

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2012

A. WHOLESALES

| CATEGORY | | MONTH | | | | | | | | | | | | MARKET | SHARE | |
|---------------------|------------------------|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|---------------|-------------|
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2012 | % | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 692 | 1,117 | 1,425 | 1,272 | 1,827 | 2,146 | 1,822 | 1,824 | 2,228 | 1,564 | 1,621 | 1,460 | 18,998 | 1.7% |
| | | 1,501 < CC ≤ 3,000 (G/2,500 (D) | 579 | 1,044 | 769 | 1,093 | 1,012 | 1,905 | 2,005 | 1,466 | 1,282 | 1,084 | 1,166 | 1,349 | 14,754 | 1.3% |
| | | CC > 3,001 (G/2,501 (D) | 26 | 55 | 52 | 43 | 16 | 56 | 40 | 28 | 51 | 35 | 32 | 35 | 469 | 0.0% |
| SUB TOTAL | | 1,297 | 2,216 | 2,246 | 2,408 | 2,855 | 4,107 | 3,867 | 3,318 | 3,561 | 2,683 | 2,819 | 2,844 | 34,221 | 3.1% | |
| 2. | 4X2 TYPE | CC < 1,500 (G/D) | 38,515 | 45,444 | 46,137 | 43,993 | 49,571 | 53,421 | 53,733 | 41,903 | 54,308 | 55,225 | 54,378 | 46,749 | 583,107 | 52.2% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 10,675 | 11,003 | 12,084 | 13,222 | 13,416 | 14,108 | 13,886 | 8,420 | 13,625 | 15,748 | 13,566 | 12,529 | 152,282 | 13.6% |
| | | 2,501 < CC ≤ 3,000 (G) | 218 | 182 | 232 | 338 | 284 | 188 | 281 | 188 | 219 | 248 | 440 | 312 | 3,130 | 0.3% |
| | | CC > 3,001 (G/2,501 (D) | 22 | 33 | 29 | 126 | 87 | 60 | 66 | 77 | 46 | 52 | 38 | 13 | 649 | 0.1% |
| SUB TOTAL | | 49,430 | 56,662 | 58,482 | 57,679 | 63,358 | 67,777 | 67,966 | 50,588 | 67,928 | 71,273 | 68,422 | 59,603 | 739,168 | 66.2% | |
| 3. | 4X4 TYPE | CC < 1,500 (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% | |
| | | 1,501 < CC ≤ 3,000 (G/2,500 (D) | 311 | 454 | 508 | 481 | 520 | 606 | 526 | 486 | 698 | 397 | 434 | 232 | 5,653 | 0.5% |
| | | CC > 3,001 (G/2,500 (D) | 58 | 87 | 95 | 181 | 146 | 144 | 209 | 196 | 192 | 178 | 214 | 43 | 1,743 | 0.2% |
| SUB TOTAL | | 369 | 541 | 603 | 662 | 666 | 750 | 735 | 682 | 890 | 575 | 648 | 275 | 7,396 | 0.7% | |
| 4. | BUS | GVW 5 - 10 Ton (G/D) | 186 | 229 | 185 | 227 | 340 | 247 | 201 | 123 | 106 | 112 | 137 | 98 | 2,191 | 0.2% |
| | | GVW 10 - 24 Ton (G/D) | 89 | 148 | 103 | 246 | 341 | 145 | 106 | 117 | 185 | 221 | 207 | 373 | 2,281 | 0.2% |
| | | GVW > 24 Ton (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| SUB TOTAL | | 275 | 377 | 288 | 473 | 681 | 392 | 307 | 240 | 291 | 333 | 344 | 471 | 4,472 | 0.4% | |
| 5. | PICK UP / TRUCK | GVW < 5 Ton (G/D) | 11,893 | 13,615 | 13,024 | 12,701 | 15,360 | 13,843 | 15,355 | 10,489 | 14,684 | 17,636 | 17,144 | 12,610 | 168,354 | 15.1% |
| | | GVW 5 - 10 Ton (G/D) | 9,146 | 9,417 | 8,699 | 8,487 | 8,707 | 9,308 | 9,057 | 7,317 | 9,418 | 9,781 | 10,505 | 9,891 | 109,733 | 9.8% |
| | | GVW 10 - 24 Ton (G/D) | 1,048 | 782 | 936 | 906 | 833 | 1,386 | 1,209 | 899 | 1,359 | 1,414 | 1,178 | 806 | 12,756 | 1.1% |
| | | GVW > 24 Ton (G/D) | 2,096 | 2,160 | 2,147 | 2,400 | 1,726 | 1,860 | 1,534 | 1,208 | 1,566 | 1,482 | 1,272 | 1,315 | 20,766 | 1.9% |
| SUB TOTAL | | 24,183 | 25,974 | 24,806 | 24,494 | 26,262 | 26,397 | 27,155 | 19,913 | 27,027 | 30,313 | 30,099 | 24,622 | 311,609 | 27.9% | |
| 6. | DOUBLE CABIN 4X2 / 4X4 | GVW < 5 Ton (G/D) For all CC | 873 | 716 | 1,492 | 1,428 | 1,355 | 2,323 | 2,481 | 1,704 | 2,403 | 1,577 | 1,371 | 1,641 | 19,364 | 1.7% |
| | | SUB TOTAL | 873 | 716 | 1,492 | 1,428 | 1,355 | 2,323 | 2,481 | 1,704 | 2,403 | 1,577 | 1,371 | 1,641 | 19,364 | 1.7% |
| MARKET TOTAL | | 76,427 | 86,486 | 87,917 | 87,144 | 95,541 | 101,746 | 102,511 | 76,445 | 102,100 | 106,754 | 103,703 | 89,456 | 1,116,230 | 100% | |
| CUMMULATIVE | | 76,427 | 162,913 | 250,830 | 337,974 | 433,515 | 535,261 | 637,772 | 714,217 | 816,317 | 923,071 | 1,026,774 | 1,116,230 | | | |

