MAY 2013 VFACTS REPORT

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MAY 2013 VFACTS HIGHLIGHTS

May 2013, the Automotive Industry in Australia achieved total vehicle sales of 96,788 units, up 719 units or 0.7% on May month 2012. May 2013 represents the best May month on record, and, on a Seasonally Adjusted Annual Rate, the industry for May 2013 came in at 1,147,000 units.

The Total Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 21 months, and on a rolling twelve month basis, the industry has recorded total vehicle sales of 1,131,697 units. The Total Vehicle Industry will achieve a new financial year volume record for financial year 2012/2013.

Total industry volume growth was again on the back of the growth in the SUV Industry which was up 2,289 units or 8.5% for the month and is running at a year to date SAAR of 345,000 units. Heavy Trucks were also up for the month (306 units) while both the Passenger (down 1,674 units) and Light Commercial (down 202 units) industries incurred year over year volume losses. Greatest percent growth was achieved by the Heavy Truck Industry, up 11.9% for the month.

Autoteam Australia Consulting full year total industry volume forecast for 2013 has been held at 1,100,000 units, down marginally on the record of 1,112,032 units achieved for 2012.

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 June as all brands gear up for sharp deals and incremental volume in the lead up to the end of the financial year. June month in six of the last eight years has achieved sales of in excess of 100,000 units, which it will also achieve in 2013.

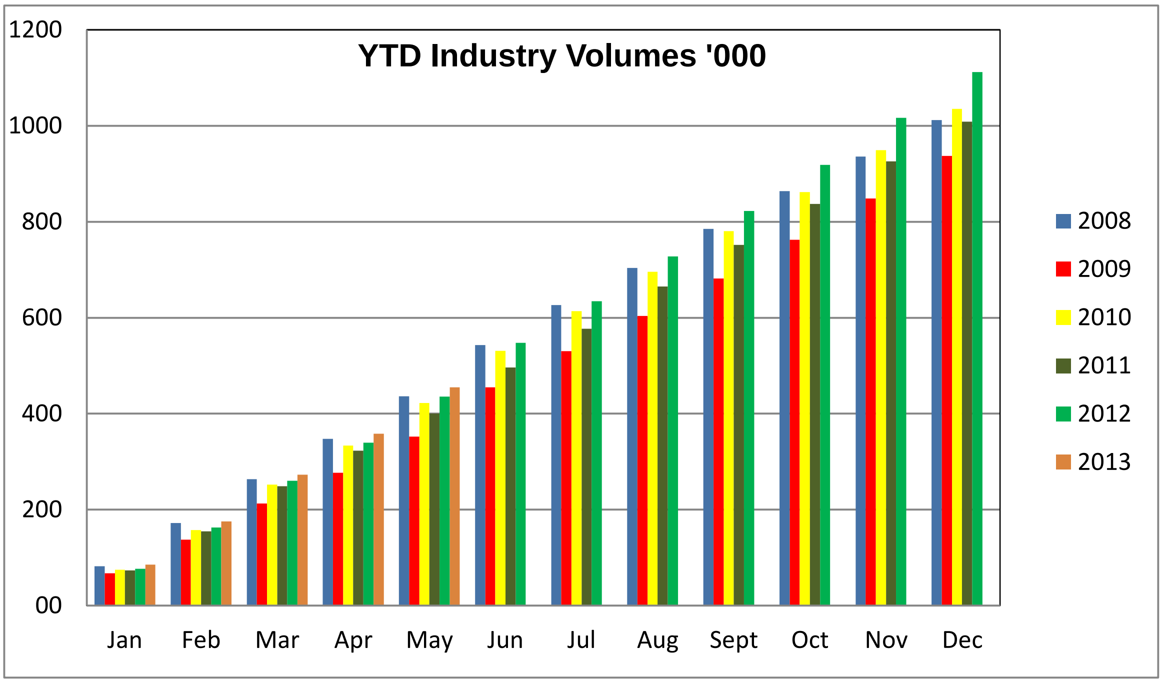
The recent press release that Ford will be discontinuing local production has placed some uncertainty in the market place for the Ford brand. Presently the Ford network in Australia has far too many dealers (as do several other brands) and dealer rationalisation is required to lift Ford dealer profitability and long term representation. The throughput per annum per average Ford dealer is about half of several other brands and this is in line with lower dealer profitability.

