

**WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2022**

A WHOLESALES

B. RETAIL SALES

Category		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Retail 2022	Share %	
1.	SEDAN TYPE	CC < 1,500 (G/D)	193	361	279	110	115	102	246	277	352	146	147	234	0.3%	
		1,501 < CC < 3,000 (G)/2,500 (D)	479	429	479	447	251	371	432	509	579	606	428	5,607	0.6%	
		CC > 3,001 (G)/2,501 (D)	-	-	3	1	-	3	4	6	1	2	8	37	0.0%	
SUB TOTAL		672	790	761	558	366	476	682	792	932	754	583	840	8,206	0.8%	
2.	4X2 TYPE	CC < 1,500 (G/D)	36,074	28,788	40,567	36,642	26,290	36,991	37,018	43,732	43,813	42,380	39,740	48,330	460,365	45.4%
		1,501 < CC < 2,500 (G/D)	8,728	7,445	10,366	8,424	5,535	7,265	6,199	6,460	7,524	6,277	5,046	7,534	86,803	8.6%
		2,501 < CC < 3,000 (G)	1	-	-	-	-	-	-	-	-	-	-	1	0.0%	
SUB TOTAL		45,422	37,548	53,004	47,073	32,816	45,659	45,195	51,705	53,048	50,297	46,455	57,615	565,837	55.8%	
3.	4X4 TYPE	CC < 1,500 (G/D)	33	12	149	64	101	151	133	97	67	99	85	97	1,088	0.1%
		1,501 < CC < 3,000 (G)/2,500 (D)	337	290	402	424	313	432	483	512	507	546	477	439	5,162	0.5%
		CC > 3,001 (G)/2,501 (D)	31	191	132	48	61	117	61	270	166	183	160	228	1,648	0.2%
SUB TOTAL		401	493	683	536	475	700	677	879	740	828	722	764	7,988	0.8%	
4.	BUS	GVW 5 - 10 Ton (G/D)	83	63	119	66	100	118	173	194	261	487	410	436	2,510	0.2%
		GVW 10 - 24 Ton (G/D)	44	69	75	112	85	21	37	68	76	73	74	106	840	0.1%
		GVW > 24 Ton (G/D)	1	2	5	5	1	1	-	4	9	-	-	28	0.0%	
SUB TOTAL		128	134	199	183	186	140	210	262	341	569	484	542	3,378	0.3%	
5.	PICK UP	GVW < 5 Ton (G/D)	11,832	10,836	12,419	10,922	10,270	12,378	10,507	11,670	12,649	11,083	11,567	12,932	139,065	13.7%
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4,572	3,946	5,020	4,516	4,306	5,206	5,430	5,584	5,442	5,475	5,958	6,673	62,128	6.1%
		GVW 10 - 24 Ton (G/D)	359	442	558	319	393	594	553	651	718	910	710	785	6,692	0.7%
		GVW > 24 Ton (G/D)	1,614	1,424	1,852	1,305	1,498	1,676	1,554	1,960	2,044	1,891	2,034	2,083	21,716	2.1%
SUB TOTAL		6,545	5,812	7,430	6,140	6,197	7,476	7,537	8,195	8,204	8,276	8,702	9,489	90,003	8.9%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	988	1,606	1,782	2,717	1,427	1,276	1,047	1,017	1,608	1,897	1,552	2,106	19,023	1.9%
		SUB TOTAL	988	1,606	1,782	2,717	1,427	1,276	1,047	1,017	1,608	1,897	1,552	2,106	19,023	1.9%
		CC ≤ 1200 (G)	12,580	12,770	13,669	13,487	9,821	15,474	14,665	16,643	17,904	15,947	17,609	19,603	180,172	17.8%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	12,580	12,770	13,669	13,487	9,821	15,474	14,665	16,643	17,904	15,947	17,609	19,603	180,172	17.8%
RETAIL TOTAL		78,568	69,989	89,947	81,616	61,558	83,579	80,520	91,163	95,426	89,651	87,674	103,891	1,013,582	100%	
CUMMULATIVE		78,568	148,557	238,504	320,120	381,678	465,257	545,777	636,940	732,366	822,017	909,691	1,013,582			