B. RETAIL SALES

| CATEGORY | | MONTH | | | | | | | | | | | | RETAIL | SHARE | |
|---------------------|------------------------|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|---------------|-------------|
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2012 | % | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 676 | 1,220 | 1,493 | 1,214 | 1,787 | 1,745 | 2,015 | 1,649 | 2,231 | 1,589 | 1,556 | 1,453 | 18,628 | 1.7% |
| | | 1,501 < CC ≤ 3,000 (G/2,500 (D) | 658 | 954 | 924 | 1,129 | 1,071 | 1,254 | 1,696 | 1,330 | 1,252 | 1,202 | 1,259 | 1,259 | 13,991 | 1.3% |
| | | CC > 3,001 (G/2,501 (D) | 30 | 53 | 60 | 61 | 25 | 58 | 38 | 30 | 36 | 23 | 47 | 33 | 494 | 0.0% |
| SUB TOTAL | | 1,364 | 2,227 | 2,477 | 2,404 | 2,883 | 3,057 | 3,749 | 3,009 | 3,519 | 2,874 | 2,805 | 2,745 | 33,113 | 3.0% | |
| 2. | 4X2 TYPE | CC < 1,500 (G/D) | 38,860 | 42,868 | 45,211 | 43,694 | 48,469 | 53,889 | 53,170 | 41,504 | 49,256 | 51,757 | 50,095 | 53,433 | 572,206 | 52.1% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 11,221 | 11,293 | 12,268 | 12,165 | 12,720 | 13,160 | 12,750 | 9,388 | 12,128 | 13,407 | 11,839 | 14,229 | 146,568 | 13.3% |
| | | 2,501 < CC ≤ 3,000 (G) | 310 | 262 | 221 | 323 | 254 | 234 | 296 | 316 | 304 | 202 | 299 | 321 | 3,342 | 0.3% |
| | | CC > 3,001 (G/2,501 (D) | 47 | 73 | 30 | 105 | 80 | 62 | 70 | 40 | 35 | 36 | 39 | 44 | 661 | 0.1% |
| SUB TOTAL | | 50,438 | 54,496 | 57,730 | 56,287 | 61,523 | 67,345 | 66,286 | 51,248 | 61,723 | 65,402 | 62,272 | 68,027 | 722,777 | 65.8% | |
| 3. | 4X4 TYPE | CC < 1,500 (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% | |
| | | 1,501 < CC ≤ 3,000 (G/2,500 (D) | 362 | 422 | 458 | 452 | 559 | 559 | 585 | 350 | 357 | 338 | 416 | 288 | 5,146 | 0.5% |
| | | CC > 3,001 (G/2,500 (D) | 62 | 69 | 101 | 185 | 143 | 120 | 211 | 179 | 184 | 154 | 137 | 100 | 1,645 | 0.1% |
