

**WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT**  
BY CATEGORY JAN SEP 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	-	-	-	1.853	0,3%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	50	145	145	92	213	119	142	226	171	-	-	-	1.303	0,2%
		CC > 3.001 (G)/2.501 (D)	-	-	-	1	1	-	-	2	1	-	-	-	5	0,0%
		<b>SUB TOTAL</b>	<b>357</b>	<b>288</b>	<b>547</b>	<b>295</b>	<b>484</b>	<b>210</b>	<b>300</b>	<b>347</b>	<b>333</b>	-	-	-	<b>3.161</b>	<b>0,6%</b>
2.	4X2 TYPE	CC < 1.500 (G/D)	25.778	30.888	33.264	22.573	27.253	27.134	27.908	28.057	26.695	-	-	-	249.550	44,4%
		1.501 < CC ≤ 2.500 (G/D)	7.595	8.752	7.791	6.004	7.006	6.289	5.868	5.491	7.888	-	-	-	62.684	11,2%
		2.501 < CC ≤ 3.000 (G)	42	35	28	24	31	22	23	25	17	-	-	-	247	0,0%
		CC > 3.001 (G)/2.501 (D)	1.079	1.293	1.161	1.496	1.443	1.380	1.072	1.217	1.000	-	-	-	11.141	2,0%
3.	4X4 TYPE	<b>SUB TOTAL</b>	<b>34.494</b>	<b>40.968</b>	<b>42.244</b>	<b>30.097</b>	<b>35.733</b>	<b>34.825</b>	<b>34.871</b>	<b>34.790</b>	<b>35.600</b>	-	-	-	<b>323.622</b>	<b>57,6%</b>
		CC < 1.500 (G/D)	481	945	1.371	1.319	871	673	946	532	535	-	-	-	7.673	1,4%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	390	562	683	457	434	508	451	608	636	-	-	-	4.729	0,8%
		CC > 3.001 (G)/2.500 (D)	263	269	237	242	339	386	430	400	283	-	-	-	2.849	0,5%
4.	BUS	<b>SUB TOTAL</b>	<b>1.134</b>	<b>1.776</b>	<b>2.291</b>	<b>2.018</b>	<b>1.644</b>	<b>1.567</b>	<b>1.827</b>	<b>1.540</b>	<b>1.454</b>	-	-	-	<b>15.251</b>	<b>2,7%</b>
		GVW 5 - 10 Ton (G/D)	308	284	302	228	214	256	221	331	237	-	-	-	2.381	0,4%
		GVW 10 - 24 Ton (G/D)	105	114	104	94	100	113	103	100	-	-	-	936	0,2%	
		GVW > 24 Ton (G/D)	5	8	10	4	2	-	7	9	3	-	-	-	48	0,0%
5.	PICK UP	<b>SUB TOTAL</b>	<b>418</b>	<b>406</b>	<b>416</b>	<b>326</b>	<b>316</b>	<b>369</b>	<b>331</b>	<b>443</b>	<b>340</b>	-	-	-	<b>3.365</b>	<b>0,6%</b>
		GVW < 5 Ton (G/D)	7.655	7.841	6.996	5.521	8.522	7.113	8.502	9.682	9.933	-	-	-	71.765	12,8%
		GVW 5 - 10 Ton (G/D)	3.195	3.141	2.535	2.215	2.890	3.269	3.014	3.242	3.561	-	-	-	27.062	4,8%
		GVW 10 - 24 Ton (G/D)	367	374	216	272	345	373	413	361	355	-	-	-	3.076	0,5%
6.	TRUCK	<b>SUB TOTAL</b>	<b>4.650</b>	<b>4.769</b>	<b>3.728</b>	<b>3.382</b>	<b>4.426</b>	<b>4.823</b>	<b>4.378</b>	<b>4.763</b>	<b>4.869</b>	-	-	-	<b>39.788</b>	<b>7,1%</b>
		CC < 1.500 (G/D)	963	2.690	2.240	1.643	1.176	1.669	1.746	1.942	1.747	-	-	-	15.816	2,8%
		For all CC	-	-	-	-	-	-	-	-	-	-	-	-	-	
		<b>SUB TOTAL</b>	<b>963</b>	<b>2.690</b>	<b>2.240</b>	<b>1.643</b>	<b>1.176</b>	<b>1.669</b>	<b>1.746</b>	<b>1.942</b>	<b>1.747</b>	-	-	-	<b>15.816</b>	<b>2,8%</b>
8.	AFFORDABLE ENERGY SAVING CARS 4X2	CC ≤ 1200 (G)	12.324	13.618	12.726	9.087	8.546	7.762	8.923	8.270	7.795	-	-	-	89.051	15,9%
		CC ≤ 1500 (D)	-	-	-	-	-	-	-	-	-	-	-	-	0,0%	
		<b>SUB TOTAL</b>	<b>12.324</b>	<b>13.618</b>	<b>12.726</b>	<b>9.087</b>	<b>8.546</b>	<b>7.762</b>	<b>8.923</b>	<b>8.270</b>	<b>7.795</b>	-	-	-	<b>89.051</b>	<b>16%</b>
		<b>MARKET TOTAL</b>	<b>61.995</b>	<b>72.356</b>	<b>71.188</b>	<b>52.369</b>	<b>60.847</b>	<b>58.338</b>	<b>60.878</b>	<b>61.777</b>	<b>62.071</b>	-	-	-	<b>561.819</b>	<b>100%</b>
<b>CUMMULATIVE</b>		<b>61.995</b>	<b>134.351</b>	<b>205.539</b>	<b>257.908</b>	<b>318.755</b>	<b>377.093</b>	<b>437.971</b>	<b>499.748</b>	<b>561.819</b>	-	-	-	-	-	