C. PRODUCTION

Category		Month												Prod 2022	Share %	
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
1.	SEDAN TYPE	CC < 1,500 (G/D)	2,751	2,657	3,347	2,819	1,485	4,304	1,923	41	98	20	83	22	19,550	1.3%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	117	206	158	124	113	211	176	211	128	91	150	262	1,947	0.1%
		CC > 3,001 (G)/2,500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		2,868	2,863	3,505	2,943	1,598	4,515	2,099	252	226	111	233	284	21,497	1.5%	
2.	4X2 TYPE	CC < 1,500 (G/D)	63,051	63,151	74,810	55,105	35,899	63,001	68,390	85,015	87,843	80,025	80,791	75,541	832,622	56.6%
		1,501 < CC ≤ 2,500 (G/D)	7,877	7,004	9,380	4,957	4,511	6,005	4,771	6,086	7,635	4,976	4,544	7,856	75,602	5.1%
		2,501 < CC ≤ 3,000 (G)	3,846	2,609	4,001	3,241	3,011	3,350	1,965	3,381	3,128	4,166	2,541	2,320	37,559	2.6%
		CC > 3,001 (G)/2,500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		74,774	72,764	88,191	63,303	43,421	72,356	75,126	94,482	98,606	89,167	87,876	85,717	945,783	64.3%	
3.	4X4 TYPE	CC < 1,500 (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	232	287	449	314	206	548	438	433	493	433	454	364	4,651	0.3%
		CC > 3,001 (G)/2,500 (D)	1,441	1,769	2,748	2,918	1,199	1,902	2,773	2,376	2,399	3,500	2,656	2,108	27,769	1.9%
		SUB TOTAL	1,673	2,056	3,197	3,232	1,405	2,450	3,211	2,809	2,892	3,933	3,110	2,472	32,440	2.2%
4.	BUS	GW 5 - 10 Ton (G/D)	83	73	69	35	68	98	72	220	157	203	268	167	1,513	0.1%
		GW 10 - 24 Ton (G/D)	165	62	47	11	20	8	16	25	41	47	30	61	533	0.0%
		GW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	248	135	116	46	88	106	88	245	198	250	298	228	2,046	0.1%
5.	PICK UP	GW < 5 Ton (G/D)	16,288	15,690	18,633	12,053	8,947	13,205	11,958	12,406	12,632	11,932	13,072	13,355	160,171	10.9%
6.	TRUCK	GW 5 - 10 Ton (G/D)	6,180	4,864	6,683	3,187	3,980	4,766	5,558	6,609	6,563	6,041	6,158	5,943	66,532	4.5%
		GW 10 - 24 Ton (G/D)	626	464	650	336	381	671	493	639	705	768	614	428	6,775	0.5%
		GW > 24 Ton (G/D)	1,763	1,486	1,476	1,081	900	1,585	1,826	2,013	2,044	2,082	2,261	1,855	20,372	1.4%
		SUB TOTAL	8,569	6,814	8,809	4,604	5,261	7,022	7,877	9,261	9,312	8,891	9,033	8,226	93,679	6.4%
7.	DOUBLE CABIN	GW < 5 Ton (G/D) For all CC	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		GW < 5 Ton (G/D) For all CC	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	15,012	14,648	14,537	14,364	11,501	19,110	18,174	19,436	21,092	21,258	21,479	23,919	214,530	14.6%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		SUB TOTAL	15,012	14,648	14,537	14,364	11,501	19,110	18,174	19,436	21,092	21,258	21,479	23,919	214,530	14.6%
PRODUCTION TOTAL		119,432	114,970	136,988	100,545	72,221	118,764	118,533	138,891	144,958	135,542	135,101	134,201	1,470,146	100%	
PRODUCTION CUM. TOTAL		119,432	234,402	371,390	471,935	544,156	662,920	781,453	920,344	1,065,302	1,200,844	1,335,945	1,470,146			

D. EXPORTS

CBU (UNIT)	25,024	31,023	39,673	36,211	26,428	39,952	43,914	43,708	48,597	50,062	39,014	49,996	473,602
CKD (SET)	6,359	6,179	8,532	10,243	9,534	11,122	9,344	7,869	5,756	7,720	8,108	5,775	96,541
COMPONENTS (PIECES)	9,070,493	5,444,461	11,069,996	13,355,451	11,677,983	10,270,618	15,528,382	14,564,525	11,517,793	14,572,690	16,913,753	12,853,696	166,839,841

E. IMPORTS

CBU (UNIT)	3,867	4,888	8,820	4,302	4,388	5,868	9,726	8,505	8,756	8,527	6,691	8,960	83,298
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GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY DEC JAN-DEC JAN-DEC 2021/2022

