

JANUARY
2011 VFACTS
REPORT

**Prepared by Autoteam Australia
Consulting**

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JANUARY 2011 VFACTS HIGHLIGHTS

January 2011, the Automotive Industry in Australia achieved total vehicle sales of 74,864 units, down 1,280 units or 1.7% on January month 2010. The decrease in year over year sales volume is the second consecutive for volume loss. January month 2010 was impacted by the Federal Government's Investment Allowance which inflated sales volume for the month. January 2011 month represents the fourth best January month on record. On a Seasonally Adjusted Annual Rate, the January 2011 industry came in at 1,025,000 units, a SAAR that will surprise many in the industry as most commentators were forecasting a lower January sales result.

Recent economic data for Australia would suggest that the Australian economy is slowing down. Consumer spending is slowing down but to date this has not impacted on vehicle sales. Vehicles reported as retail sales in January may have been ordered several months back and hence the delivery rate may not reflect the sales rate. The recent interest rate increase appears to have had an impact on the overall economy with consumers being more cautious with their spending habits. To date this has not impacted vehicle sales, however, Autoteam analysis suggests that the lag between interest rate rises and a slowdown in vehicle sales is approximately four to six months. On that basis, we would suggest that sales in early 2011 will be at lower levels (SAAR adjusted) than presently being achieved this has not impacted on vehicle sales.

Consistent with previous months, vehicle industry sales volume was largely impacted by large and aggressive manufacturer/distributor and dealer incentives for

the month of January, 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.

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.

Manufacturing programs by manufacturers/distributors remain heavily targeted towards dealers carrying additional vehicle stock with bonuses paid to dealers, in many instances, based on dealers carrying stock level required to achieve manufacturer/distributor sales targets. In many cases the targets set are unrealistic and not achievable. This excess stock in dealer inventory is adversely impacting dealer profitability. A profitable dealer body generally results in better brand facilities, representation and marketing, with resultant increase in sales volume. Dealers who are not achieving acceptable profit are forced to save their way to profit, which may result in poorer brand representation.

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

Among the top 30 nameplates, 10 incurred a volume loss of in excess of 10% for the month, by comparison, 9 achieved growth in excess of 10% for the month. The January sales result does not represent a typical sales month in terms of vehicle sales as many fleets put off purchases for the month.

January vehicle sales compared to history is as follows:

	<u>January</u> <u>Month</u>
Passenger	5 th
SUV	2 nd
Light Commercial	4 th
Heavy Truck	24 th
Total Industry	4 th

Industry Highlights

- Only the SUV industry achieved year over year volume growth, up 0.8% for the month. The Passenger Car industry was down just 0.1%, Light Commercial Industry down 8.4% and Heavy Trucks down 18.9%. The Heavy Truck Industry remains at very low sales rates. As such, the SUV Industry continues to increase its share of the total vehicle industry and for January 2011 achieved an industry share of 23.1%, up from 22.6% last year.
- Within the Passenger Industry, only the Light and Small Segments achieved year over year volume growth and as such lifted their combined Passenger Industry share to 72.8%, up from 64.3% for January 2010. The Large Segment with a volume loss of 2,261 units or 30.9% incurred most volume loss. The loss for this segment was impacted by the absence of fleet sales for January, an historical trend. The top two vehicles in the segment, Commodore (down 596 units) and Falcon (1,161 units) accounted for the majority of the volume loss.

Growth in the Light and Small Segments was primarily led by Hyundai Getz (450 units), new model Hyundai i20 (564 units), Polo (408 units), Mazda 3 (382 units) and Corolla (1,334 units).

Within the SUV Industry, only the Medium Segment incurred a year over year volume loss for January. Growth in the Compact Segment was led by Mitsubishi ASX (424 units) and Nissan X-Trail and Dualis (up combined 494 units).

Within the Light Commercial Industry, only the PU/CC 4X4 Segment achieved volume growth and as such has lifted its share of the industry to 58.2%.

- Among all States and Territories, NSW, Victoria, ACT and NT all achieved year over year volume growth for January. Queensland was down most at 12.8%, possibly a result of the recent floods in the state.
- By buyer type, only the Private market achieved volume growth for the month (13.5%). The sales result for the remainder of the industry is of concern, however, it is just one month at this stage.
- By fuel type, only hybrid (85.8%, although off a small base in January 2010) vehicle sales are up year over year. Original fit LPG sales continue to lose

volume and share and for January 2011 were down 314 units or 56.3% on the same time last year. This volume loss is a reflection of the lower sales of Falcon and Commodore, both passenger and commercial vehicles.

