

**DECEMBER
2011 VFACTS
REPORT**

**Prepared by Autoteam Australia
Consulting**

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DECEMBER 2011 VFACTS HIGHLIGHTS

- December 2011 month 82,459 units and 2011 full year 1,008,437 units.
- Mazda 3 top selling vehicle for the year with sales of 41,429 units.

December 2011, the Automotive Industry in Australia achieved total vehicle sales of 82,459 units, down 4,128 units or 4.8% on December month 2010. December 2011 retail sales volume represents the fourth best December sales month on record. The reduction in year over year sales volume is the first month this has occurred over the last five months. On a Seasonally Adjusted Annual Rate, the industry for December 2011 came in at 988,000 units, the first time since July that on a SAAR basis the industry was below 1,000,000 units..

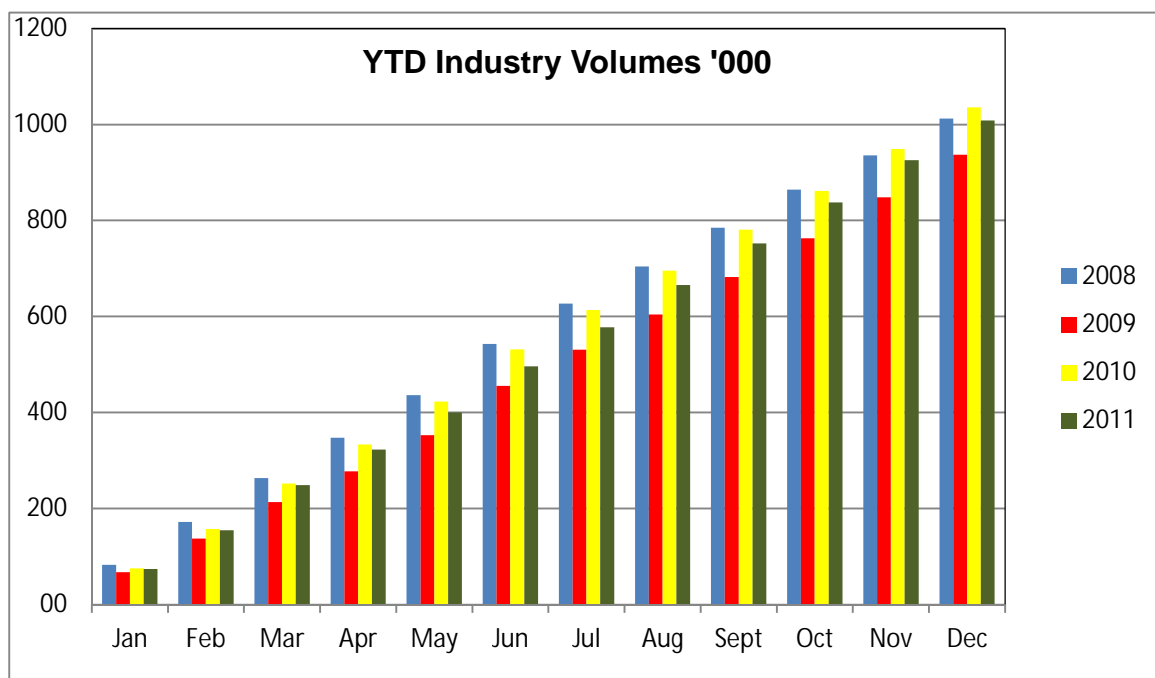
The actual December retail result continues to defy industry expectations and forecasts. Vehicle stock at most dealers is better than forecast following the Japanese tsunami early 2011 and the recent floods in Thailand. A number of manufacturers painted a grim stock situation following these natural disasters, however, ramping up production again or a change in product sourcing has minimised the impact on vehicle industry sales.

While the December sales result may be encouraging, it may also be considered disappointing in view of the number of manufacturers who had significant end of

year sales programs. Early 2012 several manufacturers have introduced 2011 “plated” marketing programs to get a good start towards sales targets for the year.

The SUV Industry, with increased imported stock availability over recent months, achieved record December sales volume and also the year, achieving a full year record.

