

**SEPTEMBER
2011 VFACTS
REPORT**

**Prepared by Autoteam Australia
Consulting**

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SEPTEMBER 2011 VFACTS HIGHLIGHTS

September 2011, the Automotive Industry in Australia achieved total vehicle sales of 86,819 units, up 1,765 units or 2.1% on September month 2010. September 2011 retail sales volume represents a September month record for the industry. The increase in year over year monthly sales volume represents the second successive month that volume growth has occurred. On a Seasonally Adjusted Annual Rate, the industry came in at 1,058,000 units.

September month 2011 represents the second 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. We have seen several manufacturers over recent months advertising that stock is now freely available for immediate delivery and the mix of stock has improved, with more SUV and Light Commercial vehicles now in stock.

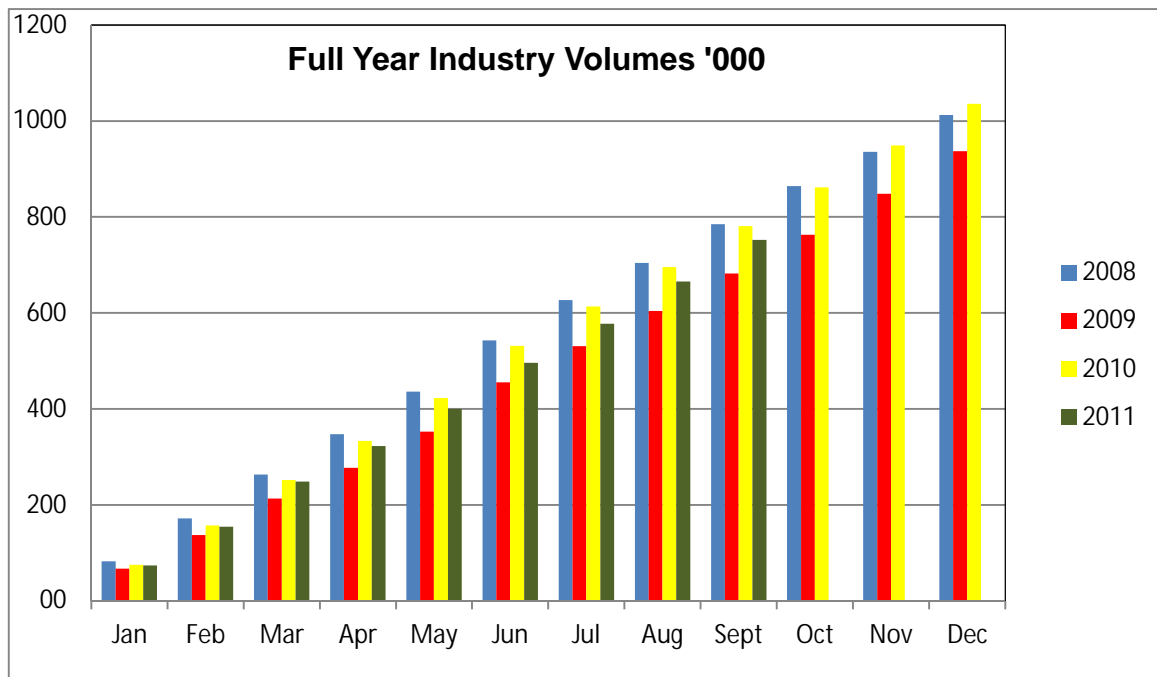
While product availability has generally improved over recent months, several brands are still down on the stock volume they should be carrying and this is impacting on their sales volumes. Honda has been hit worse than most franchises, with sales for the month of September 2011 at only 1,845 units, the lowest Honda monthly sales volume since October 2002. Impacting sales volume for Honda was the fact that we understand that the brand did not receive any

overseas vehicle shipments for the month and the units that the dealers are carrying represent the more difficult less desirable stock to sell. Honda Japan has been supporting overseas markets with stock at the expense of the Australian market over recent months. In the coming months we expect the brand to receive overseas shipments and we would expect that Honda's market performance will improve accordingly.

The SUV and Light Truck Industries, with increased imported stock availability over recent months, both achieved record September sales volume for the month, as they also achieved for August 2011.

Recent media releases indicate that a number of brands will be very aggressive in the market place for the remainder of the year as they strive to regain lost sales volume and market share, and also achieve full year sales volume targets. We will see consistent marketing programs and discounted vehicle prices/bonuses through to year end 2011. As pricing is the major decision in the majority of vehicle purchases, any franchise that does not participate in the marketing activity through year end will lose sales volume and market share. On this basis, prior to year end would represent an ideal environment for a vehicle purchase.

