AutoTeamAustralia

NOVEMBER 2010 VFACTS REPORT

Prepared by Autoteam Australia Consulting

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NOVEMBER 2010 VFACTS HIGHLIGHTS

November 2010, the Automotive Industry in Australia achieved total vehicle sales of 87,342 units, up 1,509 units or 1.8% on November month in 2009. The increase in monthly year over year sales volume represents the 13th consecutive month this has occurred. November 2010 month represents the second best November month on record, behind November 2007. On a Seasonally Adjusted Annual Rate, the November industry came in at 1,021,000 units.

Recent economic data for Australia would suggest that the Australian economy is slowing down. The recent, and probably premature interest rate increase, appears to have affected consumer spending generally but to date has not impacted on vehicle sales. Autoteam analysis suggests that the lag between interest rate rises and a slowdown in vehicle sales is approximately four to six months. On that basis, we would suggest that sales in early 2011 may be at lower levels than presently being achieved.

Consistent with previous months, vehicle industry sales volume was largely impacted by manufacturer/distributor and dealer incentives and this situation will continue for the remainder of the year. As manufacturers/distributors strive to achieve full year volume and market share targets, we will see continued advertising/marketing/discounting of vehicles through year end 2010.

Industry volume year to date has also been impacted by a large number of dealer demonstrator vehicles being reported. Again, many of these demonstrator units are dealer reported to achieve manufacturer/distributor monthly targets and incentives. The issue, as Autoteam has stated on several occasions, is that these units can only be reported once. They will eventually be sold at the expense of what may have been a new vehicle sale.

Manufacturing programs by manufacturers/distributors are heavily targeted towards dealers carrying additional vehicle stock. Bonuses are paid to dealers based on dealers carrying stock level required to achieve manufacturer/distributor sales forecasts, which in some instances are unrealistic targets. Twelve months back at the tail end of the GFC, dealers had new vehicle stock under control and the average dealer around Australia was achieving a NPBT return on sales of 2.8%. Based on the most recent data available, the average dealer is now achieving a NPBT return on sales of about 1.5%, the difference largely being accounted for by fully accounted losses in the New Car Department. Inventory control and efficiency is key to dealer profitability.

November 2010 year to date, the Australian Automotive Industry has achieved total vehicle sales of 948,987 units, up 100,367 units or 11.8% on the same time last year. November 2010 year to date, vehicle sales are the second best on record, behind November 2007. November 2010 year to date the vehicle industry is running at a SAAR of 1,036,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2010 is 1,030,000 units. This will represent the second best full year industry volume on record, behind 2007. Our forecast for 2011 full year volume is 975,000 units. The reduction in volume for 2011 represents the impact in 2010 of the Federal Government's Investment Allowance, which Autoteam calculates at between 40,000 to 50,000 units.

Among the top 20 nameplates, Ford, Honda and BMW all incurred year over year volume loss in excess of 10% for the month. Honda's total market share for November 2010 is 2.85%, Honda's lowest monthly total market share since October 2002 when it achieved just 2.37%.

By comparison Hyundai, Subaru, Volkswagen, Suzuki, KIA, Great Wall and Lexus all achieved year over year growth in excess of 10% for the month. The majority of these brands specialise in small and light vehicles, the market segments that continue to grow.

November year to date, among the top 20 nameplates, only Honda (2.2%) and Peugeot (3.6%) remain down in sales volume. Both brands continue to lose both sales volume and market share. Honda recently announced price realignment on several models within their range to be more competitive with other products in the market place. This action has to date not impacted sales volume but Autoteam forecast that in the coming months Honda will regain some lost sales volume. New and fresh product is also required to maintain any sales growth momentum achieved as a result of the price realignment.

Nameplates to have achieved November year over year growth year to date in excess of 20% are Hyundai, Volkswagen, Suzuki, KIA, Great Wall (not available full year 2009) and Jeep.