Full year 2011, the Australian Automotive Industry achieved total vehicle sales of 1,000,437 units, down 27,137 units or 2.6% on full year 2010 vehicle sales. 2011 represents the fourth time the Automotive Industry has achieved sales volume of in excess of 1,000,000 units and also represents the fourth best industry on record.



While the industry recorded total vehicle sales of in excess of 1,000,000 units for 2011, the real new vehicle demand may well be below this figure. Many units recorded as retail sales in 2011 were in fact pre recorded retail sales. These vehicles have been recorded as retail sales but have been in many cases recorded as sales in order to achieve manufacturer and or dealer sales objectives.

These vehicles will eventually be sold to an end user but were not in 2011. These vehicles are in dealer stock as either a dealer demonstrator unit or be sold at a large discount to the end user. Manufacturers have in many instances provided large incentives for dealers to pre record these vehicle sales.

The concern with this approach is that data being reported as vehicle sales is in fact incorrect. The data does not represent the real Australian demand for new vehicles and distorts the strength of the industry. Manufacturers establish dealer targets based on the reported sales and dealers therefore need to structure their business to achieve these targets, which in many cases are not achievable. As such the majority of new car dealers around Australia are incurring an accounted loss in their New Vehicle Departments. At some point in time, a retail sale must be considered a vehicle being delivered to the end user.

The actual volume of “pull forward” sales is not known, but industry commentators would suggest it could be as high as 10% of the total reported sales for 2011.

December vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>December Month</u>	<u>December Full Year</u>
Passenger	15 th	9 th
SUV	1 st	1 st
Light Commercial	11 th	5 th
Heavy Truck	7 th	8 th
Total Industry	4 th	4 th

The following brands achieved record full year sales volumes in 2011:

Audi	Caterpillar*	Chery*	Dennis Eagle*
Dodge	Foton*	Great Wall	Hyundai
Hyundai Trucks*	Isuzu Ute	Jeep	Land Rover
Mazda	Mini	Morgan	Nissan
Skoda	Volkswagen	Volvo Car	

* Brands first year in the industry

- Audi has now achieved seven consecutive years of volume growth
- Skoda has now achieved five consecutive years of volume growth – every year since reintroduction
- Mazda was the top selling import only brand
- Honda vehicle sales of 30,107 units is the lowest for the brand since 23,589 sales in 2002.

Industry Highlights

- The SUV Industry Segment (3,812 units or 20.5%) was the only market segment to have achieved a year over year volume gain in December. The Passenger Industry was down 5,275 units or 10.3% and the Light Commercial Industry was down 2,647 units or 18.5% on December 2011. Full year 2011, again only the SUV Industry achieved volume growth, up 8,851 units or 3.8% on 2010 industry sales. Full year 2011 the Passenger Industry was down 32,808 units or 5.5% and Light Commercial was down 2,613 units or 1.5%.
- Among the Passenger Industry, only the Sports Segment achieved December year over year volume growth, up 369 units or 29.9%. Growth in this segment was principally achieved by Volkswagen Eos, Golf, Beetle and Scirocco (combined 257 units), Mercedes Benz C Class and Nissan 370Z. Greatest segment volume loss was incurred by the Large Segment, down 2,119 units or 26.5% for the month. Volume loss in this segment was principally incurred by Commodore (964 units), Falcon (563 units) and Aurion (515 units). Full year 2011, only the Small Segment achieved year over year volume growth, up 4,899 units or 2% for the year. Combined Commodore and Falcon sales for 2011 were 59,358 units which accounted for 5.9% of all vehicles sold. This compares to 163,400 units sales in 1998 for an industry share of 20.2%. This change in sales volume and industry share clearly demonstrates changing consumer vehicle demand, with consumers moving to smaller, lower priced and more fuel efficient vehicles than in the past.

Within the SUV Industry, only the Large Segment incurred a year over year volume loss, down 9 units or 0.8% for the month of December. The compact Segment was up 1,750 units, with RAV4 404 units, Forester 503 units and Dualis 312 units accounting for the majority of the volume growth. The Medium SUV Segment was up 1,251 units with Territory up 490 units and Kluger up 494 units. Within the Luxury SUV Segment Grand Cherokee was up 434 units for the month.