| SUB TOTAL | | 424 | 491 | 559 | 637 | 702 | 679 | 796 | 529 | 541 | 492 | 553 | 388 | 6,791 | 0.6% | |
| 4. | BUS | GVW 5 - 10 Ton (G/D) | 170 | 248 | 176 | 167 | 203 | 175 | 246 | 203 | 176 | 186 | 155 | 173 | 2,278 | 0.2% |
| | | GVW 10 - 24 Ton (G/D) | 225 | 154 | 156 | 323 | 255 | 167 | 142 | 115 | 136 | 185 | 255 | 182 | 2,295 | 0.2% |
| | | GVW > 24 Ton (G/D) | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| SUB TOTAL | | 395 | 402 | 332 | 490 | 458 | 342 | 388 | 318 | 312 | 371 | 410 | 355 | 4,573 | 0.4% | |
| 5. | PICK UP / TRUCK | GVW < 5 Ton (G/D) | 13,229 | 13,885 | 14,125 | 13,696 | 14,289 | 14,262 | 14,335 | 10,647 | 14,274 | 16,957 | 16,376 | 15,316 | 171,391 | 15.6% |
| | | GVW 5 - 10 Ton (G/D) | 7,125 | 8,328 | 8,865 | 8,178 | 8,853 | 8,738 | 9,381 | 7,108 | 9,632 | 10,654 | 11,071 | 11,375 | 109,308 | 10.0% |
| | | GVW 10 - 24 Ton (G/D) | 867 | 703 | 1,011 | 880 | 966 | 1,076 | 1,264 | 914 | 1,259 | 1,278 | 1,164 | 1,087 | 12,469 | 1.1% |
| | | GVW > 24 Ton (G/D) | 1,927 | 1,928 | 2,002 | 2,221 | 1,723 | 1,575 | 1,460 | 1,199 | 1,553 | 1,519 | 1,571 | 1,458 | 20,136 | 1.8% |
| SUB TOTAL | | 23,148 | 24,844 | 26,003 | 24,975 | 25,831 | 25,651 | 26,440 | 19,868 | 26,718 | 30,408 | 30,182 | 29,236 | 313,304 | 28.5% | |
| 6. | DOUBLE CABIN 4X2 / 4X4 | GVW < 5 Ton (G/D) For all CC | 970 | 1,007 | 1,291 | 1,402 | 1,589 | 1,637 | 2,336 | 1,729 | 1,613 | 1,511 | 1,347 | 1,341 | 17,773 | 1.6% |
| | | SUB TOTAL | 970 | 1,007 | 1,291 | 1,402 | 1,589 | 1,637 | 2,336 | 1,729 | 1,613 | 1,511 | 1,347 | 1,341 | 17,773 | 1.6% |
| RETAIL TOTAL | | 76,739 | 83,467 | 88,392 | 86,195 | 92,986 | 98,711 | 99,995 | 76,701 | 94,426 | 101,058 | 97,569 | 102,092 | 1,098,331 | 100% | |
| CUMMULATIVE | | 76,739 | 160,206 | 248,598 | 334,793 | 427,779 | 526,490 | 626,485 | 703,186 | 797,612 | 898,670 | 996,239 | 1,098,331 | | | |

