

AutoTeamAustralia

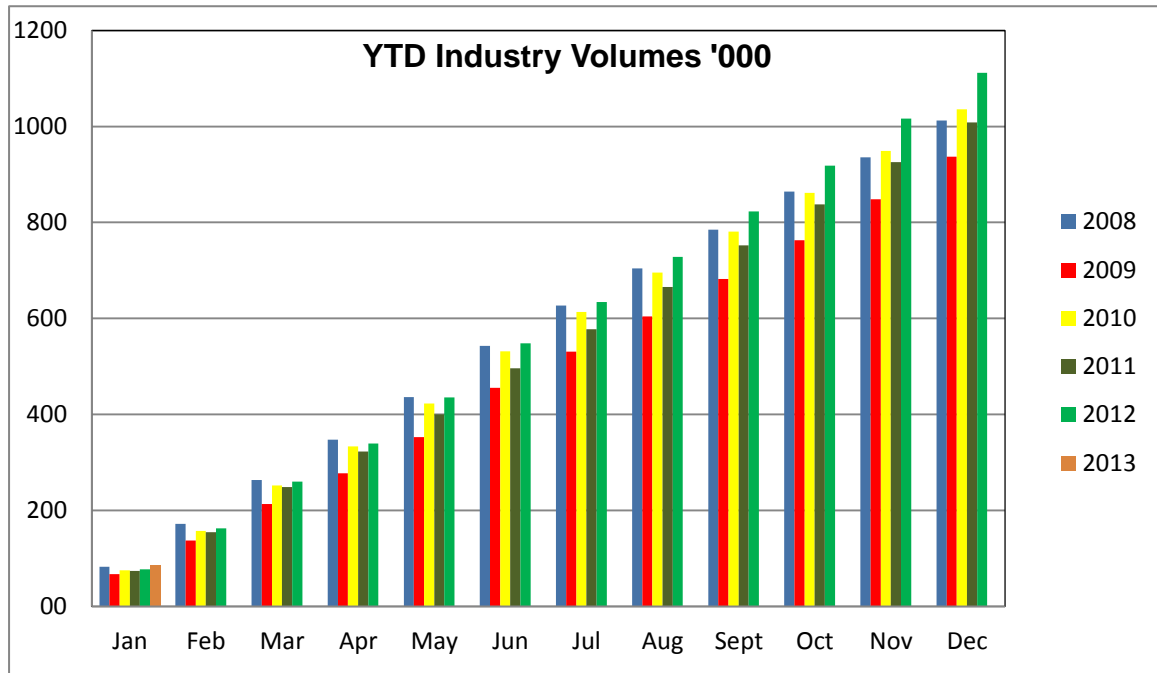
JANUARY 2013 VFACTS REPORT

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JANUARY 2013 VFACTS HIGHLIGHTS

- January month 2013, the Automotive Industry in Australia achieved total vehicle sales of 85,430 units, up 8,647 units or 11.3% on January month 2012.
- January 2013 retail sales volume represents the best January sales month on record, and, on a Seasonally Adjusted Annual Rate, the Automotive Industry for January 2013 came in at 1,185,000 units.
- The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 17 months, with the last nine months each achieving record volume for the Vehicle Industry.
- The Passenger Segment was the only segment down year over year.
- The Light and Small Passenger Segments combined accounted for 73.1% of all passenger vehicles sold in January (Fiesta, Jazz and Mirage most year over year growth).
- The Large Passenger Segment (Commodore and Falcon, etc.) accounted for only 8.7% of all passenger vehicle sales for the month.
- The SUV and Light Commercial Segments continue to drive the industry growth.
- The Small SUV Segment and 4X4 PU/CC Light Commercial Segments continue to lead the growth for the Automotive Industry.
- The 4X4 PU/CC Segment accounted for 66.9% of all Light Commercial vehicles sold for the month.
- Only NT was down in sales volumes for states/territories. Tasmania (39.2%) and South Australia (28%) achieved most year over year growth.

- Diesel powered vehicles continue to increase share of industry with a January industry share of 32.3%.
- Locally manufactured vehicles were down to just 8% of the total vehicle industry – absence of fleet purchases in January.
- Toyota were leaders in the market for Passenger, SUV and Light Commercial vehicles.



