

MAY 2011

VFACTS

REPORT

**Prepared by Autoteam Australia
Consulting**

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MAY 2011 VFACTS HIGHLIGHTS

May 2011, the Automotive Industry in Australia achieved total vehicle sales of 77,406 units, down 11,812 units or 13.2% on May month 2010. The decrease in year over year sales volume is the sixth consecutive month for volume loss. May 2011 month represents the 8th best May month on record and on a Seasonally Adjusted Annual Rate, the industry came in at just 907,000 units, the lowest industry SAAR since the GFC impacted month of August 2009.

The February tsunami in Japan has had a major impact on vehicle sales in May with most brands running short of stock on some model lines. Industry analysts forecast that the impact of the tsunami 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. 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. 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 lower stock availability, this represents an ideal time for dealers to increase gross on new vehicle sales as was the experience at the time of the GFC.

The introduction into Australia of several manufacturers from lower cost countries, principally China and India, has resulted in a very price competitive market place with most manufacturers having to take either price reductions or specification upgrades to remain competitive. Autoteam Australia Consulting understands that one vehicle importer, whose sales volume is down significantly year over year, is about to announce RRP reductions of up to about \$3000 over the majority of its model line up. We now see vehicles available in Australia from as low as RRP of \$10,990 drive away

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 may have historically been a used vehicle sale. Dealers must therefore constantly monitor the impact on used vehicle sales volume s and prices.

Over recent days we have seen a number of manufacturers undertake significant financial year end advertising and marketing programs. Despite the fact that some brands are light on stock, heavy marketing activity is still taking place in the vehicle industry as brands strive to achieve sales and market share targets.

With lower stock availability, this may represent an ideal time for dealers to increase gross on new vehicle sales. Autoteam would like to see a situation where dealers are again achieving acceptable gross in the new vehicle department (Autoteam benchmark for gross per vehicle retailed is \$2,800) and the department again return to an accounted profit. The offsetting factor to this of course is the need to meet manufacturer/distributor sales targets, which in many cases are unrealistic and only achievable at the expense of significant dealer gross.

Over recent weeks we have seen several dealership around the country fold through lack of profitability and cashflow. This may, in some instances, be traced back to the need to meet unrealistic manufacturer/distributor sales targets.

On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 400,084 units, down 22,362 units or 5.3% on May 2010 year to date. On a SAAR basis, the year to date industry is running at 1,002,000 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.

May vehicle sales compared to history is as follows:

	<u>May Month</u>	<u>May YTD</u>
Passenger	21 st	8 th
SUV	3 rd	2 nd
Light Commercial	8 th	4 th
Heavy Truck	6 th	9 th
Total Industry	8 th	4 th

Industry Highlights

- Among the Industry Segments, only the Heavy Truck segment achieved sales growth year over year, up 43 units or 1.8%. Most impacted were the Passenger and SUV segments, down 15.6% and 14.7% respectively. A large percentage of

vehicles sold in these two industry segments are sourced out of Japan and have therefore been impacted by the tsunami in Japan. In terms of the Light Commercial Industry, the majority of products in this industry segment are sourced out of Thailand, and while some component availability has been impacted, vehicle production to date has not.

- All segments in the Passenger Industry were down in sales for May 2011 compared to May 2010. The greatest volume loss was incurred by the Large vehicle segment, down 2,929 units or 32% for the month. This passenger segment continues to lose sales volume and share as consumers desert the segment in preference of smaller, more fuel efficient vehicles (year to date 2011 passenger share of 14.2% compares to 17% the same time last year). With rising fuel prices, Autoteam forecast that this industry segment will continue to lose sales volume and industry share into the future. Of the total segment volume loss of 2,929 units, Ford Falcon accounted for 1,927 units. The other segments to have incurred significant volume loss are the Small, down 2,399 units (Civic 517 units, Lancer 1,037 units and Corolla 1,342 units) and Medium, down 1,211 units (Mazda 6 down 477 units and Camry down 467 units). Falcon year to date sales of 7,236 units represents the lowest Falcon May year to date sales volume since VFACTS was introduced in 1991.

