AutoTeamAustralia

NOVEMBER 2012 VFACTS REPORT

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NOVEMBER 2012 VFACTS HIGHLIGHTS

November 2012, the Automotive Industry in Australia achieved total vehicle sales of 98,347 units, up 9,693 units or 10.9% on November month 2011. November 2012 retail sales volume represents the best November sales month on record, and, on a Seasonally Adjusted Annual Rate, the industry for November 2012 came in at 1,153,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past 15 months, with the last seven months each achieving record volume for the Vehicle Industry. All industry segments achieved year over year volume growth, with surprisingly, the SUV Segment achieving least growth at just 8.1%. The Heavy Truck Segment achieved greatest year over year growth for November, up 19.7%.

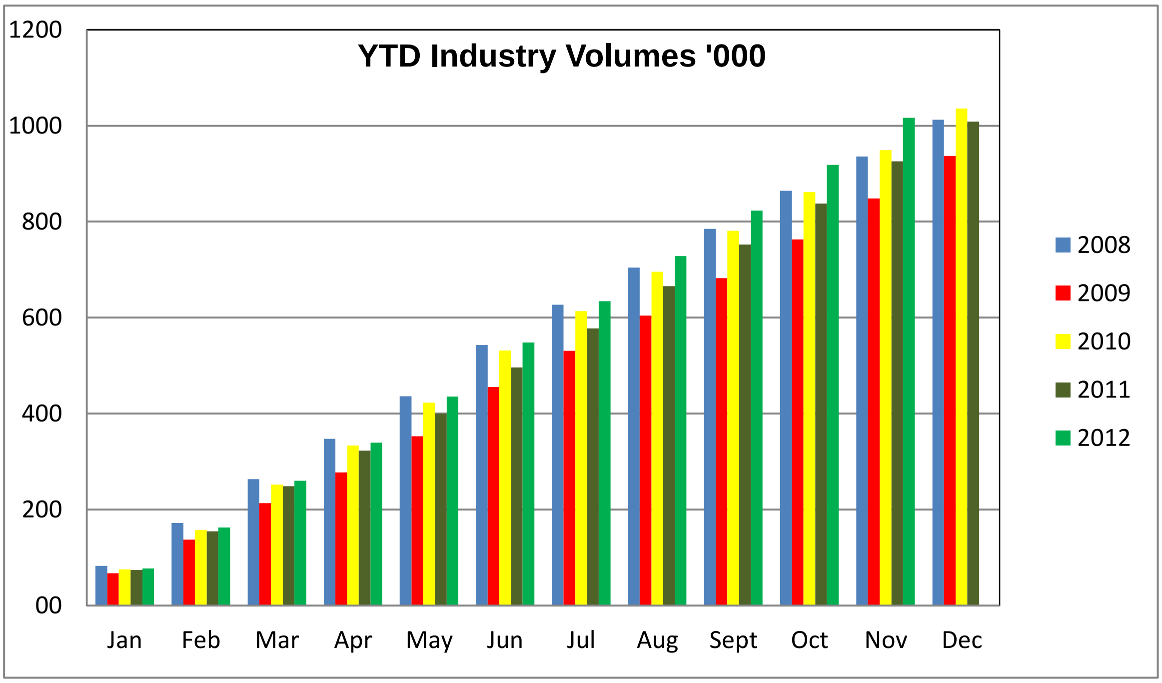
The SUV Segment has already achieved new full year record volume and the Light Commercial Segment will also achieve record volume for 2012. Autoteam forecast is for the total vehicle industry will achieve a full year record volume in 2012 of in excess of 1,110,000 units.

Continuing to drive industry sales volumes are the manufacturers "finance offer" marketing incentives in the market, with these programs proving successful and driving record sales volumes. These programs have generated significant additional floor traffic for dealers. Over recent months we have seen a growth in this type of incentive from manufacturers, and we will continue to, and this is growing industry sales volume.

