FEBRUARY 2011 VFACTS REPORT

Prepared by Autoteam Australia Consulting

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FEBRUARY 2011 VFACTS HIGHLIGHTS

February 2011, the Automotive Industry in Australia achieved total vehicle sales of 82,219 units, down 1,323 units or 1.6% on February month 2010. The decrease in year over year sales volume is the third consecutive month for volume loss. February 2011 month represents the eighth best February month on record and would appear to be a softening of vehicle sales, however, on a Seasonally Adjusted Annual Rate, the industry came in at 1,020,000 units, a SAAR that will surprise many in the industry as most commentators were forecasting a lower February sales result.

Vehicle sales in Australia remain robust despite some uncertainty in the economy and the data being released. The interest rate increase from late 2010 at this stage does not appear to have impacted on vehicle sales as was forecast. A strong Australian dollar has also impacted on the cost of vehicles in Australia with pricing being key to vehicle sales. The introduction into Australia of vehicle from lower cost countries, principally China, has resulted in a very price competitive market with most manufacturers having to take price reductions or specification upgrades to remain competitive. Several manufacturers have taken the route of increasing standard specification on vehicles rather than price realignment. In today's competitive environment this has proved to be non effective – the consumer is after the best price. With these lower priced new vehicles being sold, it has impacted on the Used Car market with sales volume and prices also falling. Used vehicle residual prices will continue to fall in such a competitive new car market.

New vehicle industry sales volume was largely impacted by large and aggressive manufacturer/distributor and dealer incentives for the month of February, as most manufacturers wanted a solid start to their sales for the year 2011. Many manufacturers have been running 2010 plate clearance sales programs and these sales appear to have assisted in achieving the sales volumes. New model releases and upgrades over the coming months should ensure that the present sales level is maintained into the immediate future.

Autoteam expect to see significant manufacturer/distributor marketing programs to continue early 2011 as manufacturers/distributors look to get a quick volume start to their 2011 volume targets.

The major issue facing most dealers around Australia at present is the high stock level being carried. This high dealer stock level has largely been impacted by manufacturer sales and stock programs. The holding cost for the average dealer of a new car is approximately $45 per day, therefore, with the present high dealer stock level, profitability in the average dealer's New Car Department is becoming more difficult. The most recent financial data we have from our dealers indicates, that on an accounted basis, the majority of dealers New Car Department's have incurred significant losses over recent months.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 is 1,000,000 units.

February vehicle sales compared to history is as follows:

Record Vehicle Industry

	February Month	February YTD
Passenger	8th	6th
SUV	1st	1st
Light Commercial	2nd	3rd
Heavy Truck	7th	13th
Total Industry	5th	4th

Industry Highlights

- Both the SUV and Light Commercial Industries achieved year over year volume growth for February. The SUV Industry continues to go from strength to strength and continues to achieve record vehicle sales. This segment's share of the total vehicle industry year to date is 23.3%, up 1 percentage point compared to the same time last year. The Passenger Car Industry for February was down 5% compared to February 2010, with the same segments, Medium and Large, accounting for the majority of the volume loss. Heavy Truck sales remain sluggish with February 2011 sales down 12.7% on the same time last year. On a Seasonally Adjusted Annual Rate, the Heavy Truck Industry is running at just 26,000 units , compared to the record of 38,231 units in 2007.
- Within the Passenger Industry, the Small, Upper Large and People Mover Segments all achieved year over year volume growth in February (absolute volume for Upper Large and People Mover Segments is low). The Light and Small Segments year to date account for 69.4% of all passenger vehicle sold compared to just 63.6% for the same time last year. Long term these two vehicle segments will account for about 75% of the all passenger vehicle sales in Australia. The Large Segment incurred the greatest volume loss, down 1,281 units or 15.5%. Of this volume loss, 1,190 units were accounted for by locally vehicles (Falcon down 942 units).

  Growth in the Small Segment was primarily led by Holden Cruze (507 units) and Subaru Impreza (604 units).

