

**JUNE 2011**

**VFACTS**

**REPORT**

**Prepared by Autoteam Australia  
Consulting**

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## **JUNE 2011 VFACTS HIGHLIGHTS**

June 2011, the Automotive Industry in Australia achieved total vehicle sales of 96,157 units, down 12,565 units or 11.6% on June month 2010. The decrease in year over year sales volume is the seventh consecutive month for volume loss. June 2011 month represents the 8<sup>th</sup> best June month on record and on a Seasonally Adjusted Annual Rate, the industry came in at just 941,000 units.

The June Industry is the lowest June month since 2003.

Interestingly, of the total year over year volume loss of 12,565 units, Toyota accounted for 8,743 units, as Toyota dealers struggle with stock availability as a result of the February tsunami in Japan. Toyota globally will be back to full production by late July/early August and therefore we would expect that the Australian sales volume for the brand will return to normal levels later in the year.

Industry analysts forecast that the impact of the tsunami in Japan could be between one and one and a half month supply to the industry, or lost global production of between 6 and 9 million vehicles for the year. The major issue is not the vehicle manufacturing and assembly operation but component suppliers to the industry. The majority of global producers source vehicle components from the region and as such production around the globe is impacted.

In Australia most brands will be impacted to varying degrees. Several brands have indicated that the impact on their vehicle availability will be minimal, while others have indicated that they will lose in excess of one month availability prior to year end. This will not be the loss of one month availability at the onetime, but a reduction of availability for several months through to year end. Several manufacturers have indicated that they will not be back to normal stock availability before November, as such you can expect aggressive marketing activity for the industry in December.

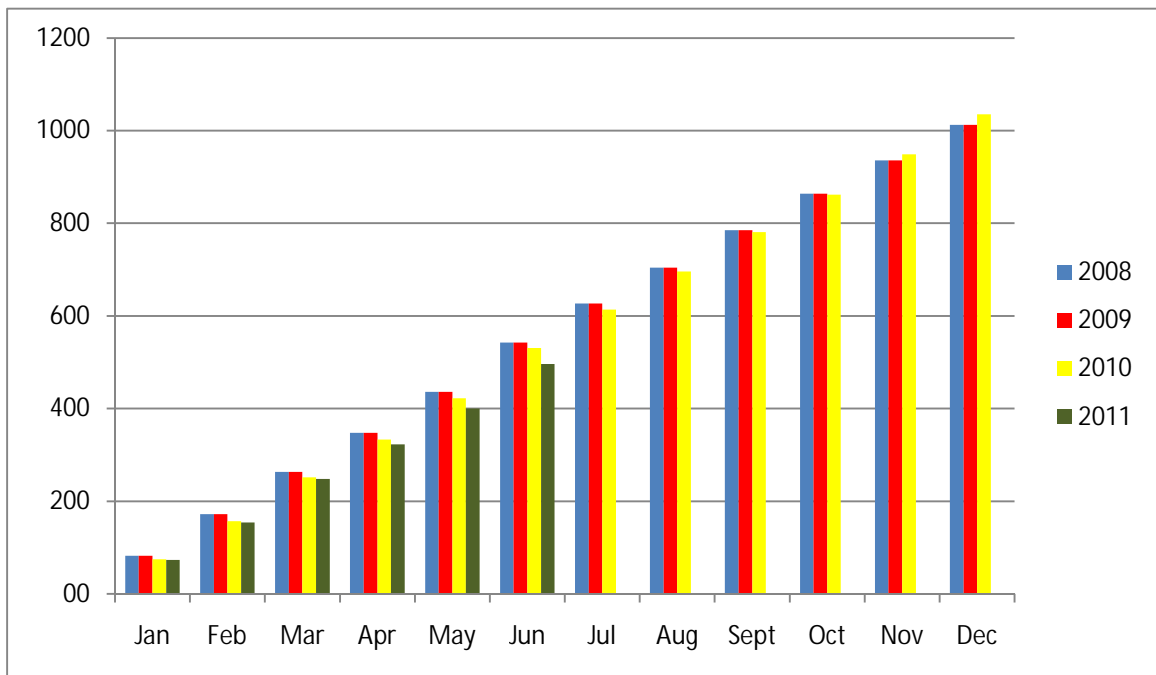
Prior to the Japanese tsunami, the average new vehicle dealer in Australia was carrying in excess of 60 days' supply of new vehicles. As at the end of June Autoteam forecasts that the average dealer will be closer to 40 days supply on hand. Autoteam Australia Consulting benchmark for new vehicle days' supply is 45 days, therefore, the majority of dealers were carrying too much stock at the time of the tsunami. The issue is that this excess stock which the majority of dealers were carrying in many cases was "toxic" stock, or the wrong stock. Most dealers work on a consistent basis with about two thirds of their stock, turning this stock over on a regular basis. The remaining third turns over less frequently and is generally sold on a heavily discounted price basis.