What will also drive December sales volumes will be "end of year clearance" sales by many manufacturers in order to achieve full year sales volume targets and by dealers to clear aged 2011 and 2012 plated stock on hand.

November year to date, the Total Vehicle Industry has achieved vehicle sales of 1,016,605 units, up 90,627 units or 9.8% on the same time last year. November year to date 2012 represents the best November year to date on record. November year to date the Automotive Industry is running at a SAAR of 1,108,000 units.

Autoteam Australia Consulting forecast for the total full year vehicle industry for 2012 is 1,110,000 units, which compares to the present industry full year record of 1,049,982 units achieved in 2007. This will require December sales volume of 93,395 units, a SAAR of 1,125,000 units. The Autoteam forecast for full year 2013 sales volume is 1,075,000 units, down 35,000 units or 3.1% on forecast 2012 sales volume.



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. 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.

Relying on the same products to achieve sales volume and market share will not work in future as consumer preferences have and will continue to change towards Light/Small cars, SUVs and 4X4 Light Commercials. The industry is dynamic where the consumer wants the latest and best available at a competitive price. Consumer loyalty to a brand has diminished as more and more new products enter the Australian Vehicle Market. This is demonstrated by the table below which details the growth segments of the vehicle industry.

November vehicle sales compared to history is as follows:

Record Vehicle Industry

	November Month	November YTD
Passenger	5th	9th
SUV	1st	1st
Light Commercial	2nd	1st
Heavy Truck	2nd	5th
Total Industry	1st	1st

Industry Highlights

- Among the top 30 brands in the market place November year to date, only Holden, Ford (both relying on Large vehicles for market share and volume), Mitsubishi, Audi, Peugeot, Mitsubishi Fuso and Dodge are down in sales volume year over year, while VW, KIA, Jeep, Great Wall, Land Rover, Renault, Hino and Kenworth all have achieved year over year volume growth of in excess of 20%, although several off a low volume base.

  Honda achieved November sales of 4,005 units, up 1,772 units or 79.4% on November 2011. This represents just the fourth time since June 2009 that Honda has achieved monthly sales of in excess of 4,000 units. Driving this volume growth for Honda was a price realignment across many of its models and the introduction of the new CR-V SUV.

- All Industry segments achieved growth year over year for November with the SUV Segment up least at 8.1%. The PU/CC 4X4 Segment of the Light Commercial Industry achieved greatest volume growth of any segment, up 2,292 units or 26.4% on the same time last year. November year to date the Passenger Industry accounts for 51.7% of all vehicles sold which compares to 55.7% the same time last year. The growth in the SUV and Light Commercial Segments is a reflection of increased stock availability following the Japanese tsunami and Thailand floods over the past 12 to 18 months. The Heavy Truck Industry achieved volume growth of 500 units or 19.7% year on year.
- Among the Passenger Industry, only the Large Segment incurred year over year volume loss, but by just one unit. The Light (1,368 units), Small (1,634 units) and Medium (1,478 units) Segments all achieved year over year growth of in excess of 1,000 units. Volume growth in the Light Segment was led by Rio (303 units), Micra (382 units) and Polo (486 units), Small Segment growth was led by Focus (698 units) and Civic (1,115 units) and Medium Segment growth was led by Camry (2,167 units).
- The Upper Large Segment of the SUV Industry was the only segment to incur a year over year volume loss, down 65 units or 5.4%. Growth for the SUV Industry was again led by the Small Segment, up 1,307 units or 33.4%. Leading volume growth for this segment were Dualis (up 410 units) and Subaru XV (up 902 units). Mazda CX-5 was again the top selling SUV for the month with sales of 1,637 units.
- The PU/CC 4X4 Segment achieved year on year growth of 2,292 units or 26.4% with most models up year on year, but Ranger up 911 units (increased product availability) and Colorado up 665 units, up the most. Both these models have suffered from low product supply over recent months and this has dented sales volumes for both brands.
- Among the states and territories for the month of November, all achieved volume growth, with Tasmania up most at 40.4%. The majority of the Tasmanian volume growth was in the rental segment, a market segment where both dealers and manufacturers achieve very little profitability. New South Wales achieved the least year over year volume growth , as a percent, up just 3.7%. November year to date, all states and territories have achieved volume growth. Western Australia is up the most, 16.3%, with Tasmania up the least at just 0.8%.
- By buyer type, both Rental and Government sales were down for the month, 621 units and 1,172 units respectively. Private retail and business sales both achieved

