

WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN DEC 2025

A. WHOLESALES

	CATEGORY	MONTH												MARKET 2025	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	307	143	402	202	270	91	158	119	161	142	92	89	2.176	0,3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	50	145	145	92	213	119	142	226	171	170	246	183	1.902	0,2%
		CC > 3.001 (G)/2.501 (D)	-	-	-	1	1	-	-	2	1	-	1	-	6	0,0%
	SUB TOTAL		357	288	547	295	484	210	300	347	333	312	339	272	4.084	0,5%
2.	4X2 TYPE	CC < 1.500 (G/D)	24.014	29.848	32.650	21.943	26.147	26.520	27.263	27.650	26.019	36.715	36.450	50.201	365.420	45,5%
		1.501 < CC ≤ 2.500 (G/D)	7.990	9.048	8.152	6.174	7.206	6.392	6.064	5.590	7.964	6.908	6.495	8.666	86.649	10,8%
		2.501 < CC ≤ 3.000 (G)	42	35	28	24	31	22	23	25	17	11	10	21	289	0,0%
	CC > 3.001 (G)/2.501 (D)	1.079	1.293	1.160	1.496	1.443	1.380	1.072	1.217	1.000	1.014	1.244	1.222	14.620	1.8%	
	SUB TOTAL		33.125	40.224	41.990	29.637	34.827	34.314	34.422	34.482	35.000	44.648	44.199	60.110	466.978	58,1%
3.	4X4 TYPE	CC < 1.500 (G/D)	491	953	1.380	1.321	873	676	946	532	661	670	487	596	9.586	1,2%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	380	551	603	433	413	502	418	572	617	487	632	567	6.175	0,8%
		CC > 3.001 (G)/2.500 (D)	263	269	238	242	339	386	430	400	283	219	205	217	3.491	0,4%
	SUB TOTAL		1.134	1.773	2.221	1.996	1.625	1.564	1.794	1.504	1.561	1.376	1.324	1.380	19.252	2,4%
4.	BUS	GVW 5 - 10 Ton (G/D)	308	284	302	228	214	256	221	331	237	317	228	224	3.150	0,4%
		GVW 10 - 24 Ton (G/D)	105	114	104	94	100	113	103	103	100	120	134	138	1.328	0,2%
		GVW > 24 Ton (G/D)	5	8	10	4	2	-	7	9	3	1	6	8	63	0,0%
	SUB TOTAL		418	406	416	326	316	369	331	443	340	438	368	370	4.541	0,6%
5.	PICK UP	GVW < 5 Ton (G/D)	7.655	7.841	6.996	5.521	8.522	7.113	8.502	9.682	9.933	10.362	11.662	13.219	107.008	13,3%
	TRUCK	GVW 5 - 10 Ton (G/D)	3.195	3.141	2.535	2.215	2.890	3.269	3.014	3.242	3.561	3.932	3.723	3.935	38.652	4,8%
		GVW 10 - 24 Ton (G/D)	367	374	216	272	345	373	413	361	355	471	424	626	4.597	0,6%
		GVW > 24 Ton (G/D)	1.088	1.254	977	895	1.191	1.181	951	1.160	953	1.275	1.075	1.505	13.505	1,7%
	SUB TOTAL		4.650	4.769	3.728	3.382	4.426	4.823	4.378	4.763	4.869	5.678	5.222	6.066	56.754	7,1%
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	963	2.690	2.240	1.643	1.176	1.669	1.746	1.942	1.737	2.292	2.138	2.148	22.384	2,8%
	SUB TOTAL		963	2.690	2.240	1.643	1.176	1.669	1.746	1.942	1.737	2.292	2.138	2.148	22.384	2,8%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	13.782	14.365	12.961	9.308	9.321	8.301	9.364	8.608	8.317	8.945	8.879	10.535	122.686	15,3%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0,0%	
		SUB TOTAL	13.782	14.365	12.961	9.308	9.321	8.301	9.364	8.608	8.317	8.945	8.879	10.535	122.686	15%
	MARKET TOTAL		62.084	72.356	71.099	52.108	60.697	58.363	60.837	61.771	62.090	74.051	74.131	94.100	803.687	100%
CUMMULATIVE			62.084	134.440	205.539	257.647	318.344	376.707	437.544	499.315	561.405	635.456	709.587	803.687		