Continued record low interest rate has also assisted sales volume as has the aggressive pricing in the market place. Several manufacturers have either reduced vehicle prices or added contend at no cost. Offsetting this however is the weakening of the labour market and also the deterioration in the Australian Dollar, which will place some price pressure in the market. This will also impact on fuel prices in the immediate future.

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.

May year to date, the Total Vehicle Industry has achieved vehicle sales of 454,953 units, up 19,665 units or 4.5% on the same time last year. May year to date 2013 represents the best May year to date on record, with the Total Vehicle Industry running at a SAAR of 1,140,000 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.



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 segments will continue to achieve volume and share growth as demonstrated with recent sales results. Over recent years we have seen the demise of the "traditional station wagon" with consumers moving to SUV vehicles.

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.

May vehicle sales compared to history is as follows:

Record Vehicle Industry

	May Month	May YTD
Passenger	12th	9th
SUV	1st	1st
Light Commercial	2nd	1st
Heavy Truck	3rd	3rd
Total Industry	1st	1st

Industry Highlights

- Among the top 10 brands in the market place for May, only Hyundai, Mitsubishi, Volkswagen and Honda achieved year over year volume growth for the month of May. Mitsubishi had its best May sales month on record with sales of 7,011 units, up 1,857 units (Mirage 790 units, Outlander 1,652 units and Triton 2,606 units) and was in sixth place in the vehicle market for the month. Holden maintained second place with sales of 8,293 units, just ahead of Mazda 8,135 units and Hyundai 8,027 units. Nissan achieved sales of only 5,928 units, down 1,038 units as it recovers from the pull forward and strong sales volumes achieved leading up to the end of the Japanese financial year in March. May year to date, Honda, Renault, Chrysler and Fiat have all achieved volume growth of in excess of 50%. In the majority of these instances new model introductions have driven the growth in vehicle sales volume.
- The SUV and Heavy Truck Industry Segments both achieved year over year volume growth for May. The SUV Industry was up 2,289 units or 8.5% while the Heavy Truck Industry was up 306 units or 11.9%. The Passenger Segment May year to date accounts for 49.2% (lowest achieved) of the Total Industry, compared to 52.5% twelve months back.
- Among the Passenger Industry, the Small, Upper Large and Sports Segments all achieved year over year volume gains. Growth in the Small segment was driven by the new model Pulsar, which achieved sales volume of 1,416 units with the Upper Large Segment growth was driven by Chrysler 300 (up 257 units) and Sports Segment growth driven by Toyota 86 (up 582 units). All three of the above models are new to the vehicle market over the last twelve months. The Large Segment incurred greatest volume loss at 1,600 units (Commodore down 874 units, Falcon down 301 units and Aurion down 375 units).
- The Small (up 1,027 units) and Medium (up 1,935 units) Segments of the SUV Industry both achieved volume growth for the month. Growth in the Small Segment was driven by ix35 (up 849 units) and for the Medium Segment CR-V (up 1,128 units) and Outlander (up 1,093 units).
- The PU/CC 4X4 Segment of the Light Commercial Industry was up 554 units for the month of May. This segment now accounts for 67.1% of all Light Commercial vehicle sales year to date. Volume growth for the segment was led by Colorado (917 units) and Triton (740 units), while both HiLux and Navara, the segment leaders, were down in volume 802 units and 864 units respectively.