- Locally manufactured vehicle industry share for January accounted for just 9.8% of the total vehicle industry. The January 2011 industry share of 9.8% compares to January 2010 share of 13%. Volume loss is a reflection of changing consumer purchasing preference. The locally manufactured vehicles share of the total vehicle industry will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. 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 January. Toyota achieved total vehicle sales of 14,817 units for January for a market share of 20.1%. Holden was second (8,385 units), ahead of Mazda (7,200 units), Ford (6,413 units) and Hyundai (6,410 units).
- Toyota Corolla was the top selling vehicle for the month of January with sales of 4,045 units, ahead of Mazda 3 (3,605 units), Holden Commodore (2,645 units) and Toyota HiLux (2,491 units).

Top 10 Selling Vehicles

January Month

	<u>Model</u>	<u>Volume</u>
1	Corolla	4045
2	Mazda 3	3605
3	Commodore	2645
4	HiLux	2491
5	Getz	2167
6	Cruze	2060
7	Navara	1804
8	Yaris	1793
9	Impreza	1765
10	i30	1675

January 2011 Total Vehicle Industry										
	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Pass	43580	43539	-41	-0.1	59.2	43580	43539	-41	-0.1	59.2
SUV	16900	17032	132	0.8	23.1	16900	17032	132	0.8	23.1
Lt Com'l	12789	11720	-1069	-8.4	15.9	12789	11720	-1069	-8.4	15.9
Hvy Trk	1595	1293	-302	-18.9	1.8	1595	1293	-302	-18.9	1.8
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Vehicle Segmentation										
	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Light	10430	12197	1767	16.9	28.1	10430	12197	1767	16.9	28.1
Small	17605	19482	1877	10.7	44.7	17605	19482	1877	10.7	44.7
Medium	5449	4707	-742	-13.6	10.8	5449	4707	-742	-13.6	10.8
Large	7317	5056	-2261	-30.9	11.6	7317	5056	-2261	-30.9	11.6
Up Large	251	250	-1	-0.4	0.6	251	250	-1	-0.4	0.6
PM	951	783	-168	-17.7	1.8	951	783	-168	-17.7	1.8
Sports	1577	1064	-513	-32.5	2.4	1577	1064	-513	-32.5	2.4
Pass.	43580	43539	-41	-0.1	100.0	43580	43539	-41	-0.1	100.0
Compact	7689	8515	826	10.7	50.0	7689	8515	826	10.7	50.0
Medium	6546	5469	-1077	-16.5	32.1	6546	5469	-1077	-16.5	32.1
Large	853	1103	250	29.3	6.5	853	1103	250	29.3	6.5
Luxury	1812	1945	133	7.3	11.4	1812	1945	133	7.3	11.4
SUV	16900	17032	132	0.8	100.0	16900	17032	132	0.8	100.0
Light Bus	176	164	-12	-6.8	1.4	176	164	-12	-6.8	1.4
Van	1923	1251	-672	-34.9	10.7	1923	1251	-672	-34.9	10.7
4X2	4107	3407	-700	-17.0	29.1	4107	3407	-700	-17.0	29.1
4X4	6507	6823	316	4.9	58.2	6507	6823	316	4.9	58.2
Light Trk	76	75	-1	-1.3	0.6	76	75	-1	-1.3	0.6
Lt Com'l	12789	11720	-1069	-8.4	100.0	12789	11720	-1069	-8.4	100.0

January 2011 Sales By State										
	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
NSW	22820	23560	740	3.2	32.0	22820	23560	740	3.2	32.0
Victoria	19746	20323	577	2.9	27.6	19746	20323	577	2.9	27.6
Q'land	15253	13300	-1953	-12.8	18.1	15253	13300	-1953	-12.8	18.1
Wst Aust	8521	8289	-232	-2.7	11.3	8521	8289	-232	-2.7	11.3
Sth Aust	5151	4792	-359	-7.0	6.5	5151	4792	-359	-7.0	6.5
Tasmania	1487	1309	-178	-12.0	1.8	1487	1309	-178	-12.0	1.8
ACT	1170	1239	69	5.9	1.7	1170	1239	69	5.9	1.7
NT	716	772	56	7.8	1.0	716	772	56	7.8	1.0
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Sales By Buyer Type										
	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Private	35411	40199	4788	13.5	54.6	35411	40199	4788	13.5	54.6
Business	32802	28150	-4652	-14.2	38.3	32802	28150	-4652	-14.2	38.3
Gov't	4160	3707	-453	-10.9	5.0	4160	3707	-453	-10.9	5.0
Rental	2491	1528	-963	-38.7	2.1	2491	1528	-963	-38.7	2.1
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Sales By Fuel Type

