

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

A. WHOLESALES

CATEGORY		MONTH												MARKET 2023	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC < 1.500 (G/D)	131	433	321	223	259	207	307	281	260	384	386	239	3.431	0.3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	266	635	617	521	721	599	482	585	521	437	349	374	6.127	0.6%
		CC > 3.001 (G)/2.501 (D)	-	1	1	1	7	4	3	1	4	6	4	33	0.0%	
SUB TOTAL		418	1,069	939	745	987	810	792	867	785	827	739	613	9,591	1.0%	
2.	4X2 TYPE	CC < 1.500 (G/D)	40,573	37,472	46,811	25,817	34,990	34,741	33,708	37,292	32,672	33,329	37,476	39,205	434,486	43.2%
		1.501 < CC ≤ 2.500 (G/D)	6,344	6,502	6,710	6,931	8,281	7,888	8,322	10,272	9,208	10,105	9,531	11,732	101,826	10.1%
		2.501 < CC ≤ 3.000 (G)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		48,352	45,390	55,106	34,317	44,612	43,504	43,893	48,730	42,999	44,318	49,572	53,216	554,009	55.1%	
3.	4X4 TYPE	CC < 1.500 (G/D)	104	75	103	57	98	61	98	69	60	41	89	84	939	0.1%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	520	611	684	448	617	553	736	652	542	437	598	6,978	0.7%	
		CC > 3.001 (G)/2.501 (D)	124	159	189	115	299	234	232	253	209	245	399	646	3,104	0.3%
SUB TOTAL		748	845	976	620	1,014	848	1,066	974	811	866	925	1,328	11,021	1.1%	
4.	BUS	GWV 5 - 10 Ton (G/D)	345	291	507	271	413	387	511	456	436	309	271	306	4,503	0.4%
		GWV 10 - 24 Ton (G/D)	90	94	62	36	69	125	140	150	218	164	243	331	1,722	0.2%
		GWV > 24 Ton (G/D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		435	385	569	307	483	512	651	606	654	474	514	637	6,227	0.6%	
5.	PICK UP	GWV < 5 Ton (G/D)	12,469	12,360	11,659	7,525	10,470	9,966	9,753	9,734	9,609	7,803	7,792	7,756	116,986	11.6%
		GWV 5 - 10 Ton (G/D)	6,212	4,769	5,895	2,522	2,923	3,716	2,979	3,926	3,406	3,833	4,123	4,708	49,012	4.9%
		GWV 10 - 24 Ton (G/D)	546	592	696	381	570	767	761	736	680	646	662	7,797	0.8%	
SUB TOTAL		6,581	7,195	8,859	3,888	5,643	6,318	5,323	6,486	5,897	6,082	7,051	7,751	7,77	21,072	2.1%
7.	DOUBLE CABIN 4X2 / 4X4	GWV < 5 Ton (G/D)	2,546	3,529	2,473	1,592	2,489	1,891	1,387	2,984	2,016	2,152	1,773	850	25,682	2.6%
		SUB TOTAL	2,546	3,529	2,473	1,592	2,489	1,891	1,387	2,984	2,016	2,152	1,773	850	25,682	2.6%
		CC ≤ 1200 (G) SAVING CARS 4X2	20,701	16,266	20,691	9,987	16,491	18,787	17,609	18,547	17,148	17,828	16,817	13,833	204,705	20.4%
SUB TOTAL		20,701	16,266	20,691	9,987	16,491	18,787	17,609	18,547	17,148	17,828	16,817	13,833	204,705	20%	
MARKET TOTAL		94,270	87,059	101,272	58,981	82,189	82,656	80,504	88,928	79,919	80,350	84,390	85,284	1,005,802	100%	
CUMMULATIVE		94,270	181,329	282,601	341,582	423,771	506,427	586,931	675,859	755,778	836,128	920,518	1,005,802			