January 2013 vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>January Month</u>	<u>January YTD</u>
Passenger	8 th	8 th
SUV	1 st	1 st
Light Commercial	1 st	1 st
Heavy Truck	3 rd	3 rd
Total Industry	1 st	1 st

- Mazda 3 was the top selling vehicle for the month, ahead of Corolla and HiLux.

Top 10 Selling Vehicles

<u>January Month</u>			<u>January Year To Date</u>		
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>	
1	Mazda 3	3345	Mazda 3	3345	
2	Corolla	2960	Corolla	2960	
3	HiLux	2747	HiLux	2747	
4	Navara	2474	Navara	2474	
5	Focus	2364	Focus	2364	
6	i30	2006	i30	2006	
7	Mazda 2	1665	Mazda 2	1665	
8	Commodore	1656	Commodore	1656	
9	Cruze	1638	Cruze	1638	
10	CX-5	1625	CX-5	1625	

January 2013 Total Vehicle Industry										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	42514	41957	-557	-1.3	49.1	42514	41957	-557	-1.3	49.1
SUV	22164	26623	4459	20.1	31.2	22164	26623	4459	20.1	31.2
Lt Com'l	10403	14972	4569	43.9	17.5	10403	14972	4569	43.9	17.5
Hvy Trk	1702	1878	176	10.3	2.2	1702	1878	176	10.3	2.2
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Vehicle Segmentation										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	9688	11536	1848	19.1	27.5	9688	11536	1848	19.1	27.5
Small	19367	19127	-240	-1.2	45.6	19367	19127	-240	-1.2	45.6
Medium	6354	4566	-1788	-28.1	10.9	6354	4566	-1788	-28.1	10.9
Large	4713	3660	-1053	-22.3	8.7	4713	3660	-1053	-22.3	8.7
Up Large	145	280	135	93.1	0.7	145	280	135	93.1	0.7
PM	911	606	-305	-33.5	1.4	911	606	-305	-33.5	1.4
Sports	1336	2182	846	63.3	5.2	1336	2182	846	63.3	5.2
Pass.	42514	41957	-557	-1.3	100.0	42514	41957	-557	-1.3	100.0
Small	4226	5225	999	23.6	19.7	4226	5225	999	23.6	19.7
Medium	8042	9462	1420	17.7	35.5	8042	9462	1420	17.7	35.5
Large	8404	10600	2196	26.1	39.8	8404	10600	2196	26.1	39.8
Upp/Large	1492	1336	-156	-10.5	5.0	1492	1336	-156	-10.5	5.0
SUV	22164	26623	4459	20.1	100.0	22164	26623	4459	20.1	100.0
Bus<20Seat	189	158	-31	-16.4	1.1	189	158	-31	-16.4	1.1
Bus>20Seat	103	56	-47	-45.6	0.4	103	56	-47	-45.6	0.4
V/CC <2.5T	164	227	63	38.4	1.5	164	227	63	38.4	1.5
V/CC >2.5T	1211	1100	-111	-9.2	7.3	1211	1100	-111	-9.2	7.3
PU/CC 4X2	2611	3409	798	30.6	22.8	2611	3409	798	30.6	22.8
PU/CC 4X4	6125	10022	3897	63.6	66.9	6125	10022	3897	63.6	66.9
Lt Com'l	10403	14972	4569	43.9	100.0	10403	14972	4569	43.9	100.0