year over year sales volume growth of in excess of 10% for the month. Private vehicle sales account for 48.7% of all vehicle sales November year to date. November year to date only Government sales are down year on year, 6,483 units or 12%, a reflection of all governments fiscal policies.

- By fuel type, petrol vehicle sales continue to lose industry share and while they achieved year over year growth, it was less than achieved for the industry in total. November year to date, Hybrid (52.7%) and LPG (94.5%) sales were up most year over year, although both coming off a small volume base. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) were up 3,961 units or 14.4% for the month and year to date account for 32.4% of all vehicles sold compared to 29.3% the same time last year.
- Locally manufactured vehicle industry share for November accounted for just 12.9% of the total industry volume. Toyota was the only local manufacturer to increase sales volume of locally manufactured vehicles, a reflection of the successful Camry sales result for the month. Vehicles sourced out of Japan, Thailand and Korea now account for more sales than locally manufactured vehicles. This trend will continue into the future as local production volumes continue to come down.
- Toyota maintained market leadership for the Total, Passenger, SUV and Light Commercial Industries for November. Toyota achieved total November vehicle sales volume of 19,312 units for a market share of 19.6%, ahead of Holden 10,354 units, Mazda 8,732 units, Ford 8,529 units, Hyundai 7,756 units and Nissan 7,006 units.
- Corolla was the top selling vehicle for the month of November with sales of 4,190 units, ahead of Mazda 3 and Camry. On a year to date basis, Mazda 3 remains the top selling vehicle in the market place, units head of HiLux, with Corolla third.

Top 10 Selling Vehicles

	November Month		November Year To Date	
	Model	Volume	Model	Volume
1	Corolla	4190	Mazda 3	39479
2	Mazda 3	3703	HiLux	37526
3	Camry	3145	Corolla	35256
4	HiLux	3059	Commodore	28334
5	Commodore	2659	Cruze	27257
6	Ranger	2187	i30	26098
7	Cruze	2115	Camry	23644
8	Navara	2057	Navara	23354
9	Colorado	1956	Triton	17307
10	Focus	1920	Yaris	16860

November 2012 Total Vehicle Industry										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Pass	46712	51652	4940	10.6	52.5	513550	526237	12687	2.5	51.7
SUV	24182	26145	1963	8.1	26.6	221769	280277	58508	26.4	27.6
Lt Com'l	15216	17506	2290	15.0	17.8	164976	181821	16845	10.2	17.9
Hvy Trk	2544	3044	500	19.7	3.1	25683	28270	2587	10.1	2.8
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Vehicle Segmentation										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Light	11407	12775	1368	12.0	24.8	121176	125743	4567	3.8	23.8
Small	20229	21863	1634	8.1	42.3	224831	230265	5434	2.4	43.8
Medium	6590	8068	1478	22.4	15.6	69344	79388	10044	14.5	15.1
Large	5798	5797	-1	0.0	11.2	72193	57715	-14478	-20.1	11.0
Up Large	171	405	234	136.8	0.8	2761	2781	20	0.7	0.5
PM	988	1014	26	2.6	2.0	10278	10852	574	5.6	2.1
Sports	1529	1730	201	13.1	3.3	12967	19493	6526	50.3	3.7
Pass.	46712	51652	4940	10.6	100.0	513550	526237	12687	2.5	100.0
Small	3916	5223	1307	33.4	20.0	36088	55400	19312	53.5	19.7
Medium	8461	9153	692	8.2	35.0	81777	100407	18630	22.8	35.8
Large	10611	10640	29	0.3	40.7	91955	110870	18915	20.6	39.6
Up Large	1194	1129	-65	-5.4	4.3	11949	13600	1651	13.8	4.9
SUV	24182	26145	1963	8.1	100.0	221769	280277	58508	26.4	100.0
Bus <20	322	218	-104	-32.3	1.3	2682	2735	53	2.0	1.5
Bus >20	90	57	-33	-36.7	0.3	703	911	208	29.6	0.5
V/CC <2.5T	273	285	12	4.4	1.6	2874	3077	203	7.1	1.7
V/CC >2.5T	1453	1368	-85	-5.8	7.8	16251	15906	-345	-2.1	8.7
PU/CC 4X2	4391	4599	208	4.7	26.3	49154	45419	-3735	-7.6	25.0
PU/CC 4X4	8687	10979	2292	26.4	62.7	93312	113773	20461	21.9	62.6
Lt Com'l	15216	17506	2290	15.0	100.0	164976	181821	16845	10.2	100.0