C. PRODUCTION

| CATEGORY | | MONTH | | | | | | | | | | | | PROD | SHARE | |
|------------------|------------|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|--------------|-------|
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | 2012 | % | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 10 | 29 | 47 | 53 | 9 | 46 | 14 | 67 | 77 | 87 | 81 | 153 | 673 | 0.1% |
| | | 1,501 < CC ≤ 3,000 (G/2,500 (D) | 277 | 321 | 283 | 326 | 324 | 402 | 400 | 262 | 309 | 458 | 362 | 352 | 4,076 | 0.4% |
| | | CC > 3,001 (G/2,500 (D) | 5 | 1 | 29 | 19 | 10 | 24 | 13 | 9 | 5 | 2 | 3 | - | 120 | 0.0% |
| SUB TOTAL | | 292 | 351 | 359 | 398 | 343 | 472 | 427 | 338 | 391 | 547 | 446 | 505 | 4,869 | 0.5% | |
| 2. | 4X2 TYPE | CC < 1,500 (G/D) | 39,117 | 43,168 | 44,837 | 42,240 | 47,551 | 48,954 | 50,143 | 37,117 | 48,834 | 50,018 | 50,448 | 40,881 | 543,308 | 51.6% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 8,491 | 8,662 | 9,671 | 10,182 | 9,731 | 10,679 | 11,108 | 6,291 | 10,046 | 11,378 | 9,912 | 8,851 | 115,002 | 10.9% |
| | | 2,501 < CC ≤ 3,000 (G) | 2,644 | 2,673 | 2,524 | 2,793 | 2,547 | 2,231 | 2,973 | 3,322 | 4,044 | 3,998 | 3,854 | 3,142 | 36,745 | 3.5% |
| | | CC > 3,001 (G/2,500 (D) | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| SUB TOTAL | | 50,252 | 54,503 | 57,032 | 55,215 | 59,829 | 61,864 | 64,224 | 46,730 | 62,924 | 65,394 | 64,214 | 52,874 | 695,055 | 66.0% | |
| 3. | | | | | | | | | | | | | | | | |

