AutoTeamAustralia

JULY VFACTS REPORT

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JULY 2012 VFACTS HIGHLIGHTS

July 2012, the Automotive Industry in Australia achieved total vehicle sales of 86,641 units, up 5,650 units or 7% on July month 2011. July 2012 retail sales volume represents the best July sales month on record, and, on a Seasonally Adjusted Annual Rate, the industry for July 2012 came in at 1,065,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in eleven of the past twelve months. The sales volume was again driven by increased SUV and Light Commercial vehicle availability with the segments up 23% and 25.6% respectively for July year on year. Those manufacturers with strong representation in these industries achieved greatest volume growth for the month and will continue to into the future as the makeup of the Australian Automotive Industry continues to change.

SUV and Light Commercial 4X4 sales are largely at the expense of what several years back would have been a passenger, probably wagon, vehicle sale. The traditional wagon as we knew it is just about gone from the market with only a few manufacturers offering this type of product. The SUV and Light Commercial 4X4 provide the consumer the opportunity of a different lifestyle, off road driving, etc., although it must be said very few of these vehicles actually cover this sort of driving.

Vehicle prices today remain the lowest they have ever been and with many consumers downsizing their vehicle purchase, they are finding new vehicle purchases more affordable than in the past and also seeking alternative lifestyle cars. Pricing today is the most important factor in vehicle purchase, excluding luxury vehicles where image and lifestyle is still paramount. Most vehicles in the Australian market are of outstanding value and quality therefore providing the end user a large choice of products when considering a new vehicle purchase.

A major concern that still remains within the Automotive Industry is the issue of "cyber" vehicles or those vehicles that are reported by dealers as retail sales in order to achieve factory targets, etc., but are not real retailed vehicles. Based on discussions with many dealers this practice could account for a large number of the vehicles reported as retailed and the final numbers are not "real" retails. These pre reported vehicles are eventually sold at discounts or as a used vehicle. You can only report the vehicle once.

While this practice provides the factories with greater reported volumes it does create an issue in dealer objecting setting. The dealers reported sales in the PMA are overstated but that data is the data that factory objectives are set on and therefore dealer objectives may not be realistic. The following table provides an example:

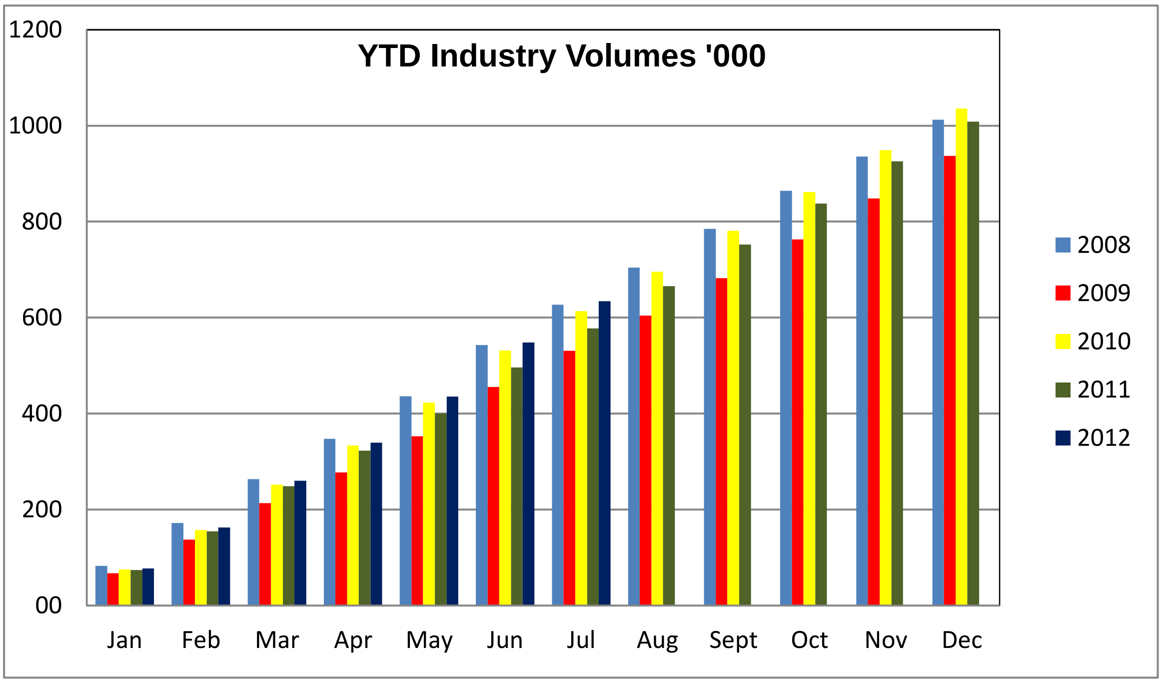
	Dealer PMA	
Real vehicle sales	1,000	This is the real number of vehicles sold and factory objectives should be established on this volume
Cyber/Pre RDA vehicles	200	
Total PMA reported sales	1,200	Factories set objectives based on this number, therefore increasing dealer target by 20% in this example.

