

AUGUST VFACTS REPORT

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AUGUST 2012 VFACTS HIGHLIGHTS

August 2012, the Automotive Industry in Australia achieved total vehicle sales of 93,552 units, up 5,470 units or 6.2% on August month 2011. August 2012 retail sales volume represents the best August sales month on record, and, on a Seasonally Adjusted Annual Rate, the industry for August 2012 came in at 1,132,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past twelve months. The August sales volume was again driven by increased SUV and Light Commercial vehicle availability with the segments up 18.6% and 19.1% respectively August year on year and both industries will achieve record full year sales volume for 2012. We see more manufacturers and products released into these two industry segments with those manufacturers with strong representation in these industries achieving greatest volume growth for the month and they will continue to into the future as the makeup of the Australian Automotive Industry continues to change.

SUV and Light Commercial 4X4 sales offer the retail customer the perceived advantages of a different lifestyle and are largely at the expense of what several years back would have been a passenger, probably wagon, vehicle sale. The traditional wagon as we knew it is just about gone from the market with only a few manufacturers offering this derivative. The SUV and Light Commercial 4X4 provide the consumer the opportunity of a different lifestyle, off road driving, higher driving position, etc., although it must be said very few of these vehicles actually cover this sort of driving.

Vehicle prices today represent the best value they have ever been and with many consumers downsizing their vehicle purchase, they are finding new vehicle purchases more affordable than in the past and also seeking alternative lifestyle cars. About 20 years back approximately 30 weeks salary was required to purchase a vehicle (average vehicle at average earnings). Today this figure is closer to 16 weeks salary, hence better vehicle affordability. Pricing today is the most important factor in vehicle purchase, excluding luxury and sport vehicles where image and lifestyle is still paramount. Most vehicles in the Australian market are of outstanding value, and quality therefore providing the end user a large choice of alternatives when considering a new vehicle purchase.

Several manufacturers achieved significant volume growth in August compared to July sales volume. A driving factor in the sales volume growth over July 2012 was the “finance offer” marketing incentives in the market place by several manufacturers. Over recent months we have seen a growth in this type of incentive from manufacturers and this is growing industry sales volume.

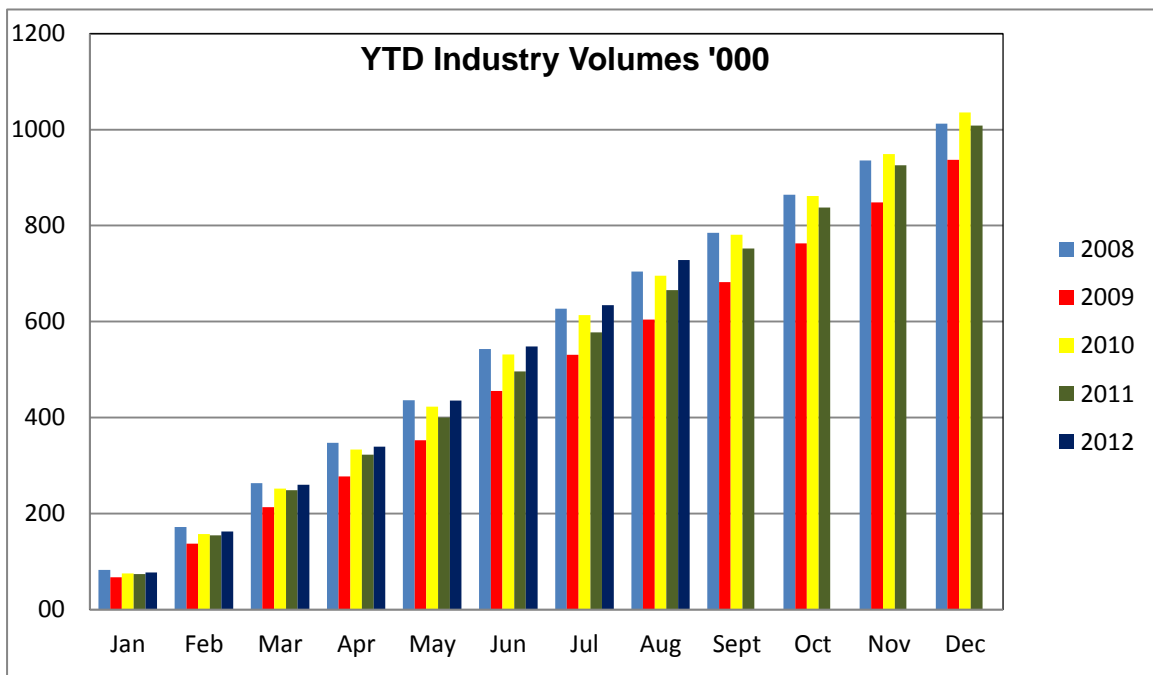
The concern for the dealer body with these incentives is that it attacks the average dealer’s major profit department. Dealers may very well be financing more vehicles as a result but the income generated per vehicle is substantially reduced. The offset may be that the dealer is retaining more gross up front, however, the net result would be lower profit overall for dealers. The ‘finance offers’ from manufacturers are here to stay and the dealer body must recognise this in their business planning and make the appropriate changes to their operating procedures.