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Petrol	54879	54246	-633	-1.2	73.7	54879	54246	-633	-1.2	73.7
Diesel	19202	18676	-526	-2.7	25.4	19202	18676	-526	-2.7	25.4
Hybrid	225	418	193	85.8	0.6	225	418	193	85.8	0.6
LPG	558	244	-314	-56.3	0.3	558	244	-314	-56.3	0.3
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Top 10 Production Locations

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Holden	4198	3228	-970	-23.1	4.4	4198	3228	-970	-23.1	4.4
Ford	3469	2309	-1160	-33.4	3.1	3469	2309	-1160	-33.4	3.1
Toyota	2074	1711	-363	-17.5	2.3	2074	1711	-363	-17.5	2.3
Local	9741	7248	-2493	-25.6	9.8	9741	7248	-2493	-25.6	9.8
Japan	26311	27516	1205	4.6	37.4	26311	27516	1205	4.6	37.4
Thailand	10777	12256	1479	13.7	16.7	10777	12256	1479	13.7	16.7
Korea	13130	12025	-1105	-8.4	16.3	13130	12025	-1105	-8.4	16.3
South Afr.	1196	1415	219	18.3	1.9	1196	1415	219	18.3	1.9
England	1037	1341	304	29.3	1.8	1037	1341	304	29.3	1.8
USA	1142	995	-147	-12.9	1.4	1142	995	-147	-12.9	1.4
India	315	951	636	201.9	1.3	315	951	636	201.9	1.3
China	388	518	130	33.5	0.7	388	518	130	33.5	0.7
Germany	6066	474	-5592	-92.2	0.6	6066	474	-5592	-92.2	0.6
Other	4761	8845	4084	85.8	12.1	4761	8845	4084	85.8	12.1
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Top 20 Nameplates

	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	14564	14817	253	1.7	20.1	14564	14817	253	1.7	20.1
Holden	10468	8385	-2083	-19.9	11.4	10468	8385	-2083	-19.9	11.4
Mazda	6658	7200	542	8.1	9.8	6658	7200	542	8.1	9.8
Ford	6730	6413	-317	-4.7	8.7	6730	6413	-317	-4.7	8.7
Hyundai	6208	6410	202	3.3	8.7	6208	6410	202	3.3	8.7
Nissan	4144	4876	732	17.7	6.6	4144	4876	732	17.7	6.6
Mitsubishi	4040	4537	497	12.3	6.2	4040	4537	497	12.3	6.2
Subaru	3260	3531	271	8.3	4.8	3260	3531	271	8.3	4.8
Volks.	2337	2408	71	3.0	3.3	2337	2408	71	3.0	3.3
Honda	3006	2227	-779	-25.9	3.0	3006	2227	-779	-25.9	3.0
Suzuki	1724	2111	387	22.4	2.9	1724	2111	387	22.4	2.9
KIA	1755	1830	75	4.3	2.5	1755	1830	75	4.3	2.5
Audi	1328	1477	149	11.2	2.0	1328	1477	149	11.2	2.0
BMW	1481	1007	-474	-32.0	1.4	1481	1007	-474	-32.0	1.4
Mercedes	1483	967	-516	-34.8	1.3	1483	967	-516	-34.8	1.3
Great Wall	388	518	130	33.5	0.7	388	518	130	33.5	0.7
L/Rover	394	442	48	12.2	0.6	394	442	48	12.2	0.6
Lexus	408	409	1	0.2	0.6	408	409	1	0.2	0.6
Jeep	498	393	-105	-21.1	0.5	498	393	-105	-21.1	0.5
Volvo Car	349	371	22	6.3	0.5	349	371	22	6.3	0.5
Isuzu Ute	321	364	43	13.4	0.5	321	364	43	13.4	0.5
Peugeot	422	342	-80	-19.0	0.5	422	342	-80	-19.0	0.5
Isuzu	467	282	-185	-39.6	0.4	467	282	-185	-39.6	0.4
Hino	250	253	3	1.2	0.3	250	253	3	1.2	0.3
Dodge	129	193	64	49.6	0.3	129	193	64	49.6	0.3
Mini	186	142	-44	-23.7	0.2	186	142	-44	-23.7	0.2
Renault	122	137	15	12.3	0.2	122	137	15	12.3	0.2
Proton	222	136	-86	-38.7	0.2	222	136	-86	-38.7	0.2
Mits Fuso	244	109	-135	-55.3	0.1	244	109	-135	-55.3	0.1
Kenworth	62	100	38	61.3	0.1	62	100	38	61.3	0.1
Other	1216	1197	-19	-1.6	4.4	1216	1197	-19	-1.6	4.4
Total	74864	73584	-1280	-1.7	100.0	74864	73584	-1280	-1.7	100.0

