NOVEMBER 2011 VFACTS REPORT

Prepared by Autoteam Australia Consulting

Autoteam Australia Consulting Pty Ltd ACN 129 159 691
22 Withers Way Eltham Vic 3095 Australia
M 0404 835 571 **F** 03 9444 0903 **E** ajl@ataconsulting.com.au

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NOVEMBER 2011 VFACTS HIGHLIGHTS

November 2011, the Automotive Industry in Australia achieved total vehicle sales of 88,654 units, up 1,312 units or 1.5% on November month 2010. November 2011 retail sales volume represents the second best November sales on record, behind November 2007. The increase in year over year monthly sales volume represents the fourth successive month that volume growth has occurred. On a Seasonally Adjusted Annual Rate, the industry for November 2011 came in at 1,038,000 units.

November month 2011 represents the fourth consecutive month that the industry, on a SAAR basis, has been in excess of one million units. The sales result reflects increased new vehicle availability for the industry following the tsunami in Japan earlier in the year, although stock availability from a number of brands is now being impacted by the floods in Thailand.

The actual November retail result continues to defy industry expectations and forecasts. Vehicle stock in some brands is still low as a result of the floods in Thailand, although the stock situation is improving. The picture as painted by many brands is in fact not as bad and stock will become more freely available in the coming months.

Many brands are advertising “end of year sales” which would indicate that vehicle stock is more freely available. On this basis we would expect that the December sales result may again be close to a record volume.

The SUV Industry, with increased imported stock availability over recent months, achieved record November sales volume for the month.

In discussion with a many dealers nationally throughout the month of November, the final November retail result would surprise many. Most dealers indicated slow trading conditions and a lack of customers in the dealership. This raises the question, “are the reported November sales real sales?”. How many sales units reported in November are in fact pull forward units, or units reported in order to achieve manufacturer/distributor sales objectives or incentives. What is the “real” industry number for the year excluding these units?

All dealers and most industry brands have reported a larger than normal number of vehicles that are in fact not retail sales but demonstrator vehicles, or loan cars, etc. These vehicles are reported in order for the brands to achieve sales objectives and industry shares. Manufacturers and importers are providing large dollar incentives to dealers to report these units as retail sales.

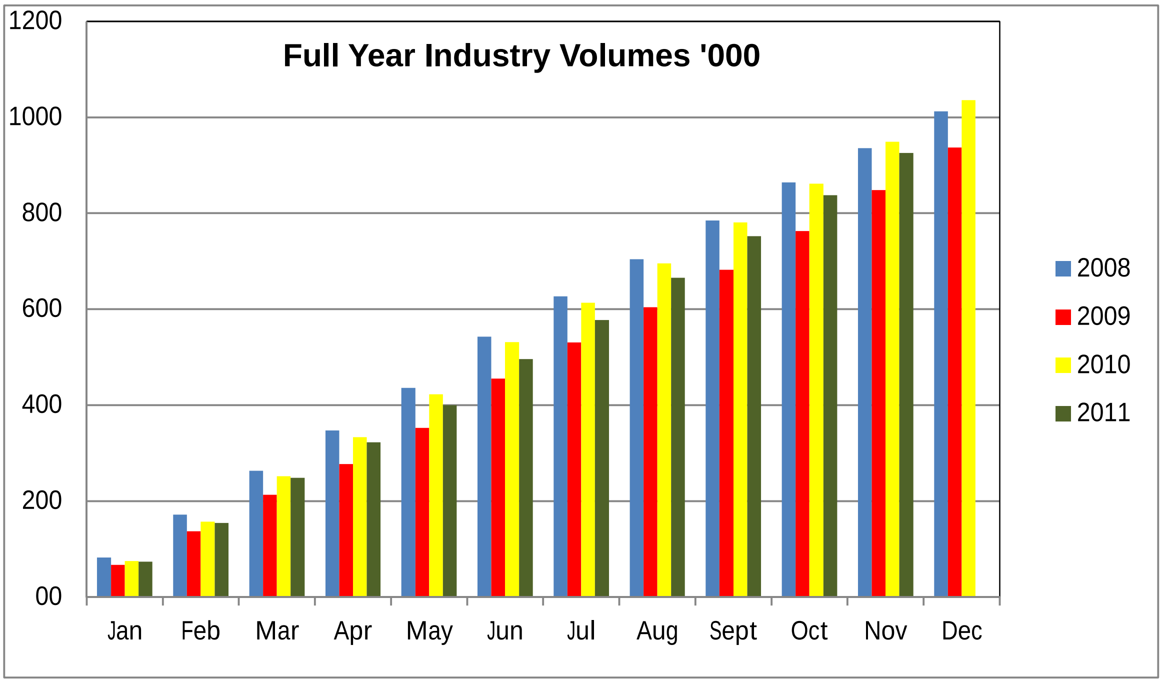
The concern with this is that what is reported as retail sales are in fact not sold to the general public but sold to the dealership. Manufacturers and importers are controlling more of the new vehicle dealer’s new vehicle department performance and profitability by “back door” incentives.