August year to date, the Total Vehicle Industry has achieved vehicle sales of 728,047 units, up 62,738 units or 9.4% on the same time last year. August year to date 2012 represents the best August year to date on record. August year to date the Automotive Industry is running at a SAAR of 1,093,000 units.

Autoteam Australia Consulting forecast for the total vehicle industry for 2012 is 1,100,000 units, which compares to the present industry record of 1,049,982 units achieved in 2007.

While new vehicle sales are at record level, dealer profitability in the New Vehicle Department remains at a loss. On a fully accounted basis, the majority of dealers around

Australia are running at a loss in the New Vehicle Department. The push to achieve sales targets and market share, with the associated bonuses, and carrying too much stock has impacted dealer profitability in this department. This approach has been successful for the franchises in achieving sales volume but it has not transferred into dealership profitability. A different operating model needs to be developed to return dealership New Vehicle Departments to profit or breakeven at a minimum.



With the makeup of the vehicle Passenger Industry changing and the continued growth in the SUV and Light Commercial 4X4 industries, those brands with new and desirable products in these industry segment will continue to achieve volume and share growth. Most manufacturers are investing heavily in R&D in these segments and introducing new products into these market segments in recognition of the change in the market. In the majority of instances, the volume generated by these new models are incremental to the brand and at the expense of the traditional passenger car or wagon. Relying on the same old products to achieve sales volume and market share will not work in the future as consumer preferences have and will continue to change. The industry is dynamic with the consumer wanting the latest and best at a competitive price. Consumer loyalty to a brand has diminished as more and more new products enter the Australian Vehicle Market.

August vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>August Month</u>	<u>August YTD</u>
Passenger	9 th	9 th
SUV	1 st	1 st
Light Commercial	1 st	1 st
Heavy Truck	5 th	5 th
Total Industry	1 st	1 st

Industry Highlights

- Among the top 30 brands in the market August year to date, only Holden, Ford, Mitsubishi, Suzuki, Audi, Peugeot, Mitsubishi Fuso and Dodge are down in sales volume year over year. By comparison, Toyota, Mazda, Nissan, Volkswagen, KIA, Jeep, Great Wall, Land Rover, Isuzu Ute, Hino, Renault, Skoda and Kenworth have all achieved year over year growth of in excess of 15%. For the month of August 2012, Honda achieved year over year growth of 88.8% and Jeep achieved growth of 94.9% compared to August 2011.
- Again the Passenger Industry was the only segment to have incurred a year over year volume loss, down 1,811 units or 3.7% for the month of August. August year to date the Passenger Industry accounts for 51.7% of all vehicles sold which compares to 55.9% the same time last year. The Large Segment for August was down 1,782 units or 25.4% compared to the same month last year (Commodore down 1,247 units). The SUV Industry was up 18.6% year on year with only the Upper Large Segment (207 units) down for the month. The Compact SUV Segment was up 61% year on year. The Compact, Medium and Large Segments were all up in excess of 1,000 units for the month. In the Light Commercial Industry, the PU/CC 4X4 Segment was up 3,160 units or 38.2% for the month. The growth in the SUV and Light Commercial Segments is a reflection of increased stock availability following the Japanese tsunami and Thailand floods over the past 12 to 18 months. The Heavy Truck Industry again achieved modest volume growth of 280 units or 11.7% year on year.
- Among the Passenger Industry, the Small, Medium and Large Segments all incurred volume loss, down 923 units, 290 units and 1,782 units respectively. Major volume

