AutoTeamAustralia

APRIL 2011 VFACTS REPORT

Prepared by Autoteam Australia Consulting

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APRIL 2011 VFACTS HIGHLIGHTS

April 2011, the Automotive Industry in Australia achieved total vehicle sales of 74,214 units, down 7,187 units or 8.8% on April month 2010. The decrease in year over year sales volume is the fifth consecutive month for volume loss. April 2011 month represents the fifth best April month on record and on a Seasonally Adjusted Annual Rate, the industry came in at 985,000 units, a SAAR that may surprise many in the industry as most commentators were forecasting a lower April sales result.

April 2011 included the same number of retail days as April 2010, however, in 2011 with the timing for the Easter period in conjunction with Anzac day, it provided an extended break for many people and this may have adversely impacted on total vehicle sales for the month.

The impact of the recent tsunami in Japan is starting to affect vehicle sales in Australia, and globally. Industry analysts forecast that the impact could be between one and one and a half month supply to the industry, or lost global production of between 6 and 9 million vehicles for the year. The major issue is not the vehicle manufacturing and assembly operation but component suppliers to the industry. The majority of global producers source vehicle components from the region and as such production around the globe is impacted.

In Australia most brands will be impacted to varying degrees. Several brands have indicated that the impact on their vehicle availability will be minimal, while others have indicated that they will lose in excess of one month availability prior to year end. This will not be the loss of one month availability at the one time but a reduction of availability for several months through to year end. One manufacturer has indicated that they will not be back to normal availability before November 2011.

Prior to the Japanese tsunami the average new vehicle dealer in Australia was carrying in excess of 60 days' supply of new vehicles. Autoteam Australia Consulting benchmark for new vehicle days' supply is 45 days, therefore the majority of dealers were carrying too much stock at the time. The issue is that this excess stock which dealers were carrying in many cases was "toxic" stock or the wrong stock. Most dealers work on a consistent basis with about two thirds of their stock, turning this stock over on a regular basis. The remaining third turns over less frequently and is generally sold on a heavily discounted basis.

With lower stock availability this may represent an ideal time for dealers to increase gross on new vehicle sales.

Despite the tsunami and April extended break impact last month, April 2011 vehicle sales in Australia remained robust. Economic data for Australia is providing a mixed reaction and therefore uncertainty in consumer confidence. The most recent CPI data released indicates that our cost of living is on the rise, the unemployment rate remains steady and the Reserve Bank has held interest rates since late 2010. The strong Australian dollar (almost at record level) has impacted on the cost of vehicles in Australia with pricing being key to vehicle sales. The offset of course being that our exports become more expensive.

The introduction into Australia of several manufacturers from lower cost countries, principally China, has resulted in a very price competitive market with most manufacturers having to take price reductions or specification upgrades to remain competitive. We now see vehicles available in Australia from as low as RRP of $10,990 drive away

Vehicle pricing remains a very important decision when purchasing a vehicle, behind fuel economy and quality. In today's market all vehicles are of excellent quality levels, therefore price becomes more important in making a decision at time of purchase. Quality and specification levels are competitive throughout the industry and therefore if you are not competitive on price then sales volume will be lost.

Manufacturer and dealer vehicle incentives continue to, and will continue into the near future, drive vehicle sales volume. Consumer brand loyalty, especially in the price sensitive market segments, to a large degree does not exist today. These lower priced new vehicles are often sold at the expense of what may have historically been a used vehicle sale.

With lower stock availability, this may represent an ideal time for dealers to increase gross on new vehicle sales. Autoteam would like to see a situation where dealers are again achieving acceptable gross in the new vehicle department and the department again returns to an accounted profit. The most recent financial data we have from our dealers indicates, that on an accounted basis, the majority of dealers in Australia in the New Car Department have incurred significant losses over recent months.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been revised to 1,000,000 units.