Dealer, in order to achieve these incentives and manufacturer targets, are as a rule running their New Vehicle Departments as significant accounted losses.

Dealers are manning and structuring their businesses to achieve industry volumes and shares, however, does the base on which these shares are calculated represent the real industry numbers? If not then dealers are incurring unproductive costs in their dealership.

On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 925,978 units, down 23,009 units or 2.4% on November 2010 year to date. On a SAAR, the total Vehicle Industry is running at 1,010,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been held at 1,020,000 units. This will be the fourth time that the full year industry will have achieved sales in excess of 1,000,000 units.



November vehicle sales compared to history is as follows:

Record Vehicle Industry

	November Month	November YTD
Passenger	14th	9th
SUV	1st	1st
Light Commercial	3rd	2nd
Heavy Truck	5th	8th
Total Industry	2st	4th

Industry Highlights

- The Passenger Industry Segment was the only market segment to have incurred a year over year volume loss in November. The Passenger Industry was down 2,693 units or 5.5% on the same time last year. November year to date, the Passenger (27,533 units) and Heavy Truck (549 units) Segments are down in sales volume year over year. The SUV Segment achieved November year over year growth of 3,376 units or 16.2% on the back of greater stock availability. Year to date November, the SUV industry is up 5,039 units or 2.3% and is at record level. November year to date the SUV industry accounts for 23.9% of total vehicle sales.
- Among the Passenger Industry, it was again the Large (25.7%) and Upper Large Segments (61.7%) that incurred the greatest volume loss. The Small Segment continues to grow and for November was up 271 units or 1.4% year over year. Major volume movements in the Small Segment were Mazda 3, up 500 units and Corolla, down 805 units. Combined the Light and Small segments account for 67.4% of all passenger vehicle sales. Volume loss in the Large Segment was principally incurred by Commodore, down 963 units, and Falcon, down 885 units. Combined Commodore and Falcon will retail approximately 60,000 units for 2011, compared to approximately 150,000 units ten years back. All the media speculation about these two models ceasing production, or local manufacturing and engineering, is having a negative impact on sales volume. In addition with rising fuel prices, these vehicles are no longer the vehicle of choice for many fleets.

  All segments within the SUV Industry achieved year over year volume growth in November. The Luxury Segment achieved the greatest percent volume growth, while the Compact (up 1,278 units) and Medium Segments (up 1,221 units) achieved the greatest year over year volume growth. Greatest volume growth in the Compact Segment was achieved by CX-7 (333 units) and Dualis (416 units), for the Medium Segment Territory was up 805 units and Grand Cherokee was up 491 units in the Luxury Segment.

  Within the Light Commercial Industry, the Light Bus and PU/CC 4X4 Segments both achieved year over year volume gains for November. Volume growth in the PU/CC 4X4 Segment was spread over most models in the segment.

