

**WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT**  
**BY CATEGORY JAN-DEC 2020**

**WHOLESALES**

CATEGORY			MONTH												MARKET	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2020	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	55	176	144	46	35	76	56	85	82	132	102	117	1,106	0.2%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	278	500	534	95	56	159	358	303	225	325	437	418	3,688	0.7%
		CC > 3,001 (G/2,501 (D)	7	4	3	1	1	9	4	11	6	2	3	11	62	0.0%
	SUB TOTAL		340	680	681	142	92	244	418	399	313	459	542	546	4,856	0.9%
2.	4X2 TYPE	CC < 1,500 (G/D)	36,118	33,341	33,276	2,848	1,163	3,331	6,615	17,014	17,377	17,783	20,519	23,843	213,228	40.0%
		1,501 < CC ≤ 2,500 (G/D)	7,292	9,708	8,861	1,185	531	2,126	5,037	5,041	2,633	4,871	6,618	7,347	61,250	11.5%
		2,501 < CC ≤ 3,000 (G)	100	252	211	43	11	66	111	129	38	84	83	95	1,223	0.2%
		CC > 3,001 (G/2,501 (D)	1	3	35	4	-	47	70	39	35	40	40	19	333	0.1%
	SUB TOTAL		43,511	43,304	42,383	4,080	1,705	5,570	11,833	22,223	20,083	22,778	27,260	31,304	276,034	51.8%
3.	4X4 TYPE	CC < 1,500 (G/D)	97	49	86	135	115	41	27	56	44	58	142	149	999	0.2%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	172	243	173	57	83	98	169	131	185	278	276	325	2,190	0.4%
		CC > 3,001 (G/2,500 (D)	41	100	92	39	16	44	42	66	59	16	7	15	537	0.1%
	SUB TOTAL		310	392	351	231	214	183	238	253	288	352	425	489	3,726	0.7%
4.	BUS	GWV 5 - 10 Ton (G/D)	154	203	199	66	80	107	55	106	81	109	42	36	1,238	0.2%
		GWV 10 - 24 Ton (G/D)	211	240	77	1	1	2	33	36	40	23	4	41	709	0.1%
		GWV > 24 Ton (G/D)	2	7	2	-	-	1	2	-	-	-	-	2	8	24
	SUB TOTAL		367	450	278	67	82	111	88	142	121	132	48	85	1,971	0.4%
5.	PICK UP	GWV < 5 Ton (G/D)	12,192	11,452	9,030	975	469	2,929	6,972	4,302	9,524	9,603	12,354	10,931	90,733	17.0%
6.	TRUCK	GWV 5 - 10 Ton (G/D)	4,794	4,786	3,678	475	398	1,129	1,759	2,416	3,227	2,798	3,901	4,051	33,412	6.3%
		GWV 10 - 24 Ton (G/D)	469	454	340	60	34	106	116	160	248	190	253	331	2,761	0.5%
		GWV > 24 Ton (G/D)	748	976	672	206	96	286	468	539	445	483	829	759	6,507	1.2%
	SUB TOTAL		6,011	6,216	4,690	741	528	1,521	2,343	3,115	3,920	3,471	4,983	5,141	42,680	8.0%
7.	DOUBLE CABIN 4X2 / 4X4	GWV < 5 Ton (G/D) For all CC	648	1,028	891	200	307	610	648	362	476	984	978	625	7,757	1.5%
		SUB TOTAL		648	1,028	891	200	307	610	648	362	476	984	978	625	7,757
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	17,056	16,122	18,507	1,432	154	1,455	2,745	6,481	13,829	11,239	7,244	8,386	104,650	19.7%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		17,056	16,122	18,507	1,432	154	1,455	2,745	6,481	13,829	11,239	7,244	8,386	104,650
	MARKET TOTAL			80,435	79,644	76,811	7,868	3,551	12,623	25,285	37,277	48,554	49,018	53,834	57,507	
CUMMULATIVE			80,435	160,079	236,890	244,758	248,309	260,932	286,217	323,494	372,048	421,066	474,900	532,407	532,407	100%