Within the SUV Industry, only the Luxury Segment achieved year over year volume growth, up 340 units or 16.4%. This segment now accounts for 11.9% of all SUV sales. The Medium SUV Segment was down most, 2,118 units or 28.2% on the same time last year. Among the models available in the segment, major volume loss was incurred by Territory, down 576 units or 54.5%. Sales of this model will have been impacted by low product availability through present model run out and the delayed public introduction of the new model. The other models to have incurred significant volume loss year over year are Kluger, down 456 units and Prado, down 961 units, both models impacted by low product availability as a result of the tsunami in Japan. While in absolute volume, the Large SUV segment represents small sales volume, it was down in sales 43% year over year.

Within the Light Commercial Industry, only the PU/CC 4X4 (216 units) and Truck (18 units) segments achieved year over year sales volume gains, although volume gains for both segments was low. May year to date 2011, the PU/CC

4X4 segment accounts for 57.4% of all Light Commercial vehicle sales compared to 51.3% the same time last year.

- All States and Territories incurred a year over year volume loss. New South Wales (down 7.8%) and the Northern Territory (down (5.5%)) were the only regions in the country to incur a volume loss of less than 10% for the month. Victoria incurred the biggest loss in both volume and percent, down 4,419 units or 18.4% for the month.
- By buyer type, only rental vehicle sales achieved year over year sales volume growth in May, up 580 units or 16%. Private vehicle sales, those sales where dealers achieve the highest gross, were down most for the month, 6,859 units or 15.9%.
- By fuel type, all segments were down in volume year over year. Petrol vehicle sales were down most, 9,873 units or 15.9% reflecting the loss of sales volume in the Passenger Industry where the majority of vehicles are still petrol powered. LPG vehicle sales were down 67.5% for May and reflects the reduced availability of LPG powered vehicles from the local manufacturers.
- Locally manufactured vehicle industry share for May accounted for just 18%. The year over year increase in local share of the total vehicle industry is a reflection of the Holden Cruze now being locally manufactured. May year to date locally manufactured vehicles account for only 12.1% 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.
- Toyota maintained SUV and Light Commercial market leadership for May, while Holden maintained Passenger market leadership, however, Holden achieved total vehicle market sales leadership in May with sales of 11,115 units, 71 units ahead of Toyota with sales of 11,044 units. This is the first month since March 2005 that Toyota has not achieved total vehicle sales leadership. Toyota's sales volume for May 2011 represents the lowest monthly sales volume for the brand since January 2002 and the market share of 14.3% is the lowest for the brand since January 1997. The tsunami has had a major impact on the Toyota sales volume.

Hyundai (7,444 units) was third for the month, ahead of Ford (6,830 units) and Mazda (5,941 units). May 2011 year to date the top five remain the same with Toyota as market leaders ahead of Holden, Ford (back into third place), Mazda and Hyundai.

- Holden Commodore was the top selling vehicle for the month of May with sales of 3,504 units, ahead of HiLux (3,162 units), Cruze (2,914 units), Mazda 3 (2,797 units) and i30 (2,479 units).

Top 10 Selling Vehicles

	<u>May Month</u>		<u>May Year To Date</u>	
	<u>Model</u>	<u>Volume</u>	<u>Model</u>	<u>Volume</u>
1	Commodore	3504	Commodore	17223
2	HiLux	3162	Mazda 3	17000
3	Cruze	2914	HiLux	15462
4	Mazda 3	2797	Corolla	13624
5	i30	2479	Cruze	12942
6	Navara	1983	i30	11715
7	Golf	1864	Navara	9996
8	Getz	1730	Getz	8533
9	Ranger	1520	Lancer	7779
10	Camry	1499	Triton	7734