GAIKINDO
WHOLESALES - RETAIL SALES - PRODUCTION - EXPORT IMPORT
BY CATEGORY JAN-DEC 2012 / 2011

A. WHOLESALES

| 1. | CATEGORY | 2012 | | +/- | % | DEC | | +/- | % | JAN-DEC | | | | |
|----|------------------------|----------------------------------|---------------|----------------|----------------|---------------|---------------|---------------|---------------|---------------|------------------|----------------|----------------|--------------|
| | | DEC | NOV | | | 2012 | 2011 | | | 2012 | 2011 | +/- | % | |
| | | | | | | | | | | | | | | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 1,460 | 1,621 | -161 | -10% | 1,460 | 523 | 937 | 179% | 18,998 | 14,236 | 4,762 | 33% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 1,349 | 1,166 | 183 | 16% | 1,349 | 845 | 504 | 60% | 14,754 | 11,757 | 2,997 | 25% |
| | | CC > 3,001 (G)/2,500 (D) | 35 | 32 | 3 | 9% | 35 | 19 | 16 | 84% | 469 | 555 | -86 | -15% |
| | SUB TOTAL | 2,844 | 2,819 | 25 | 1% | 2,844 | 1,387 | 1,457 | 105% | 34,221 | 26,548 | 7,673 | 29% | |
| 2. | 4X2 TYPE | CC ≤ 1,500 (G/D) | 46,749 | 54,378 | -7,629 | -14% | 46,749 | 40,300 | 6,449 | 16% | 583,107 | 452,703 | 130,404 | 29% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 12,529 | 13,666 | -1,037 | -8% | 12,529 | 9,782 | 2,747 | 28% | 152,282 | 113,308 | 38,974 | 34% |
| | | 2,501 < CC ≤ 3,000 (G) | 312 | 440 | -128 | -29% | 312 | 318 | -6 | -2% | 3,130 | 3,478 | -348 | -10% |
| | | CC > 3,001 (G)/2,500 (D) | 13 | 38 | -25 | -66% | 13 | 19 | -6 | -32% | 649 | 371 | 278 | 75% |
| | | SUB TOTAL | 59,603 | 68,422 | -8,819 | -13% | 59,603 | 50,419 | 9,184 | 18% | 739,168 | 569,860 | 169,308 | 30% |
| 3. | 4X4 TYPE | CC ≤ 1,500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 232 | 434 | -202 | -47% | 232 | 189 | 43 | 23% | 5,653 | 3,858 | 1,795 | 47% |
| | | CC > 3,001 (G)/2,500 (D) | 43 | 214 | -171 | -80% | 43 | 150 | -107 | -71% | 1,743 | 1,716 | 27 | 2% |
| | SUB TOTAL | 275 | 648 | -373 | -58% | 275 | 339 | -64 | -19% | 7,396 | 5,574 | 1,822 | 33% | |
| 4. | BUS | GVW ≤ 5 - 10 Ton (G/D) | 98 | 137 | -39 | -28% | 98 | 133 | -35 | -26% | 2,191 | 2,468 | -277 | -11% |
| | | GVW 10 - 24 Ton (G/D) | 373 | 207 | 166 | 80% | 373 | 335 | 38 | 11% | 2,281 | 1,694 | 587 | 35% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | SUB TOTAL | 471 | 344 | 127 | 37% | 471 | 468 | 3 | 1% | 4,472 | 4,162 | 310 | 7% | |
| 5. | PICK UP / TRUCK | GVW < 5 Ton (G/D) | 12,610 | 17,144 | -4,534 | -26% | 12,610 | 14,492 | -1,882 | -13% | 168,354 | 150,254 | 18,100 | 12% |
| | | GVW 5 - 10 Ton (G/D) | 9,891 | 10,505 | -614 | -6% | 9,891 | 9,565 | 326 | 3% | 109,733 | 96,434 | 13,299 | 14% |
| | | GVW 10 - 24 Ton (G/D) | 806 | 1,178 | -372 | -32% | 806 | 987 | -181 | -18% | 12,756 | 7,890 | 4,866 | 62% |
| | | GVW > 24 Ton (G/D) | 1,315 | 1,272 | 43 | 3% | 1,315 | 1,917 | -602 | -31% | 20,766 | 15,627 | 5,139 | 33% |
| | | SUB TOTAL | 24,622 | 30,099 | -5,477 | -18% | 24,622 | 26,961 | -2,339 | -9% | 311,609 | 270,205 | 41,404 | 15% |
| 6. | DOUBLE CABIN 4X2 / 4X4 | GVW < 5 Ton (G/D) For all CC | 1,641 | 1,371 | 270 | 20% | 1,641 | 751 | 890 | 119% | 19,364 | 17,815 | 1,549 | 9% |
| | | SUB TOTAL | 1,641 | 1,371 | 270 | 20% | 1,641 | 751 | 890 | 119% | 19,364 | 17,815 | 1,549 | 9% |
| | | TOTAL | 89,456 | 103,703 | -14,247 | -13.7% | 89,456 | 80,325 | 9,131 | 11.4% | 1,116,230 | 894,164 | 222,066 | 24.8% |