With most dealers carrying less new vehicle inventory, Autoteam has seen an improvement in average dealer profitability over recent months. Excess dealer inventory is a major drain on dealer profitability. The cost to keep a unit on hand is approximately \$45 per day and to make matters worse, as a general rule, as inventory ages lower gross is generally achieved. As a general rule, lower inventory equals higher profit.

Manufacturer and dealer vehicle incentives continue to, and will continue into the near future, drive vehicle sales volume. Consumer brand loyalty, especially in the price sensitive market segments, to a large degree does not exist today. These lower priced new vehicles are often sold at the expense of what June have historically been a used vehicle sale. Dealers must therefore constantly monitor the impact on used vehicle sales volumes and prices.

Financial year end manufacturer and dealer incentives clearly drove the industry result in June. Over the remainder of the year we will see many new model releases in the market and this will continue to drive industry volumes.

Over recent weeks we have seen several dealership around the country fold through lack of profitability and cashflow. This could, in some instances, be traced back to the need to meet unrealistic manufacturer/distributor sales targets. Targets must be established on realistic industry volumes and market share expectations.



On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 496,236 units, down 34,932 units or 6.6% on June 2010 year to date. On a SAAR basis, the year to date industry is running at 989,000 units, the first time it has fallen below 1,000,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been held at 1,000,000 units, however, when the final impact of the Japanese tsunami is known, we may be forced to revise this number.

On a financial year basis, the automotive industry for 2010/2011 came in at 1,000,593 units, down 12,680 units or 1.3% on financial year 2009/2010. Toyota maintained financial year market leadership with sales of 192,376 units or 19.2%

of the industry, ahead of Holden with sales of 126,836 units, Ford 91,312 units, Mazda 85,702 units and Hyundai 80,645 units. A table detailing financial year volumes is included in this report.

June vehicle sales compared to history is as follows:

	<u>June Month</u>	<u>June YTD</u>
Passenger	11 <sup>th</sup>	9 <sup>th</sup>
SUV	2 <sup>nd</sup>	2 <sup>nd</sup>
Light Commercial	8 <sup>th</sup>	3 <sup>rd</sup>
Heavy Truck	7 <sup>th</sup>	9 <sup>th</sup>
Total Industry	8 <sup>th</sup>	5 <sup>th</sup>

### Industry Highlights

- All industry segments incurred a year over year volume loss for June of in excess of 10%. The Heavy Truck Industry was down most at 15.4%. The Passenger Industry was down most in volume terms, 6,498 units year over year. On a year to date basis, all industry segments are down in sales volume.
- All segments in the Passenger Industry were down in sales volume for June 2011 compared to June 2010. The greatest volume loss was incurred by the Medium and Large vehicle segments, down 1,450 units and 2,619 units respectively. These two passenger segments continue to lose sales volume and share as consumers desert the segments in preference of smaller, more fuel efficient vehicles. With rising fuel prices, Autoteam forecast that these industry segment will continue to lose sales volume and industry share into the future. Combined, the locally manufactured Commodore, Falcon and Aurion account for a total volume loss of 2,174 units.