November 2012 Sales By State										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
NSW	28949	30030	1081	3.7	30.5	289467	312592	23125	8.0	30.7
Victoria	23045	25740	2695	11.7	26.2	245838	268540	22702	9.2	26.4
Q'land	18060	20368	2308	12.8	20.7	193674	214909	21235	11.0	21.1
Wst Aust	9650	11676	2026	21.0	11.9	100612	116991	16379	16.3	11.5
Sth Aust	5304	6024	720	13.6	6.1	57485	61734	4249	7.4	6.1
ACT	1413	1556	143	10.1	1.6	14495	15891	1396	9.6	1.6
Tasmania	1435	2015	580	40.4	2.0	15082	15209	127	0.8	1.5
NT	798	938	140	17.5	1.0	9325	10739	1414	15.2	1.1
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Sales By Buyer Type										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Private	40499	48282	7783	19.2	49.1	440073	494415	54342	12.3	48.7
Business	37150	40853	3703	10.0	41.5	382596	421288	38692	10.1	41.4
Rental	5629	5008	-621	-11.0	5.1	49175	53251	4076	8.3	5.2
Govt	5376	4204	-1172	-21.8	4.3	54134	47651	-6483	-12.0	4.7
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Sales By Fuel Type										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Petrol	60157	65021	4864	8.1	66.0	643866	669746	25880	4.0	65.9
Diesel	27476	31437	3961	14.4	32.0	271217	329034	57817	21.3	32.4
Hybrid	799	1529	730	91.4	1.6	8043	12278	4235	52.7	1.2
LPG	222	360	138	62.2	0.4	2852	5547	2695	94.5	0.5
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Top 10 Production Locations										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Holden	5858	5572	-286	-4.9	5.7	68062	64314	-3748	-5.5	6.3
Ford	3939	2946	-993	-25.2	3.0	36302	32044	-4258	-11.7	3.2
Toyota	1598	4156	2558	160.1	4.2	25708	31463	5755	22.4	3.1
Local	11395	12674	1279	11.2	12.9	130072	127821	-2251	-1.7	12.6
Japan	30794	32083	1289	4.2	32.6	302294	357728	55434	18.3	35.2
Thailand	13218	18671	5453	41.3	19.0	149067	154434	5367	3.6	15.2
Korea	12250	11581	-669	-5.5	11.8	135137	133712	-1425	-1.1	13.2
Germany	6911	6153	-758	-11.0	6.3	68727	80046	11319	16.5	7.9
England	1854	3068	1214	65.5	3.1	17815	24482	6667	37.4	2.4
USA	2063	2494	431	20.9	2.5	17545	23769	6224	35.5	2.3
India	1267	2119	852	67.2	2.2	11516	15764	4248	36.9	1.6
China	1096	937	-159	-14.5	1.0	9630	11291	1661	17.2	1.1
South Afr.	575	1266	691	120.2	1.3	12501	7142	-5359	-42.9	0.7
Other	7231	7301	70	1.0	7.3	71674	80416	8742	12.2	7.8
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Top 30 Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	17436	19312	1876	10.8	19.6	166046	197007	30961	18.6	19.4
Holden	9761	10354	593	6.1	10.5	115902	105938	-9964	-8.6	10.4
Mazda	8031	8732	701	8.7	8.9	80985	94332	13347	16.5	9.3
Hyundai	7514	7756	242	3.2	7.9	80150	83792	3642	4.5	8.2
Ford	8103	8529	426	5.3	8.7	84519	82800	-1719	-2.0	8.1
Nissan	5834	7006	1172	20.1	7.1	61941	72417	10476	16.9	7.1
Mitsubishi	5121	5008	-113	-2.2	5.1	56348	54786	-1562	-2.8	5.4
Volks.	3823	4370	547	14.3	4.4	41126	50152	9026	21.9	4.9
Subaru	2404	3212	808	33.6	3.3	31908	37194	5286	16.6	3.7
Honda	2233	4005	1772	79.4	4.1	28115	32193	4078	14.5	3.2
KIA	2344	2510	166	7.1	2.6	23172	28943	5771	24.9	2.8
Suzuki	1729	1895	166	9.6	1.9	21728	21997	269	1.2	2.2
Mercedes	2064	2181	117	5.7	2.2	19127	20313	1186	6.2	2.0
BMW	1664	1675	11	0.7	1.7	15595	16907	1312	8.4	1.7
Jeep	996	1713	717	72.0	1.7	7676	16403	8727	113.7	1.6
Audi	1073	1242	169	15.8	1.3	13539	13338	-201	-1.5	1.3
Great Wall	926	870	-56	-6.0	0.9	7976	10190	2214	27.8	1.0
L/Rover	515	642	127	24.7	0.7	5357	7310	1953	36.5	0.7
Isuzu Ute	618	788	170	27.5	0.8	5968	7066	1098	18.4	0.7
Isuzu	572	670	98	17.1	0.7	6000	6670	670	11.2	0.7
Lexus	813	907	94	11.6	0.9	5905	6468	563	9.5	0.6
Volvo Car	505	334	-171	-33.9	0.3	4726	5014	288	6.1	0.5
Peugeot	453	455	2	0.4	0.5	4968	4780	-188	-3.8	0.5
Renault	402	566	164	40.8	0.6	3225	4451	1226	38.0	0.4
Hino	240	374	134	55.8	0.4	3096	3838	742	24.0	0.4
Skoda	609	126	-483	-79.3	0.1	2848	3386	538	18.9	0.3
Mits Fuso	335	334	-1	-0.3	0.3	3317	3170	-147	-4.4	0.3
Mini	207	205	-2	-1.0	0.2	2053	2176	123	6.0	0.2
Kenworth	223	241	18	8.1	0.2	1583	2147	564	35.6	0.2
Dodge	286	164	-122	-42.7	0.2	2499	1905	-594	-23.8	0.2
Other	1820	2171	351	19.3	5.9	18580	19522	942	5.1	5.6
Total	88654	98347	9693	10.9	100.0	925978	1016605	90627	9.8	100.0

