

WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2024

A. WHOLESALES

	CATEGORY	MONTH												MARKET 2024	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	127	156	214	122	136	625	1,426	1,391	603	398	697	222	6,319	0.7%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	221	213	350	206	383	329	391	576	484	404	354	292	4,203	0.5%
		CC > 3.001 (G)/2.501 (D)	-	-	1	-	1	2	-	1	-	-	2	-	7	0.0%
	SUB TOTAL		348	369	565	328	520	1,156	1,819	1,968	1,087	802	1,053	514	10,529	1.2%
2.	4X2 TYPE	CC < 1.500 (G/D)	29,308	30,407	29,900	20,269	29,715	29,957	28,147	30,461	29,393	32,186	31,317	34,530	355,590	41.1%
		1.501 < CC ≤ 2.500 (G/D)	7,474	7,032	7,882	5,382	7,926	7,927	9,798	9,847	8,982	9,151	9,863	8,794	100,058	11.6%
		2.501 < CC ≤ 3.000 (G)	-	-	-	-	-	-	-	-	7	37	1	30	75	0.0%
	SUB TOTAL		37,980	38,566	39,457	25,981	39,032	39,480	39,140	40,798	40,327	42,610	42,592	44,519	470,482	54.3%
3.	4X4 TYPE	CC < 1.500 (G/D)	37	293	379	201	131	156	116	124	348	344	312	460	2,907	0.3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	547	505	580	503	552	516	707	729	922	1,065	1,003	1,129	8,758	1.0%
		CC > 3.001 (G)/2.501 (D)	344	248	198	267	250	254	238	221	381	272	422	449	3,544	0.4%
	SUB TOTAL		928	1,052	1,157	971	933	926	1,061	1,074	1,651	1,651	1,737	2,038	15,209	1.8%
4.	BUS	GVW 5 - 10 Ton (G/D)	224	288	334	310	270	366	297	308	336	438	298	251	3,720	0.4%
		GVW 10 - 24 Ton (G/D)	141	162	200	87	154	167	133	273	88	74	100	266	1,847	0.2%
		GVW > 24 Ton (G/D)	11	5	7	1	5	4	15	6	12	5	3	74	0.0%	
	SUB TOTAL		376	455	541	398	429	537	430	596	430	524	403	522	5,641	0.7%
5.	PICK UP	GVW < 5 Ton (G/D)	8,125	7,307	9,565	5,688	8,866	8,818	9,302	8,580	7,794	9,263	8,456	9,808	101,572	11.7%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3,282	3,575	3,376	2,820	3,798	3,870	3,905	3,424	3,402	3,613	3,446	4,034	42,545	4.9%
		GVW 10 - 24 Ton (G/D)	389	358	313	255	370	527	391	471	448	509	365	580	4,976	0.6%
		GVW > 24 Ton (G/D)	1,168	1,154	1,472	1,085	1,604	1,685	1,870	1,881	1,671	1,741	2,115	2,048	19,494	2.3%
	SUB TOTAL		4,839	5,087	5,161	4,160	5,772	6,082	6,166	5,776	5,521	5,863	5,926	6,662	67,015	7.7%
7.	DOUBLE CABIN 4X2/4X4	GVW < 5 Ton (G/D) For all CC	326	1,557	1,434	1,495	1,246	2,354	1,503	1,817	1,625	1,896	1,949	1,297	18,509	2.1%
	SUB TOTAL		326	1,557	1,434	1,495	1,246	2,354	1,503	1,817	1,625	1,896	1,949	1,297	18,509	2.1%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,836	16,379	16,840	9,743	14,593	15,252	14,809	15,693	14,673	14,765	12,737	14,446	176,766	20.4%
	SUB TOTAL		16,836	16,379	16,840	9,743	14,593	15,252	14,809	15,693	14,673	14,765	12,737	14,446	176,766	20.4%
MARKET TOTAL			69,758	70,772	74,720	48,764	71,391	74,615	74,230	76,302	73,108	77,404	74,853	79,806	865,723	100%
CUMMULATIVE			69,758	140,530	215,250	264,014	335,405	410,020	484,250	560,552	633,660	711,064	785,917	865,723		