Within the SUV Industry, only the Luxury Segment achieved year over year volume growth, up 325 units or 13.3%. This segment now accounts for 12.8% of all SUV sales. Growth in the segment was spread over a number of models. The Medium SUV Segment was down in volume most, 1,726 units or

23.3% on the same time last year. Among the models available in the segment, major volume loss was incurred by Kluger (650 units) and Prado (928 units).

Within the Light Commercial Industry, all segments were down in sales volume year over year. The PU/CC 4X4 segment was down most at 1,391 units with HiLux down 647 units.

- All States and Territories incurred a year over year volume loss with Queensland down least at 8.3%. New South Wales (down 3,555 units) and Victoria (down 4,101 units) were down most in volume.
- By buyer type, all categories are down in sales volume year over year, with the Rental Industry down most at 37.1%. Sales in this industry segment are very seasonal. Private vehicle sales were down most in model, 5,807 units or 10.7% for June.
- By fuel type, all segments were down in volume year over year. Petrol vehicle sales were down most, 8,129 units or 10.8%. LPG vehicle sales were down 66.1% for June and reflects the reduced availability of LPG powered vehicles from the local manufacturers.
- Locally manufactured vehicle industry share for June accounted for just 15.3%. The year over year increase in local share of the total vehicle industry is a reflection of the Holden Cruze now being locally manufactured. June year to date locally manufactured vehicles account for only 12.7% 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. Vehicles sourced from lower cost centres, China and India, continue to achieve volume growth, up 183.4% and 69.2% respectively.
- Holden maintained total vehicle market leadership for June as well as Passenger Industry leadership. Toyota maintained SUV and Light Commercial market leadership for June.

Holden achieved total vehicle sales of 12,827 units for a market share of 13.3% and compared to Toyota volume of 12,514 units and market share of 13%. Ford was third (9,216 units), ahead of Mazda (8,626 units) and Hyundai (8,534 units).

- Mazda 3 was the top selling vehicle for the month of June (and is the top selling vehicle year to date) with sales of 4,212 units, ahead of Commodore (3,809 units), Cruze (3,387 units), Golf (3,275 units) and i30 (3,197 units).

#### Top 10 Selling Vehicles

	<u>June Month</u>		<u>June Year To Date</u>	
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>
1	Mazda 3	4212	Mazda 3	21212
2	Commodore	3809	Commodore	21032
3	Cruze	3387	HiLux	18528
4	Golf	3275	Cruze	16329
5	i30	3197	Corolla	15776
6	HiLux	3066	i30	14912
7	Navara	2276	Navara	12263
8	Corolla	2152	Getz	10057
9	Ranger	2148	Lancer	9840
10	Lancer	2061	Golf	9535