B. RETAIL SALES

| 1. | CATEGORY | 2012 | | +/- | % | DEC | | +/- | % | JAN-DEC | | | | |
|----|------------------------|----------------------------------|----------------|---------------|--------------|--------------|----------------|---------------|---------------|---------------|------------------|----------------|----------------|--------------|
| | | DEC | NOV | | | 2012 | 2011 | | | 2012 | 2011 | +/- | % | |
| | | | | | | | | | | | | | | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 1,453 | 1,556 | -103 | -7% | 1,453 | 475 | 978 | 206% | 18,628 | 15,360 | 3,268 | 21% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 1,259 | 1,202 | 57 | 5% | 1,259 | 929 | 330 | 36% | 13,991 | 12,326 | 1,665 | 14% |
| | | CC > 3,001 (G)/2,500 (D) | 33 | 47 | -14 | -30% | 33 | 40 | -7 | -18% | 494 | 573 | -79 | -14% |
| | SUB TOTAL | 2,745 | 2,805 | -60 | -2% | 2,745 | 1,444 | 1,301 | 90% | 33,113 | 28,259 | 4,854 | 17% | |
| 2. | 4X2 TYPE | CC ≤ 1,500 (G/D) | 53,433 | 50,095 | 3,338 | 7% | 53,433 | 38,123 | 15,310 | 40% | 572,206 | 453,713 | 118,493 | 26% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 14,229 | 11,839 | 2,390 | 20% | 14,229 | 10,816 | 3,413 | 32% | 146,568 | 115,433 | 31,135 | 27% |
| | | 2,501 < CC ≤ 3,000 (G) | 321 | 299 | 22 | 7% | 321 | 296 | 25 | 8% | 3,342 | 3,303 | 39 | 1% |
| | | CC > 3,001 (G)/2,500 (D) | 44 | 39 | 5 | 13% | 44 | 33 | 11 | 33% | 861 | 369 | 492 | 79% |
| | | SUB TOTAL | 68,027 | 62,272 | 5,755 | 9% | 68,027 | 49,268 | 18,759 | 38% | 722,777 | 572,818 | 149,959 | 26% |
| 3. | 4X4 TYPE | CC ≤ 1,500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 288 | 416 | -128 | -31% | 288 | 380 | -92 | -24% | 5,146 | 4,144 | 1,002 | 24% |
| | | CC > 3,001 (G)/2,500 (D) | 100 | 137 | -37 | -27% | 100 | 154 | -54 | -35% | 1,645 | 1,708 | -63 | -4% |
| | SUB TOTAL | 388 | 553 | -165 | -30% | 388 | 534 | -146 | -27% | 6,791 | 5,852 | 939 | 16% | |
| 4. | BUS | GVW ≤ 5 - 10 Ton (G/D) | 173 | 155 | 18 | 12% | 173 | 191 | -18 | -9% | 2,278 | 2,628 | -350 | -13% |
| | | GVW 10 - 24 Ton (G/D) | 182 | 255 | -73 | -29% | 182 | 201 | -19 | -9% | 2,295 | 1,747 | 548 | 31% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | SUB TOTAL | 355 | 410 | -55 | -13% | 355 | 392 | -37 | -9% | 4,573 | 4,375 | 198 | 5% | |
| 5. | PICK UP / TRUCK | GVW < 5 Ton (G/D) | 15,316 | 16,376 | -1,060 | -6% | 15,316 | 13,557 | 1,759 | 13% | 171,391 | 142,671 | 28,720 | 20% |
| | | GVW 5 - 10 Ton (G/D) | 11,375 | 11,071 | 304 | 3% | 11,375 | 9,604 | 1,771 | 18% | 109,308 | 94,855 | 14,453 | 15% |
| | | GVW 10 - 24 Ton (G/D) | 1,087 | 1,164 | -77 | -7% | 1,087 | 800 | 287 | 36% | 12,469 | 7,692 | 4,777 | 62% |
| | | GVW > 24 Ton (G/D) | 1,458 | 1,571 | -113 | -7% | 1,458 | 1,856 | -398 | -21% | 20,136 | 16,294 | 3,842 | 24% |
| | | SUB TOTAL | 29,236 | 30,182 | -946 | -3% | 29,236 | 25,817 | 3,419 | 13% | 313,304 | 261,512 | 51,792 | 20% |
| 6. | DOUBLE CABIN 4X2 / 4X4 | GVW < 5 Ton (G/D) For all CC | 1,341 | 1,347 | -6 | 0% | 1,341 | 1,069 | 272 | 25% | 17,773 | 17,743 | 30 | 0% |
| | | SUB TOTAL | 1,341 | 1,347 | -6 | 0% | 1,341 | 1,069 | 272 | 25% | 17,773 | 17,743 | 30 | 0% |
| | | TOTAL | 102,092 | 97,569 | 4,523 | 4.6% | 102,092 | 78,524 | 23,568 | 30.0% | 1,098,331 | 890,559 | 207,772 | 23.3% |