For the benefit of the industry in total this practice of pre reporting vehicles should be eliminated. Report should include vehicles which are real sales and therefore sales objectives based on the real potential market volumes.

July year to date the Total Vehicle Industry has achieved vehicle sales of 634,495 units, up 57,268 units or 9.9% on the same time last year. July year to date 2012 represents the best July year to date on record. July year to date the Automotive Industry is running at a SAAR of 1,088,000 units.

Autoteam Australia Consulting forecast for the total vehicle industry for 2012 is 1,060,000 units. This compares to the present industry record of 1,049,982 units achieved in 2007.

While new vehicle sales are at record level, dealer profitability in the New Vehicle Department has not achieved the same result. On a fully accounted basis, the majority of dealers around Australia are running at a loss in the New Vehicle Department. The push to achieve sales targets and market share, with the associated bonuses, and carrying too much stock has impacted dealer profitability in this department. This approach has been successful for the franchises in achieving sales volume but it has not transferred into dealership profitability. A different model needs to be developed to return dealership New Vehicle Departments to profit or breakeven at a minimum.



With the makeup of the vehicle Passenger Industry changing and the continued growth in the SUV Industry, those brands with desirable products in these industry segment will continue to achieve volume and share growth. The industry as we knew it when Commodore and Falcon would sell 180,000 units combined per year is long gone. For 2012 these two models will sell less than 50,000 units as consumer buying patterns and wants change.

July vehicle sales compared to history is as follows:

Record Vehicle Industry

	July Month	July YTD
Passenger	21st	9th
SUV	1st	1st
Light Commercial	1st	2nd
Heavy Truck	7th	5th
Total Industry	1st	1st

Industry Highlights

- Among the top 30 brands in the market July year to date, only Holden, Ford, Mitsubishi, Honda, Suzuki, Audi, Peugeot and Mitsubishi Fuso are down in sales volume year over year. By comparison, Toyota, Mazda, Nissan, Volkswagen, KIA, Jeep, Great Wall, Land Rover, Isuzu Ute, Lexus, Hino, Renault, Skoda and Kenworth have all achieved year over year growth of in excess of 15%
- The Passenger Industry was the only segment to have incurred a year over year volume loss, down 2,347 units or 5.1% for the month of July. Within this volume the Large Segment was down 2,496 units or 35.3% for the month. The SUV Industry was up 23% year on year with all segments up, and the Compact Segment up 50% year on year. The Compact, Medium and Large Segments were all up in excess of 1,000 units for the month. In the Light Commercial Industry, the PU/CC 4X4 Segment was up 3,383 units or 45.9% for the month. The growth in the SUV and Light Commercial Segments is a reflection of increased stock availability following the Japanese tsunami and Thailand floods over the past 12 to 18 months. The Heavy Truck Industry again achieved modest volume growth of 85 units or 3.5% year on year.
- Among the Passenger Industry, the Small and Large Segments both incurred volume loss, down 1,459 units and 2,496 units respectively. Major volume loss year on year in the Small Segment was incurred by Cruze, down 1,248 units for the month. Other nameplates to be down in volume in this segment include Lancer, down 540 units and Impreza, down 390 units. In the Large Segment it was again principally Commodore and Falcon, down 1,152 units and 894 units respectively that accounted for the segment volume loss. Sales volumes for these two vehicles has been coming

down consistently over a long period of time. The question would have to be asked, "how much longer can local manufacturing of these vehicles continue?" Last week in the media there was speculation about Falcon's future and this will continue as long as these low sales volumes are achieved. The Sports Segment achieved 80.4% year on year volume growth, a reflection of the Veloster (360 units) and Subaru BRZ/Toyota 86 (combined 373 units).