June 2011 Total Vehicle Industry										
	<u>June Month</u>					<u>June Year To Date</u>				
	<u>Year</u>		<u>Difference</u>		<u>% Share</u>	<u>Year</u>		<u>Difference</u>		<u>% Share</u>
	<u>2010</u>	<u>2011</u>	<u>Volume</u>	<u>%</u>		<u>2010</u>	<u>2011</u>	<u>Volume</u>	<u>%</u>	
Pass	60820	54322	-6498	-10.7	56.5	303552	277686	-25866	-8.5	56.0
SUV	24597	21518	-3079	-12.5	22.4	119345	114707	-4638	-3.9	23.1
Lt Com'l	19851	17396	-2455	-12.4	18.1	93673	90750	-2923	-3.1	18.3
Hvy Trk	3454	2921	-533	-15.4	3.0	14598	13093	-1505	-10.3	2.6
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Vehicle Segmentation										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	13759	13118	-641	-4.7	24.1	69755	68349	-1406	-2.0	24.7
Small	25707	24771	-936	-3.6	45.6	124358	120264	-4094	-3.3	43.3
Medium	8079	6629	-1450	-17.9	12.2	41041	35914	-5127	-12.5	12.9
Large	10111	7492	-2619	-25.9	13.8	51349	39264	-12085	-23.5	14.1
Up Large	322	285	-37	-11.5	0.5	1648	1614	-34	-2.1	0.6
PM	1203	1012	-191	-15.9	1.9	6361	5541	-820	-12.9	2.0
Sports	1639	1015	-624	-38.1	1.9	9040	6740	-2300	-25.4	2.4
<b>Pass.</b>	<b>60820</b>	<b>54322</b>	<b>-6498</b>	<b>-10.7</b>	<b>100.0</b>	<b>303552</b>	<b>277686</b>	<b>-25866</b>	<b>-8.5</b>	<b>100.0</b>
Compact	12242	10947	-1295	-10.6	50.9	56914	57780	866	1.5	50.4
Medium	8818	7092	-1726	-19.6	33.0	44201	37308	-6893	-15.6	32.5
Large	1100	717	-383	-34.8	3.3	6204	5762	-442	-7.1	5.0
Luxury	2437	2762	325	13.3	12.8	12026	13857	1831	15.2	12.1
<b>SUV</b>	<b>24597</b>	<b>21518</b>	<b>-3079</b>	<b>-12.5</b>	<b>100.0</b>	<b>119345</b>	<b>114707</b>	<b>-4638</b>	<b>-3.9</b>	<b>100.0</b>
Light Bus	283	103	-180	-63.6	0.6	1221	1150	-71	-5.8	1.3
Van	2500	2327	-173	-6.9	13.4	12380	10619	-1761	-14.2	11.7
4X2	6181	5495	-686	-11.1	31.6	30893	26981	-3912	-12.7	29.7
4X4	10756	9365	-1391	-12.9	53.8	48659	51444	2785	5.7	56.7
Light Trk	131	106	-25	-19.1	0.6	520	556	36	6.9	0.6
<b>Lt Com'l</b>	<b>19851</b>	<b>17396</b>	<b>-2455</b>	<b>-12.4</b>	<b>100.0</b>	<b>93673</b>	<b>90750</b>	<b>-2923</b>	<b>-3.1</b>	<b>100.0</b>

