

VFACTS NSW REPORT



FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

NEW VEHICLE SALES

JANUARY 2012

Total Market	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
AUSTRALIAN CAPITAL TERRITORY	1,305	1,239	1,305	1,239	66	66	5.3%	5.3%
NEW SOUTH WALES	24,004	23,560	24,004	23,560	444	444	1.9%	1.9%
NORTHERN TERRITORY	820	772	820	772	48	48	6.2%	6.2%
QUEENSLAND	15,732	13,300	15,732	13,300	2,432	2,432	18.3%	18.3%
SOUTH AUSTRALIA	4,622	4,792	4,622	4,792	-170	-170	-3.5%	-3.5%
TASMANIA	1,008	1,309	1,008	1,309	-301	-301	-23.0%	-23.0%
VICTORIA	20,278	20,323	20,278	20,323	-45	-45	-0.2%	-0.2%
WESTERN AUSTRALIA	9,014	8,289	9,014	8,289	725	725	8.7%	8.7%
Total	76,783	73,584	76,783	73,584	3,199	3,199	4.3%	4.3%

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This report is compiled with the assistance of R. L. Polk Australia Pty Ltd in conjunction with the Federal Chamber of Automotive Industries.

Volumes

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH		YTD	
Passenger	13,856	14,547	13,856	14,547	-691	-691	-4.8	-4.8
SUV	6,765	5,283	6,765	5,283	1,482	1,482	28.1	28.1
Light Commercial	2,904	3,362	2,904	3,362	-458	-458	-13.6	-13.6
Heavy Commercial	479	368	479	368	111	111	30.2	30.2
Total Market	24,004	23,560	24,004	23,560	444	444	1.9	1.9

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH		YTD	
Light	2,917	3,954	2,917	3,954	-1,037	-1,037	-26.2	-26.2
Small	6,385	6,782	6,385	6,782	-397	-397	-5.9	-5.9
Medium	2,281	1,628	2,281	1,628	653	653	40.1	40.1
Large	1,407	1,505	1,407	1,505	-98	-98	-6.5	-6.5
Upper Large	61	69	61	69	-8	-8	-11.6	-11.6
People Movers	338	241	338	241	97	97	40.2	40.2
Sports	467	368	467	368	99	99	26.9	26.9
SUV Small	1,329	818	1,329	818	511	511	62.5	62.5
SUV Medium	2,641	2,032	2,641	2,032	609	609	30.0	30.0
SUV Large	2,496	2,205	2,496	2,205	291	291	13.2	13.2
SUV Upper Large	299	228	299	228	71	71	31.1	31.1
Light Buses < 20 Seats	37	46	37	46	-9	-9	-19.6	-19.6
Light Buses => 20 Seats	22	8	22	8	14	14	175.0	175.0
Vans/CC <= 2.5t	57	47	57	47	10	10	21.3	21.3
Vans/CC 2.5-3.5t	444	408	444	408	36	36	8.8	8.8
PU/CC 4X2	710	1,010	710	1,010	-300	-300	-29.7	-29.7
PU/CC 4X4	1,634	1,843	1,634	1,843	-209	-209	-11.3	-11.3
Heavy Commercial	479	368	479	368	111	111	30.2	30.2
Total Market	24,004	23,560	24,004	23,560	444	444	1.9	1.9

Percentage Mix

	Month		YTD		Yr to Yr change +/-	
	2012	2011	2012	2011	MTH	YTD
Passenger	57.7	61.7	57.7	61.7	-4.0	-4.0
SUV	28.2	22.4	28.2	22.4	5.8	5.8
Light Commercial	12.1	14.3	12.1	14.3	-2.2	-2.2
Heavy Commercial	2.0	1.6	2.0	1.6	0.4	0.4
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

	Month		YTD		Yr to Yr change +/-	
	2012	2011	2012	2011	MTH	YTD
Light	12.2	16.8	12.2	16.8	-4.6	-4.6
Small	26.6	28.8	26.6	28.8	-2.2	-2.2
Medium	9.5	6.9	9.5	6.9	2.6	2.6
Large	5.9	6.4	5.9	6.4	-0.5	-0.5
Upper Large	0.3	0.3	0.3	0.3	0.0	0.0
People Movers	1.4	1.0	1.4	1.0	0.4	0.4
Sports	1.9	1.6	1.9	1.6	0.4	0.4
SUV Small	5.5	3.5	5.5	3.5	2.1	2.1
SUV Medium	11.0	8.6	11.0	8.6	2.4	2.4
SUV Large	10.4	9.4	10.4	9.4	1.0	1.0
SUV Upper Large	1.2	1.0	1.2	1.0	0.3	0.3
Light Buses < 20 Seats	0.2	0.2	0.2	0.2	0.0	0.0
Light Buses => 20 Seats	0.1	0.0	0.1	0.0	0.1	0.1
Vans/CC <= 2.5t	0.2	0.2	0.2	0.2	0.0	0.0
Vans/CC 2.5-3.5t	1.8	1.7	1.8	1.7	0.1	0.1
PU/CC 4X2	3.0	4.3	3.0	4.3	-1.3	-1.3
PU/CC 4X4	6.8	7.8	6.8	7.8	-1.0	-1.0
Heavy Commercial	2.0	1.6	2.0	1.6	0.4	0.4
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

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NEW VEHICLE SALES BY MARQUE
JANUARY 2012

Total Market	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Alfa Romeo	31	31	31	31	0	0	0.0%	0.0%
Aston Martin	2	3	2	3	-1	-1	-33.3%	-33.3%
Audi	560	536	560	536	24	24	4.5%	4.5%
Bentley	2	2	2	2	0	0	0.0%	0.0%
BMW	397	368	397	368	29	29	7.9%	7.9%
Chery	40	0	40	0	40	40	-	-
Chrysler	2	44	2	44	-42	-42	-95.5%	-95.5%
Citroen	74	35	74	35	39	39	111.4%	111.4%
Dodge	35	75	35	75	-40	-40	-53.3%	-53.3%
Ferrari	3	2	3	2	1	1	50.0%	50.0%
Fiat	28	42	28	42	-14	-14	-33.3%	-33.3%
Ford	1,588	1,775	1,588	1,775	-187	-187	-10.5%	-10.5%
Great Wall	223	138	223	138	85	85	61.6%	61.6%
Holden	2,634	2,571	2,634	2,571	63	63	2.5%	2.5%
Honda	550	713	550	713	-163	-163	-22.9%	-22.9%
Hyundai	1,983	2,011	1,983	2,011	-28	-28	-1.4%	-1.4%
Isuzu Ute	129	95	129	95	34	34	35.8%	35.8%
Jaguar	28	19	28	19	9	9	47.4%	47.4%
Jeep	302	127	302	127	175	175	137.8%	137.8%
Kia	775	583	775	583	192	192	32.9%	32.9%
Lamborghini	1	3	1	3	-2	-2	-66.7%	-66.7%
Land Rover	229	163	229	163	66	66	40.5%	40.5%
Lexus	192	181	192	181	11	11	6.1%	6.1%
Lotus	2	2	2	2	0	0	0.0%	0.0%
Maserati	6	4	6	4	2	2	50.0%	50.0%
Mazda	2,840	2,620	2,840	2,620	220	220	8.4%	8.4%
Mercedes-Benz	310	307	310	307	3	3	1.0%	1.0%
MINI	45	40	45	40	5	5	12.5%	12.5%
Mitsubishi	1,299	1,414	1,299	1,414	-115	-115	-8.1%	-8.1%
Morgan	1	0	1	0	1	1	-	-
Nissan	1,451	1,371	1,451	1,371	80	80	5.8%	5.8%
Peugeot	114	129	114	129	-15	-15	-11.6%	-11.6%
Porsche	46	47	46	47	-1	-1	-2.1%	-2.1%
Proton	28	49	28	49	-21	-21	-42.9%	-42.9%
Renault	50	33	50	33	17	17	51.5%	51.5%
Skoda	68	49	68	49	19	19	38.8%	38.8%
Smart	4	1	4	1	3	3	300.0%	300.0%
Ssangyong	33	20	33	20	13	13	65.0%	65.0%
Subaru	1,290	1,188	1,290	1,188	102	102	8.6%	8.6%
Suzuki	459	669	459	669	-210	-210	-31.4%	-31.4%
Toyota	4,384	4,912	4,384	4,912	-528	-528	-10.7%	-10.7%
Volkswagen	1,190	767	1,190	767	423	423	55.1%	55.1%
Volvo Car	188	132	188	132	56	56	42.4%	42.4%
Caterpillar	5	0	5	0	5	5	-	-
Daf	0	3	0	3	-3	-3	-100.0%	-100.0%
Dennis Eagle	5	0	5	0	5	5	-	-
Foton	4	0	4	0	4	4	-	-
Freightliner	3	9	3	9	-6	-6	-66.7%	-66.7%
Hino	98	53	98	53	45	45	84.9%	84.9%
Hyundai Trucks	3	5	3	5	-2	-2	-40.0%	-40.0%
International	0	1	0	1	-1	-1	-100.0%	-100.0%
Isuzu	111	79	111	79	32	32	40.5%	40.5%
Iveco	29	26	29	26	3	3	11.5%	11.5%
Kenworth	22	27	22	27	-5	-5	-18.5%	-18.5%
Mack	8	13	8	13	-5	-5	-38.5%	-38.5%
Man	4	0	4	0	4	4	-	-
Mitsubishi Fuso	57	32	57	32	25	25	78.1%	78.1%
Nissan UD	0	17	0	17	-17	-17	-100.0%	-100.0%
Scania	9	9	9	9	0	0	0.0%	0.0%
Volvo Commercial	14	7	14	7	7	7	100.0%	100.0%
Western Star	16	8	16	8	8	8	100.0%	100.0%
Total	24,004	23,560	24,004	23,560	444	444	1.9%	1.9%

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NEW VEHICLE SALES SHARE BY MARQUE
JANUARY 2012

Total Market	Month		YTD		Variance +/- ppts.	
	2012	2011	2012	2011	MTH	YTD
Alfa Romeo	0.1	0.1	0.1	0.1	0.00	0.00
Aston Martin	0.0	0.0	0.0	0.0	0.00	0.00
Audi	2.3	2.3	2.3	2.3	0.06	0.06
Bentley	0.0	0.0	0.0	0.0	0.00	0.00
BMW	1.7	1.6	1.7	1.6	0.09	0.09
Chery	0.2	0.0	0.2	0.0	0.17	0.17
Chrysler	0.0	0.2	0.0	0.2	-0.18	-0.18
Citroen	0.3	0.1	0.3	0.1	0.16	0.16
Dodge	0.1	0.3	0.1	0.3	-0.17	-0.17
Ferrari	0.0	0.0	0.0	0.0	0.00	0.00
Fiat	0.1	0.2	0.1	0.2	-0.06	-0.06
Ford	6.6	7.5	6.6	7.5	-0.92	-0.92
Great Wall	0.9	0.6	0.9	0.6	0.34	0.34
Holden	11.0	10.9	11.0	10.9	0.06	0.06
Honda	2.3	3.0	2.3	3.0	-0.74	-0.74
Hyundai	8.3	8.5	8.3	8.5	-0.27	-0.27
Isuzu Ute	0.5	0.4	0.5	0.4	0.13	0.13
Jaguar	0.1	0.1	0.1	0.1	0.04	0.04
Jeep	1.3	0.5	1.3	0.5	0.72	0.72
Kia	3.2	2.5	3.2	2.5	0.75	0.75
Lamborghini	0.0	0.0	0.0	0.0	-0.01	-0.01
Land Rover	1.0	0.7	1.0	0.7	0.26	0.26
Lexus	0.8	0.8	0.8	0.8	0.03	0.03
Lotus	0.0	0.0	0.0	0.0	0.00	0.00
Maserati	0.0	0.0	0.0	0.0	0.01	0.01
Mazda	11.8	11.1	11.8	11.1	0.71	0.71
Mercedes-Benz	1.3	1.3	1.3	1.3	-0.01	-0.01
MINI	0.2	0.2	0.2	0.2	0.02	0.02
Mitsubishi	5.4	6.0	5.4	6.0	-0.59	-0.59
Morgan	0.0	0.0	0.0	0.0	0.00	0.00
Nissan	6.0	5.8	6.0	5.8	0.23	0.23
Peugeot	0.5	0.5	0.5	0.5	-0.07	-0.07
Porsche	0.2	0.2	0.2	0.2	-0.01	-0.01
Proton	0.1	0.2	0.1	0.2	-0.09	-0.09
Renault	0.2	0.1	0.2	0.1	0.07	0.07
Skoda	0.3	0.2	0.3	0.2	0.08	0.08
Smart	0.0	0.0	0.0	0.0	0.01	0.01
Ssangyong	0.1	0.1	0.1	0.1	0.05	0.05
Subaru	5.4	5.0	5.4	5.0	0.33	0.33
Suzuki	1.9	2.8	1.9	2.8	-0.93	-0.93
Toyota	18.3	20.8	18.3	20.8	-2.59	-2.59
Volkswagen	5.0	3.3	5.0	3.3	1.70	1.70
Volvo Car	0.8	0.6	0.8	0.6	0.22	0.22
Caterpillar	0.0	0.0	0.0	0.0	0.02	0.02
Daf	0.0	0.0	0.0	0.0	-0.01	-0.01
Dennis Eagle	0.0	0.0	0.0	0.0	0.02	0.02
Foton	0.0	0.0	0.0	0.0	0.02	0.02
Freightliner	0.0	0.0	0.0	0.0	-0.03	-0.03
Hino	0.4	0.2	0.4	0.2	0.18	0.18
Hyundai Trucks	0.0	0.0	0.0	0.0	-0.01	-0.01
International	0.0	0.0	0.0	0.0	0.00	0.00
Isuzu	0.5	0.3	0.5	0.3	0.13	0.13
Iveco	0.1	0.1	0.1	0.1	0.01	0.01
Kenworth	0.1	0.1	0.1	0.1	-0.02	-0.02
Mack	0.0	0.1	0.0	0.1	-0.02	-0.02
Man	0.0	0.0	0.0	0.0	0.02	0.02
Mitsubishi Fuso	0.2	0.1	0.2	0.1	0.10	0.10
Nissan UD	0.0	0.1	0.0	0.1	-0.07	-0.07
Scania	0.0	0.0	0.0	0.0	0.00	0.00
Volvo Commercial	0.1	0.0	0.1	0.0	0.03	0.03
Western Star	0.1	0.0	0.1	0.0	0.03	0.03
Total	100.0	100.0	100.0	100.0	0.00	0.00