April vehicle sales compared to history is as follows:

Record Vehicle Industry

	April Month	April YTD
Passenger	13th	7th
SUV	2nd	1st
Light Commercial	6th	2nd
Heavy Truck	12th	9th
Total Industry	5th	4th

Industry Highlights

- All industry segments were down for the month with Passenger Vehicles down the most, 5.591 units or 11.9% compared to April 2010. While the SUV industry was down in sales volume it has increased its share of the total vehicle industry April year to date with a 2011 share of 23.6% compared to 22.4% the same time last year. The Light Commercial industry was down least, 392 units or 2.8% for the month. Heavy Truck sales remain sluggish with April 2011 sales down 8.5% on the same time last year. On a Seasonally Adjusted Annual Rate, the Heavy Truck Industry is running at just 27,000 units , compared to the record industry of 38,231 units in 2007.
- All segments in the Passenger Industry were down in sales for April 2011 compared to April 2010. The greatest volume loss was incurred by the Small (1,744 units) and Large (1,867 units) Segments. Combined the Light and Small Segments year to date account for 67.8% of all Passenger Vehicle sales. Long term these two vehicle segments will account for about 75% of the all passenger vehicle sales in Australia, as they are the most fuel efficient passenger vehicles in the market. In addition, most manufacturers are developing more of these vehicles to meet consumer demands. Of the volume loss in the Small Passenger Segment, Lancer accounted for 444 units, while in the Large Segment Falcon volume was down 1,306 for the month. Falcon year to date sales of 5,905 units represents the lowest Falcon April year to date sales volume since VFACTS was introduced in 1991.

  Within the SUV Industry, the Compact and Luxury Segments again both achieved year over year volume gains for April. Volume growth in the Compact Segment was led by Hyundai ix35 (393 units), while for the Luxury Segment volume growth was spread evenly throughout most products. Sales volume loss in the Medium Segment was led by Territory, down 486 units for the month. Stock availability through run out of the old model has adversely impacted on sales of this product.

  Within the Light Commercial Industry, Light Bus (low absolute volume) and PU/CC 4X4 Segments both achieved volume growth for April. Growth in the PU/CC 4X4 segment was led by Triton, up 556 units for the month.

- Among all States and Territories, only Queensland achieved volume growth year over year, up 77 units or 0.5%. Both Tasmania and Western Australia incurred a volume loss of in excess of 20% while Victorian vehicle sales were down 13.8% or 3,125 units for the month.
- By buyer type, only rental vehicle sales achieved year over year volume growth in April, up 1,588 units or 62.2%. Business sales were down most for the month, 7,303 units or 19.1%.
- By fuel type, only hybrid vehicle sales were up, 15.2% for the month (off a low base). Petrol vehicle sales were down 6,024 units or 10.5% for the month while LPG sales were down 68.5%. The reduction in LPG sales is a reflection of the reduced Falcon and Commodore sales volume year over year and reduced availability of LPG products by the manufacturers.
- Locally manufactured vehicle industry share for April accounted for just 11.6% of the total vehicle industry, despite the introduction of the Holden Cruze, and compares to 14.2% for April 2010. April year to date locally manufactured vehicles account for only 11.4% of all vehicle sales. The locally manufactured vehicles share of the total vehicle industry for the traditional locally produced vehicles will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. The introduction of Holden Cruze as a locally produced vehicle will provide some volume growth. The larger locally manufactured vehicles in this segment remain the vehicle of preference for government and large fleet sales.
- Toyota maintained SUV and Light Commercial market leadership for April, while Holden maintained Passenger market leadership. Toyota achieved total vehicle sales of 13,683 units for April for a market share of 18.4%. Holden was second (9,113 units), ahead of Hyundai (6,857 units), Ford (6,465 units) and Mazda (6,346 units). April 2011 year to date, Mazda has retained third place in the vehicle market with sales volume of 29,229 units, ahead of Ford with sales volume of 29,178 units. The April sales result has maintained Honda in tenth place in the vehicle industry, both for the month and year to date.
- Holden Commodore was the top selling vehicle for the month of April with sales of 3,075 units, ahead of Mazda 3 (3,044 units), HiLux 3 (2,889 units), Cruze (2,582 units) and i30 (2,531 units). Ford Falcon has moved out of the top ten, both for the month and year to date.

