AutoTeamAustralia

MARCH 2013 VFACTS REPORT

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MARCH 2013 VFACTS HIGHLIGHTS

March 2013, the Automotive Industry in Australia achieved total vehicle sales of 97,400 units, down 216 units or 0.2% on March month 2012. March 2013 is the first month since December 2011 that the industry volume has been down year on year. After having said that, it must be recognised that March 2013 retail sales volume represents the second best March sales month on record, and, on a Seasonally Adjusted Annual Rate, the industry for March 2013 came in at 1,098,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 19 months. On a rolling twelve month basis, the industry has recorded total vehicle sales of 1,125,174 units.

Again, only the Passenger Segment incurred a volume loss year over year, down 2,497 units or 4.9%. SUV and Light Commercial Segments continue to lead the industry growth, up 6.5% and 2.5% respectively.

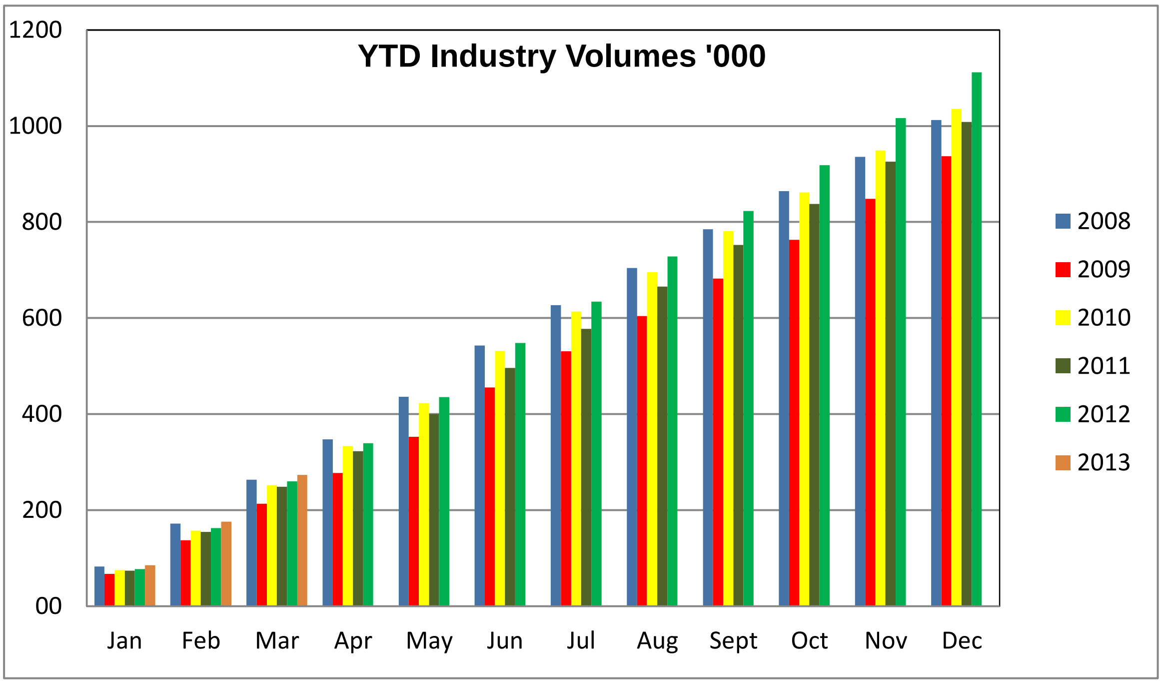
Autoteam Australia Consulting full year industry volume forecast for 2013 is 1,075,000 units. This recognises a slight slowdown from the present running rate.

Continuing to drive industry sales volume is the aggressive approach to marketing and large incentives offered by manufacturers. March represented the end of the financial year for Japanese importers and as such they were very active in the market place in March. With excess global production capacity, and several markets down significantly in volume, Australia represents an attractive proposition for vehicle importers. Not only will we continue to see importers increase share of the industry, we will also see more exporters, some niche, enter the Australian Vehicle Market.

What will also drive sales volume is the push by both manufacturers and dealers to clear 2012 plated vehicles still in inventory. 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.

Interest rates are still at historical lows and this has also driven vehicle sales, and for dealers, Finance & Insurance performance. Autoteam forecasts that we will not see further rate cuts but increases in the coming period, based on the strength, and forecast continued strength, of the Australian economy.

March year to date, the Total Vehicle Industry has achieved vehicle sales of 273,048 units, up 12,926 units or 5% on the same time last year. March year to date 2013 represents the best March year to date on record. March year to date the Automotive Industry is running at a SAAR of 1,138,000 units.