November vehicle sales compared to history is as follows:

Record Vehicle Industry

	November Month	November YTD
Passenger	6th	5th
SUV	1st	1st
Light Commercial	3rd	2nd
Heavy Truck	6th	5th
Total Industry	2nd	2nd

Industry Highlights

- The Light Commercial industry segment was the only industry segment to have incurred a year over year volume loss. The segment was down 3,426 units or 18.9% for the month of November. This volume loss was largely impacted by the Federal Government's Investment Allowance in 2009 where sales volumes were inflated from "real" levels. The SUV Industry continues to lead the industry growth, up 13.3% for November, while Passenger was up 5% and Heavy Trucks were up 6.2%. The SUV Industry continues to increase its overall share of the total vehicle industry and November year to date accounts for 22.8% of all vehicle sales, compared to 19.9% the same time last year.

- Within the Passenger Industry, the Medium, Large (predominantly locally manufactured vehicles) and Sports Segments were all down in sales volume year over year. Commodore, Falcon and Aurion combined were down 1,193 units year over year. By comparison, the Light (3,132 units or 35%) and Small (1,448 units or 7.8%) Segments both continue to achieve sales growth. Combined these two segments accounted for 64.9% of all Passenger vehicles sold for November (63.7% November year to date).

  Growth in the Light Segment was led by Barina (428 units), new model Hyundai i20 (400 units), Micra (464 units), Yaris (545 units) and Polo (460 units). Volume growth for the Small Segment was led by Cruze (447units), Mazda 3 (432 units) and Corolla(1,227 units).

  Within the SUV Industry, only the Large segment incurred a volume loss, but only 23 units. The Compact Segment led growth, up 21.5%, ahead of Luxury, up 12.7% and Medium, up 6.8%. The Compact segment achieved monthly volume growth of 1,723 units. Most models in the segment achieved year over year volume growth, with the Mitsubishi ASX, a new model, achieving sales for the month of 662 units and RAV4 up 348 units compared with November 2009.

  Within the Light Commercial Industry, only the Light Bus Segment achieved year over year volume increase, 9 units or 4.2%. Most volume loss was incurred by the 4X2 Chassis/Cab Segment, down 2,442 units or 35.6% compared to November 2009. Falcon Ute was down 671 units, Commodore Ute down 506 units and HiLux was down 639 units.

- Among States and Territories, Queensland, South Australia, ACT and the Northern Territory all incurred a year over year volume loss for November. Tasmania achieved the greatest growth for the month, up 1,036 units or 17.5% compared to November 2009. Autoteam understands that a large portion of the Tasmanian volume increase was achieved in the Rental Industry Segment, a segment where dealer profitability is at its lowest. Year to date November all states and territories are up in sales volume, with Western Australia (18.4%) and Victoria (15.4%) up the most.

- By buyer type, Private (9.6%) and Rental (58.9%) both achieved year over year sales volume growth for November. Business vehicle sales were down 4,028 units, while Government vehicle sales were down 539 units. November 2009 year to date, Private vehicle sales account for 47.1% of all vehicle sales which compares to 45.6% for the same time last year. These are the unit sales were greatest dealer and manufacturer profit should be achieved, however, because of manufacturer/distributor target pressure, gross on these sales has come down about $500 to $750 per unit over the last twelve months.
- By fuel type, petrol (3%) and hybrid (93.9%, although off a small base in November 2009) vehicle sales are up year over year. LPG sales continue to lose volume and share and for November 2010 were down 640 units or 59.9% on the same time last year. Hybrid vehicle sales are up 120.1% November year to date compared to the same time last year.
- Locally manufactured vehicle industry share for November accounted for just 13.7% of the total vehicle industry. The November 2010 industry share of 13.7% compares to November 2009 industry share of 16.6%. Locally manufactured vehicles share of the total vehicle industry will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. Vehicles in this segment remain the vehicle of preference for government and large fleet sales.
- Toyota maintained Passenger, SUV and Light Commercial market leadership for November. Toyota achieved total vehicle sales of 19,911 units for November for a market share of 22.8%, identical to the share achieved for November 2009. Holden was second (11,354 units), ahead of Ford (7,844 units), Mazda (6,474 units) and Hyundai (6,220 units).
- Toyota Corolla was the top selling vehicle for the month of November with sales of 4,536 units, ahead of Holden Commodore (3,771 units), Toyota HiLux (3,241 units) and Mazda 3 (2,980 units).