**RETAIL SALES**

CATEGORY			MONTH												RETAIL	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2020	%
1.	SEDAN TYPE	CC < 1,500 (G/D)	117	124	125	66	52	103	109	91	100	93	92	149	1,221	0.2%
		1,501 < CC < 3,000 (G)/2,500 (D)	284	467	355	161	137	252	243	383	299	318	456	492	3,847	0.7%
		CC > 3,001 (G)/2,501 (D)	10	5	2	3	1	7	4	8	5	9	2	7	63	0.0%
	SUB TOTAL		411	596	482	230	190	362	356	482	404	420	550	648	5,131	0.9%
2.	4X2 TYPE	CC < 1,500 (G/D)	36,878	33,379	26,189	10,507	6,525	11,346	13,144	14,760	16,662	16,540	21,108	27,847	234,885	40.6%
		1,501 < CC < 2,500 (G/D)	8,151	8,883	6,856	2,486	1,948	3,469	4,255	4,391	4,491	5,008	7,008	8,131	65,077	11.2%
		2,501 < CC < 3,000 (G)	88	82	65	34	35	36	29	27	25	40	89	87	637	0.1%
		CC > 3,001 (G)/2,501 (D)	90	128	79	35	27	78	66	94	99	100	165	47	1,008	0.2%
SUB TOTAL		45,207	42,472	33,189	13,062	8,535	14,929	17,494	19,272	21,277	21,688	28,370	36,112	301,607	52.1%	
3.	4X4 TYPE	CC < 1,500 (G/D)	53	63	89	117	105	76	35	48	50	53	90	124	903	0.2%
		1,501 < CC < 3,000 (G)/2,500 (D)	169	187	154	39	55	132	138	142	154	212	268	369	2,019	0.3%
		CC > 3,001 (G)/2,500 (D)	46	97	67	49	35	50	57	45	43	55	20	20	584	0.1%
	SUB TOTAL		268	347	310	205	195	258	230	235	247	320	378	513	3,506	0.6%
4.	BUS	GWV 5 - 10 Ton (G/D)	85	200	121	101	106	196	59	84	106	47	75	90	1,270	0.2%
		GWV 10 - 24 Ton (G/D)	189	243	162	45	11	9	34	14	35	37	33	101	913	0.2%
		GWV > 24 Ton (G/D)	2	7	-	3	-	2	-	-	4	-	3	11	32	0.0%
	SUB TOTAL		276	450	283	149	117	207	93	98	145	84	111	202	2,215	0.4%
5.	PICK UP	GWV < 5 Ton (G/D)	11,526	10,634	7,823	3,164	2,208	5,117	7,064	6,868	8,495	9,919	10,507	11,309	94,634	16.4%
		GWV 5 - 10 Ton (G/D)	4,348	4,738	3,664	1,667	1,210	2,229	2,451	2,338	3,002	3,123	3,637	4,658	37,065	6.4%
		GWV 10 - 24 Ton (G/D)	400	548	353	144	191	154	118	125	181	270	297	330	3,111	0.5%
		GWV > 24 Ton (G/D)	1,030	1,126	663	287	238	321	470	548	589	612	778	861	7,523	1.3%
	SUB TOTAL		5,778	6,412	4,680	2,098	1,639	2,704	3,039	3,011	3,772	4,005	4,712	5,849	47,699	8.2%
7.	DOUBLE CABIN 4X2 / 4X4	GWV < 5 Ton (G/D)	681	613	759	509	217	629	830	453	525	613	882	784	7,495	1.3%
		For all CC														
	SUB TOTAL		681	613	759	509	217	629	830	453	525	613	882	784	7,495	1.3%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC < 1200 (G)	16,912	16,341	12,914	4,858	3,982	5,652	6,693	7,235	8,492	9,082	10,592	13,722	116,475	21.9%
		CC < 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		16,912	16,341	12,914	4,858	3,982	5,652	6,693	7,235	8,492	9,082	10,592	13,722	116,475
	RETAIL TOTAL			81,059	77,865	60,440	24,275	17,083	29,858	35,799	37,654	43,357	46,131	56,102	69,139	
CUMULATIVE			81,059	158,924	219,364	243,639	260,722	290,580	326,379	364,033	407,390	453,521	509,623	578,762	578,762	102%

