APRIL 2013 VFACTS REPORT

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APRIL 2013 VFACTS HIGHLIGHTS

April 2013, the Automotive Industry in Australia achieved total vehicle sales of 85,117 units, up 6,020 units or 7.6% on April month 2012. Impacting this year on year growth was the fact that the Easter period in 2012 occurred in April compared to March for 2013. As such there were more retail sales days in 2013 compared to 2012. April 2013 represents the best April month on record, and, on a Seasonally Adjusted Annual Rate, the industry for April 2013 came in at 1,142,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 20 months. On a rolling twelve month basis, the industry has recorded total vehicle sales of 1,130,978 units.

All industry segments achieved year over year volume growth, with the SUV Segment achieving most growth, up 11.6% or 2,543 units. The Passenger Segment also achieved volume growth of in excess of 2,000 units.

Autoteam Australia Consulting full year industry volume forecast for 2013 has been revised up to 1,100,000 units, still down marginally on the record of 1,112,032 units achieved for 2012.

Continuing to drive industry sales volume is the aggressive approach to marketing and large incentives offered by dealers and manufacturers. With excess global production capacity, and several overseas markets down significantly in volume, Australia represents an attractive proposition for vehicle importers. Not only will we continue to see importers increase their share of the total vehicle industry, we will also see more exporters, some niche, enter the Australian Vehicle Market, primarily from low production cost countries. The present tariff rate, presently 5% on passenger cars only, represents a price penalty of about 3% at retail, which is largely insignificant to the retail customer.

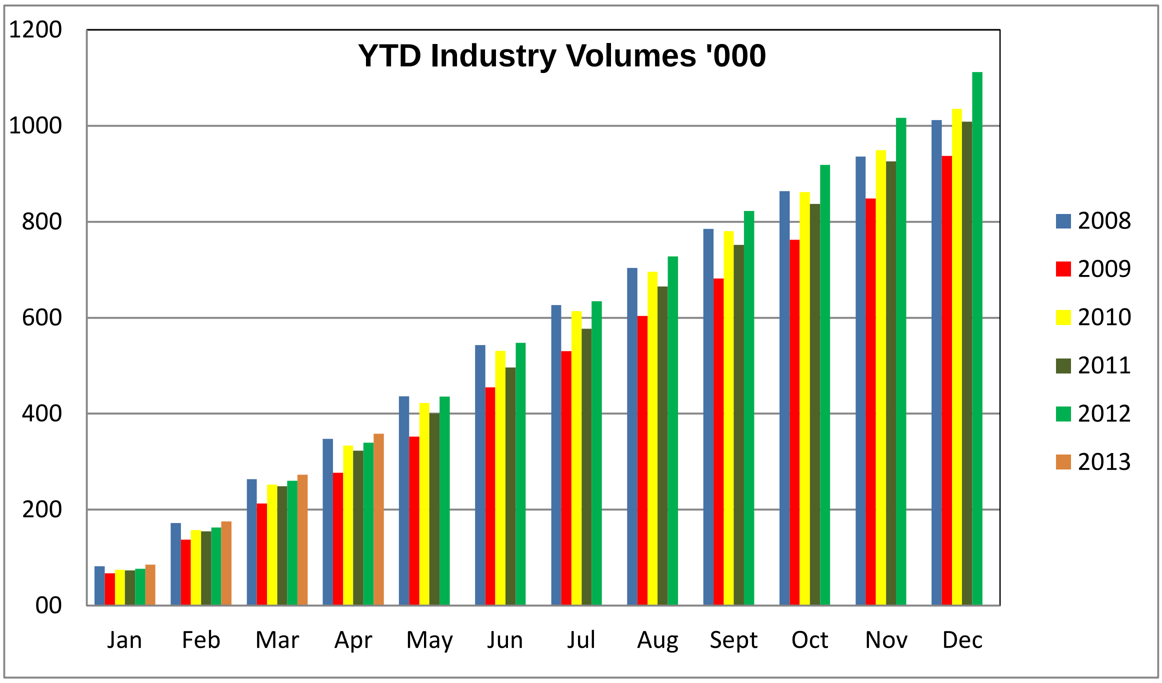
Continued record low interest rate has also assisted sales volume as has the aggressive pricing in the market place. Several manufacturers have either reduced vehicle prices or added contend at no cost. The strength of the Australian Dollar is also making imported vehicle more attractive at retail price. The offset of course is that locally produced vehicles continue to lose market share.

