

DECEMBER 2012 VFACTS REPORT

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DECEMBER 2012 VFACTS HIGHLIGHTS

RECORD FULL YEAR INDUSTRY – 1,112,032 UNITS

December month 2012, the Automotive Industry in Australia achieved total vehicle sales of 95,427 units, up 12,968 units or 15.7% on December month 2011. December 2012 retail sales volume represents the best December sales month on record, and, on a Seasonally Adjusted Annual Rate, the Automotive Industry for December 2012 came in at 1,151,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 16 months, with the last eight months each achieving record volume for the Vehicle Industry. All industry segments achieved year over year volume growth in December with the Heavy Truck Segment achieving least growth at just 7.8%. The Light Commercial Segment achieved greatest year over year growth for December, up 40.3%.

The SUV and Light Commercial Industry Segments both achieved full year record sales volumes.

Continuing to drive industry sales volumes were the manufacturers "finance offer" marketing incentives in the market and year end clearance sales as manufacturers strived to achieve full year sales volume and market share targets.

These manufacturer “finance offer” promotions have continued into 2013 and we also see 2012 “plated” vehicle sales being heavily advertised. These activities should ensure that vehicle sales remain strong for the immediate future. In addition, Japanese manufacturers financial year ends in March, therefore, we will see aggressive marketing activity continue into the first quarter of 2013.

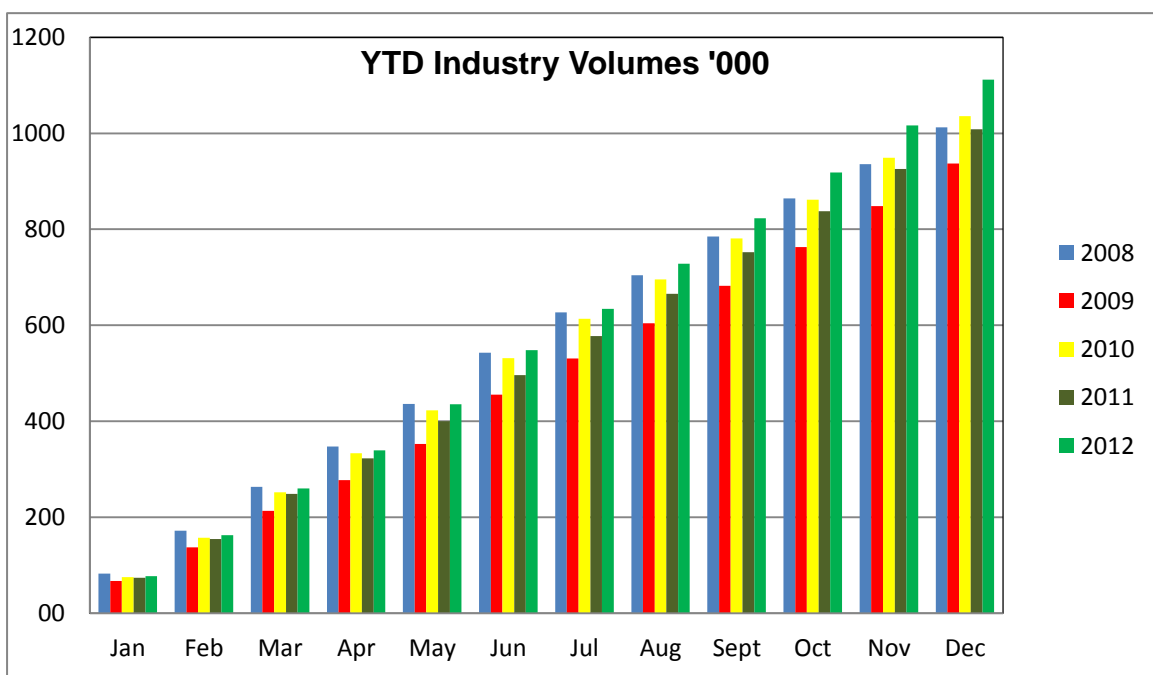
Full year 2012, total industry sales of 1,112,032 was achieved, up 103,595 units or 10.3% on 2011 full year sales. In total, 24 manufacturers in the Australian Automotive Industry achieved new full year sales record volumes in 2012. Record sales volume was achieved by the following manufacturers:

Audi	BMW	Caterpillar	Dennis Eagle
Foton	Great Wall	Hyundai	Infiniti *
Isuzu Ute	Jeep	KIA	Land Rover
Man	Mazda	McLaren *	Mercedes Benz
Mini	Nissan	Renault	Scania
Skoda	Subaru	Volkswagen	Volvo Car

* First year in the industry

Nissan has achieved 8 record sales months in a row

Autoteam forecast for full year 2013 sales volume is 1,075,000 units, down 37,032 units or 3.3% on 2012 sales volume.



