AutoTeamAustralia

AUGUST 2011 VFACTS REPORT

Prepared by Autoteam Australia Consulting

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AUGUST 2011 VFACTS HIGHLIGHTS

August 2011, the Automotive Industry in Australia achieved total vehicle sales of 88,082 units, up 5,960 units or 7.3% on August month 2010. The increase in year over year monthly sales volume is the first time for the last ten months that this has occurred. August 2011 month represents the 2nd best August month on record, behind August 2007, and on a Seasonally Adjusted Annual Rate, the industry came in at 1,070,000 units.

August is the first month since March 2011 where the industry SAAR has been in excess of one million units. This is a reflection of increase product availability for all brands following the tsunami in Japan in February. We have seen several manufacturers over recent months advertising that stock is now freely available for immediate delivery and the mix of stock has improved, with more SUV and Light Commercial vehicles now available..

The SUV and Light Truck Industries, with increased imported stock availability over recent months, both achieved record August sales volume for the month.

In Australia, most brands have been impacted to varying degrees as a result of the tsunami in Japan. Several brands have indicated that the impact on their vehicle availability is 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 onetime, but a reduction of availability for several months through to year end.

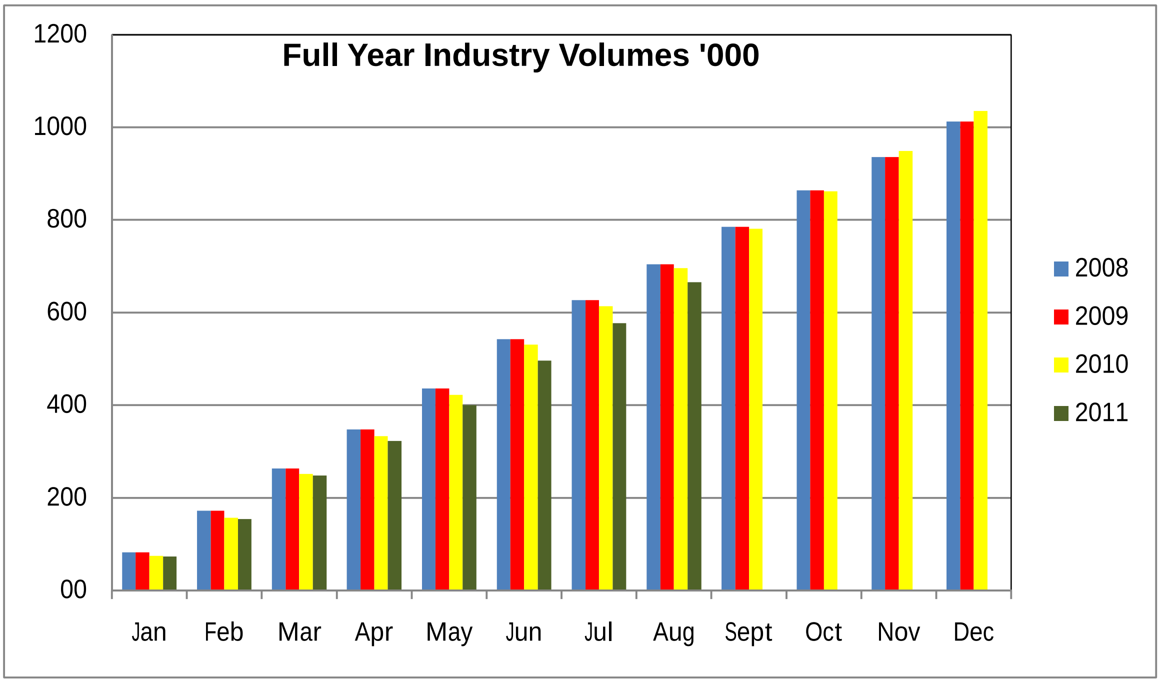
It would appear that the lack of vehicle inventory having any impact on vehicle sales volumes is now in the past as most brands now have more inventory available.

Prior to the Japanese tsunami, the average new vehicle dealer in Australia was carrying in excess of 60 days' supply of new vehicles. As imported stock has become more freely available, the average franchised dealers has again been growing inventory levels with the average dealer presently at 63 days' supply – slightly higher than Autoteam would recommend (60 days supply). This will impact on dealer profitability as lower stock level has historically produced higher NPBT.