What is also driving vehicle sales volume is the push by both manufacturers and dealers to clear 2012 plated vehicles still in inventory. Dealer around the country are still carrying too much old “toxic” stock that must be cleared. It costs the average dealer approximately $45.00 per day to keep a vehicle in stock. Hanging on to old stock to achieve an unrealistic gross does not necessarily return a profit. Key to dealer profitability is stock turns while maintaining acceptable gross.

The Finance & Insurance Department of the average franchised dealership continues to be the most profitable department, and has been over many years, and the push by manufacturers on “interest rate” programs, will continue to see this department remain profitable. As such, Autoteam has recently increased the Benchmark for F& I Penetration to 44% and 40% respectively for New and Used Vehicle Departments and income of $1,200 per vehicle retailed.

April year to date, the Total Vehicle Industry has achieved vehicle sales of 358,165 units, up 18,946 units or 5.6% on the same time last year. April year to date 2013 represents the best April year to date on record, with the Total Vehicle Industry running at a SAAR of 1,139,000 units.

Both the SUV and Light Commercial Industries are running at record levels with April year to date SAARs of 338,000 and 212,000 units. Both these industry segments will continue to grow into the immediate future, assisted by falling fuel prices and the continued development and growth of diesel powered engines.



With the makeup of the vehicle Passenger Industry changing and the continued growth in the SUV and Light Commercial 4X4 segments, those brands with new and desirable products in these industry segment will continue to achieve volume and share growth as demonstrated with recent sales results. To this end we see many manufacturers redirecting their R&D spending on vehicles in these two market segments. These vehicles provide the consumer an alternative lifestyle of off road driving, although it must be said very few ever go off road, and a higher driving position.

April vehicle sales compared to history is as follows:

Record Vehicle Industry

	April Month	April YTD
Passenger	10th	10th
SUV	1st	1st
Light Commercial	2nd	1st
Heavy Truck	3rd	4th
Total Industry	1st	1st

Industry Highlights

- Among the top 10 brands in the market place for April, only Subaru incurred year over year volume loss. Holden returned to second place for the month, behind Toyota only. A number of the Japanese sourced manufacturers achieved relatively low sales volume following financial year end sales in March. April represents the first month of the new financial year for these manufacturers. April year to date, Honda, Isuzu Ute, Renault, Chrysler and Fiat have all achieved volume growth of in excess of 50%. In the majority of these instances new model introductions have driven the growth in vehicle sales volume.
- All Industry Segments achieved year over year volume growth for April. The SUV and Light Commercial Segments achieved most volume growth, in percentage terms. The Passenger Segment April year to date accounts for 49.3% (lowest achieved) of the Total Industry, compared to 53.1% twelve months back.
- Among the Passenger Industry, the Medium, Large and People Mover Segments all incurred year over year volume loss. The Large Segment incurred greatest volume loss at 1,082 units (Commodore down 737 units). The majority of the volume loss in the Medium Segment was Mercedes C Class, down 358 units. By comparison, the Small Segment achieved volume growth of 3,452 units (Corolla 931 units, Pulsar 1,015 units and Golf 699 units). The Sports Segment continues to grow, with the Toyota 86 leading the growth with 516 units.
- The Small Segment of the SUV Industry was the only segment to have incurred a year on year volume loss. Both the Medium and Large Segments achieved year on year growth of in excess of 1,000 units. Honda CR-V led growth for the Medium Segment (up 1,031 units) while Captiva and Santa Fe (up 480 units and 348 units respectively) led the growth for the Large Segment.
- The PU/CC 4X4 Segment of the Light Commercial Industry was up 1,070 units for the month of April. This segment now accounts for 66.9% of all Light Commercial vehicle sales year to date. Ford Ranger, Holden Colorado and Isuzu D-Max led volume growth for the segment.
- Among the states and territories for the month of April and April year to date, all have achieved volume growth over the same time last year. Tasmanian vehicle sales have achieved the greatest percentage year over year volume growth, up 18.2% while the ACT was also up in excess of 10% year on year.