- Among the states and territories, only ACT, NSW and Queensland achieved volume growth for the month. NSW achieved the greatest volume growth, up 1,544 units or 5.6% units. November year to date, only NSW (0.1%) and Queensland (1.1%) have achieved volume growth.
- By buyer type, only Rental vehicles, which are seasonal, were down for the month, 1,238 units or 18%. Business sales achieved the best growth at 6.3% for the month with greater stock availability in November. November year to date all industry segments are down in sales volume.
- By fuel type, petrol and LPG sales incurred a year over year volume loss, although LPG off a low base. Diesel vehicle sales continue to grow share of the total vehicle industry with a share November year to date of 29.3% of all vehicle sales.
- Locally manufactured vehicle industry share for November accounted for 12.8%. November year to date locally manufactured vehicles account for only 14.1% of all vehicle sales, but will increase over the coming months, again driven by the success Cruze 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 achieved market leadership for Total, SUV and Light Commercial industries for November 2011. Toyota achieved total vehicle sales volume of 17,436 units for a market share of 19.7%, ahead of Holden 9,761 units, Ford 8,031 units, Mazda 8,031 units, Hyundai 7,514 units and Nissan 5,834 units.
- Corolla maintained industry model leadership for the month with sales of 3,731 units, ahead of Mazda 3 with sales of 3,480 units and HiLux 3,332 units. November year to date Mazda 3 regained the position of top selling vehicle in the country with November year to date sales volume of 38,104 units, ahead of Commodore and HiLux.

Top 10 Selling Vehicles

	November Month		November Year To Date	
	Model	Volume	Model	Volume
1	Corolla	3731	Mazda 3	38104
2	Mazda 3	3480	Commodore	37803
3	HiLux	3332	HiLux	34501
4	Commodore	2808	Corolla	32468
5	Cruze	2393	Cruze	31001
6	i30	2167	i30	27020
7	Territory	1776	Navara	20129
8	Yaris	1764	Camry	17637
9	Navara	1653	Falcon	17365
10	RAV4	1577	Lancer	17308

November 2011 Total Vehicle Industry

	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	49405	46712	-2693	-5.5	52.7	541083	513550	-27533	-5.1	55.5
SUV	20806	24182	3376	16.2	27.3	216730	221769	5039	2.3	23.9
Lt Com'l	14668	15163	495	3.4	17.1	165271	165305	34	0.0	17.9
Hvy Trk	2463	2597	134	5.4	2.9	25903	25354	-549	-2.1	2.7
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Vehicle Segmentation

	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	12070	11407	-663	-5.5	24.4	125964	121176	-4788	-3.8	23.6
Small	19958	20229	271	1.4	43.3	218731	224831	6100	2.8	43.8
Medium	6439	6590	151	2.3	14.1	74761	69344	-5417	-7.2	13.5
Large	7801	5798	-2003	-25.7	12.4	90580	72193	-18387	-20.3	14.1
Up Large	447	171	-276	-61.7	0.4	3131	2761	-370	-11.8	0.5
PM	1189	988	-201	-16.9	2.1	11679	10278	-1401	-12.0	2.0
Sports	1501	1529	28	1.9	3.3	16237	12967	-3270	-20.1	2.5
Pass.	49405	46712	-2693	-5.5	100.0	541083	513550	-27533	-5.1	100.0
Compact	10163	11441	1278	12.6	47.3	105498	110374	4876	4.6	49.8
Medium	7289	8510	1221	16.8	35.2	77623	73046	-4577	-5.9	32.9
Large	1085	1144	59	5.4	4.7	11154	11243	89	0.8	5.1
Luxury	2269	3087	818	36.1	12.8	22455	27106	4651	20.7	12.2
SUV	20806	24182	3376	16.2	100.0	216730	221769	5039	2.3	100.0
Light Bus	223	315	92	41.3	2.0	2236	2636	400	17.9	1.6
Van	1807	1696	-111	-6.1	11.2	21343	19271	-2072	-9.7	11.7
4X2	4418	4391	-27	-0.6	29.0	54886	49154	-5732	-10.4	29.7
4X4	8143	8687	544	6.7	57.3	85769	93312	7543	8.8	56.4
Light Trk	77	74	-3	-3.9	0.5	1037	932	-105	-10.1	0.6
Lt Com'l	14668	15163	495	3.4	100.0	165271	165305	34	0.0	100.0