Prior to the Japanese tsunami, the average new vehicle dealer in Australia was carrying in excess of 60 days' supply of new vehicles. As imported stock has become more freely available, the average franchised dealers has again been growing inventory levels with the average dealer presently at 68 days' supply – slightly higher than Autoteam would recommend (5-60 days' supply). This will impact on dealer profitability as lower stock level has historically produced higher NPBT.



On a year to date basis, the Australian Automotive Industry has achieved total vehicle sales of 752,128 units, down 28,592 units or 3.7% on September 2010 year to date. On a SAAR basis, the total Vehicle Industry is running at 1,005,000 units.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been revised to 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.

September vehicle sales compared to history is as follows:

Record Vehicle Industry

	<u>September</u> <u>Month</u> <u>9th</u>	<u>September</u> <u>YTD</u> <u>9th</u>
Passenger	9 th	9 th
SUV	1 st	1 st
Light Commercial	1 st	3 rd
Heavy Truck	6 th	9 th
Total Industry	1 st	4 th

Industry Highlights

- The Passenger Segment of the Automotive Industry was the only segment not to have achieved year over year volume growth for September 2011. The Passenger Segment was down 1,063 units or 2.2% year over year. The Light Commercial Segment achieved greatest September volume growth, up 1,601 units or 11.2%, while the SUV Segment was up 1,094 units or 5.6% year over year. The SUV industry for the month of September achieved 23.9% of the total vehicle market, with a year to date share of 23.6%, up 1 pp on the same time last year.
- The Small, Upper Large and People Movers segments all achieved year over year volume growth for September, with the Small Segment up 1,748 units or 9% for the month. The volume growth for this segment was led by Cruze, up 685 units, Elantra up 502 units and Golf up 785 units. By comparison Mazda 3 was down 1,175 units and Lancer was down 503 units. The Light Segment was down 1,412 units or 12.8% for the month. Mazda 2 (484 units) and Rio (541 units) were down most for the segment. The Large Segment continues to incur volume loss and for September 2011 was down 822 units on the same time last year, with Falcon accounting for 557 units of this volume loss.

Within the SUV Industry, all segments achieved year over year volume growth for September, with the Luxury Segment up most at 443 units or 20.5%. Cherokee accounted for segment volume gain of 415 units for the month, with this model up 519.8% year to date compared to the same time last year. In the other industry segments, Territory sales volume was up 498 units for September, while Prado sales volume was down 434 units for the month.

Within the Light Commercial Industry, the Light Bus and PU/CC 4X4 Segments both achieved year over year volume gains for September. Volume growth in the PU/CC 4X4 Segment (up 1,650 units) was led by HiLux, up 581 units and Amorok sales of 438 units.

- Among the states and territories, only Tasmania, Western Australia and the ACT incurred a volume loss for the month. Queensland achieved the greatest volume growth, up 1,101 units, ahead of NSW which was up 582 units.
- By buyer type, Business and Rental sales both achieved year over year sales volume growth. This is consistent with the growth we saw in Light Commercial

vehicle sales for the month. Private vehicle sales were down 2,009 units for the month with the private segment accounting for just 43.3% of the total vehicle industry. September year to date private vehicle sales account for 47.9% of all vehicle sales.

- By fuel type, only diesel sales achieved volume gain year over year, up 2,930 units or 12.8% for the month. Diesel sales accounted for 29.7% of all vehicle sales for September 2011 , with a year to date share of 29.1%.
- Locally manufactured vehicle industry share for September accounted for 16.9%, up 2.7 pp on the same time last year and is a reflection of the Cruze now being locally manufactured. September year to date locally manufactured vehicles account for only 14% 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 all vehicle segments for September 2011. Toyota achieved total vehicle sales volume of 17,378 units (Toyota's highest sales volume since March 2011) for a market share of 20%, ahead of Holden 11,009 units, Ford 8,161 units, Hyundai 7,508 units and Mazda 6,037 units.
- Corolla achieved industry model leadership for the month with sales of 3,766 units, ahead of Commodore 3,712 units and HiLux 3,191 units. September year to date Commodore has regained the position of top selling vehicle in the country with September year to date sales volume of 31,977 units, ahead of Mazda 3 and HiLux.

