AUGUST 2013 VFACTS REPORT

Autoteam Australia Consulting Pty Ltd ACN 129 159 691
237 Yan Yean Road Plenty Vic 3090 Australia
M 0404 835 571 **F** 03 9436 1340 **E** ajl@ataconsulting.com.au

This bulletin is compiled and issued by Autoteam Australia Consulting as a helpful guide to clients and for their private information only. If you require any further VFACTS information or analysis, or any other Automotive Industry data or dealership benchmarking or analysis, please contact the publication's author direct, Autoteam Australia Consulting, on email ajl@ataconsulting.com.au or on mobile 0404835571. The bulletin is regarded as confidential and not to be made available to any third party without prior Autoteam Australia Consulting approval.

VFACTS data is compiled by the Federal Chamber Of Automotive Industries (FCAI) on behalf of the Automotive Industry in Australia.

AUGUST 2013 VFACTS HIGHLIGHTS

August 2013, the Automotive Industry in Australia achieved total vehicle sales of 93,336 units, down 216 units or 0.2% on August month 2012. The August sales result represents only the second month from the past 20 where industry sales volumes are down year over year, but by only 216 units. August 2013 sales is the second best August month on record, behind August 2012 sales volume of 93,552 units. On a Seasonally Adjusted Annual Rate, the industry for August 2013 came in at 1,128,000 units.

Despite all the uncertainty with the Federal Election and the impact of the FBT changes, the Automotive Industry remains resilient, however, some manufacturers, principally the local manufacturers, would appear to have been impacted most by the FBT changes. Present order intake and future vehicle deliveries will be impacted by the FBT change and this will be seen in future sales results. Of course, the Federal Opposition has stated that if they gain power in next weekend's election they will repeal the FBT changes. As it stands the impact has been significant in both vehicles sales order intake and the loss of many jobs throughout the Australian Automotive industry.

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

The Total Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 24 months, and on a rolling twelve month basis, the industry has recorded total vehicle sales of 1,141,267 units.

The Passenger and SUV Industries both achieved year over year volume growth, up 3.5% and 4.3% respectively. By comparison, the Light Commercial industry was down 2,747 units or 15.3% for the month with the Heavy Truck Industry down by 8%. On a year to date basis, both the SUV and Light Commercial Industries are running at record levels.

Autoteam Australia Consulting full year total industry volume forecast for 2013 has been held at 1,120,000 units, up on 2012 volume of 1,112,032 units and a new record for the industry. Of course, the result of this weekend's Federal Election may have a significant impact on vehicle sales for the remainder of the year.

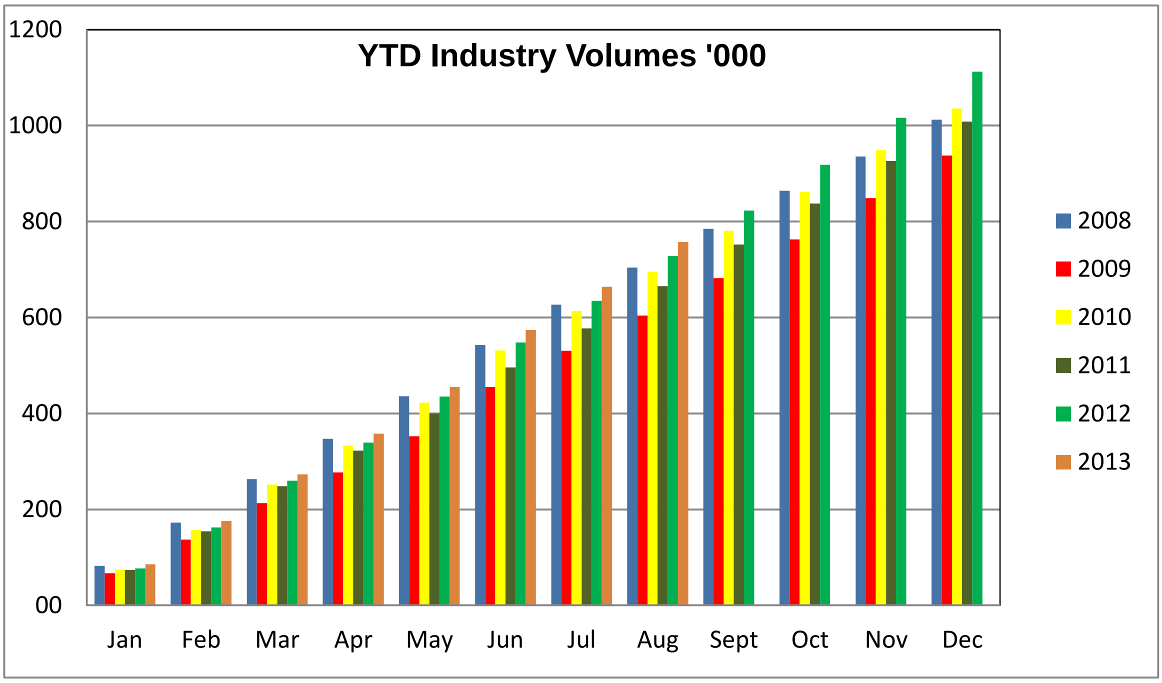
Continuing to drive industry sales volume is the aggressive approach to marketing and large incentives offered by both dealers and manufacturers. This approach will continue into the full year as all brands strive to achieve aggressive volume targets and market share for the year. In addition, the continued low official interest rate has had a positive impact on vehicle sales volumes.