November year to date, Holden Commodore retains the position of the top selling vehicle with sales of 42,187 units, ahead of Toyota Corolla (36,677 units) and Toyota HiLux (36,369 units). Holden Commodore has been the top selling vehicle in Australia, on an annual basis, since 1996.

Top 10 Selling Vehicles

	November Month		November YTD	
	Model	Volume	Model	Volume
1	Corolla	4536	Commodore	42187
2	Commodore	3771	Corolla	36677
3	HiLux	3241	HiLux	36369
4	Mazda 3	2980	Mazda 3	35584
5	Cruze	2721	i30	27786
6	Falcon	2368	Falcon	27557
7	Yaris	2270	Cruze	26253
8	Camry	2232	Camry	21778
9	i30	1772	Lancer	21474
10	Navara	1733	Getz	19970

November 2010 Total Vehicle Industry

	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Pass	47059	49405	2346	5.0	56.6	493939	541083	47144	9.5	57.1
SUV	18360	20806	2446	13.3	23.8	168537	216730	48193	28.6	22.8
Lt Com'l	18094	14668	-3426	-18.9	16.8	161048	165271	4223	2.6	17.4
Hvy Trk	2320	2463	143	6.2	2.8	25096	25903	807	3.2	2.7
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Vehicle Segmentation										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Light	8938	12070	3132	35.0	24.5	106642	125964	19322	18.1	23.3
Small	18526	19974	1448	7.8	40.4	196301	218800	22499	11.5	40.4
Medium	7291	6439	-852	-11.7	13.0	69534	74761	5227	7.5	13.8
Large	9294	7801	-1493	-16.1	15.8	92081	90580	-1501	-1.6	16.7
Up Large	283	447	164	58.0	0.9	3357	3131	-226	-6.7	0.6
PM	1044	1189	145	13.9	2.4	10057	11679	1622	16.1	2.2
Sports	1683	1485	-198	-11.8	3.0	15967	16168	201	1.3	3.0
Pass.	47059	49405	2346	5.0	100.0	493939	541083	47144	9.5	100.0
Compact	8015	9738	1723	21.5	46.8	76054	101480	25426	33.4	46.8
Medium	7223	7714	491	6.8	37.1	64447	81641	17194	26.7	37.7
Large	1108	1085	-23	-2.1	5.2	9841	11154	1313	13.3	5.1
Luxury	2014	2269	255	12.7	10.9	18195	22455	4260	23.4	10.4
SUV	18360	20806	2446	13.3	100.0	168537	216730	48193	28.6	100.0
Light Bus	214	223	9	4.2	1.6	2059	2236	177	8.6	1.4
Van	2226	1807	-419	-18.8	12.3	22253	21343	-910	-4.1	12.9
4X2	6860	4418	-2442	-35.6	30.1	59903	54886	-5017	-8.4	33.2
4X4	8704	8143	-561	-6.4	55.5	75916	85769	9853	13.0	51.9
Light Trk	90	77	-13	-14.4	0.5	917	1037	120	13.1	0.6
Lt Com'l	18094	14668	-3426	-18.9	100.0	161048	165271	4223	2.6	100.0

