

JUNE 2013 VFACTS REPORT

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JUNE 2013 VFACTS HIGHLIGHTS

June 2013, the Automotive Industry in Australia achieved total vehicle sales of 118,758 units, up 6,192 units or 5.5% on June month 2012. June 2013 represents a new record month for the Automotive Industry, and, on a Seasonally Adjusted Annual Rate, the industry for June 2013 came in at 1,156,000 units.

The Total Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 22 months, and on a rolling twelve month basis, the industry has recorded total vehicle sales of 1,136,122 units, a new financial year record for the industry.

Among the industry highlights, records were created as follows:

- Total Industry Volume 118,758 units
- SUV Industry 34,398 units
- Light Commercial Industry 23,526 units
- Hyundai 9,914 units
- Mitsubishi 9,257 units
- Nissan 9,165 units
- Seven brands achieved sales of in excess of 9,000 units for the month.

Total industry volume growth was again on the back of the growth in the SUV and Light Commercial Industries which were up 8.3% and 15.3% respectively. Financial year end in June driving sales for these industries. Heavy Truck Industry achieved June sales of 3,198 units, its best result since June 2010. The Large Segment of the Passenger Industry continues to lose both volume and share, down 1,117 units or 19.4% for the month.

Autoteam Australia Consulting full year total industry volume forecast for 2013 has been revised to 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 for the year.

In addition, the continued low official interest rate has had a positive impact on vehicle sales volumes.

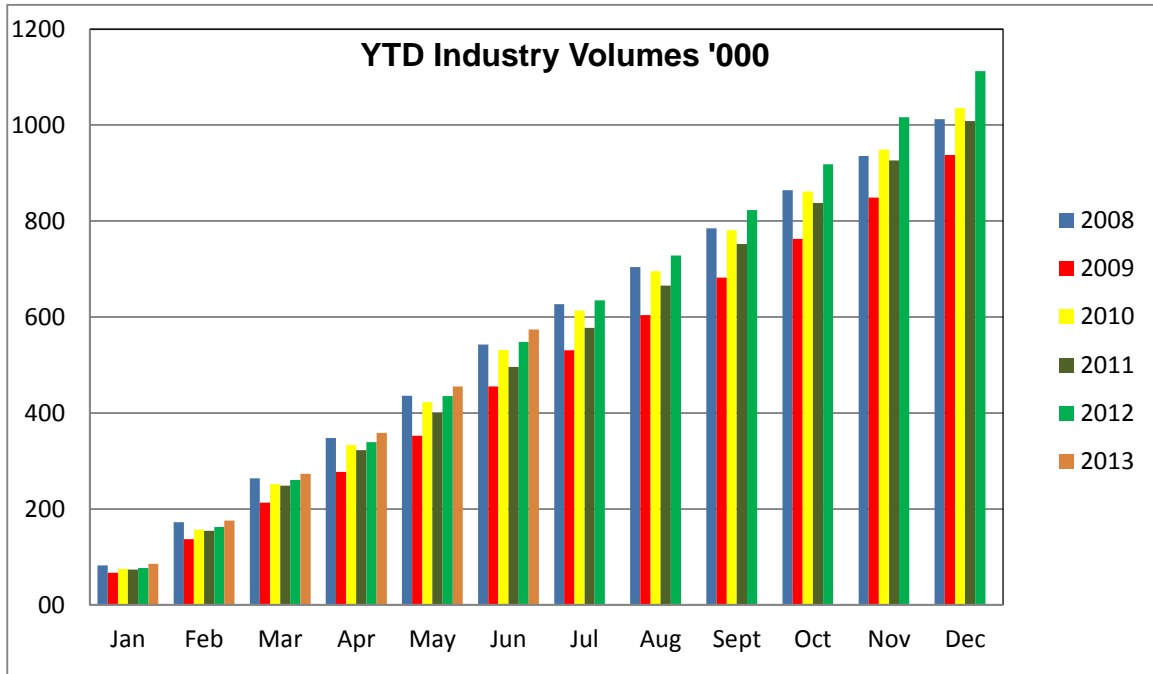
The recent deterioration in the \$A will place price pressure on manufacturers with forecast landing costs up approximately 12%-13% as a result of the drop in the value of the \$A. While most importers will remain profitable without having to increase prices, this cost increase reduces the manufacturers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

Another impact of the falling \$A is a rise in petrol prices which will have impact on large petrol powered vehicles. We have already seen this in the lower sales volumes for Commodore, Falcon, etc.