B. RETAIL SALES

CATEGORY		MONTH												RETAIL 2023	SHARE %		
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC				
1.	SEDAN TYPE	CC < 1.500 (G/D)	114	379	400	149	227	288	248	342	248	313	279	174	3,161	0.3%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	412	434	616	414	579	541	460	553	547	388	417	390	5,751	0.6%	
		CC > 3.001 (G)/2.501 (D)	2	-	3	2	5	4	3	2	3	4	1	32	0.0%		
SUB TOTAL		528	813	1,019	565	811	833	711	898	797	704	700	565	8,944	0.9%		
2.	4X2 TYPE	CC < 1.500 (G/D)	39,321	35,602	43,537	31,913	36,694	33,577	31,834	35,609	34,226	33,786	35,711	39,641	431,451	43.2%	
		1.501 < CC ≤ 2.500 (G/D)	6,321	6,594	8,005	7,009	7,867	7,276	8,387	9,984	8,821	8,615	8,562	8,560	96,001	9.6%	
		2.501 < CC ≤ 3.000 (G)	-	-	-	1	-	-	-	-	-	-	-	1	0.0%		
SUB TOTAL		47,494	43,982	53,191	40,257	46,014	42,086	41,369	47,029	44,555	43,602	45,976	50,078	545,633	54.7%		
3.	4X4 TYPE	CC < 1.500 (G/D)	112	91	121	122	169	106	156	140	116	81	142	224	1,580	0.2%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	396	476	671	404	591	520	560	640	569	475	419	430	6,151	0.6%	
		CC > 3.001 (G)/2.501 (D)	187	208	169	137	185	223	207	284	282	315	421	488	3,106	0.3%	
SUB TOTAL		695	775	961	663	945	849	923	1,064	967	871	982	1,142	10,837	1.1%		
4.	BUS	GWV 5 - 10 Ton (G/D)	302	271	362	229	364	361	315	457	339	288	368	347	4,003	0.4%	
		GWV 10 - 24 Ton (G/D)	98	93	94	69	82	70	73	74	116	134	216	245	1,364	0.1%	
		GWV > 24 Ton (G/D)	-	-	-	-	1	-	-	-	-	1	-	-	2	0.0%	
SUB TOTAL		400	364	456	298	447	431	388	531	455	423	584	592	5,369	0.5%		
5.	PICK UP	GWV < 5 Ton (G/D)	14,065	11,702	12,623	10,276	10,377	9,571	10,447	9,710	9,529	9,402	10,878	12,052	124,456	12.4%	
		GWV 5 - 10 Ton (G/D)	5,517	5,289	5,447	2,556	3,655	3,775	3,904	4,109	4,232	3,671	4,157	4,599	50,911	5.1%	
		GWV 10 - 24 Ton (G/D)	555	670	756	418	646	674	810	913	755	700	714	811	8,422	0.8%	
SUB TOTAL		7,817	7,772	8,179	3,770	5,913	6,041	6,584	6,679	6,648	6,224	6,672	7,089	79,588	8.0%		
7.	DOUBLE CABIN 4X2 / 4X4	GWV < 5 Ton (G/D)	2,558	2,250	1,878	1,464	2,183	2,929	1,257	2,774	2,098	1,985	2,010	1,686	25,072	2.5%	
		SUB TOTAL	2,558	2,250	1,878	1,464	2,183	2,929	1,257	2,774	2,098	1,985	2,010	1,686	25,072	2.5%	
		CC ≤ 1200 (G) SAVING CARS 4X2	17,335	16,371	19,546	14,691	15,971	16,473	15,555	16,749	15,754	16,108	16,455	17,556	198,564	19.9%	
SUB TOTAL		17,335	16,371	19,546	14,691	15,971	16,473	15,555	16,749	15,754	16,108	16,455	17,556	198,564	19.9%		
RETAIL TOTAL		90,892	84,029	96,502	68,531	82,189	82,656	80,019	76,358	86,371	80,984	79,446	82,781	89,866	998,059	100%	
CUMMULATIVE		90,892	174,921	271,423	339,954	422,514	502,533	578,891	665,262	746,246	825,692	908,473	998,059				

C. PRODUCTION

CATEGORY		MONTH												PROD 2023	SHARE %	
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC			
1.	SEDAN TYPE	CC < 1.500 (G/D)	24	36	68	40	25	13	11	1	-	23	-	241	0.0%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	216	252	293	210	279	258	233	401	200	266	133	144	2,885	0.2%
		CC > 3.001 (G)/2.501 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
SUB TOTAL		240	288	361	250	304	258	246	412	201	266	156	144	3,126	0.2%	
2.	4X2 TYPE	CC < 1.500 (G/D)	73,348	70,669	77,266	45,029	67,582	59,214	66,366	69,201	62,620	65,785	66,70			

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BY CATEGORY JAN-DEC 2022/2023

