OCTOBER VFACTS REPORT

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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OCTOBER 2012 VFACTS HIGHLIGHTS

October 2012, the Automotive Industry in Australia achieved total vehicle sales of 95,584 units, up 10,388 units or 12.2% on October month 2011. October 2012 retail sales volume represents the best October sales month on record, and, on a Seasonally Adjusted Annual Rate, the industry for October 2012 came in at 1,151,000 units. The Vehicle Industry has now achieved a SAAR of in excess of 1,000,000 units in each of the past fourteen months. The last six months have each achieved record volume for the Vehicle Industry. The October sales volume was again driven by increased SUV and Light Commercial vehicle availability with these two segments up 26.2% and 19.7% respectively. Both Industry segments will achieve record full year sales volume for 2012, as will the total vehicle market. We continue to see more manufacturers enter these market segments and with more products released into theses two industry segments. Those manufacturers with strong representation in these industries have achieved greatest volume growth and share for the month, and they will continue to into the future as the makeup of the Australian Automotive Industry continues to change.

The issue of "cyber cars" continues to haunt the Australian Automotive Industry. New vehicle sales are seen as a barometer as to the strength of the Australian economy, and the inflated sales figures are presenting a false picture as to the strength of the Australian economy. Manufacturers place pressure on dealers to pre register vehicles in order to achieve internal sales and share targets. Dealers are often paid a significant bonus by the manufacturer to pre report vehicles. If a dealer does not play the manufacturer game they are then at a price disadvantage compared to dealers who pre register vehicles. The concern in many instances is that the bonus paid by the manufacturer to the dealer often does not cover the dealer cost in quitting this pre registered stock. A number of the pre registered vehicles, which are sold as used cars, may have less than 50 km on the clock and are offered at a discount of up to $15,000 on new vehicle prices.

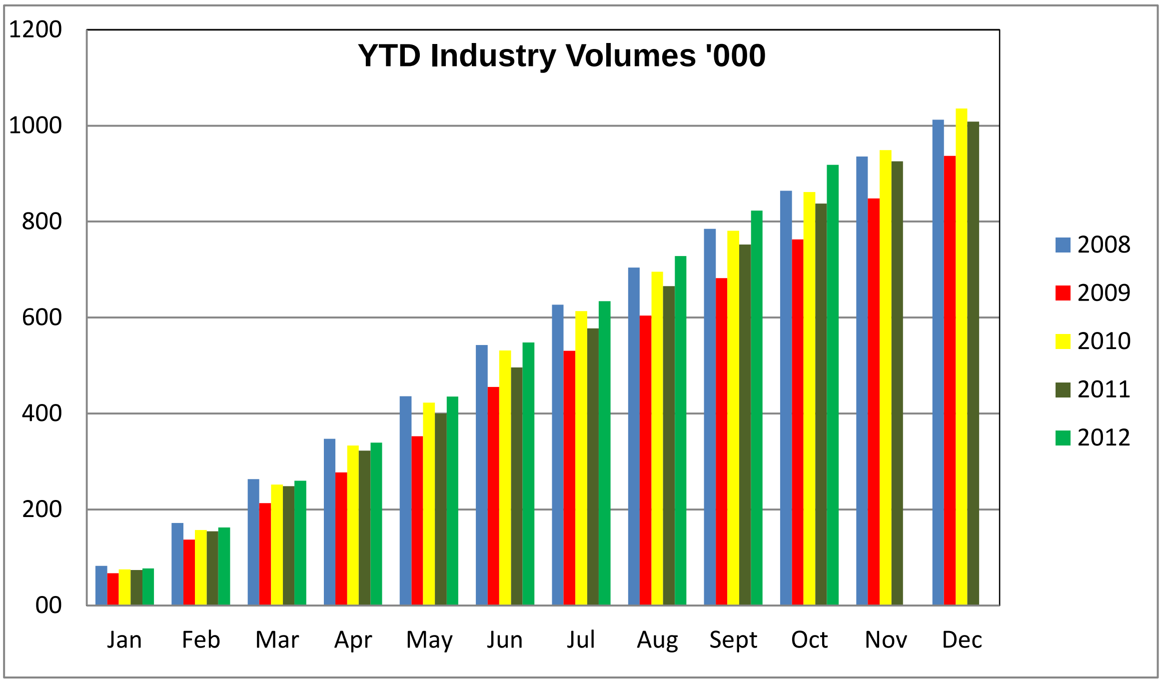
This practice is having a significant detrimental effect on brand and used vehicle values and also distorts volume target settings.

