

VFACTS NATIONAL REPORT



FEDERAL CHAMBER OF AUTOMOTIVE INDUSTRIES

NEW VEHICLE SALES

AUGUST 2019

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Total Market								
AUSTRALIAN CAPITAL TERRITORY	1,307	1,464	11,213	12,454	-157	-1,241	-10.7%	-10.0%
NEW SOUTH WALES	27,999	30,823	232,276	255,369	-2,824	-23,093	-9.2%	-9.0%
NORTHERN TERRITORY	629	816	6,269	7,409	-187	-1,140	-22.9%	-15.4%
QUEENSLAND	16,863	18,636	147,427	159,493	-1,773	-12,066	-9.5%	-7.6%
SOUTH AUSTRALIA	5,153	5,878	45,093	47,086	-725	-1,993	-12.3%	-4.2%
TASMANIA	1,761	1,726	12,864	12,452	35	412	2.0%	3.3%
VICTORIA	24,476	27,720	206,506	226,727	-3,244	-20,221	-11.7%	-8.9%
WESTERN AUSTRALIA	7,445	8,158	61,635	65,304	-713	-3,669	-8.7%	-5.6%
Total	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%

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This report is compiled with the assistance of R. L. Polk Australia Pty Ltd in conjunction with the FCAI.

VFACTS
National

TOTAL MARKET SEGMENTATION
AUGUST 2019

Volumes

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Passenger	25,783	30,940	221,939	263,837	-5,157	-41,898	-16.7	-15.9
SUV	39,040	41,271	323,462	336,404	-2,231	-12,942	-5.4	-3.8
Light Commercial	17,513	19,165	152,502	159,095	-1,652	-6,593	-8.6	-4.1
Heavy Commercial	3,297	3,845	25,380	26,958	-548	-1,578	-14.3	-5.9
Total Market	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1	-8.0

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Micro	526	482	4,833	5,338	44	-505	9.1	-9.5
Light	4,774	6,401	45,276	52,058	-1,627	-6,782	-25.4	-13.0
Small	13,830	16,268	115,906	140,139	-2,438	-24,233	-15.0	-17.3
Medium	3,496	4,070	28,601	32,624	-574	-4,023	-14.1	-12.3
Large	1,057	1,102	8,320	11,010	-45	-2,690	-4.1	-24.4
Upper Large	95	58	650	806	37	-156	63.8	-19.4
People Movers	925	1,018	8,338	8,917	-93	-579	-9.1	-6.5
Sports	1,080	1,541	10,015	12,945	-461	-2,930	-29.9	-22.6
SUV Small	11,219	11,259	91,367	93,415	-40	-2,048	-0.4	-2.2
SUV Medium	16,518	16,972	137,373	141,078	-454	-3,705	-2.7	-2.6
SUV Large	9,739	11,618	81,849	90,114	-1,879	-8,265	-16.2	-9.2
SUV Upper Large	1,564	1,422	12,873	11,797	142	1,076	10.0	9.1
Light Buses < 20 Seats	276	243	1,791	2,084	33	-293	13.6	-14.1
Light Buses => 20 Seats	22	25	182	175	-3	7	-12.0	4.0
Vans/CC <= 2.5t	196	259	1,849	2,165	-63	-316	-24.3	-14.6
Vans/CC 2.5-3.5t	1,477	1,585	12,352	13,456	-108	-1,104	-6.8	-8.2
PU/CC 4X2	2,422	3,112	23,273	26,141	-690	-2,868	-22.2	-11.0
PU/CC 4X4	13,120	13,941	113,055	115,074	-821	-2,019	-5.9	-1.8
Heavy Commercial	3,297	3,845	25,380	26,958	-548	-1,578	-14.3	-5.9
Total Market	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1	-8.0

Percentage Mix

	Month		YTD		Yr to Yr change +/-	
	2019	2018	2019	2018	MTH	YTD
Passenger	30.1	32.5	30.7	33.6	-2.4	-2.9
SUV	45.6	43.3	44.7	42.8	2.2	1.9
Light Commercial	20.5	20.1	21.1	20.2	0.3	0.9
Heavy Commercial	3.9	4.0	3.5	3.4	-0.2	0.1
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

	Month		YTD		Yr to Yr change +/-	
	2019	2018	2019	2018	MTH	YTD
Micro	0.6	0.5	0.7	0.7	0.1	0.0
Light	5.6	6.7	6.3	6.6	-1.1	-0.4
Small	16.2	17.1	16.0	17.8	-0.9	-1.8
Medium	4.1	4.3	4.0	4.1	-0.2	-0.2
Large	1.2	1.2	1.2	1.4	0.1	-0.2
Upper Large	0.1	0.1	0.1	0.1	0.1	0.0
People Movers	1.1	1.1	1.2	1.1	0.0	0.0
Sports	1.3	1.6	1.4	1.6	-0.4	-0.3
SUV Small	13.1	11.8	12.6	11.9	1.3	0.8
SUV Medium	19.3	17.8	19.0	17.9	1.5	1.1
SUV Large	11.4	12.2	11.3	11.5	-0.8	-0.1
SUV Upper Large	1.8	1.5	1.8	1.5	0.3	0.3
Light Buses < 20 Seats	0.3	0.3	0.2	0.3	0.1	0.0
Light Buses => 20 Seats	0.0	0.0	0.0	0.0	0.0	0.0
Vans/CC <= 2.5t	0.2	0.3	0.3	0.3	0.0	0.0
Vans/CC 2.5-3.5t	1.7	1.7	1.7	1.7	0.1	0.0
PU/CC 4X2	2.8	3.3	3.2	3.3	-0.4	-0.1
PU/CC 4X4	15.3	14.6	15.6	14.6	0.7	1.0
Heavy Commercial	3.9	4.0	3.5	3.4	-0.2	0.1
Total Market	100.0	100.0	100.0	100.0	0.0	0.0