May 2011 Total Vehicle Industry										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	50450	42582	-7868	-15.6	55.0	242732	223369	-19363	-8.0	55.9
SUV	20065	17121	-2944	-14.7	22.1	94748	93189	-1559	-1.6	23.3
Lt Com'l	16283	15240	-1043	-6.4	19.7	73822	73354	-468	-0.6	18.3
Hvy Trk	2420	2463	43	1.8	3.2	11144	10172	-972	-8.7	2.5
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Vehicle Segmentation										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	11131	10201	-930	-8.4	24.0	55996	55231	-765	-1.4	24.7
Small	20393	17994	-2399	-11.8	42.3	98611	95498	-3113	-3.2	42.8
Medium	7049	5838	-1211	-17.2	13.7	32962	29285	-3677	-11.2	13.1
Large	9144	6215	-2929	-32.0	14.6	41238	31772	-9466	-23.0	14.2
Up Large	286	275	-11	-3.8	0.6	1326	1329	3	0.2	0.6
PM	959	892	-67	-7.0	2.1	5158	4529	-629	-12.2	2.0
Sports	1488	1167	-321	-21.6	2.7	7441	5725	-1716	-23.1	2.6
Pass.	50450	42582	-7868	-15.6	100.0	242732	223369	-19363	-8.0	100.0
Compact	9381	8692	-689	-7.3	50.8	44672	46833	2161	4.8	50.3
Medium	7498	5380	-2118	-28.2	31.4	35383	30216	-5167	-14.6	32.4
Large	1110	633	-477	-43.0	3.7	5104	5045	-59	-1.2	5.4
Luxury	2076	2416	340	16.4	14.1	9589	11095	1506	15.7	11.9
SUV	20065	17121	-2944	-14.7	100.0	94748	93189	-1559	-1.6	100.0
Light Bus	180	173	-7	-3.9	1.2	938	1047	109	11.6	1.4
Van	2050	1772	-278	-13.6	11.6	9880	8292	-1588	-16.1	11.3
4X2	5426	4434	-992	-18.3	29.1	24712	21486	-3226	-13.1	29.3
4X4	8547	8763	216	2.5	57.5	37903	42079	4176	11.0	57.4
Light Trk	80	98	18	22.5	0.6	389	450	61	15.7	0.6
Lt Com'l	16283	15240	-1043	-6.4	100.0	73822	73354	-468	-0.6	100.0

May 2011 Sales By State										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	26531	24470	-2061	-7.8	31.6	127758	125398	-2360	-1.8	31.3
Victoria	23994	19575	-4419	-18.4	25.3	114704	106687	-8017	-7.0	26.7
Q'land	18370	16519	-1851	-10.1	21.3	86173	82900	-3273	-3.8	20.7
Wst Aust	10604	8703	-1901	-17.9	11.2	48140	43497	-4643	-9.6	10.9
Sth Aust	5798	4782	-1016	-17.5	6.2	27085	24529	-2556	-9.4	6.1
Tasmania	1527	1268	-259	-17.0	1.6	7605	6494	-1111	-14.6	1.6
ACT	1397	1147	-250	-17.9	1.5	6616	6328	-288	-4.4	1.6
NT	997	942	-55	-5.5	1.2	4365	4251	-114	-2.6	1.1
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Sales By Buyer Type										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	43021	36162	-6859	-15.9	46.8	200609	194999	-5610	-2.8	48.8
Business	37050	32066	-4984	-13.5	41.4	176960	163809	-13151	-7.4	40.9
Gov't	5529	4980	-549	-9.9	6.4	26491	24035	-2456	-9.3	6.0
Rental	3618	4198	580	16.0	5.4	18386	17241	-1145	-6.2	4.3
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Sales By Fuel Type										
	May Month									
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	62036	52163	-9873	-15.9	67.4	300107	279212	-20895	-7.0	69.8
Diesel	25470	24390	-1080	-4.2	31.5	114907	116356	1449	1.3	29.1
Hybrid	851	573	-278	-32.7	0.7	3548	3167	-381	-10.7	0.8
LPG	861	280	-581	-67.5	0.4	3884	1349	-2535	-65.3	0.3
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Top 10 Production Locations										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	5057	6340	1283	25.4	8.2	23973	24269	296	1.2	6.1
Ford	5179	2331	-2848	-55.0	3.0	21873	13288	-8585	-39.2	3.3
Toyota	2956	2147	-809	-27.4	2.8	13910	10770	-3140	-22.6	2.7
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	13192	10818	-2374	-18.0	14.0	59757	48327	-11430	-19.1	12.1
Japan	30528	20667	-9861	-32.3	26.7	148862	132945	-15917	-10.7	33.2
Thailand	14684	13095	-1589	-10.8	16.9	64866	67776	2910	4.5	16.9
Korea	13545	13191	-354	-2.6	17.0	69362	63657	-5705	-8.2	15.9
Germany	6823	6097	-726	-10.6	7.9	31582	28108	-3474	-11.0	7.0
England	1367	1609	242	17.7	2.1	5780	7712	1932	33.4	1.9
South Afr.	1446	1496	50	3.5	1.9	6599	7034	435	6.6	1.8
USA	1209	1505	296	24.5	1.9	5646	6746	1100	19.5	1.7
India	245	1265	1020	416.3	1.6	1381	4555	3174	229.8	1.1
China	581	943	362	62.3	1.2	2397	3692	1295	54.0	0.9
Other	5598	6720	1122	20.0	8.8	26214	29532	3318	12.7	7.5
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Top 20 Nameplates