For the health of the industry, and to report “real” retail numbers, the practice of pre registering vehicles should cease immediately. While there is no penalty to manufacturers and dealers to continue with this approach, we will not see an end to this practice in the near future.

Manufacturers have continued with “finance offer” marketing incentives in the market and generally the programs have proved successful. 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.

October year to date, the Total Vehicle Industry has achieved vehicle sales of 918,258 units, up 80,934 units or 9.7% on the same time last year. October year to date 2012 represents the best October year to date on record. October year to date the Automotive Industry is running at a SAAR of 1,104,000 units.

Autoteam Australia Consulting forecast for the total vehicle industry for 2012 is 1,100,000 units, which compares to the present industry record of 1,049,982 units achieved in 2007. This will require combined November and December sales volume of 181,742 units, up 6.2% on the same time last year and a SAAR of 1,083,000 units. The forecast for full year 2013 full year sales volume is 1,075,000 units, down 25,000 units or 2.3% 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 industries, those brands with new and desirable products in these industry segment will continue to achieve volume and share growth. Relying on the same old products to achieve sales volume and market share will not work in the future as consumer preferences have and will continue to change. The industry is dynamic with the consumer wanting the latest and best 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. The SUV and Light Commercial Industries will both achieve full year record sales volumes for 2012, up significantly on prior year volumes.

October vehicle sales compared to history is as follows:

Record Vehicle Industry

	October Month	October YTD
Passenger	7th	9th
SUV	1st	1st
Light Commercial	1st	1st
Heavy Truck	5th	5th
Total Industry	1st	1st

Industry Highlights

- Among the top 30 brands in the market place October 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, Skoda and Kenworth have achieved year over year volume growth of in excess of 40%, although several off a low volume base.
- All Industry segments achieved growth year over year for October with the SUV Segment up most at 26.2%, while the Light Commercial Industry was up 19.7%. The PU/CC 4X4 Segment of the Light Commercial Industry achieved greatest volume growth of any segment, up 2,879 units or 33.3% on the same time last year. October 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 again achieved volume growth, 365 units or 15.1% year on year.
- Among the Passenger Industry, the Small and Large Segments both incurred volume loss for the month, down 1,314 units and 267 units respectively. By comparison the Light Segment was up 794 units (Yaris up 360 units and VW Up 306 units), the Medium Segment was up 1,411units (Camry up 654 units, Jetta up 189 units and C Class up 237 units). The new Chrysler 300 (up 215 units) provided volume growth for the Upper Large Segment. The Sports Segment achieved 70.4% year on year volume growth, with new models Veloster (356 units) and Subaru BRZ/Toyota 86 (combined 375 units).
- All segments of the SUV Industry achieved year over year volume growth. The Small Segment was up 1,060 units (Subaru XV 799 units), the Medium Segment was up 2,298 units, reflecting additional vehicle supply (CX-5 up 1,190 units, Outlander up 765 units and X-Trail up 559 units) and the Large Segment was up 1,806 units (Grand Cherokee 474 units and Prado up 420 units).
- The PU/CC 4X4 Segment achieved year on year growth of 2,879 units or 33.3% with most models up year on year, but Ranger up 683 units and Colorado up 687 units, up the most. Increased stock availability from Thailand has assisted in achieving the

industry growth for the month. Many of these vehicles may have been sold in prior months but because of availability were not able to be delivered until October.

- Among the states and territories for the month of October, all achieved volume growth for the month, Western Australia up the most at 25.1%. Victoria, South Australia, Tasmania and NT all achieved year over year volume growth of in excess of 10%. NSW, the biggest vehicle market in the country, was up 8.2% for the month. October year to date, only Tasmania is down in volume compared to the same time last year, down by 453 units or 3.3%.
- By buyer type, only government sales were down for the month, 638 units or 13.4%. 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 48.6% of all vehicle sales October year to date. October year to date only Government sales are down year on year, 5,311 units or 10.9%, 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 total industry. October year to date, Hybrid (48.4%) and LPG (97.2%) sales were up most year over year, although both off a small volume base. Diesel vehicle sales (predominantly SUV and Light Commercial vehicles) were up 7,778 units or 31.5% for the month and year to date account for 32.4% of all vehicles sold.
- Locally manufactured vehicle industry share for October accounted for just 13.4% 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 October. Toyota achieved total October vehicle sales volume of 18,584 units for a market share of 19.4%, ahead of Holden 10,239 units, Ford 8,379 units, Mazda 7,738 units, Hyundai 7,576 units and Nissan 6,662 units.
- HiLux was the top selling vehicle for the month of October with sales of 3,403 units, ahead of Camry and Mazda 3. 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