What is also driving vehicle sales volume is the push by both manufacturers and dealers to clear 2012 plated vehicles still in inventory. Dealers must take aggressive action to clear these units from stock as they are a drain on profitability. Dealer around the country are still carrying too much old "toxic" stock that must be cleared. It costs the average dealer approximately \$45.00 per day to keep a vehicle in stock. Hanging on to old stock to achieve an unrealistic gross does not necessarily return a profit. Key to dealer profitability is stock turns while maintaining acceptable gross and high new and used F&I penetration.

June year to date, the Total Vehicle Industry has achieved vehicle sales of 573,711 units, up 25,857 units or 4.7% on the same time last year. June year to date 2013 represents the best June year to date on record, with the Total Vehicle Industry running at a SAAR of 1,144,000 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.



June vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>June Month</u>	<u>June YTD</u>
Passenger	7 th	10 th
SUV	1 st	1 st
Light Commercial	1 st	1 st
Heavy Truck	5 rd	3 rd
Total Industry	1 st	1 st

Industry Highlights

- Among the top 10 brands in the market place for June, Mazda, Holden and Volkswagen all incurred year over year volume loss, while Mitsubishi, Nissan and Honda all achieved growth of in excess of 10% for the month. Growth for Mitsubishi was principally Mirage, 1,501 units and Triton 1,353 units, for Nissan growth was with Pulsar, 2,323 units, and Honda growth was Civic 1,236 units and CR-V 1,042 units.

- The SUV, Light Truck and Heavy Truck Industry Segments all achieved year over year volume growth for June. The SUV Industry was up 2,631 units or 8.3%, Light Commercial Industry was up 3,126 units or 15.3% and the Heavy Truck Industry was up 88 units or 2.8%. The Passenger Segment June year to date accounts for just 49% (lowest achieved) of the Total Industry, compared to 52.1% twelve months back.
- Among the Passenger Industry, significant volume gain was achieved by the Small Segment (Civic, i30 and Pulsar). The Medium and Large Segments lost most volume for the month with Accord Euro and Commodore accounting for the majority of volume loss in their respective segments. Holden recently released a new model Commodore and the sales result for June would have been disappointing for the brand, however, supply problems to dealers from Holden had an adverse impact on sales for this model for the month.
- The Small (up 1,803 units) and Medium (up 1,853 units) Segments of the SUV Industry both achieved volume growth for the month. Growth in the Small Segment was driven by ix35 (up 865 units) and for the Medium Segment CR-V (up 1,042 units) and Outlander (up 549 units). These same models have driven volume growth for the respective segments over recent months.
- The PU/CC 4X4 Segment of the Light Commercial Industry was up 3,598 units for the month of June. This segment now accounts for 67.7% of all Light Commercial vehicle sales year to date. Volume growth for the segment was led by Colorado (807 units), Triton (1,353 units) and Amarok (up 567 units).
- Among the states and territories for the month, only the Northern Territory and the ACT incurred a volume loss for the month, 195 units or 14.4% and 30 units or 1.6% respectively. Tasmania, which over recent years has been riding a “roller coaster” ride in terms of sales volumes, was up 474 units or 32.8% for the month.
- By buyer type for the month, only the Government Segment incurred year over year sales volume loss, down 1,988 units or 36.5% for the month. June year to date both Rental and Government sales are down (12.5% and 25.6% respectively), while Private vehicle sales are up 10% and account for 52% of the total vehicle industry. Again confirming the change in the purchasing habits, towards SUVs and Light Commercials, by the private retail consumer.
- By fuel type, both hybrid and LPG vehicle sales incurred a volume loss year over year, down 8.2% and 17.7% respectively. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) June year to date are up 18,851 units or 10.8%.