B. RETAIL SALES

	CATEGORY	MONTH												RETAIL 2024	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC < 1.500 (G/D)	163	144	300	181	130	141	1,010	1,577	665	648	698	531	6,188	0.7%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	310	301	397	208	291	352	419	491	448	352	279	290	4,138	0.5%
		CC > 3.001 (G)/2.501 (D)	1	1	2	-	1	1	2	3	-	1	2	-	14	0.0%
	SUB TOTAL		474	446	699	389	422	494	1,431	2,071	1,113	1,001	979	821	10,340	1.2%
2.	4X2 TYPE	CC < 1.500 (G/D)	33,711	30,252	36,078	23,810	29,757	30,315	31,462	32,055	29,239	29,746	32,098	35,195	373,718	42.0%
		1.501 < CC ≤ 2.500 (G/D)	8,330	8,181	9,251	6,464	7,711	7,953	9,138	8,747	9,227	8,629	9,026	8,484	101,141	11.4%
		2,501 < CC ≤ 3,000 (G)	-	-	-	-	-	-	-	-	3	23	14	54	0.0%	
	SUB TOTAL		43,744	39,593	46,903	31,325	38,693	39,459	41,881	41,955	39,747	39,778	42,445	45,048	490,571	55.1%
3.	4X4 TYPE	CC < 1.500 (G/D)	40	216	376	195	180	178	172	189	356	356	302	288	2,848	0.3%
		1.501 < CC ≤ 3,000 (G)/2.500 (D)	516	533	620	451	562	498	606	671	950	963	896	1,086	8,352	0.9%
		CC > 3.001 (G)/2.501 (D)	409	309	217	275	273	267	296	180	302	281	324	351	3,484	0.4%
	SUB TOTAL		965	1,058	1,213	921	1,015	943	1,074	1,040	1,608	1,600	1,522	1,725	14,684	1.7%
4.	BUS	GVW 5 - 10 Ton (G/D)	394	297	299	226	270	328	330	367	384	391	317	457	4,060	0.5%
		GVW 10 - 24 Ton (G/D)	181	167	219	96	95	132	172	169	142	213	177	244	2,007	0.2%
		GVW > 24 Ton (G/D)	11	5	6	1	5	3	5	6	7	7	10	66	0.0%	
	SUB TOTAL		586	469	524	323	370	463	502	541	532	611	501	6,133	0.7%	
5.	PICK UP	GVW < 5 Ton (G/D)	9,224	7,942	8,831	7,233	9,358	8,121	8,688	8,560	8,110	8,984	8,923	9,939	103,893	11.7%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3,806	3,403	3,476	3,005	3,601	3,600	3,630	3,641	3,484	3,632	3,722	4,390	43,390	4.9%
		GVW 10 - 24 Ton (G/D)	375	325	346	283	330	409	443	398	409	428	480	663	4,889	0.5%
		GVW > 24 Ton (G/D)	1,310	1,154	1,454	805	1,415	1,413	1,847	1,687	1,716	1,857	1,593	2,040	18,291	2.1%
	SUB TOTAL		5,491	4,882	5,276	4,093	5,346	5,422	5,920	5,609	5,917	5,795	7,093	66,570	7.5%	
7.	DOUBLE CABIN 4X2/4X4	GVW < 5 Ton (G/D)	1,042	1,191	1,516	1,245	1,617	2,019	1,583	1,289	1,726	1,811	2,160	1,564	18,763	2.1%
	SUB TOTAL		1,042	1,191	1,516	1,245	1,617	2,019	1,583	1,289	1,726	1,811	2,160	1,564	18,763	2.1%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,911	14,839	17,208	13,361	15,425	13,369	14,509	15,624	14,156	13,983	14,148	15,193	178,726	20.1%
	SUB TOTAL		16,911	14,839	17,208	13,361	15,425	13,369	14,509	15,624	14,156	13,983	14,148	15,193	178,726	20.1%
PRODUCTION TOTAL			106,224	98,741	89,946	73,321	98,058	95,656	109,953	110,023	103,574	111,245	100,387	99,536	1,196,664	100%
PRODUCTION CUM. TOTAL			106,224	204,965	294,911	368,232	466,290	561,946	671,899	781,922	885,496	996,741	1,097,128	1,196,664		