NEW VEHICLE SALES BY BUYER TYPE
JANUARY 2012

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Total Market								
Passenger	13,856	14,547	13,856	14,547	-691	-691	-4.8%	-4.8%
Private	8,759	9,479	8,759	9,479	-720	-720	-7.6%	-7.6%
Business	4,024	4,167	4,024	4,167	-143	-143	-3.4%	-3.4%
Gov't	587	595	587	595	-8	-8	-1.3%	-1.3%
Rental	486	306	486	306	180	180	58.8%	58.8%
SUV	6,765	5,283	6,765	5,283	1,482	1,482	28.1%	28.1%
Private	3,895	2,969	3,895	2,969	926	926	31.2%	31.2%
Business	2,533	2,088	2,533	2,088	445	445	21.3%	21.3%
Gov't	234	222	234	222	12	12	5.4%	5.4%
Rental	103	4	103	4	99	99	>999%	>999%
Light Commercial	2,904	3,362	2,904	3,362	-458	-458	-13.6%	-13.6%
Private	955	989	955	989	-34	-34	-3.4%	-3.4%
Business	1,641	1,966	1,641	1,966	-325	-325	-16.5%	-16.5%
Gov't	289	369	289	369	-80	-80	-21.7%	-21.7%
Rental	19	38	19	38	-19	-19	-50.0%	-50.0%
Sub Total	23,525	23,192	23,525	23,192	333	333	1.4%	1.4%
Private	13,609	13,437	13,609	13,437	172	172	1.3%	1.3%
Business	8,198	8,221	8,198	8,221	-23	-23	-0.3%	-0.3%
Gov't	1,110	1,186	1,110	1,186	-76	-76	-6.4%	-6.4%
Rental	608	348	608	348	260	260	74.7%	74.7%
Heavy Commercial	479	368	479	368	111	111	30.2%	30.2%
Total	24,004	23,560	24,004	23,560	444	444	1.9%	1.9%

NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE
JANUARY 2012

Total Market	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Passenger Private								
Diesel	532	427	532	427	105	105	24.6%	24.6%
Hybrid	62	32	62	32	30	30	93.8%	93.8%
LPG	3	0	3	0	3	3	-	-
Petrol	8,162	9,020	8,162	9,020	-858	-858	-9.5%	-9.5%
Passenger Non-Private								
Diesel	556	490	556	490	66	66	13.5%	13.5%
Electric	2	0	2	0	2	2	-	-
Hybrid	118	54	118	54	64	64	118.5%	118.5%
LPG	41	24	41	24	17	17	70.8%	70.8%
Petrol	4,380	4,500	4,380	4,500	-120	-120	-2.7%	-2.7%
SUV Private								
Diesel	1,196	708	1,196	708	488	488	68.9%	68.9%
Hybrid	4	12	4	12	-8	-8	-66.7%	-66.7%
Petrol	2,695	2,249	2,695	2,249	446	446	19.8%	19.8%
SUV Non-Private								
Diesel	1,072	823	1,072	823	249	249	30.3%	30.3%
Hybrid	10	9	10	9	1	1	11.1%	11.1%
Petrol	1,788	1,482	1,788	1,482	306	306	20.6%	20.6%
Light Commercial Private								
Diesel	715	699	715	699	16	16	2.3%	2.3%
LPG	3	0	3	0	3	3	-	-
Petrol	237	290	237	290	-53	-53	-18.3%	-18.3%
Light Commercial Non-Private								
Diesel	1,522	1,766	1,522	1,766	-244	-244	-13.8%	-13.8%
LPG	23	20	23	20	3	3	15.0%	15.0%
Petrol	404	587	404	587	-183	-183	-31.2%	-31.2%
Heavy Commercial	479	368	479	368	111	111	30.2%	30.2%
Total	10,148	9,013	10,148	9,013	1,135	1,135	12.6%	12.6%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Locally Manufactured								
Ford	573	564	573	564	9	9	1.6%	1.6%
Holden	1,446	944	1,446	944	502	502	53.2%	53.2%
Toyota	733	586	733	586	147	147	25.1%	25.1%
Total Locally Manufactured	2,752	2,094	2,752	2,094	658	658	31.4%	31.4%
Imported								
Argentina	122	0	122	0	122	122	-	-
Austria	3	33	3	33	-30	-30	-90.9%	-90.9%
Belgium	312	356	312	356	-44	-44	-12.4%	-12.4%
Brazil	0	21	0	21	-21	-21	-100.0%	-100.0%
China	263	138	263	138	125	125	90.6%	90.6%
Czech Republic	109	49	109	49	60	60	122.4%	122.4%
England	591	478	591	478	113	113	23.6%	23.6%
France	181	173	181	173	8	8	4.6%	4.6%
Germany	2,258	1,541	2,258	1,541	717	717	46.5%	46.5%
Hungary	6	5	6	5	1	1	20.0%	20.0%
India	243	348	243	348	-105	-105	-30.2%	-30.2%
Indonesia	11	3	11	3	8	8	266.7%	266.7%
Italy	69	82	69	82	-13	-13	-15.9%	-15.9%
Japan	10,031	9,192	10,031	9,192	839	839	9.1%	9.1%
Korea	3,538	3,703	3,538	3,703	-165	-165	-4.5%	-4.5%
Malaysia	28	49	28	49	-21	-21	-42.9%	-42.9%
Mexico	104	49	104	49	55	55	112.2%	112.2%
Poland	32	34	32	34	-2	-2	-5.9%	-5.9%
Portugal	29	15	29	15	14	14	93.3%	93.3%
Slovak Republic	49	85	49	85	-36	-36	-42.4%	-42.4%
South Africa	75	438	75	438	-363	-363	-82.9%	-82.9%
Spain	242	153	242	153	89	89	58.2%	58.2%
Sweden	67	59	67	59	8	8	13.6%	13.6%
Taiwan	56	101	56	101	-45	-45	-44.6%	-44.6%
Thailand	1,995	3,738	1,995	3,738	-1,743	-1,743	-46.6%	-46.6%
Turkey	39	21	39	21	18	18	85.7%	85.7%
USA	464	347	464	347	117	117	33.7%	33.7%
Other	335	255	335	255	80	80	31.4%	31.4%
Total Imported	21,252	21,466	21,252	21,466	-214	-214	-1.0%	-1.0%
Total Market	24,004	23,560	24,004	23,560	444	444	1.9%	1.9%

Light	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Light < \$25K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chery J1	5	0.2%	0	0.0%	5	0.2%	0	0.0%	-	-
Ford Fiesta	205	7.2%	311	8.0%	205	7.2%	311	8.0%	-34.1%	-34.1%
Holden Barina	380	13.3%	164	4.2%	380	13.3%	164	4.2%	131.7%	131.7%
Holden Barina Spark	48	1.7%	110	2.8%	48	1.7%	110	2.8%	-56.4%	-56.4%
Honda City	4	0.1%	57	1.5%	4	0.1%	57	1.5%	-93.0%	-93.0%
Honda Jazz	33	1.2%	188	4.9%	33	1.2%	188	4.9%	-82.4%	-82.4%
Hyundai Accent	213	7.5%	0	0.0%	213	7.5%	0	0.0%	-	-
Hyundai Getz	0	0.0%	657	17.0%	0	0.0%	657	17.0%	-100.0%	-100.0%
Hyundai i20	213	7.5%	230	5.9%	213	7.5%	230	5.9%	-7.4%	-7.4%
Kia Rio	196	6.9%	211	5.5%	196	6.9%	211	5.5%	-7.1%	-7.1%
Mazda2	591	20.7%	515	13.3%	591	20.7%	515	13.3%	14.8%	14.8%
Mitsubishi Colt	19	0.7%	31	0.8%	19	0.7%	31	0.8%	-38.7%	-38.7%
Nissan Micra	112	3.9%	105	2.7%	112	3.9%	105	2.7%	6.7%	6.7%
Proton S16	9	0.3%	25	0.6%	9	0.3%	25	0.6%	-64.0%	-64.0%
Proton Satria	3	0.1%	2	0.1%	3	0.1%	2	0.1%	50.0%	50.0%
Skoda Fabia	6	0.2%	0	0.0%	6	0.2%	0	0.0%	-	-
Smart Fortwo	4	0.1%	1	0.0%	4	0.1%	1	0.0%	300.0%	300.0%
Suzuki Alto	33	1.2%	118	3.1%	33	1.2%	118	3.1%	-72.0%	-72.0%
Suzuki Swift	226	7.9%	383	9.9%	226	7.9%	383	9.9%	-41.0%	-41.0%
Toyota Yaris	491	17.2%	641	16.6%	491	17.2%	641	16.6%	-23.4%	-23.4%
Volkswagen Polo	61	2.1%	119	3.1%	61	2.1%	119	3.1%	-48.7%	-48.7%
Total Light < \$25K	2,852	11.9%	3,868	16.4%	2,852	11.9%	3,868	16.4%	-26.3%	-26.3%
Light > \$25K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo MiTo	11	16.9%	9	10.5%	11	16.9%	9	10.5%	22.2%	22.2%
Citroen C3	9	13.8%	6	7.0%	9	13.8%	6	7.0%	50.0%	50.0%
Citroen DS3	10	15.4%	7	8.1%	10	15.4%	7	8.1%	42.9%	42.9%
Fiat 500	13	20.0%	11	12.8%	13	20.0%	11	12.8%	18.2%	18.2%
Fiat Abarth 500	4	6.2%	0	0.0%	4	6.2%	0	0.0%	-	-
Mitsubishi i-MiEV	2	3.1%	0	0.0%	2	3.1%	0	0.0%	-	-
Peugeot 207	15	23.1%	51	59.3%	15	23.1%	51	59.3%	-70.6%	-70.6%
Renault Clio	1	1.5%	2	2.3%	1	1.5%	2	2.3%	-50.0%	-50.0%
Total Light > \$25K	65	0.3%	86	0.4%	65	0.3%	86	0.4%	-24.4%	-24.4%
Total Light	2,917	12.2%	3,954	16.8%	2,917	12.2%	3,954	16.8%	-26.2%	-26.2%

Small	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Small < \$40K										
Chery J3	4	0.1%	0	0.0%	4	0.1%	0	0.0%	-	-
Citroen C4	24	0.4%	5	0.1%	24	0.4%	5	0.1%	380.0%	380.0%
Dodge Caliber	20	0.3%	1	0.0%	20	0.3%	1	0.0%	>999%	>999%
Ford Focus	444	7.3%	316	4.8%	444	7.3%	316	4.8%	40.5%	40.5%
Holden Cruze	633	10.4%	657	10.0%	633	10.4%	657	10.0%	-3.7%	-3.7%
Honda Civic	54	0.9%	180	2.8%	54	0.9%	180	2.8%	-70.0%	-70.0%
Honda Insight	8	0.1%	5	0.1%	8	0.1%	5	0.1%	60.0%	60.0%
Hyundai Elantra	195	3.2%	9	0.1%	195	3.2%	9	0.1%	>999%	>999%
Hyundai i30	607	10.0%	538	8.2%	607	10.0%	538	8.2%	12.8%	12.8%
Kia Cerato	240	3.9%	129	2.0%	240	3.9%	129	2.0%	86.0%	86.0%
Kia Soul	14	0.2%	8	0.1%	14	0.2%	8	0.1%	75.0%	75.0%
Mazda3	1,343	22.0%	1,338	20.5%	1,343	22.0%	1,338	20.5%	0.4%	0.4%
Mitsubishi Lancer	484	7.9%	620	9.5%	484	7.9%	620	9.5%	-21.9%	-21.9%
Nissan Tiida	85	1.4%	119	1.8%	85	1.4%	119	1.8%	-28.6%	-28.6%
Peugeot 3008	4	0.1%	15	0.2%	4	0.1%	15	0.2%	-73.3%	-73.3%
Peugeot 308	21	0.3%	32	0.5%	21	0.3%	32	0.5%	-34.4%	-34.4%
Proton Gen.2	3	0.0%	4	0.1%	3	0.0%	4	0.1%	-25.0%	-25.0%
Proton Persona	3	0.0%	6	0.1%	3	0.0%	6	0.1%	-50.0%	-50.0%
Renault Fluence	2	0.0%	4	0.1%	2	0.0%	4	0.1%	-50.0%	-50.0%
Renault Megane	11	0.2%	7	0.1%	11	0.2%	7	0.1%	57.1%	57.1%
Subaru Impreza	155	2.5%	600	9.2%	155	2.5%	600	9.2%	-74.2%	-74.2%
Suzuki SX4	43	0.7%	41	0.6%	43	0.7%	41	0.6%	4.9%	4.9%
Toyota Corolla	1,228	20.1%	1,545	23.6%	1,228	20.1%	1,545	23.6%	-20.5%	-20.5%
Toyota Prius	24	0.4%	16	0.2%	24	0.4%	16	0.2%	50.0%	50.0%
Toyota Rukus	36	0.6%	32	0.5%	36	0.6%	32	0.5%	12.5%	12.5%
Volkswagen Golf	415	6.8%	314	4.8%	415	6.8%	314	4.8%	32.2%	32.2%
Volkswagen New Beetle	0	0.0%	1	0.0%	0	0.0%	1	0.0%	-100.0%	-100.0%
Total Small < \$40K	6,100	25.4%	6,542	27.8%	6,100	25.4%	6,542	27.8%	-6.8%	-6.8%
Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Giulietta	11	3.9%	18	7.5%	11	3.9%	18	7.5%	-38.9%	-38.9%
Audi A1	48	16.8%	71	29.6%	48	16.8%	71	29.6%	-32.4%	-32.4%
Audi A3	71	24.9%	51	21.3%	71	24.9%	51	21.3%	39.2%	39.2%
BMW 1 Series	57	20.0%	15	6.3%	57	20.0%	15	6.3%	280.0%	280.0%
Citroen DS4	3	1.1%	0	0.0%	3	1.1%	0	0.0%	-	-
Lexus CT200H	66	23.2%	0	0.0%	66	23.2%	0	0.0%	-	-
Mercedes-Benz B-Class	0	0.0%	38	15.8%	0	0.0%	38	15.8%	-100.0%	-100.0%
MINI Hatch/Clubman	18	6.3%	33	13.8%	18	6.3%	33	13.8%	-45.5%	-45.5%
Volvo C30	11	3.9%	14	5.8%	11	3.9%	14	5.8%	-21.4%	-21.4%
Total Small > \$40K	285	1.2%	240	1.0%	285	1.2%	240	1.0%	18.8%	18.8%
Total Small	6,385	26.6%	6,782	28.8%	6,385	26.6%	6,782	28.8%	-5.9%	-5.9%