The Passenger Industry continues to lose industry share and for 2012 accounted for just 51.9% of the total vehicle industry, compared to 60.7% just five years back in 2007.

December vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>December Month</u>	<u>December YTD</u>
Passenger	5 th	9 th
SUV	1 st	1 st
Light Commercial	2 nd	1 st
Heavy Truck	5 th	5 th
Total Industry	1 st	1 st

Industry Highlights

- Among the top 30 brands in the market place for 2012, only Holden, Ford, Mitsubishi, Peugeot, Mitsubishi Fuso and Dodge are down in sales volume year over year, while Toyota, VW, KIA, Jeep (up 108.3%), Great Wall, Land Rover, Isuzu Ute, Renault, Hino and Kenworth all achieved year over year volume growth of in excess of 20%, although several off a low volume base. The top ten nameplates in the Australian Automotive Industry account for 80% of all vehicles sold (67 manufacturers in total).
- All Industry segments achieved year over year growth for December and for full year 2012. Full year 2012, the SUV Industry was up 61,689 units or 25.3%, while the Light Commercial Industry was up 21,576 units or 12.2%.
- Among the Passenger Industry, only the Large Segment incurred full year volume loss for 2012 compared to 2011. The Large Segment was down 14,981 units or 19.2% (Commodore and Falcon combined were down 14,790 units). The Medium Segment achieved full year volume growth of 11,690 units (Camry 8,061 units), while the Sports Segment was up 6,867 units or 47.1% (new models Veloster up 4,107 units and Toyota 86 up 2047 units).
- Full year 2012, the Small Segment of the SUV Industry was up 21,148 units (Compass/Patriot up 4,146 units, Dualis up 3,927 units and Subaru XV up 9,908 units). The Medium Segment of the SUV Industry was up 19,829 units (Mazda CX-5 up 15,861 units and X-Trail up 3,977 units). The Large Segment of the SUV Industry

was up 19,071 units with most models achieving volume growth but Prado, up 6,196 units, up the most.

- The PU/CC 4X4 Segment achieved full year volume growth of 24,686 units or 24.7% with most models up year on year, but BT-50 up 3,756 units, Navara up 3,778 units, Hilux up 5,542 and Amarok up 3,661 units, up the most.
- Among the states and territories for full year 2012, all achieved year over year volume growth. Western Australia and Northern Territory, up 16.9% and 16.1% respectively achieved greatest year over year growth. By comparison, Tasmania achieved full year growth of just 1.3% or 212 units. In terms of volume, NSW, Victoria and Queensland all achieved volume growth of in excess of 20,000 for the full year. These three states account for 78.3% of national sales.
- By buyer type, only Government sales were down for full year 2012 compared to 2011. Private vehicle sales accounted for 48.6% of all vehicle sales full year 2012.
- By fuel type, petrol vehicle sales continue to lose industry share and while they achieved year over year growth, it was less than achieved for the industry in total. Full year 2012, Hybrid (59.8%) and LPG (87.1%) sales were up most year over year, although both coming off a small volume base. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) were up 63,753 units or 21.6% full year 2012 and accounted for 32.2% of all vehicles sold, compared to 29.2% for 2011.
- Locally manufactured vehicle industry share for 2012 accounted for just 12.6% of the total industry volume. Toyota was the only local manufacturer to increase sales volume of locally manufactured vehicles, a reflection of the successful Camry sales results over recent months. Vehicles sourced out of Japan, Thailand and Korea now account for more sales than locally manufactured vehicles. This trend will continue into the future as local production volumes continue to come down.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for December and full year 2012. Full year 2012, Toyota achieved sales of 218,176 units for an industry market share of 20.1%. Holden was second with sales of 114,665 units, ahead of Holden 114,665 units, Mazda 103,886 units, Hyundai 91,536 units, Ford 90,408 units and Nissan 79,747 units.
- Mazda 3 maintained the position of top selling model in the market with full year sales of 44,128 units, ahead of Hilux 40,646 units and Corolla 38,799 units.