Top 10 Selling Vehicles

<u>September Month</u>			<u>September Year To Date</u>		
	<u>Model</u>	<u>Volume</u>		<u>Model</u>	<u>Volume</u>
1	Corolla	3766		Commodore	31977
2	Commodore	3712		Mazda 3	31439
3	HiLux	3191		HiLux	27689
4	Cruze	3117		Cruze	25803
5	Mazda 3	2703		Corolla	25144
6	i30	2493		i30	22005
7	Camry	2049		Navara	17021
8	Navara	1885		Falcon	14291
9	Falcon	1708		Lancer	14214
10	Golf	1664		Camry	13934

September 2011 Total Vehicle Industry										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%		Share	2010	2011	Volume	
Pass	48763	47700	-1063	-2.2	55.0	446410	419302	-27108	-6.1	55.7
SUV	19684	20778	1094	5.6	23.9	176576	177187	611	0.3	23.6
Lt Com'l	14314	15915	1601	11.2	18.3	136553	135285	-1268	-0.9	18.0
Hvy Trk	2293	2426	133	5.8	2.8	21181	20354	-827	-3.9	2.7
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Vehicle Segmentation										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%		Share	2010	2011	Volume	
Light	11032	9620	-1412	-12.8	20.2	103073	99829	-3244	-3.1	23.8
Small	19344	21092	1748	9.0	44.2	181262	181465	203	0.1	43.3
Medium	7643	7356	-287	-3.8	15.4	61915	56221	-5694	-9.2	13.4
Large	8034	7212	-822	-10.2	15.1	74984	60558	-14426	-19.2	14.4
Up Large	239	265	26	10.9	0.6	2492	2353	-139	-5.6	0.6
PM	912	921	9	1.0	1.9	9402	8483	-919	-9.8	2.0
Sports	1559	1234	-325	-20.8	2.6	13282	10393	-2889	-21.8	2.5
Pass.	48763	47700	-1063	-2.2	100.0	446410	419302	-27108	-6.1	100.0
Compact	10037	10110	73	0.7	48.7	82380	89101	6721	8.2	50.3
Medium	6592	6938	346	5.2	33.4	67022	57271	-9751	-14.5	32.3
Large	899	1131	232	25.8	5.4	8945	9108	163	1.8	5.1
Luxury	2156	2599	443	20.5	12.5	18229	21707	3478	19.1	12.3
SUV	19684	20778	1094	5.6	100.0	176576	177187	611	0.3	100.0
Light Bus	161	374	213	132.3	2.4	1844	2017	173	9.4	1.4
Van	1837	1834	-3	-0.2	11.5	17782	15932	-1850	-10.4	11.8
4X2	4935	4717	-218	-4.4	29.6	45967	40552	-5415	-11.8	30.0
4X4	7251	8901	1650	22.8	55.9	70101	75990	5889	8.4	56.2
Light Trk	130	89	-41	-31.5	0.6	859	794	-65	-7.6	0.6
Lt Com'l	14314	15915	1601	11.2	100.0	136553	135285	-1268	-0.9	100.0

