

AutoTeamAustralia*

AUGUST 2010

VFACTS

REPORT

**Prepared by Autoteam Australia
Consulting**

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AUGUST 2010 VFACTS HIGHLIGHTS

August 2010, the Automotive Industry in Australia achieved total vehicle sales of 82,122 units, up 8,835 units or 12.1% on August month in 2009. The increase in monthly year over year sales volume represents the 11th consecutive month this has occurred. August 2010 month represents the third best August month on record, behind August 2007 and 2008. On a Seasonally Adjusted Annual Rate, the August industry came in at 979,000 units, the lowest monthly SAAR since September 2009 and only the second time below 1,000,000 units for 2010.

The Industry sales result for August was a sound result in light of the uncertain environment in which the industry was operating with the Federal Election in progress. Over recent years, Federal Elections have had minimal, if any, impact on vehicle sales and it would appear that the same has occurred with the Federal Election this year.

The Australian Economy is still performing very well with the latest GDP result confirming that the Australian growth is among the best in the industrialised world. This stands well for future vehicle sales and overall economic growth.

The August sales volume was largely impacted by manufacturer and dealer incentives and this situation will continue for the remainder of the year. With little new model activity scheduled for the remainder of the year, Autoteam Australia Consulting forecast that manufacturer and dealer incentives will continue for the industry for the remainder of the year. Incremental vehicle sales volumes will largely be achieved at the right retail price.

Automotive Dealers continue to carry increased vehicle stock level, of both new and used vehicles, and this is impacting on overall dealership profitability. Those businesses that run lean management processes will be the dealers who achieve the greatest overall profit. Already Autoteam has noticed that the Australian dealer body in general, has increased fixed costs by between 5% and 7.5% on the same time last year. At a 2% Return On Sales, a dealer must generate an incremental \$50,000 sales revenue to achieve a \$1,000 NPBT. The margins are extremely thin and all costs must be monitored on a regular basis.

Dealers were able to operate profitably through the GFC with lower stock and should aim to maintain stock at those levels. Bearing in mind the cost to carry inventory of about \$50 per day per unit, with the present stock levels on hand, the majority of dealerships around the country are incurring an accounted loss in both New and Used Vehicle Departments.

August 2010 year to date, the Automotive Industry has achieved total vehicle sales of 695,666 units, up 91,823 units or 15.2% on the same time last year. August year to date vehicle sales are the third best on record, behind August 2007 and 2008. August year to date the vehicle industry is running at a SAAR of 1,048,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2010 is 1,025,000 units. This total will be achieved if the industry, for the remainder of the year, runs at the August SAAR of 979,000 units, which compares to year to date SAAR of 1,048,000 units – a reduction of 6.6%.

Among the top 20 nameplates, only Mitsubishi (1.1%), Honda (3.6%) and Isuzu (0.7%) have incurred year over year volume loss for August. By comparison Nissan, Subaru, Volkswagen, Suzuki, Mercedes, Great Wall (although off a small absolute volume base) and Jeep all achieved year over year volume growth of in excess of 20%. All the above brands have strong model representation in the lower end of the Passenger Industry and/or the SUV Industry. Any automotive brand with sound representation in these markets will continue to achieve volume growth over the coming period.

August year to date, among the top 20 nameplates, only Peugeot (4.1%) is down in sales volume. In a growing market, Peugeot has consistently lost sales volume and

its marketing and pricing strategy needs to be reviewed to arrest this sales decline. Nameplates to have achieved year over year growth year to date in excess of 20% are Hyundai, Nissan, Volkswagen, Suzuki, KIA, Audi, Jeep and Great Wall. Of the total of 59 brands represented in the Australian Automotive Industry, 43 have achieved year to date volume growth compared to the same time last year.

August vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>August Month</u>	<u>August YTD</u>
Passenger	8 th	4 th
SUV	1 st	1 st
Light Commercial	1 st	2 nd
Heavy Truck	12 th	5 th
Total Industry	3 rd	3 rd

Industry Highlights

- The Heavy Truck Industry was the only industry segment to have incurred a year over year volume loss, down 1.7% or just 39 units for the month. The SUV Industry continues to lead the overall industry growth and for August achieved 32.5% year over year volume growth. By comparison, Passenger was up 3.5% and Light Commercial was up 22.6%. The SUV Industry accounts for 22.6% of the total vehicle industry for August 2010 year to date which compares to just 19.9% the same time last year. On a year to date basis, all vehicle industry segments have achieved volume growth..
- Within the Passenger Industry, the Light Segment achieved the greatest volume growth at 22.2% or 2,113 units. The People Movers Segment achieved year over year volume growth of 18.8%, although off a small volume base. Growth in the Light segment was driven by Barina, Micra and the new Hyundai i20. The Small Passenger Segment again lost sales volume with i30 (volume loss to the new i20), Lancer and Tiida losing most sales volume, although many models are down year over year. The Light and Small Segments combined account for 64% of all Passenger vehicle sales August year to date compared to 62% for the same period last year. Manufacturers with competitive products in these two segments will continue to achieve incremental market share into the future.

Within the SUV Industry, all segments achieved year over year volume growth, with Compact Segment up 46.3% for the month and the Medium Segment up 37.9% for the month. Growth in the Compact Segment was spread over most models, with Mazda CX7, new Mitsubishi ASX, Forester and Outback achieving the greatest volume growth. In the Medium SUV Segment, Captiva and Prado achieved the greatest year over year volume growth.

In the Light Commercial Industry, only the Van Segment incurred a volume loss year over year. The 4X4 Chassis/Cab segment achieved greatest year over year volume growth of 41.8% or 2,189 units and accounts for 51.4% of all Light Commercial vehicle sales. Volume growth was led by Ranger, Navara and HiLux.

- Among States and Territories for August, only Tasmania failed to achieve sales volume growth for the month. Western Australia (21.9%) and Victoria (18.4%) achieved the greatest volume sales growth for the month. August year to date these two states lead the industry growth, both up over 20% year over year, but sales volume growth has been achieved by all states and territories.
- By buyer type, only Rental sales, which are seasonal, were down for the month, 13.9% or 696 units. Government vehicle sales (federal, state and local) achieved the greatest growth at 21.7%, ahead of private vehicles sales with growth of 20.9%. August year to date all industry segments have achieved sales volume growth.
- By fuel type, only LPG vehicle sales were down for the month year over year. Hybrid vehicle sales achieved the greatest year over year percent growth at 69.1%, although absolute segment sales volume was low at only 646 units for the month.
- Locally manufactured vehicle industry share for August accounted for just 14.9% of the total vehicle industry. The August 2010 industry share of 14.9% compares to August 2009 industry share of 15.8%. Locally manufactured vehicles share of the total vehicle industry will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. Vehicles in this segment remain the vehicle of preference for government and large fleet sales.

- Toyota maintained Passenger, SUV and Light Commercial market leadership in August. Toyota achieved total vehicle sales of 16,633 units for August for a market share of 20.3%, which compares to 21.8% for August 2009. Holden was second (11,146 units), ahead of Ford (8,212 units), Hyundai (6,560 units) and Mazda (6,473 units).
- Holden Commodore retains the title of the top selling vehicle for the month with sales of 3,674 units, ahead of Corolla (3,520 units) and Toyota HiLux (2,954 units).