November 2011 Sales By State										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	27422	28966	1544	5.6	32.7	289275	289485	210	0.1	31.3
Victoria	23491	23049	-442	-1.9	26.0	257538	245842	-11696	-4.5	26.5
Q'land	17025	18038	1013	6.0	20.3	191497	193651	2154	1.1	20.9
Wst Aust	9738	9650	-88	-0.9	10.9	108215	100612	-7603	-7.0	10.9
Sth Aust	5651	5304	-347	-6.1	6.0	60808	57485	-3323	-5.5	6.2
Tasmania	1902	1435	-467	-24.6	1.6	17189	15082	-2107	-12.3	1.6
ACT	1304	1413	109	8.4	1.6	14956	14495	-461	-3.1	1.6
NT	809	799	-10	-1.2	0.9	9509	9326	-183	-1.9	1.0
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Sales By Buyer Type										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	40162	40487	325	0.8	45.6	447103	440078	-7025	-1.6	47.6
Business	34973	37167	2194	6.3	41.9	393135	382681	-10454	-2.7	41.3
Gov't	5333	5364	31	0.6	6.1	58733	54040	-4693	-8.0	5.8
Rental	6874	5636	-1238	-18.0	6.4	50016	49179	-837	-1.7	5.3
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Sales By Fuel Type										
	November Month					.				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	62563	60148	-2415	-3.9	67.8	672295	643739	-28556	-4.2	69.5
Diesel	23554	27485	3931	16.7	31.0	260454	271344	10890	4.2	29.3
Hybrid	797	799	2	0.3	0.9	8565	8043	-522	-6.1	0.9
LPG	428	222	-206	-48.1	0.3	7673	2852	-4821	-62.8	0.3
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Top 10 Production Locations										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	4767	5858	1091	22.9	6.6	54478	68062	13584	24.9	7.4
Ford	4141	3939	-202	-4.9	4.4	46908	36302	-10606	-22.6	3.9
Toyota	3034	1598	-1436	-47.3	1.8	32183	25708	-6475	-20.1	2.8
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	11942	11395	-547	-4.6	12.8	133570	130072	-3498	-2.6	14.1
Japan	30597	30794	197	0.6	34.7	327152	302294	-24858	-7.6	32.6
Thailand	14250	13218	-1032	-7.2	14.9	149868	149067	-801	-0.5	16.1
Korea	13511	12250	-1261	-9.3	13.8	151425	135137	-16288	-10.8	14.6
Germany	5712	6911	1199	21.0	7.8	71188	68727	-2461	-3.5	7.4
England	1157	1885	728	62.9	2.1	13651	18208	4557	33.4	2.0
USA	1454	2063	609	41.9	2.3	13112	17545	4433	33.8	1.9
South Afr.	1435	575	-860	-59.9	0.6	15127	12501	-2626	-17.4	1.4
India	740	1267	527	71.2	1.4	5610	11516	5906	105.3	1.2
China	607	1096	489	80.6	1.2	6168	9630	3462	56.1	1.0
Other	5937	7200	1263	21.3	8.4	62116	71281	9165	14.8	7.7
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Top 20 Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	19911	17436	-2475	-12.4	19.7	193778	166046	-27732	-14.3	17.9
Holden	11354	9761	-1593	-14.0	11.0	122479	115902	-6577	-5.4	12.5
Ford	7844	8103	259	3.3	9.1	88065	84519	-3546	-4.0	9.1
Mazda	6474	8031	1557	24.1	9.1	77788	80985	3197	4.1	8.7
Hyundai	6220	7514	1294	20.8	8.5	74161	80150	5989	8.1	8.7
Nissan	5263	5834	571	10.8	6.6	57115	61941	4826	8.4	6.7
Mitsubishi	5015	5121	106	2.1	5.8	57327	56348	-979	-1.7	6.1
Volks.	3427	3823	396	11.6	4.3	35269	41126	5857	16.6	4.4
Subaru	3378	2404	-974	-28.8	2.7	37285	31908	-5377	-14.4	3.4
Honda	2488	2233	-255	-10.2	2.5	37096	28115	-8981	-24.2	3.0
KIA	1983	2344	361	18.2	2.6	22125	23172	1047	4.7	2.5
Suzuki	1943	1729	-214	-11.0	2.0	22793	21728	-1065	-4.7	2.3
Mercedes	1836	2064	228	12.4	2.3	19852	19127	-725	-3.7	2.1
BMW	1368	1664	296	21.6	1.9	16384	15595	-789	-4.8	1.7
Audi	1068	1073	5	0.5	1.2	12471	13539	1068	8.6	1.5
Great Wall	607	926	319	52.6	1.0	6168	7976	1808	29.3	0.9
Jeep	529	996	467	88.3	1.1	5567	7676	2109	37.9	0.8
Isuzu	646	572	-74	-11.5	0.6	6765	6000	-765	-11.3	0.6
Isuzu Ute	502	618	116	23.1	0.7	4635	5968	1333	28.8	0.6
Lexus	921	813	-108	-11.7	0.9	5976	5905	-71	-1.2	0.6
L/Rover	405	515	110	27.2	0.6	4429	5357	928	21.0	0.6
Peugeot	402	453	51	12.7	0.5	5092	4968	-124	-2.4	0.5
Volvo Car	430	505	75	17.4	0.6	4332	4726	394	9.1	0.5
Mits Fuso	286	335	49	17.1	0.4	3350	3317	-33	-1.0	0.4
Renault	199	402	203	102.0	0.5	1686	3225	1539	91.3	0.3
Hino	359	240	-119	-33.1	0.3	3782	3096	-686	-18.1	0.3
Dodge	272	286	14	5.1	0.3	1645	2499	854	51.9	0.3
Mini	173	207	34	19.7	0.2	2080	2053	-27	-1.3	0.2
Kenworth	212	223	11	5.2	0.3	1823	1583	-240	-13.2	0.2
Proton	142	108	-34	-23.9	0.1	1758	1427	-331	-18.8	0.2
Other	1685	2321	636	37.7	6.4	15911	20001	4090	25.7	5.9
Total	87342	88654	1312	1.5	100.0	948987	925978	-23009	-2.4	100.0