With the rise in the price of fuel we continue to see the industry moving to smaller more fuel efficient vehicles or diesel powered vehicles. The growth of the SUV and Light Commercial Industries has been assisted by the availability of diesel drivetrain in these vehicles. The take up of diesel drivetrain in passenger vehicles is only 6.7% compared to SUV and Light Commercial at 56.8% August year to date.

The Total Vehicle Industry has achieved vehicle sales of 757,282 units, up 29,235 units or 4% on the same time last year. August year to date 2013 represents the best August year to date on record, with the Total Vehicle Industry running at a SAAR of 1,138,000 units.

Both the SUV and Light Commercial Industries are running at record levels while the Heavy Truck industry is the third best year to date on record.

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691



August vehicle sales compared to history is as follows:

Record Vehicle Industry

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

Industry Highlights

- Among the top 10 brands in the market place for August, Toyota, Holden, Ford, Nissan, Honda and Subaru all incurred year over year volume loss, while Mitsubishi achieved year over year growth of 38.1% and Mazda 27.8% (Mazda's M Day sales event was in August). Growth for Mitsubishi was principally was spread over most vehicles (aggressive pricing in the market place) in the model range, while Mazda growth was principally Mazda 3, up 1,198 units.
- The Light Commercial Industry was the only industry segments to incur a significant volume loss year over year, down 2,747 units or 15.3% for August.
- Among the Passenger Industry, the Small (3,086 units), Medium (284 units) and Sports (248 units) Segments all achieved year over year volume growth. The Light Segment

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

volume was down 1,656 units year over year (Barina and i20). Volume growth in the Small Segment was principally achieved by Mazda 3, the new model Pulsar and Corolla. In the Large Segment, Commodore was up 374 units while most other vehicles in the segment lost sales volume. Toyota 86 accounted for the majority of volume growth in the Sports Segment.