- All SUV Industry Segments achieved year over year volume growth for July of in excess of 20%. The Compact Segment achieved growth of 1,617 units (Dualis 508 units and Subaru XV 768 units), Medium Segment was up 1,422 units (CX-5 was up 1,483), Large Segment was up 1,231 units (Grand Cherokee 417 units, Kluger 487 units, Prado 760 units).
- The PU/CC 4X4 Segment achieved year on year growth of 3,383 units or 45.9% with most models up year on year, but HiLux up 1,001 units and Navara up 741 units, up the most. All models with increased availability and pent up demand. Many of these vehicles may have been sold in prior months but because of availability were not able to be delivered until July.
- Among the states and territories, all were up in sales volume year on year. Western Australia and Northern Territory, up 18.2% and 14.6% respectively were up most in percent. New South Wales, Victoria and Western Australia were all up in excess of 1,000 year on year. July year to date, only Tasmania remains down in sales volume, 567 units or 6.2% and the industry in Tasmania is running at GFC sales volume level.
- By buyer type, Rental and Government sales were down for the month, 4.1% and 15% respectively. Private vehicle sales accounted for 47.4% of all vehicle sales in July and account for 49.2% July year to date. July year to date only Government sales are down year on year.
- By fuel type, petrol vehicle sales were the only type to have incurred a year over year volume loss, down 1,137 units or 2%. Diesel vehicle sales were up 5,894 units and this is a reflection of the growth in SUV and Light Commercial 4X4 sales, where the a large portion of these vehicles are diesel powered. Diesel vehicle sales now account for 32% of all vehicles sales (Passenger 8.2%, SUV 39%, Light Commercial 81.2%)
- Locally manufactured vehicle industry share for July accounted for just 11.3% of the total industry volume. Only Toyota was up (161 units) while Holden and Ford were down 2,302 units and 1,312 units respectively. Japanese sourced vehicles account for 36.9% of all vehicles sold July year to date.

- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for July. Toyota achieved total July vehicle sales volume of 17,780 units for a market share of 20.5%, ahead of Holden 8,936 units, Mazda 7,951 units, Hyundai 7,607 units, Ford 6,903 units and Nissan 6,155 units.
- HiLux, with sales of 4,163 units in July was the top selling model again, for the fourth consecutive month, ahead of Mazda 3 and Corolla. On a year to date basis, Mazda 3 has retained sales model leadership ahead of HiLux and Corolla.

Top 10 Selling Vehicles

	July Month		July Year To Date	
	Model	Volume	Model	Volume
1	HiLux	4163	Mazda 3	25168
2	Mazda 3	3355	HiLux	23575
3	Corolla	2985	Corolla	22011
4	Commodore	2399	Cruze	18312
5	Navara	2164	Commodore	18259
6	i30	2045	i30	16045
7	Cruze	1875	Navara	15344
8	Camry	1775	Camry	12723
9	Ranger	1688	Yaris	11354
10	Yaris	1518	Prado	10735

