.13  |
| Iveco                 | 0.1   | 0.1   | 0.1                  | 0.1   | 0.01         | 0.01  |
| Kenworth              | 0.1   | 0.1   | 0.1                  | 0.1   | -0.02        | -0.02 |
| Mack                  | 0.0   | 0.1   | 0.0                  | 0.1   | -0.02        | -0.02 |
| Man                   | 0.0   | 0.0   | 0.0                  | 0.0   | 0.02         | 0.02  |
| Mitsubishi Fuso       | 0.2   | 0.1   | 0.2                  | 0.1   | 0.10         | 0.10  |
| Nissan UD             | 0.0   | 0.1   | 0.0                  | 0.1   | -0.07        | -0.07 |
| Scania                | 0.0   | 0.0   | 0.0                  | 0.0   | 0.00         | 0.00  |
| Volvo Commercial      | 0.1   | 0.0   | 0.1                  | 0.0   | 0.03         | 0.03  |
| Western Star          | 0.1   | 0.0   | 0.1                  | 0.0   | 0.03         | 0.03  |
| Total                 | 100.0 | 100.0 | 100.0                | 100.0 | 0.00         | 0.00  |
|                       |       |       |                      |       |              | 0.50  |

#### NEW VEHICLE SALES BY BUYER TYPE JANUARY 2012

|                  | Mon                                     | ıth       | YT   | D      | 40      | V     | ariance + | /- Vol. & % |        |
|------------------|---|-----------|--|--------|---------|-------|-----------|-------------|--------|
| Total Market     | 2012                                    | 2011      | 2012   | 2011   |         | MTH   | YTD       | MTH         | YTD    |
|                  |   |           |  | 40     |         |       | ,         |             |        |
| Passenger        | 13,856                                  | 14,547    | 13,856   | 14,547 | 400     | -691  | -691      | -4.8%       | -4.8%  |
| Private          | 8,759                                   | 9,479     | 8,759  | 9,479  |         | -720  | -720      | -7.6%       | -7.6%  |
| Business         | 4,024                                   | 4,167     | 4,024  | 4,167  |         | -143  | -143      | -3.4%       | -3.4%  |
| Gov't            | 587                                     | 595       | 587  | 595    |         | -8    | -8        | -1.3%       | -1.3%  |
| Rental           | 486                                     | 306       | 486  | 306    |         | 180   | 180       | 58.8%       | 58.8%  |
|                  |   |           | A  |        |         |       |           |             |        |
| suv              | 6,765                                   | 5,283     | 6,765  | 5,283  |         | 1,482 | 1,482     | 28.1%       | 28.1%  |
| Private          | 3,895                                   | 2,969     | 3,895  | 2,969  |         | 926   | 926       | 31.2%       | 31.2%  |
| Business         | 2,533                                   | 2,088     | 2,533  | 2,088  |         | 445   | 445       | 21.3%       | 21.3%  |
| Gov't            | 234                                     | 222       | 234  | 222    | 1000    | 12    | 12        | 5.4%        | 5.4%   |
| Rental           | 103                                     | 4         | 103  | 4      |         | 99    | 99        | >999%       | >999%  |
|                  |   |           | 4  |        |         |       | 40        |             |        |
| Light Commercial | 2,904                                   | 3,362     | 2,904  | 3,362  |         | -458  | -458      | -13.6%      | -13.6% |
| Private          | 955                                     | 989       | 955  | 989    |         | -34   | -34       | -3.4%       | -3.4%  |
| Business         | 1,641                                   | 1,966     | 1,641  | 1,966  |         | -325  | -325      | -16.5%      | -16.5% |
| Gov't            | 289                                     | 369       | 289  | 369    |         | -80   | -80       | -21.7%      | -21.7% |
| Rental           | 19                                      | <b>38</b> | 19   | 38     |         | -19   | -19       | -50.0%      | -50.0% |
|                  |   | 4         |  |        |         |       |           |             |        |
| Sub Total        | 23,525                                  | 23,192    | 23,525   | 23,192 |         | 333   | 333       | 1.4%        | 1.4%   |
| Private          | 13,609                                  | 13,437    | 13,609   | 13,437 | 100     | 172   | 172       | 1.3%        | 1.3%   |
| Business         | 8,198                                   | 8,221     | 8,198  | 8,221  | in.     | -23   | -23       | -0.3%       | -0.3%  |
| Gov't            | 1,110                                   | 1,186     | 1,110  | 1,186  | gr<br>V | -76   | -76       | -6.4%       | -6.4%  |
| Rental           | 608                                     | 348       | 608  | 348    |         | 260   | 260       | 74.7%       | 74.7%  |
|                  |   |           |  |        |         |       |           |             |        |
| Heavy Commercial | 479                                     | 368       | 479  | 368    |         | 111   | 111       | 30.2%       | 30.2%  |
|                  | 460000000000000000000000000000000000000 |           | Tarana and a salah |        |         |       |           |             |        |
| Total            | 24,004                                  | 23,560    | 24,004   | 23,560 | Ħ       | 444   | 444       | 1.9%        | 1.9%   |



#### VFACTS NSW

# NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE JANUARY 2012

|                              | Mon    |         | YTI    |       |       | Variance +/- Vol. & % |          |        |  |
|------------------------------|--------|---------|--------|-------|-------|-----------------------|----------|--------|--|
| Total Market                 | 2012   | 2011    | 2012   | 2011  | MTH   | YTD 🥼                 | MTH      | YTD    |  |
|                              |        |         |        | 44    |       |                       |          |        |  |
| Passenger Private            |        |         |        | _     |       |                       |          |        |  |
| Diesel                       | 532    | 427     | 532    | 427   | 105   | 105                   | 24.6%    | 24.6%  |  |
| Hybrid                       | 62     | 32      | 62     | 32    | 30    | 30                    | 93.8%    | 93.8%  |  |
| LPG                          | 3      | 0       | 3      | 0     | 3     | 3                     | -        | -      |  |
| Petrol                       | 8,162  | 9,020   | 8,162  | 9,020 | -858  | -858                  | -9.5%    | -9.5%  |  |
| Passenger Non-Private        |        |         | A      |       | 411   |                       |          |        |  |
| Diesel                       | 556    | 490     | 556    | 490   | 66    | 66                    | 13.5%    | 13.5%  |  |
| Electric                     | 2      | 0       | 2      | o     | 2     | 2                     | =        | -      |  |
| Hybrid                       | 118    | 54      | 118    | 54    | 64    | 64                    | 118.5%   | 118.5% |  |
| LPG                          | 41     | 24      | 41     | 24    | 17    | 17                    | 70.8%    | 70.8%  |  |
| Petrol                       | 4,380  | 4,500   | 4,380  | 4,500 | -120  | -120                  | -2.7%    | -2.7%  |  |
| SUV Private                  |        |         |        |       |       |                       |          |        |  |
| Diesel                       | 1,196  | 708     | 1,196  | 708   | 488   | 488                   | 68.9%    | 68.9%  |  |
| Hybrid                       | 4      | 12      | 4      | 12    | -8    | -8                    | -66.7%   | -66.7% |  |
| Petrol                       | 2,695  | 2,249   | 2,695  | 2,249 | 446   | 446                   | 19.8%    | 19.8%  |  |
| . 64.6.                      | _,000  | _,      | _,000  |       |       |                       | . 5.5 75 | 10.070 |  |
| SUV Non-Private              |        | 400     |        |       |       |                       |          |        |  |
| Diesel                       | 1,072  | 823     | 1,072  | 823   | 249   | 249                   | 30.3%    | 30.3%  |  |
| Hybrid                       | 10     | 9       | 10     | 9     | 1     | 1                     | 11.1%    | 11.1%  |  |
| Petrol                       | 1,788  | 1,482   | 1,788  | 1,482 | 306   | 306                   | 20.6%    | 20.6%  |  |
| Light Commercial Private     |        |         |        |       |       |                       |          |        |  |
| Diesel                       | 715    | 699     | 715    | 699   | 16    | 16                    | 2.3%     | 2.3%   |  |
| LPG                          | 3      | 0       | 3      | 0     | 3     | 3                     | 2.070    | 2.070  |  |
| Petrol                       | 237    | 290     | 237    | 290   | -53   | -53                   | -18.3%   | -18.3% |  |
|                              |        |         |        |       |       |                       |          |        |  |
| Light Commercial Non-Private |        | Oliusa. |        |       | _     | _                     |          |        |  |
| Diesel                       | 1,522  | 1,766   | 1,522  | 1,766 | -244  | -244                  | -13.8%   | -13.8% |  |
| LPG                          | 23     | 20      | 23     | 20    | 3     | 3                     | 15.0%    | 15.0%  |  |
| Petrol                       | 404    | 587     | 404    | 587   | -183  | -183                  | -31.2%   | -31.2% |  |
| Heavy Commercial             | 479    | 368     | 479    | 368   | 111   | 111                   | 30.2%    | 30.2%  |  |
| Total                        | 10,148 | 9,013   | 10,148 | 9,013 | 1,135 | 1,135                 | 12.6%    | 12.6%  |  |

# NEW VEHICLE SALES BY COUNTRY OF ORIGIN JANUARY 2012

|                            | Mon    | th     | YTI    | D .    | 4 <b>1</b> | /ariance + | /- Vol. & % | ,<br>D  |
|----------------------------|--------|--------|--------|--------|------------|------------|-------------|---------|
|                            | 2012   | 2011   | 2012   | 2011   | MTH /      | YTD        | /MTH        | YTD     |
| Locally Manufactured       |        |        |        |        |            |            |             |         |
| Ford                       | 573    | 564    | 573    | 564    | 9          | 9          | 1.6%        | 1.6%    |
| Holden                     | 1,446  | 944    | 1,446  | 944    | 502        | 502        | 53.2%       | 53.2%   |
| Toyota                     | 733    | 586    | 733    | 586    | 147        | 147        | 25.1%       | 25.1%   |
| Total Locally Manufactured | 2,752  | 2,094  | 2,752  | 2,094  | 658        | 658        | 31.4%       | 31.4%   |
| Imported                   |        |        |        |        |            |            |             |         |
| Argentina                  | 122    | 0      | 122    | 0      | 122        | 122        | _           | _       |
| Austria                    | 3      | 33     | 3      | 33     | -30        | -30        | -90.9%      | -90.9%  |
| Belgium                    | 312    | 356    | 312    | 356    | -44        | -44        | -12.4%      | -12.4%  |
| Brazil                     | 0      | 21     | 0      | 21     | -21        | -21        | -100.0%     | -100.0% |
| China                      | 263    | 138    | 263    | 138    | 125        | 125        | 90.6%       | 90.6%   |
| Czech Republic             | 109    | 49     | 109    | 49     | 60         | 60         | 122.4%      | 122.4%  |
| England                    | 591    | 478    | 591    | 478    | 113        | 113        | 23.6%       | 23.6%   |
| France                     | 181    | 173    | 181    | 173    | 8          | 8          | 4.6%        | 4.6%    |
| Germany                    | 2,258  | 1,541  | 2,258  | 1,541  | 717        | 717        | 46.5%       | 46.5%   |
| Hungary                    | 6      | 5      | 6      | 5      | 1          | 1          | 20.0%       | 20.0%   |
| India                      | 243    | 348    | 243    | 348    | -105       | -105       | -30.2%      | -30.2%  |
| Indonesia                  | 11,    | 3      | 11     | 3      | 8          | 8          | 266.7%      | 266.7%  |
| Italy                      | 69     | 82     | 69     | 82     | -13        | -13        | -15.9%      | -15.9%  |
| Japan                      | 10,031 | 9,192  | 10,031 | 9,192  | 839        | 839        | 9.1%        | 9.1%    |
| Korea                      | 3,538  | 3,703  | 3,538  | 3,703  | -165       | -165       |             | -4.5%   |
| Malaysia                   | 28     | 49     | 28     | 49     | -21        | -21        | -42.9%      | -42.9%  |
| Mexico                     | 104    | 49     | 104    | 49     | 55         | 55         | 112.2%      | 112.2%  |
| Poland                     | 32     | 34     | 32     | 34     | -2         | -2         | -5.9%       | -5.9%   |
| Portugal                   | 29     | 15     | 29     | 15     | 14         | 14         | 93.3%       | 93.3%   |
| Slovak Republic            | 49     | 85     | 49     | 85     | -36        | -36        | -42.4%      | -42.4%  |
| South Africa               | 75     | 438    | 75     | 438    | -363       | -363       | -82.9%      | -82.9%  |
| Spain                      | 242    | 153    | 242    | 153    | 89         | 89         | 58.2%       | 58.2%   |
| Sweden                     | 67     | 59     | 67     | 59     | 8          | 8          | 13.6%       | 13.6%   |
| Taiwan                     | 56     | 101    | 56     | 101    | -45        | -45        |             | -44.6%  |
| Thailand                   | 1,995  | 3,738  | 1,995  | 3,738  | -1,743     | -1,743     | -46.6%      | -46.6%  |
| Turkey                     | 39     | 21     | 39     | 21     | 18         | 18         | 85.7%       | 85.7%   |
| USA                        | 464    | 347    | 464    | 347    | 117        | 117        | 33.7%       | 33.7%   |
| Other                      | 335    | 255    | 335    | 255    | 80         | 80         | 31.4%       | 31.4%   |
| Total Imported             | 21,252 | 21,466 | 21,252 | 21,466 | -214       | -214       | -1.0%       | -1.0%   |
| Total Market               | 24,004 | 23,560 | 24,004 | 23,560 | 444        | 444        | 1.9%        | 1.9%    |

#### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

|                     | T      |        |            |        |        | _/  | <u> </u>     |        | Variance +/- % |         |  |  |  |
|---------------------|--------|--------|------------|--------|--------|---|--------------|--------|----------------|---------|--|--|--|
| Light               |        |        | nth        |        |        | F-15-15-15-15-15-15-15-15-15-15-15-15-15- | o Date       | y a    |                |         |  |  |  |
|                     | 20     |        | 20         |        | 20     |   | 20           |        | MTH            | YTD     |  |  |  |
| Light < \$25K       | Volume | Share  | Volume     | Share  | Volume |   | Volume       | Share  |                |         |  |  |  |
| Chery J1            | 5      | 0.2%   | 0          | 0.0%   | 5      | 0.2%                                      | 0            | 0.0%   | -              | -       |  |  |  |
| Ford Fiesta         | 205    | 7.2%   | 311        | 8.0%   | 205    | 7.2%                                      | 311          | 8.0%   | -34.1%         | -34.1%  |  |  |  |
| Holden Barina       | 380    | 13.3%  | 164        | 4.2%   | 380    | 13.3%                                     | 164          | 4.2%   | 131.7%         | 131.7%  |  |  |  |
| Holden Barina Spark | 48     | 1.7%   | 110        | 2.8%   | 48     | 1.7%                                      | 110          | 2.8%   | -56.4%         | -56.4%  |  |  |  |
| Honda City          | 4      | 0.1%   | 57         | 1.5%   | 4      | 0.1%                                      | 57           | 1.5%   | -93.0%         | -93.0%  |  |  |  |
| Honda Jazz          | 33     | 1.2%   | 188        | 4.9%   | 33     | 1.2%                                      | 188          | 4.9%   | -82.4%         | -82.4%  |  |  |  |
| Hyundai Accent      | 213    | 7.5%   | 0          | 0.0%   | 213    | 7.5%                                      | <b>/</b>   0 | 0.0%   | -              | -       |  |  |  |
| Hyundai Getz        | 0      | 0.0%   | 657        | 17.0%  | 0      | 0.0%                                      | 657          | 17.0%  | -100.0%        | -100.0% |  |  |  |
| Hyundai i20         | 213    | 7.5%   | 230        | 5.9%   | 213    | 7.5%                                      | 230          | 5.9%   | -7.4%          | -7.4%   |  |  |  |
| Kia Rio             | 196    | 6.9%   | 211        | 5.5%   | 196    | 6.9%                                      | 211          | 5.5%   | -7.1%          | -7.1%   |  |  |  |
| Mazda2              | 591    | 20.7%  | 515        | 13.3%  | 591    | 20.7%                                     | 515          | 13.3%  | 14.8%          | 14.8%   |  |  |  |
| Mitsubishi Colt     | 19     | 0.7%   | 31         | 0.8%   | 19     | 0.7%                                      | 31           | 0.8%   | -38.7%         | -38.7%  |  |  |  |
| Nissan Micra        | 112    | 3.9%   | 105        | 2.7%   | 112    | 3.9%                                      | 105          | 2.7%   | 6.7%           | 6.7%    |  |  |  |
| Proton S16          | 9      | 0.3%   | 25         | 0.6%   | 9      | 0.3%                                      | 25           | 0.6%   | -64.0%         | -64.0%  |  |  |  |
| Proton Satria       | 3      | 0.1%   | <b>4</b> 2 | 0.1%   | 3      | 0.1%                                      | 2            | 0.1%   | 50.0%          | 50.0%   |  |  |  |
| Skoda Fabia         | 6      | 0.2%   | 0          | 0.0%   | 6      | 0.2%                                      | 0            | 0.0%   | -              | _       |  |  |  |
| Smart Fortwo        | 4      | 0.1%   | Albert.    | 0.0%   | 4      | 0.1%                                      | 1            | 0.0%   | 300.0%         | 300.0%  |  |  |  |
| Suzuki Alto         | 33     | 1.2%   | 118        | 3.1%   | 33     | 1.2%                                      | 118          | 3.1%   | -72.0%         | -72.0%  |  |  |  |
| Suzuki Swift        | 226    | 7.9%   | 383        | 9.9%   | 226    | 7.9%                                      | 383          | 9.9%   | -41.0%         | -41.0%  |  |  |  |
| Toyota Yaris        | 491    | 17.2%  | 641        | 16.6%  | 491    | 17.2%                                     | 641          | 16.6%  | -23.4%         | -23.4%  |  |  |  |
| Volkswagen Polo     | 61     | 2.1%   | 119        | 3.1%   | 61     | 2.1%                                      | 119          | 3.1%   | -48.7%         | -48.7%  |  |  |  |
| Ç                   |        | Allina |            |        |        | V   |              |        |                |         |  |  |  |
| Total Light < \$25K | 2,852  | 11.9%  | 3,868      | 16.4%  | 2,852  | 11.9%                                     | 3,868        | 16.4%  | -26.3%         | -26.3%  |  |  |  |
|                     | 1      |        |            |        |        |   | 1            |        |                |         |  |  |  |
| Light > \$25K       | Volume | Share  | Volume     |        | Volume | Share                                     | Volume       | Share  |                |         |  |  |  |
| Alfa Romeo MiTo     | 11     | 16.9%  | 9          | 10.5%  |        | 16.9%                                     | 9            | 10.5%  | 22.2%          | 22.2%   |  |  |  |
| Citroen C3          | 9      | 13.8%  | 6          | 7.0%   | Bo.    | 13.8%                                     | 6            | 7.0%   | 50.0%          | 50.0%   |  |  |  |
| Citroen DS3         | 10     | 15.4%  | 7          |        | 13037  | 15.4%                                     | 7            | 8.1%   | 42.9%          | 42.9%   |  |  |  |
| Fiat 500            | 13     | 20.0%  | 11         | 12.8%  | · ·    | 20.0%                                     | 11           | 12.8%  | 18.2%          | 18.2%   |  |  |  |
| Fiat Abarth 500     | 4      | 6.2%   | 0          | 0.0%   |        | 6.2%                                      | 0            | 0.0%   | -              | -       |  |  |  |
| Mitsubishi i-MiEV   | 2      | 3.1%   | 0          | 0.0%   |        | 3.1%                                      | 0            | 0.0%   | -              | -       |  |  |  |
| Peugeot 207         | 15     | 23.1%  | 51         | 59.3%  | 15     | 23.1%                                     | 51           | 59.3%  | -70.6%         | -70.6%  |  |  |  |
| Renault Clio        | 1      | 1.5%   | 2          | 2.3%   | 1      | 1.5%                                      | 2            | 2.3%   | -50.0%         | -50.0%  |  |  |  |
| Total Light > \$25K | 65     | 0.3%   | 86         | 0.4%   | 65     | 0.3%                                      | 86           | 0.4%   | -24.4%         | -24.4%  |  |  |  |
|                     |        |        |            | 10.007 |        | 10.001                                    |              | 40.001 |                |         |  |  |  |
| Total Light         | 2,917  | 12.2%  | 3,954      | 16.8%  | 2,917  | 12.2%                                     | 3,954        | 16.8%  | -26.2%         | -26.2%  |  |  |  |

### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Small                 | 4      | Mo     | nth    |        |        | Year t | o Date |        | Variance +/- % |         |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------------|---------|
|                       | 20     |        | 20     | 11     | 20     | 12     | 20     | 11     | MTH            | YTD     |
| Small < \$40K         | Volume | Share  | Volume | Share  | Volume | Share  | Volume | Share  |                |         |
| Chery J3              | 4      | 0.1%   | 0      | 0.0%   | 4      | 0.1%   | 0      | 0.0%   | -              |         |
| Citroen C4            | 24     | 0.4%   | 5      | 0.1%   | 24     | 0.4%   | 5      | 0.1%   | 380.0%         | 380.0%  |
| Dodge Caliber         | 20     | 0.3%   | 1      | 0.0%   | 20     | 0.3%   | 1      | 0.0%   | >999%          | >999%   |
| Ford Focus            | 444    | 7.3%   | 316    | 4.8%   | 444    | 7.3%   | 316    | 4.8%   | 40.5%          | 40.5%   |
| Holden Cruze          | 633    | 10.4%  | 657    | 10.0%  | 633    | 10.4%  | 657    | 10.0%  | -3.7%          | -3.7%   |
| Honda Civic           | 54     | 0.9%   | 180    | 2.8%   | 54     | 0.9%   | 180    | 2.8%   | -70.0%         | -70.0%  |
| Honda Insight         | 8      | 0.1%   | 5      | 0.1%   | 8      | 0.1%   | 5      | 0.1%   | 60.0%          | 60.0%   |
| Hyundai Elantra       | 195    | 3.2%   | 9      | 0.1%   | 195    | 3.2%   | 9      | 0.1%   | >999%          | >999%   |
| Hyundai i30           | 607    | 10.0%  | 538    | 8.2%   | 607    | 10.0%  | 538    | 8.2%   | 12.8%          | 12.8%   |
| Kia Cerato            | 240    | 3.9%   |        | 2.0%   | 240    | 3.9%   | 129    | 2.0%   | 86.0%          | 86.0%   |
| Kia Soul              | 14     | 0.2%   | 8      | 0.1%   | 14     | 0.2%   | 8      | 0.1%   | 75.0%          | 75.0%   |
| Mazda3                | 1,343  | 22.0%  | 1,338  | 20.5%  | 1,343  | 22.0%  | 1,338  | 20.5%  | 0.4%           | 0.4%    |
| Mitsubishi Lancer     | 484    | 7.9%   | 620    | 9.5%   | 484    | 7.9%   | 620    | 9.5%   | -21.9%         | -21.9%  |
| Nissan Tiida          | 85     | 1.4%   | 119    | 1.8%   | 85     | 1.4%   | 119    | 1.8%   | -28.6%         | -28.6%  |
| Peugeot 3008          | 4      | 0.1%   | 15     | 0.2%   | 4      | 0.1%   | 15     | 0.2%   | -73.3%         | -73.3%  |
| Peugeot 308           | 21     | 0.3%   | 32     | 0.5%   | 21     | 0.3%   | 32     | 0.5%   | -34.4%         | -34.4%  |
| Proton Gen.2          | 3      | 0.0%   | 4      | 0.1%   | 3      | 0.0%   | 4      | 0.1%   | -25.0%         | -25.0%  |
| Proton Persona        | 3      | 0.0%   | 6      | 0.1%   | 3      | 0.0%   | 6      | 0.1%   | -50.0%         | -50.0%  |
| Renault Fluence       | 2      | 0.0%   | 4      | 0.1%   | 2      | 0.0%   | 4      | 0.1%   | -50.0%         | -50.0%  |
| Renault Megane        | 11     | 0.2%   | 7      | 0.1%   | 11     | 0.2%   | 7      | 0.1%   | 57.1%          | 57.1%   |
| Subaru Impreza        | 155    | 2.5%   |        | 9.2%   | 155    | 2.5%   | 600    | 9.2%   | -74.2%         | -74.2%  |
| Suzuki SX4            | 43     | 0.7%   | 41     | 0.6%   | 43     | 0.7%   | 41     | 0.6%   | 4.9%           | 4.9%    |
| Toyota Corolla        | 1,228  | 20.1%  | 1,545  | 23.6%  | 1,228  | 20.1%  | 1,545  | 23.6%  | -20.5%         | -20.5%  |
| Toyota Prius          | 24     | 0.4%   |        | 0.2%   | 24     | 0.4%   | 16     | 0.2%   | 50.0%          | 50.0%   |
| Toyota Rukus          | 36     | 0.6%   | 32     | 0.5%   | 36     | 0.6%   | 32     | 0.5%   | 12.5%          | 12.5%   |
| Volkswagen Golf       | 415    | 6.8%   |        | 4.8%   | 415    | 6.8%   | 314    | 4.8%   | 32.2%          | 32.2%   |
| Volkswagen New Beetle | 0      | 0.0%   | 1      | 0.0%   | 0      | 0.0%   | 1      | 0.0%   |                |         |
| Total Small < \$40K   | 6,100  | 25.4%  | 6,542  | 27.8%  | 6,100  | 25.4%  | 6,542  | 27.8%  | -6.8%          | -6.8%   |
| Total Siliali V 44010 | 0,100  | 25.7/0 | 0,542  | 27.070 | 0,100  | 25.7/0 | 0,542  | 27.070 | -0.0 /0        | -0.0 /  |
| Small > \$40K         | Volume | Share  | Volume | Share  | Volume | Share  | Volume | Share  |                |         |
| Alfa Romeo Giulietta  | 11     | 3.9%   | 18     | 7.5%   | 11     | 3.9%   | 18     | 7.5%   | -38.9%         | -38.9%  |
| Audi A1               | 48     | 16.8%  | 71     | 29.6%  | 48     | 16.8%  | 71     | 29.6%  | -32.4%         | -32.4%  |
| Audi A3               | 71     | 24.9%  | 51     | 21.3%  | 71     | 24.9%  | 51     | 21.3%  | 39.2%          | 39.2%   |
| BMW 1 Series          | 57     | 20.0%  | 15     | 6.3%   | 57     | 20.0%  | 15     | 6.3%   | 280.0%         | 280.0%  |
| Citroen DS4           | 3      | 1.1%   | 0      | 0.0%   | 3      | 1.1%   | 0      | 0.0%   | -              |         |
| Lexus CT200H          | 66     | 23.2%  | 0      | 0.0%   | 66     | 23.2%  | 0      | 0.0%   | _              |         |
| Mercedes-Benz B-Class | 0      | 0.0%   | 38     | 15.8%  | 0      | 0.0%   | 38     | 15.8%  | -100.0%        | -100.0% |
| MINI Hatch/Clubman    | 18     | 6.3%   | 33     | 13.8%  | 18     | 6.3%   | 33     | 13.8%  | -45.5%         | -45.5%  |
| Volvo C30             | 11     | 3.9%   |        | 5.8%   | 11     | 3.9%   | 14     | 5.8%   | -21.4%         | -21.4%  |
| Total Small > \$40K   | 285    | 1.2%   | 240    | 1.0%   | 285    | 1.2%   | 240    | 1.0%   | 18.8%          | 18.8%   |
| Total Olliali > \$401 |        | 1.4/0  | 2-10   | 1.0 /0 | 200    | 1.4/0  | 2-10   | 1.0 /0 | 10.0 /0        | 10.0 /0 |
| Total Small           | 6,385  | 26.6%  | 6,782  | 28.8%  | 6,385  | 26.6%  | 6,782  | 28.8%  | -5.9%          | -5.9%   |

## NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Medium               |                 | Мо    | nth             |       |                 | Year t | o Date          |       | Variand | e +/- % |
|----------------------|-----------------|-------|-----------------|-------|-----------------|--------|-----------------|-------|---------|---------|
|                      | 20 <sup>-</sup> | 12    | 20 <sup>-</sup> |       | 20 <sup>-</sup> |        | 20 <sup>-</sup> | 11    | MTH     | YTD     |
| Medium < \$60K       | Volume          | Share | Volume          | Share | Volume          | Share  | Volume          | Share |         |         |
| Alfa Romeo 159       | 9               | 0.5%  | 2               | 0.2%  | 9               | 0.5%   | 2               | 0.2%  | 350.0%  | 350.0%  |
| Citroen C5           | 12              | 0.6%  | 4               | 0.3%  | 12              | 0.6%   | 4               | 0.3%  | 200.0%  | 200.0%  |
| Ford Mondeo          | 143             | 7.6%  | 212             | 17.8% | 143             | 7.6%   | 212             | 17.8% | -32.5%  | -32.5%  |
| Holden Epica         | 4               | 0.2%  | 20              | 1.7%  | 4               | 0.2%   | 20              | 1.7%  | -80.0%  | -80.0%  |
| Honda Accord Euro    | 290             | 15.3% | 92              | 7.7%  | 290             | 15.3%  | 92              | 7.7%  | 215.2%  | 215.2%  |
| Hyundai i40          | 39              | 2.1%  | 0               | 0.0%  | 39              | 2.1%   | 0               | 0.0%  | -       | -       |
| Hyundai l45          | 107             | 5.7%  | 65              | 5.4%  | 107             | 5.7%   | 65              | 5.4%  | 64.6%   | 64.6%   |
| Kia Optima           | 40              | 2.1%  | 37              | 3.1%  | 40              | 2.1%   | 37              | 3.1%  | 8.1%    | 8.1%    |
| Mazda6               | 225             | 11.9% | 188             | 15.8% | 225             | 11.9%  | 188             | 15.8% | 19.7%   | 19.7%   |
| Peugeot 407          | 0               | 0.0%  | 4               | 0.3%  | 0               | 0.0%   | 4               | 0.3%  | -100.0% | -100.0% |
| Renault Latitude     | 5               | 0.3%  | 0               | 0.0%  | 5               | 0.3%   | 0               | 0.0%  | -       | -       |
| Skoda Octavia        | 30              | 1.6%  | 33              | 2.8%  | 30              | 1.6%   | 33              | 2.8%  | -9.1%   | -9.1%   |
| Subaru Liberty       | 307             | 16.2% | 109             | 9.1%  | 307             | 16.2%  | 109             | 9.1%  | 181.7%  | 181.7%  |
| Suzuki Kizashi       | 32              | 1.7%  | 32              | 2.7%  | 32              | 1.7%   | 32              | 2.7%  | 0.0%    | 0.0%    |
| Toyota Camry (4 cyl) | 427             | 22.6% | 321             | 26.9% | 427             | 22.6%  | 321             | 26.9% | 33.0%   | 33.0%   |
| Volkswagen Jetta     | 57              | 3.0%  | 27              | 2.3%  | 57              | 3.0%   | 27              | 2.3%  | 111.1%  | 111.1%  |
| Volkswagen Passat    | 119             | 6.3%  | 28              | 2.3%  | 119             | 6.3%   | 28              | 2.3%  | 325.0%  | 325.0%  |
| Volvo S40            | 7               | 0.4%  | 3               | 0.3%  | 7               | 0.4%   | 3               | 0.3%  | 133.3%  | 133.3%  |
| Volvo S60            | 20              | 1.1%  | 11              | 0.9%  | 20              | 1.1%   | 11              | 0.9%  | 81.8%   | 81.8%   |
| Volvo V50            | 3               | 0.2%  | 5               | 0.4%  | 3               | 0.2%   | 5               | 0.4%  | -40.0%  | -40.0%  |
| Volvo V60            | 14              | 0.7%  | 0               | 0.0%  | 14              | 0.7%   | 0               | 0.0%  | -       | -       |
| Total Medium < \$60K | 1,890           | 7.9%  | 1,193           | 5.1%  | 1,890           | 7.9%   | 1,193           | 5.1%  | 58.4%   | 58.4%   |

| Medium > \$60K        | Volume | Share | Volume | Share | Volume | Share | Volume | Share |        |        |
|-----------------------|--------|-------|--------|-------|--------|-------|--------|-------|--------|--------|
| Audi A4               | 82     | 21.0% | 101    | 23.2% | 82     | 21.0% | 101    | 23.2% | -18.8% | -18.8% |
| Audi A5 Sportback     | 21     | 5.4%  | 35     | 8.0%  | 21     | 5.4%  | 35     | 8.0%  | -40.0% | -40.0% |
| BMW 3 Series          | 79     | 20.2% | 100    | 23.0% | 79     | 20.2% | 100    | 23.0% | -21.0% | -21.0% |
| Lexus IS F            | 1      | 0.3%  | 4      | 0.9%  | 1      | 0.3%  | 4      | 0.9%  | -75.0% | -75.0% |
| Lexus IS250           | 55     | 14.1% | 67     | 15.4% | 55     | 14.1% | 67     | 15.4% | -17.9% | -17.9% |
| Lexus IS350           | 26     | 6.6%  | 35     | 8.0%  | 26     | 6.6%  | 35     | 8.0%  | -25.7% | -25.7% |
| Mercedes-Benz C-Class | 107    | 27.4% | 81     | 18.6% | 107    | 27.4% | 81     | 18.6% | 32.1%  | 32.1%  |
| Volkswagen Passat CC  | 20     | 5.1%  | 12     | 2.8%  | 20     | 5.1%  | 12     | 2.8%  | 66.7%  | 66.7%  |
| Total Medium > \$60K  | 391    | 1.6%  | 435    | 1.8%  | 391    | 1.6%  | 435    | 1.8%  | -10.1% | -10.1% |

| Total Medium | 2.281 | 9.5% | 1.628 | 6.9% | 2.281 | 9.5% | 1.628 | 6.9% | 40.1% | 40.1% |
|--------------|-------|------|-------|------|-------|------|-------|------|-------|-------|

| Large               |        | Мо    | nth    |       |        | Year t | o Date |       | Varianc | e +/- % |
|---------------------|--------|-------|--------|-------|--------|--------|--------|-------|---------|---------|
| _                   | 20     | 12    | 20     | 11    | 20     | 12     | 20     | 11    | MTH     | YTD     |
| Large < \$70K       | Volume | Share | Volume | Share | Volume | Share  | Volume | Share |         |         |
| Ford Falcon         | 262    | 20.2% | 285    | 20.4% | 262    | 20.2%  | 285    | 20.4% | -8.1%   | -8.1%   |
| Holden Commodore    | 646    | 49.7% | 774    | 55.3% | 646    | 49.7%  | 774    | 55.3% | -16.5%  | -16.5%  |
| Honda Accord        | 10     | 0.8%  | 34     | 2.4%  | 10     | 0.8%   | 34     | 2.4%  | -70.6%  | -70.6%  |
| Hyundai Grandeur    | 1      | 0.1%  | 0      | 0.0%  | 1      | 0.1%   | 0      | 0.0%  | -       | -       |
| Nissan Maxima       | 20     | 1.5%  | 28     | 2.0%  | 20     | 1.5%   | 28     | 2.0%  | -28.6%  | -28.6%  |
| Peugeot 508         | 39     | 3.0%  | 0      | 0.0%  | 39     | 3.0%   | 0      | 0.0%  | -       | -       |
| Skoda Superb        | 15     | 1.2%  | 14     | 1.0%  | 15     | 1.2%   | 14     | 1.0%  | 7.1%    | 7.1%    |
| Toyota Aurion       | 306    | 23.6% | 265    | 18.9% | 306    | 23.6%  | 265    | 18.9% | 15.5%   | 15.5%   |
| Total Large < \$70K | 1,299  | 5.4%  | 1,400  | 5.9%  | 1,299  | 5.4%   | 1,400  | 5.9%  | -7.2%   | -7.2%   |

#### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Large > \$70K             | Volume | Share | Volume | Share | Volume | Share | Volume | Share |         |         |
|---------------------------|--------|-------|--------|-------|--------|-------|--------|-------|---------|---------|
| Audi A6                   | 28     | 25.9% | 13     | 12.4% | 28     | 25.9% | 13     | 12.4% | 115.4%  | 115.4%  |
| Audi A7                   | 7      | 6.5%  | 0      | 0.0%  | 7      | 6.5%  | 0      | 0.0%  | -       | -       |
| BMW 5 Series              | 29     | 26.9% | 37     | 35.2% | 29     | 26.9% | 37     | 35.2% | -21.6%  | -21.6%  |
| BMW 5 Series Gran Turismo | 0      | 0.0%  | 1      | 1.0%  | 0      | 0.0%  | 1      | 1.0%  | -100.0% | -100.0% |
| Citroen C6                | 1      | 0.9%  | 0      | 0.0%  | 1      | 0.9%  | 0      | 0.0%  | -       | -       |
| Honda Legend              | 1      | 0.9%  | 0      | 0.0%  | 1      | 0.9%  | 0      | 0.0%  | -       | -       |
| Jaguar XF                 | 20     | 18.5% | 12     | 11.4% | 20     | 18.5% | 12     | 11.4% | 66.7%   | 66.7%   |
| Lexus GS                  | 1      | 0.9%  | 4      | 3.8%  | 1      | 0.9%  | 4      | 3.8%  | -75.0%  | -75.0%  |
| Mercedes-Benz CLS-Class   | 5      | 4.6%  | 0      | 0.0%  | 5      | 4.6%  | 0      | 0.0%  | -       | -       |
| Mercedes-Benz E-Class     | 14     | 13.0% | 37     | 35.2% | 14     | 13.0% | 37     | 35.2% | -62.2%  | -62.2%  |
| Volvo S80                 | 2      | 1.9%  | 1      | 1.0%  | 2      | 1.9%  | 1      | 1.0%  | 100.0%  | 100.0%  |
| Total Large > \$70K       | 108    | 0.4%  | 105    | 0.4%  | 108    | 0.4%  | 105    | 0.4%  | 2.9%    | 2.9%    |
| Total Large               | 1,407  | 5.9%  | 1,505  | 6.4%  | 1,407  | 5.9%  | 1,505  | 6.4%  | -6.5%   | -6.5%   |

| Upper Large                |        | Мо     | nth    |       |        | Year t | o Date |       | Variand | e +/- % |
|----------------------------|--------|--------|--------|-------|--------|--------|--------|-------|---------|---------|
|                            | 20     | 12     | 20     | 11    | 20     | 12     | 20     | 11    | MTH     | YTD     |
| Upper Large < \$100K       | Volume | Share  | Volume | Share | Volume | Share  | Volume | Share |         |         |
| Chrysler 300C              | 0      | 0.0%   | 31     | 66.0% | 0      | 0.0%   | 31     | 66.0% | -100.0% | -100.0% |
| Holden Caprice             | 43     | 100.0% | 16     | 34.0% | 43     | 100.0% | 16     | 34.0% | 168.8%  | 168.8%  |
| Total Upper Large < \$100K | 43     | 0.2%   | 47     | 0.2%  | 43     | 0.2%   | 47     | 0.2%  | -8.5%   | -8.5%   |
| Upper Large > \$100K       | Volume | Share  | Volume | Share | Volume | Share  | Volume | Share |         |         |
| Audi A8                    | 6      | 33.3%  |        | 45.5% |        | 33.3%  |        | 45.5% | -40.0%  | -40.0%  |
| Dantley                    | 2      | 11.1%  | 2      | 9.1%  | 2      | 11.1%  | 2      | 9.1%  | 0.0%    | 0.0%    |
| Bentley                    |        |        |        |       |        |        |        |       |         |         |

| Jaguar XJ SERIES           | 4  | 22.2% | 5  | 22.7% | 4  | 22.2% | 5  | 22.7% | -20.0% | -20.0% |
|----------------------------|----|-------|----|-------|----|-------|----|-------|--------|--------|
| Mercedes-Benz S-Class      | 4  | 22.2% | 0  | 0.0%  | 4  | 22.2% | 0  | 0.0%  | -      | -      |
| Porsche Panamera           | 2  | 11.1% | 4  | 18.2% | 2  | 11.1% | 4  | 18.2% | -50.0% | -50.0% |
|                            |    |       |    |       |    |       |    |       |        |        |
| Total Upper Large > \$100K | 18 | 0.1%  | 22 | 0.1%  | 18 | 0.1%  | 22 | 0.1%  | -18.2% | -18.2% |
|                            |    |       |    |       |    |       |    |       |        |        |
| Total Unner Large          | 61 | በ 3%  | 69 | 0 3%  | 61 | በ 3%  | 69 | 0 3%  | -11 6% | -11 6% |

| Total Upper Large | 61 | 0.3% | 69 | 0.3% | 61 | 0.3% | 69 | 0.3% | -11.6% | -11.6% |
|-------------------|----|------|----|------|----|------|----|------|--------|--------|
|                   |    |      |    |      |    | •    |    |      |        |        |

| People Movers                |        | Мо    | nth    |       |        | Year t | o Date |       | Variand | e +/- % |
|------------------------------|--------|-------|--------|-------|--------|--------|--------|-------|---------|---------|
|                              | 20     | 12    | 20     | 11    | 20     | 12     | 20     | 11    | MTH     | YTD     |
| People Movers < \$55K        | Volume | Share | Volume | Share | Volume | Share  | Volume | Share |         |         |
| Citroen C4 Grand Picasso     | 5      | 1.6%  | 6      | 3.0%  | 5      | 1.6%   | 6      | 3.0%  | -16.7%  | -16.7%  |
| Dodge Journey                | 12     | 3.9%  | 35     | 17.3% | 12     | 3.9%   | 35     | 17.3% | -65.7%  | -65.7%  |
| Honda Odyssey                | 83     | 27.0% | 20     | 9.9%  | 83     | 27.0%  | 20     | 9.9%  | 315.0%  | 315.0%  |
| Hyundai iMAX                 | 41     | 13.4% | 41     | 20.3% | 41     | 13.4%  | 41     | 20.3% | 0.0%    | 0.0%    |
| Kia Carnival                 | 95     | 30.9% | 61     | 30.2% | 95     | 30.9%  | 61     | 30.2% | 55.7%   | 55.7%   |
| Kia Rondo                    | 8      | 2.6%  | 6      | 3.0%  | 8      | 2.6%   | 6      | 3.0%  | 33.3%   | 33.3%   |
| Mercedes-Benz Vito Wagon     | 5      | 1.6%  | 2      | 1.0%  | 5      | 1.6%   | 2      | 1.0%  | 150.0%  | 150.0%  |
| Mitsubishi Grandis           | 0      | 0.0%  | 1      | 0.5%  | 0      | 0.0%   | 1      | 0.5%  | -100.0% | -100.0% |
| Ssangyong Stavic             | 2      | 0.7%  | 2      | 1.0%  | 2      | 0.7%   | 2      | 1.0%  | 0.0%    | 0.0%    |
| Toyota Tarago                | 37     | 12.1% | 22     | 10.9% | 37     | 12.1%  | 22     | 10.9% | 68.2%   | 68.2%   |
| Volkswagen Caddy Life/Camper | 12     | 3.9%  | 2      | 1.0%  | 12     | 3.9%   | 2      | 1.0%  | 500.0%  | 500.0%  |
| Volkswagen Caravelle         | 7      | 2.3%  | 4      | 2.0%  | 7      | 2.3%   | 4      | 2.0%  | 75.0%   | 75.0%   |
| Total People Movers < \$55K  | 307    | 1.3%  | 202    | 0.9%  | 307    | 1.3%   | 202    | 0.9%  | 52.0%   | 52.0%   |

| People Movers > \$55K       | Volume | Share | Volume | Share | Volume | Share | Volume | Share |        |        |
|-----------------------------|--------|-------|--------|-------|--------|-------|--------|-------|--------|--------|
| Chrysler Voyager            | 2      | 6.5%  | 13     | 33.3% | 2      | 6.5%  | 13     | 33.3% | -84.6% | -84.6% |
| Mercedes-Benz Viano         | 7      | 22.6% | 0      | 0.0%  | 7      | 22.6% | 0      | 0.0%  | -      | -      |
| Volkswagen Multivan         | 22     | 71.0% | 26     | 66.7% | 22     | 71.0% | 26     | 66.7% | -15.4% | -15.4% |
| Total People Movers > \$55K | 31     | 0.1%  | 39     | 0.2%  | 31     | 0.1%  | 39     | 0.2%  | -20.5% | -20.5% |
| Total People Movers         | 338    | 1.4%  | 241    | 1.0%  | 338    | 1.4%  | 241    | 1.0%  | 40.2%  | 40.2%  |

## NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Sports - \$80K   | Sports                  |        | Мо    | nth    |       |        | Year t | o Date |       | Variano  | e +/- %  |
|--|-------------------------|--------|-------|--------|-------|--------|--------|--------|-------|----------|----------|
| Alfa Romeo Brera Alfa Romeo CT 0 0.0% 1 0.5% 0 0.0% 1 0.5% 100.0% 100.0% 100.0% Audi AS Convertible 22 7.2% 23 11.8% 22 7.2% 23 11.8% 4.22 7.2% 23 11.8% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2  |                         | 20     |       |        | 11    | 20     |        |        | 11    |          |          |
| Aufa Romeo GT Audi AQ Convertible 22 72% 23 11.8% 22 72% 23 11.8% 43% 43% 43% 43% 43% 43% 43% 43% 43% 43   | Sports < \$80K          | Volume | Share | Volume | Share | Volume | Share  | Volume | Share |          |          |
| Audi AS Convertible  | Alfa Romeo Brera        | 0      | 0.0%  | 1      | 0.5%  | 0      |        | 1      | 0.5%  | -100.0%  | -100.0%  |
| BAMV 1 Series CouperCorv   34  | Alfa Romeo GT           | 0      | 0.0%  | 1      | 0.5%  | 0      | 0.0%   | 1      | 0.5%  | -100.0%  | -100.0%  |
| Honds CR-Z   | Audi A3 Convertible     | 22     | 7.2%  | 23     | 11.8% | 22     | 7.2%   | 23     | 11.8% | -4.3%    | -4.3%    |
| Hyundal Veloster   | BMW 1 Series Coupe/Conv | 34     | 11.2% | 46     | 23.6% | 34     | 11.2%  | 46     | 23.6% | -26.1%   | -26.1%   |
| Kia Cerato Koup  24 7.9% 17 8.7% 24 7.9% 11 8.7% 24 7.9% 17 8.7% 41.2% 41.2% Mazda MX5  1 0.3% 9 4.6% 12 0.3% 59 4.6% 19 0.3% 9 4.6% 60.0% 82.0% 60.0% Mazda RX8  2 0.7% 5 2.6% 2 0.7% 55 2.6% 2 0.7% 5 2.6% 60.0% 60.0% Marcades-Benz C-Class 00 0.0% 21 10.8% 00 0.0% 55 18.1% 0 0.0% 65 18.1% 0 0.0% 65 18.1% 0 0.0% 65 18.1% 0 0.0% 62 11 0.8% 100.0% 100.0% MINI Cabino 2 0.0% 21 10.8% 00 0.0% 2 10.0% 7 3.6% 10 0.0% 7 3.6% 7 3.6% 10 0.0% 10 0.0% 10.00% MINI Cabino 2 0.0% 4 1.3% 0 0.0% 4 1.3% 0 0.0% 4 1.3% 0 0.0% 17 8.7% 4 1.2% 41.2% 41.2% MINI Coupe 5 1.6% 5 2.6% 5 1.6% 5 2.6% 0.0% 0.0% 10 | Honda CR-Z              | 3      | 1.0%  | 0      | 0.0%  | 3      | 1.0%   | 0      | 0.0%  | -        | -        |
| Mazda MXS         1         0.3%         9         4.6%         1         0.3%         9         4.6%         6.82,9%         8.89,9%  | Hyundai Veloster        | 25     | 8.2%  | 0      | 0.0%  | 25     | 8.2%   | 0      | 0.0%  | -        | -        |
| Mazda MX5         1         0.3%         9         4.6%         1         0.3%         9         4.6%         6.2         0.7%         5         2.6%         6.2         0.7%         5         2.6%         5         2.6%         6.0%         6.00%  |                         | 24     | 7.9%  | 17     | 8.7%  |        |        | 17     |       | 41.2%    | 41.2%    |
| Mazda RX8  | Mazda MX5               | 1      | 0.3%  | 9      | 4.6%  | 1      | 0.3%   | 9      |       | -88.9%   | -88.9%   |
| Morcedes-Benz C-Class Coupe  | Mazda RX8               | 2      | 0.7%  |        | 2.6%  | 2      | 0.7%   | 5      | 2.6%  | -60.0%   | -60.0%   |
| Mercedes-Benz CLC-Class  |                         |        |       |        |       |        |        |        |       | -        | -        |
| MINI Cabrio  |                         |        |       |        |       |        |        |        |       | -100.0%  | -100.0%  |
| MINICOUPE  |                         |        |       |        |       |        |        |        |       |          |          |
| Nissan 370Z  |                         |        |       |        |       |        |        |        |       | - 1.170  | - 11.170 |
| Peugeot 207 Convertible  | ·                       |        |       |        |       |        |        |        |       | -41 2%   | -41 2%   |
| Peugeot 208 Convertible  |                         |        |       |        |       |        |        |        |       |          |          |
| Peugeot RCZ  | ~                       |        |       |        |       |        |        |        |       |          |          |
| Renault Megane Convertible   | S .                     |        |       |        |       |        |        |        |       |          |          |
| Renault Sport Megane   | S                       |        |       |        |       |        |        |        |       |          |          |
| Volkswagen Gos   |                         | -      |       |        |       |        |        |        |       |          |          |
| Volkswagen Rolf Cabriolet  35 11.5%  0 0.0%  1 0.5%  0 0.0%  1 0.5%  0 0.0%  1 0.5%  0 0.0%  1 0.5%  0 0.0%  1 0.5%  1 0.0%    |                         |        |       |        |       |        |        |        |       |          |          |
| Volkswagen New Beetle Cabrio         0         0.0%         1         0.5%         0         0.0%         1         0.5%         -100.0%   |                         |        |       |        |       |        |        |        |       | 93.3%    | 93.3%    |
| Volkswagen Scirocco   37   12.2%   0   0.0%   37   12.2%   0   0.0%  |                         |        |       |        |       |        |        | _      |       | 100.00/  | 100.00/  |
| Total Sports < \$80K   |                         |        |       |        |       |        |        |        |       | -100.0%  | -100.0%  |
| Sports > \$80K   | Volkswagen Scirocco     | 37     | 12.2% | 0      | 0.0%  | 37     | 12.2%  | 0      | 0.0%  | -        | -        |
| Sports > \$80K   | Total Sports < \$90K    | 204    | 1 20/ | 105    | 0.00/ | 204    | 1 20/  | 105    | 0.00/ | EE 00/   | EE 00/   |
| Audi A5  | Total Sports < \$60K    | 304    | 1.3%  | 195    | 0.0%  | 304    | 1.3%   | 195    | 0.0%  | 33.9%    | 33.9%    |
| Audi A5  | Sports > \$80K          | Volume | Sharo | Volume | Sharo | Volume | Sharo  | Volume | Sharo |          |          |
| Audi TT  |                         |        |       |        |       |        |        |        |       | 27 0%    | 27 0%    |
| BMW 24   |                         |        |       |        |       |        |        |        |       |          |          |
| BMW Z4   |                         |        |       |        |       |        |        |        |       |          |          |
| Lexus   S250C  | •                       |        |       |        |       |        |        |        |       |          |          |
| Lotus Elise  |                         |        |       |        |       |        |        |        |       |          |          |
| Lotus Evora  |                         |        |       |        |       |        |        |        |       | -04.2 70 | -04.2 70 |
| Lotus Exige  |                         |        |       |        |       |        |        | _      |       | 0.00/    | 0.00/    |
| Mercedes-Benz E-Class Cpe/Conv         13         9.6%         26         17.4%         13         9.6%         26         17.4%         -50.0  |                         |        |       |        |       |        |        |        |       |          |          |
| Mercedes-Benz SLK-Class   13   9.6%   3   2.0%   13   9.6%   3   2.0%   333.3%   333.3%   333.3%   Morgan Classics   1   0.7%   0   0.0%   1   0.7%   0   0.0%   |                         |        |       |        |       |        |        |        |       |          |          |
| Morgan Classics  | ·                       |        |       |        |       |        |        |        |       |          |          |
| Nissan GT-R  |                         |        |       |        |       |        |        |        |       | 333.3%   | 333.3%   |
| Porsche Boxster   3 2.2%   2 1.3%   3 2.2%   2 1.3%   50.0%   50.0%   Porsche Cayman   3 2.2%   1 0.7%   3 2.2%   1 0.7%   200.0%   200.   |                         |        |       |        |       |        |        |        |       | -        | -        |
| Porsche Cayman   3 2.2%   1 0.7%   3 2.2%   1 0.7%   200.0%   20   |                         |        |       |        |       |        |        |        |       |          |          |
| Volvo C70         8         5.9%         6         4.0%         8         5.9%         6         4.0%         33.3%         33.3%         33.3%           Total Sports > \$200K         136         0.6%         149         0.6%         149         0.6%         149         0.6%         -8.7%         -8.7%           Aston Martin Convertible         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -100.0%   |                         |        |       |        |       |        |        |        |       |          |          |
| Sports > \$200K  |                         | _      |       |        |       | _      |        |        |       |          |          |
| Sports > \$200K         Volume         Share         Volume         Share         Volume         Share         Volume         Share         Volume         Share         -100.0%         -100.0  | Volvo C70               | 8      | 5.9%  | 6      | 4.0%  | 8      | 5.9%   | 6      | 4.0%  | 33.3%    | 33.3%    |
| Sports > \$200K         Volume         Share         Volume         Share         Volume         Share         Volume         Share         Volume         Share         -100.0%         -100.0  |                         |        | 2 22/ |        |       | 400    |        |        |       | 2 =2/    | . ===:   |
| Aston Martin Convertible       0 0.0%       1 4.2%       0 0.0%       1 4.2%       -100.0%       -100.0%         Aston Martin Coupe       2 7.4%       2 8.3%       2 7.4%       2 8.3%       0.0%       0.0%       0.0%         Audi R8       1 3.7%       2 8.3%       1 3.7%       2 8.3%       1 3.7%       2 8.3%       -50.0%       -50.0%         BMW 6 Series       5 18.5%       0 0.0%       5 18.5%       0 0.0%       5 18.5%       0 0.0%          Ferrari       3 11.1%       2 8.3%       3 11.1%       2 8.3%       50.0%       50.0%         Jaguar XK Series       4 14.8%       2 8.3%       4 14.8%       2 8.3%       100.0%       100.0%         Lamborghini       1 3.7%       2 8.3%       1 3.7%       2 8.3%       -50.0%       -50.0%         Lamborghini Convertible       0 0.0%       1 4.2%       0 0.0%       1 4.2%       0 0.0%       1 4.2%       -100.0%       -100.0%         Maserati       6 22.2%       4 16.7%       6 22.2%       4 16.7%       50.0%       50.0%         Mercedes-Benz SL-Class       1 3.7%       0 0.0%       1 3.7%       0 0.0%       1 4.2%       -100.0%       -100.0%       -2.2%       -42.9%       -42.9%  | Total Sports > \$80K    | 136    | 0.6%  | 149    | 0.6%  | 136    | 0.6%   | 149    | 0.6%  | -8.7%    | -8.7%    |
| Aston Martin Convertible       0 0.0%       1 4.2%       0 0.0%       1 4.2%       -100.0%       -100.0%         Aston Martin Coupe       2 7.4%       2 8.3%       2 7.4%       2 8.3%       0.0%       0.0%       0.0%         Audi R8       1 3.7%       2 8.3%       1 3.7%       2 8.3%       1 3.7%       2 8.3%       -50.0%       -50.0%         BMW 6 Series       5 18.5%       0 0.0%       5 18.5%       0 0.0%       5 18.5%       0 0.0%          Ferrari       3 11.1%       2 8.3%       3 11.1%       2 8.3%       50.0%       50.0%         Jaguar XK Series       4 14.8%       2 8.3%       4 14.8%       2 8.3%       100.0%       100.0%         Lamborghini       1 3.7%       2 8.3%       1 3.7%       2 8.3%       -50.0%       -50.0%         Lamborghini Convertible       0 0.0%       1 4.2%       0 0.0%       1 4.2%       0 0.0%       1 4.2%       -100.0%       -100.0%         Maserati       6 22.2%       4 16.7%       6 22.2%       4 16.7%       50.0%       50.0%         Mercedes-Benz SL-Class       1 3.7%       0 0.0%       1 3.7%       0 0.0%       1 4.2%       -100.0%       -100.0%       -2.2%       -42.9%       -42.9%  | Sports > \$200K         | Volume | Sharo | Volume | Sharo | Volume | Sharo  | Volume | Sharo |          |          |
| Aston Martin Coupe       2       7.4%       2       8.3%       2       7.4%       2       8.3%       0.0%       0.0%         Audi R8       1       3.7%       2       8.3%       1       3.7%       2       8.3%       -50.0%       -50.0%         BMW 6 Series       5       18.5%       0       0.0%       5       18.5%       0       0.0%       -       -       -         Ferrari       3       11.1%       2       8.3%       3       11.1%       2       8.3%       50.0%       50.0%       50.0%         Jaguar XK Series       4       14.8%       2       8.3%       4       14.8%       2       8.3%       100.0%       <  |                         |        |       |        |       |        |        |        |       | -100 00/ | -100 nº/ |
| Audi R8       1       3.7%       2       8.3%       1       3.7%       2       8.3%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       50.0%       100.0%       100.0%       100.0%       100.0%       100.0%       100.0%       100.0%       -50.0%       -10  |                         |        |       |        |       |        |        |        |       |          |          |
| BMW 6 Series       5       18.5%       0       0.0%       5       18.5%       0       0.0%       -   | ·                       |        |       |        |       |        |        |        |       |          |          |
| Ferrari         3         11.1%         2         8.3%         3         11.1%         2         8.3%         50.0%         50.0%           Jaguar XK Series         4         14.8%         2         8.3%         4         14.8%         2         8.3%         100.0%         100.0%           Lamborghini         1         3.7%         2         8.3%         1         3.7%         2         8.3%         -50.0%         -50.0%         -50.0%           Lamborghini Convertible         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -70.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         50.0% <td></td> <td>-50.0%</td>   |                         |        |       |        |       |        |        |        |       |          | -50.0%   |
| Jaguar XK Series       4       14.8%       2       8.3%       4       14.8%       2       8.3%       100.0%       100.0%         Lamborghini       1       3.7%       2       8.3%       1       3.7%       2       8.3%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -700.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       50.0%       60.0%       1       4.2%       0       0.0%       1       4.2%       100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -42.9%       -42.9%       -42.9%       -42.9%       -42.9% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>FO 00/</td></t<>  |                         |        |       |        |       |        |        |        |       |          | FO 00/   |
| Lamborghini       1       3.7%       2       8.3%       1       3.7%       2       8.3%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -50.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       50.0%       60.0%       1       4.2%       0       0.0%       1       4.2%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -42.9%   |                         |        |       |        |       |        |        |        |       |          |          |
| Lamborghini Convertible         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         50.0%         60.0%         1         4.2%         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -100.0% <td></td>   |                         |        |       |        |       |        |        |        |       |          |          |
| Maserati       6       22.2%       4       16.7%       6       22.2%       4       16.7%       50.0%       50.0%         Mercedes-Benz SL-Class       1       3.7%       0       0.0%       1       3.7%       0       0.0%       -       -       -       -         Mercedes-Benz SLS-Class       0       0.0%       1       4.2%       0       0.0%       1       4.2%       -100.0%       -100.0%       -100.0%       -100.0%       -42.9%  |                         |        |       |        |       |        |        |        |       |          |          |
| Mercedes-Benz SL-Class         1         3.7%         0         0.0%         1         3.7%         0         0.0%         -         -         -           Mercedes-Benz SLS-Class         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -42.9%         -42.9%         -42.9%         -42.9%         -42.9%         -42.9%         -42.9%         -100.0%  |                         | _      |       |        |       |        |        |        |       |          |          |
| Mercedes-Benz SLS-Class         0         0.0%         1         4.2%         0         0.0%         1         4.2%         -100.0%  |                         |        |       |        |       |        |        |        |       |          | 50.0%    |
| Porsche 911         4         14.8%         7         29.2%         4         14.8%         7         29.2%         -42.9%         -42.9%           Total Sports > \$200K         27         0.1%         24         0.1%         27         0.1%         24         0.1%         12.5%         12.5%  |                         |        |       |        |       |        |        |        |       |          | -        |
| Total Sports > \$200K 27 0.1% 24 0.1% 27 0.1% 24 0.1% 12.5% 12.5%  | Mercedes-Benz SLS-Class | 0      |       |        |       | 0      |        |        |       |          |          |
|  | Porsche 911             | 4      | 14.8% | 7      | 29.2% | 4      | 14.8%  | 7      | 29.2% | -42.9%   | -42.9%   |
|  |                         |        |       |        |       |        |        |        |       |          |          |
| Total Sports 467 1.9% 368 1.6% 467 1.9% 368 1.6% 26.9% 26.9%   | Total Sports > \$200K   | 27     | 0.1%  | 24     | 0.1%  | 27     | 0.1%   | 24     | 0.1%  | 12.5%    | 12.5%    |
|  | Total Sports            | 467    | 1.9%  | 368    | 1.6%  | 467    | 1.9%   | 368    | 1.6%  | 26.9%    | 26.9%    |

