

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

A. WHOLESALES

CATEGORY			MONTH												MARKET	SHARE	
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2022	%	
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	193	273	255	133	93	53	296	305	373	126	149	369	2,618	0.2%	
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	213	403	375	398	191	380	432	516	539	669	413	586	5,115	0.5%	
		CC > 3,001 (G)/2,501 (D)	-	-	4	-	1	3	4	-	6	1	7	12	7	45	0.0%
	SUB TOTAL	406	676	634	531	285	436	732	827	913	802	574	962	7,778	0.7%		
2.	4X2 TYPE	CC < 1,500 (G/D)	42,749	39,353	50,565	40,429	20,413	36,378	40,549	49,125	50,185	46,444	42,530	43,489	502,219	47.9%	
		1,501 < CC ≤ 2,500 (G/D)	8,304	7,778	10,367	6,642	5,758	6,638	5,912	6,895	7,904	6,281	4,890	9,160	86,529	8.3%	
		2,501 < CC ≤ 3,000 (G)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL	869	1,374	1,933	2,172	802	1,408	2,446	1,712	1,916	2,767	2,308	831	20,538	2.0%		
3.	4X4 TYPE	CC < 1,500 (G/D)	7	11	190	119	7	149	129	121	18	85	100	125	119	1,173	0.1%
		1,501 < CC ≤ 3,000 (G)/2,500 (D)	220	329	488	375	256	528	510	526	549	486	500	460	5,227	0.5%	
		CC > 3,001 (G)/2,500 (D)	110	158	112	42	79	105	51	286	200	199	119	432	1,893	0.2%	
	SUB TOTAL	337	498	790	536	484	762	682	830	834	785	744	1,011	8,293	0.8%		
4.	BUS	GVW 5 - 10 Ton (G/D)	80	65	141	56	114	123	56	229	134	207	226	182	1,613	0.2%	
		GVW 10 - 24 Ton (G/D)	89	39	46	76	24	116	163	57	96	123	46	108	983	0.1%	
		GVW > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	SUB TOTAL	169	104	187	132	138	239	219	286	230	330	272	290	2,596	0.2%		
5.	PICK UP	GVW < 5 Ton (G/D)	14,411	12,819	14,474	11,002	8,293	9,187	10,981	12,629	11,864	10,934	12,969	20,163	149,726	14.3%	
		GVW 5 - 10 Ton (G/D)	4,036	3,930	4,260	6,469	3,122	5,142	6,020	6,547	6,069	5,732	5,998	6,336	63,661	6.1%	
		GVW 10 - 24 Ton (G/D)	567	468	417	330	336	744	616	654	935	693	877	725	7,362	0.7%	
	SUB TOTAL	1,679	1,629	1,821	1,352	1,143	1,854	1,752	2,096	2,115	1,981	2,113	2,076	21,611	2.1%		
6.	TRUCK	GVW > 24 Ton (G/D)	6,282	6,027	6,498	8,151	4,601	7,740	8,388	9,297	9,119	8,406	8,988	9,137	92,634	8.8%	
		GVW < 5 Ton (G/D)	964	1,658	2,328	2,811	1,058	456	1,511	760	1,709	1,762	1,315	3,189	19,521	1.9%	
		For all CC	964	1,658	2,328	2,811	1,058	456	1,511	760	1,709	1,762	1,315	3,189	19,521	1.9%	
	SUB TOTAL	964	1,658	2,328	2,811	1,058	456	1,511	760	1,709	1,762	1,315	3,189	19,521	1.9%		
7.	DOUBLE CABIN 4X2 / 4X4	CC ≤ 1200 (G)	9,658	10,708	10,759	10,325	7,878	15,666	14,825	14,595	15,312	14,683	16,685	17,112	158,206	15.1%	
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL	9,658	10,708	10,759	10,325	7,878	15,666	14,825	14,595	15,312	14,683	16,685	17,112	158,206	15.1%	
	MARKET TOTAL	84,149	80,995	98,535	82,731	49,710	78,910	86,245	96,956	99,986	93,194	91,275	105,354	1,048,040	100%		
CUMULATIVE		84,149	165,144	263,679	346,410	396,120	475,030	561,275	658,231	758,217	851,411	942,686	1,048,040				