- Among the states and territories for the month, Victoria, South Australia, ACT and Tasmania (up 26.1%) all achieved year over year volume growth. The growth in Tasmania is principally associated with rental vehicle sales which are seasonal. May year to date, all states and territories have achieved volume growth over the same time last year.
- By buyer type for the month, both the Rental and Government Segments incurred year over year sales volume loss, down 1,623 units and 1,614 units respectively. May year to date both Rental and Government sales are down (9.9% and 27.7% respectively), while Private vehicle sales are up 9.9% and account for 51.6% 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 0.2% and 29.6% respectively. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) May year to date are up 15,400 units or 11.3%.
- Locally manufactured vehicle industry share for May accounted for just 9.1% of the total industry volume and was down 3,215 units or 28.6% for the month. All local manufacturers were down year over year, with Holden down 2,372 units or 37.7% for the month as it runs down the old model Commodore. Holden has increased discounts in the run out of the old model and reduced the recommended retail prices on the new model Commodore in an attempt to lift Commodore sales volumes. Vehicle sales out of China May year to date account for just 3,565 units, down 1,969 units on the same time last year.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for the month of May and year to date. Toyota achieved total May vehicle sales volume of 19,003 units for a market share of 19.6%, ahead of Holden 8,293 units, Mazda 8,135 units, Hyundai 8,027, Ford 7,243 units and Mitsubishi 7,011 units. Nisan, with May sales volume of 5,928 units was in seventh place for the month.
- HiLux was the top selling vehicle for the month of May with sales volume of 3,665 units, ahead of Corolla (3,640 units) and Mazda 3 (3,054 units). On a year to date basis, Corolla is the top selling vehicle in the market place. This represents the first time Corolla has been the year to date industry leader (apart from January). The new model Corolla has been a sales success in the market for Toyota and the battle for top selling vehicle in 2013 will be fought out between Corolla and Mazda 3.

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

Top 10 Selling Vehicles

	May Month		May Year To Date	
	Model	Volume	Model	Volume
1	Hilux	3665	Corolla	16774
2	Corolla	3640	Mazda 3	16405
3	Mazda 3	3054	HiLux	15790
4	Triton	2606	i30	11318
5	i30	2512	Navara	11082
6	Camry	1934	Cruze	10125
7	CX-5	1773	Triton	9598
8	ix35	1770	Focus	8393
9	Ranger	1702	Ranger	8258
10	Commodore	1652	Commodore	8157

May 2013 Total Vehicle Industry

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Pass	48448	46774	-1674	-3.5	48.3	228679	223577	-5102	-2.2	49.2
SUV	26863	29152	2289	8.5	30.1	121638	136141	14503	11.9	29.9
Lt Com'l	18185	17983	-202	-1.1	18.6	73557	82874	9317	12.7	18.2
Hvy Trk	2573	2879	306	11.9	3.0	11414	12361	947	8.3	2.7
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Vehicle Segmentation

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Light	11153	10943	-210	-1.9	23.3	55034	56176	1142	2.1	25.1
Small	21596	21927	331	1.5	46.9	100334	104679	4345	4.3	46.8
Medium	7259	6628	-631	-8.7	14.2	34134	28089	-6045	-17.7	12.6
Large	5462	3862	-1600	-29.3	8.3	25472	18463	-7009	-27.5	8.3
Up Large	124	332	208	167.7	0.7	889	1612	723	81.3	0.7
PM	1028	812	-216	-21.0	1.7	4651	3421	-1230	-26.4	1.5
Sports	1826	2270	444	24.3	4.9	8165	11137	2972	36.4	5.0
Pass.	48448	46774	-1674	-3.5	100.0	228679	223577	-5102	-2.2	100.0
Small	5239	6266	1027	19.6	21.4	24417	29380	4963	20.3	21.6
Medium	9426	11361	1935	20.5	39.0	42865	49496	6631	15.5	36.4
Large	10899	10367	-532	-4.9	35.6	47816	51228	3412	7.1	37.6
Upper Large	1299	1158	-141	-10.9	4.0	6540	6037	-503	-7.7	4.4
SUV	26863	29152	2289	8.5	100.0	121638	136141	14503	11.9	100.0
Bus <20	268	207	-61	-22.8	1.2	1198	961	-237	-19.8	1.2
Bus >20	76	46	-30	-39.5	0.3	476	290	-186	-39.1	0.3
V/CC <2.5T	266	348	82	30.8	1.9	1334	1370	36	2.7	1.7
V/CC >2.5T	1483	1373	-110	-7.4	7.6	7102	6496	-606	-8.5	7.8
PU/CC 4X2	4565	3928	-637	-14.0	21.8	18194	18117	-77	-0.4	21.9
PU/CC 4X4	11527	12081	554	4.8	67.2	45253	55640	10387	23.0	67.1
Lt Com'l	18185	17983	-202	-1.1	100.0	73557	82874	9317	12.7	100.0