  Within the SUV Industry, only the Medium Segment again incurred a year over year volume loss for February. Volume growth within the remaining SUV segments was spread evenly over many different models.

  Within the Light Commercial Industry, the PU/CC 4X4 and Light Truck Segments both achieved year over year volume growth. Growth in this segment was principally achieved by Nissan Navara (up 497 units) and Ford Ranger (up 491 Units). February also saw the introduction into this segment of the VW Amarok which achieved sales of 56 units. When the brand is able to introduce a full range of the vehicle into the market, including transmission and specification options, we should see Amarok achieve significant volume growth for VW.

- Among all States and Territories, only Victoria and ACT achieved year over year volume growth in February. Both Queensland and NSW continue to lose sales volume as both states are facing tight economic environment. The recent flood situation in Queensland may also have had some impact on vehicle sales in that state. Western Australia, surprisingly, was down in vehicle sales year over year.
- By buyer type, only the Private market achieved volume growth for the month (4.1%). Business sales were down for the month but in 2010 were impacted by the Investment Allowance which inflated the sales result. Rental vehicle sales were down 23.5% for the month, however, sales of rental vehicles can often vary month to month.
- By fuel type, only diesel vehicle sales are up year over year, by 8.9%. Hybrid vehicle sales were down 46.4% in February and LPG sales were down 68.1%. The reduction in LPG sales is a reflection of the reduced Falcon and Commodore sales year over year.
- Locally manufactured vehicle industry share for February accounted for just 12.3% of the total vehicle industry and compared to 15% for February 2010. February year to date locally manufactured vehicles account for only 11.2% of all vehicle 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 maintained Passenger, SUV and Light Commercial market leadership for February. Toyota achieved total vehicle sales of 14,604 units for February for a market share of 18.1%. Holden was second (10,314 units), ahead of Mazda (7,644 units), Ford (7,602 units) and Hyundai (6,607 units). February 2011 year to date, Mazda has moved into third place in the vehicle market with sales volume of 14,844 units, ahead of Ford with sales volume of 14,015 units. The February sales result has moved Honda down to tenth place in the vehicle industry, both for the month and year to date.

- Holden Commodore was the top selling vehicle for the month of February with sales of 3,829 units, ahead of Mazda 3 (3,575 units), Toyota HiLux (2,892 units) and i30 (2,654 units). Toyota Corolla dropped to fifth place with sales of 2,600 units.

Top 10 Selling Vehicles

	February Month		February Year To Date	
	Model	Volume	Model	Volume
1	Commodore	3829	Mazda 3	7180
2	Mazda 3	3575	Corolla	6645
3	HiLux	2892	Commodore	6474
4	i30	2654	HiLux	5383
5	Corolla	2600	Cruze	4642
6	Cruze	2582	i30	4329
7	Navara	2207	Navara	4011
=8	Falcon	1572	Getz	3623
=8	Mazda 2	1572		
9			Lancer	3231
10	Lancer	1561	Yaris	3168

February 2011 Total Vehicle Industry

	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	47829	45455	-2374	-5.0	56.2	91409	88994	-2415	-2.6	57.6
SUV	18073	18916	843	4.7	23.4	34973	35948	975	2.8	23.3
Lt Com'l	14097	14586	489	3.5	18.0	26886	26306	-580	-2.2	17.0
Hvy Trk	2220	1939	-281	-12.7	2.4	3815	3232	-583	-15.3	2.1
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Vehicle Segmentation