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	17832	11044	-6788	-38.1	14.3	86213	72614	-13599	-15.8	18.1
Holden	11381	11115	-266	-2.3	14.4	54821	49743	-5078	-9.3	12.4
Ford	9022	6830	-2192	-24.3	8.8	39184	36008	-3176	-8.1	9.0
Mazda	6928	5941	-987	-14.2	7.7	34847	35170	323	0.9	8.8
Hyundai	6378	7444	1066	16.7	9.6	34316	34444	128	0.4	8.6
Nissan	5814	5093	-721	-12.4	6.6	25772	27599	1827	7.1	6.9
Mitsubishi	5742	4691	-1051	-18.3	6.1	25169	25283	114	0.5	6.3
Subaru	3610	2454	-1156	-32.0	3.2	17043	15642	-1401	-8.2	3.9
Volks.	3332	3625	293	8.8	4.7	14547	15415	868	6.0	3.9
Honda	3508	2300	-1208	-34.4	3.0	16832	12191	-4641	-27.6	3.0
Suzuki	2260	2184	-76	-3.4	2.8	9985	10165	180	1.8	2.5
KIA	2034	2353	319	15.7	3.0	9610	10103	493	5.1	2.5
Mercedes	2004	1853	-151	-7.5	2.4	8556	7856	-700	-8.2	2.0
BMW	1501	1348	-153	-10.2	1.7	7134	6677	-457	-6.4	1.7
Audi	1109	1239	130	11.7	1.6	5883	6629	746	12.7	1.7
Great Wall	581	743	162	27.9	1.0	2397	3108	711	29.7	0.8
Jeep	563	689	126	22.4	0.9	2557	2804	247	9.7	0.7
Isuzu Ute	361	624	263	72.9	0.8	1827	2588	761	41.7	0.6
Lexus	484	366	-118	-24.4	0.5	2621	2373	-248	-9.5	0.6
Land	433	502	69	15.9	0.6	1961	2367	406	20.7	
Rover										0.6
Isuzu	629	590	-39	-6.2	0.8	3002	2358	-644	-21.5	0.6
Peugeot	524	481	-43	-8.2	0.6	2312	2272	-40	-1.7	0.6
Volvo Car	407	469	62	15.2	0.6	1963	2144	181	9.2	0.5
Hino	323	281	-42	-13.0	0.4	1700	1394	-306	-18.0	0.3
Mits Fuso	303	323	20	6.6	0.4	1546	1314	-232	-15.0	0.3
Renault	91	316	225	247.3	0.4	756	1100	344	45.5	0.3
Dodge	134	123	-11	-8.2	0.2	586	829	243	41.5	0.2
Mini	176	170	-6	-3.4	0.2	1018	790	-228	-22.4	0.2
Proton	110	145	35	31.8	0.2	862	642	-220	-25.5	0.2
Kenworth	183	119	-64	-35.0	0.2	675	591	-84	-12.4	0.1
Other	1461	1951	490	33.5	6.3	6751	7871	1120	16.6	5.4
Total	89218	77406	-11812	-13.2	100.0	422446	400084	-22362	-5.3	100.0