Medium	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo 159	9	0.5%	2	0.2%	9	0.5%	2	0.2%	350.0%	350.0%
Citroen C5	12	0.6%	4	0.3%	12	0.6%	4	0.3%	200.0%	200.0%
Ford Mondeo	143	7.6%	212	17.8%	143	7.6%	212	17.8%	-32.5%	-32.5%
Holden Epica	4	0.2%	20	1.7%	4	0.2%	20	1.7%	-80.0%	-80.0%
Honda Accord Euro	290	15.3%	92	7.7%	290	15.3%	92	7.7%	215.2%	215.2%
Hyundai i40	39	2.1%	0	0.0%	39	2.1%	0	0.0%	-	-
Hyundai i45	107	5.7%	65	5.4%	107	5.7%	65	5.4%	64.6%	64.6%
Kia Optima	40	2.1%	37	3.1%	40	2.1%	37	3.1%	8.1%	8.1%
Mazda6	225	11.9%	188	15.8%	225	11.9%	188	15.8%	19.7%	19.7%
Peugeot 407	0	0.0%	4	0.3%	0	0.0%	4	0.3%	-100.0%	-100.0%
Renault Latitude	5	0.3%	0	0.0%	5	0.3%	0	0.0%	-	-
Skoda Octavia	30	1.6%	33	2.8%	30	1.6%	33	2.8%	-9.1%	-9.1%
Subaru Liberty	307	16.2%	109	9.1%	307	16.2%	109	9.1%	181.7%	181.7%
Suzuki Kizashi	32	1.7%	32	2.7%	32	1.7%	32	2.7%	0.0%	0.0%
Toyota Camry (4 cyl)	427	22.6%	321	26.9%	427	22.6%	321	26.9%	33.0%	33.0%
Volkswagen Jetta	57	3.0%	27	2.3%	57	3.0%	27	2.3%	111.1%	111.1%
Volkswagen Passat	119	6.3%	28	2.3%	119	6.3%	28	2.3%	325.0%	325.0%
Volvo S40	7	0.4%	3	0.3%	7	0.4%	3	0.3%	133.3%	133.3%
Volvo S60	20	1.1%	11	0.9%	20	1.1%	11	0.9%	81.8%	81.8%
Volvo V50	3	0.2%	5	0.4%	3	0.2%	5	0.4%	-40.0%	-40.0%
Volvo V60	14	0.7%	0	0.0%	14	0.7%	0	0.0%	-	-
Total Medium < \$60K	1,890	7.9%	1,193	5.1%	1,890	7.9%	1,193	5.1%	58.4%	58.4%

Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A4	82	21.0%	101	23.2%	82	21.0%	101	23.2%	-18.8%	-18.8%
Audi A5 Sportback	21	5.4%	35	8.0%	21	5.4%	35	8.0%	-40.0%	-40.0%
BMW 3 Series	79	20.2%	100	23.0%	79	20.2%	100	23.0%	-21.0%	-21.0%
Lexus IS F	1	0.3%	4	0.9%	1	0.3%	4	0.9%	-75.0%	-75.0%
Lexus IS250	55	14.1%	67	15.4%	55	14.1%	67	15.4%	-17.9%	-17.9%
Lexus IS350	26	6.6%	35	8.0%	26	6.6%	35	8.0%	-25.7%	-25.7%
Mercedes-Benz C-Class	107	27.4%	81	18.6%	107	27.4%	81	18.6%	32.1%	32.1%
Volkswagen Passat CC	20	5.1%	12	2.8%	20	5.1%	12	2.8%	66.7%	66.7%
Total Medium > \$60K	391	1.6%	435	1.8%	391	1.6%	435	1.8%	-10.1%	-10.1%

Total Medium	2,281	9.5%	1,628	6.9%	2,281	9.5%	1,628	6.9%	40.1%	40.1%
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Large	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Falcon	262	20.2%	285	20.4%	262	20.2%	285	20.4%	-8.1%	-8.1%
Holden Commodore	646	49.7%	774	55.3%	646	49.7%	774	55.3%	-16.5%	-16.5%
Honda Accord	10	0.8%	34	2.4%	10	0.8%	34	2.4%	-70.6%	-70.6%
Hyundai Grandeur	1	0.1%	0	0.0%	1	0.1%	0	0.0%	-	-
Nissan Maxima	20	1.5%	28	2.0%	20	1.5%	28	2.0%	-28.6%	-28.6%
Peugeot 508	39	3.0%	0	0.0%	39	3.0%	0	0.0%	-	-
Skoda Superb	15	1.2%	14	1.0%	15	1.2%	14	1.0%	7.1%	7.1%
Toyota Aurion	306	23.6%	265	18.9%	306	23.6%	265	18.9%	15.5%	15.5%
Total Large < \$70K	1,299	5.4%	1,400	5.9%	1,299	5.4%	1,400	5.9%	-7.2%	-7.2%

Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A6	28	25.9%	13	12.4%	28	25.9%	13	12.4%	115.4%	115.4%
Audi A7	7	6.5%	0	0.0%	7	6.5%	0	0.0%	-	-
BMW 5 Series	29	26.9%	37	35.2%	29	26.9%	37	35.2%	-21.6%	-21.6%
BMW 5 Series Gran Turismo	0	0.0%	1	1.0%	0	0.0%	1	1.0%	-100.0%	-100.0%
Citroen C6	1	0.9%	0	0.0%	1	0.9%	0	0.0%	-	-
Honda Legend	1	0.9%	0	0.0%	1	0.9%	0	0.0%	-	-
Jaguar XF	20	18.5%	12	11.4%	20	18.5%	12	11.4%	66.7%	66.7%
Lexus GS	1	0.9%	4	3.8%	1	0.9%	4	3.8%	-75.0%	-75.0%
Mercedes-Benz CLS-Class	5	4.6%	0	0.0%	5	4.6%	0	0.0%	-	-
Mercedes-Benz E-Class	14	13.0%	37	35.2%	14	13.0%	37	35.2%	-62.2%	-62.2%
Volvo S80	2	1.9%	1	1.0%	2	1.9%	1	1.0%	100.0%	100.0%
Total Large > \$70K	108	0.4%	105	0.4%	108	0.4%	105	0.4%	2.9%	2.9%

Total Large	1,407	5.9%	1,505	6.4%	1,407	5.9%	1,505	6.4%	-6.5%	-6.5%
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Upper Large	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler 300C	0	0.0%	31	66.0%	0	0.0%	31	66.0%	-100.0%	-100.0%
Holden Caprice	43	100.0%	16	34.0%	43	100.0%	16	34.0%	168.8%	168.8%
Total Upper Large < \$100K	43	0.2%	47	0.2%	43	0.2%	47	0.2%	-8.5%	-8.5%

Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A8	6	33.3%	10	45.5%	6	33.3%	10	45.5%	-40.0%	-40.0%
Bentley	2	11.1%	2	9.1%	2	11.1%	2	9.1%	0.0%	0.0%
BMW 7 Series	0	0.0%	1	4.5%	0	0.0%	1	4.5%	-100.0%	-100.0%
Jaguar XJ SERIES	4	22.2%	5	22.7%	4	22.2%	5	22.7%	-20.0%	-20.0%
Mercedes-Benz S-Class	4	22.2%	0	0.0%	4	22.2%	0	0.0%	-	-
Porsche Panamera	2	11.1%	4	18.2%	2	11.1%	4	18.2%	-50.0%	-50.0%
Total Upper Large > \$100K	18	0.1%	22	0.1%	18	0.1%	22	0.1%	-18.2%	-18.2%

Total Upper Large	61	0.3%	69	0.3%	61	0.3%	69	0.3%	-11.6%	-11.6%
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People Movers	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
People Movers < \$55K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C4 Grand Picasso	5	1.6%	6	3.0%	5	1.6%	6	3.0%	-16.7%	-16.7%
Dodge Journey	12	3.9%	35	17.3%	12	3.9%	35	17.3%	-65.7%	-65.7%
Honda Odyssey	83	27.0%	20	9.9%	83	27.0%	20	9.9%	315.0%	315.0%
Hyundai iMAX	41	13.4%	41	20.3%	41	13.4%	41	20.3%	0.0%	0.0%
Kia Carnival	95	30.9%	61	30.2%	95	30.9%	61	30.2%	55.7%	55.7%
Kia Rondo	8	2.6%	6	3.0%	8	2.6%	6	3.0%	33.3%	33.3%
Mercedes-Benz Vito Wagon	5	1.6%	2	1.0%	5	1.6%	2	1.0%	150.0%	150.0%
Mitsubishi Grandis	0	0.0%	1	0.5%	0	0.0%	1	0.5%	-100.0%	-100.0%
Ssangyong Stavic	2	0.7%	2	1.0%	2	0.7%	2	1.0%	0.0%	0.0%
Toyota Tarago	37	12.1%	22	10.9%	37	12.1%	22	10.9%	68.2%	68.2%
Volkswagen Caddy Life/Camper	12	3.9%	2	1.0%	12	3.9%	2	1.0%	500.0%	500.0%
Volkswagen Caravelle	7	2.3%	4	2.0%	7	2.3%	4	2.0%	75.0%	75.0%
Total People Movers < \$55K	307	1.3%	202	0.9%	307	1.3%	202	0.9%	52.0%	52.0%

People Movers > \$55K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler Voyager	2	6.5%	13	33.3%	2	6.5%	13	33.3%	-84.6%	-84.6%
Mercedes-Benz Viano	7	22.6%	0	0.0%	7	22.6%	0	0.0%	-	-
Volkswagen Multivan	22	71.0%	26	66.7%	22	71.0%	26	66.7%	-15.4%	-15.4%
Total People Movers > \$55K	31	0.1%	39	0.2%	31	0.1%	39	0.2%	-20.5%	-20.5%

Total People Movers	338	1.4%	241	1.0%	338	1.4%	241	1.0%	40.2%	40.2%
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Sports	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Sports < \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Brera	0	0.0%	1	0.5%	0	0.0%	1	0.5%	-100.0%	-100.0%
Alfa Romeo GT	0	0.0%	1	0.5%	0	0.0%	1	0.5%	-100.0%	-100.0%
Audi A3 Convertible	22	7.2%	23	11.8%	22	7.2%	23	11.8%	-4.3%	-4.3%
BMW 1 Series Coupe/Conv	34	11.2%	46	23.6%	34	11.2%	46	23.6%	-26.1%	-26.1%
Honda CR-Z	3	1.0%	0	0.0%	3	1.0%	0	0.0%	-	-
Hyundai Veloster	25	8.2%	0	0.0%	25	8.2%	0	0.0%	-	-
Kia Cerato Koup	24	7.9%	17	8.7%	24	7.9%	17	8.7%	41.2%	41.2%
Mazda MX5	1	0.3%	9	4.6%	1	0.3%	9	4.6%	-88.9%	-88.9%
Mazda RX8	2	0.7%	5	2.6%	2	0.7%	5	2.6%	-60.0%	-60.0%
Mercedes-Benz C-Class Coupe	55	18.1%	0	0.0%	55	18.1%	0	0.0%	-	-
Mercedes-Benz CLC-Class	0	0.0%	21	10.8%	0	0.0%	21	10.8%	-100.0%	-100.0%
MINI Cabrio	2	0.7%	7	3.6%	2	0.7%	7	3.6%	-71.4%	-71.4%
MINI Coupe	4	1.3%	0	0.0%	4	1.3%	0	0.0%	-	-
Nissan 370Z	10	3.3%	17	8.7%	10	3.3%	17	8.7%	-41.2%	-41.2%
Peugeot 207 Convertible	5	1.6%	5	2.6%	5	1.6%	5	2.6%	0.0%	0.0%
Peugeot 308 Convertible	3	1.0%	8	4.1%	3	1.0%	8	4.1%	-62.5%	-62.5%
Peugeot RCZ	3	1.0%	8	4.1%	3	1.0%	8	4.1%	-62.5%	-62.5%
Renault Megane Convertible	0	0.0%	7	3.6%	0	0.0%	7	3.6%	-100.0%	-100.0%
Renault Sport Megane	10	3.3%	4	2.1%	10	3.3%	4	2.1%	150.0%	150.0%
Volkswagen Eos	29	9.5%	15	7.7%	29	9.5%	15	7.7%	93.3%	93.3%
Volkswagen Golf Cabriolet	35	11.5%	0	0.0%	35	11.5%	0	0.0%	-	-
Volkswagen New Beetle Cabrio	0	0.0%	1	0.5%	0	0.0%	1	0.5%	-100.0%	-100.0%
Volkswagen Scirocco	37	12.2%	0	0.0%	37	12.2%	0	0.0%	-	-
Total Sports < \$80K	304	1.3%	195	0.8%	304	1.3%	195	0.8%	55.9%	55.9%
Sports > \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A5	31	22.8%	43	28.9%	31	22.8%	43	28.9%	-27.9%	-27.9%
Audi TT	23	16.9%	13	8.7%	23	16.9%	13	8.7%	76.9%	76.9%
BMW 3 Series Coupe/Conv	33	24.3%	28	18.8%	33	24.3%	28	18.8%	17.9%	17.9%
BMW Z4	2	1.5%	6	4.0%	2	1.5%	6	4.0%	-66.7%	-66.7%
Lexus IS250C	3	2.2%	19	12.8%	3	2.2%	19	12.8%	-84.2%	-84.2%
Lotus Elise	1	0.7%	0	0.0%	1	0.7%	0	0.0%	-	-
Lotus Evora	1	0.7%	1	0.7%	1	0.7%	1	0.7%	0.0%	0.0%
Lotus Exige	0	0.0%	1	0.7%	0	0.0%	1	0.7%	-100.0%	-100.0%
Mercedes-Benz E-Class Cpe/Conv	13	9.6%	26	17.4%	13	9.6%	26	17.4%	-50.0%	-50.0%
Mercedes-Benz SLK-Class	13	9.6%	3	2.0%	13	9.6%	3	2.0%	333.3%	333.3%
Morgan Classics	1	0.7%	0	0.0%	1	0.7%	0	0.0%	-	-
Nissan GT-R	1	0.7%	0	0.0%	1	0.7%	0	0.0%	-	-
Porsche Boxster	3	2.2%	2	1.3%	3	2.2%	2	1.3%	50.0%	50.0%
Porsche Cayman	3	2.2%	1	0.7%	3	2.2%	1	0.7%	200.0%	200.0%
Volvo C70	8	5.9%	6	4.0%	8	5.9%	6	4.0%	33.3%	33.3%
Total Sports > \$80K	136	0.6%	149	0.6%	136	0.6%	149	0.6%	-8.7%	-8.7%
Sports > \$200K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Convertible	0	0.0%	1	4.2%	0	0.0%	1	4.2%	-100.0%	-100.0%
Aston Martin Coupe	2	7.4%	2	8.3%	2	7.4%	2	8.3%	0.0%	0.0%
Audi R8	1	3.7%	2	8.3%	1	3.7%	2	8.3%	-50.0%	-50.0%
BMW 6 Series	5	18.5%	0	0.0%	5	18.5%	0	0.0%	-	-
Ferrari	3	11.1%	2	8.3%	3	11.1%	2	8.3%	50.0%	50.0%
Jaguar XK Series	4	14.8%	2	8.3%	4	14.8%	2	8.3%	100.0%	100.0%
Lamborghini	1	3.7%	2	8.3%	1	3.7%	2	8.3%	-50.0%	-50.0%
Lamborghini Convertible	0	0.0%	1	4.2%	0	0.0%	1	4.2%	-100.0%	-100.0%
Maserati	6	22.2%	4	16.7%	6	22.2%	4	16.7%	50.0%	50.0%
Mercedes-Benz SL-Class	1	3.7%	0	0.0%	1	3.7%	0	0.0%	-	-
Mercedes-Benz SLS-Class	0	0.0%	1	4.2%	0	0.0%	1	4.2%	-100.0%	-100.0%
Porsche 911	4	14.8%	7	29.2%	4	14.8%	7	29.2%	-42.9%	-42.9%
Total Sports > \$200K	27	0.1%	24	0.1%	27	0.1%	24	0.1%	12.5%	12.5%
Total Sports	467	1.9%	368	1.6%	467	1.9%	368	1.6%	26.9%	26.9%