NEW VEHICLE SALES BY MARQUE
AUGUST 2019

Total Market	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Alfa Romeo	86	126	590	882	-40	-292	-31.7%	-33.1%
Alpine	0	0	17	0	0	17	-	-
Aston Martin	10	12	85	92	-2	-7	-16.7%	-7.6%
Audi	1,365	1,067	9,421	13,043	298	-3,622	27.9%	-27.8%
Bentley	16	11	129	92	5	37	45.5%	40.2%
BMW	1,860	1,760	16,005	16,352	100	-347	5.7%	-2.1%
Chery	0	0	0	1	0	-1	-	-100.0%
Chrysler	26	10	219	169	16	50	160.0%	29.6%
Citroen	36	49	292	337	-13	-45	-26.5%	-13.4%
Ferrari	35	19	182	154	16	28	84.2%	18.2%
Fiat	76	88	714	811	-12	-97	-13.6%	-12.0%
Fiat Professional	122	108	686	799	14	-113	13.0%	-14.1%
Ford	4,916	5,962	43,821	47,886	-1,046	-4,065	-17.5%	-8.5%
Genesis	19	0	79	5	19	74	-	>999%
Great Wall	118	71	906	462	47	444	66.2%	96.1%
Haval	168	54	951	361	114	590	211.1%	163.4%
Holden	3,569	4,356	31,352	40,897	-787	-9,545	-18.1%	-23.3%
Honda	3,067	3,486	30,806	36,009	-419	-5,203	-12.0%	-14.4%
Hyundai	7,320	8,006	59,244	65,010	-686	-5,766	-8.6%	-8.9%
Infiniti	35	95	386	445	-60	-59	-63.2%	-13.3%
Isuzu Ute	1,914	2,167	16,472	17,719	-253	-1,247	-11.7%	-7.0%
Jaguar	198	196	1,638	1,620	2	18	1.0%	1.1%
Jeep	469	587	3,835	5,237	-118	-1,402	-20.1%	-26.8%
Kia	4,662	4,620	41,232	40,371	42	861	0.9%	2.1%
Lamborghini	6	11	105	89	-5	16	-45.5%	18.0%
Land Rover	657	719	6,347	7,344	-62	-997	-8.6%	-13.6%
LDV	564	513	4,210	3,861	51	349	9.9%	9.0%
Lexus	817	619	6,373	6,059	198	314	32.0%	5.2%
Lotus	3	4	39	36	-1	3	-25.0%	8.3%
Maserati	36	50	344	489	-14	-145	-28.0%	-29.7%
Mazda	7,291	10,740	70,889	79,004	-3,449	-8,115	-32.1%	-10.3%
McLaren	4	7	59	60	-3	-1	-42.9%	-1.7%
Mercedes-Benz Cars	2,380	2,595	20,962	23,013	-215	-2,051	-8.3%	-8.9%
Mercedes-Benz Vans	535	689	4,221	4,750	-154	-529	-22.4%	-11.1%
MG	720	332	5,140	1,584	388	3,556	116.9%	224.5%
MINI	274	198	2,236	2,647	76	-411	38.4%	-15.5%
Mitsubishi	6,242	7,067	55,516	56,846	-825	-1,330	-11.7%	-2.3%
Morgan	1	1	9	9	0	0	0.0%	0.0%
Nissan	4,538	4,440	33,692	38,427	98	-4,735	2.2%	-12.3%
Peugeot	335	253	1,632	1,838	82	-206	32.4%	-11.2%
Porsche	388	282	3,007	2,810	106	197	37.6%	7.0%
Proton	0	0	0	1	0	-1	-	-100.0%
RAM	303	79	1,681	216	224	1,465	283.5%	678.2%
Renault	740	810	5,251	6,940	-70	-1,689	-8.6%	-24.3%
Rolls-Royce	6	2	38	19	4	19	200.0%	100.0%
Skoda	611	625	4,770	4,030	-14	740	-2.2%	18.4%
Ssangyong	235	0	356	3	235	353	-	>999%
Subaru	3,553	3,845	27,199	33,516	-292	-6,317	-7.6%	-18.8%
Suzuki	1,309	1,320	11,574	12,065	-11	-491	-0.8%	-4.1%
Toyota	16,700	18,833	139,349	147,602	-2,133	-8,253	-11.3%	-5.6%
Volkswagen	4,100	4,637	33,893	38,087	-537	-4,194	-11.6%	-11.0%
Volvo Car	692	689	5,078	4,243	3	835	0.4%	19.7%
Caterpillar	0	0	0	16	0	-16	-	-100.0%
Daf	43	55	302	311	-12	-9	-21.8%	-2.9%
Dennis Eagle	7	0	70	45	7	25	-	55.6%
Freightliner	28	27	198	295	1	-97	3.7%	-32.9%
Fuso	280	379	2,309	2,627	-99	-318	-26.1%	-12.1%
Hino	480	509	3,635	3,634	-29	1	-5.7%	0.0%
Hyundai Commercial Vehicles	8	13	70	52	-5	18	-38.5%	34.6%
International	6	4	39	33	2	6	50.0%	18.2%
Isuzu	742	837	5,864	6,394	-95	-530	-11.4%	-8.3%
Iveco	151	191	1,241	1,447	-40	-206	-20.9%	-14.2%
Kenworth	170	269	1,511	1,820	-99	-309	-36.8%	-17.0%
Mack	77	95	711	706	-18	5	-18.9%	0.7%
Man	80	88	705	838	-8	-133	-9.1%	-15.9%
Mercedes-Benz Trucks	82	127	738	830	-45	-92	-35.4%	-11.1%
Scania	88	60	743	579	28	164	46.7%	28.3%
UD Trucks	57	110	441	658	-53	-217	-48.2%	-33.0%
Volvo Commercial	185	213	1,479	1,423	-28	56	-13.1%	3.9%
Western Star	22	34	195	244	-12	-49	-35.3%	-20.1%
Total	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%