With the makeup of the vehicle Passenger Industry changing and the continued growth in the SUV and Light Commercial 4X4 segments, those brands with new and desirable products in these industry segment will continue to achieve volume and share growth as demonstrated with recent sales results. To this end we see many manufacturers redirecting their R&D spending on vehicles in these two market segments. These vehicles provide the consumer an alternative lifestyle of off road driving, although it must be said very few ever go off road, and a higher driving position.

March vehicle sales compared to history is as follows:

Record Vehicle Industry

	March Month	March YTD
Passenger	12th	9th
SUV	1st	1st
Light Commercial	2nd	1st
Heavy Truck	6th	4th
Total Industry	2nd	1st

Industry Highlights

- Among the top 10 brands in the market place March, Holden, Ford and Mitsubishi all incurred year over year volume loss of in excess of 10%. Holden was outside the top three in March, the second consecutive month for the brand and the first time in its history this has occurred. The resurgence has continued for Honda, up 73.4% for the month and 80% year to date. The heavy marketing push by Fiat has seen it enter the top 30 in the market with March year to date sales of 542 units.
- The Passenger Segment was again the only segment to incur a volume loss year over year and for March accounted for only 50% of total industry volume. Combined, the SUV and Light Commercial Industries account for 48.5% of total industry volume March year to date. This compares to just 43.8% the same time last year. These two industry segments will continue to grow and increase industry share reflecting a change in consumer purchasing preferences.
- Among the Passenger Industry, both the Medium and Large Segments incurred year over year volume loss of in excess of 1,000 units. The volume loss in the Medium Segment was principally incurred by Ford Mondeo, Hyundai i45 and Toyota Camry,

while in the Large Segment Holden Commodore (1,581 units) incurred most volume loss. The Sports Segment volume continues to grow, driven by the success of the Toyota 86, with the segment up 921 units compared to March 2012.

- The Large and Upper Large Segments of the SUV Industry were both down in sales volume year over year, while the Small Segment achieved growth of 2,205 units for the month. This growth in volume was driven by Hyundai ix35, Nissan Dualis and Subaru XV.
- The PU/CC 4X4 Segment of the Light Commercial Industry was the only segment to achieve year over year volume growth, up of 1,094 units or 10.6%. This segment now accounts for 67.6% of all Light Commercial vehicle sales year to date. Holden Colorado and Mitsubishi Triton led volume growth for the segment.
- Among the states and territories for the month of March, NSW, Victoria and South Australia all incurred a year over year volume loss. Tasmanian vehicle sales have achieved the greatest percentage year over year volume growth, up 21.6%.
- By buyer type for the month, only the Private segment achieved year over year sales volume growth, up 3,947 units or 8.7%. Again confirming the change in the purchasing habits, towards SUVs and Light Commercials, by the private retail consumer. Government vehicle sales were down 30.9% for the month and March year to date 30.1% compared to the same time last year. The Private Segment March year to date accounts for 52.1% of all vehicle sales.
- By fuel type, only diesel vehicle sales achieved volume growth year over year. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) March year to date are up 11,501 units or 14.6% on the same time last year. LPG vehicle sales are down for the month of March and also year to date, a reflection of the volume losses incurred by the locally manufactured products.
- Locally manufactured vehicle industry share for March accounted for just 9.2% of the total industry volume and was down 3,737 units or 29.4% for the month. All local manufacturers were down year over year with Holden down 2,654 units or 38.2% for the month. Vehicles sourced out of Japan, Thailand and Korea now account for more sales than locally manufactured vehicles. Vehicle sales out of China March year to date account for just 2,121 units, down 1,165 units or 35.5% on the same time last year. Chinese sourced vehicles account for just 0.8% of all Australian vehicle sales March year to date. It is fair to say that the penetration into the

Australian Automotive Industry by the Chinese importers has been disappointing to date.

- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of March and year to date. Toyota achieved total March vehicle sales volume of 18,653 units for a market share of 19.2%, ahead of Mazda 9,112 units, Nissan 8,408 units, Hyundai 8,402, Holden 8,283 units (lowest March since 1991) and Ford 6,434 units (lowest March since VFACTS).
- Mazda 3 remained the top selling vehicle for the month with March sales of 3,786 units, ahead of Corolla and HiLux. On a year to date basis, Mazda 3 remains the top selling vehicle in the market place, units head of Corolla and HiLux third. Sitting in eleventh place for the month was the reintroduced Nissan Pulsar, while Commodore was not in the top ten for the month.