loss year on year in the Small Segment was incurred by Cruze, down 606 units and Mazda 3 down 1,244 units for the month. Offsetting this volume loss was Civic sales of 1,360 units (up 981 units and the best Civic sales volume since October 2008) and Golf up 423 units. The Large Segment was down 1,782 units with Commodore and Falcon, down 1,247 units and 312 units respectively accounting for the majority of the volume loss. The new Chrysler 300C (up 165 units) provided volume growth for the Upper Large Segment. The Sports Segment achieved 70.4% year on year volume growth, with new models Veloster (378 units) and Subaru BRZ/Toyota 86 (combined 360 units).

- The Upper Large Segment was the only segment in the SUV Industry to incur a volume loss year over year, down 207 units or 14.6%. Landcruiser was down 269 units for the month. The Compact Segment achieved growth of 1,995 units (Dualis 711 units and Subaru XV 787 units), Medium Segment was up 1,239 units (CX-5 was up 1,679), Large Segment was up 1,078 units (Captive 7 up 596 units, Prado 363 units).
- The PU/CC 4X4 Segment achieved year on year growth of 3,160 units or 38.2% with most models up year on year, but HiLux up 1,043 units, up the most. Increased stock availability has assisted in achieving the industry growth for the month. Many of these vehicles may have been sold in prior months but because of availability were not able to be delivered until August.
- Among the states and territories, again only Tasmania failed to achieve volume growth, being down 216 units or 13.7%. Western Australia and Northern Territory, up 11.8% and 12% respectively were up most in percent. New South Wales, Victoria, Queensland and Western Australia were all up in excess of 1,000 units year on year. August year to date, only Tasmania remains down in sales volume, 783 units or 7.3% and the industry in Tasmania is running at lower than GFC sales volume and the lowest for the last ten years.
- By buyer type, only Rental sales, which are seasonal, were down for the month, 1,187 units or 22.5%. Private vehicle sales accounted for 48.2% of all vehicle sales in August and account for 49.1% August year to date. August year to date only Rental sales are down year on year.
- By fuel type, petrol vehicle sales were the only type to have incurred a year over year volume loss, down 1,106 units or 1.8%. Diesel vehicle sales were up 5,577 units and this is a reflection of the growth in SUV and Light Commercial 4X4 sales, where a

large portion of these vehicles are diesel powered. Diesel vehicle sales now account for 32.2% of all vehicles sales (Passenger 8%, SUV 39%, Light Commercial 81.3%). LPG vehicle sales were up 611.8% for the month, but off a low base for August 2011.

- Locally manufactured vehicle industry share for August accounted for just 12.8% of the total industry volume. Only Toyota was up (239 units) while Holden and Ford were down 1,869 units and 637 units respectively. Japanese sourced vehicles account for 36.2% of all vehicles sold August year to date.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for August. Toyota achieved total August vehicle sales volume of 17,996 units for a market share of 19.2%, ahead of Holden 11,271 units, Ford 7,795 units, Hyundai 7,732 units, Mazda 7,685 units and Nissan 6,487 units.
- HiLux, with sales of 4,010 units in August was the top selling model again, for the fifth consecutive month, ahead of Mazda 3 and Corolla. On a year to date basis, Mazda 3 has retained sales model leadership ahead of HiLux and Corolla.

Top 10 Selling Vehicles

	<u>August Month</u>		<u>August Year To Date</u>	
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>
1	HiLux	4010	Mazda 3	28158
2	Mazda 3	2990	HiLux	27585
3	Corolla	2945	Corolla	24956
4	Cruze	2628	Cruze	20940
5	Commodore	2435	Commodore	20694
6	Camry	2130	i30	18170
7	i30	2125	Navara	17361
8	Navara	2017	Camry	14853
9	CX-5	1679	Yaris	12835
10	Ranger	1629	Prado	12035