January 2013 Sales By State										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	24003	26194	2191	9.1	30.7	24003	26194	2191	9.1	30.8
Victoria	20278	22583	2305	11.4	26.4	20278	22583	2305	11.4	26.4
Q'land	15732	16946	1214	7.7	19.8	15732	16946	1214	7.7	19.8
Wst Aust	9014	10198	1184	13.1	11.9	9014	10198	1184	13.1	11.9
Sth Aust	4622	5918	1296	28.0	6.9	4622	5918	1296	28.0	6.9
ACT	1306	1440	134	10.3	1.7	1306	1440	134	10.3	1.7
Tasmania	1008	1403	395	39.2	1.6	1008	1403	395	39.2	1.6
NT	820	748	-72	-8.8	0.9	820	748	-72	-8.8	0.9
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Sales By Buyer Type										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	40106	46202	6096	15.2	54.1	40106	46202	6096	15.2	54.1
Business	30733	34689	3956	12.9	40.6	30733	34689	3956	12.9	40.6
Govt	3667	2565	-1102	-30.1	3.0	3667	2565	-1102	-30.1	3.0
Rental	2277	1974	-303	-13.3	2.3	2277	1974	-303	-13.3	2.3
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Sales By Fuel Type										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	54319	56966	2647	4.9	66.7	54319	56966	2647	4.9	66.7
Diesel	21546	27615	6069	28.2	32.3	21546	27615	6069	28.2	32.3
Hybrid	614	672	58	9.4	0.8	614	672	58	9.4	0.8
LPG	304	177	-127	-41.8	0.2	304	177	-127	-41.8	0.2
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Top 10 Production Locations										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	5184	3839	-1345	-25.9	4.5	5184	3839	-1345	-25.9	4.5
Ford	2129	2247	118	5.5	2.6	2129	2247	118	5.5	2.6
Toyota	2279	784	-1495	-65.6	0.9	2279	784	-1495	-65.6	0.9
Local	9592	6870	-2722	-28.4	8.0	9592	6870	-2722	-28.4	8.0
Japan	30795	28843	-1952	-6.3	33.8	30795	28843	-1952	-6.3	33.8
Thailand	7356	18324	10968	149.1	21.4	7356	18324	10968	149.1	21.4
Korea	11133	11496	363	3.3	13.5	11133	11496	363	3.3	13.5
Germany	6726	5807	-919	-13.7	6.8	6726	5807	-919	-13.7	6.8
England	1771	2991	1220	68.9	3.5	1771	2991	1220	68.9	3.5
USA	1589	2287	698	43.9	2.7	1589	2287	698	43.9	2.7
India	1090	1120	30	2.8	1.3	1090	1120	30	2.8	1.3
China	958	751	-207	-21.6	0.9	958	751	-207	-21.6	0.9
South Afr.	334	494	160	47.9	0.6	334	494	160	47.9	0.6
Other	5439	6447	1008	18.5	7.5	5439	6447	1008	18.5	7.5
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Top 30 Nameplates										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	14065	13375	-690	-4.9	15.7	14065	13375	-690	-4.9	15.7
Mazda	8479	8912	433	5.1	10.4	8479	8912	433	5.1	10.4
Holden	9061	8811	-250	-2.8	10.3	9061	8811	-250	-2.8	10.3
Ford	5838	7721	1883	32.3	9.0	5838	7721	1883	32.3	9.0
Nissan	5358	7248	1890	35.3	8.5	5358	7248	1890	35.3	8.5
Hyundai	6513	6816	303	4.7	8.0	6513	6816	303	4.7	8.0
Mitsubishi	4566	4449	-117	-2.6	5.2	4566	4449	-117	-2.6	5.2
Volks.	3366	3824	458	13.6	4.5	3366	3824	458	13.6	4.5
Honda	1579	3816	2237	141.7	4.5	1579	3816	2237	141.7	4.5
Subaru	3205	3104	-101	-3.2	3.6	3205	3104	-101	-3.2	3.6
KIA	2276	2308	32	1.4	2.7	2276	2308	32	1.4	2.7
Suzuki	1667	1834	167	10.0	2.1	1667	1834	167	10.0	2.1
Mercedes	1205	1759	554	46.0	2.1	1205	1759	554	46.0	2.1
Jeep	1082	1642	560	51.8	1.9	1082	1642	560	51.8	1.9
Audi	1334	1345	11	0.8	1.6	1334	1345	11	0.8	1.6
BMW	1213	1301	88	7.3	1.5	1213	1301	88	7.3	1.5
L/Rover	648	834	186	28.7	1.0	648	834	186	28.7	1.0
Isuzu Ute	370	660	290	78.4	0.8	370	660	290	78.4	0.8
Great Wall	868	657	-211	-24.3	0.8	868	657	-211	-24.3	0.8
Isuzu	397	523	126	31.7	0.6	397	523	126	31.7	0.6
Volvo Car	474	463	-11	-2.3	0.5	474	463	-11	-2.3	0.5
Lexus	437	430	-7	-1.6	0.5	437	430	-7	-1.6	0.5
Peugeot	306	404	98	32.0	0.5	306	404	98	32.0	0.5
Renault	204	331	127	62.3	0.4	204	331	127	62.3	0.4
Skoda	153	252	99	64.7	0.3	153	252	99	64.7	0.3
Hino	264	242	-22	-8.3	0.3	264	242	-22	-8.3	0.3
Mits Fuso	207	236	29	14.0	0.3	207	236	29	14.0	0.3
Mini	152	161	9	5.9	0.2	152	161	9	5.9	0.2
Kenworth	124	113	-11	-8.9	0.1	124	113	-11	-8.9	0.1
Dodge	121	94	-27	-22.3	0.1	121	94	-27	-22.3	0.1
Other	1251	1765	514	41.1	5.2	1251	1765	514	41.1	5.2
Total	76783	85430	8647	11.3	100.0	76783	85430	8647	11.3	100.0