- The Upper Large Segment of the SUV Industry was the only segment down in volume year over year, although by just 200 units. The Small Segment achieved most growth, up 903 units, while the Medium (421 units) and Large (10 units) Segments also achieved volume growth. The Small Segment growth was spread over most models, although the ix35 was up 579 units. In the Medium Segment RAV4 was up 695 units year over year with several other models also achieving volume growth, by comparison X-Trail was down 759 units for the month.
- All segments in the Light Commercial Industry incurred year over year volume loss, with PU/CC 4X2 volume down 632 units and PU/CC 4X4 volume down 1,571 units. Volume loss in the 4X2 Segment was spread over most models while in the 4X4 Segment HiLux was down 870 units and Navara down 449 units.
- Among the states and territories for the month, Queensland, Western Australia and the ACT (just 10 units) all incurred volume loss for the month year over year. Could this be a reflection of the slowing down of the Mining Industry in Queensland and Western Australia, where the Mining Industry is a large part of those states economies? Year to date August, all states and territories have experienced sales volume growth year on year. Tasmania sales volume is up 19.8% or 1,962 units August year to date.
- By buyer type for the month, only the Private Segment achieved sales volume growth, up 5,405 units or 12% year on year and accounted for 54.1% of all vehicle sales. Business vehicle sales were down 3,806 units for the month. August year to date, the Private Segment accounts for 52% of all vehicles sold.
- By fuel type, only petrol powered vehicles achieved year over year volume growth, up 1,888 units or 3.1%. With the drop in sales of light commercial vehicles (most diesel powered) total diesel powered vehicle sales were down 1,640 units for the month.
- Locally manufactured vehicle industry share for August accounted for just 11.1% of the total industry with volume down 1,575 units, principally Ford. August year to date, locally manufactured vehicles account for just 9.6% of the total industry volume.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of August and year to date. Toyota achieved total

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August vehicle sales of 17,758 units for a market share of 19%, ahead of Holden 10,606 units, Mazda 9,825 units, Hyundai 7,808 units, Ford 6,222 units, Mitsubishi 5,626 units and Nissan 4,765 units.

- Mazda 3 regained the title of the top selling vehicle for the month of August with sales of 4,188 units, ahead of Corolla (3,681 units) and HiLux (2,884 units). On a year to date basis, Corolla remains the top selling vehicle in the market place.

August year to date, four of the top ten selling vehicles are Light Commercial units.

Top 10 Selling Vehicles

	August Month		August Year To Date	
	Model	Volume	Model	Volume
1	Mazda 3	4188	Corolla	28596
2	Corolla	3681	Mazda 3	27729
3	HiLux	2884	HiLux	26576
4	Commodore	2809	i30	19824
5	i30	2552	Cruze	17339
6	Cruze	2369	Navara	16448
7	Camry	2281	Triton	16191
8	CX-5	1914	Commodore	15937
9	RAV4	1780	Camry	14477
10	Colorado	1717	Ranger	14033

August 2013 Total Vehicle Industry										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	46447	48060	1613	3.5	51.4	375183	375591	408	0.1	49.7
SUV	26381	27515	1134	4.3	29.5	204217	223622	19405	9.5	29.5
Lt Com'l	18009	15262	-2747	-15.3	16.4	128595	137301	8706	6.8	18.1
Hvy Trk	2715	2499	-216	-8.0	2.7	20052	20768	716	3.6	2.7
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August 2013 Vehicle Segmentation										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	11397	9741	-1656	-14.5	20.3	90986	89312	-1674	-1.8	23.7
Small	20187	23273	3086	15.3	48.4	164013	178390	14377	8.8	47.5
Medium	6743	7027	284	4.2	14.6	56727	50979	-5748	-10.1	13.6
Large	4886	4620	-266	-5.4	9.6	40511	31014	-9497	-23.4	8.3
Up Large	378	350	-28	-7.4	0.7	1697	2545	848	50.0	0.7
PM	855	800	-55	-6.4	1.7	6940	6046	-894	-12.9	1.6
Sports	2001	2249	248	12.4	4.7	14309	17305	2996	20.9	4.6
Pass.	46447	48060	1613	3.5	100.0	375183	375591	408	0.1	100.0
Small	5266	6169	903	17.1	22.4	41060	49127	8067	19.6	21.9
Medium	9581	10002	421	4.4	36.4	72145	82047	9902	13.7	36.7
Large	10321	10331	10	0.1	37.5	80865	83382	2517	3.1	37.3
Upper Large	1213	1013	-200	-16.5	3.7	10147	9066	-1081	-10.7	4.1
SUV	26381	27515	1134	4.3	100.0	204217	223622	19405	9.5	100.0
Bus <20	264	171	-93	-35.2	1.0	2029	1584	-445	-21.9	1.1
Bus >20	75	42	-33	-44.0	0.3	709	490	-219	-30.9	0.4
V/CC <2.5T	347	238	-109	-31.4	1.6	2262	2228	-34	-1.5	1.6
V/CC >2.5T	1463	1154	-309	-21.1	7.6	11692	10518	-1174	-10.0	7.7
PU/CC 4X2	4433	3801	-632	-14.3	24.9	31652	30183	-1469	-4.6	22.0
PU/CC 4X4	11427	9856	-1571	-13.7	64.6	80251	92298	12047	15.0	67.2
Lt Com'l	18009	15262	-2747	-15.3	100.0	128595	137301	8706	6.8	100.0