For the month of March, and year to date, four of the top ten selling vehicles are Light Commercial units.

Top 10 Selling Vehicles

	March Month		March Year To Date	
	Model	Volume	Model	Volume
1	Mazda 3	3786	Mazda 3	10509
2	Corolla	3512	Corolla	9630
3	HiLux	3127	HiLux	9193
4	i30	2335	Navara	7618
5	Navara	2499	i30	6656
6	Cruze	2335	Cruze	5702
7	Triton	1992	Triton	5499
8	Camry	1916	Focus	5187
9	CX-5	1830	Commodore	4995
10	Ranger	1685	Ranger	4873

March 2013 Total Vehicle Industry

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	51161	48664	-2497	-4.9	50.0	139735	133959	-5776	-4.1	49.0
SUV	27363	29148	1785	6.5	29.9	72934	82605	9671	13.3	30.3
Lt Com'l	16543	16960	417	2.5	17.4	40904	49642	8738	21.4	18.2
Hvy Trk	2549	2628	79	3.1	2.7	6549	6842	293	4.5	2.5
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Vehicle Segmentation

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	13135	12187	-948	-7.2	25.0	33703	34722	1019	3.0	25.8
Small	22382	22911	529	2.4	47.1	61472	62034	562	0.9	46.3
Medium	7293	6201	-1092	-15.0	12.7	20852	16052	-4800	-23.0	12.0
Large	5579	3782	-1797	-32.2	7.8	15555	11228	-4327	-27.8	8.4
Up Large	222	323	101	45.5	0.7	573	1022	449	78.4	0.8
PM	940	729	-211	-22.4	1.5	2783	1999	-784	-28.2	1.5
Sports	1610	2531	921	57.2	5.2	4797	6902	2105	43.9	5.2
Pass.	51161	48664	-2497	-4.9	100.0	139735	133959	-5776	-4.1	100.0
Small	5336	7541	2205	41.3	25.8	14635	18870	4235	28.9	22.8
Medium	9731	10015	284	2.9	34.4	25895	29235	3340	12.9	35.4
Large	10734	10229	-505	-4.7	35.1	28229	30801	2572	9.1	37.3
Upper Large	1562	1363	-199	-12.7	4.7	4175	3699	-476	-11.4	4.5
SUV	27363	29148	1785	6.5	100.0	72934	82605	9671	13.3	100.0
Bus <20 Seat	221	190	-31	-14.0	1.1	708	576	-132	-18.6	1.2
Bus >20 Seat	130	80	-50	-38.5	0.5	314	194	-120	-38.2	0.4
Van/CC <2.5T	320	282	-38	-11.9	1.7	772	744	-28	-3.6	1.5
Van/CC >2.5T	1497	1410	-87	-5.8	8.3	4218	3842	-376	-8.9	7.7
PU/CC 4X2	4019	3548	-471	-11.7	20.9	10111	10742	631	6.2	21.6
PU/CC 4X4	10356	11450	1094	10.6	67.5	24781	33544	8763	35.4	67.6
Lt Com'l	16543	16960	417	2.5	100.0	40904	49642	8738	21.4	100.0

March 2013 Sales By State

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	30207	29928	-279	-0.9	30.7	80596	83549	2953	3.7	30.6
Victoria	26177	25360	-817	-3.1	26.0	69725	72358	2633	3.8	26.5
Q'land	20718	21135	417	2.0	21.7	54289	56450	2161	4.0	20.7
Wst Aust	10644	11145	501	4.7	11.4	29331	32022	2691	9.2	11.7
Sth Aust	6037	5680	-357	-5.9	5.8	16003	17294	1291	8.1	6.3
ACT	1421	1513	92	6.5	1.6	4014	4409	395	9.8	1.6
Tasmania	1361	1564	203	14.9	1.6	3517	4276	759	21.6	1.6
NT	1051	1075	24	2.3	1.1	2647	2690	43	1.6	1.0
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Sales By Buyer Type

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	45450	49397	3947	8.7	50.8	127531	142382	14851	11.6	52.1
Business	41484	39182	-2302	-5.5	40.2	107221	109968	2747	2.6	40.3
Rental	5852	5483	-369	-6.3	5.6	12270	11545	-725	-5.9	4.2
Govt	4830	3338	-1492	-30.9	3.4	13100	9153	-3947	-30.1	3.4
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Sales By Fuel Type