- Locally manufactured vehicle industry share for June accounted for just 9.4% of the total industry volume and was down 2,527 units or 18.4% for the month. Volume for Holden and Ford were both down while Toyota volume was up 114 units or 3.6% for the month. June year to date, locally manufactured vehicles account for just 9.2% of the total industry volume.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of June and year to date. Toyota achieved total June vehicle sales volume of 22,160 units for a market share of 18.7%, ahead of Holden 10,483 units, Hyundai 9,914 units, Ford 9,687, Mazda 9,567 units, Mitsubishi 9,257 units and Nissan 9,165 units.
- HiLux was again the top selling vehicle for the month of June with sales volume of 4,931 units, ahead of Corolla (4,196 units) and Mazda 3 (3,672 units). On a year to date basis, Corolla remains the top selling vehicle in the market place.

June year to date, four of the top ten selling vehicles are Light Commercial 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	Hilux	4931	Corolla	20970
2	Corolla	4196	HiLux	20721
3	Mazda 3	3672	Mazda 3	20077
4	i30	3664	i30	14982
5	Triton	3456	Navara	13723
6	Camry	2652	Triton	13054
7	Navara	2641	Cruze	12503
8	Cruze	2378	Ranger	10563
9	Pulsar	2323	Focus	10413
10	Ranger	2305	Commodore	10301

June 2013 Total Vehicle Industry										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	57289	57636	347	0.6	48.5	285541	281213	-4328	-1.5	49.1
SUV	31767	34398	2631	8.3	29.0	153832	170539	16707	10.9	29.7
Lt Com'l	20400	23526	3126	15.3	19.8	93725	106400	12675	13.5	18.5
Hvy Trk	3110	3198	88	2.8	2.7	14756	15559	803	5.4	2.7
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Vehicle Segmentation										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	13517	13513	-4	0.0	23.4	68551	69689	1138	1.7	24.8
Small	25561	28093	2532	9.9	48.7	125895	132772	6877	5.5	47.2
Medium	8991	8238	-753	-8.4	14.3	43234	37686	-5548	-12.8	13.4
Large	5764	4647	-1117	-19.4	8.1	31127	21751	-9376	-30.1	7.7
Up Large	164	278	114	69.5	0.5	1053	1890	837	79.5	0.7
PM	1065	870	-195	-18.3	1.5	5289	4291	-998	-18.9	1.5
Sports	2227	1997	-230	-10.3	3.5	10392	13134	2742	26.4	4.7
Pass.	57289	57636	347	0.6	100.0	285541	281213	-4328	-1.5	100.0
Small	6529	8332	1803	27.6	24.3	30946	37712	6766	21.9	22.1
Medium	11151	13004	1853	16.6	37.8	54016	62500	8484	15.7	36.6
Large	12796	12015	-781	-6.1	34.9	61039	63243	2204	3.6	37.1
Upper Large	1291	1047	-244	-18.9	3.0	7831	7084	-747	-9.5	4.2
SUV	31767	34398	2631	8.3	100.0	153832	170539	16707	10.9	100.0
Bus <20 Seat	310	226	-84	-27.1	1.0	1508	1187	-321	-21.3	1.1
Bus >20 Seat	88	107	19	21.6	0.5	564	397	-167	-29.6	0.4
V/CC <2.5T	334	396	62	18.6	1.7	1668	1766	98	5.9	1.7
V/CC >2.5T	1862	1630	-232	-12.5	6.9	8732	8126	-606	-6.9	7.6
PU/CC 4X2	4996	4759	-237	-4.7	20.2	23190	22876	-314	-1.4	21.5
PU/CC 4X4	12810	16408	3598	28.1	69.7	58063	72048	13985	24.1	67.7
Lt Com'l	20400	23526	3126	15.3	100.0	93725	106400	12675	13.5	100.0