VFACTS NSW

### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Total Passenger < \$ | 12,795 | 53.3% | 13,447 | 57.1% | 12,795 | 53.3% | 13,447 | 57.1% | -4.8% | -4.8% |
|----------------------|--------|-------|--------|-------|--------|-------|--------|-------|-------|-------|
|                      |        |       |        |       |        |       |        |       |       |       |
| Total Passenger > \$ | 1,061  | 4.4%  | 1,100  | 4.7%  | 1,061  | 4.4%  | 1,100  | 4.7%  | -3.5% | -3.5% |
|                      |        |       |        |       |        |       |        |       |       |       |
| Total Passenger      | 13,856 | 57.7% | 14,547 | 61.7% | 13,856 | 57.7% | 14,547 | 61.7% | -4.8% | -4.8% |

#### NEW VEHICLE SALES BY MARQUE - PASSENGER JANUARY 2012

|                 | Month  |        |        |        | Year t | o Date |        | Variance | e +/- % |        |
|-----------------|--------|--------|--------|--------|--------|--------|--------|----------|---------|--------|
|                 | 201    | 12     | 201    | 11     | 201    |        | 201    | 117      | MTH     | YTD    |
|                 | Volume | Share  | Volume | Share  | Volume | Share  | Volume | Share    |         |        |
| Alfa Romeo      | 31     | 0.2%   | 31     | 0.2%   | 31     | 0.2%   | 31     | 0.2%     | 0.0%    | 0.0%   |
| Aston Martin    | 2      | 0.0%   | 3      | 0.0%   | 2      | 0.0%   | 3      | 0.0%     | -33.3%  | -33.3% |
| Audi            | 340    | 2.5%   | 362    | 2.5%   | 340    | 2.5%   | 362    | 2.5%     | -6.1%   | -6.1%  |
| Bentley         | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%     | 0.0%    | 0.0%   |
| BMW             | 239    | 1.7%   | 234    | 1.6%   | 239    | 1.7%   | 234    | 1.6%     | 2.1%    | 2.1%   |
| Chery           | 9      | 0.1%   | 0      | 0.0%   | 9      | 0.1%   | 0/     | 0.0%     | -       | -      |
| Chrysler        | 2      | 0.0%   | 44     | 0.3%   | 2      | 0.0%   | 44     | 0.3%     | -95.5%  | -95.5% |
| Citroen         | 64     | 0.5%   | 28     | 0.2%   | 64     | 0.5%   | 28     | 0.2%     | 128.6%  | 128.6% |
| Dodge           | 32     | 0.2%   | 36     | 0.2%   | 32     | 0.2%   | 36     | 0.2%     | -11.1%  | -11.1% |
| Ferrari         | 3      | 0.0%   | 2      | 0.0%   | 3      | 0.0%   | 2      | 0.0%     | 50.0%   | 50.0%  |
| Fiat            | 17     | 0.1%   | 11     | 0.1%   | 17     | 0.1%   | 11     | 0.1%     | 54.5%   | 54.5%  |
| Ford            | 1,054  | 7.6%   | 1,124  | 7.7%   | 1,054  | 7.6%   | 1,124  | 7.7%     | -6.2%   | -6.2%  |
| Holden          | 1,754  | 12.7%  | 1,741  | 12.0%  | 1,754  | 12.7%  | 1,741  | 12.0%    | 0.7%    | 0.7%   |
| Honda           | 486    | 3.5%   | 576    | 4.0%   | 486    | 3.5%   | 576    | 4.0%     | -15.6%  | -15.6% |
| Hyundai         | 1,441  | 10.4%  | 1,540  | 10.6%  | 1,441  | 10.4%  | 1,540  | 10.6%    | -6.4%   | -6.4%  |
| Jaguar          | 28     | 0.2%   | 19     | 0.1%   | 28     | 0.2%   | 19     | 0.1%     | 47.4%   | 47.4%  |
| Kia             | 617    | 4.5%   | 469    | 3.2%   | 617    | 4.5%   | 469    | 3.2%     | 31.6%   | 31.6%  |
| Lamborghini     | 1      | 0.0%   | 3 /    | 0.0%   | 1      | 0.0%   | 3      | 0.0%     | -66.7%  | -66.7% |
| Lexus           | 152    | 1.1%   | 129    | 0.9%   | 152    | 1.1%   | 129    | 0.9%     | 17.8%   | 17.8%  |
| Lotus           | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%     | 0.0%    | 0.0%   |
| Maserati        | 6      | 0.0%   | 4      | 0.0%   | 6      | 0.0%   | 4      | 0.0%     | 50.0%   | 50.0%  |
| Mazda           | 2,162  | 15.6%  | 2,055  | 14.1%  | 2,162  | 15.6%  | 2,055  | 14.1%    | 5.2%    | 5.2%   |
| Mercedes-Benz   | 224    | 1.6%   | 209    | 1.4%   | 224    | 1.6%   | 209    | 1.4%     | 7.2%    | 7.2%   |
| MINI            | 24     | 0.2%   | 40     | 0.3%   | 24     | 0.2%   | 40     | 0.3%     | -40.0%  | -40.0% |
| Mitsubishi      | 505    | 3.6%   | 652    | 4.5%   | 505    | 3.6%   | 652    | 4.5%     | -22.5%  | -22.5% |
| Morgan          | 1      | 0.0%   | 0      | 0.0%   | 1      | 0.0%   | 0      | 0.0%     | -       | -      |
| Nissan          | 228    | 1.6%   | 269    | 1.8%   | 228    | 1.6%   | 269    | 1.8%     | -15.2%  | -15.2% |
| Peugeot         | 90     | 0.6%   | 123    | 0.8%   | 90     | 0.6%   | 123    | 0.8%     | -26.8%  | -26.8% |
| Porsche         | 12     | 0.1%   | 14     | 0.1%   | 12     | 0.1%   | 14     | 0.1%     | -14.3%  | -14.3% |
| Proton          | 18     | 0.1%   | 37     | 0.3%   | 18     | 0.1%   | 37     | 0.3%     | -51.4%  | -51.4% |
| Renault         | 29     | 0.2%   | 24     | 0.2%   | 29     | 0.2%   | 24     | 0.2%     | 20.8%   | 20.8%  |
| Skoda           | 51     | 0.4%   | 47     | 0.3%   | 51     | 0.4%   | 47     | 0.3%     | 8.5%    | 8.5%   |
| Smart           | 4      | 0.0%   | 1      | 0.0%   | 4      | 0.0%   | 1      | 0.0%     | 300.0%  | 300.0% |
| Ssangyong       | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%   | 2      | 0.0%     | 0.0%    | 0.0%   |
| Subaru          | 462    | 3.3%   | 709    | 4.9%   | 462    | 3.3%   | 709    | 4.9%     | -34.8%  | -34.8% |
| Suzuki          | 334    | 2.4%   | 574    | 3.9%   | 334    | 2.4%   | 574    | 3.9%     | -41.8%  | -41.8% |
| Toyota          | 2,549  | 18.4%  | 2,842  | 19.5%  | 2,549  | 18.4%  | 2,842  | 19.5%    | -10.3%  | -10.3% |
| Volkswagen      | 814    | 5.9%   | 549    | 3.8%   | 814    | 5.9%   | 549    | 3.8%     | 48.3%   | 48.3%  |
| Volvo Car       | 65     | 0.5%   | 40     | 0.3%   | 65     | 0.5%   | 40     | 0.3%     | 62.5%   | 62.5%  |
|                 |        |        |        |        |        |        |        |          |         |        |
| Total Passenger | 13,856 | 100.0% | 14,547 | 100.0% | 13,856 | 100.0% | 14,547 | 100.0%   | -4.8%   | -4.8%  |

**Total SUV Medium** 

### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| SUV Small  | Month Year to Date |  |            |                             |          |  |         |               |             | e +/- %     |
|--|--------------------|--|------------|-----------------------------|----------|--|---------|---------------|-------------|-------------|
|  | 20                 |  | 20         | 11                          | 20       | The state of the s | 20      | 11            | MTH         | YTD         |
| SUV Small < \$40K                                      | Volume             | Share  | Volume     | Share                       | Volume   | Share  | Volume  | Share         |             |             |
| Chery J11  | 31                 | 2.4%   | 0          | 0.0%                        | 31       | 2.4%   | 0       | 0.0%          | <b>F</b> -  | -           |
| Hyundai ix35   | 309                | 24.3%  | 218        | 28.7%                       | 309      | 24.3%  | 218     | 28.7%         | 41.7%       | 41.7%       |
| Jeep Compass   | 41                 | 3.2%   | 0          | 0.0%                        | 41       | 3.2%   | 0       | 0.0%          | -           | -           |
| Jeep Patriot   | 10                 | 0.8%   | 23         | 3.0%                        | 10       | 0.8%   | 23      | 3.0%          | -56.5%      | -56.5%      |
| Mitsubishi ASX   | 211                | 16.6%  | 134        | 17.6%                       | 211      | 16.6%  | 134     | 17.6%         | 57.5%       | 57.5%       |
| Nissan Dualis  | 266                | 20.9%  | 253        | 33.3%                       | 266      | 20.9%  | 253     | 33.3%         | 5.1%        | 5.1%        |
| Skoda Yeti   | 13                 | 1.0%   | 0          | 0.0%                        | 13       | 1.0%   | 0       | 0.0%          | -           | -           |
| Subaru XV  | 228                | 17.9%  | 0          | 0.0%                        | 228      | 17.9%  | 0       | 0.0%          | -           | -           |
| Suzuki Jimny   | 28                 | 2.2%   | 20         | 2.6%                        | 28       | 2.2%   | 20      | 2.6%          | 40.0%       | 40.0%       |
| Volkswagen Tiguan                                      | 135                | 10.6%  | 112        | 14.7%                       | 135      | 10.6%  | 112     | 14.7%         | 20.5%       | 20.5%       |
| Total SUV Small < \$40K                                | 1,272              | 5.3%   | 760        | 3.2%                        | 1,272    | 5.3%   | 760     | 3.2%          | 67.4%       | 67.4%       |
| SUV Small > \$40K                                      | Volume             | Share  | Volume     | Share                       | Volume   | Share  | Volume  | Share         |             |             |
| BMW X1   | 36                 | 63.2%  | .414141414 | 100.0%                      | 36       | 63.2%  | 58      | 100.0%        | -37.9%      | -37.9%      |
| MINI Countryman  | 21                 | 36.8%  | 0          | 0.0%                        | 21       | 36.8%  | 0       | 0.0%          | -37.970     | -37.970     |
| IVIII Country man                                      | 21                 | 30.070   | Abs.       | 0.070                       | 21       | 30.070   |         | 0.070         |             |             |
| Total SUV Small > \$40K                                | 57                 | 0.2%   | 58         | 0.2%                        | 57       | 0.2%   | 58      | 0.2%          | -1.7%       | -1.7%       |
| Total SUV Small  | 1,329              | 5.5%   | 818        | 3.5%                        | 1,329    | 5.5%   | 818     | 3.5%          | 62.5%       | 62.5%       |
|  |                    |  |            |                             |          | h-   | •       |               |             |             |
| SUV Medium   |                    |  | nth        |                             | 4        |  | o Date  |               | Varianc     |             |
|  | 20                 | CORPORATE OR CORPO | 20         | 12-12-12-12-12-12-12-12-12- | 20       |  | 20      |               | MTH         | YTD         |
| SUV Medium < \$60K                                     | Volume             | Share  | Volume     | Share                       | Volume   | Share  | Volume  | Share         |             |             |
| Dodge Nitro  | 34                 | 0.1%   | 39         | 2.1%                        | 3        | 0.1%   | 39      | 2.1%          | -92.3%      | -92.3%      |
| Ford Escape  | 56                 | 2.5%   | 101        | 5.5%                        | 56       | 2.5%   | 101     | 5.5%          | -44.6%      | -44.6%      |
| Great Wall X240  | 3<br>48            | 0.1%<br>2.2%   | 0<br>58    | 0.0%<br>3.1%                | 3<br>48  | 0.1%<br>2.2%   | 0<br>58 | 0.0%          | -<br>-17.2% | -<br>-17.2% |
| Great Wall X240<br>Holden Captiva 5                    | 190                | 8.6%   | 88         | 4.8%                        | 190      | 2.2%<br>8.6%   | 88      | 3.1%<br>4.8%  | 115.9%      | 115.9%      |
| Honda CR-V   | 64                 | 2.9%   | 137        | 7.4%                        | 64       | 2.9%   | 137     | 7.4%          | -53.3%      | -53.3%      |
| Jeep Cherokee  | 27                 | 1.2%   | 39         | 2.1%                        | 27       | 1.2%   | 39      | 2.1%          | -30.8%      | -30.8%      |
| Kia Sportage   | 99                 | 4.5%   | 44         | 2.4%                        | 99       | 4.5%   | 44      | 2.4%          | 125.0%      | 125.0%      |
| Land Rover Defender S/Wgn                              | 22                 | 1.0%   | 9          | 0.5%                        | 22       | 1.0%   | 9       | 0.5%          | 144.4%      | 144.4%      |
| Mazda CX-7   | 406                | 18.3%  | 255        | 13.8%                       | 406      | 18.3%  | 255     | 13.8%         | 59.2%       | 59.2%       |
| Mitsubishi Outlander                                   | 135                | 6.1%   | 180        | 9.8%                        | 135      | 6.1%   | 180     | 9.8%          | -25.0%      | -25.0%      |
| Nissan X-Trail   | 279                | 12.6%  | 206        | 11.2%                       | 279      | 12.6%  | 206     | 11.2%         | 35.4%       | 35.4%       |
| Peugeot 4007   | 19                 | 0.9%   | 3          | 0.2%                        | 19       | 0.9%   | 3       | 0.2%          | 533.3%      | 533.3%      |
| Renault Koleos   | 8                  | 0.4%   | 7          | 0.4%                        | 8        | 0.4%   | 7       | 0.4%          | 14.3%       | 14.3%       |
| Skoda Octavia Scout                                    | 4                  | 0.2%   | 2          | 0.1%                        | 4        | 0.2%   | 2       | 0.1%          | 100.0%      | 100.0%      |
| Ssangyong Korando                                      | 13                 | 0.6%   | 0          | 0.0%                        | 13       | 0.6%   | 0       | 0.0%          | -           | -           |
| Subaru Forester  | 310                | 14.0%  | 269        | 14.6%                       | 310      | 14.0%  | 269     | 14.6%         | 15.2%       | 15.2%       |
| Suzuki Grand Vitara                                    | 86                 | 3.9%   | 17         | 3.9%                        | 86       | 3.9%   | 72      | 3.9%          | 19.4%       | 19.4%       |
| Toyota RAV4  | 448                | 20.2%  | 337        | 18.3%                       | 448      | 20.2%  | 337     | 18.3%         | 32.9%       | 32.9%       |
| Total SUV Medium < \$60K                               | 2,220              | 9.2%   | 1,846      | 7.8%                        | 2,220    | 9.2%   | 1,846   | 7.8%          | 20.3%       | 20.3%       |
| OLDV Mar divers > COV                                  | Value              | Oh   | Value      | Oh                          | Value    | Oh   | Val     | Oh            |             |             |
| SUV Medium > \$60K                                     | Volume             | Share  | Volume     | Share                       | Volume   | Share  | Volume  | Share         | 07.00/      | 07.00/      |
| Audi Q5<br>BMW X3                                      | 171                | 40.6%  | 91         | 48.9%<br>0.0%               | 171      | 40.6%<br>15.7%   | 91      | 48.9%         | 87.9%       | 87.9%       |
| Land Rover Freelander 2                                | 66<br>34           | 15.7%<br>8.1%  | 0<br>55    | 29.6%                       | 66<br>34 | 15.7%<br>8.1%  | 0<br>55 | 0.0%<br>29.6% | -38.2%      | -38.2%      |
| Land Rover Freelander 2  Land Rover Range Rover Evoque | 70                 | 16.6%  | 0          | 0.0%                        | 70       | 16.6%  | 0       | 0.0%          | -30.2%      | -30.2%      |
| Volvo XC60   | 80                 | 19.0%  | 40         | 21.5%                       | 80       | 19.0%  | 40      | 21.5%         | 100.0%      | 100.0%      |
|  |                    |  |            |                             |          |  |         |               |             |             |
| Total SUV Medium > \$60K                               | 421                | 1.8%   | 186        | 0.8%                        | 421      | 1.8%   | 186     | 0.8%          | 126.3%      | 126.3%      |
| T (   OID/14   |                    |  |            |                             |          |  |         |               |             |             |