August 2012 Total Vehicle Industry										
	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2011	2012	Volume	%		2011	2012	Volume	%	
Pass	48423	46612	-1811	-3.7	49.8	371602	376084	4482	1.2	51.7
SUV	22111	26216	4105	18.6	28.0	156409	203316	46907	30.0	27.9
Lt Com'l	15149	18045	2896	19.1	19.3	119014	128945	9931	8.3	17.7
Hvy Trk	2399	2679	280	11.7	2.9	18284	19702	1418	7.8	2.7
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Vehicle Segmentation										
	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2011	2012	Volume	%		2011	2012	Volume	%	
Light	11183	11397	214	1.9	24.5	90209	90986	777	0.9	24.2
Small	21110	20187	-923	-4.4	43.3	160373	164013	3640	2.3	43.6
Medium	6691	6401	-290	-4.3	13.7	48866	56119	7253	14.8	14.9
Large	7010	5228	-1782	-25.4	11.2	53345	41119	-12226	-22.9	10.9
Up Large	247	378	131	53.0	0.8	2088	1697	-391	-18.7	0.5
PM	1008	1020	12	1.2	2.2	7562	7841	279	3.7	2.1
Sports	1174	2001	827	70.4	4.3	9159	14309	5150	56.2	3.8
Pass.	48423	46612	-1811	-3.7	100.0	371602	376084	4482	1.2	100.0
Compact	3271	5266	1995	61.0	20.2	25423	41060	15637	61.5	20.2
Medium	8342	9581	1239	14.9	36.5	58678	72145	13467	23.0	35.5
Large	9078	10156	1078	11.9	38.7	63803	79964	16161	25.3	39.3
Upp Large	1420	1213	-207	-14.6	4.6	8505	10147	1642	19.3	5.0
SUV	22111	26216	4105	18.6	100.0	156409	203316	46907	30.0	100.0
Bus <20	335	264	-71	-21.2	1.5	1672	2029	357	21.4	1.7
Bus >20	82	75	-7	-8.5	0.4	481	709	228	47.4	0.5
V/CC <2.5T	265	347	82	30.9	1.9	2075	2262	187	9.0	1.8
V/CC >2.5T	1614	1499	-115	-7.1	8.3	11862	12042	180	1.5	9.3
PU/CC 4X2	4586	4433	-153	-3.3	24.6	35835	31652	-4183	-11.7	24.5
PU/CC 4X4	8267	11427	3160	38.2	63.3	67089	80251	13162	19.6	62.2
Lt Com'l	15149	18045	2896	19.1	100.0	119014	128945	9931	8.3	100.0