VFACTS
National

NEW VEHICLE SALES SHARE BY MARQUE
AUGUST 2019

Total Market	Month		YTD		Variance +/- ppts.	
	2019	2018	2019	2018	MTH	YTD
Alfa Romeo	0.1	0.1	0.1	0.1	-0.03	-0.03
Alpine	0.0	0.0	0.0	0.0	0.00	0.00
Aston Martin	0.0	0.0	0.0	0.0	0.00	0.00
Audi	1.6	1.1	1.3	1.7	0.47	-0.36
Bentley	0.0	0.0	0.0	0.0	0.01	0.01
BMW	2.2	1.8	2.2	2.1	0.32	0.13
Chery	0.0	0.0	0.0	0.0	0.00	0.00
Chrysler	0.0	0.0	0.0	0.0	0.02	0.01
Citroen	0.0	0.1	0.0	0.0	-0.01	0.00
Ferrari	0.0	0.0	0.0	0.0	0.02	0.01
Fiat	0.1	0.1	0.1	0.1	0.00	0.00
Fiat Professional	0.1	0.1	0.1	0.1	0.03	-0.01
Ford	5.7	6.3	6.1	6.1	-0.52	-0.03
Genesis	0.0	0.0	0.0	0.0	0.02	0.01
Great Wall	0.1	0.1	0.1	0.1	0.06	0.07
Haval	0.2	0.1	0.1	0.0	0.14	0.09
Holden	4.2	4.6	4.3	5.2	-0.41	-0.87
Honda	3.6	3.7	4.3	4.6	-0.08	-0.32
Hyundai	8.5	8.4	8.2	8.3	0.14	-0.08
Infiniti	0.0	0.1	0.1	0.1	-0.06	0.00
Isuzu Ute	2.2	2.3	2.3	2.3	-0.04	0.02
Jaguar	0.2	0.2	0.2	0.2	0.03	0.02
Jeep	0.5	0.6	0.5	0.7	-0.07	-0.14
Kia	5.4	4.9	5.7	5.1	0.59	0.57
Lamborghini	0.0	0.0	0.0	0.0	0.00	0.00
Land Rover	0.8	0.8	0.9	0.9	0.01	-0.06
LDV	0.7	0.5	0.6	0.5	0.12	0.09
Lexus	1.0	0.7	0.9	0.8	0.30	0.11
Lotus	0.0	0.0	0.0	0.0	0.00	0.00
Maserati	0.0	0.1	0.0	0.1	-0.01	-0.01
Mazda	8.5	11.3	9.8	10.0	-2.76	-0.25
McLaren	0.0	0.0	0.0	0.0	0.00	0.00
Mercedes-Benz Cars	2.8	2.7	2.9	2.9	0.05	-0.03
Mercedes-Benz Vans	0.6	0.7	0.6	0.6	-0.10	-0.02
MG	0.8	0.3	0.7	0.2	0.49	0.51
MINI	0.3	0.2	0.3	0.3	0.11	-0.03
Mitsubishi	7.3	7.4	7.7	7.2	-0.13	0.45
Morgan	0.0	0.0	0.0	0.0	0.00	0.00
Nissan	5.3	4.7	4.7	4.9	0.64	-0.23
Peugeot	0.4	0.3	0.2	0.2	0.13	-0.01
Porsche	0.5	0.3	0.4	0.4	0.16	0.06
Proton	0.0	0.0	0.0	0.0	0.00	0.00
RAM	0.4	0.1	0.2	0.0	0.27	0.20
Renault	0.9	0.9	0.7	0.9	0.01	-0.16
Rolls-Royce	0.0	0.0	0.0	0.0	0.00	0.00
Skoda	0.7	0.7	0.7	0.5	0.06	0.15
Ssangyong	0.3	0.0	0.0	0.0	0.27	0.05
Subaru	4.1	4.0	3.8	4.3	0.11	-0.50
Suzuki	1.5	1.4	1.6	1.5	0.14	0.07
Toyota	19.5	19.8	19.3	18.8	-0.28	0.49
Volkswagen	4.8	4.9	4.7	4.8	-0.08	-0.16
Volvo Car	0.8	0.7	0.7	0.5	0.08	0.16
Caterpillar	0.0	0.0	0.0	0.0	0.00	0.00
Daf	0.1	0.1	0.0	0.0	-0.01	0.00
Dennis Eagle	0.0	0.0	0.0	0.0	0.01	0.00
Freightliner	0.0	0.0	0.0	0.0	0.00	-0.01
Fuso	0.3	0.4	0.3	0.3	-0.07	-0.01
Hino	0.6	0.5	0.5	0.5	0.03	0.04
Hyundai Commercial Ve	0.0	0.0	0.0	0.0	0.00	0.00
International	0.0	0.0	0.0	0.0	0.00	0.00
Isuzu	0.9	0.9	0.8	0.8	-0.01	0.00
Iveco	0.2	0.2	0.2	0.2	-0.02	-0.01
Kenworth	0.2	0.3	0.2	0.2	-0.08	-0.02
Mack	0.1	0.1	0.1	0.1	-0.01	0.01
Man	0.1	0.1	0.1	0.1	0.00	-0.01
Mercedes-Benz Trucks	0.1	0.1	0.1	0.1	-0.04	0.00
Scania	0.1	0.1	0.1	0.1	0.04	0.03
UD Trucks	0.1	0.1	0.1	0.1	-0.05	-0.02
Volvo Commercial	0.2	0.2	0.2	0.2	-0.01	0.02
Western Star	0.0	0.0	0.0	0.0	-0.01	0.00
Total	100.0	100.0	100.0	100.0	0.00	0.00