	October Month		October Year To Date	
	Model	Volume	Model	Volume
1	HiLux	3403	Mazda 3	35776
2	Camry	3379	HiLux	34467
3	Mazda 3	3342	Corolla	31066
4	Corolla	2977	Commodore	25675
5	i30	2898	Cruze	25142
6	Commodore	2449	i30	24212
7	Golf	2436	Navara	21297
8	Cruze	2251	Camry	20499
9	Ranger	2126	Triton	15795
10	Navara	2126	Yaris	15465

October 2012 Total Vehicle Industry

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Pass	47536	49291	1755	3.7	51.6	466838	474585	7747	1.7	51.7
SUV	20400	25737	5337	26.2	26.9	197587	254132	56545	28.6	27.7
Lt Com'l	14850	17781	2931	19.7	18.6	149760	164315	14555	9.7	17.9
Hvy Trk	2410	2775	365	15.1	2.9	23139	25226	2087	9.0	2.7
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Vehicle Segmentation

	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Light	9940	10734	794	8.0	21.8	109769	112968	3199	2.9	23.9
Small	23137	21823	-1314	-5.7	44.3	204602	208402	3800	1.9	43.9
Medium	6532	7943	1411	21.6	16.1	62754	71320	8566	13.7	15.0
Large	5838	5571	-267	-4.6	11.3	66395	51918	-14477	-21.8	10.9
Up Large	237	354	117	49.4	0.7	2590	2376	-214	-8.3	0.5
PM	807	1085	278	34.4	2.2	9290	9838	548	5.9	2.1
Sports	1045	1781	736	70.4	3.6	11438	17763	6325	55.3	3.7
Pass.	47536	49291	1755	3.7	100.0	466838	474585	7747	1.7	100.0
Small	3078	4138	1060	34.4	16.0	32172	50177	18005	56.0	19.8
Medium	7553	9851	2298	30.4	38.3	73316	91254	17938	24.5	35.9
Large	8713	10519	1806	20.7	40.9	81344	100230	18886	23.2	39.4
Upper Lge	1056	1229	173	16.4	4.8	10755	12471	1716	16.0	4.9
SUV	20400	25737	5337	26.2	100.0	197587	254132	56545	28.6	100.0
Bus <20	310	239	-71	-22.9	1.4	2360	2517	157	6.7	1.6
Bus >20	59	75	16	27.1	0.4	613	854	241	39.3	0.5
VanCC <2.5	302	286	-16	-5.3	1.6	2601	2792	191	7.3	1.7
VanCC >2.5	1333	1161	-172	-12.9	6.5	14798	14538	-260	-1.8	8.8
PU/CC 4X2	4211	4506	295	7.0	25.3	44763	40820	-3943	-8.8	24.8
PU/CC 4X4	8635	11514	2879	33.3	64.8	84625	102794	18169	21.5	62.6
Lt Com'l	14850	17781	2931	19.7	100.0	149760	164315	14555	9.7	100.0