July 2012 Total Vehicle Industry										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Pass	45701	43354	-2347	-5.1	50.1	323179	329472	6293	1.9	51.9
SUV	19383	23845	4462	23.0	27.5	134298	177100	42802	31.9	27.9
Lt Com'l	13453	16903	3450	25.6	19.5	103865	110900	7035	6.8	17.5
Hvy Trk	2454	2539	85	3.5	2.9	15885	17023	1138	7.2	2.7
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Vehicle Segmentation										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Light	10677	11038	361	3.4	25.4	79026	79589	563	0.7	24.1
Small	19390	17931	-1459	-7.5	41.4	139263	143826	4563	3.3	43.7
Medium	6260	6672	412	6.6	15.4	42175	49718	7543	17.9	15.1
Large	7072	4576	-2496	-35.3	10.6	46335	35891	-10444	-22.5	10.9
Up Large	227	266	39	17.2	0.6	1841	1319	-522	-28.4	0.4
PM	1013	955	-58	-5.7	2.2	6554	6821	267	4.1	2.1
Sports	1062	1916	854	80.4	4.4	7985	12308	4323	54.1	3.7
Pass.	45701	43354	-2347	-5.1	100.0	323179	329472	6293	1.9	100.0
Compact	3231	4848	1617	50.0	20.4	22152	35794	13642	61.6	20.3
Medium	7126	8548	1422	20.0	35.8	50336	62564	12228	24.3	35.3
Large	8115	9346	1231	15.2	39.2	54725	69808	15083	27.6	39.4
Luxury	911	1103	192	21.1	4.6	7085	8934	1849	26.1	5.0
SUV	19383	23845	4462	23.0	100.0	134298	177100	42802	31.9	100.0
Bus <20 Seat	181	257	76	42.0	1.5	1337	1765	428	32.0	1.6
Bus >20 Seat	53	70	17	32.1	0.4	399	634	235	58.9	0.6
Van/CC <2.5T	178	247	69	38.8	1.5	1810	1915	105	5.8	1.7
Van/CC >2.5T	1395	1539	144	10.3	9.1	10248	10543	295	2.9	9.5
PU/CC 4X2	4268	4029	-239	-5.6	23.8	31249	27219	-4030	-12.9	24.5
PU/CC 4X4	7378	10761	3383	45.9	63.7	58822	68824	10002	17.0	62.1
Lt Com'l	13453	16903	3450	25.6	100.0	103865	110900	7035	6.8	100.0