Top 10 Selling Vehicles

	<u>August Month</u>		<u>August YTD</u>	
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>
1	Commodore	3674	Commodore	30582
2	Corolla	3520	HiLux	27448
3	HiLux	2954	Mazda 3	26170
4	Mazda 3	2871	Corolla	26022
5	i30	2496	i30	21626
6	Cruze	2383	Falcon	20686
7	Falcon	2344	Cruze	18965
8	Camry	1955	Navara	17577
9	Navara	1834	Lancer	16458
10	Getz	1789	Camry	15450

August 2010 Total Vehicle Industry										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Pass	44918	46504	1586	3.5	56.7	353052	397647	44595	12.6	57.1
SUV	13972	18515	4543	32.5	22.5	119993	156892	36899	30.8	22.6
Lt Com'l	12129	14874	2745	22.6	18.1	112672	122239	9567	8.5	17.6
Hvy Trk	2268	2229	-39	-1.7	2.7	18126	18888	762	4.2	2.7
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Vehicle Segmentation										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%		Share	2009	2010	Volume	
Light	9519	11632	2113	22.2	25.0	77724	92041	14317	18.4	23.3
Small	19211	18278	-933	-4.9	39.3	141413	161918	20505	14.5	40.7
Medium	6076	6330	254	4.2	13.6	48027	54272	6245	13.0	13.6
Large	7619	7713	94	1.2	16.6	65331	66950	1619	2.5	16.8
Up Large	283	306	23	8.1	0.7	2435	2253	-182	-7.5	0.6
PM	782	929	147	18.8	2.0	7027	8490	1463	20.8	2.1
Sports	1428	1316	-112	-7.8	2.8	11095	11723	628	5.7	2.9
Pass.	44918	46504	1586	3.5	100.0	353052	397647	44595	12.6	100.0
Compact	6149	8565	2416	39.3	46.3	53480	72343	18863	35.3	46.2
Medium	5522	7016	1494	27.1	37.9	46412	60430	14018	30.2	38.5
Large	757	874	117	15.5	4.7	6632	8046	1414	21.3	5.1
Luxury	1544	2060	516	33.4	11.1	13469	16073	2604	19.3	10.2
SUV	13972	18515	4543	32.5	100.0	119993	156892	36899	30.8	100.0
Light Bus	197	230	33	16.8	1.5	1440	1683	243	16.9	1.4
Van	2033	1801	-232	-11.4	12.1	15611	15945	334	2.1	13.0
4X2	4575	5290	715	15.6	35.6	42647	41032	-1615	-3.8	33.6
4X4	5254	7452	2198	41.8	50.1	52351	62850	10499	20.1	51.4
Light Trk	70	101	31	44.3	0.7	623	729	106	17.0	0.6
SUV	12129	14874	2745	22.6	100.0	112672	122239	9567	8.5	100.0

August 2010 Sales By State										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%		Share	2009	2010	Volume	
NSW	22704	25287	2583	11.4	30.8	186423	211335	24912	13.4	30.4
Victoria	18848	22312	3464	18.4	27.2	156899	188707	31808	20.3	27.1
Q'land	15661	15966	305	1.9	19.4	129507	141611	12104	9.3	20.4
Wst Aust	8003	9753	1750	21.9	11.9	65692	79112	13420	20.4	11.4
Sth Aust	4696	5233	537	11.4	6.4	38357	44635	6278	16.4	6.4
Tasmania	1476	1407	-69	-4.7	1.7	10873	12083	1210	11.1	1.7
ACT	1176	1345	169	14.4	1.6	9982	10985	1003	10.0	1.6
NT	723	819	96	13.3	1.0	6110	7198	1088	17.8	1.0
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Sales By Buyer Type										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%		Share	2009	2010	Volume	
Private	32115	38828	6713	20.9	47.2	281565	332697	51132	18.2	47.9
Business	31576	33400	1824	5.8	40.7	264294	287517	23223	8.8	41.3
Gov't	4577	5571	994	21.7	6.8	38910	43169	4259	10.9	6.2
Rental	5019	4323	-696	-13.9	5.3	19074	32283	13209	69.3	4.6
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Sales By Fuel Type

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%		Share	2009	2010	Volume	
Petrol	55095	58035	2940	5.3	70.7	442776	492321	49545	11.2	70.7
Diesel	16917	22688	5771	34.1	27.6	151570	191150	39580	26.1	27.5
LPG	893	753	-140	-15.7	0.9	6823	6112	-711	-10.4	0.9
Hybrid	382	646	264	69.1	0.8	2674	6083	3409	127.5	0.9
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Top 10 Production Locations