	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	11339	10719	-620	-5.5	23.6	21769	22916	1147	5.3	25.8
Small	18781	19344	563	3.0	42.6	36386	38826	2440	6.7	43.6
Medium	6931	6013	-918	-13.2	13.2	12380	10720	-1660	-13.4	12.0
Large	8238	6957	-1281	-15.5	15.3	15555	12013	-3542	-22.8	13.5
Up Large	240	293	53	22.1	0.6	491	543	52	10.6	0.6
PM	855	878	23	2.7	1.9	1806	1661	-145	-8.0	1.9
Sports	1445	1251	-194	-13.4	2.8	3022	2315	-707	-23.4	2.6
Pass.	47829	45455	-2374	-5.0	100.0	91409	88994	-2415	-2.6	100.0
Compact	8697	9393	696	8.0	49.6	16386	17908	1522	9.3	49.7
Medium	6844	6309	-535	-7.8	33.4	13390	11778	-1612	-12.0	32.8
Large	847	1184	337	39.8	6.3	1700	2287	587	34.5	6.4
Luxury	1685	2030	345	20.5	10.7	3497	3975	478	13.7	11.1
SUV	18073	18916	843	4.7	100.0	34973	35948	975	2.8	100.0
Light Bus	168	168	0	0.0	1.1	344	332	-12	-3.5	1.2
Van	1951	1636	-315	-16.1	11.2	3874	2887	-987	-25.5	11.0
4X2	4762	4404	-358	-7.5	30.2	8869	7811	-1058	-11.9	29.7
4X4	7139	8281	1142	16.0	56.8	13646	15104	1458	10.7	57.4
Light Trk	77	97	20	26.0	0.7	153	172	19	12.4	0.7
Lt Com'l	14097	14586	489	3.5	100.0	26886	26306	-580	-2.2	100.0

February 2011 Sales By State

	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	25708	25048	-660	-2.6	31.0	48528	48608	80	0.2	31.4
Victoria	21924	22446	522	2.4	27.7	41670	42769	1099	2.6	27.7
Q'land	16744	16283	-461	-2.8	20.1	31997	29583	-2414	-7.5	19.2
Wst Aust	9048	8686	-362	-4.0	10.7	17569	16975	-594	-3.4	11.0
Sth Aust	5242	5128	-114	-2.2	6.3	10393	9920	-473	-4.6	6.4
ACT	1337	1352	15	1.1	1.7	2507	2591	84	3.4	1.7
Tasmania	1474	1273	-201	-13.6	1.6	2961	2582	-379	-12.8	1.7
NT	742	680	-62	-8.4	0.8	1458	1452	-6	-0.4	0.9
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Sales By Buyer Type

