AutoTeamAustralia

JULY 2013 VFACTS REPORT

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JULY 2013 VFACTS HIGHLIGHTS

July 2013, the Automotive Industry in Australia achieved total vehicle sales of 90,235 units, up 3,594 units or 4.1% on July month 2012. The July sales result is a record July month for the industry and continues the trend of record months – 22 of the past 25 months have been record months for the Automotive Industry. On a Seasonally Adjusted Annual Rate, the industry for July 2013 came in at 1,115,000 units.

The Total Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 23 months, and on a rolling twelve month basis, the industry has recorded total vehicle sales of 1,141,83 units.

Total industry volume growth was achieved on the back of the growth in the Passenger and SUV Industries which were up 7.2% and 6.5% respectively. The Light Commercial Industry which is up 10.4% July year to date was down 7.2% for the month of July. Heavy Truck Industry achieved July sales of 2,710 units, its best July result since July 2008.

Autoteam Australia Consulting full year total industry volume forecast for 2013 has been held at 1,120,000 units, up on 2012 volume of 1,112,032 units and a new record for the industry.

Continuing to drive industry sales volume is the aggressive approach to marketing and large incentives offered by both dealers and manufacturers. This approach will continue into the full year as all brands strive to achieve aggressive volume targets and market share for the year. In addition, the continued low official interest rate has had a positive impact on vehicle sales volumes.

The deterioration in the $A will place price pressure on manufacturers with forecast landing costs up approximately 12%-13% as a result of the drop in the value of the $A. While most importers will remain profitable without having to increase prices, this cost increase reduces the manufacturers ability to remain as aggressive in the market place and if the trend continues we will see manufacturers increasing vehicle prices or looking for lower cost production countries.

Another impact of the falling $A is a rise in petrol prices which will impact large petrol powered vehicles.

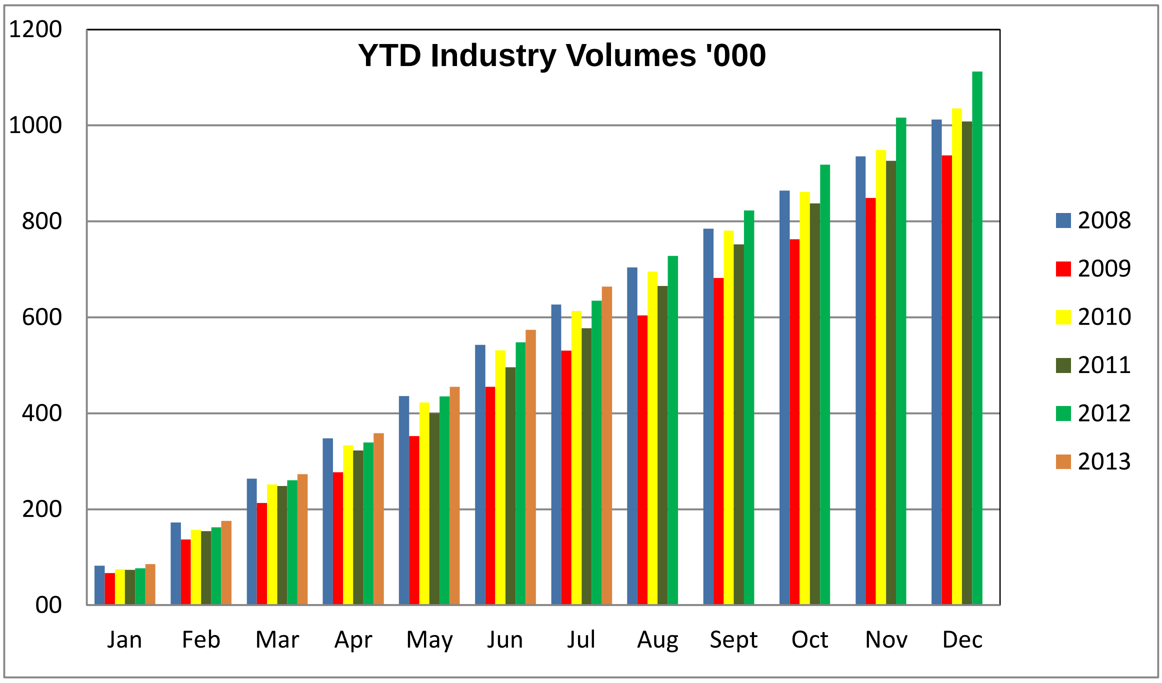
The recent announcement by the Federal Government regarding changes to the FBT rules on vehicles has resulted in great uncertainty in the market place if not addressed. Some industry experts have indicated that the changes could result in the loss of up to 100,000 vehicles per year for the Automotive Industry. Autoteam Australia Consulting forecast that the impact would be less than half of this amount.