Top 10 Selling Vehicles

	<u>December Month</u>			<u>December Year To Date</u>		
	<u>Model</u>	<u>Volume</u>		<u>Model</u>	<u>Volume</u>	
1	Mazda 3	4649		Mazda 3	44128	
2	Camry	3586		HiLux	40646	
3	Corolla	3543		Corolla	38799	
4	HiLux	3120		Commodore	30532	
5	Navara	2691		Cruze	29161	
6	i30	2250		i30	28348	
7	Commodore	2198		Camry	27230	
8	Yaris	1948		Navara	26045	
9	Focus	1956		Yaris	18808	
10	Cruze	1904		Focus	18586	

December 2012 Total Vehicle Industry										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Pass	45764	50618	4854	10.6	53.0	559314	576855	17541	3.1	51.9
SUV	22367	25548	3181	14.2	26.8	244136	305825	61689	25.3	27.5
Lt Com'l	11750	16481	4731	40.3	17.3	176726	198302	21576	12.2	17.8
Hvy Trk	2578	2780	202	7.8	2.9	28261	31050	2789	9.9	2.8
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Vehicle Segmentation										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Light	11266	11863	597	5.3	23.4	132442	137606	5164	3.9	23.9
Small	19259	21902	2643	13.7	43.3	244090	252167	8077	3.3	43.7
Medium	6640	8286	1646	24.8	16.4	75984	87674	11690	15.4	15.2
Large	5884	5381	-503	-8.5	10.6	78077	63096	-14981	-19.2	10.9
Up Large	281	454	173	61.6	0.9	3042	3235	193	6.3	0.6
PM	831	788	-43	-5.2	1.6	11109	11640	531	4.8	2.0
Sports	1603	1944	341	21.3	3.8	14570	21437	6867	47.1	3.7
Pass.	45764	50618	4854	10.6	100.0	559314	576855	17541	3.1	100.0
Small	3447	5283	1836	53.3	20.7	39535	60683	21148	53.5	19.8
Medium	8438	9637	1199	14.2	37.7	90215	110044	19829	22.0	36.0
Large	9337	9493	156	1.7	37.2	101292	120363	19071	18.8	39.4
Upper Large	1145	1135	-10	-0.9	4.4	13094	14735	1641	12.5	4.8
SUV	22367	25548	3181	14.2	100.0	244136	305825	61689	25.3	100.0
Bus <20 Seat	252	151	-101	-40.1	0.9	2934	2886	-48	-1.6	1.4
Bus >20 Seat	144	60	-84	-58.3	0.4	847	971	124	14.6	0.5
V/CC <2.5T	296	239	-57	-19.3	1.5	3170	3316	146	4.6	1.7
V/CC >2.5T	1495	1454	-41	-2.7	8.8	17746	17360	-386	-2.2	8.8
PU/CC 4X2	3025	3814	789	26.1	23.1	52179	49233	-2946	-5.6	24.8
PU/CC 4X4	6538	10763	4225	64.6	65.3	99850	124536	24686	24.7	62.8
Lt Com'l	11750	16481	4731	40.3	100.0	176726	198302	21576	12.2	100.0