A. WHOLESALES

1.	SEDAN TYPE	CATEGORY		2023		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
		NOV	DEC					2022	2023			2022	2023		
		CC ≤ 1.500 (G/D)	386	239	-147	-38%	369	239	-130	-35%	2.618	3.431	813	31%	
1.501 < CC ≤ 2.500 (G/D)	349	374	25	7%	586	374	-212	-36%	5.115	6.127	1.012	20%			
CC > 3.001 (G) / 2.500 (D)	4	-	-4	-100%	7	-	-7	-100%	45	33	-12	-27%			
SUB TOTAL	739	613	-126	-17%	962	613	-349	-36%	7.778	9.591	1.813	23%			
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	37.876	39.205	1.329	4%	43.499	39.205	-4.294	-10%	502.219	434.486	-67.733	-13%	
1.501 < CC ≤ 2.500 (G/D)	9.531	11.732	2.201	23%	9.160	11.732	2.572	28%	86.529	101.826	15.297	18%			
2.501 < CC ≤ 3.000 (G)	-	-	0	0%	-	-	0	0%	-	-	0	0%			
CC > 3.001 (G) / 2.500 (D)	2.165	2.279	114	5%	831	2.279	1.448	174%	29.538	17.697	-2.841	-14%			
SUB TOTAL	49.572	53.216	3.644	7%	53.490	53.216	-274	-1%	609.286	554.009	-55.277	-9%			
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	89	84	-5	-6%	119	84	(35)	-29%	1.173	939	(234)	-20%	
1.501 < CC ≤ 3.000 (G) / 2.500 (D)	437	598	161	37%	460	598	138	30%	5.227	6.978	1.751	33%			
CC > 3.001 (G) / 2.500 (D)	399	646	247	62%	432	646	214	50%	1.893	3.104	1.211	64%			
SUB TOTAL	925	1.328	403	44%	1.011	1.328	317	31%	8.293	11.021	2.728	33%			
4.	BUS	GVW 5 - 10 Ton (G/D)	271	306	35	13%	182	306	124	68%	1.613	4.503	2.890	179%	
GVW 10 - 24 Ton (G/D)	243	331	88	36%	108	331	223	206%	983	1.722	739	75%			
GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	-	-	2	0%			
SUB TOTAL	514	637	123	24%	290	637	347	120%	2.596	6.227	3.631	140%			
5.	PICK UP	GVW < 5 Ton (G/D)	7.792	7.756	-36	0%	20.163	7.756	-12.407	-62%	149.726	116.886	-32.740	-22%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4.123	4.708	585	14%	6.336	4.708	-1.628	-26%	63.661	49.012	-14.649	-23%	
GVW 10 - 24 Ton (G/D)	646	662	16	2%	725	662	-63	-9%	7.362	7.797	435	6%			
GVW > 24 Ton (G/D)	1.489	1.681	192	13%	2.076	1.681	-395	-19%	21.611	20.772	-839	-4%			
SUB TOTAL	6.258	7.051	793	11%	9.137	7.051	-2.086	-23%	92.634	77.581	-15.053	-16%			
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	1.773	850	-923	-52%	3.189	850	-2.339	-73%	19.521	25.682	6.161	32%	
SUB TOTAL	1.773	850	-923	-52%	3.189	850	-2.339	-73%	19.521	25.682	6.161	32%			
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16.817	13.833	-2.984	-18%	17.112	13.833	-3.279	-19%	158.206	204.705	46.499	29%	
CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%			
SUB TOTAL	16.817	13.833	-2.984	-18%	17.112	13.833	-3.279	-19%	158.206	204.705	46.499	29.4%			
TOTAL			84.390	85.284	894	1%	105.354	85.284	-20.070	-19%	1.048.040	1.005.802	(42.238)	-4.0%	