June 2011 Sales By State										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	33240	29685	-3555	-10.7	30.9	160998	155083	-5915	-3.7	31.0
Victoria	29192	25091	-4101	-14.0	26.1	143896	131773	-12123	-8.4	26.6
Q'land	22956	21062	-1894	-8.3	21.9	109129	103962	-5167	-4.7	21.0
Wst Aust	11647	10424	-1223	-10.5	10.8	59787	53921	-5866	-9.8	10.9
Sth Aust	7109	6057	-1052	-14.8	6.3	34194	30586	-3608	-10.6	6.2
Tasmania	1779	1443	-336	-18.9	1.5	9384	7937	-1447	-15.4	1.6
ACT	1666	1410	-256	-15.4	1.5	8282	7738	-544	-6.6	1.6
NT	1133	985	-148	-13.1	1.0	5498	5236	-262	-4.8	1.1
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Sales By Buyer Type										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	54451	48644	-5807	-10.7	50.7	255041	243638	-11403	-4.5	49.1
Business	42466	38979	-3487	-8.2	40.5	219428	202788	-16640	-7.6	40.9
Gov't	5921	4833	-1088	-18.4	5.0	32410	28868	-3542	-10.9	5.8
Rental	5884	3701	-2183	-37.1	3.8	24289	20942	-3347	-13.8	4.2
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Sales By Fuel Type										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	75195	67066	-8129	-10.8	69.7	375302	346273	-29029	-7.7	69.8
Diesel	31609	27939	-3670	-11.6	29.1	146516	144295	-2221	-1.5	29.1
Hybrid	1021	848	-173	-16.9	0.9	4569	4015	-554	-12.1	0.8
LPG	897	304	-593	-66.1	0.3	4781	1653	-3128	-65.4	0.3
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Top 10 Production Locations										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	6010	8208	2198	36.6	8.5	29983	32477	2494	8.3	6.5
Ford	4840	4145	-695	-14.4	4.3	26713	17433	-9280	-34.7	3.5
Toyota	3592	2409	-1183	-32.9	2.5	17502	13179	-4323	-24.7	2.7
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	14442	14762	320	2.2	15.3	74199	63089	-11110	-15.0	12.7
Japan	35795	27791	-8004	-22.4	28.9	184657	160736	-23921	-13.0	32.4
Thailand	19180	15974	-3206	-16.7	16.6	84046	83750	-296	-0.4	16.9
Korea	17303	14750	-2553	-14.8	15.3	86665	78407	-8258	-9.5	15.8
Germany	9112	7714	-1398	-15.3	8.0	40694	35822	-4872	-12.0	7.2
England	1719	1907	188	10.9	2.0	7499	9619	2120	28.3	1.9
South Afr.	1503	1557	54	3.6	1.6	8102	8591	489	6.0	1.7
USA	1310	1778	468	35.7	1.8	6956	8524	1568	22.5	1.7
India	326	924	598	183.4	1.0	1707	5479	3772	221.0	1.1
China	556	941	385	69.2	1.0	2953	4633	1680	56.9	0.9
Other	7476	8059	583	7.8	8.5	33690	37586	3896	11.6	7.7
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Top 20 Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	21257	12514	-8743	-41.1	13.0	107470	85128	-22342	-20.8	17.2
Holden	13836	12827	-1009	-7.3	13.3	68657	62570	-6087	-8.9	12.6
Ford	10012	9216	-796	-8.0	9.6	49196	45224	-3972	-8.1	9.1
Mazda	8024	8626	602	7.5	9.0	42871	43796	925	2.2	8.8
Hyundai	8055	8534	479	5.9	8.9	42371	42978	607	1.4	8.7
Nissan	7058	6374	-684	-9.7	6.6	32830	33973	1143	3.5	6.8
Mitsubishi	7203	6203	-1000	-13.9	6.5	32372	31486	-886	-2.7	6.3
Volks.	4759	5090	331	7.0	5.3	19306	20505	1199	6.2	4.1
Subaru	4066	3003	-1063	-26.1	3.1	21109	18645	-2464	-11.7	3.8
Honda	5373	4162	-1211	-22.5	4.3	22205	16353	-5852	-26.4	3.3
Suzuki	2342	2672	330	14.1	2.8	12327	12837	510	4.1	2.6
KIA	2820	2733	-87	-3.1	2.8	12430	12836	406	3.3	2.6
Mercedes	2410	2016	-394	-16.3	2.1	10966	9872	-1094	-10.0	2.0
BMW	1651	1784	133	8.1	1.9	8785	8461	-324	-3.7	1.7
Audi	1342	1345	3	0.2	1.4	7225	7974	749	10.4	1.6
Great Wall	556	790	234	42.1	0.8	2953	3898	945	32.0	0.8
Jeep	574	825	251	43.7	0.9	3131	3629	498	15.9	0.7
Isuzu Ute	523	483	-40	-7.6	0.5	2350	3071	721	30.7	0.6
Isuzu	772	709	-63	-8.2	0.7	3774	3067	-707	-18.7	0.6
L/Rover	521	579	58	11.1	0.6	2482	2946	464	18.7	0.6
Peugeot	691	607	-84	-12.2	0.6	3003	2879	-124	-4.1	0.6
Lexus	657	497	-160	-24.4	0.5	3278	2870	-408	-12.4	0.6
Volvo Car	469	638	169	36.0	0.7	2432	2782	350	14.4	0.6
Hino	415	347	-68	-16.4	0.4	2115	1741	-374	-17.7	0.4
Mits Fuso	400	349	-51	-12.8	0.4	1946	1663	-283	-14.5	0.3
Renault	103	410	307	298.1	0.4	859	1505	646	75.2	0.3
Mini	215	232	17	7.9	0.2	1233	1022	-211	-17.1	0.2
Dodge	139	158	19	13.7	0.2	725	987	262	36.1	0.2
Proton	120	185	65	54.2	0.2	982	827	-155	-15.8	0.2
Kenworth	456	168	-288	-63.2	0.2	1131	759	-372	-32.9	0.2
Other	1903	2081	178	9.4	5.9	8654	9952	1298	15.0	5.5
<b>Total</b>	<b>108722</b>	<b>96157</b>	<b>-12565</b>	<b>-11.6</b>	<b>100.0</b>	<b>531168</b>	<b>496236</b>	<b>-34932</b>	<b>-6.6</b>	<b>100.0</b>