NEW VEHICLE SALES BY BUYER TYPE
AUGUST 2019

Total Market	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Passenger	25,783	30,940	221,939	263,837	-5,157	-41,898	-16.7%	-15.9%
Private	12,152	15,473	116,558	139,347	-3,321	-22,789	-21.5%	-16.4%
Business	9,921	11,101	79,267	96,672	-1,180	-17,405	-10.6%	-18.0%
Gov't	940	1,054	7,154	7,453	-114	-299	-10.8%	-4.0%
Rental	2,770	3,312	18,960	20,365	-542	-1,405	-16.4%	-6.9%
SUV	39,040	41,271	323,462	336,404	-2,231	-12,942	-5.4%	-3.8%
Private	20,256	21,467	173,733	178,200	-1,211	-4,467	-5.6%	-2.5%
Business	14,444	15,227	118,341	127,855	-783	-9,514	-5.1%	-7.4%
Gov't	879	1,112	7,432	8,596	-233	-1,164	-21.0%	-13.5%
Rental	3,461	3,465	23,956	21,753	-4	2,203	-0.1%	10.1%
Light Commercial	17,513	19,165	152,502	159,095	-1,652	-6,593	-8.6%	-4.1%
Private	5,068	5,426	42,841	45,348	-358	-2,507	-6.6%	-5.5%
Business	10,814	12,193	95,698	98,917	-1,379	-3,219	-11.3%	-3.3%
Gov't	1,080	1,044	9,696	9,355	36	341	3.4%	3.6%
Rental	551	502	4,267	5,475	49	-1,208	9.8%	-22.1%
Sub Total	82,336	91,376	697,903	759,336	-9,040	-61,433	-9.9%	-8.1%
Private	37,476	42,366	333,132	362,895	-4,890	-29,763	-11.5%	-8.2%
Business	35,179	38,521	293,306	323,444	-3,342	-30,138	-8.7%	-9.3%
Gov't	2,899	3,210	24,282	25,404	-311	-1,122	-9.7%	-4.4%
Rental	6,782	7,279	47,183	47,593	-497	-410	-6.8%	-0.9%
Heavy Commercial	3,297	3,845	25,380	26,958	-548	-1,578	-14.3%	-5.9%
Total	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%

NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE
AUGUST 2019

Total Market	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Passenger Private								
Diesel	160	222	1,462	2,572	-62	-1,110	-27.9%	-43.2%
Electric/PHEV	84	17	270	173	67	97	394.1%	56.1%
Hybrid	511	325	4,529	2,515	186	2,014	57.2%	80.1%
Petrol	11,397	14,909	110,297	134,087	-3,512	-23,790	-23.6%	-17.7%
Passenger Non-Private								
Diesel	509	802	4,779	7,326	-293	-2,547	-36.5%	-34.8%
Electric/PHEV	62	27	341	327	35	14	129.6%	4.3%
Hybrid	1,287	847	8,606	5,256	440	3,350	51.9%	63.7%
Petrol	11,773	13,791	91,655	111,581	-2,018	-19,926	-14.6%	-17.9%
SUV Private								
Diesel	3,672	5,140	32,928	40,935	-1,468	-8,007	-28.6%	-19.6%
Electric/PHEV	86	15	518	90	71	428	473.3%	475.6%
Hybrid	660	44	3,091	452	616	2,639	>999%	583.8%
Petrol	15,838	16,268	137,196	136,723	-430	473	-2.6%	0.3%
SUV Non-Private								
Diesel	5,447	6,020	44,474	50,742	-573	-6,268	-9.5%	-12.4%
Electric/PHEV	47	72	710	297	-25	413	-34.7%	139.1%
Hybrid	389	67	2,114	670	322	1,444	480.6%	215.5%
Petrol	12,901	13,645	102,431	106,495	-744	-4,064	-5.5%	-3.8%
Light Commercial Private								
Diesel	4,581	5,151	39,138	42,883	-570	-3,745	-11.1%	-8.7%
Petrol	487	275	3,703	2,465	212	1,238	77.1%	50.2%
Light Commercial Non-Private								
Diesel	11,810	12,914	103,068	106,066	-1,104	-2,998	-8.5%	-2.8%
Electric/PHEV	3	2	13	8	1	5	50.0%	62.5%
Petrol	632	823	6,580	7,673	-191	-1,093	-23.2%	-14.2%
Heavy Commercial	3,297	3,845	25,380	26,958	-548	-1,578	-14.3%	-5.9%
Total	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Locally Manufactured								
Ford	0	0	0	8	0	-8	-	-100.0%
Holden	0	51	43	2,661	-51	-2,618	-100.0%	-98.4%
Toyota	0	14	0	1,422	-14	-1,422	-100.0%	-100.0%
Total Locally Manufactured	0	65	43	4,091	-65	-4,048	-100.0%	-98.9%
Imported								
Argentina	298	382	2,815	4,179	-84	-1,364	-22.0%	-32.6%
Austria	18	0	221	0	18	221	-	-
Belgium	281	391	2,242	2,277	-110	-35	-28.1%	-1.5%
Canada	189	0	1,424	0	189	1,424	-	-
China	1,571	970	11,208	6,269	601	4,939	62.0%	78.8%
Czech Republic	1,196	1,203	9,846	7,294	-7	2,552	-0.6%	35.0%
England	2,549	2,383	19,503	22,901	166	-3,398	7.0%	-14.8%
Finland	250	570	2,216	3,722	-320	-1,506	-56.1%	-40.5%
France	708	632	4,519	5,091	76	-572	12.0%	-11.2%
Germany	6,918	7,269	58,434	64,825	-351	-6,391	-4.8%	-9.9%
Hungary	895	891	6,276	7,873	4	-1,597	0.4%	-20.3%
India	231	358	1,915	3,089	-127	-1,174	-35.5%	-38.0%
Indonesia	0	0	0	1	0	-1	-	-100.0%
Italy	293	334	2,038	2,825	-41	-787	-12.3%	-27.9%
Japan	27,254	31,517	229,150	243,285	-4,263	-14,135	-13.5%	-5.8%
Korea	12,395	13,602	102,318	116,834	-1,207	-14,516	-8.9%	-12.4%
Malaysia	0	0	0	1	0	-1	-	-100.0%
Mexico	995	753	9,866	6,701	242	3,165	32.1%	47.2%
Poland	642	566	4,455	5,490	76	-1,035	13.4%	-18.9%
Slovak Republic	552	239	2,106	2,455	313	-349	131.0%	-14.2%
South Africa	863	723	8,047	5,119	140	2,928	19.4%	57.2%
Spain	487	1,090	5,775	9,873	-603	-4,098	-55.3%	-41.5%
Sweden	372	374	2,998	2,724	-2	274	-0.5%	10.1%
Thailand	20,507	23,832	186,404	204,640	-3,325	-18,236	-14.0%	-8.9%
Turkey	365	337	2,691	2,795	28	-104	8.3%	-3.7%
USA	3,306	3,742	26,592	30,040	-436	-3,448	-11.7%	-11.5%
Other	2,498	2,998	20,181	21,900	-500	-1,719	-16.7%	-7.8%
Total Imported	85,633	95,156	723,240	782,203	-9,523	-58,963	-10.0%	-7.5%
Total Market	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