The one thing that the release of the new FBT rules has done is placed great uncertainty in the market place with many vehicles scheduled to be employer provided vehicles being cancelled or put on hold. The Federal Opposition have stated that, if elected, they will withdraw the changes to the FBT rules. We have already seen several lease companies laying off staff as a result of the changes. The September 7 Federal Election will paint a clearer picture of the impact on the car industry.

In terms of impact on dealers, they will lose sales volume but potentially generate greater gross as the vehicle sold to leasing companies are sold at low or no gross.

July year to date, the Total Vehicle Industry has achieved vehicle sales of 663,946 units, up 29,451 units or 4.6% on the same time last year. July year to date 2013 represents the best July year to date on record, with the Total Vehicle Industry running at a SAAR of 1,139,000 units.

Both the SUV and Light Commercial Industries are running at record levels while the Heavy Truck industry is the third best year to date on record.



July vehicle sales compared to history is as follows:

Record Vehicle Industry

	July Month	July YTD
Passenger	10th	10th
SUV	1st	1st
Light Commercial	2nd	1st
Heavy Truck	4th	3rd
Total Industry	1st	1st

Industry Highlights

- Among the top 10 brands in the market place for July, Toyota, Ford, Nissan, Volkswagen and Honda all incurred year over year volume loss, while Mitsubishi achieved year over year growth of 65% and Holden 13.4%. Growth for Mitsubishi was principally new model Mirage, up 866 units and the price realigned Triton up 864 units, while for Holden growth was principally Cruze, up 592 units.

- The Light Commercial Industry was the only industry segments to incur a volume loss year over year, down 1,222 units or 7.2% for July. Passenger Industry was up the most in both volume and percent, up 3,123 units or 7.2% for the month. July year to date, the SUV and Light Commercial Industries are both up in excess of 10%.
- Among the Passenger Industry, significant volume gain was achieved by the Small Segment, up 4,414 units or 24.6%, while the Light Segment was down 1,156 units or 10.5%. The Medium Segment (484 units) was the only other Passenger Industry Segment down in volume year over year. Volume growth in the Small Segment was principally achieved by new model Pulsar, up 1,132 units, new model Corolla up 960 units and Cruze up 592 units. The Large Segment volume was up 145 units for the month with Commodore, with increased supply at dealers, up 428 units while Falcon sales were down 350 units for the month.
- The Upper Large Segment of the SUV Industry was the only segment down in volume year over year, although by just 134 units. The Medium Segment achieved most growth, up 997 units, while the Small (398 units) and Large (303 units) Segments also achieved volume growth. Medium Segment growth was led by RAV4, up 460 units, Outlander, up 449 units and Kuga 348 units. Small Segment growth was ix35, up 459 units.
- All segments in the Light Commercial Industry incurred year over year volume loss, with Van/CC Segment down 283 units and PU/CC 4X4 Segment down 814 units. Volume loss in the Van/CC Segment was principally iLoad which is presently in short supply and for the PU/CC 4X4 Segment Hilux was down 946 unit year over year, Navara was down 868 units, while offsetting these volume losses was Triton which was up 860 units for the month.
- Among the states and territories for the month, only Western Australia (120 units or 1.2%) was down in volume. Tasmania, 15.6% and the Northern Territory, 14.4%, experienced the most growth in percent although both off a low volume base. Year to date July only Northern Territory is down in volume, 54 units or 0.8%, while Tasmania sales volume is up 21.4% or 1,836 units July year to date.
- By buyer type for the month, only the Government Segment incurred year over year sales volume loss, down 651 units or 16.1% for the month. July year to date both Rental and Government sales are down (9.1% and 26.1% respectively), while Private vehicle sales are up 9.9%. July year to date, private SUV sales are up 13.5% and private Light Commercial sales are up 37.8%.