November 2011 Top 20 Passenger Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	8122	6786	-1336	-16.4	14.5	84573	81978	-2595	-3.1	16.0
Toyota	10127	7436	-2691	-26.6	15.9	92572	75337	-17235	-18.6	14.7
Mazda	4722	5576	854	18.1	11.9	56791	59773	2982	5.3	11.6
Hyundai	4636	5563	927	20.0	11.9	55871	59335	3464	6.2	11.6
Ford	4430	4302	-128	-2.9	9.2	50401	46361	-4040	-8.0	9.0
Volks.	2418	2214	-204	-8.4	4.7	24647	28730	4083	16.6	5.6
Honda	1949	1759	-190	-9.7	3.8	30575	22760	-7815	-25.6	4.4
Mitsubishi	1525	1619	94	6.2	3.5	22842	18346	-4496	-19.7	3.6
Suzuki	1602	1458	-144	-9.0	3.1	18232	18298	66	0.4	3.6
KIA	1441	1787	346	24.0	3.8	16917	17044	127	0.8	3.3
Subaru	1674	994	-680	-40.6	2.1	17033	14504	-2529	-14.8	2.8
Nissan	1436	1316	-120	-8.4	2.8	15050	14277	-773	-5.1	2.8
Mercedes	1265	1404	139	11.0	3.0	13634	12553	-1081	-7.9	2.4
Audi	784	773	-11	-1.4	1.7	9110	9700	590	6.5	1.9
BMW	851	958	107	12.6	2.1	10728	8872	-1856	-17.3	1.7
Peugeot	379	367	-12	-3.2	0.8	4527	4360	-167	-3.7	0.8
Lexus	517	532	15	2.9	1.1	3463	4177	714	20.6	0.8
Volvo Car	135	181	46	34.1	0.4	1422	1962	540	38.0	0.4
Mini	173	176	3	1.7	0.4	2080	1660	-420	-20.2	0.3
Proton	127	76	-51	-40.2	0.2	1472	1055	-417	-28.3	0.2
Other	1092	1435	343	31.4	3.1	9143	12468	3325	36.4	2.5
Total	49405	46712	-2693	-5.5	100.0	541083	513550	-27533	-5.1	100.0