B. RETAIL SALES

	CATEGORY	MONTH												RETAIL 2025	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC ≤ 1.500 (G/D)	291	252	414	199	267	249	257	212	174	158	140	102	2.715	0,3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	161	215	204	111	154	159	157	298	215	133	203	213	2.223	0,3%
		CC > 3.001 (G)/2.501 (D)	-	-	-	1	1	-	-	1	2	-	1	-	6	0,0%
	SUB TOTAL		452	467	618	311	422	408	414	511	391	291	344	315	4.944	0,6%
2.	4X2 TYPE	CC < 1.500 (G/D)	27.136	28.626	34.330	26.173	25.934	27.741	27.222	29.231	27.437	36.637	37.807	47.140	375.414	45,0%
		1.501 < CC ≤ 2.500 (G/D)	7.551	8.558	9.182	6.390	7.150	7.067	6.833	7.084	6.542	7.054	7.729	9.669	90.809	10,9%
		2.501 < CC ≤ 3.000 (G)	22	31	35	27	25	30	16	25	24	24	13	28	300	0,0%
	CC > 3.001 (G)/2.501 (D)	1.073	1.407	1.489	1.238	1.184	1.156	1.184	1.356	1.142	1.131	1.265	1.241	14.866	1,8%	
	SUB TOTAL		35.782	38.622	45.036	33.828	34.293	35.994	35.255	37.696	35.145	44.846	46.814	58.078	481.389	57,7%
3.	4X4 TYPE	CC < 1.500 (G/D)	551	812	1.150											

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN DEC 2024/2025

A. WHOLESALES

1.	SEDAN TYPE	CATEGORY		2025		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
		NOV	DEC	2024	2025			2024	2025			2024	2025		
		CC ≤ 1.500 (G/D)	92	89	-3	-3%	222	89	-133	-60%	6.319	2.176	-4.143	-66%	
2.	4X2 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	246	183	-63	-26%	292	183	-109	-37%	4.203	1.902	-2.301	-55%	
		CC > 3.001 (G)/2.500 (D)	1	-	-1	-100%	-	-	0	0%	7	6	-1	-14%	
		SUB TOTAL	339	272	-67	-20%	514	272	-242	-47%	10.529	4.084	-6.445	-61%	
		CC ≤ 1.500 (G/D)	36.450	50.201	13.751	38%	34.530	50.201	15.671	45%	355.590	365.420	9.830	3%	
3.	4X4 TYPE	1.501 < CC ≤ 2.500 (G/D)	6.495	8.666	2.171	33%	8.794	8.666	-128	-1%	100.058	86.649	-13.409	-13%	
		2.501 < CC ≤ 3.000 (G)	10	21	11	110%	30	21	-9	-30%	75	289	214	285%	
		CC > 3.001 (G)/2.500 (D)	1.244	1.222	-22	-2%	1.165	1.222	57	5%	14.759	14.620	-139	-1%	
		SUB TOTAL	44.199	60.110	15.911	36%	44.519	60.110	15.591	35%	470.482	466.978	-3.504	-1%	
4.	BUS	CC ≤ 1.500 (G/D)	487	596	109	22%	460	596	136	30%	2.907	9.586	6.679	230%	
		GVW 10 - 24 Ton (G/D)	134	138	4	3%	268	138	-130	-49%	1.847	1.328	-519	-28%	
		GVW > 24 Ton (G/D)	6	8	2	33%	3	8	5	167%	74	63	(11)	-15%	
		SUB TOTAL	368	370	2	1%	522	370	-152	-29%	5.641	4.541	-1.100	-20%	
5.	PICK UP	GVW < 5 Ton (G/D)	11.662	13.219	1.557	13%	9.808	13.219	3.411	35%	101.572	107.008	5.436	5%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	3.723	3.935	212	6%	4.034	3.935	-99	-2%	42.545	38.652	-3.893	-9%	
		GVW 10 - 24 Ton (G/D)	424	626	202	48%	580	626	46	8%	4.976	4.597	-379	-8%	
		GVW > 24 Ton (G/D)	1.075	1.505	430	40%	2.048	1.505	-543	-27%	19.494	13.505	-5.989	-31%	
		SUB TOTAL	5.222	6.066	844	14%	6.662	6.066	-596	-9%	67.015	56.754	-10.261	-15%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	2.138	2.148	10	0%	1.297	2.148	851	66%	18.509	22.384	3.875	21%	
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%	
		SUB TOTAL	2.138	2.148	10	0%	1.297	2.148	851	66%	18.509	22.384	3.875	21%	
		SUB TOTAL	8.879	10.535	1.656	19%	14.446	10.535	-3.911	-27%	176.766	122.686	-54.080	-30.6%	
TOTAL			74.131	94.100	19.969	27%	79.806	94.100	14.294	18%	865.723	803.687	(62.036)	-7.2%	