Within the Light Commercial Industry, the Light Bus and Van Segments both achieved year over year sales volume growth, although both off a low base.

- Among the states and territories, only Queensland achieved volume growth for the month, up 803 units or 4.9%. NSW, down 2,086 units or 7.7% and Victoria, down 1,517 units or 6.4% incurred the greatest year over year

volume loss, although Tasmania, down 22.7% for the month incurred the greatest percentage volume loss. Full year 2011 only Queensland (1.4%) achieved volume growth.

- By buyer type, only Private vehicle sales achieved year over year sales gain in December, up 1,406 units or 3.8%. Again, Rental vehicles, which are seasonal, were down most for the month, 2,985 units or 37.9%. Full year 2011 all industry segments were down year over year with business sales down most, 12,310 units or 2.9%.
- By fuel type, diesel continues to gain industry share on for December month was up 2.4% compared to December 2010. Full year 2011 diesel sales are up 11,589 units or 4.1% and account for 29.2% of all vehicle sales, compared to 27.4% for 2010.
- Locally manufactured vehicle industry share for December accounted for 14.4% of the industry. Full year 2011 locally manufactured vehicles account for only 14.1% of all vehicle sales. The locally manufactured vehicles share of the total vehicle industry for the traditional locally produced vehicles (Commodore, Falcon, Camry and Aurion) 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 for the segment. The larger locally manufactured vehicles in this segment remain the vehicle of preference for government and large fleet sales only.
- Toyota maintained month and full year market leadership for Total, SUV and Light Commercial Industries, while Holden achieved this for the Passenger Industry. Toyota achieved total December vehicle sales 15,578 units for a market share of 18.9%, ahead of Holden 10,193 units, Mazda 7,348 units, Hyundai 6,858 units, Ford 6,724 units and Nissan 5,985 units.
- Corolla maintained industry model leadership for the month with sales of 3,619 units, ahead of Mazda 3 with sales of 3,325 units and Commodore 2,814 units. Full year 2011 Mazda 3 achieved the title of the top selling vehicle in Australia with sales of 41,429 units. This represents the first time that a Holden or Ford has not been a top selling vehicle in Australia since the introduction of local manufacturing in Australia. Commodore had been the top selling Australian vehicle since 1996.

Top 10 Selling Vehicles

	December Month		December Year To Date	
	Model	Volume	Model	Volume
1	Corolla	3619	Mazda 3	41429
2	Mazda 3	3325	Commodore	40617
3	Commodore	2814	HiLux	36124
4	Cruze	2783	Corolla	36087
5	i30	1849	Cruze	33784
6	Yaris	1635	i30	28869
7	HiLux	1623	Navara	21675
8	Navara	1546	Camry	19169
9	Focus	1539	Falcon	18741
10	Camry	1532	Lancer	18717