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	65368	64723	-645	-1.0	66.4	177929	179649	1720	1.0	65.8
Diesel	30594	31223	629	2.1	32.1	78654	90155	11501	14.6	33.0
Hybrid	1112	990	-122	-11.0	1.0	2309	2468	159	6.9	0.9
LPG	542	464	-78	-14.4	0.5	1230	776	-454	-36.9	0.3
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Top 10 Production Locations										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	6952	4298	-2654	-38.2	4.4	18767	12033	-6734	-35.9	4.4
Ford	3099	2243	-856	-27.6	2.3	8223	7000	-1223	-14.9	2.6
Toyota	2641	2414	-227	-8.6	2.5	6795	5027	-1768	-26.0	1.8
Local	12692	8955	-3737	-29.4	9.2	33785	24060	-9725	-28.8	8.8
Japan	36911	33347	-3564	-9.7	34.2	100072	91219	-8853	-8.8	33.4
Thailand	12997	19423	6426	49.4	19.9	30496	58066	27570	90.4	21.3
Korea	12218	11931	-287	-2.3	12.2	34385	34485	100	0.3	12.6
Germany	7676	6176	-1500	-19.5	6.3	21773	17293	-4480	-20.6	6.3
England	2200	3147	947	43.0	3.2	5995	9578	3583	59.8	3.5
USA	2306	3068	762	33.0	3.1	5843	8502	2659	45.5	3.1
India	1778	1644	-134	-7.5	1.7	4163	3699	-464	-11.1	1.4
China	1171	666	-505	-43.1	0.7	3286	2121	-1165	-35.5	0.8
South Afr.	480	700	220	45.8	0.7	1110	1708	598	53.9	0.6
Other	7187	8343	1156	16.1	8.8	19214	22317	3103	16.1	8.2
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Top 30 Nameplates										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	18461	18653	192	1.0	19.2	47375	48045	670	1.4	17.6
Mazda	9345	9112	-233	-2.5	9.4	26513	26752	239	0.9	9.8
Holden	10196	8283	-1913	-18.8	8.5	28945	24777	-4168	-14.4	9.1
Nissan	8312	8408	96	1.2	8.6	19897	23868	3971	20.0	8.7
Hyundai	7806	8402	596	7.6	8.6	21731	22723	992	4.6	8.3
Ford	7457	6434	-1023	-13.7	6.6	20246	20746	500	2.5	7.6
Mitsubishi	6007	5147	-860	-14.3	5.3	15739	15605	-134	-0.9	5.7
Volks.	4485	4299	-186	-4.1	4.4	11983	12323	340	2.8	4.5
Honda	2247	3897	1650	73.4	4.0	6429	11573	5144	80.0	4.2
Subaru	4004	4219	215	5.4	4.3	10434	10429	-5	0.0	3.8
KIA	2738	2643	-95	-3.5	2.7	7004	7155	151	2.2	2.6
Mercedes	1806	2502	696	38.5	2.6	4591	6151	1560	34.0	2.3
Suzuki	2189	2253	64	2.9	2.3	5707	5823	116	2.0	2.1
Jeep	1571	1920	349	22.2	2.0	4105	5302	1197	29.2	1.9
BMW	1628	1850	222	13.6	1.9	4062	4652	590	14.5	1.7
Audi	904	1303	399	44.1	1.3	3438	4064	626	18.2	1.5
Isuzu Ute	579	827	248	42.8	0.8	1588	2288	700	44.1	0.8
L/Rover	985	670	-315	-32.0	0.7	2350	2155	-195	-8.3	0.8
Great Wall	980	570	-410	-41.8	0.6	2863	1830	-1033	-36.1	0.7
Lexus	626	618	-8	-1.3	0.6	1484	1589	105	7.1	0.6
Isuzu	604	559	-45	-7.5	0.6	1523	1543	20	1.3	0.6
Renault	335	564	229	68.4	0.6	773	1270	497	64.3	0.5
Volvo Car	412	374	-38	-9.2	0.4	1419	1244	-175	-12.3	0.5
Peugeot	473	401	-72	-15.2	0.4	1141	1218	77	6.7	0.4
Hino	334	403	69	20.7	0.4	931	999	68	7.3	0.4
Mits Fuso	351	359	8	2.3	0.4	839	911	72	8.6	0.3
Skoda	393	293	-100	-25.4	0.3	870	820	-50	-5.7	0.3
Chrysler	3	224	221	7366.7	0.2	17	642	625	3676.5	0.2
Fiat	114	199	85	74.6	0.2	338	542	204	60.4	0.2
Mini	190	158	-32	-16.8	0.2	565	508	-57	-10.1	0.2
Other	2081	1856	-225	-10.8	5.6	5222	5501	279	5.3	5.7
Total	97616	97400	-216	-0.2	100.0	260122	273048	12926	5.0	100.0