Micro	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Micro	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat 500/Abarth	51	9.7%	62	12.9%	527	10.9%	534	10.0%	-17.7%	-1.3%
Fiat Panda	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Holden Spark	0	0.0%	11	2.3%	3	0.1%	603	11.3%	-100.0%	-99.5%
Kia Picanto	450	85.6%	357	74.1%	3,906	80.8%	3,540	66.3%	26.1%	10.3%
Mitsubishi Mirage	25	4.8%	52	10.8%	397	8.2%	657	12.3%	-51.9%	-39.6%
Suzuki Celerio	0	0.0%	0	0.0%	0	0.0%	3	0.1%	-	-100.0%
Total Micro	526	0.6%	482	0.5%	4,833	0.7%	5,338	0.7%	9.1%	-9.5%

Total Micro	526	0.6%	482	0.5%	4,833	0.7%	5,338	0.7%	9.1%	-9.5%
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Light	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Light < \$25K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Fiesta	0	0.0%	18	0.3%	1	0.0%	518	1.0%	-100.0%	-99.8%
Holden Barina	0	0.0%	229	3.7%	26	0.1%	2,329	4.7%	-100.0%	-98.9%
Honda City	31	0.7%	56	0.9%	468	1.1%	591	1.2%	-44.6%	-20.8%
Honda Jazz	329	7.2%	393	6.4%	4,137	9.5%	4,916	9.9%	-16.3%	-15.8%
Hyundai Accent	725	15.8%	1,357	21.9%	8,361	19.1%	10,842	21.8%	-46.6%	-22.9%
Kia Rio	463	10.1%	572	9.3%	4,482	10.3%	4,675	9.4%	-19.1%	-4.1%
Mazda2	637	13.9%	1,134	18.3%	6,419	14.7%	7,748	15.6%	-43.8%	-17.2%
MG MG3	369	8.0%	77	1.2%	2,412	5.5%	149	0.3%	379.2%	>999%
Renault Clio	76	1.7%	44	0.7%	552	1.3%	669	1.3%	72.7%	-17.5%
Skoda Fabia	55	1.2%	107	1.7%	487	1.1%	590	1.2%	-48.6%	-17.5%
Suzuki Baleno	150	3.3%	151	2.4%	957	2.2%	1,285	2.6%	-0.7%	-25.5%
Suzuki Swift	470	10.2%	545	8.8%	4,866	11.1%	5,495	11.1%	-13.8%	-11.4%
Toyota Prius C	35	0.8%	50	0.8%	280	0.6%	352	0.7%	-30.0%	-20.5%
Toyota Yaris	744	16.2%	821	13.3%	6,318	14.5%	6,473	13.0%	-9.4%	-2.4%
Volkswagen Polo	505	11.0%	629	10.2%	3,935	9.0%	3,051	6.1%	-19.7%	29.0%
Total Light < \$25K	4,589	5.4%	6,183	6.5%	43,701	6.0%	49,683	6.3%	-25.8%	-12.0%

Light > \$25K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A1	0	0.0%	76	34.9%	201	12.8%	758	31.9%	-100.0%	-73.5%
Citroen C3	7	3.8%	12	5.5%	47	3.0%	96	4.0%	-41.7%	-51.0%
MINI Hatch	172	93.0%	95	43.6%	1,269	80.6%	1,354	57.0%	81.1%	-6.3%
Peugeot 208	4	2.2%	27	12.4%	53	3.4%	128	5.4%	-85.2%	-58.6%
Renault Zoe	2	1.1%	8	3.7%	5	0.3%	39	1.6%	-75.0%	-87.2%
Total Light > \$25K	185	0.2%	218	0.2%	1,575	0.2%	2,375	0.3%	-15.1%	-33.7%

Total Light	4,774	5.6%	6,401	6.7%	45,276	6.3%	52,058	6.6%	-25.4%	-13.0%
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NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