December 2011 Total Vehicle Industry										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	51039	45764	-5275	-10.3	55.5	592122	559314	-32808	-5.5	55.5
SUV	18555	22367	3812	20.5	27.1	235285	244136	8851	3.8	24.2
Lt Com'l	14282	11635	-2647	-18.5	14.1	179553	176940	-2613	-1.5	17.5
Hvy Trk	2711	2693	-18	-0.7	3.3	28614	28047	-567	-2.0	2.8
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Vehicle Segmentation										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	11952	11266	-686	-5.7	24.6	137916	132442	-5474	-4.0	23.7
Small	20391	19259	-1132	-5.6	42.1	239191	244090	4899	2.0	43.6
Medium	7861	6640	-1221	-15.5	14.5	82622	75984	-6638	-8.0	13.6
Large	8003	5884	-2119	-26.5	12.9	98583	78077	-20506	-20.8	14.0
Up Large	622	281	-341	-54.8	0.6	3753	3042	-711	-18.9	0.5
PM	976	831	-145	-14.9	1.8	12655	11109	-1546	-12.2	2.0
Sports	1234	1603	369	29.9	3.5	17402	14570	-2832	-16.3	2.6
Pass.	51039	45764	-5275	-10.3	100.0	592122	559314	-32808	-5.5	100.0
Compact	9263	11013	1750	18.9	49.2	114761	121387	6626	5.8	49.6
Medium	6188	7439	1251	20.2	33.3	83811	80485	-3326	-4.0	33.0
Large	1102	1093	-9	-0.8	4.9	12256	12336	80	0.7	5.1
Luxury	2002	2822	820	41.0	12.6	24457	29928	5471	22.4	12.3
SUV	18555	22367	3812	20.5	100.0	235285	244136	8851	3.8	100.0
Light Bus	198	252	54	27.3	2.2	2434	2888	454	18.7	1.6
Van	1660	1762	102	6.1	15.1	23003	21033	-1970	-8.6	11.9
4X2	4166	3025	-1141	-27.4	26.0	59052	52179	-6873	-11.6	29.5
4X4	8187	6538	-1649	-20.1	56.2	93956	99850	5894	6.3	56.4
Light Trk	71	58	-13	-18.3	0.5	1108	990	-118	-10.6	0.6
Lt Com'l	14282	11635	-2647	-18.5	100.0	179553	176940	-2613	-1.5	100.0

December 2011 Sales By State										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	27195	25109	-2086	-7.7	30.5	316470	314576	-1894	-0.6	31.1
Victoria	23873	22356	-1517	-6.4	27.1	281411	268194	-13217	-4.7	26.6
Q'land	16422	17225	803	4.9	20.9	207919	210899	2980	1.4	20.9
Wst Aust	9238	8880	-358	-3.9	10.8	117453	109492	-7961	-6.8	10.9
Sth Aust	5636	5275	-361	-6.4	6.4	66444	62760	-3684	-5.5	6.2
Tasmania	2181	1687	-494	-22.7	2.0	19370	16769	-2601	-13.4	1.7
ACT	1328	1261	-67	-5.0	1.5	16284	15756	-528	-3.2	1.6
NT	714	666	-48	-6.7	0.8	10223	9991	-232	-2.3	1.0
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Sales By Buyer Type										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	37052	38458	1406	3.8	46.7	484155	478536	-5619	-1.2	47.4
Business	36924	35051	-1873	-5.1	42.5	430042	417732	-12310	-2.9	41.4
Gov't	4727	4051	-676	-14.3	4.9	63477	58091	-5386	-8.5	5.8
Rental	7884	4899	-2985	-37.9	5.9	57900	54078	-3822	-6.6	5.4
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Sales By Fuel Type										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	61936	57814	-4122	-6.7	70.1	734380	701553	-32827	-4.5	69.6
Diesel	23039	23589	550	2.4	28.6	283344	294933	11589	4.1	29.2
Hybrid	1331	826	-505	-37.9	1.0	9896	8869	-1027	-10.4	0.9
LPG	281	230	-51	-18.1	0.3	7954	3082	-4872	-61.3	0.3
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Top 10 Production Locations										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	4884	6372	1488	30.5	7.7	59362	74434	15072	25.4	7.4
Ford	3265	3119	-146	-4.5	3.8	50173	39421	-10752	-21.4	3.9
Toyota	4595	2376	-2219	-48.3	2.9	36778	28084	-8694	-23.6	2.8
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	12744	11867	-877	-6.9	14.4	146314	141939	-4375	-3.0	14.1
Japan	29816	29610	-206	-0.7	35.9	356968	331904	-25064	-7.0	32.9
Thailand	15018	9402	-5616	-37.4	11.4	164886	158469	-6417	-3.9	15.7
Korea	11913	11004	-909	-7.6	13.3	163338	146141	-17197	-10.5	14.5
Germany	5203	7174	1971	37.9	8.7	76391	75901	-490	-0.6	7.5
England	1375	1957	582	42.3	2.4	15026	20165	5139	34.2	2.0
USA	1493	1869	376	25.2	2.3	14605	19414	4809	32.9	1.9
South Afr.	1653	488	-1165	-70.5	0.6	16780	12989	-3791	-22.6	1.3
India	739	1159	420	56.8	1.4	6349	12675	6326	99.6	1.3
China	522	857	335	64.2	1.0	6690	10487	3797	56.8	1.0
Other	6111	7072	961	15.7	8.6	68227	78353	10126	14.8	7.8
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Top 20 Nameplates