B. RETAIL SALES

1.	SEDAN TYPE	CATEGORY		2025		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
		NOV	DEC	2024	2025			2024	2025			2024	2025		
		CC ≤ 1.500 (G/D)	140	102	-38	-27.1%	531	102	-429	-81%	6.188	2.715	-3.473	-56%	
2.	4X2 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	203	213	10	4.9%	290	213	-77	-27%	4.138	2.223	-1.915	-46%	
		CC > 3.001 (G)/2.500 (D)	1	-	-1	-100%	-	-	0	0%	14	6	-8	-57%	
		SUB TOTAL	344	315	-29	-8.4%	821	315	-506	-62%	10.340	4.944	-5.396	-52%	
		CC ≤ 1.500 (G/D)	37.807	47.140	9.333	24.7%	35.195	47.140	11.945	34%	373.718	375.414	1.696	0%	
3.	4X4 TYPE	1.501 < CC ≤ 2.500 (G/D)	7.729	9.669	1.940	25.1%	8.484	9.669	1.185	14%	101.141	90.809	-10.332	-10%	
		2.501 < CC ≤ 3.000 (G)	13	28	15	115.4%	14	28	14	100%	54	300	246	456%	
		CC > 3.001 (G)/2.500 (D)	1.265	1.241	-24	-1.9%	1.355	1.241	-114	-8%	15.658	14.866	-792	-5%	
		SUB TOTAL	46.814	58.078	11.264	24.1%	45.048	58.078	13.030	29%	490.571	481.389	-9.182	-2%	
4.	BUS	CC ≤ 1.500 (G/D)	587	546	-41	-7.0%	288	546	258	90%	2.848	9.491	6.643	233%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	662	672	10	1.5%	1.086	672	-414	-38%	8.352	6.733	-1.619	-19%	
		CC > 3.001 (G)/2.500 (D)	267	340	73	27.3%	351	340	-11	-3%	3.484	3.744	260	7%	
		SUB TOTAL	1.516	1.558	42	2.8%	1.725	1.558	-167	-10%	14.684	19.968	5.284	36%	
5.	PICK UP	GVW 5 - 10 Ton (G/D)	289	511	222	76.8%	457	511	54	12%	4.060	3.368	-692	-17%	
		GVW 10 - 24 Ton (G/D)	83	168	85	102.4%	244	168	-76	-31%	2.007	1.439	-568	-28%	
		GVW > 24 Ton (G/D)	8	7	-1	-12.5%	10	7	-3	-30%					