November 2010 Sales By State										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
NSW	26559	27422	863	3.2	31.4	261600	289275	27675	10.6	30.5
Victoria	23417	23491	74	0.3	26.9	223162	257556	34394	15.4	27.1
Q'land	17719	17025	-694	-3.9	19.5	180311	191479	11168	6.2	20.2
Wst Aust	8702	9738	1036	11.9	11.1	91374	108215	16841	18.4	11.4
Sth Aust	5698	5651	-47	-0.8	6.5	54702	60808	6106	11.2	6.4
Tasmania	1619	1902	283	17.5	2.2	15394	17189	1795	11.7	1.8
ACT	1309	1304	-5	-0.4	1.5	13763	14956	1193	8.7	1.6
NT	810	809	-1	-0.1	0.9	8314	9509	1195	14.4	1.0
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Sales By Buyer Type										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Private	36634	40162	3528	9.6	46.0	387241	447103	59862	15.5	47.1
Business	38993	34965	-4028	-10.3	40.0	372458	393118	20660	5.5	41.4
Gov't	5880	5341	-539	-9.2	6.1	55499	58750	3251	5.9	6.2
Rental	4326	6874	2548	58.9	7.9	33422	50016	16594	49.6	5.3
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Sales By Fuel Type										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Petrol	60780	62598	1818	3.0	71.7	619521	672444	52923	8.5	70.9
Diesel	23574	23519	-55	-0.2	26.9	215698	260305	44607	20.7	27.4
Hybrid	411	797	386	93.9	0.9	3891	8565	4674	120.1	0.9
LPG	1068	428	-640	-59.9	0.5	9510	7673	-1837	-19.3	0.8
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Top 10 Production Locations										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Holden	5562	4767	-795	-14.3	5.5	52915	54478	1563	3.0	5.7
Ford	5352	4141	-1211	-22.6	4.7	48784	46908	-1876	-3.8	4.9
Toyota	3318	3034	-284	-8.6	3.5	31136	32183	1047	3.4	3.4
Mitsubishi	0	0	0	N/A	0.0	9	1	-8	-88.9	0.0
Local	14232	11942	-2290	-16.1	13.7	132844	133570	726	0.5	14.0
Japan	29881	30597	716	2.4	35.0	302223	327152	24929	8.2	34.5
Korea	11515	13511	1996	17.3	15.5	112833	151425	38592	34.2	16.0
Thailand	13872	14250	378	2.7	16.3	129820	149868	20048	15.4	15.8
Germany	6221	5712	-509	-8.2	6.5	55327	71888	16561	29.9	7.6
South Afr.	1205	1435	230	19.1	1.6	19356	15127	-4229	-21.8	1.6
England	1068	1157	89	8.3	1.3	8528	13651	5123	60.1	1.4
USA	1211	1454	243	20.1	1.7	11537	13112	1575	13.7	1.4
China	375	607	232	61.9	0.7	1395	6168	4773	342.2	0.6
India	170	740	570	335.3	0.8	623	5610	4987	800.5	0.6
Other	6083	5937	-146	-2.4	6.9	74134	61416	-12718	-17.2	6.5
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Top 20 Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	19603	19911	308	1.6	22.8	180389	193778	13389	7.4	20.4
Holden	11391	11354	-37	-0.3	13.0	107795	122479	14684	13.6	12.9
Ford	8868	7844	-1024	-11.5	9.0	87397	88065	668	0.8	9.3
Mazda	6594	6474	-120	-1.8	7.4	69926	77788	7862	11.2	8.2
Hyundai	5262	6220	958	18.2	7.1	59168	74161	14993	25.3	7.8
Mitsubishi	5322	5015	-307	-5.8	5.7	50189	57327	7138	14.2	6.0
Nissan	4857	5263	406	8.4	6.0	47787	57115	9328	19.5	6.0
Subaru	3049	3378	329	10.8	3.9	33576	37285	3709	11.0	3.9
Honda	3154	2488	-666	-21.1	2.8	37925	37096	-829	-2.2	3.9
Volks.	2668	3427	759	28.4	3.9	28011	35269	7258	25.9	3.7
Suzuki	1601	1943	342	21.4	2.2	18293	22793	4500	24.6	2.4
KIA	1619	1983	364	22.5	2.3	17812	22125	4313	24.2	2.3
Mercedes	1867	1836	-31	-1.7	2.1	17054	19852	2798	16.4	2.1
BMW	1717	1368	-349	-20.3	1.6	15656	16384	728	4.6	1.7
Audi	1055	1068	13	1.2	1.2	10667	12471	1804	16.9	1.3
Isuzu	695	646	-49	-7.1	0.7	6738	6765	27	0.4	0.7
Great Wall	375	607	232	61.9	0.7	1395	6168	4773	342.2	0.6
Lexus	757	921	164	21.7	1.1	5416	5976	560	10.3	0.6
Jeep	521	529	8	1.5	0.6	3691	5567	1876	50.8	0.6
Peugeot	439	402	-37	-8.4	0.5	5284	5092	-192	-3.6	0.5
Other	4419	4665	246	5.6	5.4	44451	45431	980	2.2	5.1
Total	85833	87342	1509	1.8	100.0	848620	948987	100367	11.8	100.0