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%		Share	2009	2010	Volume	
Holden	4273	5060	787	18.4	6.2	37644	40031	2387	6.3	5.8
Ford	4224	4316	92	2.2	5.3	34100	34864	764	2.2	5.0
Toyota	3030	2827	-203	-6.7	3.4	21178	23394	2216	10.5	3.4
Mitsubishi	0	0	0	N/A	0.0	9	1	-8	-88.9	0.0
Local	11527	12203	676	5.9	14.9	92931	98290	5359	5.8	14.2
Japan	26456	27105	649	2.5	33.0	216332	240680	24348	11.3	34.6
Korea	11716	13728	2012	17.2	16.7	78577	113599	35022	44.6	16.3
Thailand	9711	12582	2871	29.6	15.3	92367	109185	16818	18.2	15.7
Germany	4643	6133	1490	32.1	7.5	38556	53017	14461	37.5	7.6
South Afr.	1338	1338	0	0.0	1.6	14995	10683	-4312	-28.8	1.5
England	773	1055	282	36.5	1.3	5542	9764	4222	76.2	1.4
USA	791	1275	484	61.2	1.6	8331	9226	895	10.7	1.3
France	700	580	-120	-17.1	0.7	6122	5233	-889	-14.5	0.8
Belgium	704	668	-36	-5.1	0.8	9324	4926	-4398	-47.2	0.7
Other	4928	5455	527	10.7	6.6	40766	41063	297	0.7	5.9
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Top 20 Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	15994	16633	639	4.0	20.3	126891	141353	14462	11.4	20.3
Holden	9505	11146	1641	17.3	13.6	75923	90451	14528	19.1	13.0
Ford	7623	8212	589	7.7	10.0	61862	64783	2921	4.7	9.3
Mazda	5863	6473	610	10.4	7.9	50490	56718	6228	12.3	8.2
Hyundai	5980	6560	580	9.7	8.0	42141	55462	13321	31.6	8.0
Nissan	3657	4733	1076	29.4	5.8	34367	42209	7842	22.8	6.1
Mitsubishi	4551	4502	-49	-1.1	5.5	35780	41903	6123	17.1	6.0
Honda	2841	2740	-101	-3.6	3.3	27848	28095	247	0.9	4.0
Subaru	2602	3230	628	24.1	3.9	24418	27592	3174	13.0	4.0
Volks.	2115	3022	907	42.9	3.7	20410	25250	4840	23.7	3.6
Suzuki	1559	2098	539	34.6	2.6	12854	16429	3575	27.8	2.4
KIA	1638	1918	280	17.1	2.3	13073	16182	3109	23.8	2.3
Mercedes	1400	1710	310	22.1	2.1	12227	14243	2016	16.5	2.0
BMW	1290	1525	235	18.2	1.9	10732	11843	1111	10.4	1.7
Audi	1009	1021	12	1.2	1.2	7563	9272	1709	22.6	1.3
Isuzu	595	591	-4	-0.7	0.7	4780	4920	140	2.9	0.7
Great Wall	228	730	502	220.2	0.9	502	4267	3765	750.0	0.6
Lexus	402	412	10	2.5	0.5	3600	4184	584	16.2	0.6
Jeep	202	525	323	159.9	0.6	2527	4065	1538	60.9	0.6
Peugeot	412	420	8	1.9	0.5	4039	3872	-167	-4.1	0.6
Other	3821	3921	100	2.6	4.7	31816	32573	757	2.4	4.7
Total	73287	82122	8835	12.1	100.0	603843	695666	91823	15.2	100.0