May 2011 Top 20 Passenger Nameplates

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	7659	7578	-81	-1.1	17.8	37116	35886	-1230	-3.3	16.1
Toyota	8119	4497	-3622	-44.6	10.6	39991	32078	-7913	-19.8	14.4
Mazda	5001	4311	-690	-13.8	10.1	25546	26304	758	3.0	11.8
Hyundai	4783	5529	746	15.6	13.0	25619	25628	9	0.0	11.5
Ford	5299	3879	-1420	-26.8	9.1	24055	20907	-3148	-13.1	9.4
Volks.	2365	2878	513	21.7	6.8	9578	10896	1318	13.8	4.9
Honda	2920	1935	-985	-33.7	4.5	13986	9984	-4002	-28.6	4.5
Suzuki	1799	1845	46	2.6	4.3	7934	8412	478	6.0	3.8
Mitsubishi	2505	1405	-1100	-43.9	3.3	10777	8245	-2532	-23.5	3.7
Subaru	2012	989	-1023	-50.8	2.3	8281	7614	-667	-8.1	3.4
KIA	1551	1784	233	15.0	4.2	7346	7613	267	3.6	3.4
Nissan	1292	980	-312	-24.1	2.3	7587	5780	-1807	-23.8	2.6
Mercedes	1287	1136	-151	-11.7	2.7	5878	5130	-748	-12.7	2.3
Audi	781	796	15	1.9	1.9	4225	4603	378	8.9	2.1
BMW	1085	816	-269	-24.8	1.9	4959	3976	-983	-19.8	1.8
Peugeot	476	424	-52	-10.9	1.0	2042	1977	-65	-3.2	0.9
Lexus	294	246	-48	-16.3	0.6	1542	1679	137	8.9	0.8
Volvo Car	120	176	56	46.7	0.4	695	821	126	18.1	0.4
Mini	176	170	-6	-3.4	0.4	1018	790	-228	-22.4	0.4
Proton	86	98	12	14.0	0.2	702	479	-223	-31.8	0.2
Other	840	1110	270	32.1	2.6	3855	4567	712	18.5	1.6
Total	50450	42582	-7868	-15.6	100.0	242732	223369	-19363	-8.0	100.0

May 2011 Top 20 SUV Nameplates

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4618	2264	-2354	-51.0	13.2	21792	18962	-2830	-13.0	20.3
Nissan	2372	2049	-323	-13.6	12.0	8702	11135	2433	28.0	11.9
Mitsubishi	1556	1814	258	16.6	10.6	7348	8955	1607	21.9	9.6
Subaru	1598	1465	-133	-8.3	8.6	8762	8028	-734	-8.4	8.6
Hyundai	1158	1340	182	15.7	7.8	5935	6256	321	5.4	6.7
Holden	1411	1606	195	13.8	9.4	6697	5223	-1474	-22.0	5.6
Ford	1243	657	-586	-47.1	3.8	5569	4875	-694	-12.5	5.2
Mazda	1052	818	-234	-22.2	4.8	5801	4790	-1011	-17.4	5.1
Jeep	563	689	126	22.4	4.0	2557	2804	247	9.7	3.0
BMW	416	532	116	27.9	3.1	2175	2701	526	24.2	2.9
Volks	622	266	-356	-57.2	1.6	3177	2482	-695	-21.9	2.7
L/Rover	409	494	85	20.8	2.9	1866	2312	446	23.9	2.5
KIA	437	526	89	20.4	3.1	2031	2286	255	12.6	2.5
Honda	588	365	-223	-37.9	2.1	2846	2207	-639	-22.5	2.4
Audi	328	443	115	35.1	2.6	1658	2026	368	22.2	2.2
Suzuki	431	305	-126	-29.2	1.8	1953	1632	-321	-16.4	1.8
Volvo Car	287	293	6	2.1	1.7	1268	1323	55	4.3	1.4
Great Wall	321	309	-12	-3.7	1.8	1263	1319	56	4.4	1.4
Mercedes	351	311	-40	-11.4	1.8	1155	1251	96	8.3	1.3
Lexus	190	120	-70	-36.8	0.7	1079	694	-385	-35.7	0.7
Other	114	455	341	299.1	2.6	1114	1928	814	73.1	2.2
Total	20065	17121	-2944	-14.7	100.0	94748	93189	-1559	-1.6	100.0