November 2010 Top 20 Passenger Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	8858	10127	1269	14.3	20.5	89787	92572	2785	3.1	17.1
Holden	7547	8122	575	7.6	16.4	72448	84573	12125	16.7	15.6
Mazda	4518	4722	204	4.5	9.6	52995	56791	3796	7.2	10.5
Hyundai	3704	4636	932	25.2	9.4	43118	55871	12753	29.6	10.3
Ford	4811	4430	-381	-7.9	9.0	50923	50401	-522	-1.0	9.3
Honda	2849	1949	-900	-31.6	3.9	33244	30575	-2669	-8.0	5.7
Volks.	1850	2418	568	30.7	4.9	19488	24647	5159	26.5	4.6
Mitsubishi	2130	1525	-605	-28.4	3.1	20956	22842	1886	9.0	4.2
Suzuki	1173	1602	429	36.6	3.2	13342	18232	4890	36.7	3.4
Subaru	1466	1674	208	14.2	3.4	16411	17033	622	3.8	3.1
KIA	1235	1441	206	16.7	2.9	14608	16917	2309	15.8	3.1
Nissan	1310	1436	126	9.6	2.9	13748	15050	1302	9.5	2.8
Mercedes	1356	1265	-91	-6.7	2.6	11478	13634	2156	18.8	2.5
BMW	1292	851	-441	-34.1	1.7	11114	10728	-386	-3.5	2.0
Audi	730	784	54	7.4	1.6	8079	9110	1031	12.8	1.7
Peugeot	386	379	-7	-1.8	0.8	4887	4527	-360	-7.4	0.8
Lexus	401	517	116	28.9	1.0	2870	3463	593	20.7	0.6
Mini	192	173	-19	-9.9	0.4	1846	2080	234	12.7	0.4
Proton	134	127	-7	-5.2	0.3	926	1472	546	59.0	0.3
Volvo	159	135	-24	-15.1	0.3	1510	1422	-88	-5.8	0.3
Other	958	1092	134	14.0	2.1	10161	9143	-1018	-10.0	1.7
Total	47059	49405	2346	5.0	100.0	493939	541083	47144	9.5	100.0

November 2010 Top 20 SUV Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	4768	5233	465	9.8	25.2	41093	49335	8242	20.1	22.8
Nissan	1853	2020	167	9.0	9.7	15921	21278	5357	33.6	9.8
Subaru	1583	1704	121	7.6	8.2	17165	20252	3087	18.0	9.3
Mitsubishi	1401	1993	592	42.3	9.6	11522	18101	6579	57.1	8.4
Holden	1234	1364	130	10.5	6.6	10368	14449	4081	39.4	6.7
Ford	1016	1162	146	14.4	5.6	10544	13455	2911	27.6	6.2
Hyundai	1159	1188	29	2.5	5.7	12657	12759	102	0.8	5.9
Mazda	941	1000	59	6.3	4.8	7233	12617	5384	74.4	5.8
Honda	305	539	234	76.7	2.6	4681	6521	1840	39.3	3.0
Volks	479	473	-6	-1.3	2.3	5095	6272	1177	23.1	2.9
BMW	425	517	92	21.6	2.5	4542	5656	1114	24.5	2.6
Jeep	521	529	8	1.5	2.5	3691	5567	1876	50.8	2.6
KIA	340	502	162	47.6	2.4	2836	4731	1895	66.8	2.2
Suzuki	384	326	-58	-15.1	1.6	4497	4278	-219	-4.9	2.0
L/Rover	354	398	44	12.4	1.9	3357	4241	884	26.3	2.0
Audi	325	284	-41	-12.6	1.4	2588	3361	773	29.9	1.6
Great Wall	78	280	202	259.0	1.3	96	3037	2941	3063.5	1.4
Volvo	342	295	-47	-13.7	1.4	2601	2910	309	11.9	1.3
Mercedes	178	283	105	59.0	1.4	1977	2711	734	37.1	1.3
Lexus	356	404	48	13.5	1.9	2546	2513	-33	-1.3	1.2
Other	318	312	-6	-1.9	1.4	3527	2686	-841	-23.8	1.0
Total	18360	20806	2446	13.3	100.0	168537	216730	48193	28.6	100.0