B. RETAIL SALES

1.	SEDAN TYPE	CATEGORY		2023		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
		NOV	DEC	2022	2023			2022	2023			2022	2023		
		CC ≤ 1.500 (G/D)	279	174	-105	-37.6%	234	174	-60	-26%	2.562	3.161	599	23%	
1.501 < CC ≤ 3.000 (G) / 2.500 (D)	417	390	-27	-6.5%	597	390	-207	-35%	5.607	5.751	144	3%			
CC > 3.001 (G) / 2.500 (D)	4	1	-3	-75.0%	9	1	-8	-89%	37	32	-5	-14%			
SUB TOTAL	700	565	-135	-19.3%	840	565	-275	-33%	8.206	8.944	738	99%			
2.	4X2 TYPE	CC ≤ 1.500 (G/D)	35.711	39.641	3.930	11.0%	48.330	39.641	-8.889	-18%	460.385	431.451	-28.914	-6%	
1.501 < CC ≤ 2.500 (G/D)	8.562	8.560	-2	0%	7.534	8.560	1.026	14%	86.803	96.001	9.198	11%			
2.501 < CC ≤ 3.000 (G)	-	-	0	0%	-	-	0	0%	1	1	0	0%			
CC > 3.001 (G) / 2.500 (D)	1.703	1.877	174	10.2%	1.751	1.877	126	7%	18.668	18.180	-488	-3%			
SUB TOTAL	45.976	50.078	4.102	6.9%	57.615	50.078	-7.537	-13%	563.837	545.633	-20.204	-4%			
3.	4X4 TYPE	CC ≤ 1.500 (G/D)	142	224	62	57.7%	97	224	127	131%	1.088	1.580	492	45%	
1.501 < CC ≤ 3.000 (G) / 2.500 (D)	419	430	11	2.6%	439	430	-9	-2%	5.162	6.151	989	19%			
CC > 3.001 (G) / 2.500 (D)	421	488	67	15.9%	228	488	260	114%	16.648	31.06	1.458	88%			
SUB TOTAL	982	1.142	160	16.3%	764	1.142	-378	49%	7.988	10.837	2.939	37%			
4.	BUS	GVW 5 - 10 Ton (G/D)	368	347	-21	-5.7%	436	347	-89	-20%	2.510	4.003	1.493	59%	
GVW 10 - 24 Ton (G/D)	216	245	29	13.4%	106	245	139	131%	840	1.364	524	62%			
GVW > 24 Ton (G/D)	-	-	0	0%	-	-	0	0%	28	2	-26	-93%			
SUB TOTAL	584	592	8	14%	542	592	-50	9%	3.378	5.369	1.991	59%			
5.	PICK UP	GVW < 5 Ton (G/D)	9.402	10.878	1.476	15.7%	12.932	10.878	-2.054	-16%	139.065	124.052	-15.013	-11%	
6.	TRUCK	GVW 5 - 10 Ton (G/D)	4.157	4.599	442	10.6%	6.673	4.599	-2.074	-31%	62.128	50.911	-11.217	-18%	
GVW 10 - 24 Ton (G/D)	714	811	97	13.6%	785	811	26	3%	6.992	8.422	1.430	20%			
GVW > 24 Ton (G/D)	1.801	1.679	-122	-6.8%	2.031	1.679	-352	-17%	20.883	20.255	-628	-3%			
SUB TOTAL	6.672	7.089	417	6.3%	9.489	7.089	-2.400	-25%	90.003	79.588	-10.415	-12%			
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D) For all CC	2.010	1.686	-324	-16.1%	2.106	1.686	-420	-20%	19.023	25.072	6.049	32%	
SUB TOTAL	2.010	1.686	-324	-16.1%	2.106	1.686	-420	-20%	19.023	25.072	6.049	32%			
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	16.455	17.556	1.101	6.7%	19.603	17.556	-2.047	-10%	180.172	198.564	18.392	10%	
CC ≤ 1500 (D)	-	-	-	0%	-	-	-	0%	-	-	-	0%			
SUB TOTAL	16.455	17.556	1101	6.7%	19.603	17.556	-2.047	-10%	180.172	198.564	18.392	10%			
TOTAL			82.781	89.586	6.805	8.2%	103.891	89.586	-14.305	-13.8%	1.013.582	998.059	(15.523)	-1.5%	

D. EXPORT

1.	SEDAN TYPE	EXPORTS		2023		+/-	%	DEC		+/-	%	JAN - DEC		+/-	%
		NOV	DEC	2022	2023			2022	2023			2022	2023		
		CBU (UNIT)	42.219	36.449	-5.770	-13.7%	49.996	36.449	-13.547	-27.1%	473.602	505.134	31.532	6.7%	
CKD (SET)	7.450	7.088	-362	-4.9%	5.775	7.088	1.313	22.7%	96.541	65.781	-30.760	-31.9%			
COMPONENTS (PIECES)	7.772.206	8.337.302	565.096	7.3%	12.853.636	8.337.302	-4.516.394	-35.1%	166.839.841	150.250.640	-16.589.201	-9.9%			
TOTAL	116.266	97.911	-18.355	-15.8%	134.201	97.911	-36.290	-27.0%	1.470.146	1.395.717	-74.429	-5.1%			

E. IMPORT

1.	SEDAN TYPE	IMPORTS		2023		+/-	%	DEC		+/-	%	JAN - DEC		+/-