- By buyer type for the month, only the Rental Segment incurred year over year sales volume loss, down 256 units or 6.7%. April year to date, both Rental and Government sales are down (10.7% and 19% respectively), while Private vehicle sales are up 12.5% and account for 51.6% of the total vehicle industry. Again confirming the change in the purchasing habits, towards SUVs and Light Commercials, by the private retail consumer.
- By fuel type, only hybrid vehicle sales incurred a volume loss year over year, down 17.1%. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) April year to date are up 14,581 units or 13.9% on the same time last year.
- Locally manufactured vehicle industry share for April accounted for just 10% of the total industry volume and was down 1,607 units or 15.9% for the month. All local manufacturers were down year over year, with Holden down 1,307 units or 24.5% for the month. Vehicles sourced out of Japan, Thailand and Korea now account for more sales than locally manufactured vehicles. Vehicle sales out of China April year to date account for just 2,756 units, down 1,494 units or 35.2% on the same time last year. Chinese sourced vehicles account for just 0.8% of all Australian vehicle sales April year to date. It is fair to say that the penetration into the Australian Automotive Industry by the Chinese importers has been disappointing to date. We continue to see increased sales volume in Australia from lower cost countries.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of April and year to date. Toyota achieved total April vehicle sales volume of 16,902 units for a market share of 19.9%, ahead of Holden 7,994 units, Mazda 7,833 units, Hyundai 7,315, Ford 6,828 units and Mitsubishi 5,456 units. Nisan, with April sales volume of 5,104 units was in seventh place for the month.
- Corolla was the top selling vehicle for the month of April with sales volume of 3,504 units, ahead of Hilux (2,932 units) and Mazda 3 (2,842 units). April represents the first month since November 2011 that Mazda 3 has not been the top selling vehicle in the Australian Vehicle Market. On a year to date basis, Mazda 3 remains the top selling vehicle in the market place, just 197 units ahead of Corolla and HiLux. The new model Corolla will push Mazda all the way for top selling vehicle for 2013.

  For the month of April, and year to date, four of the top ten selling vehicles are Light Commercial units.

Top 10 Selling Vehicles

	April Month		April Year To Date	
	Model	Volume	Model	Volume
1	Corolla	3504	Mazda 3	13351
2	HiLux	2932	Corolla	13154
3	Mazda 3	2842	HiLux	12125
4	Cruze	2290	Navara	9571
5	i30	2150	i30	8806
6	Navara	1953	Cruze	7992
7	Ranger	1683	Triton	6992
8	Focus	1670	Focus	6857
9	Camry	1617	Ranger	6556
10	Commodore	1515	Commodore	6510