	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	38210	39776	1566	4.1	49.2	73621	79975	6354	8.6	51.9
Business	35041	33239	-1802	-5.1	41.1	67843	61389	-6454	-9.5	39.7
Gov't	5217	5013	-204	-3.9	6.2	9377	8720	-657	-7.0	5.6
Rental	3751	2868	-883	-23.5	3.5	6242	4396	-1846	-29.6	2.8
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Sales By Fuel Type										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	59087	56867	-2220	-3.8	70.4	113966	111113	-2853	-2.5	72.0
Diesel	21351	23253	1902	8.9	28.7	40553	41929	1376	3.4	27.1
Hybrid	957	513	-444	-46.4	0.6	1182	931	-251	-21.2	0.6
LPG	824	263	-561	-68.1	0.3	1382	507	-875	-63.3	0.3
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Top 10 Production Locations										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	5137	4811	-326	-6.3	5.9	9270	8039	-1231	-13.3	5.2
Ford	4143	2942	-1201	-29.0	3.6	7612	5251	-2361	-31.0	3.4
Toyota	3014	2269	-745	-24.7	2.8	5088	3980	-1108	-21.8	2.6
Mitsubishi	1	0	-1	-100.0	0.0	1	0	-1	-100.0	0.0
Local	12295	10022	-2273	-18.5	12.3	21971	17270	-4701	-21.4	11.2
Japan	28864	27794	-1070	-3.7	34.4	55175	55310	135	0.2	35.8
Thailand	11863	13610	1747	14.7	16.8	22640	25866	3226	14.2	16.7
Korea	13870	12519	-1351	-9.7	15.5	27000	24544	-2456	-9.1	15.9
Germany	6083	5657	-426	-7.0	7.0	12149	10397	-1752	-14.4	6.7
England	1002	1434	432	43.1	1.8	2039	2775	736	36.1	1.8
South Afr.	1082	1316	234	21.6	1.6	2278	2731	453	19.9	1.8
USA	1069	1236	167	15.6	1.5	2211	2231	20	0.9	1.4
India	283	786	503	177.7	1.0	598	1737	1139	190.5	1.1
China	452	599	147	32.5	0.7	480	1117	637	132.7	0.7
Other	5356	5923	567	10.6	7.4	10542	10502	-40	-0.4	6.9
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Top 20 Nameplates										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	16814	14604	-2210	-13.1	18.1	31378	29421	-1957	-6.2	19.0
Holden	11213	10314	-899	-8.0	12.7	21681	18699	-2982	-13.8	12.1
Mazda	7003	7644	641	9.2	9.4	13661	14844	1183	8.7	9.6
Ford	7148	7602	454	6.4	9.4	13878	14015	137	1.0	9.1
Hyundai	7208	6607	-601	-8.3	8.2	13416	13017	-399	-3.0	8.4
Nissan	4596	5593	997	21.7	6.9	8740	10469	1729	19.8	6.8
Mitsubishi	5026	5118	92	1.8	6.3	9066	9655	589	6.5	6.3
Subaru	3278	3299	21	0.6	4.1	6538	6830	292	4.5	4.4
Volks.	2998	3122	124	4.1	3.9	5335	5530	195	3.7	3.6
Honda	3102	2585	-517	-16.7	3.2	6108	4812	-1296	-21.2	3.1
Suzuki	1767	1983	216	12.2	2.5	3491	4094	603	17.3	2.7
KIA	1766	1742	-24	-1.4	2.2	3521	3572	51	1.4	2.3
Audi	1219	1459	240	19.7	1.8	2547	2936	389	15.3	1.9
Mercedes	1457	1433	-24	-1.6	1.8	2940	2400	-540	-18.4	1.6
BMW	1356	1211	-145	-10.7	1.5	2837	2218	-619	-21.8	1.4
Great Wall	452	599	147	32.5	0.7	840	1117	277	33.0	0.7
Jeep	487	584	97	19.9	0.7	985	977	-8	-0.8	0.6
L/Rover	357	475	118	33.1	0.6	751	917	166	22.1	0.6
Isuzu Ute	351	545	194	55.3	0.7	672	909	237	35.3	0.6
Lexus	550	464	-86	-15.6	0.6	958	873	-85	-8.9	0.6
Peugeot	400	450	50	12.5	0.6	822	792	-30	-3.6	0.5
Volvo Car	317	403	86	27.1	0.5	666	774	108	16.2	0.5
Isuzu	621	441	-180	-29.0	0.5	1088	723	-365	-33.5	0.5
Hino	349	269	-80	-22.9	0.3	599	522	-77	-12.9	0.3
Mits Fuso	306	252	-54	-17.6	0.3	550	361	-189	-34.4	0.2
Dodge	65	167	102	156.9	0.2	194	360	166	85.6	0.2
Renault	180	180	0	0.0	0.2	302	317	15	5.0	0.2
Mini	162	143	-19	-11.7	0.2	348	285	-63	-18.1	0.2
Proton	191	118	-73	-38.2	0.1	413	254	-159	-38.5	0.2
Kenworth	111	105	-6	-5.4	0.1	173	205	32	18.5	0.1
Other	1369	1385	16	1.2	4.7	2585	2582	-3	-0.1	4.6
Total	82219	80896	-1323	-1.6	100.0	157083	154480	-2603	-1.7	100.0