Top 10 Selling Vehicles

	April Month		April Year To Date	
	Model	Volume	Model	Volume
1	Commodore	3075	Mazda 3	14203
2	Mazda 3	3044	Commodore	13719
3	HiLux	2889	HiLux	12300
4	Cruze	2582	Corolla	12170
5	i30	2531	Cruze	10028
6	Corolla	2458	i30	9236
7	Triton	1840	Navara	8013
8	Getz	1717	Getz	6803
9	Camry	1577	Lancer	6448
10	Lancer	1468	Triton	6336

April 2011 Total Vehicle Industry

	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	47156	41565	-5591	-11.9	56.0	192282	180787	-11495	-6.0	56.0
SUV	18067	17054	-1013	-5.6	23.0	74683	76068	1385	1.9	23.6
Lt Com'l	13927	13535	-392	-2.8	18.2	57539	58114	575	1.0	18.0
Hvy Trk	2251	2060	-191	-8.5	2.8	8724	7709	-1015	-11.6	2.4
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Vehicle Segmentation

	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	10943	10162	-781	-7.1	24.3	44865	45030	165	0.4	24.9
Small	19397	17653	-1744	-9.0	42.5	78246	77504	-742	-0.9	42.9
Medium	6277	5734	-543	-8.7	13.8	25913	23447	-2466	-9.5	13.0
Large	7723	5856	-1867	-24.2	14.1	32094	25557	-6537	-20.4	14.1
Up Large	277	240	-37	-13.4	0.6	1040	1054	14	1.3	0.6
PM	1159	941	-218	-18.8	2.3	4199	3637	-562	-13.4	2.0
Sports	1380	979	-401	-29.1	2.4	5925	4558	-1367	-23.1	2.5
Pass.	47156	41565	-5591	-11.9	100.0	192282	180787	-11495	-6.0	100.0
Compact	8150	8662	512	6.3	50.8	34187	38141	3954	11.6	50.2
Medium	7220	5557	-1663	-23.0	32.6	29300	24836	-4464	-15.2	32.6
Large	887	790	-97	-10.9	4.6	3994	4412	418	10.5	5.8
Luxury	1810	2045	235	13.0	12.0	7202	8679	1477	20.5	11.4
SUV	18067	17054	-1013	-5.6	100.0	74683	76068	1385	1.9	100.0
Light Bus	172	228	56	32.6	1.7	758	874	116	15.3	1.6
Van	1763	1556	-207	-11.7	11.5	7830	6520	-1310	-16.7	11.2
4X2	4701	4057	-644	-13.7	30.0	19286	17052	-2234	-11.6	29.3
4X4	7198	7609	411	5.7	56.2	29356	33316	3960	13.5	57.3
Light Trk	93	85	-8	-8.6	0.6	309	352	43	13.9	0.6
Lt Com'l	13927	13535	-392	-2.8	100.0	57539	58114	575	1.0	100.0