November 2012 Top 20 Passenger Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	7436	10455	3019	40.6	20.2	75337	90165	14828	19.7	17.1
Holden	6786	6005	-781	-11.5	11.6	81978	69777	-12201	-14.9	13.3
Hyundai	5563	5900	337	6.1	11.4	59335	63796	4461	7.5	12.1
Mazda	5576	5859	283	5.1	11.3	59773	61764	1991	3.3	11.7
Ford	4302	4373	71	1.7	8.5	46361	43822	-2539	-5.5	8.3
Volks.	2214	2568	354	16.0	5.0	28730	32048	3318	11.5	6.1
Honda	1759	3165	1406	79.9	6.1	22760	28376	5616	24.7	5.4
KIA	1787	2049	262	14.7	4.0	17044	21678	4634	27.2	4.1
Suzuki	1458	1433	-25	-1.7	2.8	18298	17518	-780	-4.3	3.3
Mitsubishi	1619	1302	-317	-19.6	2.5	18346	14741	-3605	-19.7	2.8
Nissan	1316	1667	351	26.7	3.2	14277	13641	-636	-4.5	2.6
Mercedes	1404	1452	48	3.4	2.8	12553	13388	835	6.7	2.5
Subaru	994	881	-113	-11.4	1.7	14504	12043	-2461	-17.0	2.3
BMW	958	1113	155	16.2	2.2	8872	10312	1440	16.2	2.0
Audi	773	795	22	2.8	1.5	9700	8259	-1441	-14.9	1.6
Lexus	532	566	34	6.4	1.1	4177	4271	94	2.3	0.8
Peugeot	367	354	-13	-3.5	0.7	4360	3690	-670	-15.4	0.7
Skoda	419	101	-318	-75.9	0.2	2277	2255	-22	-1.0	0.4
Dodge	268	163	-105	-39.2	0.3	2084	1715	-369	-17.7	0.3
Volvo Car	181	91	-90	-49.7	0.2	1962	1538	-424	-21.6	0.3
Other	1000	1360	360	36.0	2.7	10822	11440	618	5.7	2.3
Total	46712	51652	4940	10.6	100.0	513550	526237	12687	2.5	100.0