Hopefully as dealer stock becomes more freely available, dealers are still able to maintain gross at the present higher level. Locally manufactured vehicle stock is available, however, demand for these vehicles is falling almost month over month (excluding Holden Cruze). As dealer inventory volume increases, gross per vehicle sold generally reduces. Key to dealer profitability and return on investment is greater turnover of stock.

Over the more recent period we have seen many manufacturers with aggressive marketing and merchandising programs. This aggressive approach to marketing will continue for the remainder of the year as inventory becomes even more freely available and manufacturers strive to achieve full year sales volume targets..

The most important criteria today for vehicle sales is price. 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 would have historically been a used vehicle sale. Dealers must therefore constantly monitor the impact on used vehicle sales volumes and prices.



On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 665,309 units, down 30,357 units or 4.4% on August 2010 year to date. On a SAAR basis, the total Vehicle Industry is running at 998,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been held at 1,000,000 units. For this level of sales to be achieved, the volume required for the remainder of the year will have to be 334,491 units, down 5,417 units on the same time last year. On a SAAR basis, the industry will need to achieve 1,004,000 units for the remainder of the year. This will be the fourth time that the full year industry will have achieved sales in excess of 1,000,000 units.

August vehicle sales compared to history is as follows:

Record Vehicle Industry

	August Month	August YTD
Passenger	7th	9th
SUV	1st	2nd
Light Commercial	1st	3rd
Heavy Truck	7th	10th
Total Industry	2nd	4th

Industry Highlights

- All industry segments achieved monthly year over year sales volume increases, with the SUV segment up most, 3,596 units or 19.4%. The SUV industry for the month of August achieved 25.1% of the total vehicle market. The Passenger Industry achieved volume growth of 1,919 units. August year to date, all industry segments are down in sales volume compared to the same time 2010.
- The Small, Medium and People Movers segments all achieved year over year volume growth for August, with the Small Segment up most at 2,832 units or 15.5% for the month. The volume growth for this segment was headed by Mazda 3, up 1,363 units and Cruze, up 851 units. The Large Segment incurred the greatest year over year volume loss, down 703 units with Falcon accounting for 679 units. The Light and Small Passenger Segments combined account for 67.4% of total Passenger sales August year to date. The Large Segment continues to, and will continue to, lose most volume. This passenger segments continues to lose sales volume and share as consumers desert the segment in preference of smaller, more fuel efficient vehicles. With rising fuel prices, Autoteam forecast that this industry segment will continue to lose sales volume and industry share into the future.

  Within the SUV Industry, all segments achieved year over year volume growth for August. The Compact Segment achieved greatest year over year volume growth, up 2,299 units or 25.6%. Growth in the segment was achieved by CX7 (up 342 units), X Trail (up 723 units) and Tiguan (up 624 units). In the Medium Segment, Territory was up 532 units with volume loss for Kluger and Prado (combined 540 units) offsetting this volume gain. Other SUV vehicles to have achieved significant year over year sales volume growth were Landcruiser, up 464 units and Grand Cherokee, up 460 units.

  Within the Light Commercial Industry, the PU/CC 4X2 and Light Trucks Segments both incurred year over year volume loss for August.

- Among the states and territories, only ACT (3 units) and NT (17 units) incurred a year over year volume loss for August. NSW, Queensland and Victoria all achieved year over year volume increases of in excess of 1,000 units.

- By buyer type, only Government vehicle sales were down year over year. Rental vehicle sales, which are very seasonal, achieved greatest percent year over year volume growth, up 1,067 units or 24.7% on the same time last year. Private vehicle sales for the month accounted for 48.1% of all vehicle sales with a share of 48.6% August year to date.
- By fuel type, only LPG sales incurred volume loss year over year, down 660 units or 87.6% for the month. Hybrid vehicle sales achieved greatest percent year over year volume growth (off a small volume base), up 20% or 129 units. Diesel powered vehicles continue to increase share of the industry and for August accounted for 28.9% of all vehicle sales.
- Locally manufactured vehicle industry share for August accounted for 16.1%, up 1.6 pp on the same time last year and is a reflection of the Cruze now being locally manufactured. August year to date locally manufactured vehicles account for only 13.7% of all vehicle sales, but will increase over the coming months, again driven by the success Cruze 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 achieved market leadership in Total, SUV and Light Commercial Industries for August. Holden achieved Passenger Industry leadership for the month.