January 2013 Top 20 Passenger Nameplates										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	7282	5801	-1481	-20.3	13.8	7282	5801	-1481	-20.3	13.8
Mazda	6360	5772	-588	-9.2	13.8	6360	5772	-588	-9.2	13.8
Ford	3759	4607	848	22.6	11.0	3759	4607	848	22.6	11.0
Hyundai	4946	4585	-361	-7.3	10.9	4946	4585	-361	-7.3	10.9
Holden	6214	4507	-1707	-27.5	10.7	6214	4507	-1707	-27.5	10.7
Honda	1328	2699	1371	103.2	6.4	1328	2699	1371	103.2	6.4
Volks.	2248	2199	-49	-2.2	5.2	2248	2199	-49	-2.2	5.2
Nissan	795	1723	928	116.7	4.1	795	1723	928	116.7	4.1
KIA	1748	1610	-138	-7.9	3.8	1748	1610	-138	-7.9	3.8
Suzuki	1248	1494	246	19.7	3.6	1248	1494	246	19.7	3.6
Mitsubishi	1518	1364	-154	-10.1	3.3	1518	1364	-154	-10.1	3.3
Mercedes	922	1215	293	31.8	2.9	922	1215	293	31.8	2.9
Subaru	1070	783	-287	-26.8	1.9	1070	783	-287	-26.8	1.9
Audi	766	759	-7	-0.9	1.8	766	759	-7	-0.9	1.8
BMW	693	733	40	5.8	1.7	693	733	40	5.8	1.7
Peugeot	264	322	58	22.0	0.8	264	322	58	22.0	0.8
Lexus	319	266	-53	-16.6	0.6	319	266	-53	-16.6	0.6
Skoda	111	171	60	54.1	0.4	111	171	60	54.1	0.4
Volvo Car	158	150	-8	-5.1	0.4	158	150	-8	-5.1	0.4
Dodge	64	0	-64	-100.0	0.0	64	0	-64	-100.0	0.0
Other	701	1197	496	70.8	2.9	701	1197	496	70.8	2.9
Total	42514	41957	-557	-1.3	100.0	42514	41957	-557	-1.3	100.0

January 2013 Top 20 SUV Nameplates										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	4365	3726	-639	-14.6	14.0	4365	3726	-639	-14.6	14.0
Nissan	2781	2990	209	7.5	11.2	2781	2990	209	7.5	11.2
Subaru	2135	2321	186	8.7	8.7	2135	2321	186	8.7	8.7
Holden	1659	2301	642	38.7	8.6	1659	2301	642	38.7	8.6
Mazda	1559	2064	505	32.4	7.8	1559	2064	505	32.4	7.8
Mitsubishi	1901	1861	-40	-2.1	7.0	1901	1861	-40	-2.1	7.0
Hyundai	1119	1841	722	64.5	6.9	1119	1841	722	64.5	6.9
Jeep	1082	1642	560	51.8	6.2	1082	1642	560	51.8	6.2
Ford	967	1249	282	29.2	4.7	967	1249	282	29.2	4.7
Honda	251	1117	866	345.0	4.2	251	1117	866	345.0	4.2
Volks	615	927	312	50.7	3.5	615	927	312	50.7	3.5
L/Rover	643	827	184	28.6	3.1	643	827	184	28.6	3.1
KIA	501	698	197	39.3	2.6	501	698	197	39.3	2.6
Audi	568	586	18	3.2	2.2	568	586	18	3.2	2.2
BMW	520	568	48	9.2	2.1	520	568	48	9.2	2.1
Suzuki	384	314	-70	-18.2	1.2	384	314	-70	-18.2	1.2
Mercedes	60	313	253	421.7	1.2	60	313	253	421.7	1.2
Volvo Car	316	313	-3	-0.9	1.2	316	313	-3	-0.9	1.2
Lexus	118	164	46	39.0	0.6	118	164	46	39.0	0.6
Great Wall	189	156	-33	-17.5	0.6	189	156	-33	-17.5	0.6
Other	431	645	214	49.7	2.4	431	645	214	49.7	2.4
Total	22164	26623	4459	20.1	100.0	22164	26623	4459	20.1	100.0