November 2012 Top 20 SUV Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	5214	4417	-797	-15.3	16.9	42068	53325	11257	26.8	19.0
Nissan	2750	3209	459	16.7	12.3	26205	34276	8071	30.8	12.2
Subaru	1410	2331	921	65.3	8.9	17404	25151	7747	44.5	9.0
Mitsubishi	2012	2116	104	5.2	8.1	21287	22156	869	4.1	7.9
Mazda	1493	1980	487	32.6	7.6	12149	21622	9473	78.0	7.7
Holden	1434	1656	222	15.5	6.3	13632	16944	3312	24.3	6.0
Jeep	996	1713	717	72.0	6.6	7676	16403	8727	113.7	5.9
Ford	1949	1392	-557	-28.6	5.3	14885	15608	723	4.9	5.6
Hyundai	1487	1464	-23	-1.5	5.6	14729	14656	-73	-0.5	5.2
Volks	896	790	-106	-11.8	3.0	6579	8311	1732	26.3	3.0
L/Rover	512	637	125	24.4	2.4	5258	7226	1968	37.4	2.6
KIA	513	461	-52	-10.1	1.8	5676	7126	1450	25.5	2.5
BMW	706	562	-144	-20.4	2.1	6723	6595	-128	-1.9	2.4
Audi	300	447	147	49.0	1.7	3839	5079	1240	32.3	1.8
Suzuki	251	429	178	70.9	1.6	3155	4038	883	28.0	1.4
Honda	474	840	366	77.2	3.2	5355	3817	-1538	-28.7	1.4
Volvo Car	324	243	-81	-25.0	0.9	2764	3476	712	25.8	1.2
Great Wall	252	307	55	21.8	1.2	2960	3109	149	5.0	1.1
Mercedes	271	344	73	26.9	1.3	2638	3076	438	16.6	1.1
Lexus	281	341	60	21.4	1.3	1728	2197	469	27.1	0.8
Other	657	466	-191	-29.1	1.9	5059	6086	1027	20.3	2.2
Total	24182	26145	1963	8.1	100.0	221769	280277	58508	26.4	100.0