January 2011 Top 20 Passenger Nameplates

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	6660	7775	1115	16.7	17.9	6660	7775	1115	16.7	17.9
Holden	7058	5891	-1167	-16.5	13.5	7058	5891	-1167	-16.5	13.5
Mazda	4959	5512	553	11.2	12.7	4959	5512	553	11.2	12.7
Hyundai	4439	4894	455	10.3	11.2	4439	4894	455	10.3	11.2
Ford	4558	3795	-763	-16.7	8.7	4558	3795	-763	-16.7	8.7
Subaru	1527	2069	542	35.5	4.8	1527	2069	542	35.5	4.8
Honda	2814	1802	-1012	-36.0	4.1	2814	1802	-1012	-36.0	4.1
Mitsubishi	1699	1793	94	5.5	4.1	1699	1793	94	5.5	4.1
Volks.	1244	1783	539	43.3	4.1	1244	1783	539	43.3	4.1
Suzuki	1327	1774	447	33.7	4.1	1327	1774	447	33.7	4.1
KIA	1271	1433	162	12.7	3.3	1271	1433	162	12.7	3.3
Audi	946	1006	60	6.3	2.3	946	1006	60	6.3	2.3
Nissan	1144	909	-235	-20.5	2.1	1144	909	-235	-20.5	2.1
Mercedes	1044	697	-347	-33.2	1.6	1044	697	-347	-33.2	1.6
BMW	1020	615	-405	-39.7	1.4	1020	615	-405	-39.7	1.4
Peugeot	356	326	-30	-8.4	0.7	356	326	-30	-8.4	0.7
Lexus	226	292	66	29.2	0.7	226	292	66	29.2	0.7
Mini	186	142	-44	-23.7	0.3	186	142	-44	-23.7	0.3
Volvo Car	142	128	-14	-9.9	0.3	142	128	-14	-9.9	0.3
Proton	190	107	-83	-43.7	0.2	190	107	-83	-43.7	0.2
Other	770	796	26	3.4	1.9	770	796	26	3.4	1.9
Total	43580	43539	-41	-0.1	100.0	43580	43539	-41	-0.1	100.0

January 2011 Top 20 SUV Nameplates

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	3570	3569	-1	0.0	21.0	3570	3569	-1	0.0	21.0
Nissan	1438	2035	597	41.5	11.9	1438	2035	597	41.5	11.9
Mitsubishi	1169	1684	515	44.1	9.9	1169	1684	515	44.1	9.9
Subaru	1733	1462	-271	-15.6	8.6	1733	1462	-271	-15.6	8.6
Hyundai	1177	1109	-68	-5.8	6.5	1177	1109	-68	-5.8	6.5
Holden	1421	1035	-386	-27.2	6.1	1421	1035	-386	-27.2	6.1
Ford	862	1003	141	16.4	5.9	862	1003	141	16.4	5.9
Mazda	986	961	-25	-2.5	5.6	986	961	-25	-2.5	5.6
Audi	382	471	89	23.3	2.8	382	471	89	23.3	2.8
L/Rover	377	433	56	14.9	2.5	377	433	56	14.9	2.5
Honda	192	425	233	121.4	2.5	192	425	233	121.4	2.5
Jeep	498	393	-105	-21.1	2.3	498	393	-105	-21.1	2.3
BMW	461	392	-69	-15.0	2.3	461	392	-69	-15.0	2.3
Volks	833	378	-455	-54.6	2.2	833	378	-455	-54.6	2.2
KIA	426	358	-68	-16.0	2.1	426	358	-68	-16.0	2.1
Suzuki	381	318	-63	-16.5	1.9	381	318	-63	-16.5	1.9
Volvo Car	207	243	36	17.4	1.4	207	243	36	17.4	1.4
Great Wall	140	239	99	70.7	1.4	140	239	99	70.7	1.4
Mercedes	197	147	-50	-25.4	0.9	197	147	-50	-25.4	0.9
Lexus	182	117	-65	-35.7	0.7	182	117	-65	-35.7	0.7
Other	268	260	-8	-3.0	1.5	268	260	-8	-3.0	1.5
Total	16900	17032	132	0.8	100.0	16900	17032	132	0.8	100.0