April 2013 Total Vehicle Industry										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	40496	42844	2348	5.8	50.4	180231	176803	-3428	-1.9	49.3
SUV	21841	24384	2543	11.6	28.6	94775	106989	12214	12.9	29.9
Lt Com'l	14468	15471	1003	6.9	18.2	55372	65113	9741	17.6	18.2
Hvy Trk	2292	2418	126	5.5	2.8	8841	9260	419	4.7	2.6
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Vehicle Segmentation										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	10178	10511	333	3.3	24.5	43881	45233	1352	3.1	25.6
Small	17266	20718	3452	20.0	48.4	78738	82752	4014	5.1	46.8
Medium	6023	5409	-614	-10.2	12.6	26875	21461	-5414	-20.1	12.1
Large	4455	3373	-1082	-24.3	7.9	20010	14601	-5409	-27.0	8.3
Up Large	192	258	66	34.4	0.6	765	1280	515	67.3	0.7
PM	840	610	-230	-27.4	1.4	3623	2609	-1014	-28.0	1.5
Sports	1542	1965	423	27.4	4.6	6339	8867	2528	39.9	5.0
Pass.	40496	42844	2348	5.8	100.0	180231	176803	-3428	-1.9	100.0
Small	4543	4244	-299	-6.6	17.4	19178	23114	3936	20.5	21.6
Medium	7544	8900	1356	18.0	36.5	33439	38135	4696	14.0	35.6
Large	8688	10060	1372	15.8	41.3	36917	40861	3944	10.7	38.2
Upper Large	1066	1180	114	10.7	4.8	5241	4879	-362	-6.9	4.6
SUV	21841	24384	2543	11.6	100.0	94775	106989	12214	12.9	100.0
Bus <20 Seat	222	178	-44	-19.8	1.2	930	754	-176	-18.9	1.1
Bus >20 Seat	86	50	-36	-41.9	0.3	400	244	-156	-39.0	0.4
Van/CC <2.5T	296	278	-18	-6.1	1.8	1068	1022	-46	-4.3	1.6
Van/CC >2.5T	1401	1503	102	7.3	9.7	5619	5345	-274	-4.9	8.2
PU/CC 4X2	3518	3447	-71	-2.0	22.3	13629	14189	560	4.1	21.8
PU/CC 4X4	8945	10015	1070	12.0	64.7	33726	43559	9833	29.2	66.9
Lt Com'l	14468	15471	1003	6.9	100.0	55372	65113	9741	17.6	100.0