2,641 11.0% 2,032

8.6% 2,641 11.0%

2,032

8.6%

30.0%

30.0%

## NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| CIIV Lorgo                     | 1        |                    | 41.       |        |        | Ve 1           | ļ            | Variance +/- % |                |                |
|--------------------------------|----------|--------------------|-----------|--------|--------|----------------|--------------|----------------|----------------|----------------|
| SUV Large                      | 20       |                    | nth<br>20 | 11     | 20     |                | o Date<br>20 | 11             | Varianc<br>MTH | e +/- %<br>YTD |
| SUV Large < \$70K              | Volume   | Share              | Volume    | Share  | Volume | Share          | Volume       | Share          | IVIII          | טוז            |
| Ford Territory                 | 212      | 10.0%              | 164       | 9.2%   | 212    | 10.0%          | 164          | 9.2%           | 29.3%          | 29.3%          |
| Holden Captiva 7               | 317      | 14.9%              | 264       | 14.9%  | 317    | 14.9%          | 264          | 14.9%          | 20.1%          | 20.1%          |
| Hyundai Santa Fe               | 67       | 3.1%               | 93        | 5.2%   | 67     | 3.1%           | 93           | 5.2%           | -28.0%         | -28.0%         |
| Jeep Grand Cherokee            | 138      | 6.5%               | 9         | 0.5%   | 138    | 6.5%           | 9            | 0.5%           | >999%          | >999%          |
| Jeep Wrangler                  | 86       | 4.0%               | 56        | 3.2%   | 86     | 4.0%           | 56           | 3.2%           | 53.6%          | 53.6%          |
| Kia Sorento                    | 53       | 2.5%               | 61        | 3.4%   | 53     | 2.5%           | 61           | 3.4%           | -13.1%         | -13.1%         |
| Mazda CX-9                     | 129      | 6.1%               | 110       | 6.2%   | 129    | 6.1%           | 110          | 6.2%           | 17.3%          | 17.3%          |
| Mitsubishi Challenger          | 32       | 1.5%               | 43        | 2.4%   | 32     | 1.5%           | 43           | 2.4%           | -25.6%         | -25.6%         |
| Mitsubishi Pajero              | 109      | 5.1%               | 110       | 6.2%   | 109    | 5.1%           | 110          | 6.2%           | -0.9%          | -0.9%          |
| Nissan Murano                  | 40       | 1.9%               | 58        | 3.3%   | 40     | 1.9%           | 58           | 3.3%           | -31.0%         | -31.0%         |
| Nissan Pathfinder              | 72       | 3.4%               | 45        | 2.5%   | 72     | 3.4%           | 45           | 2.5%           | 60.0%          | 60.0%          |
| Ssangyong Kyron                | 2        | 0.1%               | 3         | 0.2%   | 2      | 0.1%           | 3            | 0.2%           | -33.3%         | -33.3%         |
| Ssangyong Rexton               | 1        | 0.0%               | 7         | 0.4%   | 1      | 0.0%           | 7            | 0.4%           | -85.7%         | -85.7%         |
| Subaru Outback                 | 174      | 8.2%               | 173       | 9.8%   | 174    | 8.2%           | 173          | 9.8%           | 0.6%           | 0.6%           |
| Subaru Tribeca                 | 116      | 5.5%               | 37        | 2.1%   | 116    | 5.5%           | 37           | 2.1%           | 213.5%         | 213.5%         |
| Toyota FJ Cruiser              | 15       | 0.7%               | 0         | 0.0%   | 15     | 0.7%           | 0            | 0.0%           | 210.070        | 210.070        |
| Toyota Kluger                  | 379      | 17.8%              | 314       | 17.7%  | 379    | 17.8%          | 314          | 17.7%          | 20.7%          | 20.7%          |
| Toyota Ridgel                  | 185      | 8.7%               | 226       | 12.7%  | 185    | 8.7%           | 226          | 12.7%          | -18.1%         | -18.1%         |
| Toyota i rado                  |          | 0.7 70             | 220       | 12.770 |        | 0.7 70         | 220          | 12.7 70        | -10.170        | -10.170        |
| Total SUV Large < \$70K        | 2,127    | 8.9%               | 1,773     | 7.5%   | 2,127  | 8.9%           | 1,773        | 7.5%           | 20.0%          | 20.0%          |
| SUV Large > \$70K              | Volume   | Share              | Volume    | Share  | Volume | Share          | Volume       | Share          |                |                |
| Audi Q7                        | 49       | 13.3%              | 83        | 19.2%  | 49     | 13.3%          | 83           | 19.2%          | -41.0%         | -41.0%         |
| BMW X5                         | 46       | 12.5%              | 67        | 15.5%  | 46     | 12.5%          | 67           | 15.5%          | -31.3%         | -31.3%         |
| BMW X6                         | 10       | 2.7%               | 9         | 2.1%   | 10     | 2.7%           | 9            | 2.1%           | 11.1%          | 11.1%          |
| Land Rover Discovery           | 49       | 13.3%              | 47        | 10.9%  | 49     | 13.3%          | 47           | 10.9%          | 4.3%           | 4.3%           |
| Land Rover Range Rover Sport   | 48       | 13.0%              | 43        | 10.0%  | 48     | 13.0%          | 43           | 10.0%          | 11.6%          | 11.6%          |
| Lexus RX                       | 38       | 10.3%              | 50        | 11.6%  | 38     | 10.3%          | 50           | 11.6%          | -24.0%         | -24.0%         |
| Mercedes-Benz M-Class          | 5        | 1.4%               | 40        | 9.3%   | 5      | 1.4%           | 40           | 9.3%           | -87.5%         | -87.5%         |
| Mercedes-Benz R-Class          | 6        | 1.6%               | 6         | 1.4%   | 6      | 1.6%           | 6            | 1.4%           | 0.0%           | 0.0%           |
| Porsche Cayenne                | 34       | 9.2%               | 33        | 7.6%   | 34     | 9.2%           | 33           | 7.6%           | 3.0%           | 3.0%           |
| Volkswagen Touareg             | 41       | 11.1%              | 2         | 0.5%   | 41     | 11.1%          | 2            | 0.5%           | >999%          | >999%          |
| Volvo XC70                     | 6        | 1.6%               | 8         | 1.9%   | 6      | 1.6%           | 8            | 1.9%           | -25.0%         | -25.0%         |
| Volvo XC90                     | 37       | 10.0%              | 44        | 10.2%  | 37     | 10.0%          | 44           | 10.2%          | -15.9%         | -15.9%         |
| Total SUV Large > \$70K        | 369      | 1.5%               | 432       | 1.8%   | 369    | 1.5%           | 432          | 1.8%           | -14.6%         | -14.6%         |
| Total SUV Large                | 2,496    | 10.4%              | 2,205     | 9.4%   | 2,496  | 10.4%          | 2,205        | 9.4%           | 13.2%          | 13.2%          |
| Total SOV Large                | 2,490    | 10.4 /6            | 2,205     | 3.4 /0 | 2,430  | 10.4 %         | 2,205        | 3.470          | 13.270         | 13.2 %         |
| SUV Upper Large                |          |                    | nth       |        |        |                | o Date       |                | Varianc        |                |
|                                | 20       |                    | 20        |        | 20     |                | 20           |                | MTH            | YTD            |
| SUV Upper Large < \$100K       | Volume   | Share              | Volume    | Share  | Volume | Share          | Volume       | Share          |                |                |
| Nissan Patrol Wagon            | 73       | 25.8%              | 54        | 26.1%  | 73     | 25.8%          | 54           | 26.1%          | 35.2%          | 35.2%          |
| Toyota Landcruiser Wagon       | 210      | 74.2%              | 153       | 73.9%  | 210    | 74.2%          | 153          | 73.9%          | 37.3%          | 37.3%          |
| Total SUV Upper Large < \$100K | 283      | 1.2%               | 207       | 0.9%   | 283    | 1.2%           | 207          | 0.9%           | 36.7%          | 36.7%          |
| CIIV/ Ilmor I orga > \$400V    | Values - | Chara              | Values    | Chara  | Volume | Chara          | Values :     | Chara          |                |                |
| SUV Upper Large > \$100K       | Volume   | <b>Share</b> 31.3% | Volume    | Share  |        | Share          | Volume       | Share          | 20.00/         | 20.00/         |
| Land Rover Range Rover         | 5        |                    | 7         | 33.3%  | 5      | 31.3%<br>12.5% | 7            | 33.3%          | -28.6%         | -28.6%         |
| Lexus LX                       | 2        | 12.5%<br>18.8%     | 2         | 9.5%   |        |                | 2            | 9.5%           | 0.0%           | 0.0%           |
| Mercedes-Benz G-Class          | 3        |                    | 0         | 0.0%   | 3      | 18.8%          | 0            | 0.0%           | FO 00/         | E0 00/         |
| Mercedes-Benz GL-Class         | 6        | 37.5%              | 12        | 57.1%  | 6      | 37.5%          | 12           | 57.1%          | -50.0%         | -50.0%         |
| Total SUV Upper Large > \$100K | 16       | 0.1%               | 21        | 0.1%   | 16     | 0.1%           | 21           | 0.1%           | -23.8%         | -23.8%         |
| Total SUV Upper Large          | 299      | 1.2%               | 228       | 1.0%   | 299    | 1.2%           | 228          | 1.0%           | 31.1%          | 31.1%          |
| Total SUV < \$                 | 5,902    | 24.6%              | 4,586     | 19.5%  | 5,902  | 24.6%          | 4,586        | 19.5%          | 28.7%          | 28.7%          |
|                                | ,        |                    | ,         |        | ·      |                | ·            |                |                |                |
| Total SUV > \$                 | 863      | 3.6%               | 697       | 3.0%   | 863    | 3.6%           | 697          | 3.0%           | 23.8%          | 23.8%          |
|                                |          |                    |           |        |        |                |              |                |                |                |

VFACTS NSW

## NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

Total SUV 6,765 28.2% 5,283 22.4% 6,765 28.2% 5,283 22.4% 28.1% 28.1%

#### NEW VEHICLE SALES BY MARQUE - SUV JANUARY 2012

|               |        | Ma     | nth                                     |         |              | Vacut                                   | o Date                                  |        | Varianc        | n +/ 0/ |
|---------------|--------|--------|---|---------|--------------|---|---|--------|----------------|---------|
|               | 201    |        | 20                                      | 11      | 201          | 200000000000000000000000000000000000000 | 20°                                     | 14     | MTH            | YTD     |
|               | Volume | Share  | Volume                                  | Share   | Volume       | Share                                   | Volume                                  | Share  | INITIO         | טוו     |
| Audi          | 220    |        | 174                                     |         |              |   | 174                                     |        | 20.40/         | 00.40/  |
|               | _      | 3.3%   |   | 3.3%    | 220          | 3.3%                                    | *************************************** | 3.3%   | 26.4%          | 26.4%   |
| BMW           | 158    | 2.3%   | 134                                     | 2.5%    | 158          | 2.3%                                    | 134                                     | 2.5%   | 17.9%          | 17.9%   |
| Chery         | 31     | 0.5%   | 0                                       | 0.0%    | 31           | 0.5%                                    | 0                                       | 0.0%   | 7 <del>-</del> | -       |
| Dodge         | 3      | 0.0%   | 39                                      | 0.7%    | 3            | 0.0%                                    | 39                                      | 0.7%   | -92.3%         | -92.3%  |
| Ford          | 268    | 4.0%   | 265                                     | 5.0%    | 268          | 4.0%                                    | 265                                     | 5.0%   | 1.1%           | 1.1%    |
| Great Wall    | 51     | 0.8%   | 58                                      | 1.1%    | / 51         | 0.8%                                    | 58                                      | 1.1%   | -12.1%         | -12.1%  |
| Holden        | 507    | 7.5%   | 352                                     | 6.7%    | <b>4 507</b> | 7.5%                                    | 352                                     | 6.7%   | 44.0%          | 44.0%   |
| Honda         | 64     | 0.9%   | 137                                     | 2.6%    | 64           | 0.9%                                    | 137                                     | 2.6%   | -53.3%         | -53.3%  |
| Hyundai       | 376    | 5.6%   | 311                                     | 5.9%    | 376          | 5.6%                                    | 311                                     | 5.9%   | 20.9%          | 20.9%   |
| Jeep          | 302    | 4.5%   | 127                                     | 2.4%    | 302          | 4.5%                                    | 127                                     | 2.4%   | 137.8%         | 137.8%  |
| Kia           | 152    | 2.2%   | 105                                     | 2.0%    | 152          | 2.2%                                    | 105                                     | 2.0%   | 44.8%          | 44.8%   |
| Land Rover    | 228    | 3.4%   | 161                                     | 3.0%    | 228          | 3.4%                                    | 161                                     | 3.0%   | 41.6%          | 41.6%   |
| Lexus         | 40     | 0.6%   | 52                                      | 1.0%    | 40           | 0.6%                                    | 52                                      | 1.0%   | -23.1%         | -23.1%  |
| Mazda         | 535    | 7.9%   | 365                                     | 6.9%    | 535          | 7.9%                                    | 365                                     | 6.9%   | 46.6%          | 46.6%   |
| Mercedes-Benz | 20     | 0.3%   | 58                                      | 1.1%    | 20           | 0.3%                                    | 58                                      | 1.1%   | -65.5%         | -65.5%  |
| MINI          | 21     | 0.3%   | 0                                       | 0.0%    | 21           | 0.3%                                    | 0                                       | 0.0%   | -              | -       |
| Mitsubishi    | 487    | 7.2%   | 467                                     | 8.8%    | 487          | 7.2%                                    | 467                                     | 8.8%   | 4.3%           | 4.3%    |
| Nissan        | 730    | 10.8%  | 616                                     | 11.7%   | 730          | 10.8%                                   | 616                                     | 11.7%  | 18.5%          | 18.5%   |
| Peugeot       | 19     | 0.3%   | 3                                       | 0.1%    | 19           | 0.3%                                    | 3                                       | 0.1%   | 533.3%         | 533.3%  |
| Porsche       | 34     | 0.5%   | 33                                      | 0.6%    | 34           | 0.5%                                    | 33                                      | 0.6%   | 3.0%           | 3.0%    |
| Renault       | 8      | 0.1%   | 7                                       | 0.1%    | 8            | 0.1%                                    | 7                                       | 0.1%   | 14.3%          | 14.3%   |
| Skoda         | 17     | 0.3%   | 2                                       | 0.0%    | 17           | 0.3%                                    | 2                                       | 0.0%   | 750.0%         | 750.0%  |
| Ssangyong     | 16     | 0.2%   | 10                                      | 0.2%    | 16           | 0.2%                                    | 10                                      | 0.2%   | 60.0%          | 60.0%   |
| Subaru        | 828    | 12.2%  | 479                                     | 9.1%    | 828          | 12.2%                                   | 479                                     | 9.1%   | 72.9%          | 72.9%   |
| Suzuki        | 114    | 1.7%   | 92                                      | 1.7%    | 114          | 1.7%                                    | 92                                      | 1.7%   | 23.9%          | 23.9%   |
| Toyota        | 1,237  | 18.3%  | 1,030                                   | 19.5%   | 1,237        | 18.3%                                   | 1,030                                   | 19.5%  | 20.1%          | 20.1%   |
| Volkswagen    | 176    | 2.6%   | *************************************** | 2.2%    | 176          | 2.6%                                    | 114                                     | 2.2%   | 54.4%          | 54.4%   |
| Volvo Car     | 123    | 1.8%   |   | 1.7%    | 123          | 1.8%                                    | 92                                      | 1.7%   | 33.7%          | 33.7%   |
|               |        | Allien |   | - Auto- |              |   |   |        |                |         |
| Total SUV     | 6,765  | 100.0% | 5,283                                   | 100.0%  | 6,765        | 100.0%                                  | 5,283                                   | 100.0% | 28.1%          | 28.1%   |

# NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| 2012   2011   2012   2011   3hare   7to    | <u> </u>                      |  |   |   |  |  |        | <u>r an</u>                             |  |         |         |
|--|-------------------------------|--|---|---|--|--|--------|---|--|---------|---------|
| Light Buses < 20 Seats Toyota Hiace Bus  37 100.0% 46 100.0% 37 100.0% 46 100.0% 37 100.0% 46 100.0% 19.6% -19.6% 19.6% 100.0% 19.6% 19.6% 19.6% 100.0% 19.6% 19.6% 19.6% 19.6% 100.0% 19.6% 19.6% 19.6% 19.6% 19.6% 19.6% 100.0% 19.6% 1  | Light Commercial              |  | Мо                                      |   |  |  | Year t | o Date                                  | W A  | Varianc | e +/- % |
| Toyota Hiace Bus   |                               |  |   |   |  |  |        |   | Andread  | MTH     | YTD     |
| Total Light Buses < 20 Seats    Volume   Share   Volume   Share   Sha  | 1 •                           |  |   |   |  |  |        |   |  |         |         |
| Light Buses ⇒ 20 Seats  Mitsubishi Rosa Bus  Toyola Coaster  Note  | Toyota Hiace Bus              | 37                                     | 100.0%                                  | 46                                      | 100.0%   | 37                                     | 100.0% | 46                                      | 100.0%   | -19.6%  | -19.6%  |
| Misubish Rosa Bus  | Total Light Buses < 20 Seats  | 37                                     | 0.2%                                    | 46                                      | 0.2%   | 37                                     | 0.2%   | 46                                      | 0.2%   | -19.6%  | -19.6%  |
| Misubish Rosa Bus  | Light Buses => 20 Seats       | Volume                                 | Sharo                                   | Volume                                  | Sharo  | Volume                                 | Sharo  | Volume                                  | Share  |         |         |
| Toyola Coaster 6 27.3% 2 25.0% 6 27.3% 2 25.0% 20.00% 200.0% 200.0% 5 175.0% 1  | , •                           |  |   |   |  |  |        | .000000                                 | District Control of the Control of t | 166 7%  | 166 7%  |
| Total Light Buses ⇒ 20 Seats  22 0.1% 8 0.0% 22 0.1% 8 0.0% 175.0% 175.0%  Vans/CC <= 2.5t  Volume Share (10 17.5% 6 12.8% 10 17.5% 6 12.8% 66.7% 66.  |                               |  |   |   | .40  | CONTRACTOR OF STORY OF STORY           | in.    | 4000000                                 | STREET,  |         |         |
| Vans/CC <= 2.5t         Volume         Share         Volume   | Toyota Godotei                |  | 27.070                                  | _                                       | 20.070   | Ŭ                                      | 27.070 |   | 20.070   | 200.070 | 200.070 |
| Citroen Berlingo  10 17.5% 6 12.8% 10 17.5% 6 6 12.8% 66.7% 66.7% 66.7% Peugeot Partner  4 7.0% 3 6.4% 4 7.0% 3 6.4% 33.3% 33.3% Renault Kangoo  2 3.5% 1 2.1% 2 3.5% 1 2.1% 100.0% 100.0% Volkswagen Caddy  19 33.3% 27 57.4% 19 33.3% 27 57.4% 29.66.7% Volkswagen Caddy  19 33.3% 27 57.4% 19 33.3% 27 57.4% 29.6% 29.6%  Total Vans/CC <=2.5t  57 0.2% 47 0.2% 57 0.2% 47 0.2% 21.3% 21.3%  Vans/CC 2.5-3.5t  Citroen Dispatch Fiat Scudo  4 0.9% 0 0.0% 1 0.2% 0 0.0% 1 0.0% 13 2.9% 4 1.0% 25.5% 25.5% 225.0% Hyundai ILOAD  166 37.4% 160 39.2% 166 37.4% 160 39.2% 168 37.4% 160 39.2% 33.3% 33.3%  Mercedes-Benz Vito 10 2.3% 10 2.5% 10 2.3% 10 2.5% 0 0.0% Mitsubishi Express 14 3.2% 17 4.2% 14 32.2% 17 4.2% 33.3% 33.3%  Mercedes-Benz Vito 10 2.3% 10 2.5% 10 2.3% 10 2.5% 0 0.0% Mitsubishi Express 14 3.2% 0 0.0% 1 0.2% 0 0.0% 1 0.2% 0 0.0% Peugeot Expert 1 0.2% 0 0.0% 11 0.2% 0 0.0% 1.7% 4.2% 17.6% -17.6% Peugeot Expert 1 0.2% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 3.8 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% Volkswagen Transporter 38 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% 29.3% Volkswagen Transporter 38 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% 39.3%  Total Vans/CC 2.5-3.5t  444 1.8% 408 1.7% 444 1.8% 408 1.7% 88.8 8.8%  PU//CC 4X2  Volume Share 99 13.9% 115 11.4% 99 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 13.9% 115 11.4% 13.9% 13.9% 15.0% 13.9% 15  | Total Light Buses => 20 Seats | 22                                     | 0.1%                                    | 8                                       | 0.0%   | 22                                     | 0.1%   | 8                                       | 0.0%   | 175.0%  | 175.0%  |
| Citroen Berlingo  10 17.5% 6 12.8% 10 17.5% 6 6 12.8% 66.7% 66.7% 66.7% Peugeot Partner  4 7.0% 3 6.4% 4 7.0% 3 6.4% 33.3% 33.3% Renault Kangoo  2 3.5% 1 2.1% 2 3.5% 1 2.1% 100.0% 100.0% Volkswagen Caddy  19 33.3% 27 57.4% 19 33.3% 27 57.4% 29.66.7% Volkswagen Caddy  19 33.3% 27 57.4% 19 33.3% 27 57.4% 29.6% 29.6%  Total Vans/CC <=2.5t  57 0.2% 47 0.2% 57 0.2% 47 0.2% 21.3% 21.3%  Vans/CC 2.5-3.5t  Citroen Dispatch Fiat Scudo  4 0.9% 0 0.0% 1 0.2% 0 0.0% 1 0.0% 13 2.9% 4 1.0% 25.5% 25.5% 225.0% Hyundai ILOAD  166 37.4% 160 39.2% 166 37.4% 160 39.2% 168 37.4% 160 39.2% 33.3% 33.3%  Mercedes-Benz Vito 10 2.3% 10 2.5% 10 2.3% 10 2.5% 0 0.0% Mitsubishi Express 14 3.2% 17 4.2% 14 32.2% 17 4.2% 33.3% 33.3%  Mercedes-Benz Vito 10 2.3% 10 2.5% 10 2.3% 10 2.5% 0 0.0% Mitsubishi Express 14 3.2% 0 0.0% 1 0.2% 0 0.0% 1 0.2% 0 0.0% Peugeot Expert 1 0.2% 0 0.0% 11 0.2% 0 0.0% 1.7% 4.2% 17.6% -17.6% Peugeot Expert 1 0.2% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 1 2.5% 0 0.0% 11 0.2% 0 0.0% Peugeot Expert 1 3.8 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% Volkswagen Transporter 38 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% 29.3% Volkswagen Transporter 38 8.6% 67 16.4% 38 8.6% 67 16.4% 43.3% 29.3% 29.3% 39.3%  Total Vans/CC 2.5-3.5t  444 1.8% 408 1.7% 444 1.8% 408 1.7% 88.8 8.8%  PU//CC 4X2  Volume Share 99 13.9% 115 11.4% 99 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 115 11.4% 13.9% 13.9% 115 11.4% 13.9% 13.9% 15.0% 13.9% 15  | Vans/CC <= 2.5t               | Volume                                 | Share                                   | Volume                                  | Share  | Volume                                 | Share  | Volume                                  | Share  |         |         |
| Holden Combo   | 1                             |  |   |   |  | 45555555555555555555555555555555555555 |        | *************************************** |  | 66.7%   | 66.7%   |
| Peugeot Partner  | _                             |  |   | A A                                     |  |  |        |   |  |         |         |
| Renault Kangoo   |                               |  |   | 499                                     |  |  | Ø.     |   |  |         | 33.3%   |
| Suzuki APV   | · ·                           |  |   | Attended                                |  | A SEE SEE SEE SEE                      |        | _                                       |  |         | 100.0%  |
| Volkswagen Caddy   |                               |  |   | *************************************** |  |  |        |   |  |         | 266.7%  |
| Vans/CC 2.5-3.5t         Volume         Share of Citroen Dispatch         Volume         Share of Citroen Dispatch         Volume of Citroen Dispatch         Share of Citroen Dispatch Dispat  |                               |  |   | 27                                      | 57.4%  | 19                                     | 33.3%  | 27                                      |  |         | -29.6%  |
| Citroen Dispatch  O 0.0%   | Total Vans/CC <= 2.5t         | 57                                     | 0.2%                                    | 47                                      | 0.2%   | 57                                     | 0.2%   | 47                                      | 0.2%   | 21.3%   | 21.3%   |
| Citroen Dispatch  O 0.0%   |                               | 1                                      |   | <br>                                    |  |  |        | 1                                       |  |         |         |
| Fiat Scudo   |                               |  |   | Volume                                  |  |  | 1007   |   |  |         |         |
| Ford Transit   |                               |  | ASSESSMEN                               | 1                                       |  | *40000                                 | 107    | -                                       |  | -100.0% | -100.0% |
| Hyundai iLOAD  |                               | 1                                      | (10)10)10)10)10)10                      |   | 4000000  | Hillia.                                |        | _                                       |  | -       | -       |
| Kía K2900         6         1.4%         9         2.2%         6         1.4%         9         2.2%         -33.3%         -33.3%         -33.3%         -33.3%         Mercedes-Benz Vito         10         2.3%         10         2.5%         10         2.5%         10         2.5%         0.0%         10         2.5%         0.0%         10         2.5%         0.0%         10         2.5%         0.0%         10         2.5%         0.0%         10         2.5%         0.0%         17         4.2%         17         4.2%         -17.6%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -18.4%         -1  |                               | _                                      |   |   |  |  |        | -                                       |  |         |         |
| Mercedes-Benz Vito         10         2.3%         10         2.5%         10         2.3%         10         2.5%         0.0%         0.0%           Mitsubishi Express         14         3.2%         17         4.2%         17         4.2%         -17.6%         -18.4%         -18.2%         -18.2%         -18.2%         -18.2%         -18.2% <td>1 1</td> <td></td> <td>*4.8.8.8.8.8.8.</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   | 1 1                           |  | *4.8.8.8.8.8.8.                         |   |  |  |        |   |  |         |         |
| Mitsubishi Express   14   3.2%   17   4.2%   14   3.2%   17   4.2%   -17.6%   -17.6%   -17.6%   Peugeot Expert   1   0.2%   0   0.0%   1   0.2%   0   0.0%   -   -   -   |                               |  | *************************************** |   |  |  |        |   |  |         |         |
| Peugeot Expert   1 0.2%   0 0.0%   1 0.2%   0 0.0%   |                               |  |   | *************************************** |  | a.                                     |        | _                                       |  |         |         |
| Renault Trafic   | •                             |  |   |   |  |  |        |   |  | -17.0%  | -17.0%  |
| Toyota Hiace Van Volkswagen Transporter  |                               | ASSESSE                                |   | _                                       |  | (B)                                    |        | _                                       |  | -       | -       |
| Volkswagen Transporter         38         8.6%         67         16.4%         38         8.6%         67         16.4%         -43.3%         -88.8%         8.8%           PU/CC 4X2         Volume Share         Share         Volume Share         Share         Volume Share         Share         Volume Share         Sh  |                               |  |   | ***************                         | TOTAL CONTRACTOR OF THE PARTY O |  |        | -                                       |  |         | 20.20/  |
| PU/CC 4X2  |                               | 93333333333                            |   |   |  |  |        |   |  |         |         |
| PU/CC 4X2         Volume         Share         Volume         Share         Volume         Share         Volume         Share         Volume         Share         Volume         Share         Polume         Share         Volume         Share         11.4%         -13.9%         -13.9%         -13.9%         -13.9%         -13.9%         -13.9%         -39.3%   | Volkswageri Fransporter       | 30                                     | 0.0%                                    | 7 67                                    | 10.4%  | 30                                     | 0.0%   | 67                                      | 10.4%  | -43.3%  | -43.3%  |
| Ford Falcon Ute Ford Ranger 4X2 Great Wall V200 4X2 Great Wall V240 4X2 Holden Colorado 4X2 Holden Utility 4X2 Isuzu Ute D-Max 4X2 Mazda BT-50 4X2 Mitsubishi Triton 4X2 Nissan Navara 4X2 Proton Jumbuck Sangyong Actyon Sports 4X2  Volkswagen Amarok 4X2  Ford Ranger 4X2  99 13.9% 115 11.4% 99 13.9% 15 11.4% 99 13.9% 15 11.4% 99 13.9% 115 11.4% 99 13.9% 115 11.4% 99 13.9% 115 11.4% 110.4% 99 13.9% 115 11.4% 110.4% 99 13.9% 115 11.4% 110.4% 12 1.2% 12 1.7% 13 1.3% 15 2.1% 15 2.1% 16 2.1% 17 5% 15 2.1% 18 2.1% 18 2.1% 19 2.7% 10 0 0.0% 10 0. | Total Vans/CC 2.5-3.5t        | 444                                    | 1.8%                                    | 408                                     | 1.7%   | 444                                    | 1.8%   | 408                                     | 1.7%   | 8.8%    | 8.8%    |
| Ford Falcon Ute Ford Ranger 4X2 Great Wall V200 4X2 Great Wall V240 4X2 Holden Colorado 4X2 Holden Utility 4X2 Isuzu Ute D-Max 4X2 Mazda BT-50 4X2 Mitsubishi Triton 4X2 Nissan Navara 4X2 Proton Jumbuck Sangyong Actyon Sports 4X2  Volkswagen Amarok 4X2  Ford Ranger 4X2  99 13.9% 115 11.4% 99 13.9% 15 11.4% 99 13.9% 15 11.4% 99 13.9% 115 11.4% 99 13.9% 115 11.4% 99 13.9% 115 11.4% 110.4% 99 13.9% 115 11.4% 110.4% 99 13.9% 115 11.4% 110.4% 12 1.2% 12 1.7% 13 1.3% 15 2.1% 15 2.1% 16 2.1% 17 5% 15 2.1% 18 2.1% 18 2.1% 19 2.7% 10 0 0.0% 10 0. | PU/CC 4X2                     | Volume                                 | Share                                   | Volume                                  | Share  | Volume                                 | Share  | Volume                                  | Share  |         |         |
| Ford Ranger 4X2 Great Wall V200 4X2 Great Wall V200 4X2 Great Wall V240 4X2 Holden Colorado 4X2 Holden Utility 4X2 Isuzu Ute D-Max 4X2 Mazda BT-50 4X2 Mitsubishi Triton 4X2 Nissan Navara 4X2 Proton Jumbuck Ssangyong Actyon Sports 4X2 Toyota Hilux 4X2 Volkswagen Amarok 4X2  Forest Wall V200 4X2  51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 84 8.3% 51 7.2% 85 8.3% 51 7.2% 86 8.3% 51 7.2% 86 8.3% 51 7.2% 87.2% 88 8.3% 51 7.2% 89 0.00% 40 6.6% 38 3.8% 23.7% 23.7% 23.7% 23.7% 23.7% 154 15.2% 154 15.2% 154 15.2% 154 15.2% 154 17.5% 154 15.2% 154 17.5% 154 15.2% 154 17.5% 1 | 41111                         | 1-1-1-1-1-1-1                          |   |   |  |  |        |   |  | -13 9%  | -13 9%  |
| Great Wall V200 4X2         42         5.9%         0         0.0%         42         5.9%         0         0.0%         -  |                               | 11 11 11 11 11 11 11 11 11 11 11 11 11 |   | **************************************  |  |  |        |   |  |         |         |
| Great Wall V240 4X2       47       6.6%       38       3.8%       47       6.6%       38       3.8%       23.7%       23.7%         Holden Colorado 4X2       15       2.1%       31       3.1%       15       2.1%       31       3.1%       -51.6%       -51.6%       -51.6%         Holden Utility 4X2       124       17.5%       154       15.2%       124       17.5%       154       15.2%       -19.5%       -19   |                               | PRODU ASSOCIATION                      |   | 7007                                    |  |  |        | _                                       |  |         | -       |
| Holden Colorado 4X2 Holden Utility 4X2 Holden Utility 4X2 Isuzu Ute D-Max 4X2 Isuzu Ute D-Max 4X2 Mazda BT-50 4X2 Mitsubishi Triton 4X2 Nissan Navara 4X2 Proton Jumbuck Ssangyong Actyon Sports 4X2 Toyota Hilux 4X2 Volkswagen Amarok 4X2  Isuzu Ute D-Max 4X2 Isuzu Isuzu Isuz Isuzu Isuz Isuz Isuz Is  | 08-08-08-08-08-08             | /453434343434343                       |   | Killer,                                 |  |  |        | _                                       |  | 23.7%   | 23.7%   |
| Holden Utility 4X2   |                               | ************************************   |   |   |  |  |        |   |  |         |         |
| Isuzu Ute D-Max 4X2     15     2.1%     13     1.3%     15     2.1%     13     1.3%     15.4%     15.4%     15.4%       Mazda BT-50 4X2     38     5.4%     110     10.9%     38     5.4%     110     10.9%     -65.5%     -65.5%       Mitsubishi Triton 4X2     80     11.3%     88     8.7%     80     11.3%     88     8.7%     -9.1%     -9.1%       Nissan Navara 4X2     4     0.6%     30     3.0%     4     0.6%     30     3.0%     -86.7%     -86.7%     -86.7%       Proton Jumbuck     10     1.4%     12     1.2%     10     1.4%     12     1.2%     -16.7%     -16.7%     -16.7%       Ssangyong Actyon Sports 4X2     12     1.7%     3     0.3%     12     1.7%     3     0.3%     300.0%     300.0%     300.0%     300.0%     300.0%     300.0%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%     -53.6%       Volkswagen Amarok 4X2     19     2.7%     0     0.0%     19     2.7%     0     0.0%     -     -     -53.6%  |                               |  |   | 1-14-14-D                               |  |  |        |   |  |         | -19.5%  |
| Mazda BT-50 4X2       38       5.4%       110       10.9%       38       5.4%       110       10.9%       -65.5%       -65.5%         Mitsubishi Triton 4X2       80       11.3%       88       8.7%       80       11.3%       88       8.7%       -9.1%       -9.1%       -9.1%         Nissan Navara 4X2       4       0.6%       30       3.0%       4       0.6%       30       3.0%       -86.7%       -86.7%       -86.7%       -86.7%       -16.7%  | 444444                        | ************                           |   | 100107                                  |  |  |        |   |  |         | 15.4%   |
| Mitsubishi Triton 4X2       80       11.3%       88       8.7%       80       11.3%       88       8.7%       -9.1%       -9.1%       -9.1%         Nissan Navara 4X2       4       0.6%       30       3.0%       4       0.6%       30       3.0%       -86.7%       -86.7%       -86.7%       -86.7%       -16.7%       <   | Mazda BT-50 4X2               | ,00000                                 |   | 7                                       |  |  |        |   |  |         | -65.5%  |
| Nissan Navara 4X2       4       0.6%       30       3.0%       4       0.6%       30       3.0%       -86.7%       -86.7%       -86.7%       -86.7%       -86.7%       -86.7%       -86.7%       -16.7%  | Mitsubishi Triton 4X2         | 80                                     |   |   |  |  |        | 88                                      |  |         | -9.1%   |
| Proton Jumbuck       10       1.4%       12       1.2%       10       1.4%       12       1.2%       10       1.4%       12       1.2%       -16.7%       <   |                               | 4                                      |   |   |  |  |        |   |  |         | -86.7%  |
| Ssangyong Actyon Sports 4X2     12     1.7%     3     0.3%     12     1.7%     3     0.3%     300.0%   | Proton Jumbuck                | 10                                     | 1.4%                                    | 12                                      |  |  | 1.4%   | 12                                      | 1.2%   | -16.7%  | -16.7%  |
| Toyota Hilux 4X2   | Ssangyong Actyon Sports 4X2   | 12                                     | 1.7%                                    | 3                                       | 0.3%   | 12                                     | 1.7%   | 3                                       | 0.3%   |         | 300.0%  |
| Volkswagen Amarok 4X2         19         2.7%         0         0.0%         19         2.7%         0         0.0%         -         -         -  |                               | 154                                    |   | 332                                     | 32.9%  | 154                                    |        | 332                                     | 32.9%  | -53.6%  | -53.6%  |
| Total PU/CC 4X2 710 3.0% 1.010 4.3% 710 3.0% 1.010 4.3% -29.7% -29.7%  | Volkswagen Amarok 4X2         | 19                                     | 2.7%                                    | 0                                       | 0.0%   | 19                                     | 2.7%   | 0                                       | 0.0%   | -       | -       |
|  | Total PU/CC 4X2               | 710                                    | 3.0%                                    | 1,010                                   | 4.3%   | 710                                    | 3.0%   | 1,010                                   | 4.3%   | -29.7%  | -29.7%  |

#### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| PU/CC 4X4                   | Volume | Share | Volume | Share | Volume | Share | Volume | Share |        |        |
|-----------------------------|--------|-------|--------|-------|--------|-------|--------|-------|--------|--------|
| Ford Ranger 4X4             | 80     | 4.9%  | 170    | 9.2%  | 80     | 4.9%  | 170    | 9.2%  | -52.9% | -52.9% |
| Great Wall V200 4X4         | 69     | 4.2%  | 0      | 0.0%  | 69     | 4.2%  | 0      | 0.0%  | -      | -      |
| Great Wall V240 4X4         | 14     | 0.9%  | 42     | 2.3%  | 14     | 0.9%  | 42     | 2.3%  | -66.7% | -66.7% |
| Holden Colorado 4X4         | 223    | 13.6% | 286    | 15.5% | 223    | 13.6% | 286    | 15.5% | -22.0% | -22.0% |
| Isuzu Ute D-Max 4X4         | 114    | 7.0%  | 82     | 4.4%  | 114    | 7.0%  | 82     | 4.4%  | 39.0%  | 39.0%  |
| Land Rover Defender PU/CC   | 1      | 0.1%  | 2      | 0.1%  | 1      | 0.1%  | 2      | 0.1%  | -50.0% | -50.0% |
| Mazda BT-50 4X4             | 105    | 6.4%  | 90     | 4.9%  | 105    | 6.4%  | 90     | 4.9%  | 16.7%  | 16.7%  |
| Mitsubishi Triton 4X4       | 213    | 13.0% | 190    | 10.3% | 213    | 13.0% | 190    | 10.3% | 12.1%  | 12.1%  |
| Nissan Navara 4X4           | 458    | 28.0% | 423    | 23.0% | 458    | 28.0% | 423    | 23.0% | 8.3%   | 8.3%   |
| Nissan Patrol PU/CC         | 31     | 1.9%  | 33     | 1.8%  | 31     | 1.9%  | 33     | 1.8%  | -6.1%  | -6.1%  |
| Ssangyong Actyon Sports 4X4 | 3      | 0.2%  | 5      | 0.3%  | 3      | 0.2%  | 5      | 0.3%  | -40.0% | -40.0% |
| Toyota Hilux 4X4            | 129    | 7.9%  | 460    | 25.0% | 129    | 7.9%  | 460    | 25.0% | -72.0% | -72.0% |
| Toyota Landcruiser PU/CC    | 91     | 5.6%  | 60     | 3.3%  | 91     | 5.6%  | 60     | 3.3%  | 51.7%  | 51.7%  |
| Volkswagen Amarok 4X4       | 103    | 6.3%  | 0      | 0.0%  | 103    | 6.3%  | 0      | 0.0%  | -      | -      |
| Total PU/CC 4X4             | 1,634  | 6.8%  | 1,843  | 7.8%  | 1,634  | 6.8%  | 1,843  | 7.8%  | -11.3% | -11.3% |
| Total Light Commercial      | 2,904  | 12.1% | 3,362  | 14.3% | 2,904  | 12.1% | 3,362  | 14.3% | -13.6% | -13.6% |

### NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL JANUARY 2012

| 11011                  | DATE TO THE TOTAL |        |        |        |        |        |        |        |         |         |  |  |  |  |
|------------------------|---|--------|--------|--------|--------|--------|--------|--------|---------|---------|--|--|--|--|
|                        |   | Мо     | nth    |        |        | Year t | o Date | T An   | Varianc | e +/- % |  |  |  |  |
|                        | 201   | 12     | 201    | 11     | 20     | 12     | 201    | 1      | MTH     | YTD     |  |  |  |  |
|                        | Volume  | Share  | Volume | Share  | Volume | Share  | Volume | Share  |         |         |  |  |  |  |
| Citroen                | 10  | 0.3%   | 7      | 0.2%   | 10     | 0.3%   | 7      | 0.2%   | 42.9%   | 42.9%   |  |  |  |  |
| Fiat                   | 4   | 0.1%   | 0      | 0.0%   | 4      | 0.1%   | 0      | 0.0%   | -       | -       |  |  |  |  |
| Ford                   | 243   | 8.4%   | 373    | 11.1%  | 243    | 8.4%   | 373    | 11.1%  | -34.9%  | -34.9%  |  |  |  |  |
| Great Wall             | 172   | 5.9%   | 80     | 2.4%   | 172    | 5.9%   | 80     | 2.4%   | 115.0%  | 115.0%  |  |  |  |  |
| Holden                 | 373   | 12.8%  | 478    | 14.2%  | 373    | 12.8%  | 478    | 14.2%  | -22.0%  | -22.0%  |  |  |  |  |
| Hyundai                | 166   | 5.7%   | 160    | 4.8%   | 166    | 5.7%   | 160    | 4.8%   | 3.8%    | 3.8%    |  |  |  |  |
| Isuzu Ute              | 129   | 4.4%   | 95     | 2.8%   | 129    | 4.4%   | 95     | 2.8%   | 35.8%   | 35.8%   |  |  |  |  |
| Kia                    | 6   | 0.2%   | 9      | 0.3%   | 6      | 0.2%   | 9      | 0.3%   | -33.3%  | -33.3%  |  |  |  |  |
| Land Rover             | 1   | 0.0%   | 2      | 0.1%   | 1      | 0.0%   | 2      | 0.1%   | -50.0%  | -50.0%  |  |  |  |  |
| Mazda                  | 143   | 4.9%   | 200    | 5.9%   | 143    | 4.9%   | 200    | 5.9%   | -28.5%  | -28.5%  |  |  |  |  |
| Mercedes-Benz          | 10  | 0.3%   | 10     | 0.3%   | 10     | 0.3%   | 10     | 0.3%   | 0.0%    | 0.0%    |  |  |  |  |
| Mitsubishi             | 307   | 10.6%  | 295    | 8.8%   | 307    | 10.6%  | 295    | 8.8%   | 4.1%    | 4.1%    |  |  |  |  |
| Mitsubishi Fuso        | 16  | 0.6%   | 6      | 0.2%   | 16     | 0.6%   | 6      | 0.2%   | 166.7%  | 166.7%  |  |  |  |  |
| Nissan                 | 493   | 17.0%  | 486    | 14.5%  | 493    | 17.0%  | 486    | 14.5%  | 1.4%    | 1.4%    |  |  |  |  |
| Peugeot                | 5   | 0.2%   | 3      | 0.1%   | 5      | 0.2%   | 3      | 0.1%   | 66.7%   | 66.7%   |  |  |  |  |
| Proton                 | 10  | 0.3%   | 12     | 0.4%   | 10     | 0.3%   | 12     | 0.4%   | -16.7%  | -16.7%  |  |  |  |  |
| Renault                | 13  | 0.4%   | 10     | 0.0%   | 13     | 0.4%   | 1      | 0.0%   | >999%   | >999%   |  |  |  |  |
| Ssangyong              | 15  | 0.5%   | 8      | 0.2%   | 15     | 0.5%   | 8      | 0.2%   | 87.5%   | 87.5%   |  |  |  |  |
| Suzuki                 | 11  | 0.4%   | 3      | 0.1%   | 11     | 0.4%   | 3      | 0.1%   | 266.7%  | 266.7%  |  |  |  |  |
| Toyota                 | 598   | 20.6%  | 1,040  | 30.9%  | 598    | 20.6%  | 1,040  | 30.9%  | -42.5%  | -42.5%  |  |  |  |  |
| Volkswagen             | 179   | 6.2%   | 94     | 2.8%   | 179    | 6.2%   | 94     | 2.8%   | 90.4%   | 90.4%   |  |  |  |  |
| Total Light Commercial | 2,904   | 100.0% | 3,362  | 100.0% | 2,904  | 100.0% | 3,362  | 100.0% | -13.6%  | -13.6%  |  |  |  |  |

### NEW VEHICLE SALES BY SEGMENT AND MODEL JANUARY 2012

| Heavy Commercial March             |        |       |        |              |        |        |        |                         |         |          |  |  |
|------------------------------------|--------|-------|--------|--------------|--------|--------|--------|-------------------------|---------|----------|--|--|
| Heavy Commercial                   |        |       | nth    |              | 4      | (080)  | o Date | Allbo                   |         | ce +/- % |  |  |
|                                    | 20     |       | 20     |              | 20     |        | 20     | Abstratationalistations | MTH     | YTD      |  |  |
| Trucks 3,501-7,500 kgs GVM         | Volume | Share | Volume | Share        | Volume | Share  | Volume | Share                   |         |          |  |  |
| Fiat Ducato                        | 7      | 2.6%  | 31     | 16.9%        | 7      | 2.6%   | 31     | 16.9%                   |         | -77.4%   |  |  |
| Ford Transit Heavy                 | 23     | 8.6%  | 13     | 7.1%         | 23     | 8.6%   | 13     | 7.1%                    | 76.9%   | 76.9%    |  |  |
| Foton                              | 4      | 1.5%  | 0      | 0.0%         | 4      | 1.5%   | 0      | 0.0%                    | -       |          |  |  |
| Hino (3.5t)                        | 67     | 25.2% | 23     | 12.6%        | 67     | 25.2%  | 23     | 12.6%                   | 191.3%  | 191.3%   |  |  |
| Hyundai HD                         | 3      | 1.1%  | 5      | 2.7%         | 3      | 1.1%   | 5      | 2.7%                    | -40.0%  | -40.0%   |  |  |
| Isuzu N-Series                     | 53     | 19.9% | 41     | 22.4%        | 53     | 19.9%  | 41     | 22.4%                   | 29.3%   | 29.3%    |  |  |
| Iveco Daily C/C                    | 12     | 4.5%  | 21     | 11.5%        | 12     | 4.5%   | 21     | 11.5%                   | -42.9%  | -42.9%   |  |  |
| Iveco Daily Van                    | 9      | 3.4%  | 1      | 0.5%         | 9      | 3.4%   | 1      | 0.5%                    | 800.0%  | 800.0%   |  |  |
| Mercedes-Benz Sprinter             | 49     | 18.4% | 27     | 14.8%        | 49     | 18.4%  | 27     | 14.8%                   | 81.5%   | 81.5%    |  |  |
| Mitsubishi Canter                  | 18     | 6.8%  | 10     | 5.5%         | 18     | 6.8%   | 10     | 5.5%                    | 80.0%   | 80.0%    |  |  |
| Renault Master                     | 0      | 0.0%  | 1      | 0.5%         | 0      | 0.0%   | 1      | 0.5%                    | -100.0% | -100.0%  |  |  |
| Volkswagen Crafter                 | 21     | 7.9%  | 10     | 5.5%         | 21     | 7.9%   | 10     | 5.5%                    | 110.0%  | 110.0%   |  |  |
|                                    |        |       | A      |              |        |        |        |                         |         |          |  |  |
| Total Trucks 3,501-7,500 kgs GVM   | 266    | 1.1%  | 183    | 0.8%         | 266    | 1.1%   | 183    | 0.8%                    | 45.4%   | 45.4%    |  |  |
|                                    |        | 4     |        |              |        |        |        |                         |         |          |  |  |
| Trucks 7,501-15,000 kgs GVM        | Volume | Share | Volume |              | Volume | Share  | Volume | Share                   |         |          |  |  |
| Hino (7.5t)                        | 29     | 31.9% | 27     | *40000000000 | 29     | 31.9%  | 27     | 31.0%                   | 7.4%    | 7.4%     |  |  |
| Isuzu F-Series (7.5t)              | 36     | 39.6% | 23     | 26.4%        | 36     | 39.6%  | 23     | 26.4%                   |         | 56.5%    |  |  |
| Isuzu N-Series (7.5t)              | 4      | 4.4%  | 7      | 8.0%         | 4      | 4.4%   | 7      | 8.0%                    |         | -42.9%   |  |  |
| Iveco (7.5t)                       | 0      | 0.0%  | 2      | 2.3%         | 0      | 0.0%   | 2      | 2.3%                    |         | -100.0%  |  |  |
| MAN (7.5t)                         | 1      | 1.1%  | 0      | 0.0%         | 1      | 1.1%   | 0      | 0.0%                    |         |          |  |  |
| Mercedes (7.5t)                    | 5      | 5.5%  | 1.     | 1.1%         | 5      | 5.5%   | 1      | 1.1%                    |         | 400.0%   |  |  |
| Mitsubishi Canter (7.5t)           | 4      | 4.4%  | 0      | 0.0%         | 4      | 4.4%   | 0      | 0.0%                    |         | -        |  |  |
| Mitsubishi Fighter (7.5t)          | 12     | 13.2% | 11     | 12.6%        | 12     | 13.2%  | 11     | 12.6%                   | 9.1%    | 9.1%     |  |  |
| Nissan UD (7.5t)                   | 4 0    | 0.0%  | 16     | 18.4%        | 0      | 0.0%   | 16     | 18.4%                   | -100.0% | -100.0%  |  |  |
| Total Trucks 7 504 45 000 kms CVM  | 91     | 0.407 | 87     | 0.4%         | 91     | 0.4%   | 87     | 0.4%                    | 4.00/   | 4.00/    |  |  |
| Total Trucks 7,501-15,000 kgs GVM  | 31     | 0.4%  | 07     | 0.4 /6       | 31     | 0.4 /0 | 01     | 0.4 /0                  | 4.6%    | 4.6%     |  |  |
| Trucks 15,001 kgs + Over GVM       | Volume | Share | Volume | Share        | Volume | Share  | Volume | Share                   |         |          |  |  |
| Caterpillar                        | 5      | 4.1%  | 0      | 0.0%         | 5      | 4.1%   | 0      | 0.0%                    | _       | _        |  |  |
| DAF (15t)                          | 0      | 0.0%  | 3      | 3.1%         | 0      | 0.0%   | 3      | 3.1%                    | -100.0% | -100.0%  |  |  |
| Dennis Eagle                       | 5      | 4.1%  | 0      | 0.0%         | 5      | 4.1%   | 0      | 0.0%                    |         | _        |  |  |
| Freightliner (15t)                 | 3      | 2.5%  | 8      | 8.2%         | 3      | 2.5%   | 8      | 8.2%                    | -62.5%  | -62.5%   |  |  |
| Hino (15t)                         | 2      | 1.6%  | 3      | 3.1%         | 2      | 1.6%   | 3      | 3.1%                    |         | -33.3%   |  |  |
| International (15t)                | 0      | 0.0%  | 1      | 1.0%         | 0      | 0.0%   | 1      | 1.0%                    |         | -100.0%  |  |  |
| Isuzu (15t)                        | 18     | 14.8% | 8      | 8.2%         | 18     | 14.8%  | 8      | 8.2%                    | 125.0%  | 125.0%   |  |  |
| Iveco (15t)                        | 8      | 6.6%  | 2      | 2.0%         | 8      | 6.6%   | 2      | 2.0%                    | 300.0%  | 300.0%   |  |  |
| Kenworth                           | 22     | 18.0% | 27     | 27.6%        | 22     | 18.0%  | 27     | 27.6%                   |         | -18.5%   |  |  |
| Mack                               | 8      | 6.6%  | 13     | 13.3%        | 8      | 6.6%   | 13     | 13.3%                   |         | -38.5%   |  |  |
| MAN (15t)                          | 3      | 2.5%  | 0      | 0.0%         | 3      | 2.5%   | 0      | 0.0%                    |         |          |  |  |
| Mercedes (15t)                     | 2      | 1.6%  |        | 2.0%         | 2      | 1.6%   | 2      | 2.0%                    |         | 0.0%     |  |  |
| Mitsubishi Fighter (15t)           | 7      | 5.7%  |        | 4.1%         | 7      | 5.7%   | 4      | 4.1%                    |         | 75.0%    |  |  |
| Mitsubishi F-Series (15t)          | 0      | 0.0%  |        | 1.0%         | 0      | 0.0%   | 1      |                         | -100.0% |          |  |  |
| Nissan UD (15t)                    | 0      | 0.0%  |        | 1.0%         | 0      | 0.0%   | 1      |                         | -100.0% |          |  |  |
| Scania (15t)                       | 9      | 7.4%  |        | 9.2%         | 9      | 7.4%   | 9      | 9.2%                    |         | 0.0%     |  |  |
| Sterling (15t)                     | 0      | 0.0%  | 1      | 1.0%         | 0      | 0.0%   | 1      |                         | -100.0% |          |  |  |
| Volvo Truck                        | 14     | 11.5% |        | 7.1%         | 14     | 11.5%  | 7      | 7.1%                    |         |          |  |  |
| Western Star                       | 16     | 13.1% |        | 8.2%         | 16     | 13.1%  | 8      | 8.2%                    |         |          |  |  |
|                                    |        | - /-  |        |              |        | - /-   |        |                         |         |          |  |  |
| Total Trucks 15,001 kgs + Over GVM | 122    | 0.5%  | 98     | 0.4%         | 122    | 0.5%   | 98     | 0.4%                    | 24.5%   | 24.5%    |  |  |