December 2012 Sales By State										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
NSW	25108	28619	3511	14.0	30.0	314575	341211	26636	8.5	30.8
Victoria	22356	25238	2882	12.9	26.4	268194	293778	25584	9.5	26.4
Q'land	17225	20116	2891	16.8	21.1	210899	235025	24126	11.4	21.1
Wst Aust	8880	11014	2134	24.0	11.5	109492	128005	18513	16.9	11.5
Sth Aust	5275	6265	990	18.8	6.6	62760	67999	5239	8.3	6.1
ACT	1262	1544	282	22.3	1.6	15757	17435	1678	10.6	1.6
Tasmania	1687	1772	85	5.0	1.9	16769	16981	212	1.3	1.5
NT	666	859	193	29.0	0.9	9991	11598	1607	16.1	1.0
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Sales By Buyer Type										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Private	38452	45944	7492	19.5	48.2	478525	540359	61834	12.9	48.6
Business	35022	41230	6208	17.7	43.2	417618	462518	44900	10.8	41.6
Rental	4897	4817	-80	-1.6	5.0	54072	58068	3996	7.4	5.2
Govt	4088	3436	-652	-15.9	3.6	58222	51087	-7135	-12.3	4.6
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Sales By Fuel Type										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Petrol	57824	63799	5975	10.3	66.9	701690	733545	31855	4.5	66.0
Diesel	23579	29515	5936	25.2	30.9	294796	358549	63753	21.6	32.2
Hybrid	826	1894	1068	129.3	2.0	8869	14172	5303	59.8	1.3
LPG	230	219	-11	-4.8	0.2	3082	5766	2684	87.1	0.5
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Top 10 Production Locations										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Holden	6372	4763	-1609	-25.3	5.0	74434	69077	-5357	-7.2	6.2
Toyota	2376	4841	2465	103.7	5.1	28084	36304	8220	29.3	3.3
Ford	3119	2371	-748	-24.0	2.5	39421	34415	-5006	-12.7	3.1
Local	11867	11975	108	0.9	12.6	141939	139796	-2143	-1.5	12.6
Japan	29610	32561	2951	10.0	34.1	331904	390289	58385	17.6	35.1
Thailand	9402	17444	8042	85.5	18.3	158469	171878	13409	8.5	15.5
Korea	11004	11055	51	0.5	11.6	146141	144767	-1374	-0.9	13.0
Germany	7174	5785	-1389	-19.4	6.1	75901	85831	9930	13.1	7.7
England	1922	3216	1294	67.3	3.4	19737	27698	7961	40.3	2.5
USA	1869	2426	557	29.8	2.5	19414	26195	6781	34.9	2.4
India	1159	1465	306	26.4	1.5	12675	17229	4554	35.9	1.5
China	857	848	-9	-1.1	0.9	10487	12139	1652	15.8	1.1
South Afr.	488	1359	871	178.5	1.4	12989	8501	-4488	-34.6	0.8
Other	7107	7293	186	2.6	7.6	78781	87709	8928	11.3	7.8
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Top 30 Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	15578	21169	5591	35.9	22.2	181624	218176	36552	20.1	19.6
Holden	10193	8727	-1466	-14.4	9.1	126095	114665	-11430	-9.1	10.3
Mazda	7348	9554	2206	30.0	10.0	88333	103886	15553	17.6	9.3
Hyundai	6858	7744	886	12.9	8.1	87008	91536	4528	5.2	8.2
Ford	6724	7608	884	13.1	8.0	91243	90408	-835	-0.9	8.1
Nissan	5985	7330	1345	22.5	7.7	67926	79747	11821	17.4	7.2
Mitsubishi	4760	4082	-678	-14.2	4.3	61108	58868	-2240	-3.7	5.3
Volks.	3614	4683	1069	29.6	4.9	44740	54835	10095	22.6	4.9
Subaru	2103	2995	892	42.4	3.1	34011	40189	6178	18.2	3.6
Honda	1992	3619	1627	81.7	3.8	30107	35812	5705	18.9	3.2
KIA	1956	1815	-141	-7.2	1.9	25128	30758	5630	22.4	2.8
Suzuki	2050	2060	10	0.5	2.2	23778	24057	279	1.2	2.2
Mercedes	2053	2084	31	1.5	2.2	21180	22397	1217	5.7	2.0
BMW	1913	1506	-407	-21.3	1.6	17508	18413	905	5.2	1.7
Jeep	972	1611	639	65.7	1.7	8648	18014	9366	108.3	1.6
Audi	972	1197	225	23.1	1.3	14511	14535	24	0.2	1.3
Great Wall	689	816	127	18.4	0.9	8665	11006	2341	27.0	1.0
L/Rover	475	619	144	30.3	0.6	5832	7929	2097	36.0	0.7
Isuzu Ute	429	716	287	66.9	0.8	6397	7782	1385	21.7	0.7
Isuzu	617	520	-97	-15.7	0.5	6617	7190	573	8.7	0.6
Lexus	442	371	-71	-16.1	0.4	6347	6839	492	7.8	0.6
Volvo Car	546	361	-185	-33.9	0.4	5272	5375	103	2.0	0.5
Peugeot	252	291	39	15.5	0.3	5220	5071	-149	-2.9	0.5
Renault	397	560	163	41.1	0.6	3622	5011	1389	38.3	0.5
Hino	238	378	140	58.8	0.4	3334	4216	882	26.5	0.4
Skoda	653	116	-537	-82.2	0.1	3501	3502	1	0.0	0.3
Mits Fuso	432	329	-103	-23.8	0.3	3749	3499	-250	-6.7	0.3
Mini	238	218	-20	-8.4	0.2	2291	2394	103	4.5	0.2
Kenworth	183	213	30	16.4	0.2	1766	2360	594	33.6	0.2
Dodge	204	123	-81	-39.7	0.1	2703	2028	-675	-25.0	0.2
Other	1593	2012	419	26.3	5.1	20173	21534	1361	6.7	5.7
Total	82459	95427	12968	15.7	100.0	1008437	1112032	103595	10.3	100.0