- By fuel type, surprisingly diesel sales were down for the month, but by just 28 units, a reflection of the reduced Light Commercial industry. Petrol powered vehicles were up 3,879 units for the month and accounted for 65.9% of all vehicles sold, compared to July year to date of 65.1%.
- Locally manufactured vehicle industry share for July accounted for 11.4% of the total industry and volume was up 466 units, a reflection of increased Commodore availability and increased Cruze sales volume. Ford was the only manufacturer down for the month, 507 units or 20.9%. July year to date, locally manufactured vehicles account for just 9.5% of the total industry volume.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of July and year to date. Toyota achieved total July vehicle sales of 17,433 units for a market share of 19.3%, ahead of Holden 10,137 units, Mazda 8,525 units, Hyundai 8,009 units, Ford 6,733 units, Mitsubishi 5,655 units and Nissan 5,074 units.
- Corolla was the top selling vehicle for the month of July with sales volume of 3,945 units, ahead of Mazda 3 (3,464 units) and HiLux (2,971 units). On a year to date basis, Corolla remains the top selling vehicle in the market place.

July year to date, four of the top ten selling vehicles are Light Commercial units.

Top 10 Selling Vehicles

	July Month		July Year To Date	
	Model	Volume	Model	Volume
1	Corolla	3945	Corolla	24915
2	Mazda 3	3464	HiLux	23692
3	HiLux	2971	Mazda 3	23541
4	Commodore	2827	i30	17272
5	Cruze	2467	Cruze	14970
6	i30	2290	Navara	14960
7	Camry	2061	Triton	14820
8	Ranger	1781	Commodore	13128
9	Triton	1766	Ranger	12344
10	CX-5	1638	Camry	12196

July 2013 Total Vehicle Industry										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	43195	46318	3123	7.2	51.4	328736	327531	-1205	-0.4	49.3
SUV	24004	25568	1564	6.5	28.3	177836	196107	18271	10.3	29.5
Lt Com'l	16861	15639	-1222	-7.2	17.3	110586	122039	11453	10.4	18.4
Hvy Trk	2581	2710	129	5.0	3.0	17337	18269	932	5.4	2.8
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Vehicle Segmentation										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	11038	9882	-1156	-10.5	21.4	79589	79571	-18	0.0	24.2
Small	17931	22345	4414	24.6	48.2	143826	155117	11291	7.9	47.4
Medium	6750	6266	-484	-7.2	13.5	49984	43952	-6032	-12.1	13.4
Large	4498	4643	145	3.2	10.0	35625	26394	-9231	-25.9	8.1
Up Large	266	305	39	14.7	0.7	1319	2195	876	66.4	0.7
PM	796	955	159	20.0	2.1	6085	5246	-839	-13.8	1.6
Sports	1916	1922	6	0.3	4.1	12308	15056	2748	22.3	4.6
Pass.	43195	46318	3123	7.2	100.0	328736	327531	-1205	-0.4	100.0
Small	4848	5246	398	8.2	20.5	35794	42958	7164	20.0	21.9
Medium	8548	9545	997	11.7	37.3	62564	72045	9481	15.2	36.7
Large	9505	9808	303	3.2	38.4	70544	73051	2507	3.6	37.3
Upper Large	1103	969	-134	-12.1	3.8	8934	8053	-881	-9.9	4.1
SUV	24004	25568	1564	6.5	100.0	177836	196107	18271	10.3	100.0
Bus <20	257	226	-31	-12.1	1.5	1765	1413	-352	-19.9	1.1
Bus >20	70	51	-19	-27.1	0.3	634	448	-186	-29.3	0.4
V/CC <2.5T	247	224	-23	-9.3	1.4	1915	1990	75	3.9	1.6
V/CC >2.5T	1497	1238	-259	-17.3	7.9	10229	9364	-865	-8.5	7.7
PU/CC 4X2	4029	3953	-76	-1.9	25.3	27219	26829	-390	-1.4	22.0
PU/CC 4X4	10761	9947	-814	-7.6	63.6	68824	81995	13171	19.1	67.2
Lt Com'l	16861	15639	-1222	-7.2	100.0	110586	122039	11453	10.4	100.0