**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	-	-	-	2.315	0,4%
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	161	215	204	111	154	159	157	298	215	-	-	-	1.674	0,3%
		CC > 3.001 (G)/2.501 (D)	-	-	-	1	1	-	-	1	2	-	-	-	5	0,0%
		<b>SUB TOTAL</b>	<b>452</b>	<b>467</b>	<b>618</b>	<b>311</b>	<b>422</b>	<b>408</b>	<b>414</b>	<b>511</b>	<b>391</b>	-	-	-	<b>3.994</b>	<b>0,7%</b>
2.	4X2 TYPE	CC < 1.500 (G/D)	27.136	28.626	34.332	26.260	25.595	26.751	26.827	28.828	27.261	-	-	-	251.616	42,9%
		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	-	-	-	66.357	11,3%
		2.501 < CC ≤ 3.000 (G)	22	31	35	27	25	30	16	25	24	-	-	-	235	0,0%
		CC > 3.001 (G)/2.501 (D)	1.073	1.407	1.489	1.238	1.185	1.157	1.184	1.356	1.143	-	-	-	11.232	1,9%
3.	4X4 TYPE	<b>SUB TOTAL</b>	<b>35.782</b>	<b>38.622</b>	<b>45.038</b>	<b>33.915</b>	<b>33.955</b>	<b>35.005</b>	<b>34.860</b>	<b>37.293</b>	<b>34.970</b>	-	-	-	<b>329.440</b>	<b>56,2%</b> </