April 2013 Sales By State										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	24426	25982	1556	6.4	30.5	105030	109531	4501	4.3	30.7
Victoria	20785	23023	2238	10.8	27.0	90510	95381	4871	5.4	26.6
Q'land	17062	17666	604	3.5	20.8	71351	74258	2907	4.1	20.7
Wst Aust	8939	9497	558	6.2	11.2	38270	41519	3249	8.5	11.6
Sth Aust	4746	5381	635	13.4	6.3	20749	22675	1926	9.3	6.3
ACT	1204	1324	120	10.0	1.6	5209	5733	524	10.1	1.6
Tasmania	1072	1273	201	18.8	1.5	4589	5422	833	18.2	1.5
NT	863	971	108	12.5	1.1	3511	3646	135	3.8	1.0
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Sales By Buyer Type										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	36641	42436	5795	15.8	49.8	164172	184747	20575	12.5	51.6
Business	35455	35762	307	0.9	42.0	142676	145801	3125	2.2	40.7
Rental	3794	3538	-256	-6.7	4.2	16894	15083	-1811	-10.7	4.2
Govt	3207	3381	174	5.4	4.0	15477	12534	-2943	-19.0	3.5
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Sales By Fuel Type										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	51544	54476	2932	5.7	64.0	229473	234126	4653	2.0	65.3
Diesel	25908	28989	3081	11.9	34.1	104562	119143	14581	13.9	33.3
Hybrid	1249	1035	-214	-17.1	1.2	3558	3503	-55	-1.5	1.0
LPG	396	617	221	55.8	0.7	1626	1393	-233	-14.3	0.4
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Top 10 Production Locations										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	5336	4029	-1307	-24.5	4.7	24103	16062	-8041	-33.4	4.5
Ford	2553	2398	-155	-6.1	2.8	10776	9398	-1378	-12.8	2.6
Toyota	2231	2086	-145	-6.5	2.5	9026	7113	-1913	-21.2	2.0
Local	10120	8513	-1607	-15.9	10.0	43905	32573	-11332	-25.8	9.1
Japan	29170	28245	-925	-3.2	33.2	129242	119464	-9778	-7.6	33.4
Thailand	10335	16594	6259	60.6	19.5	40831	74660	33829	82.9	20.8
Korea	11212	10830	-382	-3.4	12.7	45597	45315	-282	-0.6	12.7
Germany	6079	5431	-648	-10.7	6.4	27657	22724	-4933	-17.8	6.3
England	1598	2477	879	55.0	2.9	7472	12055	4583	61.3	3.4
USA	1929	2390	461	23.9	2.8	7967	10892	2925	36.7	3.0
India	880	1341	461	52.4	1.6	5043	5040	-3	-0.1	1.4
China	964	635	-329	-34.1	0.7	4250	2756	-1494	-35.2	0.8
South Afr.	481	578	97	20.2	0.7	1591	2286	695	43.7	0.6
Other	6329	8083	1754	27.7	9.5	25664	30400	4736	18.5	8.5
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Top 30 Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	16568	16902	334	2.0	19.9	63943	64947	1004	1.6	18.1
Mazda	7681	7833	152	2.0	9.2	34194	34585	391	1.1	9.7
Holden	7589	7994	405	5.3	9.4	36534	32771	-3763	-10.3	9.1
Hyundai	7017	7315	298	4.2	8.6	28748	30038	1290	4.5	8.4
Nissan	4686	5104	418	8.9	6.0	24583	28972	4389	17.9	8.1
Ford	6306	6828	522	8.3	8.0	26552	27574	1022	3.8	7.7
Mitsubishi	3748	5456	1708	45.6	6.4	19489	21061	1572	8.1	5.9
Volks.	3798	4584	786	20.7	5.4	15781	16907	1126	7.1	4.7
Honda	2485	3168	683	27.5	3.7	8914	14743	5829	65.4	4.1
Subaru	3003	2553	-450	-15.0	3.0	13437	12982	-455	-3.4	3.6
KIA	2505	2214	-291	-11.6	2.6	9509	9369	-140	-1.5	2.6
Mercedes	1583	1789	206	13.0	2.1	6174	7940	1766	28.6	2.2
Suzuki	1508	1711	203	13.5	2.0	7215	7534	319	4.4	2.1
Jeep	1286	1379	93	7.2	1.6	5391	6681	1290	23.9	1.9
BMW	1353	1500	147	10.9	1.8	5415	6152	737	13.6	1.7
Audi	901	1221	320	35.5	1.4	4339	5285	946	21.8	1.5
Isuzu Ute	439	775	336	76.5	0.9	2027	3063	1036	51.1	0.9
L/Rover	548	662	114	20.8	0.8	2898	2817	-81	-2.8	0.8
Great Wall	836	559	-277	-33.1	0.7	3699	2389	-1310	-35.4	0.7
Lexus	626	549	-77	-12.3	0.6	2110	2138	28	1.3	0.6
Isuzu	570	482	-88	-15.4	0.6	2093	2025	-68	-3.2	0.6
Renault	264	446	182	68.9	0.5	1037	1716	679	65.5	0.5
Volvo Car	373	374	1	0.3	0.4	1792	1618	-174	-9.7	0.5
Peugeot	543	377	-166	-30.6	0.4	1684	1595	-89	-5.3	0.4
Hino	319	341	22	6.9	0.4	1250	1340	90	7.2	0.4
Mits Fuso	284	323	39	13.7	0.4	1123	1234	111	9.9	0.3
Skoda	208	244	36	17.3	0.3	1078	1064	-14	-1.3	0.3
Chrysler	5	184	179	3580.0	0.2	22	826	804	3654.5	0.2
Fiat	92	236	144	156.5	0.3	430	778	348	80.9	0.2
Mini	212	252	40	18.9	0.3	777	760	-17	-2.2	0.2
Other	1761	1762	1	0.1	5.9	6981	7261	280	4.0	5.6
Total	79097	85117	6020	7.6	100.0	339219	358165	18946	5.6	100.0