July 2013 Sales By State										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	26594	27789	1195	4.5	30.8	196210	204144	7934	4.0	30.6
Victoria	22991	24584	1593	6.9	27.2	166763	176828	10065	6.0	26.6
Q'land	18234	18618	384	2.1	20.6	135569	139384	3815	2.8	21.0
Wst Aust	9968	9848	-120	-1.2	10.9	71961	74807	2846	4.0	11.3
Sth Aust	5298	5485	187	3.5	6.1	38464	40927	2463	6.4	6.2
ACT	1371	1396	25	1.8	1.5	9926	10472	546	5.5	1.6
Tasmania	1268	1466	198	15.6	1.6	8566	10402	1836	21.4	1.6
NT	917	1049	132	14.4	1.2	7036	6982	-54	-0.8	1.1
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Sales By Buyer Type										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	41134	44752	3618	8.8	49.7	312231	343237	31006	9.9	51.6
Business	36394	36826	432	1.2	40.8	259433	268875	9442	3.6	40.5
Rental	5082	5277	195	3.8	5.8	31817	28913	-2904	-9.1	4.4
Govt	4031	3380	-651	-16.1	3.7	31014	22921	-8093	-26.1	3.5
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Sales By Fuel Type										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	55594	59473	3879	7.0	65.9	420805	432384	11579	2.8	65.1
Diesel	29338	29310	-28	-0.1	32.5	203085	221908	18823	9.3	33.4
Hybrid	1061	1120	59	5.6	1.2	7127	7013	-114	-1.6	1.1
LPG	648	332	-316	-48.8	0.4	3478	2641	-837	-24.1	0.4
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Top 10 Production Locations										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	5024	5643	619	12.3	6.3	42198	30250	-11948	-28.3	4.6
Ford	2422	1915	-507	-20.9	2.1	19920	16984	-2936	-14.7	2.6
Toyota	2311	2665	354	15.3	3.0	17315	15591	-1724	-10.0	2.3
Local	9757	10223	466	4.8	11.4	79433	62825	-16608	-20.9	9.5
Japan	29110	28968	-142	-0.5	32.1	234429	216309	-18120	-7.7	32.6
Thailand	14382	17318	2936	20.4	19.2	84508	138666	54158	64.1	20.9
Korea	11467	10644	-823	-7.2	11.8	84724	81431	-3293	-3.9	12.3
Germany	6383	5295	-1088	-17.0	5.9	51853	41856	-9997	-19.3	6.3
England	2284	2761	477	20.9	3.1	14405	22530	8125	56.4	3.4
USA	2382	2764	382	16.0	3.1	15224	19086	3862	25.4	2.9
India	1759	1734	-25	-1.4	1.9	9218	10492	1274	13.8	1.6