September 2011 Sales By State										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
NSW	26079	26661	582	2.2	30.7	237414	233911	-3503	-1.5	31.0
Victoria	22511	22845	334	1.5	26.3	211218	199797	-11421	-5.4	26.6
Q'land	16939	18040	1101	6.5	20.8	158550	157641	-909	-0.6	21.0
Wst Aust	10121	9731	-390	-3.9	11.2	89233	81988	-7245	-8.1	10.9
Sth Aust	5548	5853	305	5.5	6.7	50183	47140	-3043	-6.1	6.3
Tasmania	1715	1494	-221	-12.9	1.7	13798	12208	-1590	-11.5	1.6
ACT	1356	1314	-42	-3.1	1.5	12341	11724	-617	-5.0	1.6
NT	785	881	96	12.2	1.0	7983	7719	-264	-3.3	1.0
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Sales By Buyer Type										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Private	39553	37544	-2009	-5.1	43.3	372250	360317	-11933	-3.2	47.9
Business	35316	37247	1931	5.5	42.9	322833	309562	-13271	-4.1	41.2
Gov't	5180	5062	-118	-2.3	5.8	48349	43937	-4412	-9.1	5.8
Rental	5005	6966	1961	39.2	8.0	37288	38312	1024	2.7	5.1
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Sales By Fuel Type										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Petrol	60651	59928	-723	-1.2	69.1	552689	524541	-28148	-5.1	69.8
Diesel	22861	25791	2930	12.8	29.7	214294	219135	4841	2.3	29.1
Hybrid	870	734	-136	-15.6	0.8	6953	6178	-775	-11.1	0.8
LPG	672	366	-306	-45.5	0.4	6784	2274	-4510	-66.5	0.3
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Top 10 Production Locations										
	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Holden	5015	7892	2877	57.4	9.1	45046	55548	10502	23.3	7.4
Ford	4079	3855	-224	-5.5	4.4	38940	28905	-10035	-25.8	3.8
Toyota	3046	2990	-56	-1.8	3.4	26440	20774	-5666	-21.4	2.8
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-	0.0
Total	12140	14737	2597	21.4	16.9	110427	105227	-5200	-4.7	14.0
Local	12140	14737	2597	21.4	16.9	110427	105227	-5200	-4.7	14.0
Japan	28609	27450	-1159	-4.1	31.6	269289	243488	-25801	-9.6	32.4
Thailand	12901	12775	-126	-1.0	14.7	122089	122428	339	0.3	16.3
Korea	12511	11043	-1468	-11.7	12.7	125647	111994	-13653	-10.9	14.9
Germany	6531	7045	514	7.9	8.1	59548	54689	-4859	-8.2	7.3
England	1417	1805	388	27.4	2.1	11181	14705	3524	31.5	2.0
USA	1317	2169	852	64.7	2.5	10543	14018	3475	33.0	1.9
South Afr.	1901	591	-1310	-68.9	0.7	12584	11544	-1040	-8.3	1.5
India	817	1176	359	43.9	1.4	3945	8947	5002	126.8	1.2
China	668	941	273	40.9	1.1	4935	7364	2429	49.2	1.0
Other	6242	7087	845	13.5	8.2	50532	57724	7192	14.2	7.5
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Top 20 Nameplates

	September Month					September Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	16185	17378	1193	7.4	20.0	157538	131371	-26167	-16.6	17.5
Holden	10718	11009	291	2.7	12.7	101169	95932	-5237	-5.2	12.8
Ford	8288	8161	-127	-1.5	9.4	73071	69495	-3576	-4.9	9.2
Mazda	8850	6037	-2813	-31.8	7.0	65568	65955	387	0.6	8.8
Hyundai	6120	7508	1388	22.7	8.6	61582	65129	3547	5.8	8.7
Nissan	4689	5892	1203	25.7	6.8	46898	50659	3761	8.0	6.7
Mitsubishi	5314	4798	-516	-9.7	5.5	47217	46107	-1110	-2.4	6.1
Volks.	3225	4407	1182	36.7	5.1	28475	32153	3678	12.9	4.3
Subaru	3105	2503	-602	-19.4	2.9	30697	26874	-3823	-12.5	3.6
Honda	2582	1845	-737	-28.5	2.1	30677	23490	-7187	-23.4	3.1
KIA	2014	2222	208	10.3	2.6	18196	19025	829	4.6	2.5
Suzuki	2173	1725	-448	-20.6	2.0	18602	18188	-414	-2.2	2.4
Mercedes	2310	2004	-306	-13.2	2.3	16553	15614	-939	-5.7	2.1
BMW	1709	1635	-74	-4.3	1.9	13552	12809	-743	-5.5	1.7
Audi	1110	1200	90	8.1	1.4	10382	11304	922	8.9	1.5
Great Wall	668	778	110	16.5	0.9	4935	6136	1201	24.3	0.8
Jeep	472	948	476	100.8	1.1	4537	5990	1453	32.0	0.8
Isuzu	589	567	-22	-3.7	0.7	5509	4835	-674	-12.2	0.6
Isuzu Ute	463	498	35	7.6	0.6	3659	4672	1013	27.7	0.6
Lexus	318	600	282	88.7	0.7	4502	4498	-4	-0.1	0.6
L/Rover	411	481	70	17.0	0.6	3622	4403	781	21.6	0.6
Peugeot	409	370	-39	-9.5	0.4	4281	4052	-229	-5.3	0.5
Volvo Car	407	347	-60	-14.7	0.4	3576	3969	393	11.0	0.5
Mits Fuso	260	307	47	18.1	0.4	2799	2696	-103	-3.7	0.4
Hino	318	278	-40	-12.6	0.3	3073	2570	-503	-16.4	0.3
Renault	204	304	100	49.0	0.4	1310	2513	1203	91.8	0.3
Dodge	170	464	294	172.9	0.5	1207	1984	777	64.4	0.3
Mini	175	214	39	22.3	0.2	1721	1703	-18	-1.0	0.2
Proton	156	124	-32	-20.5	0.1	1459	1204	-255	-17.5	0.2
Kenworth	147	164	17	11.6	0.2	1463	1196	-267	-18.3	0.2
Other	1495	2051	556	37.2	5.7	12890	15602	2712	21.0	5.6
Total	85054	86819	1765	2.1	100.0	780720	752128	-28592	-3.7	100.0