April 2013 Top 20 Passenger Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	6808	7886	1078	15.8	18.4	28392	29399	1007	3.5	16.6
Mazda	4793	5004	211	4.4	11.7	23120	22214	-906	-3.9	12.6
Hyundai	5223	4976	-247	-4.7	11.6	21959	20479	-1480	-6.7	11.6
Holden	5728	4761	-967	-16.9	11.1	26817	18740	-8077	-30.1	10.6
Ford	3239	3150	-89	-2.7	7.4	15363	13859	-1504	-9.8	7.8
Volks.	1950	2998	1048	53.7	7.0	9649	10235	586	6.1	5.8
Honda	2464	2116	-348	-14.1	4.9	8434	10006	1572	18.6	5.7
Nissan	782	1477	695	88.9	3.4	5167	8135	2968	57.4	4.6
KIA	1850	1663	-187	-10.1	3.9	7089	6906	-183	-2.6	3.9
Mitsubishi	874	2240	1366	156.3	5.2	5665	6899	1234	21.8	3.9
Suzuki	1235	1340	105	8.5	3.1	5680	5882	202	3.6	3.3
Mercedes	1113	1187	74	6.6	2.8	4385	5671	1286	29.3	3.2
Subaru	903	588	-315	-34.9	1.4	4087	3411	-676	-16.5	1.9
BMW	832	789	-43	-5.2	1.8	3209	3255	46	1.4	1.8
Audi	586	587	1	0.2	1.4	2986	2688	-298	-10.0	1.5
Lexus	409	330	-79	-19.3	0.8	1524	1402	-122	-8.0	0.8
Peugeot	451	243	-208	-46.1	0.6	1461	1198	-263	-18.0	0.7
Chrysler	5	184	179	3580.0	0.4	22	826	804	3654.5	0.5
Skoda	123	169	46	37.4	0.4	694	745	51	7.3	0.4
Volvo Car	110	156	46	41.8	0.4	572	640	68	11.9	0.4
Other	1018	1000	-18	-1.8	2.3	3956	4213	257	6.5	2.4
Total	40496	42844	2348	5.8	100.0	180231	176803	-3428	-1.9	100.0

April 2013 Top 20 SUV Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	4849	4698	-151	-3.1	19.3	19270	18038	-1232	-6.4	16.9
Nissan	2210	1626	-584	-26.4	6.7	11209	10957	-252	-2.2	10.2
Subaru	2100	1965	-135	-6.4	8.1	9350	9571	221	2.4	8.9
Hyundai	1225	1863	638	52.1	7.6	4673	7853	3180	68.1	7.3
Mazda	1966	1820	-146	-7.4	7.5	7397	7761	364	4.9	7.3
Holden	991	1790	799	80.6	7.3	5342	7421	2079	38.9	6.9
Mitsubishi	1342	1689	347	25.9	6.9	7983	6963	-1020	-12.8	6.5
Jeep	1286	1379	93	7.2	5.7	5391	6681	1290	23.9	6.2
Ford	1221	1418	197	16.1	5.8	5238	5198	-40	-0.8	4.9
Honda	21	1052	1031	4909.5	4.3	480	4737	4257	886.9	4.4
Volks	967	500	-467	-48.3	2.1	3055	3208	153	5.0	3.0
BMW	521	711	190	36.5	2.9	2206	2897	691	31.3	2.7
L/Rover	544	660	116	21.3	2.7	2863	2797	-66	-2.3	2.6
Audi	315	634	319	101.3	2.6	1353	2597	1244	91.9	2.4
KIA	627	551	-76	-12.1	2.3	2299	2463	164	7.1	2.3
Suzuki	237	337	100	42.2	1.4	1369	1518	149	10.9	1.4
Mercedes	136	267	131	96.3	1.1	536	1068	532	99.3	1.0
Volvo Car	263	218	-45	-17.1	0.9	1220	978	-242	-19.8	0.9
Lexus	217	219	2	0.9	0.9	586	736	150	25.6	0.7
Great Wall	301	216	-85	-28.2	0.9	1021	709	-312	-30.6	0.7
Other	502	771	269	53.6	3.0	1934	2838	904	46.7	2.8
Total	21841	24384	2543	11.6	100.0	94775	106989	12214	12.9	100.0