May 2013 Sales By State

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
NSW	29811	29707	-104	-0.3	30.7	134841	139161	4320	3.2	30.6
Victoria	24600	26226	1626	6.6	27.1	115110	121597	6487	5.6	26.7
Q'land	20933	20221	-712	-3.4	20.9	92284	94521	2237	2.4	20.8
Wst Aust	11025	10610	-415	-3.8	11.0	49295	52177	2882	5.8	11.5
Sth Aust	5689	5761	72	1.3	6.0	26438	28443	2005	7.6	6.3
ACT	1493	1534	41	2.7	1.6	6702	7264	562	8.4	1.6
Tasmania	1266	1597	331	26.1	1.6	5855	7019	1164	19.9	1.5
NT	1252	1132	-120	-9.6	1.2	4763	4771	8	0.2	1.0
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Sales By Buyer Type

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Private	47104	49578	2474	5.3	51.2	213195	234313	21118	9.9	51.6
Business	38496	39978	1482	3.8	41.3	179034	185801	6767	3.8	40.8
Rental	5300	3677	-1623	-30.6	3.8	20816	18759	-2057	-9.9	4.1
Govt	5169	3555	-1614	-31.2	3.7	22243	16080	-6163	-27.7	3.5
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Sales By Fuel Type

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Petrol	62048	62136	88	0.1	64.1	291521	296262	4741	1.6	65.1
Diesel	32264	33083	819	2.5	34.2	136826	152226	15400	11.3	33.5
Hybrid	1128	1126	-2	-0.2	1.2	4686	4629	-57	-1.2	1.0
LPG	629	443	-186	-29.6	0.5	2255	1836	-419	-18.6	0.4
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Top 10 Production Locations