C. PRODUCTION

| 1. | CATEGORY | 2012 | | +/- | % | DEC | | +/- | % | JAN-DEC | | | | |
|----|------------------|----------------------------------|---------------|---------------|----------------|--------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|------------|
| | | DEC | NOV | | | 2012 | 2011 | | | 2012 | 2011 | +/- | % | |
| | | | | | | | | | | | | | | |
| 1. | SEDAN TYPE | CC ≤ 1,500 (G/D) | 153 | 81 | 72 | 0% | 153 | - | 153 | 0% | 673 | 208 | 465 | 0% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 352 | 362 | -10 | -3% | 352 | 188 | 164 | 87% | 4,076 | 3,230 | 846 | 26% |
| | | CC > 3,001 (G)/2,500 (D) | - | 3 | -3 | 0% | - | 6 | -6 | -100% | 120 | 180 | -60 | -33% |
| | SUB TOTAL | 505 | 446 | 59 | 13% | 505 | 194 | 311 | 160% | 4,869 | 3,618 | 1,251 | 35% | |
| 2. | 4X2 TYPE | CC ≤ 1,500 (G/D) | 40,881 | 50,448 | -9,567 | -19% | 40,881 | 37,489 | 3,392 | 9% | 543,308 | 418,118 | 125,190 | 30% |
| | | 1,501 < CC ≤ 2,500 (G/D) | 8,851 | 9,912 | -1,061 | -11% | 8,851 | 8,760 | 91 | 1% | 115,002 | 91,601 | 23,401 | 26% |
| | | 2,501 < CC ≤ 3,000 (G) | 3,142 | 3,854 | -712 | -18% | 3,142 | 2,076 | 1,066 | 51% | 36,745 | 21,043 | 15,702 | 75% |
| | | CC > 3,001 (G)/2,500 (D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | SUB TOTAL | 52,874 | 64,214 | -11,340 | -18% | 52,874 | 48,325 | 4,549 | 9% | 695,055 | 530,762 | 164,293 | 31% |
| 3. | 4X4 TYPE | CC ≤ 1,500 (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | | 1,501 < CC ≤ 3,000 (G)/2,500 (D) | 2,836 | 3,493 | -657 | -19% | 2,836 | 2,540 | 296 | 12% | 37,414 | 23,389 | 14,025 | 60% |
| | | CC > 3,001 (G)/2,500 (D) | 894 | 742 | 152 | 20% | 894 | 658 | 236 | 36% | 7,806 | 4,481 | 3,325 | 0% |
| | SUB TOTAL | 3,730 | 4,235 | -505 | -12% | 3,730 | 3,198 | 532 | 17% | 45,220 | 27,870 | 17,350 | 62% | |
| 4. | BUS | GVW ≤ 5 - 10 Ton (G/D) | 48 | 103 | -55 | -53% | 48 | 184 | -136 | -74% | 2,595 | 2,431 | 164 | 7% |
| | | GVW 10 - 24 Ton (G/D) | 221 | 167 | 54 | 32% | 221 | 110 | 111 | 101% | 2,238 | 1,764 | 474 | 27% |
| | | GVW > 24 Ton (G/D) | - | - | 0 | 0% | - | - | 0 | 0% | - | - | 0 | 0% |
| | SUB TOTAL | 269 | 270 | -1 | 0% | 269 | 294 | -25 | -9% | 4,833 | 4,195 | 638 | 15% | |
| 5. | PICK UP / TRUCK | GVW < 5 Ton (G/D) | 11,198 | 17,114 | -5,916 | -35% | 11,198 | 14,556 | -3,358 | -23% | 160,434 | 151,421 | 9,013 | 6% |
| | | GVW 5 - 10 Ton (G/D) | 8,373 | 10,215 | -1,842 | -18% | 8,373 | 10,548 | -2,175 | -21% | 108,874 | 97,471 | 11,203 | 11% |
| | | GVW 10 - 24 Ton (G/D) | 1,059 | 1,208 | -149 | -12% | 1,059 | 1,002 | 57 | 6% | 12,675 | 8,208 | 4,467 | 54% |
| | | GVW > 24 Ton (G/D) | 1,090 | 1,456 | -366 | -25% | 1,090 | 1,688 | -598 | -35% | 21,135 | 14,843 | 6,292 | 42% |
| | | SUB TOTAL | 21,720 | 29,993 | -8,273 | -28% | 21,720 | 27,794 | -6,074 | -22% | 302,91 | | | |