July 2012 Sales By State										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
NSW	24893	26594	1701	6.8	30.7	179976	196212	16236	9.0	30.8
Victoria	21743	22991	1248	5.7	26.5	153516	166763	13247	8.6	26.3
Q'land	17341	18234	893	5.1	21.0	121303	135569	14266	11.8	21.4
Wst Aust	8433	9968	1535	18.2	11.5	62354	71961	9607	15.4	11.3
Sth Aust	5255	5298	43	0.8	6.1	35841	38464	2623	7.3	6.1
ACT	1330	1371	41	3.1	1.6	9068	9924	856	9.4	1.6
Tasmania	1196	1268	72	6.0	1.5	9133	8566	-567	-6.2	1.4
NT	800	917	117	14.6	1.1	6036	7036	1000	16.6	1.1
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Sales By Buyer Type										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Private	36733	41139	4406	12.0	47.4	280452	312251	31799	11.3	49.2
Business	34382	36549	2167	6.3	42.2	236951	260022	23071	9.7	41.0
Rental	5129	4919	-210	-4.1	5.7	26181	31184	5003	19.1	4.9
Govt	4747	4034	-713	-15.0	4.7	33643	31038	-2605	-7.7	4.9
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Sales By Fuel Type										
	July Month					July Year To Date.				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Petrol	56731	55594	-1137	-2.0	64.2	402945	420810	17865	4.4	66.4
Diesel	23444	29338	5894	25.1	33.9	167798	203085	35287	21.0	32.0
Hybrid	654	1061	407	62.2	1.2	4669	7122	2453	52.5	1.1
LPG	162	648	486	300.0	0.7	1815	3478	1663	91.6	0.5
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Top 10 Production Locations										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Holden	7326	5024	-2302	-31.4	5.8	39803	42198	2395	6.0	6.7
Ford	3734	2422	-1312	-35.1	2.8	21167	19920	-1247	-5.9	3.1
Toyota	2150	2311	161	7.5	2.7	15329	17315	1986	13.0	2.7
Local	13210	9757	-3453	-26.1	11.3	76299	79433	3134	4.1	12.5
Japan	25003	29110	4107	16.4	33.6	185739	234429	48690	26.2	36.9
Korea	11330	11467	137	1.2	13.2	89737	84724	-5013	-5.6	13.4
Thailand	13385	14382	997	7.4	16.6	97135	84508	-12627	-13.0	13.3
Germany	5198	6703	1505	29.0	7.7	41020	53107	12087	29.5	8.4
England	1592	2284	692	43.5	2.6	11003	14405	3402	30.9	2.3
USA	1523	2062	539	35.4	2.4	10047	13970	3923	39.0	2.2
India	913	1759	846	92.7	2.0	6392	9218	2826	44.2	1.5
China	818	1046	228	27.9	1.2	5451	7609	2158	39.6	1.2
South Afr.	1474	887	-587	-39.8	1.0	10065	3677	-6388	-63.5	0.6
Other	6545	7184	639	9.8	8.4	44339	49415	5076	11.4	7.7
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Top 30 Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	12980	17780	4800	37.0	20.5	98108	123815	25707	26.2	19.5
Holden	10819	8936	-1883	-17.4	10.3	73389	65119	-8270	-11.3	10.3
Mazda	6984	7951	967	13.8	9.2	50780	60084	9304	18.3	9.5
Hyundai	7226	7607	381	5.3	8.8	50204	52913	2709	5.4	8.3
Ford	7769	6903	-866	-11.1	8.0	52993	50333	-2660	-5.0	7.9
Nissan	5207	6155	948	18.2	7.1	39180	46034	6854	17.5	7.3
Mitsubishi	4972	3428	-1544	-31.1	4.0	36458	34567	-1891	-5.2	5.4
Volks.	3428	3964	536	15.6	4.6	23933	30930	6997	29.2	4.9
Subaru	3022	3023	1	0.0	3.5	21667	24364	2697	12.4	3.8
Honda	3257	2869	-388	-11.9	3.3	19610	19022	-588	-3.0	3.0
KIA	1865	2337	472	25.3	2.7	14701	18146	3445	23.4	2.9
Suzuki	1660	1867	207	12.5	2.2	14497	13916	-581	-4.0	2.2
Mercedes	1773	1902	129	7.3	2.2	11645	12387	742	6.4	2.0
BMW	1343	1613	270	20.1	1.9	9804	10459	655	6.7	1.6
Jeep	588	1367	779	132.5	1.6	4217	9605	5388	127.8	1.5
Audi	1050	1301	251	23.9	1.5	9024	8248	-776	-8.6	1.3
Great Wall	657	984	327	49.8	1.1	4555	6782	2227	48.9	1.1
L/Rover	505	550	45	8.9	0.6	3451	4850	1399	40.5	0.8
Isuzu Ute	490	669	179	36.5	0.8	3561	4335	774	21.7	0.7
Isuzu	631	615	-16	-2.5	0.7	3698	4092	394	10.7	0.6
Lexus	461	527	66	14.3	0.6	3331	3874	543	16.3	0.6
Volvo Car	462	401	-61	-13.2	0.5	3244	3340	96	3.0	0.5
Peugeot	401	340	-61	-15.2	0.4	3280	2979	-301	-9.2	0.5
Hino	290	351	61	21.0	0.4	2031	2365	334	16.4	0.4
Renault	303	353	50	16.5	0.4	1808	2350	542	30.0	0.4
Skoda	230	331	101	43.9	0.4	1168	2224	1056	90.4	0.4
Mits Fuso	363	273	-90	-24.8	0.3	2026	1981	-45	-2.2	0.3
Mini	226	218	-8	-3.5	0.3	1248	1388	140	11.2	0.2
Dodge	234	218	-16	-6.8	0.3	1221	1280	59	4.8	0.2
Kenworth	127	161	34	26.8	0.2	886	1207	321	36.2	0.2
Other	1668	1647	-21	-1.3	5.4	11509	11506	-3	0.0	5.4
Total	80991	86641	5650	7.0	100.0	577227	634495	57268	9.9	100.0