A. WHOLESALES

1.	SEDAN TYPE	CATEGORY		2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%
		NOV	DEC	2021	2022			2021	2022			2021	2022		
		CC ≤ 1,500 (G/D)	149	369	220	148%	32	369	337	105%	1,886	2,618	732	39%	
1.	SEDAN TYPE	1,501 < CC ≤ 3,000 (G/D)2,500 (D)	413	586	173	42%	428	586	158	37%	3,739	5,115	1,376	37%	
	CC > 3,001 (G)2,500 (D)	-	12	7	-5	-42%	-	7	7	0%	22	45	23	105%	
	SUB TOTAL		574	962	388	68%	460	962	502	109%	5,647	7,778	2,131	38%	
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	42,630	43,499	969	2%	47,687	43,499	-4,188	-9%	395,825	502,219	106,394	27%	
	1,501 < CC ≤ 2,500 (G/D)	4,890	9,160	4,270	87%	11,818	9,160	-2,658	-22%	105,860	85,529	-19,331	-18%		
	2,501 < CC ≤ 3,000 (G)	-	-	0	-0%	-1	-1	-1	-100%	281	-	281	-100%		
	CC > 3,001 (G)2,500 (D)	2,308	831	-1,477	-64%	101	831	730	723%	1,554	20,538	18,984	1222%		
	SUB TOTAL	49,728	53,490	3,762	8%	59,607	53,490	-6,117	-10%	503,520	609,286	105,766	21%		
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	125	119	(6)	-5%	50	119	69	136%	803	1,173	370	46%	
	1,501 < CC ≤ 3,000 (G)2,500 (D)	500	460	-40	-8%	532	460	-72	-14%	3,177	5,227	2,050	65%		
	CC > 3,001 (G)2,500 (D)	119	432	313	263%	2	432	430	21500%	139	1,893	1,754	1262%		
	SUB TOTAL	744	1,011	267	36%	584	1,011	427	73%	4,119	8,293	4,174	101%		
4.	BUS	GVW 5 - 10 Ton (G/D)	226	182	-44	-19%	54	182	128	237%	899	1,613	714	79%	
	GVW 10 - 24 Ton (G/D)	46	108	62	135%	61	108	47	77%	386	983	597	155%		
	GVW > 24 Ton (G/D)	-	-	0	0%	7	-	(7)	-100%	15	-	(15)	-100%		
	SUB TOTAL	272	290	18	7%	122	290	168	138%	1,300	2,596	1,296	100%		
5.	PICK UP	GVW < 5 Ton (G/D)	12,969	20,163	7,194	55%	13,108	20,163	7,055	54%	139,720	149,726	10,006	7%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	5,998	6,336	338	6%	6,091	6,336	245	4%	55,728	63,661	7,933	14%	
	GVW 10 - 24 Ton (G/D)	877	725	-152	-17%	425	725	300	71%	4,499	7,362	2,863	64%		
	GVW > 24 Ton (G/D)	2,113	2,076	-37	-2%	1,949	2,076	127	7%	12,673	21,611	8,938	71%		
	SUB TOTAL	8,988	9,137	149	2%	8,465	9,137	672	8%	72,900	92,634	19,734	27%		
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,315	3,189	1,874	143%	1,065	3,189	2,124	199%	13,476	19,521	6,045	45%	
	For all CC	-	-	0	0%	-	0	-	0%	-	-	0	0%		
	SUB TOTAL	1,315	3,189	1,874	143%	1,065	3,189	2,124	199%	13,476	19,521	6,045	45%		
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16,685	17,112	427	3%	13,262	17,112	3,850	29%	146,520	158,206	11,686	8%	
	CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%		
	SUB TOTAL	16,685	17,112	427	3%	13,262	17,112	3,850	29%	146,520	158,206	11,686	8%		
	TOTAL		91,275	105,354	14,079	15%	96,673	105,354	8,681	9%	887,202	1,048,040	160,838	18.1%	