December 2012 Top 20 Passenger Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	7911	11327	3416	43.2	22.4	83248	101492	18244	21.9	17.6
Holden	7277	5107	-2170	-29.8	10.1	89255	74884	-14371	-16.1	13.0
Hyundai	5134	5631	497	9.7	11.1	64469	69427	4958	7.7	12.0
Mazda	5344	6666	1322	24.7	13.2	65117	68430	3313	5.1	11.9
Ford	4155	4416	261	6.3	8.7	50516	48238	-2278	-4.5	8.4
Volks.	2347	2896	549	23.4	5.7	31077	34944	3867	12.4	6.1
Honda	1599	2703	1104	69.0	5.3	24359	31079	6720	27.6	5.4
KIA	1384	1405	21	1.5	2.8	18428	23083	4655	25.3	4.0
Suzuki	1660	1602	-58	-3.5	3.2	19958	19120	-838	-4.2	3.3
Mitsubishi	1470	1115	-355	-24.1	2.2	19816	15856	-3960	-20.0	2.7
Nissan	1447	1533	86	5.9	3.0	15724	15174	-550	-3.5	2.6
Mercedes	1494	1488	-6	-0.4	2.9	14047	14876	829	5.9	2.6
Subaru	458	971	513	112.0	1.9	14962	13014	-1948	-13.0	2.3
BMW	1154	944	-210	-18.2	1.9	10026	11256	1230	12.3	2.0
Audi	667	722	55	8.2	1.4	10367	8981	-1386	-13.4	1.6
Lexus	289	218	-71	-24.6	0.4	4466	4489	23	0.5	0.8
Peugeot	227	224	-3	-1.3	0.4	4587	3914	-673	-14.7	0.7
Skoda	432	75	-357	-82.6	0.1	2709	2330	-379	-14.0	0.4
Dodge	189	123	-66	-34.9	0.2	2273	1838	-435	-19.1	0.3
Volvo Car	148	97	-51	-34.5	0.2	2110	1635	-475	-22.5	0.3
Other	978	1355	377	38.5	2.9	11800	12795	995	8.4	2.0
Total	45764	50618	4854	10.6	100.0	559314	576855	17541	3.1	100.0

December 2012 Top 20 SUV Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4603	5420	817	17.7	21.2	46671	58745	12074	25.9	19.2
Nissan	2879	2978	99	3.4	11.7	29084	37254	8170	28.1	12.2
Subaru	1645	2024	379	23.0	7.9	19049	27175	8126	42.7	8.9
Mitsubishi	2000	1732	-268	-13.4	6.8	23287	23888	601	2.6	7.8
Mazda	1422	1986	564	39.7	7.8	13571	23608	10037	74.0	7.7
Holden	1491	1696	205	13.7	6.6	15123	18640	3517	23.3	6.1
Jeep	972	1611	639	65.7	6.3	8649	18014	9365	108.3	5.9
Ford	1493	1084	-409	-27.4	4.2	16378	16692	314	1.9	5.5
Hyundai	1200	1599	399	33.3	6.3	15929	16255	326	2.0	5.3
Volks	453	579	126	27.8	2.3	7032	8890	1858	26.4	2.9
L/Rover	473	614	141	29.8	2.4	5731	7840	2109	36.8	2.6
KIA	539	410	-129	-23.9	1.6	6215	7536	1321	21.3	2.5
BMW	759	562	-197	-26.0	2.2	7482	7157	-325	-4.3	2.3
Audi	305	475	170	55.7	1.9	4144	5554	1410	34.0	1.8
Honda	393	916	523	133.1	3.6	5748	4733	-1015	-17.7	1.5
Suzuki	366	414	48	13.1	1.6	3521	4452	931	26.4	1.5
Volvo Car	398	264	-134	-33.7	1.0	3162	3740	578	18.3	1.2
Great Wall	150	407	257	171.3	1.6	3110	3516	406	13.1	1.1
Mercedes	185	222	37	20.0	0.9	2823	3298	475	16.8	1.1
Lexus	153	153	0	0.0	0.6	1881	2350	469	24.9	0.8
Other	488	402	-86	-17.6	1.5	5546	6488	942	17.0	2.1
Total	22367	25548	3181	14.2	100.0	244136	305825	61689	25.3	100.0