  Toyota achieved total vehicle sales volume of 15,885 units (Toyota's highest sales volume since March 2011) for a market share of 18%, ahead of Holden 11,534 units, Mazda 9,138 units (record for the brand), Ford 8,341 units and Hyundai 7,417 units.
- Mazda 3 achieved industry model leadership for the month with sales of 4,234 units, ahead of Commodore 3,682 units and Cruze 3,234 units. August year to date Mazda is the top selling vehicle in the country, ahead of commodore and HiLux.

Top 10 Selling Vehicles

	August Month		August Year To Date	
	Model	Volume	Model	Volume
1	Mazda 3	4234	Mazda 3	28736
2	Commodore	3682	Commodore	28265
3	Cruze	3234	HiLux	24498
4	Corolla	3100	Cruze	22686
5	HiLux	2823	Corolla	21378
6	i30	2418	i30	19562
7	Mazda 2	1966	Navara	15136
8	Falcon	1665	Lancer	12865
9	Territory	1625	Falcon	12583
10	Camry	1607	Mazda 2	12102

August 2011 Total Vehicle Industry

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	46504	48423	1919	4.1	55.0	397647	371602	-26045	-6.5	55.9
SUV	18515	22111	3596	19.4	25.1	156892	156409	-483	-0.3	23.5
Lt Com'l	14874	15157	283	1.9	17.2	122239	119370	-2869	-2.3	17.9
Hvy Trk	2229	2391	162	7.3	2.7	18888	17928	-960	-5.1	2.7
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Vehicle Segmentation

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	11632	11183	-449	-3.9	23.1	92041	90209	-1832	-2.0	24.2
Small	18278	21110	2832	15.5	43.6	161918	160373	-1545	-1.0	43.2
Medium	6330	6691	361	5.7	13.8	54272	48865	-5407	-10.0	13.1
Large	7713	7010	-703	-9.1	14.5	66950	53346	-13604	-20.3	14.4
Up Large	306	247	-59	-19.3	0.5	2253	2088	-165	-7.3	0.6
PM	929	1008	79	8.5	2.1	8490	7562	-928	-10.9	2.0
Sports	1316	1174	-142	-10.8	2.4	11723	9159	-2564	-21.9	2.5
Pass.	46504	48423	1919	4.1	100.0	397647	371602	-26045	-6.5	100.0
Compact	8915	11214	2299	25.8	50.7	72343	78991	6648	9.2	50.5
Medium	6666	6876	210	3.2	31.1	60430	50333	-10097	-16.7	32.2
Large	874	1368	494	56.5	6.2	8046	7977	-69	-0.9	5.1
Luxury	2060	2653	593	28.8	12.0	16073	19108	3035	18.9	12.2
SUV	18515	22111	3596	19.4	100.0	156892	156409	-483	-0.3	100.0
Light Bus	230	323	93	40.4	2.1	1683	1643	-40	-2.4	1.4
Van	1801	1893	92	5.1	12.5	15945	14098	-1847	-11.6	11.8
4X2	5290	4586	-704	-13.3	30.3	41032	35835	-5197	-12.7	30.0
4X4	7452	8267	815	10.9	54.5	62850	67089	4239	6.7	56.2
Light Trk	101	88	-13	-12.9	0.6	729	705	-24	-3.3	0.6
Lt Com'l	14874	15157	283	1.9	100.0	122239	119370	-2869	-2.3	100.0