September 2011 Top 20 Passenger Nameplates

	September Month					September Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Holden	7646	7875	229	3.0	16.5	69253	68253	-1000	-1.4	16.3
Toyota	8169	8344	175	2.1	17.5	75091	59816	-15275	-20.3	14.3
Mazda	6411	4315	-2096	-32.7	9.0	47900	49203	1303	2.7	11.7
Hyundai	4658	5484	826	17.7	11.5	46346	48020	1674	3.6	11.5
Ford	4335	4363	28	0.6	9.1	42147	38316	-3831	-9.1	9.1
Volks.	2419	2721	302	12.5	5.7	19906	22408	2502	12.6	5.3
Honda	2125	1592	-533	-25.1	3.3	25394	19092	-6302	-24.8	4.6
Suzuki	1740	1504	-236	-13.6	3.2	14873	15318	445	3.0	3.7
Mitsubishi	1973	1422	-551	-27.9	3.0	19365	15108	-4257	-22.0	3.6
KIA	1477	1522	45	3.0	3.2	13928	13955	27	0.2	3.3
Subaru	1385	934	-451	-32.6	2.0	13873	12118	-1755	-12.7	2.9
Nissan	1028	1518	490	47.7	3.2	12706	11523	-1183	-9.3	2.7
Mercedes	1631	1388	-243	-14.9	2.9	11410	10218	-1192	-10.4	2.4
Audi	795	962	167	21.0	2.0	7565	8107	542	7.2	1.9
BMW	1112	890	-222	-20.0	1.9	8992	7346	-1646	-18.3	1.8
Peugeot	373	329	-44	-11.8	0.7	3769	3618	-151	-4.0	0.9
Lexus	184	439	255	138.6	0.9	2592	3208	616	23.8	0.8
Volvo Car	143	187	44	30.8	0.4	1172	1637	465	39.7	0.4
Mini	175	177	2	1.1	0.4	1721	1361	-360	-20.9	0.3
Proton	127	92	-35	-27.6	0.2	1207	891	-316	-26.2	0.2
Other	857	1642	785	91.6	3.4	7200	9786	2586	35.9	2.3
Total	48763	47700	-1063	-2.2	100.0	446410	419302	-27108	-6.1	100.0

September 2011 Top 20 SUV Nameplates

	September Month					September Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	4075	4094	19	0.5	19.7	39389	32440	-6949	-17.6	18.3
Nissan	1986	2377	391	19.7	11.4	17119	21038	3919	22.9	11.9
Mitsubishi	1880	1956	76	4.0	9.4	14392	17090	2698	18.7	9.6
Subaru	1720	1569	-151	-8.8	7.6	16824	14756	-2068	-12.3	8.3
Hyundai	972	1459	487	50.1	7.0	10522	12011	1489	14.2	6.8
Ford	1585	1512	-73	-4.6	7.3	11125	11598	473	4.3	6.5
Holden	1185	1179	-6	-0.5	5.7	12086	10775	-1311	-10.8	6.1
Mazda	1443	1047	-396	-27.4	5.0	10694	9363	-1331	-12.4	5.3
Jeep	472	948	476	100.8	4.6	4537	5990	1453	32.0	3.4
BMW	597	745	148	24.8	3.6	4560	5463	903	19.8	3.1
Volks	412	957	545	132.3	4.6	5219	5342	123	2.4	3.0
KIA	483	654	171	35.4	3.1	3868	4691	823	21.3	2.6
Honda	457	253	-204	-44.6	1.2	5283	4398	-885	-16.8	2.5
L/Rover	391	471	80	20.5	2.3	3456	4311	855	24.7	2.4
Audi	315	238	-77	-24.4	1.1	2817	3197	380	13.5	1.8
Suzuki	388	202	-186	-47.9	1.0	3511	2648	-863	-24.6	1.5
Great Wall	288	242	-46	-16.0	1.2	2494	2439	-55	-2.2	1.4
Volvo Car	264	160	-104	-39.4	0.8	2404	2332	-72	-3.0	1.3
Mercedes	306	205	-101	-33.0	1.0	2232	2217	-15	-0.7	1.3
Lexus	134	161	27	20.1	0.8	1910	1290	-620	-32.5	0.7
Other	331	349	18	5.4	1.6	2134	3798	1664	78.0	2.2
Total	19684	20778	1094	5.6	100.0	176576	177187	611	0.3	100.0