December 2012 Light Commercial Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	3064	4422	1358	44.3	26.8	51705	57939	6234	12.1	29.2
Nissan	1659	2819	1160	69.9	17.1	23118	27319	4201	18.2	13.8
Ford	1047	2094	1047	100.0	12.7	23242	25218	1976	8.5	12.7
Holden	1425	1924	499	35.0	11.7	21717	21141	-576	-2.7	10.7
Mits. Fuso	1290	1235	-55	-4.3	7.5	18005	19124	1119	6.2	9.6
Mazda	582	902	320	55.0	5.5	9645	11848	2203	22.8	6.0
Volks.	778	1092	314	40.4	6.6	6162	10163	4001	64.9	5.1
Isuzu Ute	429	716	287	66.9	4.3	6397	7782	1385	21.7	3.9
Great Wall	539	409	-130	-24.1	2.5	5555	7490	1935	34.8	3.8
Hyundai	524	514	-10	-1.9	3.1	6610	5854	-756	-11.4	3.0
Mercedes	95	91	-4	-4.2	0.6	1106	1077	-29	-2.6	0.5
Renault	58	111	53	91.4	0.7	547	789	242	44.2	0.4
Ssang.	29	35	6	20.7	0.2	620	633	13	2.1	0.3
Mitsubishi	102	34	-68	-66.7	0.2	526	591	65	12.4	0.3
Suzuki	24	44	20	83.3	0.3	299	485	186	62.2	0.2
Citroen	20	14	-6	-30.0	0.1	198	215	17	8.6	0.1
Proton	24	0	-24	-100.0	0.0	396	149	-247	-62.4	0.1
Peugeot	12	10	-2	-16.7	0.1	173	142	-31	-17.9	0.1
KIA	33	0	-33	-100.0	0.0	485	139	-346	-71.3	0.1
Fiat	14	10	-4	-28.6	0.1	119	115	-4	-3.4	0.1
L/Rover	2	5	3	150.0	0.0	101	89	-12	-11.9	0.0
Total	11750	16481	4731	40.3	100.0	176726	198302	21576	12.2	100.0

December 2012 Heavy Truck Nameplates										
	December Month					December Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Isuzu	617	520	-97	-15.7	18.7	6617	7190	573	8.7	23.2
Hino	238	378	140	58.8	13.6	3334	4216	882	26.5	13.6
Mercedes	279	283	4	1.4	10.2	3204	3146	-58	-1.8	10.1
Mits Fuso	330	295	-35	-10.6	10.6	3223	2908	-315	-9.8	9.4
K'worth	183	213	30	16.4	7.7	1766	2360	594	33.6	7.6
Iveco	187	306	119	63.6	11.0	1689	2086	397	23.5	6.7
Volvo	103	105	2	1.9	3.8	1215	1351	136	11.2	4.4
W/Star	66	80	14	21.2	2.9	874	1003	129	14.8	3.2
Mack	90	90	0	0.0	3.2	825	958	133	16.1	3.1
Volks.	36	116	80	222.2	4.2	469	838	369	78.7	2.7
Fiat	96	71	-25	-26.0	2.6	893	804	-89	-10.0	2.6
Freightl.	60	75	15	25.0	2.7	722	798	76	10.5	2.6
Niss UD	74	37	-37	-50.0	1.3	878	734	-144	-16.4	2.4
Scania	58	75	17	29.3	2.7	454	584	130	28.6	1.9
Renault	10	41	31	310.0	1.5	68	430	362	532.4	1.4
Man	16	30	14	87.5	1.1	268	428	160	59.7	1.4
Daf	20	33	13	65.0	1.2	168	318	150	89.3	1.0
Caterpillar	34	13	-21	-61.8	0.5	156	309	153	98.1	1.0
Ford	29	14	-15	-51.7	0.5	1107	260	-847	-76.5	0.8
Hyundai	19	3	-16	-84.2	0.1	135	65	-70	-51.9	0.2
Other	33	2	-31	-93.9	-0.1	196	264	68	34.7	9.5
Total	2578	2780	202	7.8	100.0	28261	31050	2789	9.9	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
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