August 2013 Sales By State										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	28706	29223	517	1.8	31.3	224916	233367	8451	3.8	30.8
Victoria	24696	25210	514	2.1	27.0	191459	202038	10579	5.5	26.7
Q'land	19791	19101	-690	-3.5	20.5	155360	158485	3125	2.0	20.9
Wst Aust	11072	10177	-895	-8.1	10.9	83033	84984	1951	2.3	11.2
Sth Aust	5577	5730	153	2.7	6.1	44041	46657	2616	5.9	6.2
ACT	1447	1437	-10	-0.7	1.5	11373	11909	536	4.7	1.6
Tasmania	1365	1491	126	9.2	1.6	9931	11893	1962	19.8	1.6
NT	898	967	69	7.7	1.0	7934	7949	15	0.2	1.0
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

August 2013 Sales By Buyer Type										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	45092	50497	5405	12.0	54.1	357323	393734	36411	10.2	52.0
Business	38636	34830	-3806	-9.9	37.3	298069	303705	5636	1.9	40.1
Rental	5736	4560	-1176	-20.5	4.9	37553	33473	-4080	-10.9	4.4
Govt	4088	3449	-639	-15.6	3.7	35102	26370	-8732	-24.9	3.5
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August 2013 Sales By Fuel Type										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	60667	62555	1888	3.1	67.0	481472	494939	13467	2.8	65.3
Diesel	31017	29377	-1640	-5.3	31.5	234102	251285	17183	7.3	33.2
Hybrid	1206	1047	-159	-13.2	1.1	8333	8060	-273	-3.3	1.1
LPG	662	357	-305	-46.1	0.4	4140	2998	-1142	-27.6	0.4
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