B. RETAIL SALES

CATEGORY			MONTH												RETAIL 2022	SHARE %
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1.	SEDAN TYPE	CC < 1,500 (G/D)	193	361	279	110	115	102	246	277	352	146	147	234	2,562	0.3%
		1,501 < CC <= 3,000 (G)/2,500 (D)	479	429	479	447	251	371	432	509	579	606	428	597	5,607	0.6%
		CC > 3,001 (G)/2,501 (D)	-	-	-	-	-	-	-	-	-	-	-	-	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		619	1,315	2,071	2,007	991	1,403	1,978	1,513	1,711	1,640	1,669	1,751	18,668	1.8%
3.	4X4 TYPE	CC < 1,500 (G/D)	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%
		1,501 < CC <= 3,000 (G)/2,500 (D)	33	12	149	64	101	151	133	67	67	99	85	97	1,088	0.1%
		CC > 3,001 (G)/2,500 (D)	337	290	402	424	313	432	483	512	507	546	477	439	5,162	0.5%
	SUB TOTAL		401	493	683	536	475	700	677	879	740	828	722	764	7,898	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	6,992	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	2,031	20,883	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%
8.	AFFORDABLE ENERGY SAVING CARS 4X2	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%
		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	89,989	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	SHARE	
			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2022	%	
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	449	438	433	433	454	364	4,651	0.3%	
		CC > 3,001 (G)/2,500 (D)	1,441	1,769	2,748	2,918	1,199	2,376	2,773	2,399	3,500	2,656	2,108	2,789	21,789	1.3%	
	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	GVW 5 - 10 Ton (G/D)	83	73	69	35	68	98	72	220	157	203	268	167	1,513	0.1%	
		GVW 10 - 24 Ton (G/D)	165	62	47	11	20	8	16	25	41	47	30	61	533	0.0%	
		GVW > 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	GVW < 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%	
		GVW 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%	
		GVW 10 - 24 Ton (G/D)	626	464	650	336	381	464	493	638	705	768	614	428	6,775	0.6%	
	GVW > 24 Ton (G/D)		1,763	1,486	1,976	1,081	906	1,585	1,826	2,013	2,044	2,082	2,261	2,037	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	GVW < 5 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
		For all CC		-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
		SUB TOTAL		-	-	-	-	-	-	-	-	-	-	-	-	-	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				

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY DEC JAN-DEC 2021/2022

A. WHOLESALES

CATEGORY		2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%
		NOV	DEC			2021	2022			2021	2022		
1. SEDAN TYPE	CC ≤ 1,500 (G/D)	149	369	220	148%	32	369	337	1053%	1,886	2,618	732	39%
	1,501 < CC ≤ 3,000 (G/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)	42,530	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	86,529	-19,331	-18%
	2,501 < CC ≤ 3,000 (G)	2,113	-	-3	0%	1,949	-	-170	-100%	281	-	-281	-100%
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	138%	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%
	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%
6. TRUCK	GVW > 24 Ton (G/D)	2,113	2,076	-37	-2%	1,949	2,076	127	7%	12,873	21,611	8,738	71%
	CC ≤ 1,500 (G/D)	8	9	1	12.5%	9	9	0	0%	28	37	9	32%
	CC > 3,001 (G/2,500 (D)	8,988	9,137	149	2%	8,465	9,137	672	8%	72,900	92,634	19,734	27%
SUB TOTAL		13,115	3,189	1,874	143%	1,065	3,189	2,124	199%	13,476	19,521	6,045	45%
7. DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,315	-	0	0%	-	-	0	0%	-	-	0	0%
	For all CC	-	-	-	-	-	-	-	-	-	-	-	-
	CC ≤ 1,500 (G)	1,315	3,189	1,874	143%	1,065	3,189	2,124	199%	13,476	19,521	6,045	45%
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%
	CC ≤ 1500 (D)	16,685	17,112	427	3%	13,262	17,112	3,850	29%	146,520	158,206	11,686	8.0%
SUB TOTAL		16,685	17,112	427	3%	13,262	17,112	3,850	29%	146,520	158,206	11,686	8.0%
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

CATEGORY		2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%
		NOV	DEC			2021	2022			2021	2022		
1. SEDAN TYPE	CC ≤ 1,500 (G/D)	147	234	87	59.2%	170	234	64	38%	1,710	2,562	852	50%
	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	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%	376,808	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%
SUB TOTAL		1,669	1,751	82	4.9%	224	1,751	1,527	682%	1,461	18,668	17,207	1178%
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%	-	-	0	-100%	24	28	4	17%
SUB TOTAL		484	542	58	12.0%	265	542	277	105%	1,497	3,378	1,881	126%
5. PICK UP	GVW < 5 Ton (G/D)	11,567	12,932	1,365	11.8%	13,604	12,932	-672	-5%	137,696	139,065	1,369	1%
	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%
SUB TOTAL		2,034	2,031	-3	-0.1%	1,753	2,031	278	16%	13,330	20,883	7,553	57%
7. DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1,552	2,106	554	35.7%	1,565	2,106	541	35%	13,280	19,023	5,743	43%
	For all CC	-	-	0	0.0%	-	-	0	0%	-	-	0	0%
	CC ≤ 1,500 (G)	1,552	2,106	554	35.7%	1,565	2,106	541	35%	13,280	19,023	5,743	43%
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%
	CC ≤ 1500 (D)	17,609	19,603	1,994	11.3%	15,692	19,603	3,911	25%	145,219	180,172	34,953	24%
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		87,674	103,891	16,217	18.5%	101,468	103,891	2,423	2.4%	863,348	1,013,582	150,234	17.4%