June 2013 Sales By State										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	34785	37194	2409	6.9	31.3	169618	176355	6737	4.0	30.8
Victoria	28662	30647	1985	6.9	25.8	143772	152244	8472	5.9	26.5
Q'land	25051	26245	1194	4.8	22.1	117335	120766	3431	2.9	21.0
Wst Aust	12698	12782	84	0.7	10.8	61993	64959	2966	4.8	11.3
Sth Aust	6728	6999	271	4.0	5.9	33166	35442	2276	6.9	6.2
ACT	1842	1812	-30	-1.6	1.5	8553	9076	523	6.1	1.6
Tasmania	1443	1917	474	32.8	1.6	7298	8936	1638	22.4	1.6
NT	1357	1162	-195	-14.4	1.0	6119	5933	-186	-3.0	1.0
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Sales By Buyer Type										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	57917	64032	6115	10.6	53.9	271112	298345	27233	10.0	52.0
Business	44439	46385	1946	4.4	39.1	223473	232186	8713	3.9	40.5
Rental	4761	4880	119	2.5	4.1	27004	23639	-3365	-12.5	4.1
Govt	5449	3461	-1988	-36.5	2.9	26265	19541	-6724	-25.6	3.4
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Sales By Fuel Type										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	73695	76651	2956	4.0	64.5	365216	372913	7697	2.1	65.0
Diesel	36921	40372	3451	9.3	34.0	173747	192598	18851	10.8	33.6
Hybrid	1375	1262	-113	-8.2	1.1	6061	5891	-170	-2.8	1.0
LPG	575	473	-102	-17.7	0.4	2830	2309	-521	-18.4	0.4
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Top 10 Production Locations										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	6782	4628	-2154	-31.8	3.9	37174	24607	-12567	-33.8	4.3
Ford	3850	3363	-487	-12.6	2.8	17498	15069	-2429	-13.9	2.6
Toyota	3133	3247	114	3.6	2.7	15004	12926	-2078	-13.8	2.3
Local	13765	11238	-2527	-18.4	9.4	69676	52602	-17074	-24.5	9.2
Japan	40397	36591	-3806	-9.4	30.8	205319	187341	-17978	-8.8	32.7
Thailand	16192	27084	10892	67.3	22.8	70126	121348	51222	73.0	21.2
Korea	15489	14084	-1405	-9.1	11.9	73257	70787	-2470	-3.4	12.3
Germany	9450	6998	-2452	-25.9	5.9	45470	36561	-8909	-19.6	6.4
England	2461	4445	1984	80.6	3.7	12121	19769	7648	63.1	3.4
USA	2647	3039	392	14.8	2.6	12842	16322	3480	27.1	2.8
India	1279	1933	654	51.1	1.6	7459	8758	1299	17.4	1.5
Czech Repub	573	2174	1601	279.4	1.8	2350	8491	6141	261.3	1.5
Spain	1512	1825	313	20.7	1.5	6557	8067	1510	23.0	1.4
Other	8801	9347	546	6.2	8.0	42677	43665	988	2.3	7.6
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Top 30 Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	21649	22160	511	2.4	18.7	106035	106110	75	0.1	18.5
Mazda	9593	9567	-26	-0.3	8.1	52133	52287	154	0.3	9.1
Holden	10632	10483	-149	-1.4	8.8	56183	51547	-4636	-8.3	9.0
Hyundai	9672	9914	242	2.5	8.3	45306	47979	2673	5.9	8.4
Ford	9140	9687	547	6.0	8.2	43430	44504	1074	2.5	7.8
Nissan	8330	9165	835	10.0	7.7	39879	44065	4186	10.5	7.7
Mitsubishi	6498	9257	2759	42.5	7.8	31139	37329	6190	19.9	6.5
Volks.	6446	5220	-1226	-19.0	4.4	26966	27654	688	2.6	4.8
Honda	4136	5061	925	22.4	4.3	16153	23429	7276	45.0	4.1
Subaru	4101	4119	18	0.4	3.5	21341	20713	-628	-2.9	3.6
KIA	3400	3131	-269	-7.9	2.6	15809	15270	-539	-3.4	2.7
Mercedes	2011	2811	800	39.8	2.4	10485	13124	2639	25.2	2.3
Suzuki	2384	2233	-151	-6.3	1.9	12049	11686	-363	-3.0	2.0
BMW	1969	2134	165	8.4	1.8	8846	9989	1143	12.9	1.7
Jeep	1512	1920	408	27.0	1.6	8238	9921	1683	20.4	1.7
Audi	1362	1505	143	10.5	1.3	6947	8151	1204	17.3	1.4
Isuzu Ute	912	1052	140	15.4	0.9	3666	4973	1307	35.7	0.9
L/Rover	750	852	102	13.6	0.7	4300	4386	86	2.0	0.8
Great Wall	960	727	-233	-24.3	0.6	5798	3841	-1957	-33.8	0.7
Lexus	755	651	-104	-13.8	0.5	3347	3329	-18	-0.5	0.6
Isuzu	752	666	-86	-11.4	0.6	3477	3253	-224	-6.4	0.6
Renault	540	605	65	12.0	0.5	1997	2873	876	43.9	0.5
Peugeot	618	708	90	14.6	0.6	2639	2679	40	1.5	0.5
Volvo Car	617	586	-31	-5.0	0.5	2939	2663	-276	-9.4	0.5
Hino	407	450	43	10.6	0.4	2014	2152	138	6.9	0.4
Mits Fuso	301	452	151	50.2	0.4	1708	2064	356	20.8	0.4
Skoda	445	397	-48	-10.8	0.3	1893	1758	-135	-7.1	0.3
Fiat	184	426	242	131.5	0.4	614	1533	919	149.7	0.3
Chrysler	13	207	194	1492.3	0.2	51	1315	1264	2478.4	0.2
Mini	209	282	73	34.9	0.2	1170	1295	125	10.7	0.2
Other	2268	2330	62	2.7	5.9	11302	11839	537	4.8	5.7
Total	112566	118758	6192	5.5	100.0	547854	573711	25857	4.7	100.0