April 2011 Sales By State										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	23616	22570	-1046	-4.4	30.4	101227	100928	-299	-0.3	31.3
Victoria	22660	19535	-3125	-13.8	26.3	90710	87112	-3598	-4.0	27.0
Q'land	16326	16403	77	0.5	22.1	67803	66381	-1422	-2.1	20.6
Wst Aust	10331	8101	-2230	-21.6	10.9	37536	34794	-2742	-7.3	10.8
Sth Aust	4944	4467	-477	-9.6	6.0	21287	19747	-1540	-7.2	6.1
Tasmania	1406	1124	-282	-20.1	1.5	6078	5226	-852	-14.0	1.6
ACT	1246	1152	-94	-7.5	1.6	5219	5181	-38	-0.7	1.6
NT	872	862	-10	-1.1	1.2	3368	3309	-59	-1.8	1.0
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Sales By Buyer Type										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	35299	34511	-788	-2.2	46.4	154260	158837	4577	3.0	49.3
Business	38295	30992	-7303	-19.1	41.8	144646	131813	-12833	-8.9	40.8
Gov't	5255	4571	-684	-13.0	6.2	20864	19055	-1809	-8.7	5.9
Rental	2552	4140	1588	62.2	5.6	13458	12973	-485	-3.6	4.0
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Sales By Fuel Type										
	April Month					.				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	57455	51431	-6024	-10.5	69.4	238071	227049	-11022	-4.6	70.4
Diesel	22502	21777	-725	-3.2	29.3	89437	91966	2529	2.8	28.5
Hybrid	659	759	100	15.2	1.0	2697	2594	-103	-3.8	0.8
LPG	785	247	-538	-68.5	0.3	3023	1069	-1954	-64.6	0.3
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Top 10 Production Locations										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	4139	3872	-267	-6.5	5.2	18916	17129	-1787	-9.4	5.3
Ford	4642	2525	-2117	-45.6	3.4	16694	10957	-5737	-34.4	3.4
Toyota	2854	2204	-650	-22.8	3.0	10954	8623	-2331	-21.3	2.7
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	11635	8601	-3034	-26.1	11.6	46565	36709	-9856	-21.2	11.4
Japan	28355	23947	-4408	-15.5	32.3	118334	112278	-6056	-5.1	34.8
Thailand	12392	12396	4	0.0	16.7	50182	54681	4499	9.0	16.9
Korea	13607	13191	-416	-3.1	17.8	55817	51266	-4551	-8.2	15.9
Germany	6151	5169	-982	-16.0	7.0	24759	22011	-2748	-11.1	6.8
England	1278	1392	114	8.9	1.9	4413	6103	1690	38.3	1.9
South Afr.	1469	1391	-78	-5.3	1.9	5153	5538	385	7.5	1.7
USA	1087	1166	79	7.3	1.6	4437	5241	804	18.1	1.6
India	215	622	407	189.3	0.8	1136	3290	2154	189.6	1.0
China	428	876	448	104.7	1.2	1816	2749	933	51.4	0.9
Other	4784	5463	679	14.2	7.2	20616	22812	2196	10.7	7.1
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Top 20 Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	16697	13683	-3014	-18.1	18.4	68381	61570	-6811	-10.0	19.1
Holden	9964	9113	-851	-8.5	12.3	43440	38628	-4812	-11.1	12.0
Mazda	6805	6346	-459	-6.7	8.6	27919	29229	1310	4.7	9.1
Ford	8192	6465	-1727	-21.1	8.7	30162	29178	-984	-3.3	9.0
Hyundai	6725	6857	132	2.0	9.2	27938	27000	-938	-3.4	8.4
Nissan	4660	4248	-412	-8.8	5.7	19958	22506	2548	12.8	7.0
Mitsubishi	4805	5281	476	9.9	7.1	19427	20592	1165	6.0	6.4
Subaru	3216	2457	-759	-23.6	3.3	13433	13188	-245	-1.8	4.1
Volks.	2846	3032	186	6.5	4.1	11215	11790	575	5.1	3.7
Honda	3063	2445	-618	-20.2	3.3	13324	9891	-3433	-25.8	3.1
Suzuki	1926	1677	-249	-12.9	2.3	7725	7981	256	3.3	2.5
KIA	1938	2014	76	3.9	2.7	7576	7750	174	2.3	2.4
Mercedes	1813	1598	-215	-11.9	2.2	6552	6003	-549	-8.4	1.9
Audi	1064	1067	3	0.3	1.4	4774	5390	616	12.9	1.7
BMW	1317	1402	85	6.5	1.9	5633	5329	-304	-5.4	1.7
Great Wall	428	711	283	66.1	1.0	1816	2365	549	30.2	0.7
Jeep	492	382	-110	-22.4	0.5	1994	2115	121	6.1	0.7
Lexus	449	392	-57	-12.7	0.5	2137	2007	-130	-6.1	0.6
Isuzu Ute	381	443	62	16.3	0.6	1466	1964	498	34.0	0.6
Land/R	365	429	64	17.5	0.6	1528	1865	337	22.1	0.6
Peugeot	483	454	-29	-6.0	0.6	1788	1791	3	0.2	0.6
Isuzu	585	477	-108	-18.5	0.6	2373	1768	-605	-25.5	0.5
Volvo Car	421	407	-14	-3.3	0.5	1556	1675	119	7.6	0.5
Hino	300	247	-53	-17.7	0.3	1377	1113	-264	-19.2	0.3
Mits Fuso	311	310	-1	-0.3	0.4	1243	991	-252	-20.3	0.3
Renault	203	208	5	2.5	0.3	665	784	119	17.9	0.2
Dodge	151	129	-22	-14.6	0.2	452	706	254	56.2	0.2
Mini	245	161	-84	-34.3	0.2	842	620	-222	-26.4	0.2
Proton	151	132	-19	-12.6	0.2	752	497	-255	-33.9	0.2
Kenworth	171	103	-68	-39.8	0.1	492	472	-20	-4.1	0.1
Other	1234	1544	310	25.1	5.6	5290	5920	630	11.9	4.7
Total	81401	74214	-7187	-8.8	100.0	333228	322678	-10550	-3.2	100.0