June 2011 Top 20 Passenger Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	9481	8617	-864	-9.1	15.9	46597	44503	-2094	-4.5	16.0
Toyota	10150	6033	-4117	-40.6	11.1	50141	38111	-12030	-24.0	13.7
Mazda	5802	6598	796	13.7	12.1	31348	32902	1554	5.0	11.8
Hyundai	6264	6253	-11	-0.2	11.5	31883	31881	-2	0.0	11.5
Ford	5094	4333	-761	-14.9	8.0	29149	25240	-3909	-13.4	9.1
Volks.	3300	4101	801	24.3	7.5	12878	14997	2119	16.5	5.4
Honda	4364	3267	-1097	-25.1	6.0	18350	13251	-5099	-27.8	4.8
Suzuki	1852	2248	396	21.4	4.1	9786	10660	874	8.9	3.8
Mitsubishi	2667	2153	-514	-19.3	4.0	13444	10398	-3046	-22.7	3.7
KIA	2354	2141	-213	-9.0	3.9	9700	9754	54	0.6	3.5
Subaru	1596	1390	-206	-12.9	2.6	9877	9004	-873	-8.8	3.2
Nissan	1836	1226	-610	-33.2	2.3	9423	7006	-2417	-25.7	2.5
Mercedes	1598	1289	-309	-19.3	2.4	7476	6419	-1057	-14.1	2.3
Audi	1058	1022	-36	-3.4	1.9	5283	5625	342	6.5	2.0
BMW	1109	1006	-103	-9.3	1.9	6068	4982	-1086	-17.9	1.8
Peugeot	602	577	-25	-4.2	1.1	2644	2554	-90	-3.4	0.9
Lexus	383	324	-59	-15.4	0.6	1925	2003	78	4.1	0.7
Volvo Car	105	210	105	100.0	0.4	800	1031	231	28.9	0.4
Mini	215	232	17	7.9	0.4	1233	1022	-211	-17.1	0.4
Proton	104	116	12	11.5	0.2	806	595	-211	-26.2	0.2
Other	886	1186	300	33.9	2.1	4741	5748	1007	21.2	2.3
<b>Total</b>	<b>60820</b>	<b>54322</b>	<b>-6498</b>	<b>-10.7</b>	<b>100.0</b>	<b>303552</b>	<b>277686</b>	<b>-25866</b>	<b>-8.5</b>	<b>100.0</b>