Total Passenger < \$	12,795	53.3%	13,447	57.1%	12,795	53.3%	13,447	57.1%	-4.8%	-4.8%
Total Passenger > \$	1,061	4.4%	1,100	4.7%	1,061	4.4%	1,100	4.7%	-3.5%	-3.5%
Total Passenger	13,856	57.7%	14,547	61.7%	13,856	57.7%	14,547	61.7%	-4.8%	-4.8%

NEW VEHICLE SALES BY MARQUE - PASSENGER
JANUARY 2012

	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	31	0.2%	31	0.2%	31	0.2%	31	0.2%	0.0%	0.0%
Aston Martin	2	0.0%	3	0.0%	2	0.0%	3	0.0%	-33.3%	-33.3%
Audi	340	2.5%	362	2.5%	340	2.5%	362	2.5%	-6.1%	-6.1%
Bentley	2	0.0%	2	0.0%	2	0.0%	2	0.0%	0.0%	0.0%
BMW	239	1.7%	234	1.6%	239	1.7%	234	1.6%	2.1%	2.1%
Chery	9	0.1%	0	0.0%	9	0.1%	0	0.0%	-	-
Chrysler	2	0.0%	44	0.3%	2	0.0%	44	0.3%	-95.5%	-95.5%
Citroen	64	0.5%	28	0.2%	64	0.5%	28	0.2%	128.6%	128.6%
Dodge	32	0.2%	36	0.2%	32	0.2%	36	0.2%	-11.1%	-11.1%
Ferrari	3	0.0%	2	0.0%	3	0.0%	2	0.0%	50.0%	50.0%
Fiat	17	0.1%	11	0.1%	17	0.1%	11	0.1%	54.5%	54.5%
Ford	1,054	7.6%	1,124	7.7%	1,054	7.6%	1,124	7.7%	-6.2%	-6.2%
Holden	1,754	12.7%	1,741	12.0%	1,754	12.7%	1,741	12.0%	0.7%	0.7%
Honda	486	3.5%	576	4.0%	486	3.5%	576	4.0%	-15.6%	-15.6%
Hyundai	1,441	10.4%	1,540	10.6%	1,441	10.4%	1,540	10.6%	-6.4%	-6.4%
Jaguar	28	0.2%	19	0.1%	28	0.2%	19	0.1%	47.4%	47.4%
Kia	617	4.5%	469	3.2%	617	4.5%	469	3.2%	31.6%	31.6%
Lamborghini	1	0.0%	3	0.0%	1	0.0%	3	0.0%	-66.7%	-66.7%
Lexus	152	1.1%	129	0.9%	152	1.1%	129	0.9%	17.8%	17.8%
Lotus	2	0.0%	2	0.0%	2	0.0%	2	0.0%	0.0%	0.0%
Maserati	6	0.0%	4	0.0%	6	0.0%	4	0.0%	50.0%	50.0%
Mazda	2,162	15.6%	2,055	14.1%	2,162	15.6%	2,055	14.1%	5.2%	5.2%
Mercedes-Benz	224	1.6%	209	1.4%	224	1.6%	209	1.4%	7.2%	7.2%
MINI	24	0.2%	40	0.3%	24	0.2%	40	0.3%	-40.0%	-40.0%
Mitsubishi	505	3.6%	652	4.5%	505	3.6%	652	4.5%	-22.5%	-22.5%
Morgan	1	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Nissan	228	1.6%	269	1.8%	228	1.6%	269	1.8%	-15.2%	-15.2%
Peugeot	90	0.6%	123	0.8%	90	0.6%	123	0.8%	-26.8%	-26.8%
Porsche	12	0.1%	14	0.1%	12	0.1%	14	0.1%	-14.3%	-14.3%
Proton	18	0.1%	37	0.3%	18	0.1%	37	0.3%	-51.4%	-51.4%
Renault	29	0.2%	24	0.2%	29	0.2%	24	0.2%	20.8%	20.8%
Skoda	51	0.4%	47	0.3%	51	0.4%	47	0.3%	8.5%	8.5%
Smart	4	0.0%	1	0.0%	4	0.0%	1	0.0%	300.0%	300.0%
Ssangyong	2	0.0%	2	0.0%	2	0.0%	2	0.0%	0.0%	0.0%
Subaru	462	3.3%	709	4.9%	462	3.3%	709	4.9%	-34.8%	-34.8%
Suzuki	334	2.4%	574	3.9%	334	2.4%	574	3.9%	-41.8%	-41.8%
Toyota	2,549	18.4%	2,842	19.5%	2,549	18.4%	2,842	19.5%	-10.3%	-10.3%
Volkswagen	814	5.9%	549	3.8%	814	5.9%	549	3.8%	48.3%	48.3%
Volvo Car	65	0.5%	40	0.3%	65	0.5%	40	0.3%	62.5%	62.5%
Total Passenger	13,856	100.0%	14,547	100.0%	13,856	100.0%	14,547	100.0%	-4.8%	-4.8%

SUV Small	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
SUV Small < \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chery J11	31	2.4%	0	0.0%	31	2.4%	0	0.0%	-	-
Hyundai ix35	309	24.3%	218	28.7%	309	24.3%	218	28.7%	41.7%	41.7%
Jeep Compass	41	3.2%	0	0.0%	41	3.2%	0	0.0%	-	-
Jeep Patriot	10	0.8%	23	3.0%	10	0.8%	23	3.0%	-56.5%	-56.5%
Mitsubishi ASX	211	16.6%	134	17.6%	211	16.6%	134	17.6%	57.5%	57.5%
Nissan Dualis	266	20.9%	253	33.3%	266	20.9%	253	33.3%	5.1%	5.1%
Skoda Yeti	13	1.0%	0	0.0%	13	1.0%	0	0.0%	-	-
Subaru XV	228	17.9%	0	0.0%	228	17.9%	0	0.0%	-	-
Suzuki Jimny	28	2.2%	20	2.6%	28	2.2%	20	2.6%	40.0%	40.0%
Volkswagen Tiguan	135	10.6%	112	14.7%	135	10.6%	112	14.7%	20.5%	20.5%
Total SUV Small < \$40K	1,272	5.3%	760	3.2%	1,272	5.3%	760	3.2%	67.4%	67.4%

SUV Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
BMW X1	36	63.2%	58	100.0%	36	63.2%	58	100.0%	-37.9%	-37.9%
MINI Countryman	21	36.8%	0	0.0%	21	36.8%	0	0.0%	-	-
Total SUV Small > \$40K	57	0.2%	58	0.2%	57	0.2%	58	0.2%	-1.7%	-1.7%

Total SUV Small	1,329	5.5%	818	3.5%	1,329	5.5%	818	3.5%	62.5%	62.5%
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SUV Medium	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
SUV Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Dodge Nitro	3	0.1%	39	2.1%	3	0.1%	39	2.1%	-92.3%	-92.3%
Ford Escape	56	2.5%	101	5.5%	56	2.5%	101	5.5%	-44.6%	-44.6%
Great Wall X200	3	0.1%	0	0.0%	3	0.1%	0	0.0%	-	-
Great Wall X240	48	2.2%	58	3.1%	48	2.2%	58	3.1%	-17.2%	-17.2%
Holden Captiva 5	190	8.6%	88	4.8%	190	8.6%	88	4.8%	115.9%	115.9%
Honda CR-V	64	2.9%	137	7.4%	64	2.9%	137	7.4%	-53.3%	-53.3%
Jeep Cherokee	27	1.2%	39	2.1%	27	1.2%	39	2.1%	-30.8%	-30.8%
Kia Sportage	99	4.5%	44	2.4%	99	4.5%	44	2.4%	125.0%	125.0%
Land Rover Defender S/Wgn	22	1.0%	9	0.5%	22	1.0%	9	0.5%	144.4%	144.4%
Mazda CX-7	406	18.3%	255	13.8%	406	18.3%	255	13.8%	59.2%	59.2%
Mitsubishi Outlander	135	6.1%	180	9.8%	135	6.1%	180	9.8%	-25.0%	-25.0%
Nissan X-Trail	279	12.6%	206	11.2%	279	12.6%	206	11.2%	35.4%	35.4%
Peugeot 4007	19	0.9%	3	0.2%	19	0.9%	3	0.2%	533.3%	533.3%
Renault Koleos	8	0.4%	7	0.4%	8	0.4%	7	0.4%	14.3%	14.3%
Skoda Octavia Scout	4	0.2%	2	0.1%	4	0.2%	2	0.1%	100.0%	100.0%
Ssangyong Korando	13	0.6%	0	0.0%	13	0.6%	0	0.0%	-	-
Subaru Forester	310	14.0%	269	14.6%	310	14.0%	269	14.6%	15.2%	15.2%
Suzuki Grand Vitara	86	3.9%	72	3.9%	86	3.9%	72	3.9%	19.4%	19.4%
Toyota RAV4	448	20.2%	337	18.3%	448	20.2%	337	18.3%	32.9%	32.9%
Total SUV Medium < \$60K	2,220	9.2%	1,846	7.8%	2,220	9.2%	1,846	7.8%	20.3%	20.3%

SUV Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q5	171	40.6%	91	48.9%	171	40.6%	91	48.9%	87.9%	87.9%
BMW X3	66	15.7%	0	0.0%	66	15.7%	0	0.0%	-	-
Land Rover Freelander 2	34	8.1%	55	29.6%	34	8.1%	55	29.6%	-38.2%	-38.2%
Land Rover Range Rover Evoque	70	16.6%	0	0.0%	70	16.6%	0	0.0%	-	-
Volvo XC60	80	19.0%	40	21.5%	80	19.0%	40	21.5%	100.0%	100.0%
Total SUV Medium > \$60K	421	1.8%	186	0.8%	421	1.8%	186	0.8%	126.3%	126.3%