August 2013 Top 10 Production Locations										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	5987	5685	-302	-5.0	6.1	48185	35935	-12250	-25.4	4.7
Ford	3246	1731	-1515	-46.7	1.9	23166	18715	-4451	-19.2	2.5
Toyota	2694	2936	242	9.0	3.1	20009	18527	-1482	-7.4	2.4
Local	11927	10352	-1575	-13.2	11.1	91360	73177	-18183	-19.9	9.6
Japan	29355	30878	1523	5.2	33.1	263784	247187	-16597	-6.3	32.6
Thailand	16462	16683	221	1.3	17.9	100970	155349	54379	53.9	20.5
Korea	12987	10863	-2124	-16.4	11.6	97711	92294	-5417	-5.5	12.2
Germany	6239	6604	365	5.9	7.1	58092	48460	-9632	-16.6	6.4
England	2533	2684	151	6.0	2.9	16938	25214	8276	48.9	3.3
USA	2659	3100	441	16.6	3.3	17883	22186	4303	24.1	2.9
Czech Rep	517	1948	1431	276.8	2.1	3282	12073	8791	267.9	1.6
India	1667	1223	-444	-26.6	1.3	10885	11715	830	7.6	1.5
Spain	1396	1245	-151	-10.8	1.3	9278	10728	1450	15.6	1.4
Other	7810	7756	-54	-0.7	8.3	57864	58899	1035	1.8	8.0
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August 2013 Top 30 Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	17996	17758	-238	-1.3	19.0	141811	141301	-510	-0.4	18.7
Holden	11271	10606	-665	-5.9	11.4	76390	72290	-4100	-5.4	9.5
Mazda	7685	9825	2140	27.8	10.5	67769	70637	2868	4.2	9.3
Hyundai	7732	7808	76	1.0	8.4	60645	63796	3151	5.2	8.4
Ford	7795	6222	-1573	-20.2	6.7	58128	57459	-669	-1.2	7.6
Nissan	6487	4765	-1722	-26.5	5.1	52521	53904	1383	2.6	7.1
Mitsubishi	4075	5626	1551	38.1	6.0	38642	48610	9968	25.8	6.4
Volks.	4344	4505	161	3.7	4.8	35274	35864	590	1.7	4.7
Honda	3842	3304	-538	-14.0	3.5	22864	29479	6615	28.9	3.9
Subaru	3204	2881	-323	-10.1	3.1	27568	26696	-872	-3.2	3.5
KIA	2566	2531	-35	-1.4	2.7	20712	20211	-501	-2.4	2.7
Mercedes	1877	2715	838	44.6	2.9	14264	17791	3527	24.7	2.3
Suzuki	1834	1498	-336	-18.3	1.6	15750	14702	-1048	-6.7	1.9
Jeep	1608	2045	437	27.2	2.2	11213	13731	2518	22.5	1.8
BMW	1538	1655	117	7.6	1.8	11997	13357	1360	11.3	1.8
Audi	1247	1301	54	4.3	1.4	9495	10777	1282	13.5	1.4
Isuzu Ute	741	705	-36	-4.9	0.8	5076	6533	1457	28.7	0.9
L/Rover	568	589	21	3.7	0.6	5418	5755	337	6.2	0.8
Great Wall	925	378	-547	-59.1	0.4	7707	4600	-3107	-40.3	0.6
Lexus	512	577	65	12.7	0.6	4386	4470	84	1.9	0.6
Isuzu	640	581	-59	-9.2	0.6	4732	4409	-323	-6.8	0.6
Renault	484	534	50	10.3	0.6	2834	4014	1180	41.6	0.5
Volvo Car	447	370	-77	-17.2	0.4	3787	3460	-327	-8.6	0.5
Peugeot	504	349	-155	-30.8	0.4	3483	3308	-175	-5.0	0.4
Hino	352	337	-15	-4.3	0.4	2717	2834	117	4.3	0.4
Mits Fuso	289	281	-8	-2.8	0.3	2270	2614	344	15.2	0.3
Skoda	412	324	-88	-21.4	0.3	2636	2390	-246	-9.3	0.3
Fiat	33	489	456	1381.8	0.5	328	1765	1437	438.1	0.2
Mini	189	218	29	15.3	0.2	1577	1739	162	10.3	0.2
Chrysler	185	248	63	34.1	0.3	335	1735	1400	417.9	0.2
Other	2170	2311	141	6.5	6.5	15718	17051	1333	8.5	6.1
Total	93552	93336	-216	-0.2	100.0	728047	757282	29235	4.0	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August 2013 Top 20 Passenger Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	7923	8813	890	11.2	18.3	62348	65329	2981	4.8	17.4
Mazda	4645	6250	1605	34.6	13.0	44020	44462	442	1.0	11.8
Hyundai	5833	5343	-490	-8.4	11.1	45622	44115	-1507	-3.3	11.7
Holden	6535	6344	-191	-2.9	13.2	52681	42028	-10653	-20.2	11.2
Ford	3835	2950	-885	-23.1	6.1	31127	27693	-3434	-11.0	7.4
Volks.	2688	2559	-129	-4.8	5.3	22328	21088	-1240	-5.6	5.6
Honda	3185	2303	-882	-27.7	4.8	20618	20160	-458	-2.2	5.4
Nissan	1025	1418	393	38.3	3.0	9198	16207	7009	76.2	4.3
Mitsubishi	1263	1891	628	49.7	3.9	11082	15337	4255	38.4	4.1
KIA	1819	1699	-120	-6.6	3.5	15298	14187	-1111	-7.3	3.8
Mercedes	1123	2161	1038	92.4	4.5	9382	12875	3493	37.2	3.4
Suzuki	1539	1197	-342	-22.2	2.5	12732	11480	-1252	-9.8	3.1
BMW	970	947	-23	-2.4	2.0	7232	7567	335	4.6	2.0
Subaru	1174	565	-609	-51.9	1.2	8915	7377	-1538	-17.3	2.0
Audi	720	742	22	3.1	1.5	6190	5657	-533	-8.6	1.5
Lexus	310	390	80	25.8	0.8	2965	2884	-81	-2.7	0.8
Peugeot	315	213	-102	-32.4	0.4	2663	2151	-512	-19.2	0.6
Chrysler	185	248	63	34.1	0.5	335	1735	1400	417.9	0.5
Skoda	262	155	-107	-40.8	0.3	1715	1604	-111	-6.5	0.4
Volvo Car	141	200	59	41.8	0.4	1154	1444	290	25.1	0.4
Other	957	1672	715	74.7	3.7	7578	10211	2633	34.7	2.6
Total	46447	48060	1613	3.5	100.0	375183	375591	408	0.1	100.0