Small	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Small < \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Giulietta	10	0.1%	22	0.1%	131	0.1%	211	0.2%	-54.5%	-37.9%
Citroen DS4	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Ford Focus	333	2.6%	358	2.4%	2,733	2.5%	3,505	2.7%	-7.0%	-22.0%
Holden Astra	378	2.9%	571	3.8%	3,630	3.4%	5,657	4.3%	-33.8%	-35.8%
Honda Civic	774	6.0%	923	6.1%	7,303	6.8%	9,510	7.3%	-16.1%	-23.2%
Hyundai Elantra	208	1.6%	235	1.5%	1,893	1.8%	2,886	2.2%	-11.5%	-34.4%
Hyundai i30	2,813	21.9%	2,323	15.3%	19,441	18.1%	19,481	14.9%	21.1%	-0.2%
Hyundai Ioniq	24	0.2%	0	0.0%	330	0.3%	97	0.1%	-	240.2%
Kia Cerato	1,686	13.1%	1,491	9.8%	14,782	13.8%	13,151	10.1%	13.1%	12.4%
Kia Rondo 5-seat	0	0.0%	8	0.1%	2	0.0%	41	0.0%	-100.0%	-95.1%
Kia Soul	0	0.0%	22	0.1%	55	0.1%	246	0.2%	-100.0%	-77.6%
Mazda3	1,999	15.5%	2,969	19.5%	19,108	17.8%	22,502	17.2%	-32.7%	-15.1%
MG MG6 Plus	0	0.0%	32	0.2%	110	0.1%	259	0.2%	-100.0%	-57.5%
Mitsubishi Lancer	17	0.1%	400	2.6%	2,180	2.0%	4,463	3.4%	-95.8%	-51.2%
Peugeot 308	24	0.2%	35	0.2%	269	0.3%	220	0.2%	-31.4%	22.3%
Renault Megane	4	0.0%	102	0.7%	24	0.0%	732	0.6%	-96.1%	-96.7%
Skoda Rapid	20	0.2%	62	0.4%	182	0.2%	292	0.2%	-67.7%	-37.7%
Subaru Impreza	455	3.5%	860	5.7%	3,125	2.9%	6,789	5.2%	-47.1%	-54.0%
Subaru WRX	94	0.7%	165	1.1%	672	0.6%	1,515	1.2%	-43.0%	-55.6%
Toyota Corolla	2,863	22.3%	3,033	19.9%	21,126	19.7%	24,770	19.0%	-5.6%	-14.7%
Toyota Prius	29	0.2%	21	0.1%	133	0.1%	170	0.1%	38.1%	-21.8%
Toyota Prius V	19	0.1%	30	0.2%	250	0.2%	258	0.2%	-36.7%	-3.1%
Volkswagen Golf	1,112	8.6%	1,553	10.2%	9,971	9.3%	13,660	10.5%	-28.4%	-27.0%
Volkswagen Jetta	0	0.0%	0	0.0%	45	0.0%	73	0.1%	-	-38.4%
Total Small < \$40K	12,862	15.0%	15,215	16.0%	107,495	14.9%	130,489	16.6%	-15.5%	-17.6%

Small > \$40K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi A3	257	26.5%	264	25.1%	2,244	26.7%	2,816	29.2%	-2.7%	-20.3%
BMW 1 Series	155	16.0%	186	17.7%	1,627	19.3%	1,745	18.1%	-16.7%	-6.8%
BMW 2 Series	4	0.4%	9	0.9%	24	0.3%	87	0.9%	-55.6%	-72.4%
BMW i3	10	1.0%	6	0.6%	57	0.7%	81	0.8%	66.7%	-29.6%
Lexus CT200H	9	0.9%	32	3.0%	134	1.6%	413	4.3%	-71.9%	-67.6%
Mercedes-Benz A-Class	326	33.7%	419	39.8%	3,354	39.9%	2,893	30.0%	-22.2%	15.9%
Mercedes-Benz B-Class	92	9.5%	59	5.6%	560	6.7%	626	6.5%	55.9%	-10.5%
MINI Clubman	17	1.8%	29	2.8%	185	2.2%	331	3.4%	-41.4%	-44.1%
Nissan Leaf	98	10.1%	0	0.0%	226	2.7%	0	0.0%	-	-
Volvo V40	0	0.0%	42	4.0%	0	0.0%	500	5.2%	-100.0%	-100.0%
Volvo V40 Cross Country	0	0.0%	7	0.7%	0	0.0%	158	1.6%	-100.0%	-100.0%
Total Small > \$40K	968	1.1%	1,053	1.1%	8,411	1.2%	9,650	1.2%	-8.1%	-12.8%

Total Small	13,830	16.2%	16,268	17.1%	115,906	16.0%	140,139	17.8%	-15.0%	-17.3%
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Medium	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Mondeo	38	1.7%	128	4.6%	522	3.0%	1,346	6.7%	-70.3%	-61.2%
Honda Accord	5	0.2%	18	0.6%	97	0.6%	125	0.6%	-72.2%	-22.4%
Hyundai i40	0	0.0%	78	2.8%	9	0.1%	588	2.9%	-100.0%	-98.5%
Hyundai Sonata	119	5.4%	70	2.5%	667	3.9%	682	3.4%	70.0%	-2.2%
Kia Optima	42	1.9%	56	2.0%	313	1.8%	399	2.0%	-25.0%	-21.6%
Mazda6	201	9.1%	289	10.3%	1,945	11.2%	2,240	11.2%	-30.4%	-13.2%
Skoda Octavia	180	8.2%	183	6.5%	1,237	7.1%	1,351	6.7%	-1.6%	-8.4%
Subaru Levorg	16	0.7%	34	1.2%	140	0.8%	516	2.6%	-52.9%	-72.9%
Subaru Liberty	179	8.1%	145	5.2%	757	4.4%	1,142	5.7%	23.4%	-33.7%
Toyota Camry	1,290	58.5%	1,604	57.0%	10,828	62.6%	10,417	51.9%	-19.6%	3.9%
Volkswagen Passat	135	6.1%	208	7.4%	795	4.6%	1,248	6.2%	-35.1%	-36.3%
Total Medium < \$60K	2,205	2.6%	2,813	3.0%	17,310	2.4%	20,054	2.6%	-21.6%	-13.7%