Total SUV Medium	2,641	11.0%	2,032	8.6%	2,641	11.0%	2,032	8.6%	30.0%	30.0%
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SUV Large	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
SUV Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Territory	212	10.0%	164	9.2%	212	10.0%	164	9.2%	29.3%	29.3%
Holden Captiva 7	317	14.9%	264	14.9%	317	14.9%	264	14.9%	20.1%	20.1%
Hyundai Santa Fe	67	3.1%	93	5.2%	67	3.1%	93	5.2%	-28.0%	-28.0%
Jeep Grand Cherokee	138	6.5%	9	0.5%	138	6.5%	9	0.5%	>999%	>999%
Jeep Wrangler	86	4.0%	56	3.2%	86	4.0%	56	3.2%	53.6%	53.6%
Kia Sorento	53	2.5%	61	3.4%	53	2.5%	61	3.4%	-13.1%	-13.1%
Mazda CX-9	129	6.1%	110	6.2%	129	6.1%	110	6.2%	17.3%	17.3%
Mitsubishi Challenger	32	1.5%	43	2.4%	32	1.5%	43	2.4%	-25.6%	-25.6%
Mitsubishi Pajero	109	5.1%	110	6.2%	109	5.1%	110	6.2%	-0.9%	-0.9%
Nissan Murano	40	1.9%	58	3.3%	40	1.9%	58	3.3%	-31.0%	-31.0%
Nissan Pathfinder	72	3.4%	45	2.5%	72	3.4%	45	2.5%	60.0%	60.0%
Ssangyong Kyron	2	0.1%	3	0.2%	2	0.1%	3	0.2%	-33.3%	-33.3%
Ssangyong Rexton	1	0.0%	7	0.4%	1	0.0%	7	0.4%	-85.7%	-85.7%
Subaru Outback	174	8.2%	173	9.8%	174	8.2%	173	9.8%	0.6%	0.6%
Subaru Tribeca	116	5.5%	37	2.1%	116	5.5%	37	2.1%	213.5%	213.5%
Toyota FJ Cruiser	15	0.7%	0	0.0%	15	0.7%	0	0.0%	-	-
Toyota Kluger	379	17.8%	314	17.7%	379	17.8%	314	17.7%	20.7%	20.7%
Toyota Prado	185	8.7%	226	12.7%	185	8.7%	226	12.7%	-18.1%	-18.1%
Total SUV Large < \$70K	2,127	8.9%	1,773	7.5%	2,127	8.9%	1,773	7.5%	20.0%	20.0%
SUV Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q7	49	13.3%	83	19.2%	49	13.3%	83	19.2%	-41.0%	-41.0%
BMW X5	46	12.5%	67	15.5%	46	12.5%	67	15.5%	-31.3%	-31.3%
BMW X6	10	2.7%	9	2.1%	10	2.7%	9	2.1%	11.1%	11.1%
Land Rover Discovery	49	13.3%	47	10.9%	49	13.3%	47	10.9%	4.3%	4.3%
Land Rover Range Rover Sport	48	13.0%	43	10.0%	48	13.0%	43	10.0%	11.6%	11.6%
Lexus RX	38	10.3%	50	11.6%	38	10.3%	50	11.6%	-24.0%	-24.0%
Mercedes-Benz M-Class	5	1.4%	40	9.3%	5	1.4%	40	9.3%	-87.5%	-87.5%
Mercedes-Benz R-Class	6	1.6%	6	1.4%	6	1.6%	6	1.4%	0.0%	0.0%
Porsche Cayenne	34	9.2%	33	7.6%	34	9.2%	33	7.6%	3.0%	3.0%
Volkswagen Touareg	41	11.1%	2	0.5%	41	11.1%	2	0.5%	>999%	>999%
Volvo XC70	6	1.6%	8	1.9%	6	1.6%	8	1.9%	-25.0%	-25.0%
Volvo XC90	37	10.0%	44	10.2%	37	10.0%	44	10.2%	-15.9%	-15.9%
Total SUV Large > \$70K	369	1.5%	432	1.8%	369	1.5%	432	1.8%	-14.6%	-14.6%
Total SUV Large	2,496	10.4%	2,205	9.4%	2,496	10.4%	2,205	9.4%	13.2%	13.2%
SUV Upper Large	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
SUV Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Nissan Patrol Wagon	73	25.8%	54	26.1%	73	25.8%	54	26.1%	35.2%	35.2%
Toyota Landcruiser Wagon	210	74.2%	153	73.9%	210	74.2%	153	73.9%	37.3%	37.3%
Total SUV Upper Large < \$100K	283	1.2%	207	0.9%	283	1.2%	207	0.9%	36.7%	36.7%
SUV Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Land Rover Range Rover	5	31.3%	7	33.3%	5	31.3%	7	33.3%	-28.6%	-28.6%
Lexus LX	2	12.5%	2	9.5%	2	12.5%	2	9.5%	0.0%	0.0%
Mercedes-Benz G-Class	3	18.8%	0	0.0%	3	18.8%	0	0.0%	-	-
Mercedes-Benz GL-Class	6	37.5%	12	57.1%	6	37.5%	12	57.1%	-50.0%	-50.0%
Total SUV Upper Large > \$100K	16	0.1%	21	0.1%	16	0.1%	21	0.1%	-23.8%	-23.8%
Total SUV Upper Large	299	1.2%	228	1.0%	299	1.2%	228	1.0%	31.1%	31.1%
Total SUV < \$	5,902	24.6%	4,586	19.5%	5,902	24.6%	4,586	19.5%	28.7%	28.7%
Total SUV > \$	863	3.6%	697	3.0%	863	3.6%	697	3.0%	23.8%	23.8%

Total SUV	6,765	28.2%	5,283	22.4%	6,765	28.2%	5,283	22.4%	28.1%	28.1%
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	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi	220	3.3%	174	3.3%	220	3.3%	174	3.3%	26.4%	26.4%
BMW	158	2.3%	134	2.5%	158	2.3%	134	2.5%	17.9%	17.9%
Chery	31	0.5%	0	0.0%	31	0.5%	0	0.0%	-	-
Dodge	3	0.0%	39	0.7%	3	0.0%	39	0.7%	-92.3%	-92.3%
Ford	268	4.0%	265	5.0%	268	4.0%	265	5.0%	1.1%	1.1%
Great Wall	51	0.8%	58	1.1%	51	0.8%	58	1.1%	-12.1%	-12.1%
Holden	507	7.5%	352	6.7%	507	7.5%	352	6.7%	44.0%	44.0%
Honda	64	0.9%	137	2.6%	64	0.9%	137	2.6%	-53.3%	-53.3%
Hyundai	376	5.6%	311	5.9%	376	5.6%	311	5.9%	20.9%	20.9%
Jeep	302	4.5%	127	2.4%	302	4.5%	127	2.4%	137.8%	137.8%
Kia	152	2.2%	105	2.0%	152	2.2%	105	2.0%	44.8%	44.8%
Land Rover	228	3.4%	161	3.0%	228	3.4%	161	3.0%	41.6%	41.6%
Lexus	40	0.6%	52	1.0%	40	0.6%	52	1.0%	-23.1%	-23.1%
Mazda	535	7.9%	365	6.9%	535	7.9%	365	6.9%	46.6%	46.6%
Mercedes-Benz	20	0.3%	58	1.1%	20	0.3%	58	1.1%	-65.5%	-65.5%
MINI	21	0.3%	0	0.0%	21	0.3%	0	0.0%	-	-
Mitsubishi	487	7.2%	467	8.8%	487	7.2%	467	8.8%	4.3%	4.3%
Nissan	730	10.8%	616	11.7%	730	10.8%	616	11.7%	18.5%	18.5%
Peugeot	19	0.3%	3	0.1%	19	0.3%	3	0.1%	533.3%	533.3%
Porsche	34	0.5%	33	0.6%	34	0.5%	33	0.6%	3.0%	3.0%
Renault	8	0.1%	7	0.1%	8	0.1%	7	0.1%	14.3%	14.3%
Skoda	17	0.3%	2	0.0%	17	0.3%	2	0.0%	750.0%	750.0%
Ssangyong	16	0.2%	10	0.2%	16	0.2%	10	0.2%	60.0%	60.0%
Subaru	828	12.2%	479	9.1%	828	12.2%	479	9.1%	72.9%	72.9%
Suzuki	114	1.7%	92	1.7%	114	1.7%	92	1.7%	23.9%	23.9%
Toyota	1,237	18.3%	1,030	19.5%	1,237	18.3%	1,030	19.5%	20.1%	20.1%
Volkswagen	176	2.6%	114	2.2%	176	2.6%	114	2.2%	54.4%	54.4%
Volvo Car	123	1.8%	92	1.7%	123	1.8%	92	1.7%	33.7%	33.7%
Total SUV	6,765	100.0%	5,283	100.0%	6,765	100.0%	5,283	100.0%	28.1%	28.1%

Light Commercial	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Light Buses < 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Toyota Hiace Bus	37	100.0%	46	100.0%	37	100.0%	46	100.0%	-19.6%	-19.6%
Total Light Buses < 20 Seats	37	0.2%	46	0.2%	37	0.2%	46	0.2%	-19.6%	-19.6%

Light Buses => 20 Seats	Volume		Share		Volume		Share		Volume		Share	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Mitsubishi Rosa Bus	16	6	72.7%	75.0%	16	6	72.7%	75.0%	166.7%	166.7%		
Toyota Coaster	6	2	27.3%	25.0%	6	2	27.3%	25.0%	200.0%	200.0%		
Total Light Buses => 20 Seats	22	8	0.1%	0.0%	22	8	0.1%	0.0%	175.0%	175.0%		

Vans/CC <= 2.5t	Volume		Share		Volume		Share		Volume		Share	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Citroen Berlingo	10	6	17.5%	12.8%	10	6	17.5%	12.8%	66.7%	66.7%		
Holden Combo	11	7	19.3%	14.9%	11	7	19.3%	14.9%	57.1%	57.1%		
Peugeot Partner	4	3	7.0%	6.4%	4	3	7.0%	6.4%	33.3%	33.3%		
Renault Kangoo	2	1	3.5%	2.1%	2	1	3.5%	2.1%	100.0%	100.0%		
Suzuki APV	11	3	19.3%	6.4%	11	3	19.3%	6.4%	266.7%	266.7%		
Volkswagen Caddy	19	27	33.3%	57.4%	19	27	33.3%	57.4%	-29.6%	-29.6%		
Total Vans/CC <= 2.5t	57	47	0.2%	0.2%	57	47	0.2%	0.2%	21.3%	21.3%		

Vans/CC 2.5-3.5t	Volume		Share		Volume		Share		Volume		Share	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Citroen Dispatch	0	1	0.0%	0.2%	0	1	0.0%	0.2%	-100.0%	-100.0%		
Fiat Scudo	4	0	0.9%	0.0%	4	0	0.9%	0.0%	-	-		
Ford Transit	13	4	2.9%	1.0%	13	4	2.9%	1.0%	225.0%	225.0%		
Hyundai iLOAD	166	160	37.4%	39.2%	166	160	37.4%	39.2%	3.8%	3.8%		
Kia K2900	6	9	1.4%	2.2%	6	9	1.4%	2.2%	-33.3%	-33.3%		
Mercedes-Benz Vito	10	10	2.3%	2.5%	10	10	2.3%	2.5%	0.0%	0.0%		
Mitsubishi Express	14	17	3.2%	4.2%	14	17	3.2%	4.2%	-17.6%	-17.6%		
Peugeot Expert	1	0	0.2%	0.0%	1	0	0.2%	0.0%	-	-		
Renault Trafic	11	0	2.5%	0.0%	11	0	2.5%	0.0%	-	-		
Toyota Hiace Van	181	140	40.8%	34.3%	181	140	40.8%	34.3%	29.3%	29.3%		
Volkswagen Transporter	38	67	8.6%	16.4%	38	67	8.6%	16.4%	-43.3%	-43.3%		
Total Vans/CC 2.5-3.5t	444	408	1.8%	1.7%	444	408	1.8%	1.7%	8.8%	8.8%		

PU/CC 4X2	Volume		Share		Volume		Share		Volume		Share	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Ford Falcon Ute	99	115	13.9%	11.4%	99	115	13.9%	11.4%	-13.9%	-13.9%		
Ford Ranger 4X2	51	84	7.2%	8.3%	51	84	7.2%	8.3%	-39.3%	-39.3%		
Great Wall V200 4X2	42	0	5.9%	0.0%	42	0	5.9%	0.0%	-	-		
Great Wall V240 4X2	47	38	6.6%	3.8%	47	38	6.6%	3.8%	23.7%	23.7%		
Holden Colorado 4X2	15	31	2.1%	3.1%	15	31	2.1%	3.1%	-51.6%	-51.6%		
Holden Utility 4X2	124	154	17.5%	15.2%	124	154	17.5%	15.2%	-19.5%	-19.5%		
Isuzu Ute D-Max 4X2	15	13	2.1%	1.3%	15	13	2.1%	1.3%	15.4%	15.4%		
Mazda BT-50 4X2	38	110	5.4%	10.9%	38	110	5.4%	10.9%	-65.5%	-65.5%		
Mitsubishi Triton 4X2	80	88	11.3%	8.7%	80	88	11.3%	8.7%	-9.1%	-9.1%		
Nissan Navara 4X2	4	30	0.6%	3.0%	4	30	0.6%	3.0%	-86.7%	-86.7%		
Proton Jumbuck	10	12	1.4%	1.2%	10	12	1.4%	1.2%	-16.7%	-16.7%		
Ssangyong Actyon Sports 4X2	12	3	1.7%	0.3%	12	3	1.7%	0.3%	300.0%	300.0%		
Toyota Hilux 4X2	154	332	21.7%	32.9%	154	332	21.7%	32.9%	-53.6%	-53.6%		
Volkswagen Amarok 4X2	19	0	2.7%	0.0%	19	0	2.7%	0.0%	-	-		
Total PU/CC 4X2	710	1,010	3.0%	4.3%	710	1,010	3.0%	4.3%	-29.7%	-29.7%		

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X4	80	4.9%	170	9.2%	80	4.9%	170	9.2%	-52.9%	-52.9%
Great Wall V200 4X4	69	4.2%	0	0.0%	69	4.2%	0	0.0%	-	-
Great Wall V240 4X4	14	0.9%	42	2.3%	14	0.9%	42	2.3%	-66.7%	-66.7%
Holden Colorado 4X4	223	13.6%	286	15.5%	223	13.6%	286	15.5%	-22.0%	-22.0%
Isuzu Ute D-Max 4X4	114	7.0%	82	4.4%	114	7.0%	82	4.4%	39.0%	39.0%
Land Rover Defender PU/CC	1	0.1%	2	0.1%	1	0.1%	2	0.1%	-50.0%	-50.0%
Mazda BT-50 4X4	105	6.4%	90	4.9%	105	6.4%	90	4.9%	16.7%	16.7%
Mitsubishi Triton 4X4	213	13.0%	190	10.3%	213	13.0%	190	10.3%	12.1%	12.1%
Nissan Navara 4X4	458	28.0%	423	23.0%	458	28.0%	423	23.0%	8.3%	8.3%
Nissan Patrol PU/CC	31	1.9%	33	1.8%	31	1.9%	33	1.8%	-6.1%	-6.1%
Ssangyong Actyon Sports 4X4	3	0.2%	5	0.3%	3	0.2%	5	0.3%	-40.0%	-40.0%
Toyota Hilux 4X4	129	7.9%	460	25.0%	129	7.9%	460	25.0%	-72.0%	-72.0%
Toyota Landcruiser PU/CC	91	5.6%	60	3.3%	91	5.6%	60	3.3%	51.7%	51.7%
Volkswagen Amarok 4X4	103	6.3%	0	0.0%	103	6.3%	0	0.0%	-	-
Total PU/CC 4X4	1,634	6.8%	1,843	7.8%	1,634	6.8%	1,843	7.8%	-11.3%	-11.3%
Total Light Commercial	2,904	12.1%	3,362	14.3%	2,904	12.1%	3,362	14.3%	-13.6%	-13.6%

NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
JANUARY 2012

	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen	10	0.3%	7	0.2%	10	0.3%	7	0.2%	42.9%	42.9%
Fiat	4	0.1%	0	0.0%	4	0.1%	0	0.0%	-	-
Ford	243	8.4%	373	11.1%	243	8.4%	373	11.1%	-34.9%	-34.9%
Great Wall	172	5.9%	80	2.4%	172	5.9%	80	2.4%	115.0%	115.0%
Holden	373	12.8%	478	14.2%	373	12.8%	478	14.2%	-22.0%	-22.0%
Hyundai	166	5.7%	160	4.8%	166	5.7%	160	4.8%	3.8%	3.8%
Isuzu Ute	129	4.4%	95	2.8%	129	4.4%	95	2.8%	35.8%	35.8%
Kia	6	0.2%	9	0.3%	6	0.2%	9	0.3%	-33.3%	-33.3%
Land Rover	1	0.0%	2	0.1%	1	0.0%	2	0.1%	-50.0%	-50.0%
Mazda	143	4.9%	200	5.9%	143	4.9%	200	5.9%	-28.5%	-28.5%
Mercedes-Benz	10	0.3%	10	0.3%	10	0.3%	10	0.3%	0.0%	0.0%
Mitsubishi	307	10.6%	295	8.8%	307	10.6%	295	8.8%	4.1%	4.1%
Mitsubishi Fuso	16	0.6%	6	0.2%	16	0.6%	6	0.2%	166.7%	166.7%
Nissan	493	17.0%	486	14.5%	493	17.0%	486	14.5%	1.4%	1.4%
Peugeot	5	0.2%	3	0.1%	5	0.2%	3	0.1%	66.7%	66.7%
Proton	10	0.3%	12	0.4%	10	0.3%	12	0.4%	-16.7%	-16.7%
Renault	13	0.4%	1	0.0%	13	0.4%	1	0.0%	>999%	>999%
Ssangyong	15	0.5%	8	0.2%	15	0.5%	8	0.2%	87.5%	87.5%
Suzuki	11	0.4%	3	0.1%	11	0.4%	3	0.1%	266.7%	266.7%
Toyota	598	20.6%	1,040	30.9%	598	20.6%	1,040	30.9%	-42.5%	-42.5%
Volkswagen	179	6.2%	94	2.8%	179	6.2%	94	2.8%	90.4%	90.4%
Total Light Commercial	2,904	100.0%	3,362	100.0%	2,904	100.0%	3,362	100.0%	-13.6%	-13.6%

Heavy Commercial	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
Trucks 3,501-7,500 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat Ducato	7	2.6%	31	16.9%	7	2.6%	31	16.9%	-77.4%	-77.4%
Ford Transit Heavy	23	8.6%	13	7.1%	23	8.6%	13	7.1%	76.9%	76.9%
Foton	4	1.5%	0	0.0%	4	1.5%	0	0.0%	-	-
Hino (3.5t)	67	25.2%	23	12.6%	67	25.2%	23	12.6%	191.3%	191.3%
Hyundai HD	3	1.1%	5	2.7%	3	1.1%	5	2.7%	-40.0%	-40.0%
Isuzu N-Series	53	19.9%	41	22.4%	53	19.9%	41	22.4%	29.3%	29.3%
Iveco Daily C/C	12	4.5%	21	11.5%	12	4.5%	21	11.5%	-42.9%	-42.9%
Iveco Daily Van	9	3.4%	1	0.5%	9	3.4%	1	0.5%	800.0%	800.0%
Mercedes-Benz Sprinter	49	18.4%	27	14.8%	49	18.4%	27	14.8%	81.5%	81.5%
Mitsubishi Canter	18	6.8%	10	5.5%	18	6.8%	10	5.5%	80.0%	80.0%
Renault Master	0	0.0%	1	0.5%	0	0.0%	1	0.5%	-100.0%	-100.0%
Volkswagen Crafter	21	7.9%	10	5.5%	21	7.9%	10	5.5%	110.0%	110.0%
Total Trucks 3,501-7,500 kgs GVM	266	1.1%	183	0.8%	266	1.1%	183	0.8%	45.4%	45.4%
Trucks 7,501-15,000 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Hino (7.5t)	29	31.9%	27	31.0%	29	31.9%	27	31.0%	7.4%	7.4%
Isuzu F-Series (7.5t)	36	39.6%	23	26.4%	36	39.6%	23	26.4%	56.5%	56.5%
Isuzu N-Series (7.5t)	4	4.4%	7	8.0%	4	4.4%	7	8.0%	-42.9%	-42.9%
Iveco (7.5t)	0	0.0%	2	2.3%	0	0.0%	2	2.3%	-100.0%	-100.0%
MAN (7.5t)	1	1.1%	0	0.0%	1	1.1%	0	0.0%	-	-
Mercedes (7.5t)	5	5.5%	1	1.1%	5	5.5%	1	1.1%	400.0%	400.0%
Mitsubishi Canter (7.5t)	4	4.4%	0	0.0%	4	4.4%	0	0.0%	-	-
Mitsubishi Fighter (7.5t)	12	13.2%	11	12.6%	12	13.2%	11	12.6%	9.1%	9.1%
Nissan UD (7.5t)	0	0.0%	16	18.4%	0	0.0%	16	18.4%	-100.0%	-100.0%
Total Trucks 7,501-15,000 kgs GVM	91	0.4%	87	0.4%	91	0.4%	87	0.4%	4.6%	4.6%
Trucks 15,001 kgs + Over GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	5	4.1%	0	0.0%	5	4.1%	0	0.0%	-	-
DAF (15t)	0	0.0%	3	3.1%	0	0.0%	3	3.1%	-100.0%	-100.0%
Dennis Eagle	5	4.1%	0	0.0%	5	4.1%	0	0.0%	-	-
Freightliner (15t)	3	2.5%	8	8.2%	3	2.5%	8	8.2%	-62.5%	-62.5%
Hino (15t)	2	1.6%	3	3.1%	2	1.6%	3	3.1%	-33.3%	-33.3%
International (15t)	0	0.0%	1	1.0%	0	0.0%	1	1.0%	-100.0%	-100.0%
Isuzu (15t)	18	14.8%	8	8.2%	18	14.8%	8	8.2%	125.0%	125.0%
Iveco (15t)	8	6.6%	2	2.0%	8	6.6%	2	2.0%	300.0%	300.0%
Kenworth	22	18.0%	27	27.6%	22	18.0%	27	27.6%	-18.5%	-18.5%
Mack	8	6.6%	13	13.3%	8	6.6%	13	13.3%	-38.5%	-38.5%
MAN (15t)	3	2.5%	0	0.0%	3	2.5%	0	0.0%	-	-
Mercedes (15t)	2	1.6%	2	2.0%	2	1.6%	2	2.0%	0.0%	0.0%
Mitsubishi Fighter (15t)	7	5.7%	4	4.1%	7	5.7%	4	4.1%	75.0%	75.0%
Mitsubishi F-Series (15t)	0	0.0%	1	1.0%	0	0.0%	1	1.0%	-100.0%	-100.0%
Nissan UD (15t)	0	0.0%	1	1.0%	0	0.0%	1	1.0%	-100.0%	-100.0%
Scania (15t)	9	7.4%	9	9.2%	9	7.4%	9	9.2%	0.0%	0.0%
Sterling (15t)	0	0.0%	1	1.0%	0	0.0%	1	1.0%	-100.0%	-100.0%
Volvo Truck	14	11.5%	7	7.1%	14	11.5%	7	7.1%	100.0%	100.0%
Western Star	16	13.1%	8	8.2%	16	13.1%	8	8.2%	100.0%	100.0%
Total Trucks 15,001 kgs + Over GVM	122	0.5%	98	0.4%	122	0.5%	98	0.4%	24.5%	24.5%
Total Heavy Commercial	479	2.0%	368	1.6%	479	2.0%	368	1.6%	30.2%	30.2%

NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL
JANUARY 2012

	Month				Year to Date				Variance +/- %	
	2012		2011		2012		2011		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	5	1.0%	0	0.0%	5	1.0%	0	0.0%	-	-
Daf	0	0.0%	3	0.8%	0	0.0%	3	0.8%	-100.0%	-100.0%
Dennis Eagle	5	1.0%	0	0.0%	5	1.0%	0	0.0%	-	-
Fiat	7	1.5%	31	8.4%	7	1.5%	31	8.4%	-77.4%	-77.4%
Ford	23	4.8%	13	3.5%	23	4.8%	13	3.5%	76.9%	76.9%
Foton	4	0.8%	0	0.0%	4	0.8%	0	0.0%	-	-
Freightliner	3	0.6%	9	2.4%	3	0.6%	9	2.4%	-66.7%	-66.7%
Hino	98	20.5%	53	14.4%	98	20.5%	53	14.4%	84.9%	84.9%
Hyundai Trucks	3	0.6%	5	1.4%	3	0.6%	5	1.4%	-40.0%	-40.0%
International	0	0.0%	1	0.3%	0	0.0%	1	0.3%	-100.0%	-100.0%
Isuzu	111	23.2%	79	21.5%	111	23.2%	79	21.5%	40.5%	40.5%
Iveco	29	6.1%	26	7.1%	29	6.1%	26	7.1%	11.5%	11.5%
Kenworth	22	4.6%	27	7.3%	22	4.6%	27	7.3%	-18.5%	-18.5%
Mack	8	1.7%	13	3.5%	8	1.7%	13	3.5%	-38.5%	-38.5%
Man	4	0.8%	0	0.0%	4	0.8%	0	0.0%	-	-
Mercedes-Benz	56	11.7%	30	8.2%	56	11.7%	30	8.2%	86.7%	86.7%
Mitsubishi Fuso	41	8.6%	26	7.1%	41	8.6%	26	7.1%	57.7%	57.7%
Nissan UD	0	0.0%	17	4.6%	0	0.0%	17	4.6%	-100.0%	-100.0%
Renault	0	0.0%	1	0.3%	0	0.0%	1	0.3%	-100.0%	-100.0%
Scania	9	1.9%	9	2.4%	9	1.9%	9	2.4%	0.0%	0.0%
Volkswagen	21	4.4%	10	2.7%	21	4.4%	10	2.7%	110.0%	110.0%
Volvo Commercial	14	2.9%	7	1.9%	14	2.9%	7	1.9%	100.0%	100.0%
Western Star	16	3.3%	8	2.2%	16	3.3%	8	2.2%	100.0%	100.0%
Total Heavy Commercial	479	100.0%	368	100.0%	479	100.0%	368	100.0%	30.2%	30.2%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Alfa Romeo								
Alfa Romeo 159	9	2	9	2	7	7	350.0%	350.0%
Alfa Romeo Brera	0	1	0	1	-1	-1	-100.0%	-100.0%
Alfa Romeo Giulietta	11	18	11	18	-7	-7	-38.9%	-38.9%
Alfa Romeo GT	0	1	0	1	-1	-1	-100.0%	-100.0%
Alfa Romeo MiTo	11	9	11	9	2	2	22.2%	22.2%
Alfa Romeo Total	31	31	31	31	0	0	0.0%	0.0%
Aston Martin								
Aston Martin Convertible	0	1	0	1	-1	-1	-100.0%	-100.0%
Aston Martin Coupe	2	2	2	2	0	0	0.0%	0.0%
Aston Martin Total	2	3	2	3	-1	-1	-33.3%	-33.3%
Audi								
Audi A1	48	71	48	71	-23	-23	-32.4%	-32.4%
Audi A3	71	51	71	51	20	20	39.2%	39.2%
Audi A3 Convertible	22	23	22	23	-1	-1	-4.3%	-4.3%
Audi A4	82	101	82	101	-19	-19	-18.8%	-18.8%
Audi A5	31	43	31	43	-12	-12	-27.9%	-27.9%
Audi A5 Sportback	21	35	21	35	-14	-14	-40.0%	-40.0%
Audi A6	28	13	28	13	15	15	115.4%	115.4%
Audi A7	7	0	7	0	7	7	-	-
Audi A8	6	10	6	10	-4	-4	-40.0%	-40.0%
Audi Q5	171	91	171	91	80	80	87.9%	87.9%
Audi Q7	49	83	49	83	-34	-34	-41.0%	-41.0%
Audi R8	1	2	1	2	-1	-1	-50.0%	-50.0%
Audi TT	23	13	23	13	10	10	76.9%	76.9%
Audi Total	560	536	560	536	24	24	4.5%	4.5%
Bentley								
Bentley	2	2	2	2	0	0	0.0%	0.0%
Bentley Total	2	2	2	2	0	0	0.0%	0.0%
BMW								
BMW 1 Series	57	15	57	15	42	42	280.0%	280.0%
BMW 1 Series Coupe/Conv	34	46	34	46	-12	-12	-26.1%	-26.1%
BMW 3 Series	79	100	79	100	-21	-21	-21.0%	-21.0%
BMW 3 Series Coupe/Conv	33	28	33	28	5	5	17.9%	17.9%
BMW 5 Series	29	37	29	37	-8	-8	-21.6%	-21.6%
BMW 5 Series Gran Turismo	0	1	0	1	-1	-1	-100.0%	-100.0%
BMW 6 Series	5	0	5	0	5	5	-	-
BMW 7 Series	0	1	0	1	-1	-1	-100.0%	-100.0%
BMW X1	36	58	36	58	-22	-22	-37.9%	-37.9%
BMW X3	66	0	66	0	66	66	-	-
BMW X5	46	67	46	67	-21	-21	-31.3%	-31.3%
BMW X6	10	9	10	9	1	1	11.1%	11.1%
BMW Z4	2	6	2	6	-4	-4	-66.7%	-66.7%
BMW Total	397	368	397	368	29	29	7.9%	7.9%
Caterpillar								
Caterpillar	5	0	5	0	5	5	-	-
Caterpillar Total	5	0	5	0	5	5	-	-
Chery								
Chery J1	5	0	5	0	5	5	-	-
Chery J11	31	0	31	0	31	31	-	-
Chery J3	4	0	4	0	4	4	-	-
Chery Total	40	0	40	0	40	40	-	-