August 2011 Sales By State										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	25287	27274	1987	7.9	31.0	211335	207250	-4085	-1.9	31.1
Victoria	22312	23436	1124	5.0	26.6	188707	176952	-11755	-6.2	26.6
Q'land	15966	18298	2332	14.6	20.8	141611	139601	-2010	-1.4	21.0
Wst Aust	9753	9903	150	1.5	11.2	79112	72257	-6855	-8.7	10.9
Sth Aust	5233	5446	213	4.1	6.2	44635	41287	-3348	-7.5	6.2
Tasmania	1407	1581	174	12.4	1.8	12083	10714	-1369	-11.3	1.6
ACT	1345	1342	-3	-0.2	1.5	10985	10410	-575	-5.2	1.6
NT	819	802	-17	-2.1	0.9	7198	6838	-360	-5.0	1.0
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Sales By Buyer Type										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	38828	42404	3576	9.2	48.1	332697	322773	-9924	-3.0	48.6
Business	33400	35018	1618	4.8	39.8	287517	272315	-15202	-5.3	40.9
Gov't	5571	5270	-301	-5.4	6.0	43169	38875	-4294	-9.9	5.8
Rental	4323	5390	1067	24.7	6.1	32283	31346	-937	-2.9	4.7
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Sales By Fuel Type										
	August Month					.				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	58035	61765	3730	6.4	70.1	492321	464613	-27708	-5.6	69.8
Diesel	22688	25449	2761	12.2	28.9	191150	193344	2194	1.1	29.1
Hybrid	646	775	129	20.0	0.9	6083	5444	-639	-10.5	0.8
LPG	753	93	-660	-87.6	0.1	6112	1908	-4204	-68.8	0.3
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Top 10 Production Locations										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	5060	7853	2793	55.2	8.9	40031	47656	7625	19.0	7.2
Ford	4316	3883	-433	-10.0	4.4	34864	25050	-9814	-28.1	3.8
Toyota	2827	2455	-372	-13.2	2.8	23394	17884	-5510	-23.6	2.7
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	12203	14191	1988	16.3	16.1	98290	90590	-7700	-7.8	13.7
Japan	27105	30299	3194	11.8	34.4	240680	216038	-24642	-10.2	32.5
Thailand	12582	12518	-64	-0.5	14.2	109185	109653	468	0.4	16.5
Korea	13725	11214	-2511	-18.3	12.7	113599	100951	-12648	-11.1	15.2
Germany	6133	6624	491	8.0	7.5	53017	47644	-5373	-10.1	7.2
England	1055	1637	582	55.2	1.9	9764	12900	3136	32.1	1.9
USA	1275	1802	527	41.3	2.0	9226	11849	2623	28.4	1.8
South Afr.	1338	888	-450	-33.6	1.0	10683	10953	270	2.5	1.6
India	389	1379	990	254.5	1.6	2665	7771	5106	191.6	1.2
China	730	972	242	33.2	1.1	4267	6423	2156	50.5	1.0
Other	5587	6558	971	17.4	7.5	44290	50537	6247	14.1	7.4
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Top 20 Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	16633	15885	-748	-4.5	18.0	141353	113993	-27360	-19.4	17.1
Holden	11146	11534	388	3.5	13.1	90451	84923	-5528	-6.1	12.8
Ford	8212	8341	129	1.6	9.5	64783	61334	-3449	-5.3	9.2
Mazda	6473	9138	2665	41.2	10.4	56718	59918	3200	5.6	9.0
Hyundai	6560	7417	857	13.1	8.4	55462	57621	2159	3.9	8.7
Nissan	4733	5587	854	18.0	6.3	42209	44767	2558	6.1	6.7
Mitsubishi	4502	4851	349	7.8	5.5	41903	41309	-594	-1.4	6.2
Volks.	3022	3813	791	26.2	4.3	25250	27746	2496	9.9	4.2
Subaru	3230	2704	-526	-16.3	3.1	27592	24371	-3221	-11.7	3.7
Honda	2740	2035	-705	-25.7	2.3	28095	21645	-6450	-23.0	3.3
KIA	1918	2102	184	9.6	2.4	16182	16803	621	3.8	2.5
Suzuki	2098	1966	-132	-6.3	2.2	16429	16463	34	0.2	2.5
Mercedes	1710	1965	255	14.9	2.2	14243	13610	-633	-4.4	2.0
BMW	1525	1370	-155	-10.2	1.6	11843	11174	-669	-5.6	1.7
Audi	1021	1080	59	5.8	1.2	9272	10104	832	9.0	1.5
Great Wall	730	803	73	10.0	0.9	4267	5358	1091	25.6	0.8
Jeep	525	825	300	57.1	0.9	4065	5042	977	24.0	0.8
Isuzu	591	570	-21	-3.6	0.6	4920	4268	-652	-13.3	0.6
Isuzu Ute	421	613	192	45.6	0.7	3196	4174	978	30.6	0.6
L/Rover	320	471	151	47.2	0.5	3211	3922	711	22.1	0.6
Lexus	412	567	155	37.6	0.6	4184	3898	-286	-6.8	0.6
Peugeot	420	402	-18	-4.3	0.5	3872	3682	-190	-4.9	0.6
Volvo Car	403	378	-25	-6.2	0.4	3169	3622	453	14.3	0.5
Mits Fuso	278	363	85	30.6	0.4	2539	2389	-150	-5.9	0.4
Hino	329	261	-68	-20.7	0.3	2755	2292	-463	-16.8	0.3
Renault	106	401	295	278.3	0.5	1106	2209	1103	99.7	0.3
Dodge	168	299	131	78.0	0.3	1037	1520	483	46.6	0.2
Mini	166	241	75	45.2	0.3	1546	1489	-57	-3.7	0.2
Proton	175	135	-40	-22.9	0.2	1303	1080	-223	-17.1	0.2
Kenworth	109	146	37	33.9	0.2	1316	1032	-284	-21.6	0.2
Other	1446	1819	373	25.8	5.9	11395	13551	2156	18.9	5.5
Total	82122	88082	5960	7.3	100.0	695666	665309	-30357	-4.4	100.0