April 2011 Top 20 Passenger Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	6961	6674	-287	-4.1	16.1	29457	28308	-1149	-3.9	15.7
Toyota	7870	6056	-1814	-23.0	14.6	31872	27581	-4291	-13.5	15.3
Mazda	4979	4744	-235	-4.7	11.4	20545	21993	1448	7.0	12.2
Hyundai	5151	5184	33	0.6	12.5	20836	20099	-737	-3.5	11.1
Ford	4941	3715	-1226	-24.8	8.9	18756	17028	-1728	-9.2	9.4
Honda	2396	2025	-371	-15.5	4.9	11066	8049	-3017	-27.3	4.5
Volks.	2006	2447	441	22.0	5.9	7213	8018	805	11.2	4.4
Mitsubishi	2010	1562	-448	-22.3	3.8	8272	6840	-1432	-17.3	3.8
Subaru	1531	869	-662	-43.2	2.1	6269	6625	356	5.7	3.7
Suzuki	1513	1336	-177	-11.7	3.2	6135	6567	432	7.0	3.6
KIA	1565	1494	-71	-4.5	3.6	5795	5829	34	0.6	3.2
Nissan	1473	954	-519	-35.2	2.3	6295	4800	-1495	-23.7	2.7
Mercedes	1263	1013	-250	-19.8	2.4	4591	3994	-597	-13.0	2.2
Audi	774	737	-37	-4.8	1.8	3444	3807	363	10.5	2.1
BMW	849	822	-27	-3.2	2.0	3874	3160	-714	-18.4	1.7
Peugeot	428	381	-47	-11.0	0.9	1566	1553	-13	-0.8	0.9
Lexus	255	304	49	19.2	0.7	1248	1433	185	14.8	0.8
Volvo Car	139	133	-6	-4.3	0.3	575	645	70	12.2	0.4
Mini	245	161	-84	-34.3	0.4	842	620	-222	-26.4	0.3
Proton	117	93	-24	-20.5	0.2	616	381	-235	-38.1	0.2
Other	690	861	171	24.8	2.0	3015	3457	442	14.7	1.8
Total	47156	41565	-5591	-11.9	100.0	192282	180787	-11495	-6.0	100.0

April 2011 Top 20 SUV Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4050	3544	-506	-12.5	20.8	17174	16698	-476	-2.8	22.0
Nissan	1581	1757	176	11.1	10.3	6330	9086	2756	43.5	11.9
Mitsubishi	1591	1805	214	13.5	10.6	5792	7141	1349	23.3	9.4
Subaru	1685	1588	-97	-5.8	9.3	7164	6563	-601	-8.4	8.6
Hyundai	1127	1266	139	12.3	7.4	4777	4916	139	2.9	6.5
Ford	1183	800	-383	-32.4	4.7	4326	4218	-108	-2.5	5.5
Mazda	1041	818	-223	-21.4	4.8	4749	3972	-777	-16.4	5.2
Holden	1095	1033	-62	-5.7	6.1	5286	3617	-1669	-31.6	4.8
Volks	518	153	-365	-70.5	0.9	2555	2216	-339	-13.3	2.9
BMW	468	580	112	23.9	3.4	1759	2169	410	23.3	2.9
Jeep	492	382	-110	-22.4	2.2	1994	2115	121	6.1	2.8
Honda	667	420	-247	-37.0	2.5	2258	1842	-416	-18.4	2.4
L/Rover	347	416	69	19.9	2.4	1457	1818	361	24.8	2.4
KIA	342	481	139	40.6	2.8	1594	1760	166	10.4	2.3
Audi	290	330	40	13.8	1.9	1330	1583	253	19.0	2.1
Suzuki	393	323	-70	-17.8	1.9	1522	1327	-195	-12.8	1.7
Volvo Car	282	274	-8	-2.8	1.6	981	1030	49	5.0	1.4
Great Wall	249	346	97	39.0	2.0	942	1010	68	7.2	1.3
Mercedes	231	263	32	13.9	1.5	804	940	136	16.9	1.2
Lexus	194	88	-106	-54.6	0.5	889	574	-315	-35.4	0.8
Other	241	387	146	60.6	2.4	1000	1473	473	47.3	1.9
Total	18067	17054	-1013	-5.6	100.0	74683	76068	1385	1.9	100.0