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Chrysler								
Chrysler 300C	0	31	0	31	-31	-31	-100.0%	-100.0%
Chrysler Voyager	2	13	2	13	-11	-11	-84.6%	-84.6%
Chrysler Total	2	44	2	44	-42	-42	-95.5%	-95.5%
Citroen								
Citroen Berlingo	10	6	10	6	4	4	66.7%	66.7%
Citroen C3	9	6	9	6	3	3	50.0%	50.0%
Citroen C4	24	5	24	5	19	19	380.0%	380.0%
Citroen C4 Grand Picasso	5	6	5	6	-1	-1	-16.7%	-16.7%
Citroen C5	12	4	12	4	8	8	200.0%	200.0%
Citroen C6	1	0	1	0	1	1	-	-
Citroen Dispatch	0	1	0	1	-1	-1	-100.0%	-100.0%
Citroen DS3	10	7	10	7	3	3	42.9%	42.9%
Citroen DS4	3	0	3	0	3	3	-	-
Citroen Total	74	35	74	35	39	39	111.4%	111.4%
Daf								
DAF (15t)	0	3	0	3	-3	-3	-100.0%	-100.0%
Daf Total	0	3	0	3	-3	-3	-100.0%	-100.0%
Dennis Eagle								
Dennis Eagle	5	0	5	0	5	5	-	-
Dennis Eagle Total	5	0	5	0	5	5	-	-
Dodge								
Dodge Caliber	20	1	20	1	19	19	>999%	>999%
Dodge Journey	12	35	12	35	-23	-23	-65.7%	-65.7%
Dodge Nitro	3	39	3	39	-36	-36	-92.3%	-92.3%
Dodge Total	35	75	35	75	-40	-40	-53.3%	-53.3%
Ferrari								
Ferrari	3	2	3	2	1	1	50.0%	50.0%
Ferrari Total	3	2	3	2	1	1	50.0%	50.0%
Fiat								
Fiat 500	13	11	13	11	2	2	18.2%	18.2%
Fiat Abarth 500	4	0	4	0	4	4	-	-
Fiat Ducato	7	31	7	31	-24	-24	-77.4%	-77.4%
Fiat Scudo	4	0	4	0	4	4	-	-
Fiat Total	28	42	28	42	-14	-14	-33.3%	-33.3%
Ford								
Ford Escape	56	101	56	101	-45	-45	-44.6%	-44.6%
Ford Falcon	262	285	262	285	-23	-23	-8.1%	-8.1%
Ford Falcon Ute	99	115	99	115	-16	-16	-13.9%	-13.9%
Ford Fiesta	205	311	205	311	-106	-106	-34.1%	-34.1%
Ford Focus	444	316	444	316	128	128	40.5%	40.5%
Ford Mondeo	143	212	143	212	-69	-69	-32.5%	-32.5%
Ford Ranger 4X2	51	84	51	84	-33	-33	-39.3%	-39.3%
Ford Ranger 4X4	80	170	80	170	-90	-90	-52.9%	-52.9%
Ford Territory	212	164	212	164	48	48	29.3%	29.3%
Ford Transit	13	4	13	4	9	9	225.0%	225.0%
Ford Transit Heavy	23	13	23	13	10	10	76.9%	76.9%
Ford Total	1,588	1,775	1,588	1,775	-187	-187	-10.5%	-10.5%
Foton								
Foton	4	0	4	0	4	4	-	-
Foton Total	4	0	4	0	4	4	-	-

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Freightliner								
Freightliner (15t)	3	8	3	8	-5	-5	-62.5%	-62.5%
Sterling (15t)	0	1	0	1	-1	-1	-100.0%	-100.0%
Freightliner Total	3	9	3	9	-6	-6	-66.7%	-66.7%
Great Wall								
Great Wall V200 4X2	42	0	42	0	42	42	-	-
Great Wall V200 4X4	69	0	69	0	69	69	-	-
Great Wall V240 4X2	47	38	47	38	9	9	23.7%	23.7%
Great Wall V240 4X4	14	42	14	42	-28	-28	-66.7%	-66.7%
Great Wall X200	3	0	3	0	3	3	-	-
Great Wall X240	48	58	48	58	-10	-10	-17.2%	-17.2%
Great Wall Total	223	138	223	138	85	85	61.6%	61.6%
Hino								
Hino (15t)	2	3	2	3	-1	-1	-33.3%	-33.3%
Hino (3.5t)	67	23	67	23	44	44	191.3%	191.3%
Hino (7.5t)	29	27	29	27	2	2	7.4%	7.4%
Hino Total	98	53	98	53	45	45	84.9%	84.9%
Holden								
Holden Barina	380	164	380	164	216	216	131.7%	131.7%
Holden Barina Spark	48	110	48	110	-62	-62	-56.4%	-56.4%
Holden Caprice	43	16	43	16	27	27	168.8%	168.8%
Holden Captiva 5	190	88	190	88	102	102	115.9%	115.9%
Holden Captiva 7	317	264	317	264	53	53	20.1%	20.1%
Holden Colorado 4X2	15	31	15	31	-16	-16	-51.6%	-51.6%
Holden Colorado 4X4	223	286	223	286	-63	-63	-22.0%	-22.0%
Holden Combo	11	7	11	7	4	4	57.1%	57.1%
Holden Commodore	646	774	646	774	-128	-128	-16.5%	-16.5%
Holden Cruze	633	657	633	657	-24	-24	-3.7%	-3.7%
Holden Epica	4	20	4	20	-16	-16	-80.0%	-80.0%
Holden Utility 4X2	124	154	124	154	-30	-30	-19.5%	-19.5%
Holden Total	2,634	2,571	2,634	2,571	63	63	2.5%	2.5%
Honda								
Honda Accord	10	34	10	34	-24	-24	-70.6%	-70.6%
Honda Accord Euro	290	92	290	92	198	198	215.2%	215.2%
Honda City	4	57	4	57	-53	-53	-93.0%	-93.0%
Honda Civic	54	180	54	180	-126	-126	-70.0%	-70.0%
Honda CR-V	64	137	64	137	-73	-73	-53.3%	-53.3%
Honda CR-Z	3	0	3	0	3	3	-	-
Honda Insight	8	5	8	5	3	3	60.0%	60.0%
Honda Jazz	33	188	33	188	-155	-155	-82.4%	-82.4%
Honda Legend	1	0	1	0	1	1	-	-
Honda Odyssey	83	20	83	20	63	63	315.0%	315.0%
Honda Total	550	713	550	713	-163	-163	-22.9%	-22.9%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Hyundai								
Hyundai Accent	213	0	213	0	213	213	-	-
Hyundai Elantra	195	9	195	9	186	186	>999%	>999%
Hyundai Getz	0	657	0	657	-657	-657	-100.0%	-100.0%
Hyundai Grandeur	1	0	1	0	1	1	-	-
Hyundai i20	213	230	213	230	-17	-17	-7.4%	-7.4%
Hyundai i30	607	538	607	538	69	69	12.8%	12.8%
Hyundai i40	39	0	39	0	39	39	-	-
Hyundai i45	107	65	107	65	42	42	64.6%	64.6%
Hyundai iLOAD	166	160	166	160	6	6	3.8%	3.8%
Hyundai iMAX	41	41	41	41	0	0	0.0%	0.0%
Hyundai ix35	309	218	309	218	91	91	41.7%	41.7%
Hyundai Santa Fe	67	93	67	93	-26	-26	-28.0%	-28.0%
Hyundai Veloster	25	0	25	0	25	25	-	-
Hyundai Total	1,983	2,011	1,983	2,011	-28	-28	-1.4%	-1.4%
Hyundai Trucks								
Hyundai HD	3	5	3	5	-2	-2	-40.0%	-40.0%
Hyundai Trucks Total	3	5	3	5	-2	-2	-40.0%	-40.0%
International								
International (15t)	0	1	0	1	-1	-1	-100.0%	-100.0%
International Total	0	1	0	1	-1	-1	-100.0%	-100.0%
Isuzu								
Isuzu (15t)	18	8	18	8	10	10	125.0%	125.0%
Isuzu F-Series (7.5t)	36	23	36	23	13	13	56.5%	56.5%
Isuzu N-Series	53	41	53	41	12	12	29.3%	29.3%
Isuzu N-Series (7.5t)	4	7	4	7	-3	-3	-42.9%	-42.9%
Isuzu Total	111	79	111	79	32	32	40.5%	40.5%
Isuzu Ute								
Isuzu Ute D-Max 4X2	15	13	15	13	2	2	15.4%	15.4%
Isuzu Ute D-Max 4X4	114	82	114	82	32	32	39.0%	39.0%
Isuzu Ute Total	129	95	129	95	34	34	35.8%	35.8%
Iveco								
Iveco (15t)	8	2	8	2	6	6	300.0%	300.0%
Iveco (7.5t)	0	2	0	2	-2	-2	-100.0%	-100.0%
Iveco Daily C/C	12	21	12	21	-9	-9	-42.9%	-42.9%
Iveco Daily Van	9	1	9	1	8	8	800.0%	800.0%
Iveco Total	29	26	29	26	3	3	11.5%	11.5%
Jaguar								
Jaguar XF	20	12	20	12	8	8	66.7%	66.7%
Jaguar XJ SERIES	4	5	4	5	-1	-1	-20.0%	-20.0%
Jaguar XK Series	4	2	4	2	2	2	100.0%	100.0%
Jaguar Total	28	19	28	19	9	9	47.4%	47.4%
Jeep								
Jeep Cherokee	27	39	27	39	-12	-12	-30.8%	-30.8%
Jeep Compass	41	0	41	0	41	41	-	-
Jeep Grand Cherokee	138	9	138	9	129	129	>999%	>999%
Jeep Patriot	10	23	10	23	-13	-13	-56.5%	-56.5%
Jeep Wrangler	86	56	86	56	30	30	53.6%	53.6%
Jeep Total	302	127	302	127	175	175	137.8%	137.8%
Kenworth								
Kenworth	22	27	22	27	-5	-5	-18.5%	-18.5%
Kenworth Total	22	27	22	27	-5	-5	-18.5%	-18.5%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Kia								
Kia Carnival	95	61	95	61	34	34	55.7%	55.7%
Kia Cerato	240	129	240	129	111	111	86.0%	86.0%
Kia Cerato Koup	24	17	24	17	7	7	41.2%	41.2%
Kia K2900	6	9	6	9	-3	-3	-33.3%	-33.3%
Kia Optima	40	37	40	37	3	3	8.1%	8.1%
Kia Rio	196	211	196	211	-15	-15	-7.1%	-7.1%
Kia Rondo	8	6	8	6	2	2	33.3%	33.3%
Kia Sorento	53	61	53	61	-8	-8	-13.1%	-13.1%
Kia Soul	14	8	14	8	6	6	75.0%	75.0%
Kia Sportage	99	44	99	44	55	55	125.0%	125.0%
Kia Total	775	583	775	583	192	192	32.9%	32.9%
Lamborghini								
Lamborghini	1	2	1	2	-1	-1	-50.0%	-50.0%
Lamborghini Convertible	0	1	0	1	-1	-1	-100.0%	-100.0%
Lamborghini Total	1	3	1	3	-2	-2	-66.7%	-66.7%
Land Rover								
Land Rover Defender PU/CC	1	2	1	2	-1	-1	-50.0%	-50.0%
Land Rover Defender S/Wgn	22	9	22	9	13	13	144.4%	144.4%
Land Rover Discovery	49	47	49	47	2	2	4.3%	4.3%
Land Rover Freelander 2	34	55	34	55	-21	-21	-38.2%	-38.2%
Land Rover Range Rover	5	7	5	7	-2	-2	-28.6%	-28.6%
Land Rover Range Rover Evoque	70	0	70	0	70	70	-	-
Land Rover Range Rover Sport	48	43	48	43	5	5	11.6%	11.6%
Land Rover Total	229	163	229	163	66	66	40.5%	40.5%
Lexus								
Lexus CT200H	66	0	66	0	66	66	-	-
Lexus GS	1	4	1	4	-3	-3	-75.0%	-75.0%
Lexus IS F	1	4	1	4	-3	-3	-75.0%	-75.0%
Lexus IS250	55	67	55	67	-12	-12	-17.9%	-17.9%
Lexus IS250C	3	19	3	19	-16	-16	-84.2%	-84.2%
Lexus IS350	26	35	26	35	-9	-9	-25.7%	-25.7%
Lexus LX	2	2	2	2	0	0	0.0%	0.0%
Lexus RX	38	50	38	50	-12	-12	-24.0%	-24.0%
Lexus Total	192	181	192	181	11	11	6.1%	6.1%
Lotus								
Lotus Elise	1	0	1	0	1	1	-	-
Lotus Evora	1	1	1	1	0	0	0.0%	0.0%
Lotus Exige	0	1	0	1	-1	-1	-100.0%	-100.0%
Lotus Total	2	2	2	2	0	0	0.0%	0.0%
Mack								
Mack	8	13	8	13	-5	-5	-38.5%	-38.5%
Mack Total	8	13	8	13	-5	-5	-38.5%	-38.5%
Man								
MAN (15t)	3	0	3	0	3	3	-	-
MAN (7.5t)	1	0	1	0	1	1	-	-
Man Total	4	0	4	0	4	4	-	-
Maserati								
Maserati	6	4	6	4	2	2	50.0%	50.0%
Maserati Total	6	4	6	4	2	2	50.0%	50.0%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Mazda								
Mazda BT-50 4X2	38	110	38	110	-72	-72	-65.5%	-65.5%
Mazda BT-50 4X4	105	90	105	90	15	15	16.7%	16.7%
Mazda CX-7	406	255	406	255	151	151	59.2%	59.2%
Mazda CX-9	129	110	129	110	19	19	17.3%	17.3%
Mazda MX5	1	9	1	9	-8	-8	-88.9%	-88.9%
Mazda RX8	2	5	2	5	-3	-3	-60.0%	-60.0%
Mazda2	591	515	591	515	76	76	14.8%	14.8%
Mazda3	1,343	1,338	1,343	1,338	5	5	0.4%	0.4%
Mazda6	225	188	225	188	37	37	19.7%	19.7%
Mazda Total	2,840	2,620	2,840	2,620	220	220	8.4%	8.4%
Mercedes-Benz								
Mercedes (15t)	2	2	2	2	0	0	0.0%	0.0%
Mercedes (7.5t)	5	1	5	1	4	4	400.0%	400.0%
Mercedes-Benz B-Class	0	38	0	38	-38	-38	-100.0%	-100.0%
Mercedes-Benz C-Class	107	81	107	81	26	26	32.1%	32.1%
Mercedes-Benz C-Class Coupe	55	0	55	0	55	55	-	-
Mercedes-Benz CLC-Class	0	21	0	21	-21	-21	-100.0%	-100.0%
Mercedes-Benz CLS-Class	5	0	5	0	5	5	-	-
Mercedes-Benz E-Class	14	37	14	37	-23	-23	-62.2%	-62.2%
Mercedes-Benz E-Class Cpe/Con	13	26	13	26	-13	-13	-50.0%	-50.0%
Mercedes-Benz G-Class	3	0	3	0	3	3	-	-
Mercedes-Benz GL-Class	6	12	6	12	-6	-6	-50.0%	-50.0%
Mercedes-Benz M-Class	5	40	5	40	-35	-35	-87.5%	-87.5%
Mercedes-Benz R-Class	6	6	6	6	0	0	0.0%	0.0%
Mercedes-Benz S-Class	4	0	4	0	4	4	-	-
Mercedes-Benz SL-Class	1	0	1	0	1	1	-	-
Mercedes-Benz SLK-Class	13	3	13	3	10	10	333.3%	333.3%
Mercedes-Benz SLS-Class	0	1	0	1	-1	-1	-100.0%	-100.0%
Mercedes-Benz Sprinter	49	27	49	27	22	22	81.5%	81.5%
Mercedes-Benz Viano	7	0	7	0	7	7	-	-
Mercedes-Benz Vito	10	10	10	10	0	0	0.0%	0.0%
Mercedes-Benz Vito Wagon	5	2	5	2	3	3	150.0%	150.0%
Mercedes-Benz Total	310	307	310	307	3	3	1.0%	1.0%
MINI								
MINI Cabrio	2	7	2	7	-5	-5	-71.4%	-71.4%
MINI Countryman	21	0	21	0	21	21	-	-
MINI Coupe	4	0	4	0	4	4	-	-
MINI Hatch/Clubman	18	33	18	33	-15	-15	-45.5%	-45.5%
MINI Total	45	40	45	40	5	5	12.5%	12.5%
Mitsubishi								
Mitsubishi ASX	211	134	211	134	77	77	57.5%	57.5%
Mitsubishi Challenger	32	43	32	43	-11	-11	-25.6%	-25.6%
Mitsubishi Colt	19	31	19	31	-12	-12	-38.7%	-38.7%
Mitsubishi Express	14	17	14	17	-3	-3	-17.6%	-17.6%
Mitsubishi Grandis	0	1	0	1	-1	-1	-100.0%	-100.0%
Mitsubishi i-MiEV	2	0	2	0	2	2	-	-
Mitsubishi Lancer	484	620	484	620	-136	-136	-21.9%	-21.9%
Mitsubishi Outlander	135	180	135	180	-45	-45	-25.0%	-25.0%
Mitsubishi Pajero	109	110	109	110	-1	-1	-0.9%	-0.9%
Mitsubishi Triton 4X2	80	88	80	88	-8	-8	-9.1%	-9.1%
Mitsubishi Triton 4X4	213	190	213	190	23	23	12.1%	12.1%
Mitsubishi Total	1,299	1,414	1,299	1,414	-115	-115	-8.1%	-8.1%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Mitsubishi Fuso								
Mitsubishi Canter	18	10	18	10	8	8	80.0%	80.0%
Mitsubishi Canter (7.5t)	4	0	4	0	4	4	-	-
Mitsubishi Fighter (15t)	7	4	7	4	3	3	75.0%	75.0%
Mitsubishi Fighter (7.5t)	12	11	12	11	1	1	9.1%	9.1%
Mitsubishi F-Series (15t)	0	1	0	1	-1	-1	-100.0%	-100.0%
Mitsubishi Rosa Bus	16	6	16	6	10	10	166.7%	166.7%
Mitsubishi Fuso Total	57	32	57	32	25	25	78.1%	78.1%
Morgan								
Morgan Classics	1	0	1	0	1	1	-	-
Morgan Total	1	0	1	0	1	1	-	-
Nissan								
Nissan 370Z	10	17	10	17	-7	-7	-41.2%	-41.2%
Nissan Dualis	266	253	266	253	13	13	5.1%	5.1%
Nissan GT-R	1	0	1	0	1	1	-	-
Nissan Maxima	20	28	20	28	-8	-8	-28.6%	-28.6%
Nissan Micra	112	105	112	105	7	7	6.7%	6.7%
Nissan Murano	40	58	40	58	-18	-18	-31.0%	-31.0%
Nissan Navara 4X2	4	30	4	30	-26	-26	-86.7%	-86.7%
Nissan Navara 4X4	458	423	458	423	35	35	8.3%	8.3%
Nissan Pathfinder	72	45	72	45	27	27	60.0%	60.0%
Nissan Patrol PU/CC	31	33	31	33	-2	-2	-6.1%	-6.1%
Nissan Patrol Wagon	73	54	73	54	19	19	35.2%	35.2%
Nissan Tiida	85	119	85	119	-34	-34	-28.6%	-28.6%
Nissan X-Trail	279	206	279	206	73	73	35.4%	35.4%
Nissan Total	1,451	1,371	1,451	1,371	80	80	5.8%	5.8%
Nissan UD								
Nissan UD (15t)	0	1	0	1	-1	-1	-100.0%	-100.0%
Nissan UD (7.5t)	0	16	0	16	-16	-16	-100.0%	-100.0%
Nissan UD Total	0	17	0	17	-17	-17	-100.0%	-100.0%
Peugeot								
Peugeot 207	15	51	15	51	-36	-36	-70.6%	-70.6%
Peugeot 207 Convertible	5	5	5	5	0	0	0.0%	0.0%
Peugeot 3008	4	15	4	15	-11	-11	-73.3%	-73.3%
Peugeot 308	21	32	21	32	-11	-11	-34.4%	-34.4%
Peugeot 308 Convertible	3	8	3	8	-5	-5	-62.5%	-62.5%
Peugeot 4007	19	3	19	3	16	16	533.3%	533.3%
Peugeot 407	0	4	0	4	-4	-4	-100.0%	-100.0%
Peugeot 508	39	0	39	0	39	39	-	-
Peugeot Expert	1	0	1	0	1	1	-	-
Peugeot Partner	4	3	4	3	1	1	33.3%	33.3%
Peugeot RCZ	3	8	3	8	-5	-5	-62.5%	-62.5%
Peugeot Total	114	129	114	129	-15	-15	-11.6%	-11.6%
Porsche								
Porsche 911	4	7	4	7	-3	-3	-42.9%	-42.9%
Porsche Boxster	3	2	3	2	1	1	50.0%	50.0%
Porsche Cayenne	34	33	34	33	1	1	3.0%	3.0%
Porsche Cayman	3	1	3	1	2	2	200.0%	200.0%
Porsche Panamera	2	4	2	4	-2	-2	-50.0%	-50.0%
Porsche Total	46	47	46	47	-1	-1	-2.1%	-2.1%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Proton								
Proton Gen.2	3	4	3	4	-1	-1	-25.0%	-25.0%
Proton Jumbuck	10	12	10	12	-2	-2	-16.7%	-16.7%
Proton Persona	3	6	3	6	-3	-3	-50.0%	-50.0%
Proton S16	9	25	9	25	-16	-16	-64.0%	-64.0%
Proton Satria	3	2	3	2	1	1	50.0%	50.0%
Proton Total	28	49	28	49	-21	-21	-42.9%	-42.9%
Renault								
Renault Clio	1	2	1	2	-1	-1	-50.0%	-50.0%
Renault Fluence	2	4	2	4	-2	-2	-50.0%	-50.0%
Renault Kangoo	2	1	2	1	1	1	100.0%	100.0%
Renault Koleos	8	7	8	7	1	1	14.3%	14.3%
Renault Latitude	5	0	5	0	5	5	-	-
Renault Master	0	1	0	1	-1	-1	-100.0%	-100.0%
Renault Megane	11	7	11	7	4	4	57.1%	57.1%
Renault Megane Convertible	0	7	0	7	-7	-7	-100.0%	-100.0%
Renault Sport Megane	10	4	10	4	6	6	150.0%	150.0%
Renault Trafic	11	0	11	0	11	11	-	-
Renault Total	50	33	50	33	17	17	51.5%	51.5%
Scania								
Scania (15t)	9	9	9	9	0	0	0.0%	0.0%
Scania Total	9	9	9	9	0	0	0.0%	0.0%
Skoda								
Skoda Fabia	6	0	6	0	6	6	-	-
Skoda Octavia	30	33	30	33	-3	-3	-9.1%	-9.1%
Skoda Octavia Scout	4	2	4	2	2	2	100.0%	100.0%
Skoda Superb	15	14	15	14	1	1	7.1%	7.1%
Skoda Yeti	13	0	13	0	13	13	-	-
Skoda Total	68	49	68	49	19	19	38.8%	38.8%
Smart								
Smart Fortwo	4	1	4	1	3	3	300.0%	300.0%
Smart Total	4	1	4	1	3	3	300.0%	300.0%
Ssangyong								
Ssangyong Actyon Sports 4X2	12	3	12	3	9	9	300.0%	300.0%
Ssangyong Actyon Sports 4X4	3	5	3	5	-2	-2	-40.0%	-40.0%
Ssangyong Korando	13	0	13	0	13	13	-	-
Ssangyong Kyrion	2	3	2	3	-1	-1	-33.3%	-33.3%
Ssangyong Rexton	1	7	1	7	-6	-6	-85.7%	-85.7%
Ssangyong Stavic	2	2	2	2	0	0	0.0%	0.0%
Ssangyong Total	33	20	33	20	13	13	65.0%	65.0%
Subaru								
Subaru Forester	310	269	310	269	41	41	15.2%	15.2%
Subaru Impreza	155	600	155	600	-445	-445	-74.2%	-74.2%
Subaru Liberty	307	109	307	109	198	198	181.7%	181.7%
Subaru Outback	174	173	174	173	1	1	0.6%	0.6%
Subaru Tribeca	116	37	116	37	79	79	213.5%	213.5%
Subaru XV	228	0	228	0	228	228	-	-
Subaru Total	1,290	1,188	1,290	1,188	102	102	8.6%	8.6%