June 2011 Top 20 SUV Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	5188	2476	-2712	-52.3	11.5	26980	21438	-5542	-20.5	18.7
Nissan	2662	2750	88	3.3	12.8	11364	13885	2521	22.2	12.1
Mitsubishi	2145	2216	71	3.3	10.3	9493	11171	1678	17.7	9.7
Subaru	2470	1613	-857	-34.7	7.5	11232	9641	-1591	-14.2	8.4
Hyundai	1230	1576	346	28.1	7.3	7165	7832	667	9.3	6.8
Holden	1675	1877	202	12.1	8.7	8372	7100	-1272	-15.2	6.2
Ford	1615	1828	213	13.2	8.5	7184	6703	-481	-6.7	5.8
Mazda	1277	1079	-198	-15.5	5.0	7078	5869	-1209	-17.1	5.1
Jeep	574	825	251	43.7	3.8	3131	3629	498	15.9	3.2
BMW	542	778	236	43.5	3.6	2717	3479	762	28.0	3.0
Honda	1009	895	-114	-11.3	4.2	3855	3102	-753	-19.5	2.7
L/Rover	503	569	66	13.1	2.6	2369	2881	512	21.6	2.5
KIA	425	545	120	28.2	2.5	2456	2831	375	15.3	2.5
Volks	990	239	-751	-75.9	1.1	4167	2721	-1446	-34.7	2.4
Audi	284	323	39	13.7	1.5	1942	2349	407	21.0	2.0
Suzuki	462	387	-75	-16.2	1.8	2415	2019	-396	-16.4	1.8
Volvo Car	364	428	64	17.6	2.0	1632	1751	119	7.3	1.5
Great Wall	351	318	-33	-9.4	1.5	1614	1637	23	1.4	1.4
Mercedes	378	278	-100	-26.5	1.3	1533	1529	-4	-0.3	1.3
Lexus	274	173	-101	-36.9	0.8	1353	867	-486	-35.9	0.8
Other	179	345	166	92.7	1.7	1293	2273	980	75.8	2.1
<b>Total</b>	<b>24597</b>	<b>21518</b>	<b>-3079</b>	<b>-12.5</b>	<b>100.0</b>	<b>119345</b>	<b>114707</b>	<b>-4638</b>	<b>-3.9</b>	<b>100.0</b>

June 2011 Light Commercial Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	5889	3994	-1895	-32.2	23.0	30160	25410	-4750	-15.7	28.0
Ford	3303	3055	-248	-7.5	17.6	12863	13281	418	3.2	14.6
Nissan	2560	2398	-162	-6.3	13.8	12043	13082	1039	8.6	14.4
Holden	2680	2333	-347	-12.9	13.4	13688	10967	-2721	-19.9	12.1
Mitsubishi	2391	1834	-557	-23.3	10.5	9435	9917	482	5.1	10.9
Mazda	945	949	4	0.4	5.5	4445	5025	580	13.0	5.5
Hyundai	561	705	144	25.7	4.1	3323	3265	-58	-1.7	3.6
Isuzu Ute	523	483	-40	-7.6	2.8	2350	3071	721	30.7	3.4
Volks.	427	698	271	63.5	4.0	1988	2500	512	25.8	2.8
Great Wall	205	472	267	130.2	2.7	1339	2261	922	68.9	2.5
Mercedes	109	107	-2	-1.8	0.6	556	463	-93	-16.7	0.5
Ssang.	67	87	20	29.9	0.5	319	315	-4	-1.3	0.3
KIA	41	47	6	14.6	0.3	274	251	-23	-8.4	0.3
Renault	16	72	56	350.0	0.4	85	237	152	178.8	0.3
Proton	16	69	53	331.3	0.4	176	232	56	31.8	0.3
Suzuki	28	37	9	32.1	0.2	126	158	32	25.4	0.2
Citroen	37	10	-27	-73.0	0.1	195	106	-89	-45.6	0.1
Peugeot	20	24	4	20.0	0.1	94	84	-10	-10.6	0.1
L/Rover	18	10	-8	-44.4	0.1	113	65	-48	-42.5	0.1
Fiat	15	12	-3	-20.0	0.1	101	60	-41	-40.6	0.1
<b>Total</b>	<b>19851</b>	<b>17396</b>	<b>-2455</b>	<b>-12.4</b>	<b>100.0</b>	<b>93673</b>	<b>90750</b>	<b>-2923</b>	<b>-3.1</b>	<b>100.0</b>