**PRODUCTION**

CATEGORY			MONTH												PROD	SHARE
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2020	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	3,701	3,467	3,024	1,428	417	1,586	1,596	791	1,201	1,686	2,331	1,807	23,035	3.3%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	245	212	108	37	-	198	194	70	51	6	34	33	1,188	0.2%
		CC > 3,001 (G/2,500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		3,946	3,679	3,132	1,465	417	1,784	1,790	861	1,252	1,692	2,365	1,840	24,223	3.5%
2.	4X2 TYPE	CC < 1,500 (G/D)	54,393	51,543	53,642	10,468	803	8,230	11,356	12,931	27,377	31,520	33,579	30,739	326,581	47.3%
		1,501 < CC ≤ 2,500 (G/D)	8,872	8,984	8,691	1,753	470	2,120	4,117	2,009	711	3,112	4,521	4,128	49,488	7.2%
		2,501 < CC ≤ 3,000 (G)	806	732	665	327	103	571	57	1,173	1,629	2,447	3,157	3,046	14,713	2.1%
	SUB TOTAL		64,071	61,259	62,998	12,548	1,376	10,921	15,530	16,113	29,717	37,079	41,257	37,913	390,782	56.6%
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	1,078	875	927	526	135	1,148	293	276	557	750	571	1,067	8,203	1.2%
		CC > 3,001 (G/2,500 (D)	478	500	567	209	58	569	61	121	243	264	413	377	3,860	0.6%
SUB TOTAL		1,556	1,375	1,494	735	193	1,717	354	397	800	1,014	984	1,444	12,063	1.7%	
4.	BUS	GVW 5 - 10 Ton (G/D)	318	190	297	62	21	7	49	52	50	80	99	66	1,281	0.2%
		GVW 10 - 24 Ton (G/D)	207	258	192	54	12	48	-	17	7	-	-	-	795	0.1%
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		525	448	489	116	33	55	49	69	57	80	89	66	2,076	0.3%
5.	PICK UP	GVW < 5 Ton (G/D)	15,052	13,994	13,877	2,161	156	377	3,443	2,381	8,913	9,702	13,135	12,104	95,295	13.8%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	7,077	4,782	5,226	689	176	843	930	1,829	2,232	2,448	3,352	3,733	33,317	4.8%
		GVW 10 - 24 Ton (G/D)	658	709	690	189	54	135	132	48	36	42	90	77	2,860	0.4%
		GVW > 24 Ton (G/D)	1,710	1,222	1,104	245	94	199	126	78	81	91	133	119	5,202	0.8%
	SUB TOTAL		9,445	6,713	7,020	1,123	324	1,177	1,188	1,955	2,349	2,581	3,575	3,929	41,379	6.0%
7.	DOUBLE CABIN	GVW < 5 Ton (G/D) For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	18,063	16,566	22,310	3,284	11	1,658	2,059	7,808	16,485	14,230	10,981	10,903	124,358	18.0%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	SUB TOTAL		18,063	16,566	22,310	3,284	11	1,658	2,059	7,808	16,485	14,230	10,981	10,903	124,358	18.0%
PRODUCTION TOTAL			112,658	104,034	111,320	21,432	2,510	17,689	24,413	29,584	59,573	66,378	72,386	68,199	690,176	100%
PRODUCTION CUM. TOTAL			112,658	216,692	328,012	349,444	351,954	369,643	394,056	423,640	483,213	549,591	621,977	690,176		

GAIKINDO  
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT  
BY CATEGORY JAN-DEC 2020 / 2019

WHOLESALES

CATEGORY			2020		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2020	2019			2020	2019	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	101	102	-1	-1%	101	109	-8	-7%	1,106	1,993	-887	-45%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	316	437	-121	-28%	316	385	-69	-18%	3,688	5,986	-2,298	-38%
		CC > 3,001 (G)/2,500 (D)	-	3	-3	-100%	-	8	-8	-100%	62	110	-48	-44%
	SUB TOTAL		417	542	-125	-23%	417	502	-85	-17%	4,856	8,089	-3,233	-40%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	23,761	20,519	3,242	16%	23,761	35,180	-11,419	-32%	213,228	442,784	-229,556	-52%
		1,501 < CC ≤ 2,500 (G/D)	7,286	6,618	668	10%	7,286	9,159	-1,873	-20%	61,250	113,965	-52,715	-46%
		2,501 < CC ≤ 3,000 (G)	95	83	12	14%	95	182	-87	-48%	1,223	1,593	-370	-23%
	SUB TOTAL		12	40	-28	-70%	12	16	-4	-25%	333	129	204	158%
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	149	142	7	5%	149	13	136	1046%	999	552	447	81%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	231	276	-45	-16%	231	173	58	34%	2,190	2,682	-492	-18%
		CC > 3,001 (G)/2,500 (D)	10	7	3	43%	10	60	-50	-83%	537	1,072	-535	-50%
	SUB TOTAL		390	425	-35	-8%	390	246	144	59%	3,726	4,306	-580	-13%
4.	BUS	GVW 5 - 10 Ton (G/D)	36	42	-6	-14%	36	61	-25	-41%	1,238	1,626	-388	-24%
		GVW 10 - 24 Ton (G/D)	41	4	37	925%	41	418	-377	-90%	709	2,110	-1,401	-66%
		GVW > 24 Ton (G/D)	8	2	6	300%	8	9	(1)	-11%	24	38	(14)	-37%
	SUB TOTAL		85	48	37	77%	85	488	-403	-83%	1,971	3,774	-1,803	-48%
5.	PICK UP	GVW < 5 Ton (G/D)	10,931	12,354	-1,423	-12%	10,931	13,230	-2,299	-17%	90,733	135,383	-44,650	-33%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,051	3,901	150	4%	4,051	6,189	-2,138	-53%	33,412	64,755	-31,343	-48%
		GVW 10 - 24 Ton (G/D)	331	253	78	31%	331	753	-422	-56%	2,761	7,938	-5,177	-65%
		GVW > 24 Ton (G/D)	759	829	-70	-8%	759	1,865	-1,106	-59%	6,507	20,901	-14,394	-69%
	SUB TOTAL		5,141	4,983	158	3%	5,141	8,807	-3,666	-42%	42,680	93,954	-50,914	-54%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	625	978	-353	-36%	625	861	-236	-27%	7,757	11,836	-4,079	-34%
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		625	978	-353	-36%	625	861	-236	-27%	7,757	11,836	-4,079	-34%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	8,386	7,244	1,142	16%	8,386	18,991	-10,605	-56%	104,650	217,454	-112,804	-52%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
	SUB TOTAL		8,386	7,244	1,142	16%	8,386	18,991	-10,605	-56%	104,650	217,454	-112,804	-51.9%
	TOTAL		57,129	53,834	3,295	6%	57,129	87,662	-30,533	-35%	532,407	1,032,907	(500,500)	-48.5%