2.0%

479

368

1.6%

2.0%

479

368

1.6%

30.2%

30.2%

**Total Heavy Commercial** 

### NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL JANUARY 2012

|                        |        | M -    | 41-    |        |                 |        | <b>1</b> |  | Variance +/- % |         |
|------------------------|--------|--------|--------|--------|-----------------|--------|----------|--|----------------|---------|
|                        |        |        | nth    |        |                 | Year t |          | <u>                                     </u> | delicated the  |         |
|                        | 201    |        | 201    |        | 20 <sup>-</sup> |        | 201      |  | MTH            | YTD     |
|                        | Volume | Share  | Volume | Share  | Volume          | Share  | Volume   | Share  |                |         |
| Caterpillar            | 5      | 1.0%   | 0      | 0.0%   | 5               | 1.0%   | 0        | 0.0%   | ₩ -            | -       |
| Daf                    | 0      | 0.0%   | 3      | 0.8%   | 0               | 0.0%   | 3        | 0.8%   | -100.0%        | -100.0% |
| Dennis Eagle           | 5      | 1.0%   | 0      | 0.0%   | 5               | 1.0%   | 0        | 0.0%   | -              | -       |
| Fiat                   | 7      | 1.5%   | 31     | 8.4%   | 7               | 1.5%   | 31       | 8.4%   | -77.4%         | -77.4%  |
| Ford                   | 23     | 4.8%   | 13     | 3.5%   | 23              | 4.8%   | 13       | 3.5%   | 76.9%          | 76.9%   |
| Foton                  | 4      | 0.8%   | 0      | 0.0%   | 4               | 0.8%   | 0        | 0.0%   | -              | -       |
| Freightliner           | 3      | 0.6%   | 9      | 2.4%   | 3               | 0.6%   | / 9      | 2.4%   | -66.7%         | -66.7%  |
| Hino                   | 98     | 20.5%  | 53     | 14.4%  | 98              | 20.5%  | 53       | 14.4%  | 84.9%          | 84.9%   |
| Hyundai Trucks         | 3      | 0.6%   | 5      | 1.4%   | 3               | 0.6%   | 5        | 1.4%   | -40.0%         | -40.0%  |
| International          | 0      | 0.0%   | 1      | 0.3%   | -0              | 0.0%   | 1/       | 0.3%   | -100.0%        | -100.0% |
| Isuzu                  | 111    | 23.2%  | 79     | 21.5%  | 111             | 23.2%  | 79       | 21.5%  | 40.5%          | 40.5%   |
| Iveco                  | 29     | 6.1%   | 26     | 7.1%   | 29              | 6.1%   | 26       | 7.1%   | 11.5%          | 11.5%   |
| Kenworth               | 22     | 4.6%   | 27     | 7.3%   | 22              | 4.6%   | 27       | 7.3%   | -18.5%         | -18.5%  |
| Mack                   | 8      | 1.7%   | 13     | 3.5%   | 8               | 1.7%   | 13       | 3.5%   | -38.5%         | -38.5%  |
| Man                    | 4      | 0.8%   | 0      | 0.0%   | 4               | 0.8%   | 0        | 0.0%   | -              | -       |
| Mercedes-Benz          | 56     | 11.7%  | 30     | 8.2%   | 56              | 11.7%  | 30       | 8.2%   | 86.7%          | 86.7%   |
| Mitsubishi Fuso        | 41     | 8.6%   | 26     | 7.1%   | 41              | 8.6%   | 26       | 7.1%   | 57.7%          | 57.7%   |
| Nissan UD              | 0      | 0.0%   | 17     | 4.6%   | 0               | 0.0%   | 17       | 4.6%   | -100.0%        | -100.0% |
| Renault                | 0      | 0.0%   | /1     | 0.3%   | 0               | 0.0%   | 1        | 0.3%   | -100.0%        | -100.0% |
| Scania                 | 9      | 1.9%   | 9      | 2.4%   | 9               | 1.9%   | 9        | 2.4%   | 0.0%           | 0.0%    |
| Volkswagen             | 21     | 4.4%   | 10     | 2.7%   | 21              | 4.4%   | 10       | 2.7%   | 110.0%         | 110.0%  |
| Volvo Commercial       | 14     | 2.9%   | . 7    | 1.9%   | 14              | 2.9%   | 7        | 1.9%   | 100.0%         | 100.0%  |
| Western Star           | 16     | 3.3%   | 8      | 2.2%   | 16              | 3.3%   | 8        | 2.2%   | 100.0%         | 100.0%  |
|                        |        |        |        |        |                 |        |          |  |                |         |
| Total Heavy Commercial | 479    | 100.0% | 368    | 100.0% | 479             | 100.0% | 368      | 100.0%                                       | 30.2%          | 30.2%   |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

| Month   2012   2011   2012   2011   MTH   YTD   MTH   |   | Mon        | th                                       | Ϋ́  | rn l                    | Æ    | V        | arianco + | /- Val & % |         |
|---|---|------------|--|---|-------------------------|------|----------|-----------|------------|---------|
| Alfa Romeo 159 9 9 2 9 2 7 7 7 350.0% 350.0% 150.0% Alfa Romeo 159 9 9 2 9 2 7 7 7 350.0% 350.0% 150.0% Alfa Romeo Brera 0 1 1 0 1 1 -1 -1 -100.0% -100.0% Alfa Romeo Giulietta 11 18 11 18 -7 7 3 38.9% 38.9% 38.9% Alfa Romeo Giulietta 11 19 11 9 11 9 2 2 2 22.2% 22.2% 14 1 -1 -1 -100.0% -100.0% Alfa Romeo MiTO 11 9 11 9 11 9 2 2 2 22.2% 22.2% 22.2% 34 14 -1 -1 -100.0% -100.0% Alfa Romeo MiTO 11 9 11 9 11 9 2 2 2 22.2% 22.2% 22.2% 34 -30.0% Aston Martin Convertible 0 1 1 0 1 1 -1 -1 -100.0% -100.0% Aston Martin Convertible 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 3 2 3 3 -1 -1 33.3% -33.3% -33.3% Audi Al 3 Convertible 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Convertible 2 2 2 2 2 2 2 2 2 0 0 0 0.0% 0.0% 0.0%   |   |            |  |   |                         |      |          |           |            | YTD     |
| Alfa Romeo 159 Alfa Romeo Brera Alfa Romeo Brera 0 1 1 0 1 1 -1 -1 -10.00 **   0.00 **   0.00 **   Alfa Romeo Giulletta 11 1 18 11 18   |   | 2012       | 2011                                     | 2012                                      | <b>2</b>                |      |          | r a       |            |         |
| Alfa Romeo 159 Alfa Romeo Brera Alfa Romeo Brera 0 1 1 0 1 1 -1 -1 -10.00 **   0.00 **   0.00 **   Alfa Romeo Giulletta 11 1 18 11 18   | Alfa Romeo  |            |  |   |                         |      |          | h. All    |            |         |
| Affa Romeo Gilletta 11 1 18 17 1 19 100.0% -100.0% -38.9 % Affa Romeo Gilletta 11 1 18 17 1 18 7 7 3 38.9 % 38.9 % Affa Romeo GIT 0 1 0 1 -1 -1 -100.0% -100.0% Affa Romeo MiTO 11 9 11 9 2 2 2 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 0 0 0 0.0% 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 0 0 0 0.0% 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 0 0 0 0.0% 0.0% 0.0% 0.0% Aston Martin Coupe 2 2 2 2 2 0 0 0 0.0% 0.0% 0.0% 0.0% 0.0   |   | 9          | 2  | 9   | 2                       |      | 7        | 7         | 350.0%     | 350.0%  |
| Alfa Romeo GT   | Alfa Romeo Brera  | 0          |  |   |                         |      |          |           | -100.0%    |         |
| Alfa Romeo GT   | Alfa Romeo Giulietta  | 11         | 18                                       |   | 18                      |      | -7       |           | T .        | -38.9%  |
| Affa Romeo MiTo   |   |            |  |   |                         |      |          | - 40101/  | -100.0%    |         |
| Aston Martin Aston Martin Convertible Aston Martin Coupe  2 2 2 2 2 0 0 0 0.0% 0.0% Aston Martin Coupe  3 3 2 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1   |   | -          |  |   | /1000bs.                |      |          | 3131313th |            |         |
| Aston Martin Convertible Aston Martin Coupe Aston Martin Coupe Aston Martin Coupe  2 2 2 2 2 0 0 0 0.0% -100.0% Aston Martin Total  2 3 2 3 -1 -1 -1 -33.3% -33.3%  Audi Audi A1 48 71 48 71 -23 -23 -32.4% -32.4% Audi A2 Audi A3 71 51 71 51 72 20 20 39.2% -39.2% Audi A3 Convertible Audi A3 82 101 82 101 -19 -19 1.88% -18.8% Audi A5 Sportback Audi A5 Sportback Audi A6 31 43 31 43 31 43 -12 -12 -27.9% -27.9% Audi A6 Sportback Audi A7 7 0 0 7 0 7 7 7 Audi A8 6 10 6 10 6 10 -4 4 40.0% -40.0% Audi A8 6 10 6 10 6 10 -4 4 40.0% -40.0% Audi A8 6 10 6 10 6 10 -4 4 40.0% -40.0% Audi A9 Audi A7 7 0 0 7 0 7 7 7 - Audi A8 6 17 9 171 91 80 80 87.9% 87.9% Audi A7 7 0 0 7 0 7 7 7 - Audi A8 6 10 6 10 6 10 -4 4 40.0% -40.0% Audi A9 83 49 83 -34 -34 41.0% -40.0% Audi A9 83 49 83 -34 -34 41.0% -40.0% Audi R8 1 2 1 2 1 2 -1 1 50.0% -50.0% Audi R8 1 2 2 2 2 2 0 0 0 0.0% -0.0% Bentley B  |   |            |  |   |                         | lha. |          |           |            |         |
| Aston Martin Coupe  |   |            |  | - 34                                      |                         |      |          |           |            | 0.10.70 |
| Aston Martin Coupe  | Aston Martin  |            |  |   |                         |      |          |           |            |         |
| Aston Martin Coupe         2         2         2         2         2         3         -1         -1         -33.3%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -34.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -33.3%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.4%         -32.2%         -32.2%         -32.2%         -32.2%         -32.2%         -32.2% <td></td> <td>0</td> <td>1</td> <td>0</td> <td>1</td> <td></td> <td>_1</td> <td>_1</td> <td>-100.0%</td> <td>-100.0%</td>   |   | 0          | 1  | 0   | 1                       |      | _1       | _1        | -100.0%    | -100.0% |
| Audi Adi Adi Adi Adi Adi Adi Adi Adi Adi A  |   |            |  |   | HEREBEREE .             |      |          | 87        |            |         |
| Audi Audi A1  |   |            |  |   |                         |      |          |           |            |         |
| Audi A1 Audi A3 Audi A3 Audi A3 Audi A3 Audi A4 B2 Audi A4 B2 Audi A5 Audi A5 Audi A6 Audi A6 Audi A6 Audi A6 Audi A7 Audi A7 Audi A8 Audi A7 Audi A8 Audi A7 Audi A8 Audi A8 Audi A8 Audi A8 Audi A7 Audi A8 Audi A8 Audi A7 Audi A7 Audi A8 Audi A7 Audi A7 Audi A8 Audi A7 Audi A7 Audi A7 Audi A8 Audi A7   | ASION MURINI TOLUI  |            |  | A   |                         |      | •        | •         | 00.070     | 00.070  |
| Audi A1 Audi A3 Audi A3 Audi A3 Audi A3 Audi A4 B2 Audi A4 B2 Audi A5 Audi A5 Audi A6 Audi A6 Audi A6 Audi A6 Audi A7 Audi A7 Audi A8 Audi A7 Audi A8 Audi A7 Audi A8 Audi A8 Audi A8 Audi A8 Audi A7 Audi A8 Audi A8 Audi A7 Audi A7 Audi A8 Audi A7 Audi A7 Audi A8 Audi A7 Audi A7 Audi A7 Audi A8 Audi A7   | Δudi  |            |  |   |                         |      |          |           |            |         |
| Audi A3   |   | 10         | 71                                       | 10  | 71                      |      | _23      | ຼາຊ       | -32 1%     | -32 1%  |
| Audi A2 Convertible   |   |            |  | **************************************    | 1040101040404040404040  |      |          |           |            |         |
| Audi A4 Audi A5 Audi A5 Audi A5 Sportback Audi A6 Audi A7 Audi A7 Audi A8 Audi A7 Audi A8 Audi A7 Audi A8 Audi A8 Audi A7 Audi A8 Audi A9 Audi A8 Audi A8 Audi A8 Audi A8 Audi A9 Audi A9 Audi A8 Audi A8 Audi A9   |   |            |  | ***************************************   |                         | h.   |          |           |            |         |
| Audi A5   |   |            | 45454545                                 | Eller.                                    | ~                       |      | HIIIIII. |           |            |         |
| Audi A5 Sportback Audi A6 Audi A7 Audi A8 Audi A7 Audi A8 Audi A7 Audi A8 Audi A7 Audi A8 Audi A8 Audi A8 Audi A8 Audi A9 Audi Q5 Audi Q5 Audi Q7 Audi Q8 Audi Q7 Audi R8 Audi T7 Audi R8 Audi T8 Audi T9 Audi T0 Audi T9 Audi T0 Audi T9 Audi T0 Audi R8 Audi T0 Audi T0 Audi R8 Audi T0 Audi  |   |            | ARRESTA                                  | CHARLETTERS.                              |                         |      |          |           |            |         |
| Audi A6 Audi A7 Audi A8 Audi A7 Audi A8 Audi A9 Audi A1 A9 Audi A9 Aud  |   |            | ANDESTRUCTOR                             |   | Silen.                  | W.   |          |           |            |         |
| Audi A7   |   |            |  | EISED. "GISERSEE                          | SISISISISISISISIS.      |      |          |           |            |         |
| Audi A8   |   |            | 14                                       |   | 45:5:245:5:5:45:45:5:45 | Þ    |          |           | 115.4%     | 115.4%  |
| Audi Q5 Audi Q7 Audi R8 Audi R  |   | T          | f.dliston.                               | -4015101010101010101010101010101010101010 | ~42EEEE                 |      |          |           | -          | -       |
| Audi Q7 Audi R8 1 2 1 2 -1 -1 -50.0% -50.0% Audi TT 23 13 23 13 10 10 70.9% 76.9% Audi Total  560 536 560 536 24 24 4.5% 4.5%  Bentley Bentley Bentley 2 2 2 2 2 2 0 0 0 0.0% BMW  BMW 1 Series Coupe/Conv 34 46 34 46 -12 -12 -21 -21.0% -21.0% BMW 3 Series Coupe/Conv 33 28 33 28 5 5 17.9% 17.9% BMW 5 Series Coupe/Conv 33 28 33 28 5 5 17.9% 17.9% BMW 5 Series Gran Turismo 0 1 0 1 0 1 -1 -1 -100.0% -100.0% BMW 6 Series 5 0 5 0 5 5 5 5 BMW 7 Series 0 66 0 66 0 66 6 66 0 66 66 0 66 66 0 66 66  |   | - 48       |  | Sistem Continue                           | elelels.                |      |          |           |            |         |
| Audi R8 Audi TT 23 13 23 13 10 10 10 76.9% -50.0% Audi Total 560 536 560 536 24 24 24 4.5% 4.5%  Bentley Bentl  | 1   | 4500       |  |   | SICIOLOGICACION.        |      |          |           |            |         |
| Audi TT         23         13         23         13         10         10         76.9%         76.9%           Audi Total         560         536         560         536         24         24         4.5%         4.5%           Bentley Bentley         2         2         2         2         2         0         0         0.0%         0.0%           Bentley Total         2         2         2         2         2         0         0         0.0%         0.0%           BMW         1 Series         57         15         57         15         42         42         280.0%         280.0%           BMW 3 Series Coupe/Conv         34         46         34         46         -12         -12         -26.1%         -26.1%           BMW 3 Series Coupe/Conv         39         100         79         100         -21         -21         -21.0%         -21.6%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -1         -10.00%         -10.0%           BMW 5 Series Gran Turismo         5         0         5         0         5         0         5         5         - <td>i control de la control de la</td> <td>7923333</td> <td></td> <td>49</td> <td>20:0:0:0:0:0:0:0:0:0</td> <td></td> <td></td> <td></td> <td></td> <td></td> | i control de la | 7923333    |  | 49  | 20:0:0:0:0:0:0:0:0:0    |      |          |           |            |         |
| Bentley   |   |            |  | 1   |                         |      |          |           |            |         |
| Bentley   |   |            |  |   |                         |      |          |           |            |         |
| Bentley   | Audi Total  | 560        | 536                                      | 560                                       | 536                     |      | 24       | 24        | 4.5%       | 4.5%    |
| Bentley   |   | Allenan    | Honey                                    |   | ₩.                      |      |          |           |            |         |
| Bentley Total   2   2   2   2   0   0   0.0%   0.  | 1   | /          |  |   | 47                      |      |          |           |            |         |
| BMW 1 Series  |   |            |  |   | 2                       |      |          |           |            |         |
| BMW 1 Series         57         15         57         15         42         42         280.0%         280.0%           BMW 1 Series Coupe/Conv         34         46         34         46         -12         -12         -26.1%         -26.1%           BMW 3 Series Coupe/Conv         33         28         33         28         5         5         17.9%         17.9%           BMW 5 Series Gran Turismo         29         37         29         37         -8         -8         -21.6%         -21.6%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW 7 Series         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW X1         36         58         36         58         -22         -22         -37.9%         -37.9%           BMW X3         66         0         66         0         66         66         -         -         -         -         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -3.5         -3.5         -3.5  | Bentley Total   | 2          | 2  | 2   | 2                       |      | 0        | 0         | 0.0%       | 0.0%    |
| BMW 1 Series         57         15         57         15         42         42         280.0%         280.0%           BMW 1 Series Coupe/Conv         34         46         34         46         -12         -12         -26.1%         -26.1%           BMW 3 Series Coupe/Conv         33         28         33         28         5         5         17.9%         17.9%           BMW 5 Series Gran Turismo         29         37         29         37         -8         -8         -21.6%         -21.6%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW 7 Series         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW X1         36         58         36         58         -22         -22         -37.9%         -37.9%           BMW X3         66         0         66         0         66         66         -         -         -         -         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -3.5         -3.5         -3.5  |   |            | h. Alli                                  |   |                         |      |          |           |            |         |
| BMW 1 Series Coupe/Conv         34         46         34         46         -12         -12         -26.1%         -26.1%           BMW 3 Series         79         100         79         100         -21         -21         -21         -21.0%         -21.0%           BMW 3 Series Coupe/Conv         33         28         33         28         5         5         17.9%         17.9%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -1         -10.00%         -100.0%           BMW 6 Series         5         0         5         0         5         5         -2         -2.6         -21.6%         -22.16%         -22.2         -22.2         -37.9%         -37.9%         -37.9%         -37.9%         -36.7%         -21.6%   |   |            |  | ď   |                         |      |          |           |            |         |
| BMW 3 Series         79         100         79         100         -21         -21         -21         -21.0%         -21.0%           BMW 3 Series Coupe/Conv         33         28         33         28         5         5         17.9%         17.9%           BMW 5 Series         29         37         29         37         -8         -8         -21.6%         -21.6%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -1         -100.0%         -100.0%           BMW 6 Series         5         0         5         0         5         5         5         -         -         -100.0%   |   |            |  |   |                         |      |          |           |            |         |
| BMW 3 Series Coupe/Conv         33         28         33         28         5         5         17.9%         17.9%           BMW 5 Series         29         37         29         37         -8         -8         -21.6%         -21.6%         -21.6%         BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -10.0%         -100.0%  |   | 2012/12/na | VIII 3 2 2 3 3 2 3 3 3 3 3 3 3 3 3 3 3 3 | 10101                                     |                         |      |          |           |            |         |
| BMW 5 Series         29         37         29         37         -8         -8         -21.6%         -21.6%           BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW 6 Series         5         0         5         0         5         5         -         -         -           BMW 7 Series         0         1         0         1         -1         -1         -1         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -100.0%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -31.3%         -37.9%         -37.9%         -37.9%         -37.9%         -37.9% <td< td=""><td>400000000</td><td>79</td><td>100</td><td>10107</td><td></td><td></td><td>-21</td><td>-21</td><td></td><td></td></td<>  | 400000000   | 79         | 100                                      | 10107                                     |                         |      | -21      | -21       |            |         |
| BMW 5 Series Gran Turismo         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW 6 Series         5         0         5         0         5         5         -         -         -           BMW 7 Series         0         1         0         1         -1         -1         -1         -100.0% </td <td>BMW 3 Series Coupe/Conv</td> <td>33</td> <td></td> <td></td> <td></td> <td></td> <td>5</td> <td>5</td> <td>17.9%</td> <td>17.9%</td>  | BMW 3 Series Coupe/Conv   | 33         |  |   |                         |      | 5        | 5         | 17.9%      | 17.9%   |
| BMW 6 Series 5 0 5 0 5 0 5 5 BMW 7 Series 0 1 0 1 0 1 -1 -1 -100.0% -100.0% BMW X1 36 58 36 58 -22 -22 -37.9% -37.9% BMW X3 66 0 66 0 66 66 66 BMW X5 46 67 46 67 -21 -21 -31.3% -31.3% BMW X6 10 9 10 9 1 1 1 11.1% 11.1% BMW Z4 2 6 2 6 2 6 -4 -4 -4 -66.7% -66.7% BMW Total 397 368 397 368 29 29 7.9% 7.9% Caterpillar Caterpillar 5 0 5 0 5 5 5 Caterpillar Total 5 0 5 0 5 5 5 Caterpillar Total 5 0 5 0 5 5 5 Chery J1 5 0 5 0 5 0 5 5 5 Chery J1 5 0 31 0 31 0 31 31 Chery J3 4 0 4 0 4 0 4 0 4   | BMW 5 Series  | 29         | 37                                       | 29  | 37                      |      | -8       | -8        | -21.6%     | -21.6%  |
| BMW 7 Series         0         1         0         1         -1         -1         -100.0%         -100.0%           BMW X1         36         58         36         58         -22         -22         -37.9%         -37.9%           BMW X3         66         0         66         0         66         66         66         -7.9%           BMW X5         46         67         46         67         -21         -21         -31.3%         -31.3%           BMW X6         10         9         10         9         1         1         11.1%         11.1%           BMW Z4         2         6         2         6         -4         -4         -66.7%         -66.7%           BMW Total         397         368         397         368         29         29         7.9%         7.9%           Caterpillar         5         0         5         5         5         -         -           Caterpillar Total         5         0         5         5         5         -         -           Chery         11         5         0         5         5         5         -         -   | BMW 5 Series Gran Turismo   | 0          | 1  | 0   | 1                       |      | -1       | -1        | -100.0%    | -100.0% |
| BMW 7 Series       0       1       0       1       -1       -1       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -100.0%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -37.9%       -31.3%  | BMW 6 Series  | 5          | 0  | 5   | 0                       |      | 5        | 5         | -          | -       |
| BMW X3       66       0       66       0       66       66       -  | BMW 7 Series  |            |  |   | 1                       |      | -1       |           | -100.0%    | -100.0% |
| BMW X3       66       0       66       0       66       66       -  | BMW X1  | / 36       | 58                                       | 36  | 58                      |      | -22      | -22       | -37.9%     | -37.9%  |
| BMW X5       46       67       46       67       -21       -21       -31.3%       -31.3%         BMW X6       10       9       10       9       1       1       11.1%   | BMW X3  |            |  |   |                         |      |          |           | -          | -       |
| BMW X6<br>BMW Z4       10       9       10       9       1       1       11.1% <td></td> <td></td> <td>67</td> <td></td> <td>67</td> <td></td> <td></td> <td>-21</td> <td>-31.3%</td> <td>-31.3%</td>   |   |            | 67                                       |   | 67                      |      |          | -21       | -31.3%     | -31.3%  |
| BMW Z4         2         6         2         6         -4         -4         -66.7%         -66.7%           BMW Total         397         368         397         368         29         29         7.9%         7.9%           Caterpillar Caterpillar         5         0         5         0         5         5         -         -           Caterpillar Total         5         0         5         0         5         5         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -           Chery J11         31         0         31         0         31         31         -         -           Chery J3         4         0         4         0         4         4         -         -  |   |            |  |   |                         |      |          |           |            |         |
| BMW Total         397         368         397         368         29         29         7.9%         7.9%           Caterpillar Caterpillar         5         0         5         0         5         5         -         -         -           Caterpillar Total         5         0         5         0         5         5         -         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -         -           Chery J11         31         0         31         0         31         31         -         -         -           Chery J3         4         0         4         0         4         4         -         -   |   |            |  |   | 6                       |      |          | -4        |            |         |
| Caterpillar         5         0         5         0         5         5         -         -           Caterpillar Total         5         0         5         0         5         5         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -           Chery J11         31         0         31         0         31         31         -         -           Chery J3         4         0         4         0         4         4         -         -   |   | 397        |  |   | 368                     | T    |          |           |            | 7.9%    |
| Caterpillar         5         0         5         0         5         5         -         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -         -           Chery J11         31         0         31         0         31         31         -         -           Chery J3         4         0         4         0         4         4         -         -   |   |            |  |   |                         | T    |          |           | -          |         |
| Caterpillar         5         0         5         0         5         5         -         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -         -           Chery J11         31         0         31         0         31         31         -         -           Chery J3         4         0         4         0         4         4         -         -   | Caterpillar   | 1          |  |   |                         |      |          |           |            |         |
| Caterpillar Total         5         0         5         5         -         -           Chery         Chery J1         5         0         5         0         5         5         -         -         -           Chery J11         31         0         31         0         31         31         -         -         -           Chery J3         4         0         4         0         4         4         -         -   |   | 5          | 0  | 5   | 0                       |      | 5        | 5         | _          | -       |
| Chery         5         0         5         0         5         5         -         -         -           Chery J11         31         0         31         0         31         31         -         -           Chery J3         4         0         4         0         4         4         -         -  |   |            |  |   |                         | T    | 5        |           | -          | -       |
| Chery J1     5     0     5     0     5     5     -     -       Chery J11     31     0     31     0     31     31     -     -       Chery J3     4     0     4     0     4     4     -     -   |   |            |  |   | -                       | T    |          |           |            |         |
| Chery J1     5     0     5     0     5     5     -     -       Chery J11     31     0     31     0     31     31     -     -       Chery J3     4     0     4     0     4     4     -     -   | Chery   | 1          |  |   |                         |      |          |           |            |         |
| Chery J11 31 0 31 0 31 31 Chery J3 4 0 4 0 4 4  |   | 5          | 0  | 5   | 0                       |      | 5        | 5         | -          | -       |
| Chery J3 4 0 4 0 4 4  |   |            |  |   |                         |      |          |           | _          | _       |
| Chery Total 40 0 40 0 40  |   |            |  |   | -                       |      |          | 4         | _          | -       |
|   | Chery Total   |            |  |   |                         | T    |          | 40        | -          | -       |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|                          | Mon      | th    | YTI      | <u> </u> | 1                | Variance + | /- Vol. & %  |         |
|--------------------------|----------|-------|----------|----------|------------------|------------|--|---------|
|                          | 2012     | 2011  | 2012     | 2011     | MTH              | YTD        | MTH  | YTD     |
|                          | <u>-</u> |       | <b>-</b> |          | AND A CARDENSINA | andr = Al  | and the state of t |         |
| Chrysler                 |          |       |          |          |                  |            |  |         |
| Chrysler 300C            | 0        | 31    | 0        | 31       | -31              | -31        | -100.0%  | -100.0% |
| Chrysler Voyager         | 2        | 13    | 2        | 13       | -11              | -11        | -84.6%   | -84.6%  |
| Chrysler Total           | 2        | 44    | 2        | 44       | -42              | -42        | -95.5%   | -95.5%  |
| ,                        |          |       |          |          |                  |            |  |         |
| Citroen                  |          |       |          |          |                  |            |  |         |
| Citroen Berlingo         | 10       | 6     | 10       | 6        | 4                | 4          | 66.7%  | 66.7%   |
| Citroen C3               | 9        | 6     | 9        | 6        | 3                | 3          | 50.0%  | 50.0%   |
| Citroen C4               | 24       | 5     | 24       | 5        | 19               | 19         | 380.0%   | 380.0%  |
| Citroen C4 Grand Picasso | 5        | 6     | 5        | 6        | -1               | -1         | -16.7%   | -16.7%  |
| Citroen C5               | 12       | 4     | 12       | 4        | 8                | 8          | 200.0%   | 200.0%  |
| Citroen C6               | 1        | 0     | 1        | 0        | 1                | 1          | -  | -       |
| Citroen Dispatch         | 0        | 1     | 0        | 1        | -1               | -1         | -100.0%  | -100.0% |
| Citroen DS3              | 10       | 7     | 10       | 7        | 3                | 3          | 42.9%  | 42.9%   |
| Citroen DS4              | 3        | 0     | 3        | 0        | 3                | 3          | -  | -       |
| Citroen Total            | 74       | 35    | 74       | 35       | 39               | 39         | 111.4%   | 111.4%  |
|                          |          |       |          |          |                  |            |  |         |
| Daf                      |          |       |          |          |                  |            |  |         |
| DAF (15t)                | 0        | 3     | 0        | 3        | -3               | -3         | -100.0%  | -100.0% |
| Daf Total                | 0        | 3     | 0        | 3        | -3               | -3         | -100.0%  | -100.0% |
|                          |          |       |          |          |                  |            |  |         |
| Dennis Eagle             |          |       |          |          |                  |            |  |         |
| Dennis Eagle             | 5        | 0     | 5        | 0        | 5                | 5          | -  | -       |
| Dennis Eagle Total       | 5        | 0     | 5        | 0        | 5                | 5          | -  | -       |
|                          |          |       |          |          |                  |            |  |         |
| Dodge                    |          |       |          |          |                  |            |  |         |
| Dodge Caliber            | 20       | 1     | 20       | 1        | 19               | 19         | >999%  | >999%   |
| Dodge Journey            | 12       | 35    | 12       | 35       | -23              | -23        | -65.7%   | -65.7%  |
| Dodge Nitro              | 3        | 39    | 3        | 39       | -36              | -36        | -92.3%   | -92.3%  |
| Dodge Total              | 35       | 75    | 35       | 75       | -40              | -40        | -53.3%   | -53.3%  |
| -                        |          |       |          |          |                  |            |  |         |
| Ferrari                  |          |       |          |          |                  |            |  |         |
| Ferrari                  | 3        | 2     | 3        | 2        | 1                | 1          | 50.0%  | 50.0%   |
| Ferrari Total            | 3        | 2     | 3        | 2        | 1                | 1          | 50.0%  | 50.0%   |
|                          |          |       |          |          |                  |            |  |         |
| Fiat                     |          |       |          |          |                  |            |  |         |
| Fiat 500                 | 13       | 11    | 13       | 11       | 2                | 2          | 18.2%  | 18.2%   |
| Fiat Abarth 500          | 4        | 0     | 4        | 0        | 4                | 4          | -  | -       |
| Fiat Ducato              | 7        | 31    | 7        | 31       | -24              | -24        | -77.4%   | -77.4%  |
| Fiat Scudo               | 4        | 0     | 4        | 0        | 4                | 4          | -  | -       |
| Fiat Total               | 28       | 42    | 28       | 42       | -14              | -14        | -33.3%   | -33.3%  |
|                          |          |       |          |          |                  |            |  |         |
| Ford                     |          |       |          |          |                  |            |  |         |
| Ford Escape              | 56       | 101   | 56       | 101      | -45              | -45        | -44.6%   | -44.6%  |
| Ford Falcon              | 262      | 285   | 262      | 285      | -23              | -23        | -8.1%  | -8.1%   |
| Ford Falcon Ute          | 99       | 115   | 99       | 115      | -16              | -16        | -13.9%   | -13.9%  |
| Ford Fiesta              | 205      | 311   | 205      | 311      | -106             | -106       | -34.1%   | -34.1%  |
| Ford Focus               | 444      | 316   | 444      | 316      | 128              | 128        | 40.5%  | 40.5%   |
| Ford Mondeo              | 143      | 212   | 143      | 212      | -69              | -69        | -32.5%   | -32.5%  |
| Ford Ranger 4X2          | 51       | 84    | 51       | 84       | -33              | -33        |  | -39.3%  |
| Ford Ranger 4X4          | 80       | 170   | 80       | 170      | -90              | -90        | -52.9%   | -52.9%  |
| Ford Territory           | 212      | 164   | 212      | 164      | 48               | 48         | 29.3%  | 29.3%   |
| Ford Transit             | 13       | 4     | 13       | 4        | 9                | 9          | 225.0%   | 225.0%  |
| Ford Transit Heavy       | 23       | 13    | 23       | 13       | 10               | 10         | 76.9%  | 76.9%   |
| Ford Total               | 1,588    | 1,775 | 1,588    | 1,775    | -187             | -187       | -10.5%   | -10.5%  |
|                          |          |       |          |          |                  |            |  |         |
| Foton                    |          | اء    |          | _        |                  | -          |  |         |
| Foton                    | 4        | 0     | 4        | 0        | 4                | 4          | -  | -       |
| Foton Total              | 4        | 0     | 4        | 0        | 4                | 4          | -  | -       |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|                     | Mon   | th       | YTD                  |       | Variance +/- Vol. & % |                        |                  |                  |
|---------------------|-------|----------|----------------------|-------|-----------------------|------------------------|------------------|------------------|
|                     | 2012  | 2011     | 2012                 | 2011  | MTH                   | YTD /                  | MTH              | YTD              |
|                     |       |          |                      |       |                       |                        |                  |                  |
| Freightliner        |       |          |                      |       |                       |                        |                  |                  |
| Freightliner (15t)  | 3     | 8        | 3                    | 8     | -5                    | -5                     | -62.5%           | -62.5%           |
| Sterling (15t)      | 0     | 1        | 0                    | 1     | -1                    | -1                     | -100.0%          | -100.0%          |
| Freightliner Total  | 3     | 9        | 3                    | 9     | -6                    | -6                     | -66.7%           | -66.7%           |
| Great Wall          |       |          |                      |       |                       |                        |                  |                  |
| Great Wall V200 4X2 | 42    | 0        | 42                   | 0     | 42                    | 42                     |                  |                  |
| Great Wall V200 4X2 | 69    | 0        | 69                   | 0     | 69                    | 69                     | -                | -                |
| Great Wall V240 4X4 | 47    | 38       | 47                   | 38    | 9                     | 9                      | 23.7%            | 23.7%            |
|                     |       |          |                      |       | _                     | _                      |                  |                  |
| Great Wall V240 4X4 | 14    | 42       | 14                   | 42    | -28                   | -28                    | -66.7%           | -66.7%           |
| Great Wall X200     | 3     | 0        | 3                    | 0     | 3                     | 3                      | 47.00/           | 47.00/           |
| Great Wall X240     | 48    | 58       | 48                   | 58    | -10                   | -10                    | -17.2%           | -17.2%           |
| Great Wall Total    | 223   | 138      | 223                  | 138   | 85                    | 85                     | 61.6%            | 61.6%            |
| Hino                |       |          |                      |       |                       |                        |                  |                  |
| Hino (15t)          | 2     | 3        | 2                    | 3     | -1                    | -1                     | -33.3%           | -33.3%           |
| Hino (3.5t)         | 67    | 23       | 67                   | 23    | 44                    | 44                     | 191.3%           | 191.3%           |
| Hino (7.5t)         | 29    | 27       | 29                   | 27    | 2                     | 2                      | 7.4%             | 7.4%             |
| Hino Total          | 98    | 53       | 98                   | 53    | 45                    | 45                     | 84.9%            | 84.9%            |
|                     |       |          |                      |       |                       |                        |                  |                  |
| Holden              |       |          |                      |       |                       |                        |                  |                  |
| Holden Barina       | 380   | 164      | 380                  | 164   | 216                   | 216                    | 131.7%           | 131.7%           |
| Holden Barina Spark | 48    | 110      | 48                   | 110   | -62                   | -62                    | -56.4%           | -56.4%           |
| Holden Caprice      | 43    | 16       | 43                   | 16    | 27                    | 27                     | 168.8%           | 168.8%           |
| Holden Captiva 5    | 190   | 88       | 190                  | 88    | 102                   | 102                    | 115.9%           | 115.9%           |
| Holden Captiva 7    | 317   | 264      | 317                  | 264   | 53                    | 53                     | 20.1%            | 20.1%            |
| Holden Colorado 4X2 | 15    | 31       | 15                   | 31    | -16                   | -16                    | -51.6%           | -51.6%           |
| Holden Colorado 4X4 | 223   | 286      | 223                  | 286   | -63                   | -63                    | -22.0%           | -22.0%           |
| Holden Combo        | 11    | 7        | 11                   | 7     | 4                     | 4                      | 57.1%            | 57.1%            |
| Holden Commodore    | 646   | 774      | 646                  | 774   | -128                  | -128                   | -16.5%           | -16.5%           |
| Holden Cruze        | 633   | 657      | 633                  | 657   | -24                   | -24                    | -3.7%            | -3.7%            |
| Holden Epica        | 4     | 20       | 4                    | 20    | -16                   | -16                    | -80.0%           | -80.0%           |
| Holden Utility 4X2  | 124   | 154      | 124                  | 154   | -30                   | -30                    | -19.5%           | -19.5%           |
| Holden Total        | 2,634 | 2,571    | 2,634                | 2,571 | 63                    | 63                     | 2.5%             | 2.5%             |
| Honda               |       |          |                      |       |                       |                        |                  |                  |
| Honda Accord        | 10    | 34       | 10                   | 34    | -24                   | -24                    | -70.6%           | -70.6%           |
| Honda Accord Euro   | 290   | 92       | 290                  | 92    | 198                   | -2 <del>4</del><br>198 | 215.2%           | -70.6%<br>215.2% |
| Honda City          | 290   | 92<br>57 | 290<br>4             | 57    | -53                   | -53                    | -93.0%           | -93.0%           |
| Honda Civic         | 54    | 180      | 54                   | 180   | -53<br>-126           | -53<br>-126            | -93.0%<br>-70.0% | -93.0%<br>-70.0% |
| Honda CR-V          | 64    | 137      | 5 <del>4</del><br>64 | 137   | -73                   | -73                    | -70.0%<br>-53.3% | -70.0%<br>-53.3% |
| Honda CR-Z          | 3     | 0        | 3                    | 0     | 3                     | -73<br>3               | -55.5%           | -55.5%           |
|                     | 8     | 5        | 8                    | 5     | 3                     | 3                      | 60.0%            | 60.0%            |
| Honda Insight       | 33    | ວ<br>188 | 33                   | 188   | -155                  |                        | -82.4%           | -82.4%           |
| Honda Jazz          |       |          |                      |       |                       | -155                   | -02.4%           | -0∠.4%           |
| Honda Legend        | 1     | 0        | 1                    | 0     | 1                     | 1                      | 245.00/          | 245.00/          |
| Honda Odyssey       | 83    | 20       | 83                   | 20    | 63                    | 63                     | 315.0%           | 315.0%           |
| Honda Total         | 550   | 713      | 550                  | 713   | -163                  | -163                   | -22.9%           | -22.9%           |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|   | Mon   | th             | YTI           | n 1/    | Variance +/- Vol. & %  |                  |                        |                             |
|---|-------|----------------|---------------|---------|--|------------------|------------------------|-----------------------------|
|   | 2012  | 2011           | 2012          | 2011    | МТН  | YTD              | MTH                    | YTD                         |
|   |       |                |               | A103 E4 | A STATE OF THE STA |                  |                        |                             |
| Hyundai                                 |       |                |               |         |  |                  |                        |                             |
| Hyundai Accent                          | 213   | 0              | 213           | 0       | 213  | 213              | -                      | -                           |
| Hyundai Elantra                         | 195   | 9              | 195           | 9       | 186  | 186              | >999%                  | >999%                       |
| Hyundai Getz                            | 0     | 657            | 0             | 657     | -657   | -657             | -100.0%                | -100.0%                     |
| Hyundai Grandeur                        | 1     | 0              | 1             | 0       | 1  | 1                | -                      | -                           |
| Hyundai i20                             | 213   | 230            | 213           | 230     | -17  | -17              | -7.4%                  | -7.4%                       |
| Hyundai i30                             | 607   | 538            | 607           | 538     | 69   | 69               | 12.8%                  | 12.8%                       |
| Hyundai i40                             | 39    | 0              | 39            | 0       | 39   | 39               | -                      | -                           |
| Hyundai I45                             | 107   | 65             | 107           | 65      | 42   | 42               | 64.6%                  | 64.6%                       |
| Hyundai iLOAD                           | 166   | 160            | 166           | 160     | 6  | 6                | 3.8%                   | 3.8%                        |
| Hyundai iMAX                            | 41    | 41             | 41            | 41      | 0  | 0                | 0.0%                   | 0.0%                        |
| Hyundai ix35                            | 309   | 218            | 309           | 218     | 91   | 91               | 41.7%                  | 41.7%                       |
| Hyundai Santa Fe                        | 67    | 93             | 67            | 93      | -26  | -26              | -28.0%                 | -28.0%                      |
| Hyundai Veloster                        | 25    | 0              | 25            | 0       | 25   | 25               | _                      | _                           |
| Hyundai Total                           | 1,983 | 2,011          | 1,983         | 2,011   | -28  | -28              | -1.4%                  | -1.4%                       |
|   |       |                |               |         |  |                  |                        |                             |
| Hyundai Trucks                          |       |                |               |         |  |                  |                        |                             |
| Hyundai HD                              | 3     | 5              | 3             | 5       | -2   | -2               | -40.0%                 | -40.0%                      |
| Hyundai Trucks Total                    | 3     | 5              | 3             | 5       | -2   | -2               | -40.0%                 | -40.0%                      |
| luta matia a al                         |       |                |               |         |  |                  |                        |                             |
| International                           | 0     | 4              | ^             | 1       | 1  | 4                | 100.00/                | -100.0%                     |
| International (15t) International Total | 0     | 1<br>1         | 0<br><b>0</b> |         | -1<br>-1   | -1<br>- <b>1</b> | -100.0%                | -100.0%<br>- <b>100.0</b> % |
| international Lotal                     | U     | 1              | U             | 1       | -1   | -1               | -100.0%                | -100.0%                     |
| Isuzu                                   |       |                |               |         |  |                  |                        |                             |
| Isuzu (15t)                             | 18    | 8              | 18            | 8       | 10   | 10               | 125.0%                 | 125.0%                      |
| Isuzu F-Series (7.5t)                   | 36    | 23             | 36            | 23      | 13   | 13               | 56.5%                  | 56.5%                       |
| Isuzu N-Series                          | 53    | 41             | 53            | 41      | 12   | 12               | 29.3%                  | 29.3%                       |
| Isuzu N-Series (7.5t)                   | 4     | 7              | 4             | 7       | -3   | -3               | -42.9%                 | -42.9%                      |
| Isuzu Total                             | 111   | 79             | 111           | 79      | 32   | 32               | 40.5%                  | 40.5%                       |
|   |       |                |               |         | -  |                  |                        |                             |
| Isuzu Ute                               |       |                |               |         |  |                  |                        |                             |
| Isuzu Ute D-Max 4X2                     | 15    | 13             | 15            | 13      | 2  | 2                | 15.4%                  | 15.4%                       |
| Isuzu Ute D-Max 4X4                     | 114   | 82             | 114           | 82      | 32   | 32               | 39.0%                  | 39.0%                       |
| Isuzu Ute Total                         | 129   | 95             | 129           | 95      | 34   | 34               | 35.8%                  | 35.8%                       |
| la a a a                                |       |                |               |         |  |                  |                        |                             |
| Iveco                                   |       |                |               | 0       |  | 0                | 000.00/                | 000.00/                     |
| Iveco (15t)                             | 8     | 2              | 8             | 2       | 6  | 6                | 300.0%                 | 300.0%                      |
| lveco (7.5t)                            | 0     | 2              | 0             | 2       | -2   | -2               | -100.0%                | -100.0%                     |
| lveco Daily C/C                         | 12    | 21             | 12            | 21      | -9   | -9               | -42.9%                 | -42.9%                      |
| Iveco Daily Van                         | 9     | 1              | 9             | 1       | 8  | 8                | 800.0%                 | 800.0%                      |
| Iveco Total                             | 29    | 26             | 29            | 26      | 3  | 3                | 11.5%                  | 11.5%                       |
| Jaguar                                  |       |                |               |         |  |                  |                        |                             |
| Jaguar XF                               | 20    | 12             | 20            | 12      | 8  | 8                | 66.7%                  | 66.7%                       |
| Jaguar XJ SERIES                        |       | 5              |               |         | -1   | -1               | -20.0%                 | -20.0%                      |
|   | 4     |                | 4             | 5       |  |                  |                        |                             |
| Jaguar XK Series  Jaguar Total          | 28    | 2<br><b>19</b> | 28            | 2<br>19 | 9  | 2<br>9           | 100.0%<br><b>47.4%</b> | 100.0%<br><b>47.4%</b>      |
| Jaguar Total                            | 20    | 19             |               | 19      | 9  | 9                | 47.470                 | 47.4/0                      |
| Jeep                                    |       |                |               |         |  |                  |                        |                             |
| Jeep Cherokee                           | 27    | 39             | 27            | 39      | -12  | -12              | -30.8%                 | -30.8%                      |
| Jeep Compass                            | 41    | 0              | 41            | 0       | 41   | 41               | -                      | -                           |
| Jeep Grand Cherokee                     | 138   | 9              | 138           | 9       | 129  | 129              | >999%                  | >999%                       |
| Jeep Patriot                            | 10    | 23             | 10            | 23      | -13  | -13              | -56.5%                 | -56.5%                      |
| Jeep Wrangler                           | 86    | 56             | 86            | 56      | 30   | 30               | 53.6%                  | 53.6%                       |
| Jeep Total                              | 302   | 127            | 302           | 127     | 175  | 175              | 137.8%                 | 137.8%                      |
|   |       |                |               |         | 1  |                  |                        | 70                          |
| Kenworth                                |       |                |               |         |  |                  |                        |                             |
| Kenworth                                | 22    | 27             | 22            | 27      | -5   | -5               | -18.5%                 | -18.5%                      |
| Kenworth Total                          | 22    | 27             | 22            | 27      | -5   | -5               | -18.5%                 | -18.5%                      |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