October 2012 Sales By State										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
NSW	26607	28792	2185	8.2	30.1	260518	282562	22044	8.5	30.7
Victoria	22996	26078	3082	13.4	27.3	222793	242800	20007	9.0	26.4
Q'land	17973	19602	1629	9.1	20.5	175614	194541	18927	10.8	21.2
Wst Aust	8974	11228	2254	25.1	11.7	90962	105315	14353	15.8	11.5
Sth Aust	5041	5848	807	16.0	6.1	52181	55710	3529	6.8	6.1
ACT	1358	1475	117	8.6	1.5	13082	14335	1253	9.6	1.6
Tasmania	1439	1612	173	12.0	1.7	13647	13194	-453	-3.3	1.4
NT	808	949	141	17.5	1.0	8527	9801	1274	14.9	1.1
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Sales By Buyer Type										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Private	39226	45366	6140	15.7	47.5	399574	446139	46565	11.7	48.6
Business	36410	40833	4423	12.1	42.7	345446	380429	34983	10.1	41.4
Rental	4791	5254	463	9.7	5.5	43546	48243	4697	10.8	5.3
Govt	4769	4131	-638	-13.4	4.3	48758	43447	-5311	-10.9	4.7
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Sales By Fuel Type										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Petrol	59055	61286	2231	3.8	64.1	583709	604725	21016	3.6	65.8
Diesel	24719	32497	7778	31.5	34.0	243741	297597	53856	22.1	32.4
Hybrid	1066	1210	144	13.5	1.3	7244	10749	3505	48.4	1.2
LPG	356	591	235	66.0	0.6	2630	5187	2557	97.2	0.6
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Top 10 Production Locations										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Holden	6656	5389	-1267	-19.0	5.6	62204	58742	-3462	-5.6	6.4
Ford	3458	3117	-341	-9.9	3.3	32363	29098	-3265	-10.1	3.2
Toyota	3336	4310	974	29.2	4.5	24110	27307	3197	13.3	3.0
Local	13450	12816	-634	-4.7	13.4	118677	115147	-3530	-3.0	12.6
Japan	28012	29914	1902	6.8	31.3	271500	325645	54145	19.9	35.5
Thailand	13421	17693	4272	31.8	18.5	135849	135763	-86	-0.1	14.8
Korea	10893	12434	1541	14.1	13.0	122887	122131	-756	-0.6	13.3
Germany	7127	7293	166	2.3	7.6	61816	73893	12077	19.5	8.0
England	1598	2306	708	44.3	2.4	15961	21414	5453	34.2	2.3
USA	1464	2453	989	67.6	2.6	15482	21275	5793	37.4	2.3
India	1302	1369	67	5.1	1.4	10249	13645	3396	33.1	1.5
China	1170	905	-265	-22.6	0.9	8534	10354	1820	21.3	1.1
South Afr.	382	630	248	64.9	0.7	11926	5876	-6050	-50.7	0.6
Other	6377	7771	1394	21.9	8.2	64443	73115	8672	13.5	8.0
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Top 30 Nameplates										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	17239	18584	1345	7.8	19.4	148610	177695	29085	19.6	19.4
Holden	10209	10239	30	0.3	10.7	106141	95584	-10557	-9.9	10.4
Mazda	6999	7738	739	10.6	8.1	72954	85600	12646	17.3	9.3
Hyundai	7507	7576	69	0.9	7.9	72636	76036	3400	4.7	8.3
Ford	6921	8379	1458	21.1	8.8	76416	74271	-2145	-2.8	8.1
Nissan	5448	6662	1214	22.3	7.0	56107	65411	9304	16.6	7.1
Mitsubishi	5120	5334	214	4.2	5.6	51227	49778	-1449	-2.8	5.4
Volks.	5150	5559	409	7.9	5.8	37303	45782	8479	22.7	5.0
Subaru	2630	3203	573	21.8	3.4	29504	33982	4478	15.2	3.7
Honda	2392	2852	460	19.2	3.0	25882	28188	2306	8.9	3.1
KIA	1803	2977	1174	65.1	3.1	20828	26433	5605	26.9	2.9
Suzuki	1811	2034	223	12.3	2.1	19999	20102	103	0.5	2.2
Mercedes	1449	1927	478	33.0	2.0	17063	18132	1069	6.3	2.0
BMW	1122	1605	483	43.0	1.7	13931	15232	1301	9.3	1.7
Jeep	690	1687	997	144.5	1.8	6680	14690	8010	119.9	1.6
Audi	1162	1268	106	9.1	1.3	12466	12096	-370	-3.0	1.3
Great Wall	914	840	-74	-8.1	0.9	7050	9320	2270	32.2	1.0
L/Rover	439	580	141	32.1	0.6	4842	6668	1826	37.7	0.7
Isuzu Ute	678	611	-67	-9.9	0.6	5350	6278	928	17.3	0.7
Isuzu	593	657	64	10.8	0.7	5428	6000	572	10.5	0.7
Lexus	594	683	89	15.0	0.7	5092	5561	469	9.2	0.6
Volvo Car	252	411	159	63.1	0.4	4221	4680	459	10.9	0.5
Peugeot	463	406	-57	-12.3	0.4	4515	4325	-190	-4.2	0.5
Renault	310	485	175	56.5	0.5	2823	3885	1062	37.6	0.4
Hino	286	375	89	31.1	0.4	2856	3464	608	21.3	0.4
Skoda	400	215	-185	-46.3	0.2	2239	3260	1021	45.6	0.4
Mits Fuso	286	281	-5	-1.7	0.3	2982	2836	-146	-4.9	0.3
Mini	143	200	57	39.9	0.2	1846	1971	125	6.8	0.2
Kenworth	164	253	89	54.3	0.3	1360	1906	546	40.1	0.2
Dodge	229	90	-139	-60.7	0.1	2213	1741	-472	-21.3	0.2
Other	1793	1873	80	4.5	5.5	16760	17351	591	3.5	5.4
Total	85196	95584	10388	12.2	100.0	837324	918258	80934	9.7	100.0