August 2011 Top 20 Passenger Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	7637	8004	367	4.8	16.5	61607	60378	-1229	-2.0	16.2
Toyota	8221	7426	-795	-9.7	15.3	66922	51472	-15450	-23.1	13.9
Mazda	4684	6783	2099	44.8	14.0	41489	44888	3399	8.2	12.1
Hyundai	5002	5481	479	9.6	11.3	41688	42536	848	2.0	11.4
Ford	4422	4464	42	0.9	9.2	37812	33953	-3859	-10.2	9.1
Volks.	2355	2306	-49	-2.1	4.8	17487	19687	2200	12.6	5.3
Honda	2241	1635	-606	-27.0	3.4	23269	17500	-5769	-24.8	4.7
Suzuki	1727	1735	8	0.5	3.6	13133	13814	681	5.2	3.7
Mitsubishi	1698	1665	-33	-1.9	3.4	17392	13686	-3706	-21.3	3.7
KIA	1333	1342	9	0.7	2.8	12451	12433	-18	-0.1	3.3
Subaru	1297	829	-468	-36.1	1.7	12488	11184	-1304	-10.4	3.0
Nissan	1212	1427	215	17.7	2.9	11678	10005	-1673	-14.3	2.7
Mercedes	1213	1260	47	3.9	2.6	9779	8830	-949	-9.7	2.4
Audi	734	778	44	6.0	1.6	6770	7145	375	5.5	1.9
BMW	841	767	-74	-8.8	1.6	7880	6456	-1424	-18.1	1.7
Peugeot	380	352	-28	-7.4	0.7	3396	3289	-107	-3.2	0.9
Lexus	214	413	199	93.0	0.9	2408	2769	361	15.0	0.7
Volvo Car	135	194	59	43.7	0.4	1029	1450	421	40.9	0.4
Mini	166	196	30	18.1	0.4	1546	1184	-362	-23.4	0.3
Proton	152	104	-48	-31.6	0.2	1080	799	-281	-26.0	0.2
Other	840	1262	422	50.2	2.7	6343	8144	1801	28.4	2.4
Total	46504	48423	1919	4.1	100.0	397647	371602	-26045	-6.5	100.0

August 2011 Top 20 SUV Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4055	4019	-36	-0.9	18.2	35314	28346	-6968	-19.7	18.1
Nissan	1611	2542	931	57.8	11.5	15133	18661	3528	23.3	11.9
Mitsubishi	1475	1774	299	20.3	8.0	12512	15134	2622	21.0	9.7
Subaru	1933	1875	-58	-3.0	8.5	15104	13187	-1917	-12.7	8.4
Hyundai	1130	1307	177	15.7	5.9	9550	10552	1002	10.5	6.7
Ford	1243	1763	520	41.8	8.0	9540	10086	546	5.7	6.4
Holden	1317	1413	96	7.3	6.4	10901	9596	-1305	-12.0	6.1
Mazda	1039	1488	449	43.2	6.7	9251	8316	-935	-10.1	5.3
Jeep	525	825	300	57.1	3.7	4065	5042	977	24.0	3.2
BMW	684	603	-81	-11.8	2.7	3963	4718	755	19.1	3.0
Volks	296	1018	722	243.9	4.6	4807	4385	-422	-8.8	2.8
Honda	499	400	-99	-19.8	1.8	4826	4145	-681	-14.1	2.7
KIA	548	710	162	29.6	3.2	3385	4037	652	19.3	2.6
L/Rover	305	461	156	51.1	2.1	3065	3840	775	25.3	2.5
Audi	287	302	15	5.2	1.4	2502	2959	457	18.3	1.9
Suzuki	346	205	-141	-40.8	0.9	3123	2446	-677	-21.7	1.6
Great Wall	307	309	2	0.7	1.4	2206	2197	-9	-0.4	1.4
Volvo Car	268	184	-84	-31.3	0.8	2140	2172	32	1.5	1.4
Mercedes	208	269	61	29.3	1.2	1926	2012	86	4.5	1.3
Lexus	198	154	-44	-22.2	0.7	1776	1129	-647	-36.4	0.7
Other	241	490	249	103.3	2.3	1803	3449	1646	91.3	2.3
Total	18515	22111	3596	19.4	100.0	156892	156409	-483	-0.3	100.0