April 2011 Light Commercial Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4745	4052	-693	-14.6	29.9	19205	17162	-2043	-10.6	29.5
Nissan	1606	1537	-69	-4.3	11.4	7333	8620	1287	17.6	14.8
Ford	2068	1950	-118	-5.7	14.4	7080	7932	852	12.0	13.6
Holden	1908	1406	-502	-26.3	10.4	8697	6703	-1994	-22.9	11.5
Mitsubishi	1204	1914	710	59.0	14.1	5363	6611	1248	23.3	11.4
Mazda	785	784	-1	-0.1	5.8	2625	3264	639	24.3	5.6
Hyundai	447	407	-40	-8.9	3.0	2325	1985	-340	-14.6	3.4
Isuzu Ute	381	443	62	16.3	3.3	1466	1964	498	34.0	3.4
Volks.	288	379	91	31.6	2.8	1260	1376	116	9.2	2.4
Great Wall	179	365	186	103.9	2.7	874	1355	481	55.0	2.3
Mercedes	103	74	-29	-28.2	0.5	337	274	-63	-18.7	0.5
Ssang.	45	31	-14	-31.1	0.2	201	188	-13	-6.5	0.3
KIA	31	39	8	25.8	0.3	187	161	-26	-13.9	0.3
Renault	8	38	30	375.0	0.3	56	120	64	114.3	0.2
Proton	34	39	5	14.7	0.3	136	116	-20	-14.7	0.2
Suzuki	20	18	-2	-10.0	0.1	68	87	19	27.9	0.1
Citroen	24	22	-2	-8.3	0.2	117	75	-42	-35.9	0.1
L/Rover	18	13	-5	-27.8	0.1	71	47	-24	-33.8	0.1
Peugeot	23	13	-10	-43.5	0.1	64	40	-24	-37.5	0.1
Fiat	10	11	1	10.0	0.1	74	34	-40	-54.1	0.1
Total	13927	13535	-392	-2.8	100.0	57539	58114	575	1.0	100.0

April 2011 Heavy Truck Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	585	477	-108	-18.5	23.2	2373	1768	-605	-25.5	22.9
Hino	300	247	-53	-17.7	12.0	1377	1113	-264	-19.2	14.4
Mits Fuso	311	310	-1	-0.3	15.0	1243	991	-252	-20.3	12.9
Mercedes	216	248	32	14.8	12.0	820	795	-25	-3.0	10.3
K'worth	171	103	-68	-39.8	5.0	492	472	-20	-4.1	6.1
Iveco	123	124	1	0.8	6.0	406	467	61	15.0	6.1
Fiat	61	62	1	1.6	3.0	271	265	-6	-2.2	3.4
Volvo	90	63	-27	-30.0	3.1	275	264	-11	-4.0	3.4
Niss UD	67	54	-13	-19.4	2.6	227	232	5	2.2	3.0
Mack	50	61	11	22.0	3.0	167	231	64	38.3	3.0
Freightl.	48	54	6	12.5	2.6	219	186	-33	-15.1	2.4
Volks.	34	53	19	55.9	2.6	187	180	-7	-3.7	2.3
Toyota	32	31	-1	-3.1	1.5	130	129	-1	-0.8	1.7
Scania	35	31	-4	-11.4	1.5	111	109	-2	-1.8	1.4
Man	24	23	-1	-4.2	1.1	97	74	-23	-23.7	1.0
Hyundai	0	12	12	N/A	0.6	0	48	48	N/A	0.6
Daf	31	16	-15	-48.4	0.8	53	41	-12	-22.6	0.5
Renault	3	7	4	133.3	0.3	37	28	-9	-24.3	0.4
Caterpillar	0	3	3	N/A	0.1	0	22	22	N/A	0.3
I'national	14	6	-8	-57.1	0.3	33	19	-14	-42.4	0.2
W/Star	56	75	19	33.9	3.6	206	275	69	33.5	3.6
Total	2251	2060	-191	-8.5	100.0	8724	7709	-1015	-11.6	100.0

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