February 2011 Top 20 Passenger Nameplates										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	8236	6484	-1752	-21.3	14.3	14896	14259	-637	-4.3	16.0
Holden	7546	7585	39	0.5	16.7	14604	13476	-1128	-7.7	15.1
Mazda	5176	5697	521	10.1	12.5	10135	11209	1074	10.6	12.6
Hyundai	5281	4985	-296	-5.6	11.0	9720	9879	159	1.6	11.1
Ford	4527	4517	-10	-0.2	9.9	9085	8312	-773	-8.5	9.3
Volks.	2007	2135	128	6.4	4.7	3251	3918	667	20.5	4.4
Honda	2404	2065	-339	-14.1	4.5	5218	3867	-1351	-25.9	4.3
Subaru	1570	1666	96	6.1	3.7	3097	3735	638	20.6	4.2
Mitsubishi	2180	1664	-516	-23.7	3.7	3879	3457	-422	-10.9	3.9
Suzuki	1437	1620	183	12.7	3.6	2764	3394	630	22.8	3.8
KIA	1340	1273	-67	-5.0	2.8	2611	2706	95	3.6	3.0
Audi	872	1030	158	18.1	2.3	1818	2036	218	12.0	2.3
Nissan	1439	1040	-399	-27.7	2.3	2583	1949	-634	-24.5	2.2
Mercedes	994	928	-66	-6.6	2.0	2038	1625	-413	-20.3	1.8
BMW	946	788	-158	-16.7	1.7	1966	1403	-563	-28.6	1.6
Peugeot	357	411	54	15.1	0.9	713	737	24	3.4	0.8
Lexus	335	304	-31	-9.3	0.7	561	596	35	6.2	0.7
Volvo Car	135	196	61	45.2	0.4	277	324	47	17.0	0.4
Mini	162	143	-19	-11.7	0.3	348	285	-63	-18.1	0.3
Proton	160	99	-61	-38.1	0.2	350	206	-144	-41.1	0.2
Other	725	825	100	13.8	1.8	1495	1621	126	8.4	2.0
Total	47829	45455	-2374	-5.0	100.0	91409	88994	-2415	-2.6	100.0

February 2011 Top 20 SUV Nameplates										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	3895	4104	209	5.4	21.7	7465	7673	208	2.8	21.3
Nissan	1332	2213	881	66.1	11.7	2770	4248	1478	53.4	11.8
Mitsubishi	1402	1865	463	33.0	9.9	2571	3549	978	38.0	9.9
Subaru	1708	1633	-75	-4.4	8.6	3441	3095	-346	-10.1	8.6
Hyundai	1270	1131	-139	-10.9	6.0	2447	2240	-207	-8.5	6.2
Ford	1101	1141	40	3.6	6.0	1963	2144	181	9.2	6.0
Mazda	1363	1113	-250	-18.3	5.9	2349	2074	-275	-11.7	5.8
Holden	1315	879	-436	-33.2	4.6	2736	1914	-822	-30.0	5.3
Jeep	487	584	97	19.9	3.1	985	977	-8	-0.8	2.7
Volks	615	575	-40	-6.5	3.0	1448	953	-495	-34.2	2.7
Honda	698	520	-178	-25.5	2.7	890	945	55	6.2	2.6
Audi	347	429	82	23.6	2.3	729	900	171	23.5	2.5
L/Rover	338	461	123	36.4	2.4	715	894	179	25.0	2.5
BMW	410	423	13	3.2	2.2	871	815	-56	-6.4	2.3
KIA	364	426	62	17.0	2.3	790	784	-6	-0.8	2.2
Suzuki	314	332	18	5.7	1.8	695	650	-45	-6.5	1.8
Great Wall	236	238	2	0.8	1.3	376	477	101	26.9	1.3
Volvo Car	182	207	25	13.7	1.1	389	450	61	15.7	1.3
Mercedes	189	226	37	19.6	1.2	386	373	-13	-3.4	1.0
Lexus	215	160	-55	-25.6	0.8	397	277	-120	-30.2	0.8
Other	292	256	-36	-12.3	1.4	560	516	-44	-7.9	1.4
Total	18073	18916	843	4.7	100.0	34973	35948	975	2.8	100.0