March 2013 Top 20 Passenger Nameplates										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	7820	8743	923	11.8	18.0	21584	21513	-71	-0.3	16.1
Mazda	5900	5754	-146	-2.5	11.8	18327	17210	-1117	-6.1	12.8
Hyundai	6065	6000	-65	-1.1	12.3	16736	15503	-1233	-7.4	11.6
Holden	7653	4895	-2758	-36.0	10.1	21089	13979	-7110	-33.7	10.4
Ford	4269	3089	-1180	-27.6	6.3	12124	10709	-1415	-11.7	8.0
Honda	2204	2561	357	16.2	5.3	5970	7890	1920	32.2	5.9
Volks.	2759	2321	-438	-15.9	4.8	7699	7237	-462	-6.0	5.4
Nissan	2262	2851	589	26.0	5.9	4385	6658	2273	51.8	5.0
KIA	2024	2023	-1	0.0	4.2	5239	5243	4	0.1	3.9
Mitsubishi	1775	1422	-353	-19.9	2.9	4791	4659	-132	-2.8	3.5
Suzuki	1748	1740	-8	-0.5	3.6	4445	4542	97	2.2	3.4
Mercedes	1169	1869	700	59.9	3.8	3272	4484	1212	37.0	3.3
Subaru	1395	1314	-81	-5.8	2.7	3184	2823	-361	-11.3	2.1
BMW	941	1016	75	8.0	2.1	2377	2466	89	3.7	1.8
Audi	743	650	-93	-12.5	1.3	2400	2101	-299	-12.5	1.6
Lexus	471	461	-10	-2.1	0.9	1115	1072	-43	-3.9	0.8
Peugeot	420	311	-109	-26.0	0.6	1008	955	-53	-5.3	0.7
Skoda	251	196	-55	-21.9	0.4	571	576	5	0.9	0.4
Volvo Car	124	191	67	54.0	0.4	462	484	22	4.8	0.4
Dodge	169	0	-169	-100.0	0.0	383	0	-383	-100.0	0.0
Other	999	1257	258	25.8	2.6	2574	3855	1281	49.8	2.9
Total	51161	48664	-2497	-4.9	100.0	139735	133959	-5776	-4.1	100.0

March 2013 Top 20 SUV Nameplates										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5574	5300	-274	-4.9	18.2	14421	13340	-1081	-7.5	16.1
Nissan	3421	2966	-455	-13.3	10.2	8999	9331	332	3.7	11.3
Subaru	2609	2905	296	11.3	10.0	7250	7606	356	4.9	9.2
Hyundai	1188	2003	815	68.6	6.9	3448	5990	2542	73.7	7.3
Mazda	2321	2175	-146	-6.3	7.5	5431	5941	510	9.4	7.2
Holden	1364	1833	469	34.4	6.3	4351	5631	1280	29.4	6.8
Jeep	1571	1920	349	22.2	6.6	4105	5302	1197	29.2	6.4
Mitsubishi	2470	1651	-819	-33.2	5.7	6641	5274	-1367	-20.6	6.4
Ford	1550	1159	-391	-25.2	4.0	4017	3780	-237	-5.9	4.6
Honda	43	1336	1293	3007.0	4.6	459	3685	3226	702.8	4.5
Volks	805	1075	270	33.5	3.7	2088	2708	620	29.7	3.3
BMW	687	834	147	21.4	2.9	1685	2186	501	29.7	2.6
L/Rover	968	665	-303	-31.3	2.3	2319	2137	-182	-7.8	2.6
Audi	161	653	492	305.6	2.2	1038	1963	925	89.1	2.4
KIA	680	620	-60	-8.8	2.1	1672	1912	240	14.4	2.3
Suzuki	389	479	90	23.1	1.6	1132	1181	49	4.3	1.4
Mercedes	279	252	-27	-9.7	0.9	400	801	401	100.3	1.0
Volvo Car	288	183	-105	-36.5	0.6	957	760	-197	-20.6	0.9
Lexus	155	157	2	1.3	0.5	369	517	148	40.1	0.6
Great Wall	261	211	-50	-19.2	0.7	720	493	-227	-31.5	0.6
Other	579	771	192	33.2	2.5	1432	2067	635	44.3	2.5
Total	27363	29148	1785	6.5	100.0	72934	82605	9671	13.3	100.0