	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Holden	6289	3917	-2372	-37.7	4.0	30392	19979	-10413	-34.3	4.4
Ford	2872	2308	-564	-19.6	2.4	13648	11706	-1942	-14.2	2.6
Toyota	2845	2566	-279	-9.8	2.7	11871	9679	-2192	-18.5	2.1
Local	12006	8791	-3215	-26.8	9.1	55911	41364	-14547	-26.0	9.1
Japan	35680	31286	-4394	-12.3	32.3	164922	150750	-14172	-8.6	33.1
Thailand	13103	19604	6501	49.6	20.3	53934	94264	40330	74.8	20.7
Korea	12171	11388	-783	-6.4	11.8	57768	56703	-1065	-1.8	12.5
Germany	8363	6839	-1524	-18.2	7.1	36020	29563	-6457	-17.9	6.5
England	2188	3269	1081	49.4	3.4	9660	15324	5664	58.6	3.4
USA	2228	2391	163	7.3	2.5	10195	13283	3088	30.3	2.9
India	1137	1785	648	57.0	1.8	6180	6825	645	10.4	1.5
Czech Rep	447	1708	1261	282.1	1.8	1777	6317	4540	255.5	1.4
Spain	1276	1589	313	24.5	1.6	5045	6242	1197	23.7	1.4
Other	7470	8138	668	8.9	8.3	33876	34318	442	1.3	7.5
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Top 30 Nameplates										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	20443	19003	-1440	-7.0	19.6	84386	83950	-436	-0.5	18.5
Mazda	8346	8135	-211	-2.5	8.4	42540	42720	180	0.4	9.4
Holden	9017	8293	-724	-8.0	8.6	45551	41064	-4487	-9.9	9.0
Hyundai	6886	8027	1141	16.6	8.3	35634	38065	2431	6.8	8.4
Nissan	6966	5928	-1038	-14.9	6.1	31549	34900	3351	10.6	7.7
Ford	7738	7243	-495	-6.4	7.5	34290	34817	527	1.5	7.7
Mitsubishi	5154	7011	1857	36.0	7.2	24641	28072	3431	13.9	6.2
Volks.	4739	5527	788	16.6	5.7	20520	22434	1914	9.3	4.9
Honda	3103	3625	522	16.8	3.7	12017	18368	6351	52.9	4.0
Subaru	3803	3612	-191	-5.0	3.7	17240	16594	-646	-3.7	3.6
KIA	2900	2770	-130	-4.5	2.9	12409	12139	-270	-2.2	2.7
Mercedes	2300	2373	73	3.2	2.5	8474	10313	1839	21.7	2.3
Suzuki	2450	1919	-531	-21.7	2.0	9665	9453	-212	-2.2	2.1
Jeep	1335	1320	-15	-1.1	1.4	6726	8001	1275	19.0	1.8
BMW	1462	1703	241	16.5	1.8	6877	7855	978	14.2	1.7
Audi	1246	1361	115	9.2	1.4	5585	6646	1061	19.0	1.5
Isuzu Ute	727	858	131	18.0	0.9	2754	3921	1167	42.4	0.9
L/Rover	652	717	65	10.0	0.7	3550	3534	-16	-0.5	0.8
Great Wall	1139	725	-414	-36.3	0.7	4838	3114	-1724	-35.6	0.7
Lexus	482	540	58	12.0	0.6	2592	2678	86	3.3	0.6
Isuzu	632	562	-70	-11.1	0.6	2725	2587	-138	-5.1	0.6
Renault	420	552	132	31.4	0.6	1457	2268	811	55.7	0.5
Volvo Car	530	459	-71	-13.4	0.5	2322	2007	-315	-13.6	0.4
Peugeot	337	376	39	11.6	0.4	2021	1971	-50	-2.5	0.4
Hino	357	362	5	1.4	0.4	1607	1702	95	5.9	0.4
Mits Fuso	284	378	94	33.1	0.4	1407	1612	205	14.6	0.4
Skoda	370	297	-73	-19.7	0.3	1448	1361	-87	-6.0	0.3
Chrysler	16	282	266	1662.5	0.3	38	1108	1070	2815.8	0.2
Fiat	0	329	329	N/A	0.3	430	1107	677	157.4	0.2
Mini	184	253	69	37.5	0.3	961	1013	52	5.4	0.2
Other	2051	2248	197	9.6	6.3	9034	9579	545	6.0	5.5
Total	96069	96788	719	0.7	100.0	435288	454953	19665	4.5	100.0