B. RETAIL SALES

1.	SEDAN TYPE	CATEGORY		2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%
		NOV	DEC	2021	2022			2021	2022			2021	2022		
		CC ≤ 1,500 (G/D)	147	234	87	59.2%	170	234	64	38%	1,710	2,562	852	50%	
1.	SEDAN TYPE	1,501 < CC ≤ 3,000 (G)2,500 (D)	428	597	169	39.5%	235	597	362	154%	3,621	5,607	1,986	55%	
	CC > 3,001 (G)2,500 (D)	-	8	9	1	12.5%	-	9	9	0%	-	28	37	9	32%
	SUB TOTAL		583	840	257	44.1%	405	840	435	107%	5,359	8,206	2,847	53%	
2.	4X2 TYPE	CC ≤ 1,500 (G/D)	39,740	48,330	8,590	21.6%	48,242	48,330	88	0%	376,806	460,365	83,557	22%	
	1,501 < CC ≤ 2,500 (G/D)	5,046	7,534	2,488	49.3%	11,244	7,534	-3,710	-33%	105,418	86,803	-18,615	-18%		
	2,501 < CC ≤ 3,000 (G)	-	-	0	0.0%	-	-	0	#DIV/0!	350	1	-349	-100%		
	CC > 3,001 (G)2,500 (D)	1,669	1,751	82	4.9%	224	1,751	1,527	682%	1,461	18,668	17,207	1178%		
	SUB TOTAL	46,455	57,615	11,160	24.0%	59,710	57,615	-2,095	-4%	484,037	565,837	81,800	17%		
3.	4X4 TYPE	CC ≤ 1,500 (G/D)	85	97	12	14.1%	82	97	15	18%	859	1,088	229	27%	
	1,501 < CC ≤ 3,000 (G)2,500 (D)	477	439	-38	-8.0%	274	439	165	60%	3,131	5,162	2,031	65%		
	CC > 3,001 (G)2,500 (D)	160	228	68	42.5%	1	228	227	22700%	177	1,648	1,471	831%		
	SUB TOTAL	722	764	42	5.8%	357	764	407	114%	4,167	7,898	3,731	90%		
4.	BUS	GVW 5 - 10 Ton (G/D)	410	436	26	6.3%	102	436	334	327%	914	2,510	1,596	175%	
	GVW 10 - 24 Ton (G/D)	74	106	32	43.2%	162	106	-56	-35%	559	840	281	50%		
	GVW > 24 Ton (G/D)	-	-	0	0.0%	1	-	-1	-100%	24	28	4	17%		
	SUB TOTAL	484	542	58	12.0%	265	542	277	105%	1,497	3,378	1,881	128%		
5.	PICK UP	GVW < 5 Ton (G/D)	11,567	12,932	1,365	11.8%	13,604	12,932	-672	-5%	137,896	139,065	1,369	1%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	5,958	6,673	715	12.0%	7,505	6,673	-832	-11%	54,097	62,128	8,031	15%	
	GVW 10 - 24 Ton (G/D)	710	785	75	10.6%	612	785	173	28%	4,666	6,992	2,326	50%		
	GVW > 24 Ton (G/D)	2,034	2,031	-3	-0.1%	1,753	2,031	278	16%	13,330	20,883	7,553	57%		
	SUB TOTAL	8,702	9,489	787	9.0%	9,870	9,489	-381	-4%	72,093	90,003	17,910	25%		
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,552	2,106	554	35.7%	1,865	2,106	541	35%	13,280	19,023	5,743	43%	
	For all CC	-	-	0	0.0%	-	0	-	0%	-	-	0	0%		
	SUB TOTAL	1,552	2,106	554	35.7%	1,565	2,106	541	35%	13,280	19,023	5,743	43%		
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	17,609	19,603	1,994	11.3%	15,692	19,603	3,911	25%	145,219	180,172	34,953	24%	
	CC ≤ 1500 (D)	-	-	-	0.0%	-	-	-	0%	-	-	-	0%		
	SUB TOTAL	17,609	19,603	1,994	11.3%	15,692	19,603	3,911	25%	145,219	180,172	34,953	24%		
	TOTAL		135,101	134,201	-900	-0.7%	118,386	134,201	15,815	13.4%	1,121,967	1,470,146	348,179	31.0%	

D. EXPORT

1.	EXPORTS	2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%
		NOV	DEC			2021	2022			2021	2022		
		CBU (UNIT)	39,014	49,996	10,982	28.1%	27,415	49,996	22,581	82.4%	294,639	473,602	178,963
1.	CKD (SET)	8,108	5,775	-2,333	-28.8%	5,418	5,775	357	6.6%	91,964	96,541	4,577	5.0%
	COMPONENTS (PIECES)	16,913,753	12,853,696	-4,060,057	-24.0%	7,284,029	12,853,696	5,569,667	76.5%	85,679,609	166,839,841	81,160,232	94.7%