March 2013 Light Commercial Nameplates										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5067	4610	-457	-9.0	27.2	11370	13192	1822	16.0	26.6
Nissan	2629	2591	-38	-1.4	15.3	6513	7879	1366	21.0	15.9
Ford	1594	2156	562	35.3	12.7	3995	6173	2178	54.5	12.4
Mits. Fuso	1762	2074	312	17.7	12.2	4307	5672	1365	31.7	11.4
Holden	1179	1555	376	31.9	9.2	3505	5167	1662	47.4	10.4
Mazda	1124	1183	59	5.2	7.0	2755	3601	846	30.7	7.3
Isuzu Ute	578	827	249	43.1	4.9	1588	2288	700	44.1	4.6
Volks.	860	843	-17	-2.0	5.0	2014	2192	178	8.8	4.4
Great Wall	719	359	-360	-50.1	2.1	2143	1337	-806	-37.6	2.7
Hyundai	553	399	-154	-27.8	2.4	1547	1230	-317	-20.5	2.5
Renault	51	107	56	109.8	0.6	136	216	80	58.8	0.4
Mercedes	76	69	-7	-9.2	0.4	214	196	-18	-8.4	0.4
Mitsubishi	96	57	-39	-40.6	0.3	203	135	-68	-33.5	0.3
Ssang.	91	34	-57	-62.6	0.2	156	127	-29	-18.6	0.3
Suzuki	52	34	-18	-34.6	0.2	130	100	-30	-23.1	0.2
Fiat	13	34	21	161.5	0.2	27	54	27	100.0	0.1
Citroen	19	13	-6	-31.6	0.1	62	39	-23	-37.1	0.1
Peugeot	7	10	3	42.9	0.1	21	26	5	23.8	0.1
L/Rover	17	5	-12	-70.6	0.0	31	18	-13	-41.9	0.0
KIA	34	0	-34	-100.0	0.0	93	0	-93	-100.0	0.0
Proton	22	0	-22	-100.0	0.0	94	0	-94	-100.0	0.0
Total	16543	16960	417	2.5	100.0	40904	49642	8738	21.4	100.0

March 2013 Heavy Truck Nameplates										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	604	559	-45	-7.5	21.3	1523	1543	20	1.3	22.6
Hino	334	403	69	20.7	15.3	931	999	68	7.3	14.6
Mits Fuso	255	302	47	18.4	11.5	636	776	140	22.0	11.3
Mercedes	283	312	29	10.2	11.9	705	670	-35	-5.0	9.8
K'worth	172	187	15	8.7	7.1	448	501	53	11.8	7.3
Iveco	147	159	12	8.2	6.1	375	355	-20	-5.3	5.2
Volvo	106	99	-7	-6.6	3.8	274	304	30	10.9	4.4
Fiat	60	51	-9	-15.0	1.9	176	250	74	42.0	3.7
W/Star	70	82	12	17.1	3.1	194	210	16	8.2	3.1
Freightl.	42	71	29	69.0	2.7	91	186	95	104.4	2.7
Volks.	61	60	-1	-1.6	2.3	182	186	4	2.2	2.7
Mack	63	72	9	14.3	2.7	170	176	6	3.5	2.6
Niss UD	72	51	-21	-29.2	1.9	166	141	-25	-15.1	2.1
Renault	30	63	33	110.0	2.4	77	129	52	67.5	1.9
Scania	57	54	-3	-5.3	2.1	122	122	0	0.0	1.8
Man	40	27	-13	-32.5	1.0	106	90	-16	-15.1	1.3
Ford	44	30	-14	-31.8	1.1	110	84	-26	-23.6	1.2
Daf	22	29	7	31.8	1.1	60	83	23	38.3	1.2
Caterpillar	22	6	-16	-72.7	0.2	62	14	-48	-77.4	0.2
Hyundai	11	0	-11	-100.0	0.0	37	0	-37	-100.0	0.0
Other	54	11	-43	-79.6	0.5	104	23	-81	-77.9	0.9
Total	2549	2628	79	3.1	100.0	6549	6842	293	4.5	100.0