July 2012 Top 20 Passenger Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	5935	7637	1702	28.7	17.6	44046	54425	10379	23.6	16.5
Holden	7871	5464	-2407	-30.6	12.6	52374	46146	-6228	-11.9	14.0
Hyundai	5174	5707	533	10.3	13.2	37055	39789	2734	7.4	12.1
Mazda	5203	5069	-134	-2.6	11.7	38105	39375	1270	3.3	12.0
Ford	4249	3447	-802	-18.9	8.0	29489	27292	-2197	-7.5	8.3
Volks.	2384	2449	65	2.7	5.6	17381	19640	2259	13.0	6.0
Honda	2614	2315	-299	-11.4	5.3	15865	17433	1568	9.9	5.3
KIA	1337	1619	282	21.1	3.7	11091	13479	2388	21.5	4.1
Suzuki	1419	1514	95	6.7	3.5	12079	11193	-886	-7.3	3.4
Mitsubishi	1623	1028	-595	-36.7	2.4	12021	9819	-2202	-18.3	3.0
Mercedes	1151	1138	-13	-1.1	2.6	7570	8259	689	9.1	2.5
Nissan	1572	918	-654	-41.6	2.1	8578	8173	-405	-4.7	2.5
Subaru	1351	1012	-339	-25.1	2.3	10355	7741	-2614	-25.2	2.3
BMW	707	1040	333	47.1	2.4	5689	6262	573	10.1	1.9
Audi	742	868	126	17.0	2.0	6367	5470	-897	-14.1	1.7
Lexus	353	327	-26	-7.4	0.8	2356	2655	299	12.7	0.8
Peugeot	383	193	-190	-49.6	0.4	2937	2348	-589	-20.1	0.7
Skoda	192	210	18	9.4	0.5	1015	1453	438	43.2	0.4
Dodge	196	201	5	2.6	0.5	897	1102	205	22.9	0.3
Volvo Car	225	154	-71	-31.6	0.4	1256	1013	-243	-19.3	0.3
Other	1020	1044	24	2.4	2.4	6653	6405	-248	-3.7	1.9
Total	45701	43354	-2347	-5.1	100.0	323179	329472	6293	1.9	100.0

July 2012 Top 20 SUV Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	91	Volume	%	Share
Toyota	2889	4583	1694	58.6	19.2	24327	35516	11189	46.0	20.1
Nissan	2234	3009	775	34.7	12.6	16119	21726	5607	34.8	12.3
Subaru	1671	2011	340	20.3	8.4	11312	16623	5311	47.0	9.4
Mazda	959	1871	912	95.1	7.8	6828	13829	7001	102.5	7.8
Mitsubishi	2189	1451	-738	-33.7	6.1	13360	13795	435	3.3	7.8
Ford	1620	1260	-360	-22.2	5.3	8323	9933	1610	19.3	5.6
Holden	1083	1558	475	43.9	6.5	8183	9854	1671	20.4	5.6
Jeep	588	1367	779	132.5	5.7	4217	9605	5388	127.8	5.4
Hyundai	1413	1309	-104	-7.4	5.5	9245	9176	-69	-0.7	5.2
Volks	646	641	-5	-0.8	2.7	3367	5678	2311	68.6	3.2
L/Rover	498	540	42	8.4	2.3	3379	4787	1408	41.7	2.7
KIA	496	717	221	44.6	3.0	3327	4529	1202	36.1	2.6
BMW	636	573	-63	-9.9	2.4	4115	4197	82	2.0	2.4
Audi	308	433	125	40.6	1.8	2657	2778	121	4.6	1.6
Suzuki	222	308	86	38.7	1.3	2241	2429	188	8.4	1.4
Volvo Car	237	247	10	4.2	1.0	1988	2327	339	17.1	1.3
Great Wall	251	323	72	28.7	1.4	1888	2042	154	8.2	1.2
Mercedes	214	397	183	85.5	1.7	1743	1672	-71	-4.1	0.9
Honda	643	554	-89	-13.8	2.3	3745	1589	-2156	-57.6	0.9
Lexus	108	200	92	85.2	0.8	975	1219	244	25.0	0.7
Other	478	493	15	3.1	2.2	2959	3796	837	28.3	1.9
Total	19383	23845	4462	23.0	100.0	134298	177100	42802	31.9	100.0