August 2012 Sales By State										
	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2011	2012	Volume	%		2011	2012	Volume	%	
NSW	27274	28706	1432	5.3	30.7	207250	224918	17668	8.5	30.9
Victoria	23436	24696	1260	5.4	26.4	176952	191459	14507	8.2	26.3
Q'land	18298	19791	1493	8.2	21.2	139601	155360	15759	11.3	21.3
Wst Aust	9903	11072	1169	11.8	11.8	72257	83033	10776	14.9	11.4
Sth Aust	5446	5577	131	2.4	6.0	41287	44041	2754	6.7	6.0
ACT	1342	1447	105	7.8	1.5	10410	11371	961	9.2	1.6
Tasmania	1581	1365	-216	-13.7	1.5	10714	9931	-783	-7.3	1.4
NT	802	898	96	12.0	1.0	6838	7934	1096	16.0	1.1
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Sales By Buyer Type										
	August Month					August Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2011	2012	Volume	%		2011	2012	Volume	%	
Private	42408	45093	2685	6.3	48.2	322860	357344	34484	10.7	49.1
Business	34794	38679	3885	11.2	41.3	271745	298701	26956	9.9	41.0
Govt	5602	5689	87	1.6	6.1	31783	36873	5090	16.0	5.1
Rental	5278	4091	-1187	-22.5	4.4	38921	35129	-3792	-9.7	4.8
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Sales By Fuel Type										
	August Month									
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Petrol	61774	60668	-1106	-1.8	64.8	464719	481478	16759	3.6	66.1
Diesel	25440	31017	5577	21.9	33.2	193238	234102	40864	21.1	32.2
Hybrid	775	1205	430	55.5	1.3	5444	8327	2883	53.0	1.1
LPG	93	662	569	611.8	0.7	1908	4140	2232	117.0	0.6
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Top 10 Production Locations										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Holden	7856	5987	-1869	-23.8	6.4	47656	48185	529	1.1	6.6
Ford	3883	3246	-637	-16.4	3.5	25050	23166	-1884	-7.5	3.2
Toyota	2455	2694	239	9.7	2.9	17784	20009	2225	12.5	2.7
Local	14194	11927	-2267	-16.0	12.8	90490	91360	870	1.0	12.5
Japan	30299	29355	-944	-3.1	31.4	216038	263784	47746	22.1	36.2
Thailand	12518	16462	3944	31.5	17.6	109653	100970	-8683	-7.9	13.9
Korea	11214	12987	1773	15.8	13.9	100951	97711	-3240	-3.2	13.4
Germany	6624	6571	-53	-0.8	7.0	47644	59678	12034	25.3	8.2
England	1592	2533	941	59.1	2.7	12595	16938	4343	34.5	2.3
USA	1802	2327	525	29.1	2.5	11849	16297	4448	37.5	2.2
India	1379	1667	288	20.9	1.8	7771	10885	3114	40.1	1.5
China	972	1003	31	3.2	1.1	6423	8612	2189	34.1	1.2
South Afr.	888	790	-98	-11.0	0.8	10953	4467	-6486	-59.2	0.6
Other	6600	7930	1330	20.2	8.4	50942	57345	6403	12.6	8.0
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Top 30 Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	15885	17996	2111	13.3	19.2	113993	141811	27818	24.4	19.5
Holden	11534	11271	-263	-2.3	12.0	84923	76390	-8533	-10.0	10.5
Mazda	9138	7685	-1453	-15.9	8.2	59918	67769	7851	13.1	9.3
Hyundai	7417	7732	315	4.2	8.3	57621	60645	3024	5.2	8.3
Ford	8341	7795	-546	-6.5	8.3	61334	58128	-3206	-5.2	8.0
Nissan	5587	6487	900	16.1	6.9	44767	52521	7754	17.3	7.2
Mitsubishi	4851	4075	-776	-16.0	4.4	41309	38642	-2667	-6.5	5.3
Volks.	3813	4344	531	13.9	4.6	27746	35274	7528	27.1	4.8
Subaru	2704	3204	500	18.5	3.4	24371	27568	3197	13.1	3.8
Honda	2035	3842	1807	88.8	4.1	21645	22864	1219	5.6	3.1
KIA	2102	2566	464	22.1	2.7	16803	20712	3909	23.3	2.8
Suzuki	1966	1834	-132	-6.7	2.0	16463	15750	-713	-4.3	2.2
Mercedes	1965	1877	-88	-4.5	2.0	13610	14264	654	4.8	2.0
BMW	1370	1538	168	12.3	1.6	11174	11997	823	7.4	1.6
Jeep	825	1608	783	94.9	1.7	5042	11213	6171	122.4	1.5
Audi	1080	1247	167	15.5	1.3	10104	9495	-609	-6.0	1.3
Great Wall	803	925	122	15.2	1.0	5358	7707	2349	43.8	1.1
L/Rover	471	568	97	20.6	0.6	3922	5418	1496	38.1	0.7
Isuzu Ute	613	741	128	20.9	0.8	4174	5076	902	21.6	0.7
Isuzu	570	640	70	12.3	0.7	4268	4732	464	10.9	0.6
Lexus	567	512	-55	-9.7	0.5	3898	4386	488	12.5	0.6
Volvo Car	378	447	69	18.3	0.5	3622	3787	165	4.6	0.5
Peugeot	402	504	102	25.4	0.5	3682	3483	-199	-5.4	0.5
Renault	401	484	83	20.7	0.5	2209	2834	625	28.3	0.4
Hino	261	352	91	34.9	0.4	2292	2717	425	18.5	0.4
Skoda	250	412	162	64.8	0.4	1418	2636	1218	85.9	0.4
Mits Fuso	363	289	-74	-20.4	0.3	2389	2270	-119	-5.0	0.3
Mini	241	189	-52	-21.6	0.2	1489	1577	88	5.9	0.2
Dodge	299	186	-113	-37.8	0.2	1520	1466	-54	-3.6	0.2
Kenworth	146	233	87	59.6	0.2	1032	1440	408	39.5	0.2
Other	1704	1969	265	15.6	6.2	13213	13475	262	2.0	5.7
Total	88082	93552	5470	6.2	100.0	665309	728047	62738	9.4	100.0