June 2013 Top 20 Passenger Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	10036	9852	-184	-1.8	17.1	46788	47716	928	2.0	17.0
Hyundai	7064	7037	-27	-0.4	12.2	34082	33015	-1067	-3.1	11.7
Mazda	6034	5853	-181	-3.0	10.2	34306	32866	-1440	-4.2	11.7
Holden	7279	5835	-1444	-19.8	10.1	40682	29430	-11252	-27.7	10.5
Ford	4527	4515	-12	-0.3	7.8	23845	21715	-2130	-8.9	7.7
Volks.	4477	2815	-1662	-37.1	4.9	17191	16520	-671	-3.9	5.9
Honda	3599	3482	-117	-3.3	6.0	15118	15967	849	5.6	5.7
Nissan	1215	3011	1796	147.8	5.2	7255	13099	5844	80.6	4.7
Mitsubishi	1731	3254	1523	88.0	5.6	8791	11666	2875	32.7	4.1
KIA	2602	2051	-551	-21.2	3.6	11860	10931	-929	-7.8	3.9
Mercedes	1159	2093	934	80.6	3.6	7121	9495	2374	33.3	3.4
Suzuki	1998	1750	-248	-12.4	3.0	9679	9069	-610	-6.3	3.2
BMW	1165	1331	166	14.2	2.3	5222	5593	371	7.1	2.0
Subaru	1194	1145	-49	-4.1	2.0	6729	5563	-1166	-17.3	2.0
Audi	832	803	-29	-3.5	1.4	4602	4169	-433	-9.4	1.5
Lexus	446	355	-91	-20.4	0.6	2328	2076	-252	-10.8	0.7
Peugeot	411	349	-62	-15.1	0.6	2155	1746	-409	-19.0	0.6
Chrysler	13	207	194	1492.3	0.4	51	1315	1264	2478.4	0.5
Skoda	290	282	-8	-2.8	0.5	1243	1259	16	1.3	0.4
Volvo Car	150	204	54	36.0	0.4	859	1008	149	17.3	0.4
Other	1067	1412	345	32.3	2.5	5634	6995	1361	24.2	2.4
Total	57289	57636	347	0.6	100.0	285541	281213	-4328	-1.5	100.0