August 2011 Light Commercial Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4315	4419	104	2.4	29.2	38858	33965	-4893	-12.6	28.5
Ford	2547	2114	-433	-17.0	13.9	17431	17295	-136	-0.8	14.5
Nissan	1910	1618	-292	-15.3	10.7	15398	16101	703	4.6	13.5
Holden	2192	2117	-75	-3.4	14.0	17943	14949	-2994	-16.7	12.5
Mitsubishi	1329	1412	83	6.2	9.3	11999	12489	490	4.1	10.5
Mazda	750	867	117	15.6	5.7	5978	6714	736	12.3	5.6
Hyundai	428	629	201	47.0	4.1	4224	4533	309	7.3	3.8
Isuzu Ute	421	613	192	45.6	4.0	3196	4174	978	30.6	3.5
Volks.	284	460	176	62.0	3.0	2501	3315	814	32.5	2.8
Great Wall	423	494	71	16.8	3.3	2061	3161	1100	53.4	2.6
Mercedes	73	119	46	63.0	0.8	704	673	-31	-4.4	0.6
Ssang.	46	43	-3	-6.5	0.3	426	394	-32	-7.5	0.3
Renault	12	83	71	591.7	0.5	100	366	266	266.0	0.3
KIA	37	50	13	35.1	0.3	346	333	-13	-3.8	0.3
Proton	23	31	8	34.8	0.2	223	281	58	26.0	0.2
Suzuki	25	26	1	4.0	0.2	173	203	30	17.3	0.2
Citroen	19	19	0	0.0	0.1	259	137	-122	-47.1	0.1
Peugeot	18	25	7	38.9	0.2	153	126	-27	-17.6	0.1
L/Rover	15	10	-5	-33.3	0.1	146	82	-64	-43.8	0.1
Fiat	7	8	1	14.3	0.1	120	79	-41	-34.2	0.1
Total	14874	15157	283	1.9	100.0	122239	119370	-2869	-2.3	100.0

August 2011 Heavy Truck Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	591	570	-21	-3.6	23.8	4920	4268	-652	-13.3	23.8
Mits Fuso	278	363	85	30.6	15.2	2539	2389	-150	-5.9	13.3
Hino	329	261	-68	-20.7	10.9	2755	2292	-463	-16.8	12.8
Mercedes	216	317	101	46.8	13.3	1834	2095	261	14.2	11.7
Iveco	137	146	9	6.6	6.1	974	1078	104	10.7	6.0
K'worth	109	146	37	33.9	6.1	1316	1032	-284	-21.6	5.8
Volvo	86	101	15	17.4	4.2	654	641	-13	-2.0	3.6
Niss UD	71	77	6	8.5	3.2	512	615	103	20.1	3.4
W/Star	45	43	-2	-4.4	1.8	519	574	55	10.6	3.2
Fiat	64	72	8	12.5	3.0	555	569	14	2.5	3.2
Mack	79	82	3	3.8	3.4	475	501	26	5.5	2.8
Freightl.	27	53	26	96.3	2.2	404	480	76	18.8	2.7
Volks.	87	29	-58	-66.7	1.2	455	359	-96	-21.1	2.0
Scania	18	40	22	122.2	1.7	223	269	46	20.6	1.5
Toyota	42	21	-21	-50.0	0.9	259	210	-49	-18.9	1.2
Man	19	27	8	42.1	1.1	180	184	4	2.2	1.0
Daf	13	12	-1	-7.7	0.5	153	87	-66	-43.1	0.5
Hyundai	0	2	2	N/A	0.1	0	84	84	N/A	0.5
Caterpillar	0	10	10	N/A	0.4	0	60	60	N/A	0.3
Renault	11	1	-10	-90.9	0.0	92	34	-58	-63.0	0.2
Other	7	18	11	-169.5	0.9	69	107	38	55.1	4.5
Total	2229	2391	162	7.3	100.0	18888	17928	-960	-5.1	100.0

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