August 2012 Top 20 Passenger Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	7426	7923	497	6.7	17.0	51472	62348	10876	21.1	16.6
Holden	8004	6535	-1469	-18.4	14.0	60378	52681	-7697	-12.7	14.0
Hyundai	5481	5833	352	6.4	12.5	42536	45622	3086	7.3	12.1
Mazda	6783	4645	-2138	-31.5	10.0	44888	44020	-868	-1.9	11.7
Ford	4464	3835	-629	-14.1	8.2	33953	31127	-2826	-8.3	8.3
Volks.	2306	2688	382	16.6	5.8	19687	22328	2641	13.4	5.9
Honda	1635	3185	1550	94.8	6.8	17500	20618	3118	17.8	5.5
KIA	1342	1819	477	35.5	3.9	12433	15298	2865	23.0	4.1
Suzuki	1735	1539	-196	-11.3	3.3	13814	12732	-1082	-7.8	3.4
Mitsubishi	1665	1263	-402	-24.1	2.7	13686	11082	-2604	-19.0	2.9
Mercedes	1260	1123	-137	-10.9	2.4	8830	9382	552	6.3	2.5
Nissan	1427	1025	-402	-28.2	2.2	10005	9198	-807	-8.1	2.4
Subaru	829	1174	345	41.6	2.5	11184	8915	-2269	-20.3	2.4
BMW	767	970	203	26.5	2.1	6456	7232	776	12.0	1.9
Audi	778	720	-58	-7.5	1.5	7145	6190	-955	-13.4	1.6
Lexus	413	310	-103	-24.9	0.7	2769	2965	196	7.1	0.8
Peugeot	352	315	-37	-10.5	0.7	3289	2663	-626	-19.0	0.7
Skoda	218	262	44	20.2	0.6	1233	1715	482	39.1	0.5
Dodge	278	180	-98	-35.3	0.4	1175	1282	107	9.1	0.3
Volvo Car	194	141	-53	-27.3	0.3	1450	1154	-296	-20.4	0.3
Other	1066	1127	61	5.7	2.4	7719	7532	-187	-2.4	2.1
Total	48423	46612	-1811	-3.7	100.0	371602	376084	4482	1.2	100.0

August 2012 Top 20 SUV Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	91	Volume	%	Share
Toyota	4019	4571	552	13.7	17.4	28346	40087	11741	41.4	19.7
Nissan	2542	3371	829	32.6	12.9	18661	25097	6436	34.5	12.3
Subaru	1875	2030	155	8.3	7.7	13187	18653	5466	41.4	9.2
Mazda	1488	2037	549	36.9	7.8	8316	15866	7550	90.8	7.8
Mitsubishi	1774	1379	-395	-22.3	5.3	15134	15174	40	0.3	7.5
Holden	1413	2344	931	65.9	8.9	9596	12198	2602	27.1	6.0
Ford	1763	1698	-65	-3.7	6.5	10086	11631	1545	15.3	5.7
Jeep	825	1608	783	94.9	6.1	5042	11213	6171	122.4	5.5
Hyundai	1307	1373	66	5.0	5.2	10552	10549	-3	0.0	5.2
Volks	1018	483	-535	-52.6	1.8	4385	6161	1776	40.5	3.0
L/Rover	461	559	98	21.3	2.1	3840	5346	1506	39.2	2.6
KIA	710	747	37	5.2	2.8	4037	5276	1239	30.7	2.6
BMW	603	568	-35	-5.8	2.2	4718	4765	47	1.0	2.3
Audi	302	527	225	74.5	2.0	2959	3305	346	11.7	1.6
Suzuki	205	247	42	20.5	0.9	2446	2676	230	9.4	1.3
Volvo Car	184	306	122	66.3	1.2	2172	2633	461	21.2	1.3
Great Wall	309	279	-30	-9.7	1.1	2197	2321	124	5.6	1.1
Honda	400	657	257	64.3	2.5	4145	2246	-1899	-45.8	1.1
Mercedes	269	410	141	52.4	1.6	2012	2082	70	3.5	1.0
Lexus	154	202	48	31.2	0.8	1129	1421	292	25.9	0.7
Other	490	820	330	67.3	3.2	3449	4616	1167	33.8	2.5
Total	22111	26216	4105	18.6	100.0	156409	203316	46907	30.0	100.0