	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	20940	15578	-5362	-25.6	18.9	214718	181624	-33094	-15.4	18.0
Holden	10444	10193	-251	-2.4	12.4	132923	126095	-6828	-5.1	12.5
Ford	7219	6724	-495	-6.9	8.2	95284	91243	-4041	-4.2	9.0
Mazda	6989	7348	359	5.1	8.9	84777	88333	3556	4.2	8.8
Hyundai	5877	6858	981	16.7	8.3	80038	87008	6970	8.7	8.6
Nissan	5561	5985	424	7.6	7.3	62676	67926	5250	8.4	6.7
Mitsubishi	5169	4760	-409	-7.9	5.8	62496	61108	-1388	-2.2	6.1
Volks.	2747	3614	867	31.6	4.4	38016	44740	6724	17.7	4.4
Subaru	2740	2103	-637	-23.2	2.6	40025	34011	-6014	-15.0	3.4
Honda	3279	1992	-1287	-39.2	2.4	40375	30107	-10268	-25.4	3.0
KIA	1723	1956	233	13.5	2.4	23848	25128	1280	5.4	2.5
Suzuki	1996	2050	54	2.7	2.5	24789	23778	-1011	-4.1	2.4
Mercedes	2477	2053	-424	-17.1	2.5	22329	21180	-1149	-5.1	2.1
BMW	1609	1913	304	18.9	2.3	17993	17508	-485	-2.7	1.7
Audi	429	972	543	126.6	1.2	12900	14511	1611	12.5	1.4
Great Wall	522	689	167	32.0	0.8	6690	8665	1975	29.5	0.9
Jeep	408	972	564	138.2	1.2	5975	8648	2673	44.7	0.9
Isuzu	613	617	4	0.7	0.7	7378	6617	-761	-10.3	0.7
Isuzu Ute	479	429	-50	-10.4	0.5	5114	6397	1283	25.1	0.6
Lexus	550	442	-108	-19.6	0.5	6526	6347	-179	-2.7	0.6
L/Rover	360	475	115	31.9	0.6	4789	5832	1043	21.8	0.6
Volvo Car	613	546	-67	-10.9	0.7	4945	5272	327	6.6	0.5
Peugeot	557	252	-305	-54.8	0.3	5649	5220	-429	-7.6	0.5
Mits Fuso	350	432	82	23.4	0.5	3700	3749	49	1.3	0.4
Renault	221	397	176	79.6	0.5	1907	3622	1715	89.9	0.4
Skoda	151	653	502	332.5	0.8	1652	3501	1849	111.9	0.3
Hino	395	238	-157	-39.7	0.3	4177	3334	-843	-20.2	0.3
Dodge	272	204	-68	-25.0	0.2	1917	2703	786	41.0	0.3
Mini	187	238	51	27.3	0.3	2267	2291	24	1.1	0.2
Kenworth	254	183	-71	-28.0	0.2	2077	1766	-311	-15.0	0.2
Other	1456	1593	137	9.4	6.2	17624	20173	2549	14.5	5.7
Total	86587	82459	-4128	-4.8	100.0	1035574	1008437	-27137	-2.6	100.0