August 2010 Top 20 Passenger Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	8613	8221	-392	-4.6	17.7	63039	66922	3883	6.2	16.8
Holden	6655	7637	982	14.8	16.4	51364	61607	10243	19.9	15.5
Hyundai	4366	5002	636	14.6	10.8	31082	41688	10606	34.1	10.5
Mazda	4788	4684	-104	-2.2	10.1	39018	41489	2471	6.3	10.4
Ford	4593	4422	-171	-3.7	9.5	36242	37812	1570	4.3	9.5
Honda	2474	2241	-233	-9.4	4.8	24094	23269	-825	-3.4	5.9
Volks.	1477	2355	878	59.4	5.1	14106	17487	3381	24.0	4.4
Mitsubishi	2272	1698	-574	-25.3	3.7	14490	17392	2902	20.0	4.4
Suzuki	1188	1727	539	45.4	3.7	9368	13133	3765	40.2	3.3
Subaru	1389	1297	-92	-6.6	2.8	11986	12488	502	4.2	3.1
KIA	1379	1333	-46	-3.3	2.9	10724	12451	1727	16.1	3.1
Nissan	1279	1212	-67	-5.2	2.6	10214	11678	1464	14.3	2.9
Mercedes	972	1213	241	24.8	2.6	8091	9779	1688	20.9	2.5
BMW	860	841	-19	-2.2	1.8	7623	7880	257	3.4	2.0
Audi	784	734	-50	-6.4	1.6	5810	6770	960	16.5	1.7
Peugeot	390	380	-10	-2.6	0.8	3784	3396	-388	-10.3	0.9
Lexus	214	214	0	0.0	0.5	1825	2408	583	31.9	0.6
Mini	160	166	6	3.8	0.4	1249	1546	297	23.8	0.4
Proton	84	152	68	81.0	0.3	605	1080	475	78.5	0.3
Volvo	132	135	3	2.3	0.3	1020	1029	9	0.9	0.3
Other	849	840	-9	-1.1	1.6	7318	6343	-975	-13.3	1.5
Total	44918	46504	1586	3.5	100.0	353052	397647	44595	12.6	100.0

August 2010 Top 20 SUV Nameplates

	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2009	2010	Volume	%		2009	2010	Volume	%	
Toyota	3711	4055	344	9.3	21.9	29534	35314	5780	19.6	22.5
Nissan	1207	1611	404	33.5	8.7	11088	15133	4045	36.5	9.6
Subaru	1213	1933	720	59.4	10.4	12432	15104	2672	21.5	9.6
Mitsubishi	1141	1475	334	29.3	8.0	7857	12512	4655	59.2	8.0
Holden	1031	1317	286	27.7	7.1	6999	10901	3902	55.8	6.9
Hyundai	1266	1130	-136	-10.7	6.1	8898	9550	652	7.3	6.1
Ford	901	1243	342	38.0	6.7	7739	9540	1801	23.3	6.1
Mazda	353	1039	686	194.3	5.6	4895	9251	4356	89.0	5.9
Honda	367	499	132	36.0	2.7	3754	4826	1072	28.6	3.1
Volks	381	296	-85	-22.3	1.6	3844	4807	963	25.1	3.1
Jeep	202	525	323	159.9	2.8	2527	4065	1538	60.9	2.6
BMW	430	684	254	59.1	3.7	3109	3963	854	27.5	2.5
KIA	224	548	324	144.6	3.0	2092	3385	1293	61.8	2.2
Suzuki	322	346	24	7.5	1.9	3148	3123	-25	-0.8	2.0
L/Rover	291	305	14	4.8	1.6	2412	3065	653	27.1	2.0
Audi	225	287	62	27.6	1.6	1753	2502	749	42.7	1.6
Great Wall	0	307	307	N/A	1.7	0	2206	2206	N/A	1.4
Volvo	181	268	87	48.1	1.4	1883	2140	257	13.6	1.4
Mercedes	128	208	80	62.5	1.1	1531	1926	395	25.8	1.2
Lexus	188	198	10	5.3	1.1	1775	1776	1	0.1	1.1
Other	210	241	31	14.8	1.3	2723	1803	-920	-33.8	1.1
Total	13972	18515	4543	32.5	100.0	119993	156892	36899	30.8	100.0