August 2012 Light Commercial Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4440	5502	1062	23.9	30.5	34175	39376	5201	15.2	30.5
Nissan	1618	2091	473	29.2	11.6	16101	18226	2125	13.2	14.1
Ford	2012	2247	235	11.7	12.5	16429	15160	-1269	-7.7	11.8
Mits. Fuso	1412	1433	21	1.5	7.9	12489	12386	-103	-0.8	9.6
Holden	2117	2392	275	13.0	13.3	14949	11511	-3438	-23.0	8.9
Mazda	867	1003	136	15.7	5.6	6714	7883	1169	17.4	6.1
Volks.	460	1147	687	149.3	6.4	3315	6328	3013	90.9	4.9
Great Wall	494	646	152	30.8	3.6	3161	5386	2225	70.4	4.2
Isuzu Ute	613	741	128	20.9	4.1	4174	5076	902	21.6	3.9
Hyundai	629	526	-103	-16.4	2.9	4533	4474	-59	-1.3	3.5
Mercedes	131	98	-33	-25.2	0.5	702	716	14	2.0	0.6
Ssang.	43	35	-8	-18.6	0.2	394	496	102	25.9	0.4
Renault	83	53	-30	-36.1	0.3	366	457	91	24.9	0.4
Mitsubishi	61	45	-16	-26.2	0.2	271	446	175	64.6	0.3
Suzuki	26	48	22	84.6	0.3	203	342	139	68.5	0.3
Citroen	19	13	-6	-31.6	0.1	137	146	9	6.6	0.1
Proton	31	1	-30	-96.8	0.0	281	145	-136	-48.4	0.1
KIA	50	0	-50	-100.0	0.0	333	138	-195	-58.6	0.1
Peugeot	25	6	-19	-76.0	0.0	126	102	-24	-19.0	0.1
Fiat	8	9	1	12.5	0.0	79	79	0	0.0	0.1
L/Rover	10	9	-1	-10.0	0.0	82	72	-10	-12.2	0.1
Total	15149	18045	2896	19.1	100.0	119014	128945	9931	8.3	100.0

August 2012 Heavy Truck Nameplates

	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Isuzu	570	640	70	12.3	23.9	4268	4732	464	10.9	24.0
Hino	261	352	91	34.9	13.1	2292	2717	425	18.5	13.8
Mercedes	305	246	-59	-19.3	9.2	2066	2084	18	0.9	10.6
Mits Fuso	302	244	-58	-19.2	9.1	2118	1824	-294	-13.9	9.3
K'worth	146	233	87	59.6	8.7	1032	1440	408	39.5	7.3
Iveco	146	164	18	12.3	6.1	1078	1179	101	9.4	6.0
Volvo	101	134	33	32.7	5.0	641	878	237	37.0	4.5
W/Star	43	87	44	102.3	3.2	574	636	62	10.8	3.2
Mack	82	90	8	9.8	3.4	501	593	92	18.4	3.0
Niss UD	77	70	-7	-9.1	2.6	615	500	-115	-18.7	2.5
Volks.	29	26	-3	-10.3	1.0	359	457	98	27.3	2.3
Freightl.	53	85	32	60.4	3.2	480	444	-36	-7.5	2.3
Fiat	72	101	29	40.3	3.8	569	440	-129	-22.7	2.2
Scania	40	42	2	5.0	1.6	269	335	66	24.5	1.7
Man	27	34	7	25.9	1.3	184	278	94	51.1	1.4
Renault	1	40	39	3900.0	1.5	34	264	230	676.5	1.3
Ford	102	15	-87	-85.3	0.6	866	210	-656	-75.8	1.1
Caterpillar	10	48	38	380.0	1.8	60	209	149	248.3	1.1
Daf	12	24	12	100.0	0.9	87	197	110	126.4	1.0
Hyundai	2	1	-1	-50.0	0.0	84	56	-28	-33.3	0.3
Other	18	3	-15	-83.3	0	107	229	122	114.0	8.5
Total	2399	2679	280	11.7	100.0	18284	19702	1418	7.8	100.0



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