November 2012 Light Commercial Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4786	4440	-346	-7.2	25.4	48641	53517	4876	10.0	29.4
Nissan	1768	2130	362	20.5	12.2	21459	24500	3041	14.2	13.5
Ford	1808	2756	948	52.4	15.7	22195	23124	929	4.2	12.7
Holden	1541	2693	1152	74.8	15.4	20292	19217	-1075	-5.3	10.6
Mits. Fuso	1490	1590	100	6.7	9.1	16715	17889	1174	7.0	9.8
Mazda	962	893	-69	-7.2	5.1	9063	10946	1883	20.8	6.0
Volks.	686	934	248	36.2	5.3	5384	9071	3687	68.5	5.0
Great Wall	674	563	-111	-16.5	3.2	5016	7081	2065	41.2	3.9
Isuzu Ute	618	788	170	27.5	4.5	5968	7066	1098	18.4	3.9
Hyundai	464	392	-72	-15.5	2.2	6086	5340	-746	-12.3	2.9
Mercedes	108	105	-3	-2.8	0.6	1011	986	-25	-2.5	0.5
Renault	46	69	23	50.0	0.4	489	678	189	38.7	0.4
Ssang.	61	33	-28	-45.9	0.2	591	598	7	1.2	0.3
Mitsubishi	62	37	-25	-40.3	0.2	424	557	133	31.4	0.3
Suzuki	20	33	13	65.0	0.2	275	441	166	60.4	0.2
Citroen	21	20	-1	-4.8	0.1	178	201	23	12.9	0.1
Proton	32	0	-32	-100.0	0.0	372	149	-223	-59.9	0.1
KIA	44	0	-44	-100.0	0.0	452	139	-313	-69.2	0.1
Peugeot	13	12	-1	-7.7	0.1	161	132	-29	-18.0	0.1
Fiat	9	13	4	44.4	0.1	105	105	0	0.0	0.1
L/Rover	3	5	2	66.7	0.0	99	84	-15	-15.2	0.0
Total	15216	17506	2290	15.0	100.0	164976	181821	16845	10.2	100.0

November 2012 Heavy Truck Nameplates										
	November Month					November Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Isuzu	572	670	98	17.1	22.0	6000	6670	670	11.2	23.6
Hino	240	374	134	55.8	12.3	3096	3838	742	24.0	13.6
Mercedes	281	280	-1	-0.4	9.2	2925	2863	-62	-2.1	10.1
Mits Fuso	273	297	24	8.8	9.8	2893	2613	-280	-9.7	9.2
K'worth	223	241	18	8.1	7.9	1583	2147	564	35.6	7.6
Iveco	136	287	151	111.0	9.4	1502	1780	278	18.5	6.3
Volvo	173	128	-45	-26.0	4.2	1112	1246	134	12.1	4.4
W/Star	100	94	-6	-6.0	3.1	808	923	115	14.2	3.3
Mack	82	86	4	4.9	2.8	735	868	133	18.1	3.1
Fiat	84	109	25	29.8	3.6	797	733	-64	-8.0	2.6
Freightl.	80	102	22	27.5	3.4	662	723	61	9.2	2.6
Volks.	27	78	51	188.9	2.6	433	722	289	66.7	2.6
Niss UD	67	78	11	16.4	2.6	804	697	-107	-13.3	2.5
Scania	49	63	14	28.6	2.1	396	509	113	28.5	1.8
Man	20	34	14	70.0	1.1	252	398	146	57.9	1.4
Renault	18	37	19	105.6	1.2	58	389	331	570.7	1.4
Caterpillar	22	27	5	22.7	0.9	122	296	174	142.6	1.0
Daf	26	29	3	11.5	1.0	148	285	137	92.6	1.0
Ford	44	8	-36	-81.8	0.3	1078	246	-832	-77.2	0.9
Hyundai	11	2	-9	-81.8	0.1	116	62	-54	-46.6	0.2
Other	16	20	4	25.0	0.4	163	262	99	60.7	8.6
Total	2544	3044	500	19.7	100.0	25683	28270	2587	10.1	100.0

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