May 2011 Light Commercial Nameplates

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	5066	4254	-812	-16.0	27.9	24271	21416	-2855	-11.8	29.2
Nissan	2150	2064	-86	-4.0	13.5	9483	10684	1201	12.7	14.6
Ford	2480	2294	-186	-7.5	15.1	9560	10226	666	7.0	13.9
Holden	2311	1931	-380	-16.4	12.7	11008	8634	-2374	-21.6	11.8
Mitsubishi	1681	1472	-209	-12.4	9.7	7044	8083	1039	14.8	11.0
Mazda	875	812	-63	-7.2	5.3	3500	4076	576	16.5	5.6
Isuzu Ute	361	624	263	72.9	4.1	1827	2588	761	41.7	3.5
Hyundai	437	575	138	31.6	3.8	2762	2560	-202	-7.3	3.5
Volks.	301	426	125	41.5	2.8	1561	1802	241	15.4	2.5
Great Wall	260	434	174	66.9	2.8	1134	1789	655	57.8	2.4
Mercedes	110	82	-28	-25.5	0.5	447	356	-91	-20.4	0.5
Ssang.	51	40	-11	-21.6	0.3	252	228	-24	-9.5	0.3
KIA	46	43	-3	-6.5	0.3	233	204	-29	-12.4	0.3
Renault	13	45	32	246.2	0.3	69	165	96	139.1	0.2
Proton	24	47	23	95.8	0.3	160	163	3	1.9	0.2
Suzuki	30	34	4	13.3	0.2	98	121	23	23.5	0.2
Citroen	41	21	-20	-48.8	0.1	158	96	-62	-39.2	0.1
Peugeot	10	20	10	100.0	0.1	74	60	-14	-18.9	0.1
L/Rover	24	8	-16	-66.7	0.1	95	55	-40	-42.1	0.1
Fiat	12	14	2	16.7	0.1	86	48	-38	-44.2	0.1
Total	16283	15240	-1043	-6.4	100.0	73822	73354	-468	-0.6	100.0

May 2011 Heavy Truck Nameplates

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	629	590	-39	-6.2	24.0	3002	2358	-644	-21.5	23.2
Hino	323	281	-42	-13.0	11.4	1700	1394	-306	-18.0	13.7
Mits Fuso	303	323	20	6.6	13.1	1546	1314	-232	-15.0	12.9
Mercedes	256	324	68	26.6	13.2	1076	1119	43	4.0	11.0
Iveco	119	133	14	11.8	5.4	525	600	75	14.3	5.9
K'worth	183	119	-64	-35.0	4.8	675	591	-84	-12.4	5.8
W/Star	71	87	16	22.5	3.5	277	362	85	30.7	3.6
Fiat	73	80	7	9.6	3.2	344	345	1	0.3	3.4
Niss UD	74	113	39	52.7	4.6	301	345	44	14.6	3.4
Volvo	93	81	-12	-12.9	3.3	368	345	-23	-6.3	3.4
Mack	66	57	-9	-13.6	2.3	233	288	55	23.6	2.8
Freightl.	60	88	28	46.7	3.6	279	274	-5	-1.8	2.7
Volks.	44	55	11	25.0	2.2	231	235	4	1.7	2.3
Toyota	29	29	0	0.0	1.2	159	158	-1	-0.6	1.6
Scania	33	27	-6	-18.2	1.1	144	136	-8	-5.6	1.3
Man	25	27	2	8.0	1.1	122	101	-21	-17.2	1.0
Hyundai	0	9	9	N/A	0.4	0	57	57	N/A	0.6
Daf	18	12	-6	-33.3	0.5	71	53	-18	-25.4	0.5
Caterpillar	0	6	6	N/A	0.2	0	28	28	N/A	0.3
I'national	10	7	-3	-30.0	0.3	43	26	-17	-39.5	0.3
Other	11	15	4	36.4	0.6	48	43	-5	-10.4	1.7
Total	2420	2463	43	1.8	100.0	11144	10172	-972	-8.7	100.0



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