October 2012 Top 20 Passenger Nameplates										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	8085	9341	1256	15.5	19.0	67901	79710	11809	17.4	16.8
Holden	6939	5685	-1254	-18.1	11.5	75192	63772	-11420	-15.2	13.4
Hyundai	5752	6061	309	5.4	12.3	53772	57896	4124	7.7	12.2
Mazda	4994	5154	160	3.2	10.5	54197	55905	1708	3.2	11.8
Ford	3743	4247	504	13.5	8.6	42059	39449	-2610	-6.2	8.3
Volks.	4108	3917	-191	-4.6	7.9	26516	29480	2964	11.2	6.2
Honda	1909	2543	634	33.2	5.2	21001	25211	4210	20.0	5.3
KIA	1302	2225	923	70.9	4.5	15257	19629	4372	28.7	4.1
Suzuki	1522	1547	25	1.6	3.1	16840	16085	-755	-4.5	3.4
Mitsubishi	1619	1035	-584	-36.1	2.1	16727	13439	-3288	-19.7	2.8
Nissan	1438	1407	-31	-2.2	2.9	12961	11974	-987	-7.6	2.5
Mercedes	931	1343	412	44.3	2.7	11149	11936	787	7.1	2.5
Subaru	1392	898	-494	-35.5	1.8	13510	11162	-2348	-17.4	2.4
BMW	568	975	407	71.7	2.0	7914	9199	1285	16.2	1.9
Audi	820	588	-232	-28.3	1.2	8927	7464	-1463	-16.4	1.6
Lexus	437	399	-38	-8.7	0.8	3645	3705	60	1.6	0.8
Peugeot	375	318	-57	-15.2	0.6	3993	3336	-657	-16.5	0.7
Skoda	263	155	-108	-41.1	0.3	1858	2154	296	15.9	0.5
Dodge	202	90	-112	-55.4	0.2	1816	1552	-264	-14.5	0.3
Volvo Car	144	126	-18	-12.5	0.3	1781	1447	-334	-18.8	0.3
Other	993	1237	244	24.6	2.5	9822	10080	258	2.6	2.2
Total	47536	49291	1755	3.7	100.0	466838	474585	7747	1.7	100.0

October 2012 Top 20 SUV Nameplates										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4414	4361	-53	-1.2	16.9	36854	48908	12054	32.7	19.2
Nissan	2417	3018	601	24.9	11.7	23455	31067	7612	32.5	12.2
Subaru	1238	2305	1067	86.2	9.0	15994	22820	6826	42.7	9.0
Mitsubishi	2185	2760	575	26.3	10.7	19275	20040	765	4.0	7.9
Mazda	1293	1538	245	18.9	6.0	10656	19642	8986	84.3	7.7
Holden	1423	1843	420	29.5	7.2	12198	15288	3090	25.3	6.0
Jeep	690	1687	997	144.5	6.6	6680	14690	8010	119.9	5.8
Ford	1338	1372	34	2.5	5.3	12936	14216	1280	9.9	5.6
Hyundai	1231	1333	102	8.3	5.2	13242	13192	-50	-0.4	5.2
Volks	341	603	262	76.8	2.3	5683	7521	1838	32.3	3.0
KIA	472	752	280	59.3	2.9	5163	6665	1502	29.1	2.6
L/Rover	435	577	142	32.6	2.2	4746	6589	1843	38.8	2.6
BMW	554	630	76	13.7	2.4	6017	6033	16	0.3	2.4
Audi	342	680	338	98.8	2.6	3539	4632	1093	30.9	1.8
Suzuki	256	445	189	73.8	1.7	2904	3609	705	24.3	1.4
Volvo Car	108	285	177	163.9	1.1	2440	3233	793	32.5	1.3
Honda	483	309	-174	-36.0	1.2	4881	2977	-1904	-39.0	1.2
Great Wall	269	242	-27	-10.0	0.9	2708	2802	94	3.5	1.1
Mercedes	150	259	109	72.7	1.0	2367	2732	365	15.4	1.1
Lexus	157	284	127	80.9	1.1	1447	1856	409	28.3	0.7
Other	604	454	-150	-24.8	2.0	4402	5620	1218	27.7	2.2
Total	20400	25737	5337	26.2	100.0	197587	254132	56545	28.6	100.0