November 2011 Top 20 SUV Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	5233	5214	-19	-0.4	21.6	49335	42068	-7267	-14.7	19.0
Nissan	2020	2750	730	36.1	11.4	21278	26205	4927	23.2	11.8
Mitsubishi	1993	2012	19	1.0	8.3	18101	21287	3186	17.6	9.6
Subaru	1704	1410	-294	-17.3	5.8	20252	17404	-2848	-14.1	7.8
Ford	1162	1949	787	67.7	8.1	13455	14885	1430	10.6	6.7
Hyundai	1188	1487	299	25.2	6.1	12759	14729	1970	15.4	6.6
Holden	1364	1434	70	5.1	5.9	14449	13632	-817	-5.7	6.1
Mazda	1000	1493	493	49.3	6.2	12617	12149	-468	-3.7	5.5
Jeep	529	996	467	88.3	4.1	5567	7676	2109	37.9	3.5
BMW	517	706	189	36.6	2.9	5656	6723	1067	18.9	3.0
Volks	473	896	423	89.4	3.7	6272	6579	307	4.9	3.0
KIA	502	513	11	2.2	2.1	4731	5676	945	20.0	2.6
Honda	539	474	-65	-12.1	2.0	6521	5355	-1166	-17.9	2.4
L/Rover	398	512	114	28.6	2.1	4241	5258	1017	24.0	2.4
Audi	284	300	16	5.6	1.2	3361	3839	478	14.2	1.7
Suzuki	326	251	-75	-23.0	1.0	4278	3155	-1123	-26.3	1.4
Great Wall	280	252	-28	-10.0	1.0	3037	2960	-77	-2.5	1.3
Volvo Car	295	324	29	9.8	1.3	2910	2764	-146	-5.0	1.2
Mercedes	283	271	-12	-4.2	1.1	2711	2638	-73	-2.7	1.2
Lexus	404	281	-123	-30.4	1.2	2513	1728	-785	-31.2	0.8
Other	312	657	345	110.6	2.9	2686	5059	2373	88.3	2.4
Total	20806	24182	3376	16.2	100.0	216730	221769	5039	2.3	100.0

November 2011 Light Commercial Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	4530	4758	228	5.0	31.4	51527	48362	-3165	-6.1	29.3
Ford	2252	1852	-400	-17.8	12.2	24209	23273	-936	-3.9	14.1
Nissan	1807	1768	-39	-2.2	11.7	20787	21459	672	3.2	13.0
Holden	1868	1541	-327	-17.5	10.2	23457	20292	-3165	-13.5	12.3
Mitsubishi	1497	1490	-7	-0.5	9.8	16384	16715	331	2.0	10.1
Mazda	752	962	210	27.9	6.3	8380	9063	683	8.2	5.5
Hyundai	396	464	68	17.2	3.1	5531	6086	555	10.0	3.7
Isuzu Ute	502	618	116	23.1	4.1	4635	5968	1333	28.8	3.6
Volks.	463	686	223	48.2	4.5	3641	5384	1743	47.9	3.3
Great Wall	327	674	347	106.1	4.4	3131	5016	1885	60.2	3.0
Mercedes	69	101	32	46.4	0.7	906	965	59	6.5	0.6
Ssang.	60	61	1	1.7	0.4	602	591	-11	-1.8	0.4
Renault	24	46	22	91.7	0.3	172	489	317	184.3	0.3
KIA	40	44	4	10.0	0.3	477	452	-25	-5.2	0.3
Proton	15	32	17	113.3	0.2	286	372	86	30.1	0.2
Suzuki	15	20	5	33.3	0.1	283	275	-8	-2.8	0.2
Citroen	28	21	-7	-25.0	0.1	345	178	-167	-48.4	0.1
Peugeot	8	13	5	62.5	0.1	186	161	-25	-13.4	0.1
Fiat	8	9	1	12.5	0.1	144	105	-39	-27.1	0.1
L/Rover	7	3	-4	-57.1	0.0	188	99	-89	-47.3	0.1
Total	14668	15163	495	3.4	100.0	165271	165305	34	0.0	100.0