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Suzuki								
Suzuki Alto	33	118	33	118	-85	-85	-72.0%	-72.0%
Suzuki APV	11	3	11	3	8	8	266.7%	266.7%
Suzuki Grand Vitara	86	72	86	72	14	14	19.4%	19.4%
Suzuki Jimny	28	20	28	20	8	8	40.0%	40.0%
Suzuki Kizashi	32	32	32	32	0	0	0.0%	0.0%
Suzuki Swift	226	383	226	383	-157	-157	-41.0%	-41.0%
Suzuki SX4	43	41	43	41	2	2	4.9%	4.9%
Suzuki Total	459	669	459	669	-210	-210	-31.4%	-31.4%
Toyota								
Toyota Aurion	306	265	306	265	41	41	15.5%	15.5%
Toyota Camry (4 cyl)	427	321	427	321	106	106	33.0%	33.0%
Toyota Coaster	6	2	6	2	4	4	200.0%	200.0%
Toyota Corolla	1,228	1,545	1,228	1,545	-317	-317	-20.5%	-20.5%
Toyota FJ Cruiser	15	0	15	0	15	15	-	-
Toyota Hiace Bus	37	46	37	46	-9	-9	-19.6%	-19.6%
Toyota Hiace Van	181	140	181	140	41	41	29.3%	29.3%
Toyota Hilux 4X2	154	332	154	332	-178	-178	-53.6%	-53.6%
Toyota Hilux 4X4	129	460	129	460	-331	-331	-72.0%	-72.0%
Toyota Kluger	379	314	379	314	65	65	20.7%	20.7%
Toyota Landcruiser PU/CC	91	60	91	60	31	31	51.7%	51.7%
Toyota Landcruiser Wagon	210	153	210	153	57	57	37.3%	37.3%
Toyota Prado	185	226	185	226	-41	-41	-18.1%	-18.1%
Toyota Prius	24	16	24	16	8	8	50.0%	50.0%
Toyota RAV4	448	337	448	337	111	111	32.9%	32.9%
Toyota Rukus	36	32	36	32	4	4	12.5%	12.5%
Toyota Tarago	37	22	37	22	15	15	68.2%	68.2%
Toyota Yaris	491	641	491	641	-150	-150	-23.4%	-23.4%
Toyota Total	4,384	4,912	4,384	4,912	-528	-528	-10.7%	-10.7%
Volkswagen								
Volkswagen Amarok 4X2	19	0	19	0	19	19	-	-
Volkswagen Amarok 4X4	103	0	103	0	103	103	-	-
Volkswagen Caddy	19	27	19	27	-8	-8	-29.6%	-29.6%
Volkswagen Caddy Life/Camper	12	2	12	2	10	10	500.0%	500.0%
Volkswagen Caravelle	7	4	7	4	3	3	75.0%	75.0%
Volkswagen Crafter	21	10	21	10	11	11	110.0%	110.0%
Volkswagen Eos	29	15	29	15	14	14	93.3%	93.3%
Volkswagen Golf	415	314	415	314	101	101	32.2%	32.2%
Volkswagen Golf Cabriolet	35	0	35	0	35	35	-	-
Volkswagen Jetta	57	27	57	27	30	30	111.1%	111.1%
Volkswagen Multivan	22	26	22	26	-4	-4	-15.4%	-15.4%
Volkswagen New Beetle	0	1	0	1	-1	-1	-100.0%	-100.0%
Volkswagen New Beetle Cabrio	0	1	0	1	-1	-1	-100.0%	-100.0%
Volkswagen Passat	119	28	119	28	91	91	325.0%	325.0%
Volkswagen Passat CC	20	12	20	12	8	8	66.7%	66.7%
Volkswagen Polo	61	119	61	119	-58	-58	-48.7%	-48.7%
Volkswagen Scirocco	37	0	37	0	37	37	-	-
Volkswagen Tiguan	135	112	135	112	23	23	20.5%	20.5%
Volkswagen Touareg	41	2	41	2	39	39	>999%	>999%
Volkswagen Transporter	38	67	38	67	-29	-29	-43.3%	-43.3%
Volkswagen Total	1,190	767	1,190	767	423	423	55.1%	55.1%

NEW VEHICLE SALES BY MARQUE & MODEL
JANUARY 2012

	Month		YTD		Variance +/- Vol. & %			
	2012	2011	2012	2011	MTH	YTD	MTH	YTD
Volvo Car								
Volvo C30	11	14	11	14	-3	-3	-21.4%	-21.4%
Volvo C70	8	6	8	6	2	2	33.3%	33.3%
Volvo S40	7	3	7	3	4	4	133.3%	133.3%
Volvo S60	20	11	20	11	9	9	81.8%	81.8%
Volvo S80	2	1	2	1	1	1	100.0%	100.0%
Volvo V50	3	5	3	5	-2	-2	-40.0%	-40.0%
Volvo V60	14	0	14	0	14	14	-	-
Volvo XC60	80	40	80	40	40	40	100.0%	100.0%
Volvo XC70	6	8	6	8	-2	-2	-25.0%	-25.0%
Volvo XC90	37	44	37	44	-7	-7	-15.9%	-15.9%
Volvo Car Total	188	132	188	132	56	56	42.4%	42.4%
Volvo Commercial								
Volvo Truck	14	7	14	7	7	7	100.0%	100.0%
Volvo Commercial Total	14	7	14	7	7	7	100.0%	100.0%
Western Star								
Western Star	16	8	16	8	8	8	100.0%	100.0%
Western Star Total	16	8	16	8	8	8	100.0%	100.0%
TOTAL	24,004	23,560	24,004	23,560	444	444	1.9%	1.9%