AUSTRALIAN VEHICLE SALES BY STATE
March Year To Date 2013

	NSW	Vic	Qld	WA	SA	ACT	Tas	NT	Total
Alfa Romeo	94	118	48	32	14	13	1		320
Aston Martin	8	3	3	6					20
Audi	1689	1231	594	315	110	87	34	4	4064
Bentley	14	9	15	3	1				42
BMW	1459	1681	826	374	194	83	33	2	4652
Caterham		1							1
Chery	152		113	14		10		2	291
Chrysler	155	238	107	87	33	15	1	6	642
Citroen	169	38	42	29	16	2			296
Dodge	122	178	54	39	16	9	1		419
Ferrari	8	14	5	6	1				34
Fiat	136	196	79	74	38	14	4	1	542
Ford	5239	6832	4106	2405	1391	289	355	129	20746
Great Wall	590	261	540	229	56	26	51	77	1830
Holden	7317	6888	4620	2467	2382	389	503	211	24777
Honda	3390	3665	2146	1246	629	262	171	66	11575
Hyundai	7018	5058	4486	4080	1254	350	340	137	22723
Infiniti	18	14	15	1					48
Isuzu Ute	695	356	691	366	80	28	34	38	2288
Jaguar	117	65	41	28	14	3			268
Jeep	1586	1366	1097	803	271	96	65	18	5302
Kia	2211	1846	1522	848	443	160	72	53	7155
Lamborghini	1	7	3	3					14
Land Rover	749	563	410	245	116	37	21	14	2155
Lexus	684	437	248	125	47	27	13	8	1589
Lotus	7	6							13
Maserati	10	19	2	5					36
Mazda	9127	6715	5844	2427	1525	527	368	219	26752
McLaren	4		1	1	1				7
Mercedes-Benz	1921	2482	892	493	222	71	50	20	6151
MINI	135	190	87	55	27	9	4	1	508
Mitsubishi	3847	2770	4070	1814	2162	248	414	280	15605
Morgan	2	2							4
Nissan	6507	7192	5805	2638	960	271	337	158	23868
Opel	74	213	69	52	26	17	12		463
Peugeot	384	381	222	138	40	23	29	1	1218
Porsche	139	177	67	43	16	7	2	3	454
Proton	46	28	53	22	9				158
Renault	444	484	144	86	66	35	11		1270
Rolls-Royce	2	2							4
Skoda	295	208	113	92	55	40	14	3	820
Smart	2	35							37
Ssangyong	133	71	96	39	7	10	9		365
Subaru	4226	2445	1693	854	636	222	293	60	10429
Suzuki	1796	1436	1042	779	489	106	110	65	5823
Toyota	14672	11098	10689	6453	2995	539	628	971	48045
Volkswagen	4098	3711	2221	1165	520	344	198	66	12323
Volvo Car	531	403	124	122	36	21	5	2	1244
Caterpillar	6		5		2			1	14
Daf	17	36	9	9	4		7	1	83
Dennis Eagle		6	17						23
Freightliner	61	57	29	14	23	1		1	186
Hino	279	237	230	146	70	1	15	21	999
Isuzu	434	299	343	317	100	5	27	18	1543
Iveco	65	78	123	46	36	2	1	4	355
Kenworth	148	125	120	58	34	1	8	7	501
Mack	49	41	39	25	15		3	4	176
Man	9	16	29	31	2		3		90
Mitsubishi Fuso	269	154	261	145	50	7	18	7	911
Nissan UD	34	33	30	30	12		1	1	141
Scania	28	38	24	24	6			2	122
Volvo Commercial	75	71	64	58	20	2	9	5	304
Western Star	52	34	82	16	22		1	3	210
Total	83549	72358	56450	32022	17294	4409	4276	2690	273048