May 2013 Top 20 Passenger Nameplates										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	8360	8465	105	1.3	18.1	36752	37864	1112	3.0	16.9
Mazda	5152	4799	-353	-6.9	10.3	28272	27013	-1259	-4.5	12.1
Hyundai	5059	5499	440	8.7	11.8	27018	25978	-1040	-3.8	11.6
Holden	6586	4855	-1731	-26.3	10.4	33403	23595	-9808	-29.4	10.6
Ford	3955	3341	-614	-15.5	7.1	19318	17200	-2118	-11.0	7.7
Volks.	3065	3470	405	13.2	7.4	12714	13705	991	7.8	6.1
Honda	3085	2479	-606	-19.6	5.3	11519	12485	966	8.4	5.6
Nissan	873	1953	1080	123.7	4.2	6040	10088	4048	67.0	4.5
KIA	2169	1974	-195	-9.0	4.2	9258	8880	-378	-4.1	4.0
Mitsubishi	1395	1513	118	8.5	3.2	7060	8412	1352	19.2	3.8
Mercedes	1577	1731	154	9.8	3.7	5962	7402	1440	24.2	3.3
Suzuki	2001	1437	-564	-28.2	3.1	7681	7319	-362	-4.7	3.3
Subaru	1448	1007	-441	-30.5	2.2	5535	4418	-1117	-20.2	2.0
BMW	848	1007	159	18.8	2.2	4057	4262	205	5.1	1.9
Audi	784	678	-106	-13.5	1.4	3770	3366	-404	-10.7	1.5
Lexus	358	319	-39	-10.9	0.7	1882	1721	-161	-8.6	0.8
Peugeot	283	199	-84	-29.7	0.4	1744	1397	-347	-19.9	0.6
Chrysler	16	282	266	1662.5	0.6	38	1108	1070	2815.8	0.5
Skoda	259	232	-27	-10.4	0.5	953	977	24	2.5	0.4
Volvo Car	137	164	27	19.7	0.4	709	804	95	13.4	0.4
Other	1038	1370	332	32.0	2.8	4994	5583	589	11.8	2.4
Total	48448	46774	-1674	-3.5	100.0	228679	223577	-5102	-2.2	100.0

May 2013 Top 20 SUV Nameplates										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	5792	5089	-703	-12.1	17.5	25062	23127	-1935	-7.7	17.0
Nissan	3559	2384	-1175	-33.0	8.2	14768	13341	-1427	-9.7	9.8
Subaru	2355	2605	250	10.6	8.9	11705	12176	471	4.0	8.9
Hyundai	1333	2267	934	70.1	7.8	6006	10120	4114	68.5	7.4
Mazda	2137	2132	-5	-0.2	7.3	9534	9893	359	3.8	7.3
Mitsubishi	1858	2873	1015	54.6	9.9	9841	9836	-5	-0.1	7.2
Holden	1385	1724	339	24.5	5.9	6727	9145	2418	35.9	6.7
Jeep	1335	1320	-15	-1.1	4.5	6726	8001	1275	19.0	5.9
Ford	1445	1607	162	11.2	5.5	6683	6805	122	1.8	5.0
Honda	18	1146	1128	6266.7	3.9	498	5883	5385	1081.3	4.3
Volks	990	820	-170	-17.2	2.8	4045	4028	-17	-0.4	3.0
BMW	614	696	82	13.4	2.4	2820	3593	773	27.4	2.6
L/Rover	646	709	63	9.8	2.4	3509	3506	-3	-0.1	2.6
Audi	462	683	221	47.8	2.3	1815	3280	1465	80.7	2.4
KIA	725	796	71	9.8	2.7	3024	3259	235	7.8	2.4
Suzuki	404	433	29	7.2	1.5	1773	1951	178	10.0	1.4
Mercedes	340	242	-98	-28.8	0.8	876	1310	434	49.5	1.0
Volvo Car	393	295	-98	-24.9	1.0	1613	1273	-340	-21.1	0.9
Lexus	124	221	97	78.2	0.8	710	957	247	34.8	0.7
Great Wall	394	241	-153	-38.8	0.8	1415	950	-465	-32.9	0.7
Other	554	869	315	56.9	3.1	2488	3707	1219	49.0	2.8
Total	26863	29152	2289	8.5	100.0	121638	136141	14503	11.9	100.0