December 2011 Top 20 Passenger Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	7642	7277	-365	-4.8	15.9	92215	89255	-2960	-3.2	16.0
Toyota	11831	7911	-3920	-33.1	17.3	104403	83248	-21155	-20.3	14.9
Mazda	5139	5344	205	4.0	11.7	61930	65117	3187	5.1	11.6
Hyundai	4570	5134	564	12.3	11.2	60441	64469	4028	6.7	11.5
Ford	4297	4155	-142	-3.3	9.1	54698	50516	-4182	-7.6	9.0
Volks.	2152	2347	195	9.1	5.1	26799	31077	4278	16.0	5.6
Honda	2556	1599	-957	-37.4	3.5	33131	24359	-8772	-26.5	4.4
Suzuki	1685	1660	-25	-1.5	3.6	19917	19958	41	0.2	3.6
Mitsubishi	1697	1470	-227	-13.4	3.2	24539	19816	-4723	-19.2	3.5
KIA	1253	1384	131	10.5	3.0	18170	18428	258	1.4	3.3
Nissan	1329	1447	118	8.9	3.2	16379	15724	-655	-4.0	2.8
Subaru	1459	458	-1001	-68.6	1.0	18492	14962	-3530	-19.1	2.7
Mercedes	1699	1494	-205	-12.1	3.3	15333	14047	-1286	-8.4	2.5
Audi	307	667	360	117.3	1.5	9417	10367	950	10.1	1.9
BMW	1071	1154	83	7.7	2.5	11799	10026	-1773	-15.0	1.8
Peugeot	527	227	-300	-56.9	0.5	5054	4587	-467	-9.2	0.8
Lexus	366	289	-77	-21.0	0.6	3829	4466	637	16.6	0.8
Skoda	145	432	287	197.9	0.9	1555	2709	1154	74.2	0.5
Dodge	140	189	49	35.0	0.4	1348	2273	925	68.6	0.4
Volvo Car	239	148	-91	-38.1	0.3	1661	2110	449	27.0	0.4
Other	935	978	43	4.6	2.2	11012	11800	788	7.2	2.0
Total	51039	45764	-5275	-10.3	100.0	592122	559314	-32808	-5.5	100.0

December 2011 Top 20 SUV Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4174	4603	429	10.3	20.6	53509	46671	-6838	-12.8	19.1
Nissan	2450	2879	429	17.5	12.9	23728	29084	5356	22.6	11.9
Mitsubishi	1966	2000	34	1.7	8.9	20067	23287	3220	16.0	9.5
Subaru	1281	1645	364	28.4	7.4	21533	19049	-2484	-11.5	7.8
Ford	1137	1493	356	31.3	6.7	14592	16378	1786	12.2	6.7
Hyundai	848	1200	352	41.5	5.4	13607	15929	2322	17.1	6.5
Holden	1062	1491	429	40.4	6.7	15511	15123	-388	-2.5	6.2
Mazda	1009	1422	413	40.9	6.4	13626	13571	-55	-0.4	5.6
Jeep	408	972	564	138.2	4.3	5975	8648	2673	44.7	3.5
BMW	538	759	221	41.1	3.4	6194	7482	1288	20.8	3.1
Volks	318	453	135	42.5	2.0	6590	7032	442	6.7	2.9
KIA	441	539	98	22.2	2.4	5172	6215	1043	20.2	2.5
Honda	723	393	-330	-45.6	1.8	7244	5748	-1496	-20.7	2.4
L/Rover	349	473	124	35.5	2.1	4590	5731	1141	24.9	2.3
Audi	122	305	183	150.0	1.4	3483	4144	661	19.0	1.7
Suzuki	283	366	83	29.3	1.6	4561	3521	-1040	-22.8	1.4
Volvo Car	374	398	24	6.4	1.8	3284	3162	-122	-3.7	1.3
Great Wall	233	150	-83	-35.6	0.7	3270	3110	-160	-4.9	1.3
Mercedes	420	185	-235	-56.0	0.8	3131	2823	-308	-9.8	1.2
Lexus	184	153	-31	-16.8	0.7	2697	1881	-816	-30.3	0.8
Other	235	488	253	107.7	2.0	2921	5547	2626	89.9	2.3
Total	18555	22367	3812	20.5	100.0	235285	244136	8851	3.8	100.0