January 2013 Light Commercial Nameplates										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	2418	3848	1430	59.1	25.7	2418	3848	1430	59.1	25.7
Nissan	1782	2535	753	42.3	16.9	1782	2535	753	42.3	16.9
Holden	1188	2003	815	68.6	13.4	1188	2003	815	68.6	13.4
Ford	1068	1842	774	72.5	12.3	1068	1842	774	72.5	12.3
Mits. Fuso	1147	1224	77	6.7	8.2	1147	1224	77	6.7	8.2
Mazda	560	1076	516	92.1	7.2	560	1076	516	92.1	7.2
Isuzu Ute	370	660	290	78.4	4.4	370	660	290	78.4	4.4
Volks.	435	644	209	48.0	4.3	435	644	209	48.0	4.3
Great Wall	679	501	-178	-26.2	3.3	679	501	-178	-26.2	3.3
Hyundai	448	390	-58	-12.9	2.6	448	390	-58	-12.9	2.6
Mercedes	41	61	20	48.8	0.4	41	61	20	48.8	0.4
Renault	45	48	3	6.7	0.3	45	48	3	6.7	0.3
Ssang.	30	42	12	40.0	0.3	30	42	12	40.0	0.3
Mitsubishi	55	32	-23	-41.8	0.2	55	32	-23	-41.8	0.2
Suzuki	35	26	-9	-25.7	0.2	35	26	-9	-25.7	0.2
Citroen	17	16	-1	-5.9	0.1	17	16	-1	-5.9	0.1
Fiat	8	11	3	37.5	0.1	8	11	3	37.5	0.1
L/Rover	5	7	2	40.0	0.0	5	7	2	40.0	0.0
Peugeot	11	6	-5	-45.5	0.0	11	6	-5	-45.5	0.0
KIA	27	0	-27	-100.0	0.0	27	0	-27	-100.0	0.0
Proton	34	0	-34	-100.0	0.0	34	0	-34	-100.0	0.0
Total	10403	14972	4569	43.9	100.0	10403	14972	4569	43.9	100.0

January 2013 Heavy Truck Nameplates										
	January Month					January Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	397	523	126	31.7	27.8	397	523	126	31.7	27.8
Hino	264	242	-22	-8.3	12.9	264	242	-22	-8.3	12.9
Mits Fuso	152	204	52	34.2	10.9	152	204	52	34.2	10.9
Mercedes	182	170	-12	-6.6	9.1	182	170	-12	-6.6	9.1
K'worth	124	113	-11	-8.9	6.0	124	113	-11	-8.9	6.0
Volvo	78	99	21	26.9	5.3	78	99	21	26.9	5.3
Fiat	50	87	37	74.0	4.6	50	87	37	74.0	4.6
Iveco	107	59	-48	-44.9	3.1	107	59	-48	-44.9	3.1
Volks.	68	54	-14	-20.6	2.9	68	54	-14	-20.6	2.9
W/Star	59	51	-8	-13.6	2.7	59	51	-8	-13.6	2.7
Freightl.	15	50	35	233.3	2.7	15	50	35	233.3	2.7
Mack	30	34	4	13.3	1.8	30	34	4	13.3	1.8
Man	36	34	-2	-5.6	1.8	36	34	-2	-5.6	1.8
Niss UD	0	33	33	N/A	1.8	0	33	33	N/A	1.8
Renault	16	31	15	93.8	1.7	16	31	15	93.8	1.7
Scania	16	29	13	81.3	1.5	16	29	13	81.3	1.5
Daf	10	27	17	170.0	1.4	10	27	17	170.0	1.4
Ford	44	23	-21	-47.7	1.2	44	23	-21	-47.7	1.2
Caterpillar	17	7	-10	-58.8	0.4	17	7	-10	-58.8	0.4
Hyundai	13	0	-13	-100.0	0.0	13	0	-13	-100.0	0.0
Other	24	8	-16	-66.7	0.4	24	8	-16	-66.7	0.4
Total	1702	1878	176	10.3	100.0	1702	1878	176	10.3	100.0



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