June 2011 Heavy Truck Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	14	709	695	4964.3	24.3	57	3067	3010	5280.7	23.4
Hino	415	347	-68	-16.4	11.9	2115	1741	-374	-17.7	13.3
Mits Fuso	325	349	24	7.4	11.9	1401	1663	262	18.7	12.7
Mercedes	21	342	321	1528.6	11.7	143	1461	1318	921.7	11.2
Iveco	772	195	-577	-74.7	6.7	3774	795	-2979	-78.9	6.1
K'worth	225	168	-57	-25.3	5.8	750	759	9	1.2	5.8
Niss UD	400	132	-268	-67.0	4.5	1946	477	-1469	-75.5	3.6
W/Star	137	95	-42	-30.7	3.3	505	457	-48	-9.5	3.5
Volvo	42	103	61	145.2	3.5	273	448	175	64.1	3.4
Fiat	76	79	3	3.9	2.7	420	424	4	1.0	3.2
Mack	456	78	-378	-82.9	2.7	1131	366	-765	-67.6	2.8
Freightl.	73	90	17	23.3	3.1	352	364	12	3.4	2.8
Volks.	30	52	22	73.3	1.8	189	287	98	51.9	2.2
Scania	19	58	39	205.3	2.0	67	194	127	189.6	1.5
Toyota	32	11	-21	-65.6	0.4	176	169	-7	-4.0	1.3
Man	128	34	-94	-73.4	1.2	361	135	-226	-62.6	1.0
Daf	59	15	-44	-74.6	0.5	130	68	-62	-47.7	0.5
Hyundai	0	11	11	N/A	0.4	0	68	68	N/A	0.5
Caterpillar	0	12	12	N/A	0.4	0	40	40	N/A	0.3
Renault	73	3	-70	-95.9	0.1	374	32	-342	-91.4	0.2
Other	157	38	-119	-6360	1.1	434	78	-356	-82.0	2.7
<b>Total</b>	<b>3454</b>	<b>2921</b>	<b>-533</b>	<b>-15.4</b>	<b>100.0</b>	<b>14598</b>	<b>13093</b>	<b>-1505</b>	<b>-10.3</b>	<b>100.0</b>

Financial Year Volumes					
	2010/2011				
	Year		Difference		%
	09/10	10/11	Volume	%	Share
Toyota	214228	192376	-21852	-10.2	19.2
Holden	132073	126836	-5237	-4.0	12.7
Ford	99241	91312	-7929	-8.0	9.1
Mazda	82007	85702	3695	4.5	8.6
Hyundai	75643	80645	5002	6.6	8.1
Nissan	58777	63819	5042	8.6	6.4
Mitsubishi	62307	61610	-697	-1.1	6.2
Volks.	33459	39215	5756	17.2	3.9
Subaru	38606	37561	-1045	-2.7	3.8
Honda	41298	34523	-6775	-16.4	3.5
Suzuki	22613	25299	2686	11.9	2.5
KIA	21899	24254	2355	10.8	2.4
Mercedes	20568	21235	667	3.2	2.1
BMW	17863	17669	-194	-1.1	1.8
Audi	12924	13649	725	5.6	1.4
Great Wall	4860	7635	2775	57.1	0.8
Jeep	5248	6473	1225	23.3	0.6
Lexus	6388	6118	-270	-4.2	0.6
Isuzu Ute	4640	5835	1195	25.8	0.6
Isuzu	7746	5835	-1911	-24.7	0.6
Peugeot	5563	5525	-38	-0.7	0.6
Volvo Car	4870	5295	425	8.7	0.5
L/Rover	4461	5253	792	17.8	0.5
Hino	4146	3803	-343	-8.3	0.4
Mits Fuso	4052	3417	-635	-15.7	0.3
Renault	2001	2553	552	27.6	0.3
Dodge	1654	2179	525	31.7	0.2
Mini	2347	2056	-291	-12.4	0.2
Proton	1951	1743	-208	-10.7	0.2
Kenworth	1903	1705	-198	-10.4	0.2
Other	17937	19463	1526	8.5	1.9
<b>Total</b>	<b>1013273</b>	<b>1000593</b>	<b>-12680</b>	<b>-1.3</b>	<b>100.0</b>

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