May 2013 Light Commercial Nameplates										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Toyota	6291	5449	-842	-13.4	30.3	22572	22959	387	1.7	27.7
Nissan	2534	1591	-943	-37.2	8.8	10741	11471	730	6.8	13.8
Ford	2315	2213	-102	-4.4	12.3	8129	10408	2279	28.0	12.6
Mits. Fuso	1901	2625	724	38.1	14.6	7740	9824	2084	26.9	11.9
Holden	1046	1714	668	63.9	9.5	5421	8324	2903	53.6	10.0
Mazda	1057	1204	147	13.9	6.7	4734	5814	1080	22.8	7.0
Volks.	619	1187	568	91.8	6.6	3444	4384	940	27.3	5.3
Isuzu Ute	727	858	131	18.0	4.8	2754	3921	1167	42.4	4.7
Great Wall	745	484	-261	-35.0	2.7	3423	2164	-1259	-36.8	2.6
Hyundai	494	261	-233	-47.2	1.5	2610	1967	-643	-24.6	2.4
Renault	70	134	64	91.4	0.7	247	443	196	79.4	0.5
Mercedes	96	90	-6	-6.3	0.5	386	359	-27	-7.0	0.4
Ssang.	133	50	-83	-62.4	0.3	356	233	-123	-34.6	0.3
Suzuki	45	49	4	8.9	0.3	211	183	-28	-13.3	0.2
Mitsubishi	45	14	-31	-68.9	0.1	310	178	-132	-42.6	0.2
Fiat	0	25	25	N/A	0.1	34	94	60	176.5	0.1
Peugeot	13	20	7	53.8	0.1	39	67	28	71.8	0.1
Citroen	18	7	-11	-61.1	0.0	103	53	-50	-48.5	0.1
L/Rover	6	8	2	33.3	0.0	41	28	-13	-31.7	0.0
KIA	6	0	-6	-100.0	0.0	127	0	-127	-100.0	0.0
Proton	24	0	-24	-100.0	0.0	135	0	-135	-100.0	0.0
Total	18185	17983	-202	-1.1	100.0	73557	82874	9317	12.7	100.0

May 2013 Heavy Truck Nameplates										
	May Month					May Year To Date				
	Year		Difference		%	Year		Difference		%
	2012	2013	Volume	%	Share	2012	2013	Volume	%	Share
Isuzu	632	562	-70	-11.1	19.5	2725	2587	-138	-5.1	20.9
Hino	357	362	5	1.4	12.6	1607	1702	95	5.9	13.8
Mits Fuso	239	364	125	52.3	12.6	1097	1434	337	30.7	11.6
Mercedes	287	310	23	8.0	10.8	1250	1242	-8	-0.6	10.0
K'worth	207	257	50	24.2	8.9	817	952	135	16.5	7.7
Iveco	124	155	31	25.0	5.4	642	648	6	0.9	5.2
Volvo	114	107	-7	-6.1	3.7	495	500	5	1.0	4.0
W/Star	90	104	14	15.6	3.6	356	407	51	14.3	3.3
Fiat	0	70	70	N/A	2.4	209	404	195	93.3	3.3
Ford	23	82	59	256.5	2.8	160	404	244	152.5	3.3
Freightl.	67	91	24	35.8	3.2	206	360	154	74.8	2.9
Mack	73	85	12	16.4	3.0	327	320	-7	-2.1	2.6
Volks.	65	50	-15	-23.1	1.7	317	317	0	0.0	2.6
Niss UD	70	66	-4	-5.7	2.3	281	256	-25	-8.9	2.1
Scania	47	85	38	80.9	3.0	201	247	46	22.9	2.0
Renault	40	59	19	47.5	2.0	126	241	115	91.3	1.9
Man	41	24	-17	-41.5	0.8	171	142	-29	-17.0	1.1
Daf	35	26	-9	-25.7	0.9	118	131	13	11.0	1.1
Caterpillar	20	8	-12	-60.0	0.3	105	26	-79	-75.2	0.2
Hyundai	4	0	-4	-100.0	0.0	47	0	-47	-100.0	0.0
Other	38	12	-26	-68.4	0.5	157	41	-116	-73.9	1.4
Total	2573	2879	306	11.9	100.0	11414	12361	947	8.3	100.0

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