August 2013 Top 20 SUV Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	4571	4886	315	6.9	17.8	40087	37859	-2228	-5.6	16.9
Nissan	3371	1818	-1553	-46.1	6.6	25097	20689	-4408	-17.6	9.3
Subaru	2030	2316	286	14.1	8.4	18653	19319	666	3.6	8.6
Hyundai	1373	2198	825	60.1	8.0	10549	16980	6431	61.0	7.6
Mitsubishi	1379	2364	985	71.4	8.6	15174	16851	1677	11.1	7.5
Mazda	2037	2258	221	10.8	8.2	15866	16565	699	4.4	7.4
Holden	2344	1960	-384	-16.4	7.1	12198	15095	2897	23.7	6.8
Jeep	1608	2045	437	27.2	7.4	11213	13731	2518	22.5	6.1
Ford	1698	1168	-530	-31.2	4.2	11631	11509	-122	-1.0	5.1
Honda	657	1001	344	52.4	3.6	2246	9319	7073	314.9	4.2
Volks	483	924	441	91.3	3.4	6161	6359	198	3.2	2.8
KIA	747	832	85	11.4	3.0	5276	6024	748	14.2	2.7
BMW	568	708	140	24.6	2.6	4765	5790	1025	21.5	2.6
L/Rover	559	579	20	3.6	2.1	5346	5704	358	6.7	2.6
Audi	527	559	32	6.1	2.0	3305	5120	1815	54.9	2.3
Suzuki	247	256	9	3.6	0.9	2676	2900	224	8.4	1.3
Mercedes	410	243	-167	-40.7	0.9	2082	2127	45	2.2	1.0
Volvo Car	306	170	-136	-44.4	0.6	2633	2016	-617	-23.4	0.9
Lexus	202	187	-15	-7.4	0.7	1421	1586	165	11.6	0.7
Great Wall	279	100	-179	-64.2	0.4	2321	1371	-950	-40.9	0.6
Other	985	943	-42	-4.3	3.5	5517	6708	1191	21.6	3.0
Total	26381	27515	1134	4.3	100.0	204217	223622	19405	9.5	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

August 2013 Light Commercial Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5502	4059	-1443	-26.2	26.6	39376	38113	-1263	-3.2	27.8
Ford	2211	2062	-149	-6.7	13.5	14810	17666	2856	19.3	12.9
Nissan	2091	1529	-562	-26.9	10.0	18226	17008	-1218	-6.7	12.4
Mits. Fuso	1433	1371	-62	-4.3	9.0	12386	16422	4036	32.6	12.0
Holden	2392	2302	-90	-3.8	15.1	11511	15167	3656	31.8	11.0
Mazda	1003	1317	314	31.3	8.6	7883	9610	1727	21.9	7.0
Volks.	1147	982	-165	-14.4	6.4	6328	7931	1603	25.3	5.8
Isuzu Ute	741	705	-36	-4.9	4.6	5076	6533	1457	28.7	4.8
Great Wall	646	278	-368	-57.0	1.8	5386	3229	-2157	-40.0	2.4
Hyundai	526	267	-259	-49.2	1.7	4474	2701	-1773	-39.6	2.0
Renault	53	127	74	139.6	0.8	457	830	373	81.6	0.6
Mercedes	98	69	-29	-29.6	0.5	716	681	-35	-4.9	0.5
Ssang.	35	40	5	14.3	0.3	496	347	-149	-30.0	0.3
Suzuki	48	45	-3	-6.3	0.3	342	322	-20	-5.8	0.2
Mitsubishi	45	29	-16	-35.6	0.2	446	295	-151	-33.9	0.2
Peugeot	6	39	33	550.0	0.3	102	149	47	46.1	0.1
Fiat	9	12	3	33.3	0.1	79	138	59	74.7	0.1
Citroen	13	19	6	46.2	0.1	146	108	-38	-26.0	0.1
L/Rover	9	10	1	11.1	0.1	72	51	-21	-29.2	0.0
KIA	0	0	0	N/A	0.0	138	0	-138	-100.0	0.0
Proton	1	0	-1	-100.0	0.0	145	0	-145	-100.0	0.0
Total	18009	15262	-2747	-15.3	100.0	128595	137301	8706	6.8	100.0