AUSTRALIAN VEHICLE MARKET % SHARES BY STATE
March Year To Date 2013

	NSW	Vic	Qld	WA	SA	ACT	Tas	NT	Total
Alfa Romeo	0.11	0.16	0.09	0.10	0.08	0.29	0.02		0.12
Aston Martin	0.01		0.01	0.02					0.01
Audi	2.02	1.70	1.05	0.98	0.64	1.97	0.80	0.15	1.49
Bentley	0.02	0.01	0.03	0.01	0.01				0.02
BMW	1.75	2.32	1.46	1.17	1.12	1.88	0.77	0.07	1.70
Caterham									
Chery	0.18		0.20	0.04		0.23		0.07	0.11
Chrysler	0.19	0.33	0.19	0.27	0.19	0.34	0.02	0.22	0.24
Citroen	0.20	0.05	0.07	0.09	0.09	0.05			0.11
Dodge	0.15	0.25	0.10	0.12	0.09	0.20	0.02		0.15
Ferrari	0.01	0.02	0.01	0.02	0.01				0.01
Fiat	0.16	0.27	0.14	0.23	0.22	0.32	0.09	0.04	0.20
Ford	6.27	9.44	7.27	7.51	8.04	6.55	8.30	4.80	7.60
Great Wall	0.71	0.36	0.96	0.72	0.32	0.59	1.19	2.86	0.67
Holden	8.76	9.52	8.18	7.70	13.77	8.82	11.76	7.84	9.07
Honda	4.06	5.07	3.80	3.89	3.64	5.94	4.00	2.45	4.24
Hyundai	8.40	6.99	7.95	12.74	7.25	7.94	7.95	5.09	8.32
Infiniti	0.02	0.02	0.03						0.02
Isuzu Ute	0.83	0.49	1.22	1.14	0.46	0.64	0.80	1.41	0.84
Jaguar	0.14	0.09	0.07	0.09	0.08	0.07			0.10
Jeep	1.90	1.89	1.94	2.51	1.57	2.18	1.52	0.67	1.94
Kia	2.65	2.55	2.70	2.65	2.56	3.63	1.68	1.97	2.62
Lamborghini		0.01	0.01	0.01					0.01
Land Rover	0.90	0.78	0.73	0.77	0.67	0.84	0.49	0.52	0.79
Lexus	0.82	0.60	0.44	0.39	0.27	0.61	0.30	0.30	0.58
Lotus	0.01	0.01							
Maserati	0.01	0.03		0.02					0.01
Mazda	10.92	9.28	10.35	7.58	8.82	11.95	8.61	8.14	9.80
McLaren					0.01				
Mercedes-Benz	2.30	3.43	1.58	1.54	1.28	1.61	1.17	0.74	2.25
MINI	0.16	0.26	0.15	0.17	0.16	0.20	0.09	0.04	0.19
Mitsubishi	4.60	3.83	7.21	5.66	12.50	5.62	9.68	10.41	5.72
Morgan									
Nissan	7.79	9.94	10.28	8.24	5.55	6.15	7.88	5.87	8.74
Opel	0.09	0.29	0.12	0.16	0.15	0.39	0.28		0.17
Peugeot	0.46	0.53	0.39	0.43	0.23	0.52	0.68	0.04	0.45
Porsche	0.17	0.24	0.12	0.13	0.09	0.16	0.05	0.11	0.17
Proton	0.06	0.04	0.09	0.07	0.05				0.06
Renault	0.53	0.67	0.26	0.27	0.38	0.79	0.26		0.47
Rolls-Royce									
Skoda	0.35	0.29	0.20	0.29	0.32	0.91	0.33	0.11	0.30
Smart		0.05							0.01
Ssangyong	0.16	0.10	0.17	0.12	0.04	0.23	0.21		0.13
Subaru	5.06	3.38	3.00	2.67	3.68	5.04	6.85	2.23	3.82
Suzuki	2.15	1.98	1.85	2.43	2.83	2.40	2.57	2.42	2.13
Toyota	17.56	15.34	18.94	20.15	17.32	12.22	14.69	36.10	17.60
Volkswagen	4.90	5.13	3.93	3.64	3.01	7.80	4.63	2.45	4.51
Volvo Car	0.64	0.56	0.22	0.38	0.21	0.48	0.12	0.07	0.46
Caterpillar	0.01		0.01		0.01			0.04	0.01
Daf	0.02	0.05	0.02	0.03	0.02		0.16	0.04	0.03
Dennis Eagle		0.01	0.03						0.01
Freightliner	0.07	0.08	0.05	0.04	0.13	0.02		0.04	0.07
Hino	0.33	0.33	0.41	0.46	0.40	0.02	0.35	0.78	0.37
Isuzu	0.52	0.41	0.61	0.99	0.58	0.11	0.63	0.67	0.57
Iveco	0.08	0.11	0.22	0.14	0.21	0.05	0.02	0.15	0.13
Kenworth	0.18	0.17	0.21	0.18	0.20	0.02	0.19	0.26	0.18
Mack	0.06	0.06	0.07	0.08	0.09		0.07	0.15	0.06
Man	0.01	0.02	0.05	0.10	0.01		0.07		0.03
Mitsubishi Fuso	0.32	0.21	0.46	0.45	0.29	0.16	0.42	0.26	0.33
Nissan UD	0.04	0.05	0.05	0.09	0.07		0.02	0.04	0.05
Scania	0.03	0.05	0.04	0.07	0.03			0.07	0.04
Volvo Commercial	0.09	0.10	0.11	0.18	0.12	0.05	0.21	0.19	0.11
Western Star	0.06	0.05	0.15	0.05	0.13		0.02	0.11	0.08
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00

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