RETAIL SALES

CATEGORY			2020		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2020	2019			2020	2019	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	121	92	29	31.5%	121	230	-109	-47%	1,221	2,319	-1,098	-47%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	319	456	-137	-30.0%	319	464	-145	-31%	3,847	6,007	-2,160	-36%
		CC > 3,001 (G/2,500 (D)	1	2	-1	-50.0%	1	4	-3	-75%	63	105	-42	-40%
	SUB TOTAL		441	550	-109	-19.8%	441	698	-257	-37%	5,131	8,431	-3,300	-39%
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	27,780	21,108	6,672	31.6%	27,780	42,098	-14,318	-34%	234,885	445,358	-210,473	-47%
		1,501 < CC ≤ 2,500 (G/D)	8,052	7,008	1,044	14.9%	8,052	11,049	-2,997	-27%	65,077	120,765	-55,688	-46%
		2,501 < CC < 3,000 (G)	87	89	-2	-2.2%	87	181	-94	-52%	637	1,507	-870	-58%
	CC > 3,001 (G/2,500 (D)	39	165	-126	-76.4%	39	4	35	875%	1,008	73	935	1281%	
SUB TOTAL		35,958	28,370	7,588	26.7%	35,958	53,332	-17,374	-33%	301,607	567,703	-266,096	-47%	
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	124	90	34	37.8%	124	46	78	170%	903	562	341	61%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	294	268	26	9.7%	294	197	97	49%	2,019	2,731	-712	-26%
		CC > 3,001 (G/2,500 (D)	15	20	-5	-25.0%	15	68	-53	-78%	584	1,080	-496	-46%
	SUB TOTAL		433	378	55	14.6%	433	311	122	39%	3,506	4,373	-867	-20%
4.	BUS	GVW 5 - 10 Ton (G/D)	90	75	15	20.0%	90	93	-3	-3%	1,270	1,696	-426	-25%
		GVW 10 - 24 Ton (G/D)	101	33	68	206.1%	101	210	-109	-52%	913	1,938	-1,025	-53%
		GVW > 24 Ton (G/D)	11	3	8	266.7%	11	5	6	120%	32	27	5	19%
	SUB TOTAL		202	111	91	82.0%	202	308	-106	-34%	2,215	3,661	-1,446	-39%
5.	PICK UP	GVW < 5 Ton (G/D)	11,309	10,507	802	7.6%	11,309	13,492	-2,183	-16%	94,634	135,628	-40,994	-30%
		GVW 5 - 10 Ton (G/D)	4,658	3,637	1,021	28.1%	4,658	6,723	-2,065	-31%	37,065	64,519	-27,454	-43%
		GVW 10 - 24 Ton (G/D)	330	297	33	11.1%	330	830	-500	-60%	3,111	7,685	-4,574	-60%
	GVW > 24 Ton (G/D)	861	781	80	10.2%	861	1,751	-890	-51%	7,523	20,615	-13,092	-64%	
SUB TOTAL		5,849	4,715	1,134	24.1%	5,849	9,304	-3,455	-37%	47,699	92,819	-45,120	-49%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	784	882	-98	-11.1%	784	876	-92	-11%	7,495	12,096	-4,601	-38%
			-	-	0	0.0%	-	-	0	0%	-	-	0	0%
			784	882	(98)	-11.1%	784	876	-92	-11%	7,495	12,096	-4,601	-38%
	SUB TOTAL		784	882	(98)	-11.1%	784	876	-92	-11%	7,495	12,096	-4,601	-38%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13,722	10,592	3,130	29.6%	13,722	22,526	-8,804	-39%	116,475	221,006	-104,531	-47%
		CC ≤ 1500 (D)	-	-	-	0.0%	-	-	-	0%	-	-	-	0%
			13,722	10,592	3,130	29.6%	13,722	22,526	-8,804	-39%	116,475	221,006	-104,531	-47%
	SUB TOTAL		13,722	10,592	3,130	29.6%	13,722	22,526	-8,804	-39%	116,475	221,006	-104,531	-47%
TOTAL			68,698	56,105	12,593	22.4%	68,698	100,847	-32,149	-31.9%	578,762	1,045,717	(466,955)	-44.7%