July 2012 Light Commercial Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4156	5560	1404	33.8	32.9	29735	33874	4139	13.9	30.5
Nissan	1401	2228	827	59.0	13.2	14483	16135	1652	11.4	14.5
Ford	1826	2183	357	19.6	12.9	14417	12913	-1504	-10.4	11.6
Mits. Fuso	1160	949	-211	-18.2	5.6	11077	10953	-124	-1.1	9.9
Holden	1865	1914	49	2.6	11.3	12832	9119	-3713	-28.9	8.2
Mazda	822	1011	189	23.0	6.0	5847	6880	1033	17.7	6.2
Volks.	355	814	459	129.3	4.8	2855	5181	2326	81.5	4.7
Great Wall	406	661	255	62.8	3.9	2667	4740	2073	77.7	4.3
Isuzu Ute	490	669	179	36.5	4.0	3561	4335	774	21.7	3.9
Hyundai	639	591	-48	-7.5	3.5	3904	3948	44	1.1	3.6
Mercedes	102	77	-25	-24.5	0.5	571	618	47	8.2	0.6
Ssang.	36	40	4	11.1	0.2	351	461	110	31.3	0.4
Renault	46	42	-4	-8.7	0.2	283	404	121	42.8	0.4
Mitsubishi	33	38	5	15.2	0.2	210	401	191	91.0	0.4
Suzuki	19	45	26	136.8	0.3	177	294	117	66.1	0.3
Proton	18	1	-17	-94.4	0.0	250	144	-106	-42.4	0.1
KIA	32	1	-31	-96.9	0.0	283	138	-145	-51.2	0.1
Citroen	12	13	1	8.3	0.1	118	133	15	12.7	0.1
Peugeot	17	48	31	182.4	0.3	101	96	-5	-5.0	0.1
Fiat	11	8	-3	-27.3	0.0	71	70	-1	-1.4	0.1
L/Rover	7	10	3	42.9	0.1	72	63	-9	-12.5	0.1
Total	13453	16903	3450	25.6	100.0	103865	110900	7035	6.8	100.0

July 2012 Heavy Truck Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Isuzu	631	615	-16	-2.5	24.2	3698	4092	394	10.7	24.0
Hino	290	351	61	21.0	13.8	2031	2365	334	16.4	13.9
Mercedes	306	290	-16	-5.2	11.4	1761	1838	77	4.4	10.8
Mits Fuso	330	235	-95	-28.8	9.3	1816	1580	-236	-13.0	9.3
K'worth	127	161	34	26.8	6.3	886	1207	321	36.2	7.1
Iveco	137	163	26	19.0	6.4	932	1015	83	8.9	6.0
Volvo	92	140	48	52.2	5.5	540	744	204	37.8	4.4
W/Star	74	80	6	8.1	3.2	531	549	18	3.4	3.2
Mack	53	75	22	41.5	3.0	419	503	84	20.0	3.0
Volks.	43	60	17	39.5	2.4	330	431	101	30.6	2.5
Niss UD	61	75	14	23.0	3.0	538	430	-108	-20.1	2.5
Freightl.	63	70	7	11.1	2.8	427	359	-68	-15.9	2.1
Fiat	73	55	-18	-24.7	2.2	497	339	-158	-31.8	2.0
Scania	35	45	10	28.6	1.8	229	293	64	27.9	1.7
Man	22	24	2	9.1	0.9	157	244	87	55.4	1.4
Renault	1	37	36	3600.0	1.5	33	224	191	578.8	1.3
Ford	74	13	-61	-82.4	0.5	764	195	-569	-74.5	1.1
Daf	7	20	13	185.7	0.8	75	173	98	130.7	1.0
Caterpillar	10	25	15	150.0	1.0	50	161	111	222.0	0.9
Hyundai	14	2	-12	-85.7	0.1	82	55	-27	-32.9	0.3
Other	11	3	-8	-72.7	-0.1	89	226	137	153.9	8.9
Total	2454	2539	85	3.5	100.0	15885	17023	1138	7.2	100.0

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