November 2011 Heavy Truck Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Isuzu	646	572	-74	-11.5	22.0	6765	6000	-765	-11.3	23.7
Mits Fuso	286	335	49	17.1	12.9	3350	3317	-33	-1.0	13.1
Hino	359	240	-119	-33.1	9.2	3782	3096	-686	-18.1	12.2
Mercedes	219	288	69	31.5	11.1	2601	2971	370	14.2	11.7
K'worth	212	223	11	5.2	8.6	1823	1583	-240	-13.2	6.2
Iveco	132	136	4	3.0	5.2	1330	1502	172	12.9	5.9
Volvo	114	173	59	51.8	6.7	904	1112	208	23.0	4.4
W/Star	53	100	47	88.7	3.9	702	808	106	15.1	3.2
Niss UD	60	67	7	11.7	2.6	689	804	115	16.7	3.2
Fiat	79	84	5	6.3	3.2	765	797	32	4.2	3.1
Mack	83	82	-1	-1.2	3.2	675	735	60	8.9	2.9
Freightl.	49	80	31	63.3	3.1	527	662	135	25.6	2.6
Volks.	73	27	-46	-63.0	1.0	709	433	-276	-38.9	1.7
Scania	33	49	16	48.5	1.9	304	396	92	30.3	1.6
Toyota	21	28	7	33.3	1.1	344	279	-65	-18.9	1.1
Man	19	20	1	5.3	0.8	231	252	21	9.1	1.0
Daf	10	26	16	160.0	1.0	189	148	-41	-21.7	0.6
Caterpillar	0	22	22	N/A	0.8	0	122	122	N/A	0.5
Hyundai	0	11	11	N/A	0.4	0	116	116	N/A	0.5
Renault	6	18	12	200.0	0.7	121	58	-63	-52.1	0.2
Other	9	16	7	77.8	0.6	92	163	71	77.2	6.3
Total	2463	2597	134	5.4	100.0	25903	25354	-549	-2.1	100.0

AutoTeamAustralia

Website: www.ataconsulting.com.au

Member contact details:

Autoteam Australia Consulting Pty Ltd
22 Withers Way
Eltham Vic 3095
T 0404 835 571 F 03 9444 0903
ajl@ataconsulting.com.au

Queensland

Rich & Co. Pty
Level 3, Waterfront Place
1 Eagle Street, Brisbane Qld 4000
T 07 3221 5045

Vindico Partners
Level 3
145 Eagle Street Brisbane Qld 4000
T 07 3225 3500 F 07 3225 3590

New South Wales

Auswild & Co
33 Rocky Point Road
Kogarah NSW 2217
T 02 9588 5511 F 02 9588 7865

Victoria

Colledge's
Unit 13 / 828 High Street
East Kew Vic 3102
T 03 9851 6500 F 03 9851 6555

LSA Partners Pty Ltd
121 Burwood Highway
Burwood Vic 3125
T 03 9830 6466 F 03 9830 6477

South Australia

George Pantahos & Co
248 Angas Street
Adelaide South Australia 5000
T 08 8223 7649 F 08 8223 7248

Graham Tull
147 Frome Street
Adelaide South Australia 5000
T 08 8223 1988 F 08 8223 6933