April 2013 Light Commercial Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	4911	4318	-593	-12.1	27.9	16281	17510	1229	7.5	26.9
Nissan	1694	2001	307	18.1	12.9	8207	9880	1673	20.4	15.2
Ford	1819	2244	425	23.4	14.5	5814	8417	2603	44.8	12.9
Mits. Fuso	1532	1527	-5	-0.3	9.9	5839	7199	1360	23.3	11.1
Holden	870	1443	573	65.9	9.3	4375	6610	2235	51.1	10.2
Mazda	922	1009	87	9.4	6.5	3677	4610	933	25.4	7.1
Volks.	811	1005	194	23.9	6.5	2825	3197	372	13.2	4.9
Isuzu Ute	439	775	336	76.5	5.0	2027	3063	1036	51.1	4.7
Hyundai	569	476	-93	-16.3	3.1	2116	1706	-410	-19.4	2.6
Great Wall	535	343	-192	-35.9	2.2	2678	1680	-998	-37.3	2.6
Renault	41	93	52	126.8	0.6	177	309	132	74.6	0.5
Mercedes	76	73	-3	-3.9	0.5	290	269	-21	-7.2	0.4
Ssang.	67	56	-11	-16.4	0.4	223	183	-40	-17.9	0.3
Mitsubishi	62	29	-33	-53.2	0.2	265	164	-101	-38.1	0.3
Suzuki	36	34	-2	-5.6	0.2	166	134	-32	-19.3	0.2
Fiat	7	15	8	114.3	0.1	34	69	35	102.9	0.1
Peugeot	5	21	16	320.0	0.1	26	47	21	80.8	0.1
Citroen	23	7	-16	-69.6	0.0	85	46	-39	-45.9	0.1
L/Rover	4	2	-2	-50.0	0.0	35	20	-15	-42.9	0.0
KIA	28	0	-28	-100.0	0.0	121	0	-121	-100.0	0.0
Proton	17	0	-17	-100.0	0.0	111	0	-111	-100.0	0.0
Total	14468	15471	1003	6.9	100.0	55372	65113	9741	17.6	100.0

April 2013 Heavy Truck Nameplates										
	April Month					April Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	570	482	-88	-15.4	19.9	2093	2025	-68	-3.2	21.9
Hino	319	341	22	6.9	14.1	1250	1340	90	7.2	14.5
Mits Fuso	222	294	72	32.4	12.2	858	1070	212	24.7	11.6
Mercedes	258	262	4	1.6	10.8	963	932	-31	-3.2	10.1
K'worth	162	194	32	19.8	8.0	610	695	85	13.9	7.5
Iveco	143	138	-5	-3.5	5.7	518	493	-25	-4.8	5.3
Volvo	107	89	-18	-16.8	3.7	381	393	12	3.1	4.2
Fiat	33	84	51	154.5	3.5	209	334	125	59.8	3.6
W/Star	72	93	21	29.2	3.8	266	303	37	13.9	3.3
Freightl.	48	83	35	72.9	3.4	139	269	130	93.5	2.9
Volks.	70	81	11	15.7	3.3	252	267	15	6.0	2.9
Mack	84	59	-25	-29.8	2.4	254	235	-19	-7.5	2.5
Niss UD	45	49	4	8.9	2.0	21	190	169	804.8	2.1
Renault	9	53	44	488.9	2.2	86	182	96	111.6	2.0
Scania	32	40	8	25.0	1.7	154	162	8	5.2	1.7
Man	24	28	4	16.7	1.2	130	118	-12	-9.2	1.3
Daf	23	22	-1	-4.3	0.9	83	105	22	26.5	1.1
Ford	27	16	-11	-40.7	0.7	137	100	-37	-27.0	1.1
Caterpillar	23	4	-19	-82.6	0.2	85	18	-67	-78.8	0.2
Hyundai	6	0	-6	-100.0	0.0	43	0	-43	-100.0	0.0
Other	15	6	-9	-60.0	0.3	309	29	-280	-90.6	1.2
Total	2292	2418	126	5.5	100.0	8841	9260	419	4.7	100.0

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