	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Medium > \$60K										
Alfa Romeo Giulia	17	1.3%	63	5.0%	223	2.0%	431	3.4%	-73.0%	-48.3%
Audi A4	79	6.1%	107	8.5%	882	7.8%	1,065	8.5%	-26.2%	-17.2%
Audi A5 Sportback	58	4.5%	35	2.8%	535	4.7%	494	3.9%	65.7%	8.3%
BMW 3 Series	232	18.0%	301	23.9%	1,864	16.5%	2,177	17.3%	-22.9%	-14.4%
BMW 3 Series Gran Turismo	0	0.0%	7	0.6%	25	0.2%	35	0.3%	-100.0%	-28.6%
BMW 4 Series Gran Coupe	23	1.8%	24	1.9%	309	2.7%	390	3.1%	-4.2%	-20.8%
Genesis G70	7	0.5%	0	0.0%	43	0.4%	0	0.0%	-	-
Infiniti Q50	19	1.5%	59	4.7%	132	1.2%	144	1.1%	-67.8%	-8.3%
Jaguar XE	46	3.6%	31	2.5%	293	2.6%	290	2.3%	48.4%	1.0%
Lexus ES	41	3.2%	23	1.8%	406	3.6%	141	1.1%	78.3%	187.9%
Lexus IS	59	4.6%	93	7.4%	598	5.3%	788	6.3%	-36.6%	-24.1%
Mercedes-Benz C-Class	423	32.8%	197	15.7%	4,593	40.7%	3,723	29.6%	114.7%	23.4%
Mercedes-Benz CLA-Class	172	13.3%	263	20.9%	1,022	9.1%	2,295	18.3%	-34.6%	-55.5%
Volkswagen Arteon	34	2.6%	54	4.3%	285	2.5%	497	4.0%	-37.0%	-42.7%
Volkswagen CC	0	0.0%	0	0.0%	0	0.0%	8	0.1%	-	-100.0%
Volvo S60	38	2.9%	0	0.0%	38	0.3%	34	0.3%	-	11.8%
Volvo V60	43	3.3%	0	0.0%	43	0.4%	35	0.3%	-	22.9%
Volvo V60 Cross Country	0	0.0%	0	0.0%	0	0.0%	23	0.2%	-	-100.0%
Total Medium > \$60K	1,291	1.5%	1,257	1.3%	11,291	1.6%	12,570	1.6%	2.7%	-10.2%

Total Medium	3,496	4.1%	4,070	4.3%	28,601	4.0%	32,624	4.1%	-14.1%	-12.3%
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Large	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Falcon	0	0.0%	0	0.0%	0	0.0%	5	0.1%	-	-100.0%
Holden Commodore	509	63.0%	682	78.4%	4,220	67.8%	6,623	75.5%	-25.4%	-36.3%
Hyundai Genesis	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Kia Stinger	172	21.3%	125	14.4%	1,266	20.3%	1,383	15.8%	37.6%	-8.5%
Peugeot 508	24	3.0%	0	0.0%	31	0.5%	2	0.0%	-	>999%
Skoda Superb	103	12.7%	62	7.1%	705	11.3%	611	7.0%	66.1%	15.4%
Toyota Aurion	0	0.0%	1	0.1%	0	0.0%	143	1.6%	-100.0%	-100.0%
Total Large < \$70K	808	0.9%	870	0.9%	6,222	0.9%	8,768	1.1%	-7.1%	-29.0%

	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Large > \$70K										
Audi A6	15	6.0%	5	2.2%	32	1.5%	188	8.4%	200.0%	-83.0%
Audi A7	7	2.8%	2	0.9%	75	3.6%	86	3.8%	250.0%	-12.8%
BMW 5 Series	96	38.6%	52	22.4%	776	37.0%	525	23.4%	84.6%	47.8%
BMW 5 Series Gran Turismo	0	0.0%	0	0.0%	0	0.0%	9	0.4%	-	-100.0%
Genesis G80	12	4.8%	0	0.0%	36	1.7%	5	0.2%	-	620.0%
Infiniti Q70	0	0.0%	0	0.0%	0	0.0%	6	0.3%	-	-100.0%
Jaguar XF	12	4.8%	29	12.5%	41	2.0%	107	4.8%	-58.6%	-61.7%
Lexus GS	2	0.8%	7	3.0%	20	1.0%	59	2.6%	-71.4%	-66.1%
Maserati Ghibli	8	3.2%	8	3.4%	100	4.8%	148	6.6%	0.0%	-32.4%
Mercedes-Benz CLS-Class	11	4.4%	18	7.8%	159	7.6%	27	1.2%	-38.9%	488.9%
Mercedes-Benz E-Class	86	34.5%	102	44.0%	859	40.9%	1,007	44.9%	-15.7%	-14.7%
Volvo S90	0	0.0%	9	3.9%	0	0.0%	75	3.3%	-100.0%	-100.0%
Total Large > \$70K	249	0.3%	232	0.2%	2,098	0.3%	2,242	0.3%	7.3%	-6.4%

Total Large	1,057	1.2%	1,102	1.2%	8,320	1.2%	11,010	1.4%	-4.1%	-24.4%
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Upper Large	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Chrysler 300	26	100.0%	10	100.0%	219	100.0%	169	82.8%	160.0%	29.6%
Holden Caprice	0	0.0%	0	0.0%	0	0.0%	35	17.2%	-	-100.0%
Total Upper Large < \$100K	26	0.0%	10	0.0%	219	0.0%	204	0.0%	160.0%	7.4%

Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Sedan	0	0.0%	1	2.1%	0	0.0%	3	0.5%	-100.0%	-100.0%
Audi A8	3	4.3%	4	8.3%	28	6.5%	20	3.3%	-25.0%	40.0%
Bentley Sedan	0	0.0%	1	2.1%	3	0.7%	10	1.7%	-100.0%	-70.0%
BMW 6 Series GT	24	34.8%	8	16.7%	42	9.7%	75	12.5%	200.0%	-44.0%
BMW 7 Series	8	11.6%	3	6.3%	93	21.6%	99	16.4%	166.7%	-6.1%
Jaguar XJ Series	2	2.9%	2	4.2%	11	2.6%	14	2.3%	0.0%	-21.4%
Lexus LS	4	5.8%	3	6.3%	22	5.1%	61	10.1%	33.3%	-63.9%
Maserati Quattroporte	0	0.0%	2	4.2%	12	2.8%	31	5.1%	-100.0%	-61.3%
Mercedes-AMG GT 4D	12	17.4%	0	0.0%	44	10.2%	0	0.0%	-	-
Mercedes-Benz S-Class	7	10.1%	20	41.7%	123	28.5%	198	32.9%	-65.0%	-37.9%
Porsche Panamera	7	10.1%	3	6.3%	44	10.2%	85	14.1%	133.3%	-48.2%
Rolls-Royce Sedan	2	2.9%	1	2.1%	9	2.1%	6	1.0%	100.0%	50.0%
Total Upper Large > \$100K	69	0.1%	48	0.1%	431	0.1%	602	0.1%	43.8%	-28.4%