C. PRODUCTION

CATEGORY			2022		+/-	%	DEC		+/-	%	JAN-DEC		+/-	%	
		NOV	DEC	2021			2022	2021			2022				
1.	SEDAN TYPE	CC ≤ 1,500 (G/D)	83	22	61	73%	3,319	22	-3,297	-99%	32,948	19,550	-13,398	-41%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	150	262	-112	-75%	86	262	176	205%	989	1,947	958	97%	
		CC > 3,001 (G/2,500 (D)	-	-	0	0%	-	-	0	0%	-	-	0	0%	
	SUB TOTAL		233	284	-51	-22%	3,405	284	-3,121	-1099%	33,937	21,497	-12,440	-37%	
2.	4X2 TYPE	CC < 1,500 (G/D)	80,791	75,541	5,250	6%	60,986	75,541	14,555	24%	546,797	832,622	285,825	52%	
		1,501 < CC ≤ 2,500 (G/D)	4,544	7,856	-3,312	-73%	11,477	7,856	-3,621	-32%	101,349	75,602	-25,747	-25%	
		2,501 < CC ≤ 3,000 (G)	2,541	2,320	221	9%	1,982	2,320	338	17%	20,306	37,559	17,253	85%	
	SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%	
3.	4X4 TYPE	CC < 1,500 (G/D)	87,876	85,717	2,159	2%	74,445	85,717	11,272	13%	668,452	945,783	277,331	41%	
		1,501 < CC ≤ 3,000 (G/2,500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%	
		CC > 3,001 (G/2,500 (D)	454	364	-90	-20%	852	364	-488	-57%	5,407	4,651	-756	-14%	
	SUB TOTAL		2,656	2,108	-548	-21%	374	2,108	1,734	464%	4,446	27,789	23,343	525%	
4.	BUS	GVW ≤ 10,24 Ton (G/D)	3,110	2,472	-638	-21%	1,226	2,472	1,246	50%	9,853	32,440	22,587	229%	
		GVW 5 - 10 Ton (G/D)	268	167	-101	-60%	39	167	128	328%	1,027	1,513	486	47%	
		GVW 10 - 24 Ton (G/D)	30	61	31	51%	81	61	-20	-25%	311	533	222	71%	
	SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%	
SUB TOTAL		298	228	-70	-31%	120	228	108	47%	1,338	2,046	708	53%		
5.	PICK UP	GVW ≤ 5 Ton (G/D)	13,072	13,355	283	2%	15,422	13,355	-2,067	-13%	157,890	160,171	2,281	1%	
		GVW 5 - 10 Ton (G/D)	6,158	5,943	-215	-4%	5,596	5,943	347	6%	59,137	66,532	7,395	13%	
		GVW 10 - 24 Ton (G/D)	614	428	-186	-43%	270	428	158	59%	3,701	6,775	3,074	83%	
	SUB TOTAL		2,261	1,855	-406	-22%	1,698	1,855	157	9%	10,145	20,372	10,227	101%	
SUB TOTAL		9,033	8,226	-807	-10%	7,564	8,226	662	8%	72,983	93,679	20,696	28%		
6.	TRUCK	GVW < 5 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%	
		GVW 5 - 10 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	0	0%	
		GVW 10 - 24 Ton (G/D)	-	-	-	0%	-	-	-	0%	-	-	-	0%	
	SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	-	-	-	0%	-	-	-	0%	-	-	-	0%	
		SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%
		SUB TOTAL		-	-	-	0%	-	-	-	0%	-	-	-	0%
	8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	21,479	23,919	2,440	10%	16,204	23,919	7,715	48%	177,514	214,530	37,016	21%
CC ≤ 1500 (D)			-	-	-	0%	-	-	-	0%	-	-	-	0%	
SUB TOTAL			21,479	23,919	2,440	10%	16,204	23,919	7,715	48%	177,514	214,530	37,016	21%	
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%		