December 2011 Light Commercial Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4913	3022	-1891	-38.5	26.0	56440	51384	-5056	-9.0	29.0
Ford	1785	1076	-709	-39.7	9.2	25994	24349	-1645	-6.3	13.8
Nissan	1782	1659	-123	-6.9	14.3	22569	23118	549	2.4	13.1
Holden	1740	1425	-315	-18.1	12.2	25197	21717	-3480	-13.8	12.3
Mitsubishi	1506	1290	-216	-14.3	11.1	17890	18005	115	0.6	10.2
Mazda	841	582	-259	-30.8	5.0	9221	9645	424	4.6	5.5
Hyundai	459	524	65	14.2	4.5	5990	6610	620	10.4	3.7
Isuzu Ute	479	429	-50	-10.4	3.7	5114	6397	1283	25.1	3.6
Volks.	146	778	632	432.9	6.7	3787	6162	2375	62.7	3.5
Great Wall	289	539	250	86.5	4.6	3420	5555	2135	62.4	3.1
Mercedes	71	95	24	33.8	0.8	977	1060	83	8.5	0.6
Ssang.	62	29	-33	-53.2	0.2	664	620	-44	-6.6	0.4
Renault	57	58	1	1.8	0.5	229	547	318	138.9	0.3
KIA	29	33	4	13.8	0.3	506	485	-21	-4.2	0.3
Proton	35	24	-11	-31.4	0.2	321	396	75	23.4	0.2
Suzuki	28	24	-4	-14.3	0.2	311	299	-12	-3.9	0.2
Citroen	25	20	-5	-20.0	0.2	370	198	-172	-46.5	0.1
Peugeot	15	12	-3	-20.0	0.1	201	173	-28	-13.9	0.1
Fiat	9	14	5	55.6	0.1	153	119	-34	-22.2	0.1
L/Rover	11	2	-9	-81.8	0.0	199	101	-98	-49.2	0.1
Total	14282	11635	-2647	-18.5	100.0	179553	176940	-2613	-1.5	100.0

December 2011 Heavy Truck Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	613	617	4	0.7	22.9	7378	6617	-761	-10.3	23.6
Mits Fuso	350	432	82	23.4	16.0	3700	3749	49	1.3	13.4
Hino	395	238	-157	-39.7	8.8	4177	3334	-843	-20.2	11.9
Mercedes	287	279	-8	-2.8	10.4	2888	3250	362	12.5	11.6
K'worth	254	183	-71	-28.0	6.8	2077	1766	-311	-15.0	6.3
Iveco	112	187	75	67.0	6.9	1442	1689	247	17.1	6.0
Volvo	105	103	-2	-1.9	3.8	1009	1215	206	20.4	4.3
Fiat	92	96	4	4.3	3.6	857	893	36	4.2	3.2
Niss UD	67	74	7	10.4	2.7	756	878	122	16.1	3.1
W/Star	52	66	14	26.9	2.5	754	874	120	15.9	3.1
Mack	78	90	12	15.4	3.3	753	825	72	9.6	2.9
Freightl.	43	60	17	39.5	2.2	570	722	152	26.7	2.6
Volks.	131	36	-95	-72.5	1.3	840	469	-371	-44.2	1.7
Scania	67	58	-9	-13.4	2.2	371	454	83	22.4	1.6
Toyota	22	42	20	90.9	1.6	366	321	-45	-12.3	1.1
Man	21	16	-5	-23.8	0.6	252	268	16	6.3	1.0
Daf	8	20	12	150.0	0.7	197	168	-29	-14.7	0.6
Caterpillar	0	34	34	N/A	1.3	0	156	156	N/A	0.6
Hyundai	0	19	19	N/A	0.7	0	135	135	N/A	0.5
Renault	8	10	2	25.0	0.4	129	68	-61	-47.3	0.2
Other	6	33	27	450.0	1.3	98	196	98	100.0	7.3
Total	2711	2693	-18	-0.7	100.0	28614	28047	-567	-2.0	100.0



Website: www.ataconsulting.com.au

Member contact details:

Autoteam Australia Consulting Pty Ltd
22 Withers Way
Eltham Vic 3095
T 0404 835 571 F 03 9444 0903
ajl@ataconsulting.com.au

Queensland

Rich & Co. Pty
Level 3, Waterfront Place
1 Eagle Street, Brisbane Qld 4000
T 07 3221 5045

Vindico Partners
Level 3
145 Eagle 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