August 2013 Heavy Truck Nameplates										
	August Month					August Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	640	581	-59	-9.2	23.2	4732	4409	-323	-6.8	21.2
Hino	352	337	-15	-4.3	13.5	2717	2834	117	4.3	13.6
Mits Fuso	244	252	8	3.3	10.1	1824	2319	495	27.1	11.2
Mercedes	246	242	-4	-1.6	9.7	2084	2108	24	1.2	10.2
K'worth	233	179	-54	-23.2	7.2	1440	1583	143	9.9	7.6
Iveco	164	135	-29	-17.7	5.4	1179	1177	-2	-0.2	5.7
Volvo	134	131	-3	-2.2	5.2	878	884	6	0.7	4.3
Fiat	101	90	-11	-10.9	3.6	440	689	249	56.6	3.3
W/Star	87	64	-23	-26.4	2.6	636	655	19	3.0	3.2
Ford	51	42	-9	-17.6	1.7	560	591	31	5.5	2.8
Freightl.	85	67	-18	-21.2	2.7	444	583	139	31.3	2.8
Mack	90	70	-20	-22.2	2.8	593	518	-75	-12.6	2.5
Volks.	26	40	14	53.8	1.6	457	486	29	6.3	2.3
Niss UD	70	56	-14	-20.0	2.2	500	437	-63	-12.6	2.1
Scania	42	57	15	35.7	2.3	335	424	89	26.6	2.0
Renault	40	58	18	45.0	2.3	264	422	158	59.8	2.0
Daf	24	31	7	29.2	1.2	197	244	47	23.9	1.2
Man	34	32	-2	-5.9	1.3	278	238	-40	-14.4	1.1
Caterpillar	48	15	-33	-68.8	0.6	209	60	-149	-71.3	0.3
Hyundai	1	3	2	200.0	0.1	56	3	-53	-94.6	0.0
Other	3	17	14	466.7	0.7	229	104	-125	-54.6	4.2
Total	2715	2499	-216	-8.0	100.0	20052	20768	716	3.6	100.0

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691

Website: www.ataconsulting.com.au

Member contact details:

Autoteam Australia Consulting Pty Ltd
237 Yan Yean Road
Plenty Vic 3090
T 0404 835 571 F 03 9436 1340
ajl@ataconsulting.com.au

Queensland

Rich & Co. Pty
28 Galway Street
Greenslopes Brisbane Qld 4120
T 07 3221 5045 M 0418 152 254

Vindico Partners
Level 13 / 241 Adelaide Street
Brisbane Qld 4000
T 07 3225 3500 F 07 3225 3590

New South Wales

Auswild & Co
33 Rocky Point Road
Kogarah NSW 2217
T 02 9588 5511 F 02 9588 7865

Victoria

Colledge's
Unit 13 / 828 High Street
East Kew Vic 3102
T 03 9851 6500 F 03 9851 6555

LSA Partners Pty Ltd
121 Burwood Highway
Burwood Vic 3125
T 03 9830 6466 F 03 9830 6477

South Australia

George Pantahos & Co
248 Angas Street
Adelaide South Australia 5000
T 08 8223 7649 F 08 8223 7248

Graham Tull
147 Frome Street
Adelaide South Australia 5000
T 08 8223 1988 F 08 8223 6933

© Autoteam Australia Consulting Pty Ltd ACN 129 159 691