Czech Rep	415	1634	1219	293.7	1.8	2765	10125	7360	266.2	1.5
Spain	1325	1416	91	6.9	1.6	7882	9483	1601	20.3	1.4
Other	7377	7478	101	1.4	8.1	50054	51143	1089	2.2	7.6
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Top 30 Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	17780	17433	-347	-2.0	19.3	123815	123543	-272	-0.2	18.6
Holden	8936	10137	1201	13.4	11.2	65119	61684	-3435	-5.3	9.3
Mazda	7951	8525	574	7.2	9.4	60084	60812	728	1.2	9.2
Hyundai	7607	8009	402	5.3	8.9	52913	55988	3075	5.8	8.4
Ford	6903	6733	-170	-2.5	7.5	50333	51237	904	1.8	7.7
Nissan	6155	5074	-1081	-17.6	5.6	46034	49139	3105	6.7	7.4
Mitsubishi	3428	5655	2227	65.0	6.3	34567	42984	8417	24.3	6.5
Volks.	3964	3705	-259	-6.5	4.1	30930	31359	429	1.4	4.7
Honda	2869	2746	-123	-4.3	3.0	19022	26175	7153	37.6	3.9
Subaru	3023	3102	79	2.6	3.4	24364	23815	-549	-2.3	3.6
KIA	2337	2410	73	3.1	2.7	18146	17680	-466	-2.6	2.7
Mercedes	1902	1952	50	2.6	2.2	12387	15076	2689	21.7	2.3
Suzuki	1867	1518	-349	-18.7	1.7	13916	13204	-712	-5.1	2.0
BMW	1613	1713	100	6.2	1.9	10459	11702	1243	11.9	1.8
Jeep	1367	1765	398	29.1	2.0	9605	11686	2081	21.7	1.8
Audi	1301	1325	24	1.8	1.5	8248	9476	1228	14.9	1.4
Isuzu Ute	669	855	186	27.8	0.9	4335	5828	1493	34.4	0.9
L/Rover	550	780	230	41.8	0.9	4850	5166	316	6.5	0.8
Great Wall	984	381	-603	-61.3	0.4	6782	4222	-2560	-37.7	0.6
Lexus	527	564	37	7.0	0.6	3874	3893	19	0.5	0.6
Isuzu	615	575	-40	-6.5	0.6	4092	3828	-264	-6.5	0.6
Renault	353	607	254	72.0	0.7	2350	3480	1130	48.1	0.5
Volvo Car	401	427	26	6.5	0.5	3340	3090	-250	-7.5	0.5
Peugeot	340	280	-60	-17.6	0.3	2979	2959	-20	-0.7	0.4
Hino	351	345	-6	-1.7	0.4	2365	2497	132	5.6	0.4
Mits Fuso	273	269	-4	-1.5	0.3	1981	2333	352	17.8	0.4
Skoda	331	308	-23	-6.9	0.3	2224	2066	-158	-7.1	0.3
Fiat	90	468	378	420.0	0.5	704	2001	1297	184.2	0.3
Mini	218	226	8	3.7	0.3	1388	1521	133	9.6	0.2
Chrysler	99	172	73	73.7	0.2	150	1487	1337	891.3	0.2
Other	1837	2176	339	18.5	6.5	13139	14015	876	6.7	5.8
Total	86641	90235	3594	4.1	100.0	634495	663946	29451	4.6	100.0