| Γ                             | Mon           | th     | YTI           | <b>D</b> | 4              | Variance +/- Vol. & % |                        |                        |
|-------------------------------|---------------|--------|---------------|----------|----------------|-----------------------|------------------------|------------------------|
|                               | 2012          | 2011   | 2012          | 2011     | MTH            | YTD                   | MTH                    | YTD                    |
|                               |               |        |               |          |                |                       |                        |                        |
| Kia                           |               |        |               |          |                |                       |                        |                        |
| Kia Carnival                  | 95            | 61     | 95            | 61       | 34             | 34                    | 55.7%                  | 55.7%                  |
| Kia Cerato                    | 240           | 129    | 240           | 129      | 111            | 111                   | 86.0%                  | 86.0%                  |
| Kia Cerato Koup               | 24            | 17     | 24            | 17       | 7              | 7                     | 41.2%                  | 41.2%                  |
| Kia K2900                     | 6             | 9      | 6             | 9        | -3             | -3                    | -33.3%                 | -33.3%                 |
| Kia Optima                    | 40            | 37     | 40            | 37       | 3              | 3                     | 8.1%                   | 8.1%                   |
| Kia Rio                       | 196           | 211    | 196           | 211      | -15            | -15                   |                        | -7.1%                  |
| Kia Rondo                     | 8             | 6      | 8             | 6        | 2              | 2                     |                        | 33.3%                  |
|                               |               |        |               |          |                |                       |                        |                        |
| Kia Sorento                   | 53            | 61     | 53            | 61       | -8             | -8                    | -13.1%                 | -13.1%                 |
| Kia Soul                      | 14            | 8      | 14            | 8        | 6              | 6                     | 75.0%                  | 75.0%                  |
| Kia Sportage                  | 99            | 44     | 99            | 44       | 55             | 55                    |                        | 125.0%                 |
| Kia Total                     | 775           | 583    | 775           | 583      | 192            | 192                   | 32.9%                  | 32.9%                  |
| Lambarahini                   |               |        |               |          |                |                       |                        |                        |
| Lamborghini                   |               |        |               |          | _              |                       | <b>50.00</b> /         | <b>50.00</b> /         |
| Lamborghini                   | 1             | 2      | 1             | 2        | -1             | -1                    | -50.0%                 | -50.0%                 |
| Lamborghini Convertible       | 0             | 1      | 0             | 1        | -1             | -1                    | -100.0%                | -100.0%                |
| Lamborghini Total             | 1             | 3      | 1             | 3        | -2             | -2                    | -66.7%                 | -66.7%                 |
| Land Rover                    |               |        |               |          |                |                       |                        |                        |
|                               | ,             | _      | 4             |          |                | 4                     | F0 00'                 | E0.00/                 |
| Land Rover Defender PU/CC     | 1             | 2      | 1             | 2        | -1             | -1                    | -50.0%                 | -50.0%                 |
| Land Rover Defender S/Wgn     | 22            | 9      | 22            | 9        | 13             | 13                    |                        | 144.4%                 |
| Land Rover Discovery          | 49            | 47     | 49            | 47       | 2              | 2                     | 4.3%                   | 4.3%                   |
| Land Rover Freelander 2       | 34            | 55     | 34            | 55       | -21            | -21                   | -38.2%                 | -38.2%                 |
| Land Rover Range Rover        | 5             | 7      | 5             | 7        | -2             | -2                    | -28.6%                 | -28.6%                 |
| Land Rover Range Rover Evoque | 70            | 0      | 70            | 0        | 70             | 70                    | -                      | _                      |
| Land Rover Range Rover Sport  | 48            | 43     | 48            | 43       | 5              | 5                     | 11.6%                  | 11.6%                  |
| Land Rover Total              | 229           | 163    | 229           | 163      | 66             | 66                    | 40.5%                  | 40.5%                  |
|                               |               |        |               |          |                |                       |                        |                        |
| Lexus                         |               |        |               |          |                |                       |                        |                        |
| Lexus CT200H                  | 66            | 0      | 66            | 0        | 66             | 66                    |                        | -                      |
| Lexus GS                      | 1             | 4      | 1             | 4        | -3             | -3                    | -75.0%                 | -75.0%                 |
| Lexus IS F                    | 1             | 4      | 1             | 4        | -3             | -3                    | -75.0%                 | -75.0%                 |
| Lexus IS250                   | 55            | 67     | 55            | 67       | -12            | -12                   | -17.9%                 | -17.9%                 |
| Lexus IS250C                  | 3             | 19     | 3             | 19       | -16            | -16                   |                        | -84.2%                 |
| Lexus IS350                   | 26            | 35     | 26            | 35       | -9             | -9                    | -25.7%                 | -25.7%                 |
|                               |               |        |               |          |                |                       |                        |                        |
| Lexus LX                      | 2             | 2      | 2             | 2        | 0              | 0                     | 0.0%                   | 0.0%                   |
| Lexus RX                      | 38            | 50     | 38            | 50       | -12            | -12                   |                        | -24.0%                 |
| Lexus Total                   | 192           | 181    | 192           | 181      | 11             | 11                    | 6.1%                   | 6.1%                   |
| Lotus                         |               |        |               |          |                |                       |                        |                        |
| Lotus Elise                   | 1             | 0      | 1             | 0        | 1              | 1                     |                        |                        |
|                               | 1             | 1      | 1             |          |                |                       | 0.0%                   | 0.0%                   |
| Lotus Evora                   | 1             |        | 1             | 1        | 0              | 0                     |                        |                        |
| Lotus Exige Lotus Total       | 0<br><b>2</b> | 1<br>2 | 0<br><b>2</b> | 1<br>2   | -1<br><b>0</b> |                       | -100.0%<br><b>0.0%</b> | -100.0%<br><b>0.0%</b> |
| Lotus Total                   |               |        |               |          | <u> </u>       | U                     | 0.0%                   | 0.0%                   |
| Mack                          |               |        |               |          |                |                       |                        |                        |
| Mack                          | 8             | 13     | 8             | 13       | -5             | -5                    | -38.5%                 | -38.5%                 |
| Mack Total                    | 8             | 13     | 8             | 13       | -5             | -5                    |                        | -38.5%                 |
|                               |               |        |               |          |                |                       |                        |                        |
| Man                           |               |        |               |          | 1              |                       |                        |                        |
| MAN (15t)                     | 3             | 0      | 3             | 0        | 3              | 3                     | -                      | -                      |
| MAN (7.5t)                    | 1             | 0      | 1             | 0        | 1              | 1                     | _                      | _                      |
| Man Total                     | 4             | 0      | 4             | 0        | 4              | 4                     |                        |                        |
|                               |               |        |               |          |                |                       |                        |                        |
| Maserati                      |               |        |               |          |                |                       |                        |                        |
| Maserati                      | 6             | 4      | 6             | 4        | 2              | 2                     | 50.0%                  | 50.0%                  |
| Maserati Total                | 6             | 4      | 6             | 4        | 2              | 2                     | 50.0%                  | 50.0%                  |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