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

**A. WHOLESALES**

1.	SEDAN TYPE	CATEGORY		2025		+/-	%	SEP		+/-	%	JAN - SEP		+/-	%
		AUG	SEP	2024	2025			2024	2025			2024	2025		
		CC ≤ 1.500 (G/D)	119	161	42	35%	603	161	-442	-73%	5.002	1.853	-3.149	-63%	
2.	4X2 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	226	171	-55	-24%	484	171	-313	-65%	3.153	1.303	-1.850	-59%	
		CC > 3.001 (G)/2.500 (D)	2	1	-1	-50%	-	1	1	0%	5	5	0	0%	
		<b>SUB TOTAL</b>	<b>347</b>	<b>333</b>	<b>-14</b>	<b>-4%</b>	<b>1.087</b>	<b>333</b>	<b>-754</b>	<b>-69%</b>	<b>8.160</b>	<b>3.161</b>	<b>-4.999</b>	<b>-61%</b>	
		CC ≤ 1.500 (G/D)	28.057	26.695	-1.362	-5%	29.393	26.695	-2.698	-9%	257.557	249.550	-8.007	-3%	
3.	4X4 TYPE	1.501 < CC ≤ 2.500 (G/D)	5.491	7.888	2.397	44%	8.982	7.888	-1.094	-12%	72.250	62.684	-9.566	-13%	
		2.501 < CC ≤ 3.000 (G)	25	17	-8	-32%	7	17	10	143%	7	247	240	3429%	
		CC > 3.001 (G)/2.500 (D)	1.217	1.000	-217	-18%	1.945	1.000	-945	-49%	10.947	11.141	194	2%	
		<b>SUB TOTAL</b>	<b>34.790</b>	<b>35.600</b>	<b>810</b>	<b>2%</b>	<b>40.327</b>	<b>35.600</b>	<b>-4.727</b>	<b>-12%</b>	<b>340.761</b>	<b>323.622</b>	<b>-17.139</b>	<b>-5%</b>	
4.	BUS	CC ≤ 1.500 (G/D)	532	535	3	1%	348	535	187	54%	1.791	7.673	5.882	328%	
		GVW 10 - 24 Ton (G/D)	608	636	28	5%	922	636	-286	-31%	5.561	4.729	-832	-15%	
		GVW > 24 Ton (G/D)	400	283	-117	-29%	381	283	-98	-26%	2.401	2.849	448	19%	
		<b>SUB TOTAL</b>	<b>1.540</b>	<b>1.454</b>	<b>-86</b>	<b>-6%</b>	<b>1.651</b>	<b>1.454</b>	<b>-197</b>	<b>-12%</b>	<b>9.753</b>	<b>15.251</b>	<b>5.498</b>	<b>56%</b>	
5.	PICK UP	GVW < 5 Ton (G/D)	9.682	9.933	251	3%	7.794	9.933	2.139	27%	74.045	71.765	-2.280	-3%	
		GVW 5 - 10 Ton (G/D)	3.242	3.561	319	10%	3.402	3.561	159	5%	31.452	27.062	-4.390	-14%	
		GVW 10 - 24 Ton (G/D)	361	355	-6	-2%	448	355	-93	-21%	3.522	3.076	-446	-13%	
		GVW > 24 Ton (G/D)	1.160	953	-207	-18%	1.671	953	-718	-43%	13.590	9.650	-3.940	-29%	
6.	TRUCK	<b>SUB TOTAL</b>	<b>4.763</b>	<b>4.869</b>	<b>106</b>	<b>2%</b>	<b>5.521</b>	<b>4.869</b>	<b>-652</b>	<b>-12%</b>	<b>48.564</b>	<b>39.788</b>	<b>-8.776</b>	<b>-18%</b>	
7.	DOUBLE CABIN 4X2 / 4X4	GVW < 5 Ton (G/D)	1.942	1.747	-195	-10%	1.625	1.747	122	8%	13.367	15.816	2.449	18%	
		For all CC	-	-	0	0%	-	-	0	0%	-	-	0	0%	
		<b>SUB TOTAL</b>	<b>1.942</b>	<b>1.747</b>	<b>-195</b>	<b>-10%</b>	<b>1.625</b>	<b>1.747</b>	<b>122</b>	<b>8%</b>	<b>13.367</b>	<b>15.816</b>	<b>2.449</b>	<b>18%</b>	
		<b>TOTAL</b>	<b>8.270</b>	<b>7.795</b>	<b>-475</b>	<b>-6%</b>	<b>14.673</b>	<b>7.795</b>	<b>-6.878</b>	<b>-47%</b>	<b>134.818</b>	<b>89.051</b>	<b>-45.767</b>	<b>-33,9%</b>	
<b>TOTAL</b>			<b>61.777</b>	<b>62.071</b>	<b>294</b>	<b>0%</b>	<b>73.108</b>	<b>62.071</b>	<b>-11.037</b>	<b>-15%</b>	<b>633.660</b>	<b>561.819</b>	<b>(71.841)</b>	<b>-11,3%</b>	