November 2010 Light Commercial Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Toyota	5943	4530	-1413	-23.8	30.9	49250	51527	2277	4.6	31.2
Ford	3041	2252	-789	-25.9	15.4	25930	24209	-1721	-6.6	14.6
Holden	2610	1868	-742	-28.4	12.7	24979	23457	-1522	-6.1	14.2
Nissan	1694	1807	113	6.7	12.3	18118	20787	2669	14.7	12.6
Mitsubishi	1791	1497	-294	-16.4	10.2	17711	16384	-1327	-7.5	9.9
Mazda	1135	752	-383	-33.7	5.1	9698	8380	-1318	-13.6	5.1
Hyundai	399	396	-3	-0.8	2.7	3393	5531	2138	63.0	3.3
Isuzu Ute	478	502	24	5.0	3.4	3101	4635	1534	49.5	2.8
Volks.	301	463	162	53.8	3.2	3036	3641	605	19.9	2.2
Great Wall	297	327	30	10.1	2.2	1299	3131	1832	141.0	1.9
Mercedes	114	69	-45	-39.5	0.5	1155	906	-249	-21.6	0.5
Ssang.	45	60	15	33.3	0.4	457	602	145	31.7	0.4
KIA	44	40	-4	-9.1	0.3	368	477	109	29.6	0.3
Citroen	47	28	-19	-40.4	0.2	355	345	-10	-2.8	0.2
Proton	12	15	3	25.0	0.1	375	286	-89	-23.7	0.2
Suzuki	44	15	-29	-65.9	0.1	454	283	-171	-37.7	0.2
L/Rover	17	7	-10	-58.8	0.0	117	188	71	60.7	0.1
Peugeot	25	8	-17	-68.0	0.1	334	186	-148	-44.3	0.1
Renault	38	24	-14	-36.8	0.2	736	172	-564	-76.6	0.1
Fiat	19	8	-11	-57.9	0.1	182	144	-38	-20.9	0.1
Total	18094	14668	-3426	-18.9	100.0	161048	165271	4223	2.6	100.0

November 2010 Heavy Truck Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2009	2010	Volume	%	Share	2009	2010	Volume	%	Share
Isuzu	695	646	-49	-7.1	26.2	6738	6765	27	0.4	26.1
Hino	306	359	53	17.3	14.6	3920	3782	-138	-3.5	14.6
Mits Fuso	337	286	-51	-15.1	11.6	3425	3350	-75	-2.2	12.9
Mercedes	219	219	0	0.0	8.9	2444	2601	157	6.4	10.0
K'worth	136	212	76	55.9	8.6	1404	1823	419	29.8	7.0
Iveco	114	132	18	15.8	5.4	1118	1330	212	19.0	5.1
Volvo	74	114	40	54.1	4.6	828	904	76	9.2	3.5
Fiat	82	79	-3	-3.7	3.2	798	765	-33	-4.1	3.0
Volks.	38	73	35	92.1	3.0	392	709	317	80.9	2.7
W/Star	37	53	16	43.2	2.2	570	702	132	23.2	2.7
Niss UD	59	60	1	1.7	2.4	633	689	56	8.8	2.7
Mack	43	83	40	93.0	3.4	700	675	-25	-3.6	2.6
Freightl.	66	49	-17	-25.8	2.0	819	527	-292	-35.7	2.0
Toyota	34	21	-13	-38.2	0.9	259	344	85	32.8	1.3
Scania	34	33	-1	-2.9	1.3	328	304	-24	-7.3	1.2
Man	14	19	5	35.7	0.8	226	231	5	2.2	0.9
Daf	13	10	-3	-23.1	0.4	192	189	-3	-1.6	0.7
Renault	6	6	0	0.0	0.2	115	121	6	5.2	0.5
I'national	13	9	-4	-30.8	0.4	187	92	-95	-50.8	0.4
Total	2320	2463	143	6.2	100.0	25096	25903	807	3.2	100.0

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