| [                             | Mon   | th    | YTI   | )     | 4 - 4 | Variance +/- Vol. & % |  |                  |
|-------------------------------|-------|-------|-------|-------|-------|-----------------------|--|------------------|
|                               | 2012  | 2011  | 2012  | 2011  | MTH   | YTD                   | MTH                                    | YTD              |
|                               | -     | -     | -     | ,4080 |       | energy on             | ************************************** |                  |
| Mazda                         |       |       |       |       |       |                       |  |                  |
| Mazda BT-50 4X2               | 38    | 110   | 38    | 110   | -72   | -72                   | -65.5%                                 | -65.5%           |
| Mazda BT-50 4X4               | 105   | 90    | 105   | 90    | 15    | 15                    | 16.7%                                  | 16.7%            |
| Mazda CX-7                    | 406   | 255   | 406   | 255   | 151   | 151                   | 59.2%                                  | 59.2%            |
| Mazda CX-9                    | 129   | 110   | 129   | 110   | 19    | 19                    | 17.3%                                  | 17.3%            |
| Mazda MX5                     | 1     | 9     | 1     | 9     | -8    | -8                    | -88.9%                                 | -88.9%           |
| Mazda RX8                     | 2     | 5     | 2     | 5     | -3    | -3                    | -60.0%                                 | -60.0%           |
| Mazda2                        | 591   | 515   | 591   | 515   | 76    | 76                    | 14.8%                                  | 14.8%            |
| Mazda3                        | 1,343 | 1,338 | 1,343 | 1,338 | 5     | 5                     | 0.4%                                   | 0.4%             |
| Mazda6                        | 225   | 188   | 225   | 188   | 37    | 37                    | 19.7%                                  | 19.7%            |
| Mazda Total                   | 2,840 | 2,620 | 2,840 | 2,620 | 220   | 220                   | 8.4%                                   | 8.4%             |
|                               |       |       |       |       |       |                       |  |                  |
| Mercedes-Benz                 |       |       |       |       |       |                       |  |                  |
| Mercedes (15t)                | 2     | 2     | 2     | 2     | 0     | 0                     | 0.0%                                   | 0.0%             |
| Mercedes (7.5t)               | 5     | 1     | 5     | 1     | 4     | 4                     | 400.0%                                 | 400.0%           |
| Mercedes-Benz B-Class         | 0     | 38    | 0     | 38    | -38   | -38                   | -100.0%                                | -100.0%          |
| Mercedes-Benz C-Class         | 107   | 81    | 107   | 81    | 26    | 26                    | 32.1%                                  | 32.1%            |
| Mercedes-Benz C-Class Coupe   | 55    | 0     | 55    | 0     | 55    | 55                    | -                                      |                  |
| Mercedes-Benz CLC-Class       | 0     | 21    | 0     | 21    | -21   | -21                   | -100.0%                                | -100.0%          |
| Mercedes-Benz CLS-Class       | 5     | 0     | 5     | 0     | 5     | 5                     | -                                      | -                |
| Mercedes-Benz E-Class         | 14    | 37    | 14    | 37    | -23   | -23                   | -62.2%                                 | -62.2%           |
| Mercedes-Benz E-Class Cpe/Con | 13    | 26    | 13    | 26    | -13   | -13                   | -50.0%                                 | -50.0%           |
| Mercedes-Benz G-Class         | 3     | 0     | 3     | 0     | 3     | 3                     | -                                      | -                |
| Mercedes-Benz GL-Class        | 6     | 12    | 6     | 12    | -6    | -6                    | -50.0%                                 | -50.0%           |
| Mercedes-Benz M-Class         | 5     | 40    | 5     | 40    | -35   | -35                   | -87.5%                                 | -87.5%           |
| Mercedes-Benz R-Class         | 6     | 6     | 6     | 6     | 0     | 0                     | 0.0%                                   | 0.0%             |
| Mercedes-Benz S-Class         | 4     | 0     | 4     | 0     | 4     | 4                     | -                                      | -                |
| Mercedes-Benz SL-Class        | 1     | 0     | 1     | 0     | 1     | 1                     | -                                      | -                |
| Mercedes-Benz SLK-Class       | 13    | 3     | 13    | 3     | 10    | 10                    | 333.3%                                 | 333.3%           |
| Mercedes-Benz SLS-Class       | 0     | 1     | 0     | 1     | -1    | -1                    | -100.0%                                | -100.0%          |
| Mercedes-Benz Sprinter        | 49    | 27    | 49    | 27    | 22    | 22                    | 81.5%                                  | 81.5%            |
| Mercedes-Benz Viano           | 7     | 0     | 7     | 0     | 7     | 7                     | -                                      | -                |
| Mercedes-Benz Vito            | 10    | 10    | 10    | 10    | 0     | 0                     | 0.0%                                   | 0.0%             |
| Mercedes-Benz Vito Wagon      | 5     | 2     | 5     | 2     | 3     | 3                     | 150.0%                                 | 150.0%           |
| Mercedes-Benz Total           | 310   | 307   | 310   | 307   | 3     | 3                     | 1.0%                                   | 1.0%             |
|                               |       |       |       |       |       |                       |  |                  |
| MINI                          | •     | _     |       | _     | _     | _                     | <b>-</b> 4 40/                         | = 4 40/          |
| MINI Cabrio                   | 2     | 7     | 2     | 7     | -5    | -5                    | -71.4%                                 | -71.4%           |
| MINI Countryman               | 21    | 0     | 21    | 0     | 21    | 21                    | -                                      | -                |
| MINI Coupe                    | 4     | 0     | 4     | 0     | 4     | 4                     |  |                  |
| MINI Hatch/Clubman            | 18    | 33    | 18    | 33    | -15   | -15                   | -45.5%                                 | -45.5%           |
| MINI Total                    | 45    | 40    | 45    | 40    | 5     | 5                     | 12.5%                                  | 12.5%            |
| Mitsubishi                    |       |       |       |       |       |                       |  |                  |
| Mitsubishi ASX                | 211   | 134   | 211   | 134   | 77    | 77                    | 57.5%                                  | 57.5%            |
| Mitsubishi Challenger         | 32    | 43    | 32    | 43    | -11   | -11                   | -25.6%                                 | -25.6%           |
| Mitsubishi Colt               | 19    | 31    | 19    | 31    | -12   | -12                   |  | -38.7%           |
| Mitsubishi Express            | 19    | 17    | 19    | 17    | -12   | -12                   | -36.7 %<br>-17.6%                      | -17.6%           |
| Mitsubishi Grandis            | 0     | 17    | 0     | 1/    | -1    | -3<br>-1              | -100.0%                                | -100.0%          |
| Mitsubishi i-MiEV             | 2     | 0     | 2     | 0     | 2     | 2                     | - 100.0 /0                             | - 100.0 /0       |
| Mitsubishi Lancer             | 484   | 620   | 484   | 620   | -136  | -136                  | -21.9%                                 | -21.9%           |
|                               |       | 180   | 135   | 180   |       | -136<br>-45           | -21.9%<br>-25.0%                       | -21.9%<br>-25.0% |
| Mitsubishi Outlander          | 135   |       |       |       | -45   |                       |  |                  |
| Mitsubishi Pajero             | 109   | 110   | 109   | 110   | -1    | -1<br>0               | -0.9%                                  | -0.9%            |
| Mitsubishi Triton 4X2         | 80    | 88    | 80    | 88    | -8    | -8                    | -9.1%                                  | -9.1%            |
| Mitsubishi Triton 4X4         | 213   | 190   | 213   | 190   | 23    | 23                    | 12.1%                                  | 12.1%            |
| Mitsubishi Total              | 1,299 | 1,414 | 1,299 | 1,414 | -115  | -115                  | -8.1%                                  | -8.1%            |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|                                  | Mont  | h               | YTI           | )               | Variance +/- Vol. & %   |                   |                            |                    |
|----------------------------------|-------|-----------------|---------------|-----------------|-------------------------|-------------------|----------------------------|--------------------|
|                                  | 2012  | 2011            | 2012          | 2011            | MTH /                   | YTD               | MTH                        | YTD                |
|                                  |       |                 |               |                 | marketen en 1900 (1900) | monthly — Al      | eministrative?             |                    |
| Mitsubishi Fuso                  |       |                 |               |                 |                         |                   |                            |                    |
| Mitsubishi Canter                | 18    | 10              | 18            | 10              | 8                       | 8                 | 80.0%                      | 80.0%              |
| Mitsubishi Canter (7.5t)         | 4     | 0               | 4             | 0               | 4                       | 4                 | -                          | -                  |
| Mitsubishi Fighter (15t)         | 7     | 4               | 7             | 4               | 3                       | 3                 | 75.0%                      | 75.0%              |
| Mitsubishi Fighter (7.5t)        | 12    | 11              | 12            | 11              | 1                       | 1                 | 9.1%                       | 9.1%               |
| Mitsubishi F-Series (15t)        | 0     | 1               | 0             | 1               | -1                      | -1                | -100.0%                    | -100.0%            |
| Mitsubishi Rosa Bus              | 16    | 6               | 16            | 6               | 10                      | 10                | 166.7%                     | 166.7%             |
| Mitsubishi Fuso Total            | 57    | 32              | 57            | 32              | 25                      | 25                |                            | 78.1%              |
|                                  |       |                 |               |                 |                         |                   |                            |                    |
| Morgan                           |       |                 |               |                 |                         |                   |                            |                    |
| Morgan Classics                  | 1     | 0               | 1             | 0               | 1                       | 1                 | -                          | -                  |
| Morgan Total                     | 1     | 0               | 1             | 0               | 1                       | 1                 | -                          | -                  |
|                                  |       |                 |               |                 |                         |                   |                            |                    |
| Nissan                           |       |                 |               |                 |                         |                   |                            |                    |
| Nissan 370Z                      | 10    | 17              | 10            | 17              | -7                      | -7                | -41.2%                     | -41.2%             |
| Nissan Dualis                    | 266   | 253             | 266           | 253             | 13                      | 13                | 5.1%                       | 5.1%               |
| Nissan GT-R                      | 1     | 0               | 1             | 0               | 1                       | 1                 | -                          | -                  |
| Nissan Maxima                    | 20    | 28              | 20            | 28              | -8                      | -8                | -28.6%                     | -28.6%             |
| Nissan Micra                     | 112   | 105             | 112           | 105             | 7                       | 7                 | 6.7%                       | 6.7%               |
| Nissan Murano                    | 40    | 58              | 40            | 58              | -18                     | -18               | -31.0%                     | -31.0%             |
| Nissan Navara 4X2                | 4     | 30              | 4             | 30              | -26                     | -26               |                            | -86.7%             |
| Nissan Navara 4X4                | 458   | 423             | 458           | 423             | 35                      | 35                | 8.3%                       | 8.3%               |
| Nissan Pathfinder                | 72    | 45              | 72            | 45              | 27                      | 27                | 60.0%                      | 60.0%              |
| Nissan Patrol PU/CC              | 31    | 33              | 31            | 33              | -2                      | -2                | -6.1%                      | -6.1%              |
|                                  |       |                 |               |                 |                         |                   |                            |                    |
| Nissan Patrol Wagon              | 73    | 54              | 73            | 54              | 19                      | 19                | 35.2%                      | 35.2%              |
| Nissan Tiida                     | 85    | 119             | 85            | 119             | -34                     | -34               |                            | -28.6%             |
| Nissan X-Trail                   | 279   | 206             | 279           | 206             | 73                      | 73                |                            | 35.4%              |
| Nissan Total                     | 1,451 | 1,371           | 1,451         | 1,371           | 80                      | 80                | 5.8%                       | 5.8%               |
| Nissan UD                        |       |                 |               |                 |                         |                   |                            |                    |
| Nissan UD (15t)                  | 0     | 1               | 0             | 1               | -1                      | -1                | -100.0%                    | -100.0%            |
| ` ,                              |       |                 |               |                 |                         |                   |                            |                    |
| Nissan UD (7.5t) Nissan UD Total | 0     | 16<br><b>17</b> | 0<br><b>0</b> | 16<br><b>17</b> | -16<br><b>-17</b>       | -16<br><b>-17</b> | -100.0%<br>- <b>100.0%</b> | -100.0%<br>-100.0% |
| NISSAII OD TOTAI                 | -     | 17              | <u> </u>      | 17              | -17                     | -17               | -100.0%                    | -100.0%            |
| Peugeot                          |       |                 |               |                 |                         |                   |                            |                    |
| Peugeot 207                      | 15    | 51              | 15            | 51              | -36                     | -36               | -70.6%                     | -70.6%             |
| Peugeot 207 Convertible          | 5     | 5               | 5             | 5               | 0                       | 0                 |                            | 0.0%               |
| Peugeot 3008                     | 4     | 15              | 4             | 15              | -11                     | -11               |                            | -73.3%             |
| Peugeot 3000                     | 21    | 32              | 21            | 32              | -11                     | -11<br>-11        |                            | -34.4%             |
|                                  |       |                 |               |                 |                         |                   |                            |                    |
| Peugeot 308 Convertible          | 3     | 8               | 3             | 8               | -5                      | -5                |                            | -62.5%             |
| Peugeot 4007                     | 19    | 3               | 19            | 3               | 16                      | 16                |                            | 533.3%             |
| Peugeot 407                      | 0     | 4               | 0             | 4               | -4                      | -4                |                            | -100.0%            |
| Peugeot 508                      | 39    | 0               | 39            | 0               | 39                      | 39                |                            | -                  |
| Peugeot Expert                   | 1     | 0               | 1             | 0               | 1                       | 1                 |                            | -                  |
| Peugeot Partner                  | 4     | 3               | 4             | 3               | 1                       | 1                 | 33.3%                      | 33.3%              |
| Peugeot RCZ                      | 3     | 8               | 3             | 8               | -5                      | -5                |                            | -62.5%             |
| Peugeot Total                    | 114   | 129             | 114           | 129             | -15                     | -15               | -11.6%                     | -11.6%             |
| <b>-</b>                         |       |                 |               |                 |                         |                   |                            |                    |
| Porsche 044                      |       | _               | ,             | _               |                         | _                 | 40.007                     | 40.007             |
| Porsche 911                      | 4     | 7               | 4             | 7               | -3                      | -3                |                            | -42.9%             |
| Porsche Boxster                  | 3     | 2               | 3             | 2               | 1                       | 1                 |                            | 50.0%              |
| Porsche Cayenne                  | 34    | 33              | 34            | 33              | 1                       | 1                 | 3.0%                       | 3.0%               |
| Porsche Cayman                   | 3     | 1               | 3             | 1               | 2                       | 2                 |                            | 200.0%             |
| Porsche Panamera                 | 2     | 4               | 2             | 4               | -2                      | -2                |                            | -50.0%             |
| Porsche Total                    | 46    | 47              | 46            | 47              | -1                      | -1                | -2.1%                      | -2.1%              |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|                             | Mont  | Month YTD Variance +/- Vol. & % |       |       |      |      |         |         |
|-----------------------------|-------|---------------------------------|-------|-------|------|------|---------|---------|
|                             | 2012  | 2011                            | 2012  | 2011  | MTH/ | YTD  | MTH     | YTD     |
|                             |       |                                 |       |       |      |      |         |         |
| Proton                      |       |                                 | _     |       |      |      |         |         |
| Proton Gen.2                | 3     | 4                               | 3     | 4     | -1   | -1   | -25.0%  | -25.0%  |
| Proton Jumbuck              | 10    | 12                              | 10    | 12    | -2   | -2   | -16.7%  | -16.7%  |
| Proton Persona              | 3     | 6                               | 3     | 6     | -3   | -3   | -50.0%  | -50.0%  |
| Proton S16                  | 9     | 25                              | 9     | 25    | -16  | -16  | -64.0%  | -64.0%  |
| Proton Satria               | 3     | 2                               | 3     | 2     | 1    | 1    | 50.0%   | 50.0%   |
| Proton Total                | 28    | 49                              | 28    | 49    | -21  | -21  | -42.9%  | -42.9%  |
| Renault                     |       |                                 |       |       |      |      |         |         |
|                             | _     | _                               | 4     | 0     |      |      | 50.00/  | F0.00/  |
| Renault Clio                | 1     | 2                               | 1     | 2     | -1   | -1   | -50.0%  | -50.0%  |
| Renault Fluence             | 2     | 4                               | 2     | 4     | -2   | -2   | -50.0%  | -50.0%  |
| Renault Kangoo              | 2     | 1                               | 2     | 1     | 1    | 1    | 100.0%  | 100.0%  |
| Renault Koleos              | 8     | 7                               | 8     | 7     | 1    | 1    | 14.3%   | 14.3%   |
| Renault Latitude            | 5     | 0                               | 5     | 0     | 5    | 5    | -       | -       |
| Renault Master              | 0     | 1                               | 0     | 1     | -1   | -1   | -100.0% | -100.0% |
| Renault Megane              | 11    | 7                               | 11    | 7     | 4    | 4    | 57.1%   | 57.1%   |
| Renault Megane Convertible  | 0     | 7                               | 0     | 7     | -7   | -7   | -100.0% | -100.0% |
| Renault Sport Megane        | 10    | 4                               | 10    | 4     | 6    | 6    | 150.0%  | 150.0%  |
| Renault Trafic              | 11    | 0                               | 11    | 0     | 11   | 11   | _       | _       |
| Renault Total               | 50    | 33                              | 50    | 33    | 17   | 17   | 51.5%   | 51.5%   |
|                             |       |                                 |       |       |      |      |         |         |
| Scania                      | _     | _                               |       | _     | _    | _    |         |         |
| Scania (15t)                | 9     | 9                               | 9     | 9     | 0    | 0    | 0.0%    | 0.0%    |
| Scania Total                | 9     | 9                               | 9     | 9     | 0    | 0    | 0.0%    | 0.0%    |
| Olsa da                     |       |                                 |       |       |      |      |         |         |
| Skoda                       |       |                                 |       |       |      |      |         |         |
| Skoda Fabia                 | 6     | 0                               | 6     | 0     | 6    | 6    |         | - 0.404 |
| Skoda Octavia               | 30    | 33                              | 30    | 33    | -3   | -3   | -9.1%   | -9.1%   |
| Skoda Octavia Scout         | 4     | 2                               | 4     | 2     | 2    | 2    | 100.0%  | 100.0%  |
| Skoda Superb                | 15    | 14                              | 15    | 14    | 1    | 1    | 7.1%    | 7.1%    |
| Skoda Yeti                  | 13    | 0                               | 13    | 0     | 13   | 13   | -       | -       |
| Skoda Total                 | 68    | 49                              | 68    | 49    | 19   | 19   | 38.8%   | 38.8%   |
| Smart                       |       |                                 |       |       |      |      |         |         |
| Smart Fortwo                | 4     | 1                               | 4     | 1     | 3    | 3    | 300.0%  | 300.0%  |
| Smart Total                 | 4     | 1                               | 4     | 1     | 3    | 3    | 300.0%  | 300.0%  |
| omart rotal                 |       | •                               | •     | •     |      |      | 0001070 | 0001070 |
| Ssangyong                   |       | _                               |       |       |      |      |         |         |
| Ssangyong Actyon Sports 4X2 | 12    | 3                               | 12    | 3     | 9    | 9    | 300.0%  | 300.0%  |
| Ssangyong Actyon Sports 4X4 | 3     | 5                               | 3     | 5     | -2   | -2   | -40.0%  | -40.0%  |
| Ssangyong Korando           | 13    | 0                               | 13    | 0     | 13   | 13   | -       | -       |
| Ssangyong Kyron             | 2     | 3                               | 2     | 3     | -1   | -1   | -33.3%  | -33.3%  |
| Ssangyong Rexton            | 1     | 7                               | 1     | 7     | -6   | -6   | -85.7%  | -85.7%  |
| Ssangyong Stavic            | 2     | 2                               | 2     | 2     | 0    | 0    | 0.0%    | 0.0%    |
| Ssangyong Total             | 33    | 20                              | 33    | 20    | 13   | 13   | 65.0%   | 65.0%   |
| Cubaru                      |       |                                 |       |       |      |      |         |         |
| Subaru                      | 040   | 200                             | 040   | 000   | 1    | 4.4  | 45.007  | 45.007  |
| Subaru Forester             | 310   | 269                             | 310   | 269   | 41   | 41   | 15.2%   | 15.2%   |
| Subaru Impreza              | 155   | 600                             | 155   | 600   | -445 | -445 | -74.2%  | -74.2%  |
| Subaru Liberty              | 307   | 109                             | 307   | 109   | 198  | 198  | 181.7%  | 181.7%  |
| Subaru Outback              | 174   | 173                             | 174   | 173   | 1    | 1    | 0.6%    | 0.6%    |
| Subaru Tribeca              | 116   | 37                              | 116   | 37    | 79   | 79   | 213.5%  | 213.5%  |
| Subaru XV                   | 228   | 0                               | 228   | 0     | 228  | 228  | -       | -       |
| Subaru Total                | 1,290 | 1,188                           | 1,290 | 1,188 | 102  | 102  | 8.6%    | 8.6%    |

# NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|  | Month     |                     |                     | YTD Variance +/- Vol. & % |                     |          |                          |                          |
|--|-----------|---------------------|---------------------|---------------------------|---------------------|----------|--------------------------|--------------------------|
|  | 2012      | 2011                | 2012                | 2011                      | MTH                 | Yarrance | MTH                      | YTD                      |
|  | 2012      | 2011                | 2012                | 2011 4                    |                     |          |                          | 110                      |
| Suzuki   |           |                     |                     |                           |                     |          |                          |                          |
| Suzuki Alto  | 33        | 118                 | 33                  | 118                       | -85                 | -85      | -72.0%                   | -72.0%                   |
| Suzuki APV   | 11        | 3                   | 11                  | 3                         | 8                   |          | 266.7%                   | 266.7%                   |
| Suzuki Grand Vitara                                | 86        | 72                  | 86                  | 72                        | 14                  |          | 19.4%                    | 19.4%                    |
| Suzuki Jimny                                       | 28        | 20                  | 28                  | 20                        |                     |          | 40.0%                    | 40.0%                    |
| Suzuki Siriiriy<br>Suzuki Kizashi                  | 32        | 32                  | 32                  | 32                        |                     |          | 0.0%                     | 0.0%                     |
| Suzuki Kizasiii<br>Suzuki Swift                    | 226       | 383                 | 226                 | 383                       | -157                |          | -41.0%                   | -41.0%                   |
| Suzuki SX4   | 43        | 41                  | 43                  | 41                        | 2                   |          | 4.9%                     | 4.9%                     |
| Suzuki Total                                       | 459       | 669                 | 459                 | 669                       | -210                |          | -31.4%                   | -31.4%                   |
| Ouzum Total  | 400       | 000                 | 400                 | 000                       |                     | , 210    | 01.470                   | 01.470                   |
| Toyota   |           |                     |                     |                           |                     |          |                          |                          |
| Toyota Aurion                                      | 306       | 265                 | 306                 | 265                       | 41                  | 41       | 15.5%                    | 15.5%                    |
| Toyota Camry (4 cyl)                               | 427       | 321                 | 427                 | 321                       | 106                 | 106      | 33.0%                    | 33.0%                    |
| Toyota Coaster                                     | 6         | 2                   | 6                   | 2                         | 4                   | 4        | 200.0%                   | 200.0%                   |
| Toyota Corolla                                     | 1,228     | 1,545               | 1,228               | 1,545                     | -317                |          | -20.5%                   | -20.5%                   |
| Toyota FJ Cruiser                                  | 15        | 0                   | 15                  | 0                         | 15                  |          | -                        |                          |
| Toyota Hiace Bus                                   | 37        | 46                  | 37                  | 46                        | -9                  |          | -19.6%                   | -19.6%                   |
| Toyota Hiace Van                                   | 181       | 140                 | 181                 | 140                       | 4                   |          | 29.3%                    | 29.3%                    |
| Toyota Hilux 4X2                                   | 154       | 332                 | 154                 | 332                       | -178                |          | -53.6%                   | -53.6%                   |
| Toyota Hilux 4X4                                   | 129       | 460                 | 129                 | 460                       | -33                 |          | -72.0%                   | -72.0%                   |
| Toyota Kluger                                      | 379       | 314                 | 379                 | 314                       | 65                  |          | 20.7%                    | 20.7%                    |
| Toyota Rager<br>Toyota Landcruiser PU/CC           | 91        | 60                  | 91                  | 60                        | 3′                  |          | 51.7%                    | 51.7%                    |
| Toyota Landcruiser Vocco                           | 210       | 153                 | 210                 | 153                       | 57                  |          | 37.3%                    | 37.3%                    |
| Toyota Landcidiser Wagon<br>Toyota Prado           | 185       | 226                 | 185                 | 226                       | -41                 |          | -18.1%                   | -18.1%                   |
| Toyota Prado<br>Toyota Prius                       | 24        | 16                  | 24                  | 16                        | -4                  |          | 50.0%                    | 50.0%                    |
|  | 448       | 337                 | 448                 | 337                       | 112                 |          | 32.9%                    | 32.9%                    |
| Toyota RAV4  |           |                     |                     |                           |                     |          |                          |                          |
| Toyota Rukus                                       | 36        | 32<br>22            | 36                  | 32                        | 4.0                 |          | 12.5%                    | 12.5%                    |
| Toyota Tarago                                      | 37<br>491 |                     | 37                  | 22                        | 15                  |          |                          | 68.2%                    |
| Toyota Yaris Toyota Total                          | 4,384     | 641<br><b>4,912</b> | 491<br><b>4,384</b> | 641<br><b>4,912</b>       | -150<br><b>-528</b> |          | -23.4%<br>- <b>10.7%</b> | -23.4%<br>- <b>10.7%</b> |
| Toyota Totai                                       | 4,304     | 4,512               | 4,304               | 4,912                     | -520                | -520     | -10.7 /6                 | -10.7 /0                 |
| Volkswagen   |           |                     |                     |                           |                     |          |                          |                          |
| Volkswagen Amarok 4X2                              | 19        | 0                   | 19                  | 0                         | 19                  | ) 19     | _                        | _                        |
| Volkswagen Amarok 4X4                              | 103       | 0                   | 103                 | 0                         | 103                 |          | _                        | _                        |
| Volkswagen Caddy                                   | 19        | 27                  | 19                  | 27                        | -8                  |          | -29.6%                   | -29.6%                   |
| Volkswagen Caddy Life/Camper                       | 12        | 2                   | 12                  | 2                         | 10                  |          | 500.0%                   | 500.0%                   |
| Volkswagen Caravelle                               | 7         | 4                   | 7                   | 4                         |                     |          | 75.0%                    | 75.0%                    |
| Volkswagen Crafter                                 | 21        | 10                  | 21                  | 10                        | 11                  |          | 110.0%                   | 110.0%                   |
| Volkswagen Eos                                     | 29        | 15                  | 29                  | 15                        | 14                  |          | 93.3%                    | 93.3%                    |
| Volkswagen Golf                                    | 415       | 314                 | 415                 | 314                       | 10                  |          | 32.2%                    | 32.2%                    |
| Volkswagen Golf Cabriolet                          | 35        | •                   | 35                  |                           | 35                  |          |                          | JZ.Z/0                   |
| Volkswagen Jetta                                   | 57        | 0<br>27             | 57                  | 0<br>27                   | 30                  |          |                          | 111.1%                   |
| Volkswagen Multivan                                | 22        | 26                  | 22                  | 2 <i>i</i><br>26          | -4                  |          | -15.4%                   | -15.4%                   |
|  | 0         | 1                   | 0                   | 1                         | -2                  |          | -100.0%                  | -100.0%                  |
| Volkswagen New Beetle Volkswagen New Beetle Cabrio | 0         |                     | 0                   | 1                         |                     |          | -100.0%                  | -100.0%                  |
|  |           | 1                   |                     |                           |                     |          |                          |                          |
| Volkswagen Passat                                  | 119       | 28                  | 119                 | 28                        | 91                  |          | 325.0%                   | 325.0%                   |
| Volkswagen Passat CC                               | 20        | 12                  | 20                  | 12                        | - E                 |          | 66.7%                    | 66.7%                    |
| Volkswagen Polo                                    | 61        | 119                 | 61                  | 119                       | -58                 |          | -48.7%                   | -48.7%                   |
| Volkswagen Scirocco                                | 37        | 0                   | 37                  | 0                         | 37                  |          | 00.50/                   | 00.50                    |
| Volkswagen Tiguan                                  | 135       | 112                 | 135                 | 112                       | 23                  |          | 20.5%                    | 20.5%                    |
| Volkswagen Touareg                                 | 41        | 2                   | 41                  | 2                         | 39                  |          |                          | >999%                    |
| Volkswagen Transporter                             | 38        | 67                  | 38                  | 67                        | -29                 |          | -43.3%                   | -43.3%                   |
| Volkswagen Total                                   | 1,190     | 767                 | 1,190               | 767                       | 423                 | 423      | 55.1%                    | 55.1%                    |

#### NEW VEHICLE SALES BY MARQUE & MODEL JANUARY 2012

|                        | Mon    | th     | YTI    | ) Variance d |     |     | +/- Vol. & % |        |
|------------------------|--------|--------|--------|--------------|-----|-----|--------------|--------|
|                        | 2012   | 2011   | 2012   | 2011         | MTH | YTD | MTH          | YTD    |
| Volvo Car              |        |        |        |              |     |     |              |        |
| Volvo C30              | 11     | 14     | 11     | 14           | -3  | -3  | -21.4%       | -21.4% |
| Volvo C70              | 8      | 6      | 8      | 6            | 2   | 2   | 33.3%        | 33.3%  |
| Volvo S40              | 7      | 3      | 7      | 3            | 4   | 4   | 133.3%       | 133.3% |
| Volvo S60              | 20     | 11     | 20     | 11           | 9   | 9   | 81.8%        | 81.8%  |
| Volvo S80              | 2      | 1      | 2      | 1            | 1   | 1   | 100.0%       | 100.0% |
| Volvo V50              | 3      | 5      | 3      | 5            | -2  | -2  | -40.0%       | -40.0% |
| Volvo V60              | 14     | 0      | 14     | 0            | 14  | 14  | _            | _      |
| Volvo XC60             | 80     | 40     | 80     | 40           | 40  | 40  | 100.0%       | 100.0% |
| Volvo XC70             | 6      | 8      | 6      | 8            | -2  | -2  | -25.0%       | -25.0% |
| Volvo XC90             | 37     | 44     | 37     | 44           | -7  | -7  | -15.9%       | -15.9% |
| Volvo Car Total        | 188    | 132    | 188    | 132          | 56  | 56  | 42.4%        | 42.4%  |
| Volvo Commercial       |        |        |        |              |     |     |              |        |
| Volvo Truck            | 14     | 7      | 14     | 7            | 7   | 7   | 100.0%       | 100.0% |
| Volvo Commercial Total | 14     | 7      | 14     | 7            | 7   | 7   | 100.0%       | 100.0% |
| Western Star           |        |        |        |              |     |     |              |        |
| Western Star           | 16     | 8      | 16     | 8            | 8   | 8   | 100.0%       | 100.0% |
| Western Star Total     | 16     | 8      | 16     | 8            | 8   | 8   | 100.0%       | 100.0% |
| TOTAL                  | 04.004 | 00.500 | 04.004 | 00.500       | 144 | 444 | 4.00/        | 4.60/  |
| TOTAL                  | 24,004 | 23,560 | 24,004 | 23,560       | 444 | 444 | 1.9%         | 1.9%   |