D. EXPORTS

CBU (UNIT)	33,039	34,871	40,416	30,422	41,109	38,602	40,431	39,801	46,089	46,703	37,130	43,581	472,194
CKD (SET)	4,051	4,708	5,130	1,680	1,622	3,076	5,796	4,268	4,848	4,524	2,952	3,656	46,311
COMPONENTS (PIECES)	15,583,116	10,552,844	13,677,806	9,705,804	14,259,311	13,921,311	17,581,301	16,697,401	10,883,128	9,882,793	10,793,967	9,536,913	153,075,695

E. IMPORTS

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2023/2024

A. WHOLESALES

1.	SEDAN TYPE	CATEGORY	2024		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
			NOV	DEC			2023	2024			2023	2024		
			CC ≤ 1.500 (G/D)	697	222	-47%	-68%	239	222	-17	-7%	3.431	6.319	2.888
1.	SEDAN TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	354	292	-62	-18%	374	292	-82	-22%	6.127	4.203	-1.924	-31%
		CC > 3.001 (G)/2.500 (D)	-	-	-2	-100%	-	-	0	0%	-	33	7	-26
		SUB TOTAL	1.053	514	-539	-51%	613	514	-99	-16%	9.591	10.529	938	10%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	31.137	34.530	3.213	10%	39.205	34.530	-4.675	-12%	434.486	355.590	-78.896	-18%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	9.863	8.794	-1.069	-11%	11.732	8.794	-2.938	-25%	101.826	100.058	-1.768	-2%
		2.501 < CC ≤ 3.000 (G)	1	30	-29	2900%	-	-	30	0%	-	75	76	0%
		CC > 3.001 (G)/2.500 (D)	1.411	1.163	-246	-17%	2.279	1.163	-1.114	-49%	17.697	14.759	-2.938	-17%
		SUB TOTAL	42.592	44.519	1.927	5%	53.216	44.519	-8.697	-16%	554.009	470.462	-83.527	-15%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	312	460	148	47%	84	460	376	448%	939	2.907	1.968	210%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	1.003	1.129	126	13%	598	1.129	531	89%	6.978	8.758	1.780	26%
		CC > 3.001 (G)/2.500 (D)	422	449	27	6%	646	449	-197	-30%	3.104	3.544	440	14%
		SUB TOTAL	1.737	2.038	301	17%	1.328	2.038	710	53%	11.021	15.209	4.188	38%
4.	BUS	GVW 5 - 10 Ton (G/D)	298	251	-47	-16%	306	251	-55	-18%	4.503	3.720	-783	-17%
		GVW 10 - 24 Ton (G/D)	100	268	168	168%	331	268	-63	-19%	1.722	1.847	125	7%
		GVW > 24 Ton (G/D)	5	3	-2	-40%	-	3	3	0%	-	74	72	3600%
		SUB TOTAL	403	522	119	30%	637	522	-115	-18%	6.227	5.641	-586	-9%
5.	PICK UP	GVW < 5 Ton (G/D)	8.456	9.808	1.352	16%	7.756	9.808	2.052	26%	116.986	101.572	-15.414	-13%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3.446	4.034	588	17%	4.708	4.034	-674	-14%	49.012	42.545	-6.467	-13%
		GVW 10 - 24 Ton (G/D)	365	580	215	59%	662	580	-82	-12%	7.797	4.976	-2.821	-36%
		GVW > 24 Ton (G/D)	2.115	2.048	-67	-3%	1.681	2.048	367	22%	20.772	19.494	-1.278	-6%
		SUB TOTAL	5.926	6.662	736	11%	7.051	6.662	-389	-6%	77.581	67.015	-10.566	-14%
7.	DOUBLE CABIN 4X2/4X4	GVW < 5 Ton (G/D) For all CC	1.949	1.297	-652	-33%	850	1.297	447	53%	25.682	18.509	-7.173	-28%
		SUB TOTAL	1.949	1.297	-652	-33%	850	1.297	447	53%	25.682	18.509	-7.173	-28%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	12.737	14.446	1.709	13%	13.833	14.446	613	4%	204.705	176.766	-27.939	-14%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL	12.737	14.446	1.709	13%	13.833	14.446	613	4%	204.705	176.766	-27.939	-13.6%
		TOTAL	74.853	79.806	4.953	7%	85.284	79.806	-5.478	-6%	1.005.802	865.723	(140.079)	-13.9%