October 2012 Light Commercial Nameplates										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Toyota	4740	4882	142	3.0	27.5	43855	49077	5222	11.9	29.9
Nissan	1593	2237	644	40.4	12.6	19691	22370	2679	13.6	13.6
Ford	1768	2752	984	55.7	15.5	20387	20368	-19	-0.1	12.4
Holden	1847	2711	864	46.8	15.2	18751	16524	-2227	-11.9	10.1
Mits. Fuso	1316	1539	223	16.9	8.7	15225	16299	1074	7.1	9.9
Mazda	712	1046	334	46.9	5.9	8101	10053	1952	24.1	6.1
Volks.	677	932	255	37.7	5.2	4698	8137	3439	73.2	5.0
Great Wall	645	598	-47	-7.3	3.4	4342	6518	2176	50.1	4.0
Isuzu Ute	678	611	-67	-9.9	3.4	5350	6278	928	17.3	3.8
Hyundai	524	182	-342	-65.3	1.0	5622	4948	-674	-12.0	3.0
Mercedes	78	81	3	3.8	0.5	903	881	-22	-2.4	0.5
Renault	41	81	40	97.6	0.5	443	609	166	37.5	0.4
Ssang.	66	28	-38	-57.6	0.2	530	565	35	6.6	0.3
Mitsubishi	43	39	-4	-9.3	0.2	362	520	158	43.6	0.3
Suzuki	33	42	9	27.3	0.2	255	408	153	60.0	0.2
Citroen	8	12	4	50.0	0.1	157	181	24	15.3	0.1
Proton	27	0	-27	-100.0	0.0	340	149	-191	-56.2	0.1
KIA	29	0	-29	-100.0	0.0	408	139	-269	-65.9	0.1
Peugeot	12	4	-8	-66.7	0.0	148	120	-28	-18.9	0.1
Fiat	9	1	-8	-88.9	0.0	96	92	-4	-4.2	0.1
L/Rover	4	3	-1	-25.0	0.0	96	79	-17	-17.7	0.0
Total	14850	17781	2931	19.7	100.0	149760	164315	14555	9.7	100.0

October 2012 Heavy Truck Nameplates										
	October Month					October Year To Date				
	Year		Difference		%	Year		Difference		%
	2011	2012	Volume	%	Share	2011	2012	Volume	%	Share
Isuzu	593	657	64	10.8	23.7	5428	6000	572	10.5	23.8
Hino	286	375	89	31.1	13.5	2856	3464	608	21.3	13.7
Mercedes	290	244	-46	-15.9	8.8	2644	2583	-61	-2.3	10.2
Mits Fuso	243	242	-1	-0.4	8.7	2620	2316	-304	-11.6	9.2
K'worth	164	253	89	54.3	9.1	1360	1906	546	40.1	7.6
Iveco	139	130	-9	-6.5	4.7	1366	1493	127	9.3	5.9
Volvo	145	117	-28	-19.3	4.2	939	1118	179	19.1	4.4
W/Star	62	90	28	45.2	3.2	708	829	121	17.1	3.3
Mack	67	86	19	28.4	3.1	653	782	129	19.8	3.1
Volks.	24	107	83	345.8	3.9	406	644	238	58.6	2.6
Fiat	76	68	-8	-10.5	2.5	713	624	-89	-12.5	2.5
Freightl.	45	101	56	124.4	3.6	582	621	39	6.7	2.5
Niss UD	63	66	3	4.8	2.4	737	619	-118	-16.0	2.5
Scania	39	48	9	23.1	1.7	347	446	99	28.5	1.8
Man	25	59	34	136.0	2.1	232	364	132	56.9	1.4
Renault	5	50	45	900.0	1.8	40	352	312	780.0	1.4
Caterpillar	25	24	-1	-4.0	0.9	100	269	169	169.0	1.1
Daf	14	39	25	178.6	1.4	122	256	134	109.8	1.0
Ford	72	8	-64	-88.9	0.3	1034	238	-796	-77.0	0.9
Hyundai	11	0	-11	-100.0	0.0	105	60	-45	-42.9	0.2
Other	22	11	-11	-50.0	0.4	147	242	95	64.6	8.7
Total	2410	2775	365	15.1	100.0	23139	25226	2087	9.0	100.0

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 13
241 Adelaide 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