PRODUCTION

CATEGORY			2020		+/-	%	DEC		+/-	%	JAN DEC			
			DEC	NOV			2020	2019			2020	2019	+/-	%
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	1,807	2,331	-524	-22%	1,807	2,320	-513	-22%	23,035	31,523	-8,488	-27%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	33	34	-1	-3%	33	165	-132	-80%	1,188	2,378	-1,190	-50%
		CC > 3,001 (G/2,500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
	SUB TOTAL		1,840	2,365	-525	-22%	1,840	2,485	-645	-26%	24,223	33,901	-9,678	-29%
2.	4X2 TYPE	CC < 1,500 (G/D)	30,739	33,579	-2,840	-8%	30,739	44,158	-13,419	-30%	326,581	620,581	-294,000	-47%
		1,501 < CC ≤ 2,500 (G/D)	4,128	4,521	-393	-9%	4,128	6,776	-2,648	-39%	49,488	109,104	-59,616	-55%
		2,501 < CC ≤ 3,000 (G)	3,046	3,157	-111	-4%	3,046	1,258	1,788	142%	14,713	17,911	-3,198	-18%
		CC > 3,001 (G/2,500 (D)	-	-	-	0%	-	-	-	0%	-	39	(39)	-100%
SUB TOTAL		37,913	41,257	-3,344	-8%	37,913	52,192	-14,279	-27%	390,782	747,635	-356,853	-48%	
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	0%	-	-	-	0%	-	2	(2)	-100%
		1,501 < CC ≤ 3,000 (G/2,500 (D)	1,041	571	470	82%	1,041	1,095	-54	-5%	8,203	15,354	-7,151	-47%
		CC > 3,001 (G/2,500 (D)	377	413	-36	-9%	377	391	-14	-4%	3,860	5,629	-1,769	-31%
	SUB TOTAL		1,418	984	434	44%	1,418	1,486	-68	-5%	12,063	20,985	-8,922	-43%
4.	BUS	GVW 5 - 10 Ton (G/D)	66	89	-23	-26%	66	83	-17	-20%	1,281	2,072	-791	-38%
		GVW 10 - 24 Ton (G/D)	-	-	0	0%	-	134	-134	-100%	795	1,737	-942	-54%
		GVW > 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		66	89	-23	-26%	66	217	-151	-70%	2,076	3,809	-1,733
5.	PICK UP	GVW < 5 Ton (G/D)	12,104	13,135	-1,031	-8%	12,104	13,185	-1,081	-8%	95,295	146,150	-50,855	-35%
		GVW 5 - 10 Ton (G/D)	3,733	3,352	381	11%	3,733	5,889	-2,156	-37%	33,317	67,170	-33,853	-50%
		GVW 10 - 24 Ton (G/D)	77	90	-13	-14%	77	373	-296	-79%	2,860	7,389	-4,529	-61%
		GVW > 24 Ton (G/D)	119	133	-14	-11%	119	1,511	-1,392	-92%	5,202	17,779	-12,577	-71%
SUB TOTAL		3,929	3,575	354	10%	3,929	7,773	-3,844	-49%	41,379	92,338	-50,959	-55%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%
		SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	0%
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	10,903	10,981	(78)	-1%	10,903	20,959	-10,056	-48%	124,358	245,029	-120,671
CC ≤ 1500 (D)			-	-	-	0%	-	-	-	0%	-	-	-	0%
SUB TOTAL			10,903	10,981	(78)	-1%	10,903	20,959	-10,056	-48%	124,358	245,029	-120,671	-49%
TOTAL		68,173	72,386	-4,213	-5.8%	68,173	98,297	-30,124	-30.6%	690,176	1,289,847	(599,671)	-46.5%	