July 2013 Top 20 Passenger Nameplates

	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	7637	8800	1163	15.2	19.0	54425	56516	2091	3.8	17.3
Hyundai	5707	5757	50	0.9	12.4	39789	38772	-1017	-2.6	11.8
Mazda	5069	5346	277	5.5	11.5	39375	38212	-1163	-3.0	11.7
Holden	5464	6254	790	14.5	13.5	46146	35684	-10462	-22.7	10.9
Ford	3447	3028	-419	-12.2	6.5	27292	24743	-2549	-9.3	7.6
Volks.	2449	2009	-440	-18.0	4.3	19640	18529	-1111	-5.7	5.7
Honda	2315	1890	-425	-18.4	4.1	17433	17857	424	2.4	5.5
Nissan	918	1690	772	84.1	3.6	8173	14789	6616	80.9	4.5
Mitsubishi	1028	1780	752	73.2	3.8	9819	13446	3627	36.9	4.1
KIA	1619	1557	-62	-3.8	3.4	13479	12488	-991	-7.4	3.8
Mercedes	1138	1219	81	7.1	2.6	8259	10714	2455	29.7	3.3
Suzuki	1514	1214	-300	-19.8	2.6	11193	10283	-910	-8.1	3.1
Subaru	1012	1249	237	23.4	2.7	7741	6812	-929	-12.0	2.1
BMW	1040	1027	-13	-1.3	2.2	6262	6620	358	5.7	2.0
Audi	868	746	-122	-14.1	1.6	5470	4915	-555	-10.1	1.5
Lexus	327	418	91	27.8	0.9	2655	2494	-161	-6.1	0.8
Peugeot	193	192	-1	-0.5	0.4	2348	1938	-410	-17.5	0.6
Chrysler	99	172	73	73.7	0.4	150	1487	1337	891.3	0.5
Skoda	210	190	-20	-9.5	0.4	1453	1449	-4	-0.3	0.4
Volvo Car	154	236	82	53.2	0.5	1013	1244	231	22.8	0.4
Other	987	1544	557	56.4	3.6	6621	8539	1918	29.0	2.4
Total	43195	46318	3123	7.2	100.0	328736	327531	-1205	-0.4	100.0

July 2013 Top 20 SUV Nameplates

	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	4583	4392	-191	-4.2	17.2	35516	32973	-2543	-7.2	16.8
Nissan	3009	2100	-909	-30.2	8.2	21726	18871	-2855	-13.1	9.6
Subaru	2011	1853	-158	-7.9	7.2	16623	17003	380	2.3	8.7
Hyundai	1309	1965	656	50.1	7.7	9173	14782	5609	61.1	7.5
Mitsubishi	1451	2109	658	45.3	8.2	13795	14487	692	5.0	7.4
Mazda	1871	2032	161	8.6	7.9	13829	14307	478	3.5	7.3
Holden	1558	1599	41	2.6	6.3	9854	13135	3281	33.3	6.7
Jeep	1367	1765	398	29.1	6.9	9605	11686	2081	21.7	6.0
Ford	1260	1425	165	13.1	5.6	9933	10341	408	4.1	5.3
Honda	554	856	302	54.5	3.3	1589	8318	6729	423.5	4.2
Volks	641	713	72	11.2	2.8	5678	5435	-243	-4.3	2.8
KIA	717	853	136	19.0	3.3	4529	5192	663	14.6	2.6
L/Rover	540	773	233	43.1	3.0	4787	5125	338	7.1	2.6
BMW	573	686	113	19.7	2.7	4197	5082	885	21.1	2.6
Audi	433	579	146	33.7	2.3	2778	4561	1783	64.2	2.3
Suzuki	308	267	-41	-13.3	1.0	2429	2644	215	8.9	1.3
Mercedes	397	287	-110	-27.7	1.1	1672	1884	212	12.7	1.0
Volvo Car	247	191	-56	-22.7	0.7	2327	1846	-481	-20.7	0.9
Lexus	200	146	-54	-27.0	0.6	1219	1399	180	14.8	0.7
Great Wall	323	102	-221	-68.4	0.4	2042	1271	-771	-37.8	0.6
Other	652	875	223	34.2	3.6	4535	5765	1230	27.1	3.1
Total	24004	25568	1564	6.5	100.0	177836	196107	18271	10.3	100.0