February 2011 Light Commercial Nameplates										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4651	3972	-679	-14.6	27.2	8958	7425	-1533	-17.1	28.2
Nissan	1825	2340	515	28.2	16.0	3387	4272	885	26.1	16.2
Ford	1520	1944	424	27.9	13.3	2830	3559	729	25.8	13.5
Holden	2352	1850	-502	-21.3	12.7	4341	3309	-1032	-23.8	12.6
Mitsubishi	1444	1589	145	10.0	10.9	2616	2649	33	1.3	10.1
Mazda	464	834	370	79.7	5.7	1177	1561	384	32.6	5.9
Isuzu Ute	351	545	194	55.3	3.7	672	909	237	35.3	3.5
Hyundai	657	491	-166	-25.3	3.4	1249	898	-351	-28.1	3.4
Great Wall	216	361	145	67.1	2.5	464	640	176	37.9	2.4
Volks.	327	363	36	11.0	2.5	556	577	21	3.8	2.2
Mercedes	76	76	0	0.0	0.5	159	116	-43	-27.0	0.4
Ssang.	36	49	13	36.1	0.3	70	84	14	20.0	0.3
KIA	62	43	-19	-30.6	0.3	120	82	-38	-31.7	0.3
Suzuki	16	31	15	93.8	0.2	32	50	18	56.3	0.2
Proton	31	19	-12	-38.7	0.1	63	48	-15	-23.8	0.2
Renault	10	33	23	230.0	0.2	23	47	24	104.3	0.2
Citroen	15	20	5	33.3	0.1	58	32	-26	-44.8	0.1
L/Rover	19	14	-5	-26.3	0.1	36	23	-13	-36.1	0.1
Fiat	17	9	-8	-47.1	0.1	49	13	-36	-73.5	0.0
Peugeot	8	3	-5	-62.5	0.0	26	12	-14	-53.8	0.0
Total	14097	14586	489	3.5	100.0	26886	26306	-580	-2.2	100.0

February 2011 Heavy Truck Nameplates										
	February Month					February Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	621	441	-180	-29.0	22.7	1088	723	-365	-33.5	22.4
Hino	349	269	-80	-22.9	13.9	599	522	-77	-12.9	16.2
Mits Fuso	306	252	-54	-17.6	13.0	550	361	-189	-34.4	11.2
Mercedes	198	203	5	2.5	10.5	357	286	-71	-19.9	8.8
Iveco	98	124	26	26.5	6.4	197	221	24	12.2	6.8
K'worth	111	105	-6	-5.4	5.4	173	205	32	18.5	6.3
Fiat	85	65	-20	-23.5	3.4	140	132	-8	-5.7	4.1
Volvo	67	71	4	6.0	3.7	108	110	2	1.9	3.4
Mack	44	66	22	50.0	3.4	68	102	34	50.0	3.2
Niss UD	50	54	4	8.0	2.8	90	91	1	1.1	2.8
Volks.	49	49	0	0.0	2.5	80	82	2	2.5	2.5
Freightl.	51	35	-16	-31.4	1.8	104	65	-39	-37.5	2.0
Toyota	32	44	12	37.5	2.3	59	64	5	8.5	2.0
Scania	34	33	-1	-2.9	1.7	53	49	-4	-7.5	1.5
Man	18	14	-4	-22.2	0.7	35	30	-5	-14.3	0.9
Hyundai	0	13	13	N/A	0.7	0	27	27	N/A	0.8
Renault	22	13	-9	-40.9	0.7	28	16	-12	-42.9	0.5
Daf	10	8	-2	-20.0	0.4	11	13	2	18.2	0.4
Caterpillar	0	6	6	N/A	0.3	0	11	11	N/A	0.3
I'national	5	5	0	0.0	0.3	5	8	3	60.0	0.2
W/Star	70	69	-1	-1.4	3.6	70	114	44	62.9	3.5
Total	2220	1939	-281	-12.7	100.0	3815	3232	-583	-15.3	100.0

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