January 2011 Light Commercial Nameplates

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	4307	3453	-854	-19.8	29.5	4307	3453	-854	-19.8	29.5
Nissan	1562	1932	370	23.7	16.5	1562	1932	370	23.7	16.5
Ford	1310	1615	305	23.3	13.8	1310	1615	305	23.3	13.8
Holden	1989	1459	-530	-26.6	12.4	1989	1459	-530	-26.6	12.4
Mitsubishi	1172	1060	-112	-9.6	9.0	1172	1060	-112	-9.6	9.0
Mazda	713	727	14	2.0	6.2	713	727	14	2.0	6.2
Hyundai	592	407	-185	-31.3	3.5	592	407	-185	-31.3	3.5
Isuzu Ute	321	364	43	13.4	3.1	321	364	43	13.4	3.1
Great Wall	248	279	31	12.5	2.4	248	279	31	12.5	2.4
Volks.	229	214	-15	-6.6	1.8	229	214	-15	-6.6	1.8
Mercedes	83	40	-43	-51.8	0.3	83	40	-43	-51.8	0.3
KIA	58	39	-19	-32.8	0.3	58	39	-19	-32.8	0.3
Ssang.	34	35	1	2.9	0.3	34	35	1	2.9	0.3
Proton	32	29	-3	-9.4	0.2	32	29	-3	-9.4	0.2
Suzuki	16	19	3	18.8	0.2	16	19	3	18.8	0.2
Renault	13	14	1	7.7	0.1	13	14	1	7.7	0.1
Citroen	43	12	-31	-72.1	0.1	43	12	-31	-72.1	0.1
L/Rover	17	9	-8	-47.1	0.1	17	9	-8	-47.1	0.1
Peugeot	18	9	-9	-50.0	0.1	18	9	-9	-50.0	0.1
Fiat	32	4	-28	-87.5	0.0	32	4	-28	-87.5	0.0
Total	12789	11720	-1069	-8.4	100.0	12789	11720	-1069	-8.4	100.0

January 2011 Heavy Truck Nameplates

	January Month					January Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Isuzu	467	282	-185	-39.6	21.8	467	282	-185	-39.6	21.8
Hino	250	253	3	1.2	19.6	250	253	3	1.2	19.6
Mits Fuso	244	109	-135	-55.3	8.4	244	109	-135	-55.3	8.4
K'worth	62	100	38	61.3	7.7	62	100	38	61.3	7.7
Iveco	99	97	-2	-2.0	7.5	99	97	-2	-2.0	7.5
Mercedes	159	83	-76	-47.8	6.4	159	83	-76	-47.8	6.4
Fiat	55	67	12	21.8	5.2	55	67	12	21.8	5.2
W/Star	0	45	45	N/A	3.5	0	45	45	N/A	3.5
Volvo	41	39	-2	-4.9	3.0	41	39	-2	-4.9	3.0
Niss UD	40	37	-3	-7.5	2.9	40	37	-3	-7.5	2.9
Mack	24	36	12	50.0	2.8	24	36	12	50.0	2.8
Volks.	31	33	2	6.5	2.6	31	33	2	6.5	2.6
Freightl.	53	30	-23	-43.4	2.3	53	30	-23	-43.4	2.3
Toyota	27	20	-7	-25.9	1.5	27	20	-7	-25.9	1.5
Man	17	16	-1	-5.9	1.2	17	16	-1	-5.9	1.2
Scania	19	16	-3	-15.8	1.2	19	16	-3	-15.8	1.2
Hyundai	0	14	14	N/A	1.1	0	14	14	N/A	1.1
Caterpillar	0	5	5	N/A	0.4	0	5	5	N/A	0.4
Daf	1	5	4	400.0	0.4	1	5	4	400.0	0.4
I'national	0	3	3	N/A	0.2	0	3	3	N/A	0.2
Renault	6	3	-3	-50.0	0.2	6	3	-3	-50.0	0.2
Total	1595	1293	-302	-18.9	100.0	1595	1293	-302	-18.9	100.0



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