**B. RETAIL SALES**

1.	SEDAN TYPE	CATEGORY		2025		+/-	%	SEP		+/-	%	JAN - SEP		+/-	%
		AUG	SEP	2024	2025			2024	2025			2024	2025		
		CC ≤ 1.500 (G/D)	212	174	-38	-17,9%	665	174	-491	-74%	4.311	2.315	-1.996	-46%	
2.	4X2 TYPE	1.501 < CC ≤ 3.000 (G)/2.500 (D)	298	215	-83	-27,9%	448	215	-233	-52%	3.217	1.674	-1.543	-48%	
		CC > 3.001 (G)/2.500 (D)	1	2	1	100,0%	-	2	2	0%	11	5	-6	-55%	
		<b>SUB TOTAL</b>	<b>511</b>	<b>391</b>	<b>-120</b>	<b>-23,5%</b>	<b>1.113</b>	<b>391</b>	<b>-722</b>	<b>-65%</b>	<b>7.539</b>	<b>3.994</b>	<b>-3.545</b>	<b>-47%</b>	
		CC ≤ 1.500 (G/D)	28.828	27.261	-1.567	-5,4%	29.239	27.261	-1.978	-7%	276.679	251.616	-25.063	-9%	
3.	4X4 TYPE	1.501 < CC ≤ 2.500 (G/D)	7.084	6.542	-542	-7,7%	9.227	6.542	-2.685	-29%	75.002	66.357	-8.645	-12%	
		2.501 < CC ≤ 3.000 (G)	25	24	-1	-4,0%	3	24	21	700%	3	235	232	7733%	
		CC > 3.001 (G)/2.500 (D)	1.356	1.143	-213	-15,7%	1.278	1.143	-135	-11%	11.616	11.232	-384	-3%	
		<b>SUB TOTAL</b>	<b>37.293</b>	<b>34.970</b>	<b>-2.323</b>	<b>-6,2%</b>	<b>39.747</b>	<b>34.970</b>	<b>-4.777</b>	<b>-12%</b>	<b>363.300</b>	<b>329.440</b>	<b>-33.860</b>	<b>-9%</b>	
4.	BUS	CC ≤ 1.500 (G/D)	1.131	827	-304	-26,9%	356	827	471	132%	1.902	9.873	7.971	419%	
		1.501 < CC ≤ 3.000 (G)/2.500 (D)	647	648	1	0,2%	950	648	-302	-32%	5.407	4.921	-486	-9%	
		CC > 3.001 (G)/2.500 (D)	347	336	-11	-3,2%	302	336	34	11%	2.528	2.818	290	11%	
		<b>SUB TOTAL</b>	<b>2.125</b>	<b>1.811</b>	<b>-314</b>	<b>-14,8%</b>	<b>1.608</b>	<b>1.811</b>	<b>-203</b>	<b>13%</b>	<b>9.837</b>	<b>17.612</b>	<b>7.775</b>	<b>79%</b>	
5.	PICK UP	GVW 5 - 10 Ton (G/D)	318	224	-94	-29,6%	384	224	-160	-42%	2.895	2.328	-567	-20%	
		GVW 10 - 24 Ton (G/D)	69	98	29	42,0%	142	98	-44	-31%	1.373	1.087	-286	-21%	
		GVW > 24 Ton (G/D)	4	2	-2	-50,0%	6								