B. RETAIL SALES

1.	SEDAN TYPE	CATEGORY	2024		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
			NOV	DEC			2023	2024			2023	2024		
			CC ≤ 1.500 (G/D)	698	531	-167	-23.9%	174	531	357	205%	3.161	6.188	3.027
1.	SEDAN TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	279	290	11	3.9%	390	290	-100	-26%	5.751	4.138	-1.613	-28%
		CC > 3.001 (G)/2.500 (D)	-	-	-2	-100.0%	1	-	-1	-100%	32	14	-18	-56%
		SUB TOTAL	979	821	-158	-16.1%	565	821	256	45%	8.944	10.340	1.396	16%
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	32.098	35.195	3.097	9.6%	39.641	35.195	-4.446	-11%	431.451	373.718	-57.733	-13%
		1.501 < CC ≤ 2.500 (G/D)	9.026	8.484	-542	-6.0%	8.560	8.484	-76	-1%	96.001	101.141	5.140	5%
		2.501 < CC ≤ 3.000 (G)	14	14	0	0%	-	14	14	0%	1	54	53	5300%
		CC > 3.001 (G)/2.500 (D)	1.307	1.355	48	3.7%	1.877	1.355	-522	-28%	18.180	15.658	-2.522	-14%
		SUB TOTAL	42.445	45.048	2.603	6.1%	50.078	45.048	-5.030	-10%	545.633	490.571	-55.062	-10%
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	302	288	-14	-4.6%	224	288	64	29%	1.580	2.848	1.268	80%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	896	1.086	190	21.2%	430	1.086	656	153%	6.151	8.352	2.201	36%
		CC > 3.001 (G)/2.500 (D)	324	351	27	8.3%	488	351	-137	-28%	3.106	3.484	378	12%
		SUB TOTAL	1.522	1.725	203	13.3%	1.142	1.725	583	51%	10.837	14.684	3.847	35%
4.	BUS	GVW 5 - 10 Ton (G/D)	317	457	140	44.2%	347	457	110	32%	4.003	4.060	57	1%
		GVW 10 - 24 Ton (G/D)	177	244	67	37.9%	245	244	-1	0%	1.364	2.007	643	47%
		GVW > 24 Ton (G/D)	7	10	3	42.9%	-	10	10	0%	2	66	64	3200%
		SUB TOTAL	501	711	210	41.9%	592	711	119	20%	5.369	6.133	764	14%
5.	PICK UP	GVW < 5 Ton (G/D)	8.923	9.939	1.016	11.4%	10.878	9.939	-939	-9%	124.052	103.893	-20.159	-16%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3.722	4.390	668	17.9%	4.599	4.390	-209	-5%	50.911	43.390	-7.521	-15%
		GVW 10 - 24 Ton (G/D)	480	663	183	38.1%	811	663	-148	-18%	8.422	4.889	-3.533	-42%
		GVW > 24 Ton (G/D)	1.593	2.040	447	28.1%	1.679	2.040	361	22%	20.255	18.291	-1.964	-10%
		SUB TOTAL	5.795	7.093	1.298	22.4%	7.089	7.093	4	0%	79.588	66.570	-13.018	-16%
7.	DOUBLE CABIN 4X2/4X4	GVW < 5 Ton (G/D) For all CC	2.160	1.564	-596	-27.6%	1.686	1.564	-122	-7%	25.072	18.763	-6.309	-25%
		SUB TOTAL	2.160	1.564	-596	-27.6%	1.686	1.564	-122	-7%	25.072	18.763	-6.309	-25%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	14.148	15.193	1.045	7.4%	17.556	15.193	-2.363	-13%	198.564	178.726	-19.838	-10%
		CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL	14.148	15.193	1.045	7.4%	17.556	15.193	-2.363	-13%	198.564	178.726	-19.838	-10%
		TOTAL	76.473	82.094	5.621	7.4%	89.586	82.094	-7.492	-8.4%	998.059	889.680	(108.379)	-10.9%

C. PRODUCTION

1.	SEDAN TYPE	CATEGORY	2024		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
			NOV	DEC			2023	2024			2023	2024		
			CC ≤ 1.500 (G/D)	59	29	-30	51%	29	29	0%	0%	241	474	233
1.	SEDAN TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	60	106	-46	-77%	144	106	-38	-26%	2.885	2.092	-793	-27%
		CC > 3.001 (G)/2.500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%
		SUB TOTAL	119	135	-16	-13%	144	135	-9	-7%	3.126	2.566	-560	-18%
2.	4X2 TYPE	CC <												