June 2013 Top 20 SUV Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5871	5454	-417	-7.1	15.9	30933	28581	-2352	-7.6	16.8
Nissan	3949	3430	-519	-13.1	10.0	18717	16771	-1946	-10.4	9.8
Subaru	2907	2974	67	2.3	8.6	14612	15150	538	3.7	8.9
Hyundai	1861	2697	836	44.9	7.8	7867	12817	4950	62.9	7.5
Mitsubishi	2503	2542	39	1.6	7.4	12344	12378	34	0.3	7.3
Mazda	2424	2382	-42	-1.7	6.9	11958	12275	317	2.7	7.2
Holden	1569	2391	822	52.4	7.0	8296	11536	3240	39.1	6.8
Jeep	1512	1920	408	27.0	5.6	8238	9921	1683	20.4	5.8
Ford	1990	2111	121	6.1	6.1	8673	8916	243	2.8	5.2
Honda	537	1579	1042	194.0	4.6	1035	7462	6427	621.0	4.4
Volks	992	694	-298	-30.0	2.0	5037	4722	-315	-6.3	2.8
BMW	804	803	-1	-0.1	2.3	3624	4396	772	21.3	2.6
L/Rover	738	846	108	14.6	2.5	4247	4352	105	2.5	2.6
KIA	788	1080	292	37.1	3.1	3812	4339	527	13.8	2.5
Audi	530	702	172	32.5	2.0	2345	3982	1637	69.8	2.3
Suzuki	348	426	78	22.4	1.2	2121	2377	256	12.1	1.4
Volvo Car	467	382	-85	-18.2	1.1	2080	1655	-425	-20.4	1.0
Mercedes	399	287	-112	-28.1	0.8	1275	1597	322	25.3	0.9
Lexus	309	296	-13	-4.2	0.9	1019	1253	234	23.0	0.7
Great Wall	304	217	-87	-28.6	0.6	1719	1169	-550	-32.0	0.7
Other	965	1185	220	22.8	3.6	3880	4890	1010	26.0	2.8
Total	31767	34398	2631	8.3	100.0	153832	170539	16707	10.9	100.0

June 2013 Light Commercial Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5742	6854	1112	19.4	29.1	28314	29813	1499	5.3	28.0
Nissan	3166	2724	-442	-14.0	11.6	13907	14195	288	2.1	13.3
Ford	2561	2997	436	17.0	12.7	10458	13405	2947	28.2	12.6
Mitsubishi	2264	3461	1197	52.9	14.7	10004	13285	3281	32.8	12.5
Holden	1784	2257	473	26.5	9.6	7205	10581	3376	46.9	9.9
Mazda	1135	1332	197	17.4	5.7	5869	7146	1277	21.8	6.7
Volks.	923	1651	728	78.9	7.0	4367	6035	1668	38.2	5.7
Isuzu Ute	912	1052	140	15.4	4.5	3666	4973	1307	35.7	4.7
Great Wall	656	508	-148	-22.6	2.2	4079	2672	-1407	-34.5	2.5
Hyundai	747	180	-567	-75.9	0.8	3357	2147	-1210	-36.0	2.0
Renault	115	172	57	49.6	0.7	362	615	253	69.9	0.6
Mercedes	155	124	-31	-20.0	0.5	541	483	-58	-10.7	0.5
Ssang.	65	40	-25	-38.5	0.2	421	273	-148	-35.2	0.3
Suzuki	38	57	19	50.0	0.2	249	240	-9	-3.6	0.2
Mits. Fuso	53	53	0	0.0	0.2	363	231	-132	-36.4	0.2
Fiat	28	14	-14	-50.0	0.1	62	108	46	74.2	0.1
Peugeot	9	27	18	200.0	0.1	48	94	46	95.8	0.1
Citroen	17	17	0	0.0	0.1	120	70	-50	-41.7	0.1
L/Rover	12	6	-6	-50.0	0.0	53	34	-19	-35.8	0.0
KIA	10	0	-10	-100.0	0.0	137	0	-137	-100.0	0.0
Proton	8	0	-8	-100.0	0.0	143	0	-143	-100.0	0.0
Total	20400	23526	3126	15.3	100.0	93725	106400	12675	13.5	100.0