August 2010 Light Commercial Nameplates

	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2009	2010	Volume	%		2009	2010	Volume	%	
Toyota	3637	4315	678	18.6	29.0	34141	38858	4717	13.8	31.8
Holden	1819	2192	373	20.5	14.7	17560	17943	383	2.2	14.7
Ford	2129	2547	418	19.6	17.1	17881	17431	-450	-2.5	14.3
Nissan	1171	1910	739	63.1	12.8	13065	15398	2333	17.9	12.6
Mitsubishi	1138	1329	191	16.8	8.9	13433	11999	-1434	-10.7	9.8
Mazda	722	750	28	3.9	5.0	6577	5978	-599	-9.1	4.9
Hyundai	348	428	80	23.0	2.9	2161	4224	2063	95.5	3.5
Isuzu Ute	323	421	98	30.3	2.8	1822	3196	1374	75.4	2.6
Volks.	218	284	66	30.3	1.9	2205	2501	296	13.4	2.0
Great Wall	228	423	195	85.5	2.8	502	2061	1559	310.6	1.7
Mercedes	62	73	11	17.7	0.5	850	704	-146	-17.2	0.6
Ssang.	24	46	22	91.7	0.3	358	426	68	19.0	0.3
KIA	35	37	2	5.7	0.2	257	346	89	34.6	0.3
Citroen	23	19	-4	-17.4	0.1	241	259	18	7.5	0.2
Proton	36	23	-13	-36.1	0.2	304	223	-81	-26.6	0.2
Suzuki	49	25	-24	-49.0	0.2	338	173	-165	-48.8	0.1
Peugeot	22	18	-4	-18.2	0.1	255	153	-102	-40.0	0.1
L/Rover	15	15	0	0.0	0.1	68	146	78	114.7	0.1
Fiat	20	7	-13	-65.0	0.0	131	120	-11	-8.4	0.1
Renault	110	12	-98	-89.1	0.1	523	100	-423	-80.9	0.1
Total	12129	14874	2745	22.6	100.0	112672	122239	9567	8.5	100.0

August 2010 Heavy Truck Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Isuzu	595	591	-4	-0.7	26.5	4780	4920	140	2.9	26.0
Hino	338	329	-9	-2.7	14.8	2989	2755	-234	-7.8	14.6
Mits Fuso	293	278	-15	-5.1	12.5	2368	2539	171	7.2	13.4
Mercedes	238	216	-22	-9.2	9.7	1755	1834	79	4.5	9.7
K'worth	119	109	-10	-8.4	4.9	983	1316	333	33.9	7.0
Iveco	125	137	12	9.6	6.1	771	974	203	26.3	5.2
Volvo	75	86	11	14.7	3.9	622	654	32	5.1	3.5
Fiat	72	64	-8	-11.1	2.9	560	555	-5	-0.9	2.9
W/Star	35	45	10	28.6	2.0	433	519	86	19.9	2.7
Niss UD	78	71	-7	-9.0	3.2	459	512	53	11.5	2.7
Mack	69	79	10	14.5	3.5	553	475	-78	-14.1	2.5
Volks.	39	87	48	123.1	3.9	255	455	200	78.4	2.4
Freightl.	84	27	-57	-67.9	1.2	595	404	-191	-32.1	2.1
Toyota	33	42	9	27.3	1.9	177	259	82	46.3	1.4
Scania	18	18	0	0.0	0.8	253	223	-30	-11.9	1.2
Man	32	19	-13	-40.6	0.9	175	180	5	2.9	1.0
Daf	12	13	1	8.3	0.6	157	153	-4	-2.5	0.8
Renault	0	11	11	N/A	0.5	93	92	-1	-1.1	0.5
I'national	13	7	-6	-46.2	0.3	148	69	-79	-53.4	0.4
Total	2268	2229	-39	-1.7	100.0	18126	18888	762	4.2	100.0

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