July 2013 Light Commercial Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5560	4241	-1319	-23.7	27.1	33874	34054	180	0.5	27.9
Ford	2141	2199	58	2.7	14.1	12599	15604	3005	23.9	12.8
Nissan	2228	1284	-944	-42.4	8.2	16135	15479	-656	-4.1	12.7
Mits. Fuso	949	1766	817	86.1	11.3	10953	15051	4098	37.4	12.3
Holden	1914	2284	370	19.3	14.6	9119	12865	3746	41.1	10.5
Mazda	1011	1147	136	13.5	7.3	6880	8293	1413	20.5	6.8
Volks.	814	914	100	12.3	5.8	5181	6949	1768	34.1	5.7
Isuzu Ute	669	855	186	27.8	5.5	4335	5828	1493	34.4	4.8
Great Wall	661	279	-382	-57.8	1.8	4740	2951	-1789	-37.7	2.4
Hyundai	591	287	-304	-51.4	1.8	3948	2434	-1514	-38.3	2.0
Renault	42	88	46	109.5	0.6	404	703	299	74.0	0.6
Mercedes	77	129	52	67.5	0.8	618	612	-6	-1.0	0.5
Ssang.	40	34	-6	-15.0	0.2	461	307	-154	-33.4	0.3
Suzuki	45	37	-8	-17.8	0.2	294	277	-17	-5.8	0.2
Mitsubishi	38	35	-3	-7.9	0.2	401	266	-135	-33.7	0.2
Fiat	8	18	10	125.0	0.1	70	126	56	80.0	0.1
Peugeot	48	16	-32	-66.7	0.1	96	110	14	14.6	0.1
Citroen	13	19	6	46.2	0.1	133	89	-44	-33.1	0.1
L/Rover	10	7	-3	-30.0	0.0	63	41	-22	-34.9	0.0
KIA	1	0	-1	-100.0	0.0	138	0	-138	-100.0	0.0
Proton	1	0	-1	-100.0	0.0	144	0	-144	-100.0	0.0
Total	16861	15639	-1222	-7.2	100.0	110586	122039	11453	10.4	100.0

July 2013 Heavy Truck Nameplates										
	July Month					July Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	615	575	-40	-6.5	21.2	4092	3828	-264	-6.5	21.0
Hino	351	345	-6	-1.7	12.7	2365	2497	132	5.6	13.7
Mits Fuso	235	234	-1	-0.4	8.6	1580	2067	487	30.8	11.3
Mercedes	290	317	27	9.3	11.7	1838	1866	28	1.5	10.2
K'worth	161	216	55	34.2	8.0	1207	1404	197	16.3	7.7
Iveco	163	164	1	0.6	6.1	1015	1042	27	2.7	5.7
Volvo	140	138	-2	-1.4	5.1	744	753	9	1.2	4.1
Fiat	55	105	50	90.9	3.9	339	599	260	76.7	3.3
W/Star	80	83	3	3.8	3.1	549	591	42	7.7	3.2
Ford	55	81	26	47.3	3.0	509	549	40	7.9	3.0
Freightl.	70	71	1	1.4	2.6	359	516	157	43.7	2.8
Mack	75	58	-17	-22.7	2.1	503	448	-55	-10.9	2.5
Volks.	60	69	9	15.0	2.5	431	446	15	3.5	2.4
Niss UD	75	48	-27	-36.0	1.8	430	381	-49	-11.4	2.1
Scania	45	39	-6	-13.3	1.4	293	367	74	25.3	2.0
Renault	37	64	27	73.0	2.4	224	364	140	62.5	2.0
Daf	20	36	16	80.0	1.3	173	213	40	23.1	1.2
Man	24	33	9	37.5	1.2	244	206	-38	-15.6	1.1
Caterpillar	25	12	-13	-52.0	0.4	161	45	-116	-72.0	0.2
Hyundai	2	0	-2	-100.0	0.0	55	0	-55	-100.0	0.0
Other	3	22	19	633.3	0.9	226	87	-139	-61.5	3.2
Total	2581	2710	129	5.0	100.0	17337	18269	932	5.4	100.0

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