June 2013 Heavy Truck Nameplates										
	June Month					June Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	752	666	-86	-11.4	20.8	3477	3253	-224	-6.4	20.9
Hino	407	450	43	10.6	14.1	2014	2152	138	6.9	13.8
Mits Fuso	248	399	151	60.9	12.5	1345	1833	488	36.3	11.8
Mercedes	298	307	9	3.0	9.6	1548	1549	1	0.1	10.0
K'worth	229	236	7	3.1	7.4	1046	1188	142	13.6	7.6
Iveco	210	230	20	9.5	7.2	852	878	26	3.1	5.6
Volvo	109	115	6	5.5	3.6	604	615	11	1.8	4.0
W/Star	113	101	-12	-10.6	3.2	469	508	39	8.3	3.3
Fiat	75	90	15	20.0	2.8	284	494	210	73.9	3.2
Ford	22	64	42	190.9	2.0	182	468	286	157.1	3.0
Freightl.	83	85	2	2.4	2.7	289	445	156	54.0	2.9
Mack	101	70	-31	-30.7	2.2	428	390	-38	-8.9	2.5
Volks.	54	60	6	11.1	1.9	371	377	6	1.6	2.4
Niss UD	74	77	3	4.1	2.4	355	333	-22	-6.2	2.1
Scania	47	81	34	72.3	2.5	248	328	80	32.3	2.1
Renault	61	59	-2	-3.3	1.8	187	300	113	60.4	1.9
Daf	35	46	11	31.4	1.4	153	177	24	15.7	1.1
Man	49	31	-18	-36.7	1.0	220	173	-47	-21.4	1.1
Caterpillar	31	7	-24	-77.4	0.2	136	33	-103	-75.7	0.2
Hyundai	6	0	-6	-100.0	0.0	53	0	-53	-100.0	0.0
Other	106	24	-82	-77.4	0.7	495	65	-430	-86.9	2.0
Total	3110	3198	88	2.8	100.0	14756	15559	803	5.4	100.0

Financial Year Volumes					
	2012/2013				
	Year		Difference		%
	11/12	12/13	Volume	%	Share
	Toyota	202531	218251	15720	7.8
Holden	119708	110029	-9679	-8.1	9.7
Mazda	96670	104040	7370	7.6	9.2
Hyundai	89336	94209	4873	5.5	8.3
Ford	89449	91482	2033	2.3	8.1
Mitsubishi	60761	65058	4297	7.1	5.7
Volkswagen	51201	55523	4322	8.4	4.9
Honda	29907	43088	13181	44.1	3.8
Subaru	36707	39561	2854	7.8	3.5
KIA	28101	30219	2118	7.5	2.7
Mercedes	21793	25036	3243	14.9	2.2
Suzuki	22990	23694	704	3.1	2.1
Jeep	13257	19697	6440	48.6	1.7
BMW	17893	19556	1663	9.3	1.7
Audi	13484	15739	2255	16.7	1.4
Isuzu Ute	6992	9089	2097	30.0	0.8
Great Wall	10565	9049	-1516	-14.3	0.8
Land Rover	7186	8015	829	11.5	0.7
Isuzu	7027	6966	-61	-0.9	0.6
Lexus	6824	6821	-3	0.0	0.6
Renault	4114	5887	1773	43.1	0.5
Peugeot	4980	5111	131	2.6	0.4
Volvo	5429	5099	-330	-6.1	0.4
Hino	3607	4354	747	20.7	0.4
Skoda	4456	3367	-1089	-24.4	0.3
Chrysler	202	2623	2421	1198.5	0.2
Mini	2439	2519	80	3.3	0.2
Kenworth	2053	2502	449	21.9	0.2
Fiat	1425	2351	926	65.0	0.2
Iveco	1746	2112	366	21.0	0.2
Other	97222	105075	7853	8.1	9.3
Total	1060055	1136122	76067	7.2	100.0



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