September 2011 Light Commercial Nameplates

	September Month					September Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	3913	4915	1002	25.6	30.9	42771	38880	-3891	-9.1	28.7
Ford	2368	2286	-82	-3.5	14.4	19799	19581	-218	-1.1	14.5
Nissan	1675	1997	322	19.2	12.5	17073	18098	1025	6.0	13.4
Holden	1887	1955	68	3.6	12.3	19830	16904	-2926	-14.8	12.5
Mitsubishi	1461	1420	-41	-2.8	8.9	13460	13909	449	3.3	10.3
Mazda	996	675	-321	-32.2	4.2	6974	7389	415	6.0	5.5
Hyundai	490	565	75	15.3	3.6	4714	5098	384	8.1	3.8
Isuzu Ute	463	498	35	7.6	3.1	3659	4672	1013	27.7	3.5
Volks.	308	706	398	129.2	4.4	2809	4021	1212	43.1	3.0
Great Wall	380	536	156	41.1	3.4	2441	3697	1256	51.5	2.7
Mercedes	74	119	45	60.8	0.7	778	792	14	1.8	0.6
Ssang.	65	70	5	7.7	0.4	491	464	-27	-5.5	0.3
Renault	23	36	13	56.5	0.2	123	402	279	226.8	0.3
KIA	54	46	-8	-14.8	0.3	400	379	-21	-5.3	0.3
Proton	29	32	3	10.3	0.2	252	313	61	24.2	0.2
Suzuki	45	19	-26	-57.8	0.1	218	222	4	1.8	0.2
Citroen	39	12	-27	-69.2	0.1	298	149	-149	-50.0	0.1
Peugeot	17	10	-7	-41.2	0.1	170	136	-34	-20.0	0.1
L/Rover	20	10	-10	-50.0	0.1	166	92	-74	-44.6	0.1
Fiat	7	8	1	14.3	0.1	127	87	-40	-31.5	0.1
Total	14314	15915	1601	11.2	100.0	136553	135285	-1268	-0.9	100.0

September 2011 Heavy Truck Nameplates

	September Month					September Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Isuzu	589	567	-22	-3.7	23.4	5509	4835	-674	-12.2	23.8
Mits Fuso	260	307	47	18.1	12.7	2799	2696	-103	-3.7	13.2
Hino	318	278	-40	-12.6	11.5	3073	2570	-503	-16.4	12.6
Mercedes	299	292	-7	-2.3	12.0	2133	2387	254	11.9	11.7
Iveco	118	149	31	26.3	6.1	1092	1227	135	12.4	6.0
K'worth	147	164	17	11.6	6.8	1463	1196	-267	-18.3	5.9
Volvo	74	153	79	106.8	6.3	728	794	66	9.1	3.9
Niss UD	67	59	-8	-11.9	2.4	579	674	95	16.4	3.3
W/Star	65	72	7	10.8	3.0	584	646	62	10.6	3.2
Fiat	66	68	2	3.0	2.8	621	637	16	2.6	3.1
Mack	50	85	35	70.0	3.5	525	586	61	11.6	2.9
Freightl.	47	57	10	21.3	2.3	451	537	86	19.1	2.6
Volks.	86	23	-63	-73.3	0.9	541	382	-159	-29.4	1.9
Scania	22	39	17	77.3	1.6	245	308	63	25.7	1.5
Toyota	28	25	-3	-10.7	1.0	287	235	-52	-18.1	1.2
Man	17	23	6	35.3	0.9	197	207	10	5.1	1.0
Daf	15	21	6	40.0	0.9	168	108	-60	-35.7	0.5
Hyundai	7	10	3	42.9	0.4	76	94	18	23.7	0.5
Caterpillar	0	15	15	N/A	0.6	0	75	75	N/A	0.4
Renault	18	1	-17	-94.4	0.0	110	35	-75	-68.2	0.2
Other	0	18	18	N/A	0.9	0	125	125	N/A	5.2
Total	2293	2426	133	5.8	100.0	21181	20354	-827	-3.9	100.0



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