Total Upper Large	95	0.1%	58	0.1%	650	0.1%	806	0.1%	63.8%	-19.4%
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People Movers	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
People Movers < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C4 Grand Picasso	0	0.0%	1	0.1%	0	0.0%	16	0.2%	-100.0%	-100.0%
Honda Odyssey	132	14.3%	129	12.7%	1,124	13.9%	1,343	16.3%	2.3%	-16.3%
Hyundai iMAX	83	9.0%	60	5.9%	589	7.3%	445	5.4%	38.3%	32.4%
Kia Carnival	500	54.1%	578	57.0%	4,473	55.2%	4,358	53.0%	-13.5%	2.6%
Kia Rondo	0	0.0%	9	0.9%	4	0.0%	45	0.5%	-100.0%	-91.1%
LDV G10 Wagon	70	7.6%	45	4.4%	557	6.9%	562	6.8%	55.6%	-0.9%
Proton Exora	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Ssangyong Stavic	1	0.1%	0	0.0%	1	0.0%	1	0.0%	-	0.0%
Toyota Tarago	46	5.0%	64	6.3%	399	4.9%	474	5.8%	-28.1%	-15.8%
Volkswagen Caddy	29	3.1%	19	1.9%	213	2.6%	145	1.8%	52.6%	46.9%
Volkswagen Caravelle	10	1.1%	14	1.4%	62	0.8%	74	0.9%	-28.6%	-16.2%
Volkswagen Multivan	53	5.7%	95	9.4%	674	8.3%	757	9.2%	-44.2%	-11.0%
Total People Movers < \$60K	924	1.1%	1,014	1.1%	8,096	1.1%	8,221	1.0%	-8.9%	-1.5%

People Movers > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Mercedes-Benz Marco Polo	0	0.0%	0	0.0%	17	7.0%	49	7.0%	-	-65.3%
Mercedes-Benz Valente	0	0.0%	2	50.0%	79	32.6%	287	41.2%	-100.0%	-72.5%
Mercedes-Benz V-Class	1	100.0%	2	50.0%	146	60.3%	360	51.7%	-50.0%	-59.4%
Total People Movers > \$60K	1	0.0%	4	0.0%	242	0.0%	696	0.1%	-75.0%	-65.2%

Total People Movers	925	1.1%	1,018	1.1%	8,338	1.2%	8,917	1.1%	-9.1%	-6.5%
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Sports	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Sports < \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Abarth 124 Spider	15	2.7%	9	0.8%	72	1.3%	105	1.3%	66.7%	-31.4%
Audi A3 Convertible	30	5.4%	27	2.5%	170	3.2%	156	1.9%	11.1%	9.0%
BMW 2 Series Coupe/Conv	56	10.1%	75	7.0%	669	12.4%	948	11.8%	-25.3%	-29.4%
Ford Mustang	229	41.4%	736	69.2%	2,933	54.4%	4,202	52.2%	-68.9%	-30.2%
Holden Astra Sport	0	0.0%	0	0.0%	0	0.0%	2	0.0%	-	-100.0%
Holden Cascada	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
Hyundai Veloster	20	3.6%	1	0.1%	20	0.4%	425	5.3%	>999%	-95.3%
Mazda MX5	33	6.0%	44	4.1%	349	6.5%	586	7.3%	-25.0%	-40.4%
MINI Cabrio	21	3.8%	10	0.9%	169	3.1%	205	2.5%	110.0%	-17.6%
Nissan 370Z	15	2.7%	22	2.1%	143	2.7%	207	2.6%	-31.8%	-30.9%
Renault Sport Megane	25	4.5%	5	0.5%	227	4.2%	12	0.1%	400.0%	>999%
Subaru BRZ	46	8.3%	65	6.1%	245	4.5%	518	6.4%	-29.2%	-52.7%
Toyota 86	63	11.4%	70	6.6%	398	7.4%	688	8.5%	-10.0%	-42.2%
Total Sports < \$80K	553	0.6%	1,064	1.1%	5,395	0.7%	8,057	1.0%	-48.0%	-33.0%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

Sports > \$80K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo 4C	5	1.2%	1	0.3%	18	0.5%	18	0.5%	400.0%	0.0%
Alpine A110	0	0.0%	0	0.0%	17	0.5%	0	0.0%	-	-
Audi A5	36	8.8%	39	11.0%	265	7.6%	446	12.0%	-7.7%	-40.6%
Audi TT	17	4.2%	8	2.3%	28	0.8%	141	3.8%	112.5%	-80.1%
BMW 4 Series Coupe/Conv	46	11.3%	56	15.9%	408	11.7%	512	13.8%	-17.9%	-20.3%
BMW Z4	14	3.4%	0	0.0%	97	2.8%	0	0.0%	-	-
Infiniti Q60	2	0.5%	6	1.7%	65	1.9%	63	1.7%	-66.7%	3.2%
Jaguar F-Type	4	1.0%	8	2.3%	81	2.3%	67	1.8%	-50.0%	20.9%
Lexus LC	4	1.0%	11	3.1%	18	0.5%	64	1.7%	-63.6%	-71.9%
Lexus RC	24	5.9%	25	7.1%	182	5.2%	240	6.5%	-4.0%	-24.2%
Lotus Elise	1	0.2%	1	0.3%	9	0.3%	15	0.4%	0.0%	-40.0%
Lotus Evora	0	0.0%	0	0.0%	7	0.2%	8	0.2%	-	-12.5%
Lotus Exige	2	0.5%	3	0.8%	23	0.7%	13	0.4%	-33.3%	76.9%
Mercedes-Benz C-Class Cpe/Conv	173	42.4%	90	25.5%	1,596	45.9%	1,246	33.5%	92.2%	28.1%
Mercedes-Benz E-Class Cpe/Conv	51	12.5%	68	19.3%	412	11.8%	488	13.1%	-25.0%	-15.6%
Mercedes-Benz SLC-Class	7	1.7%	14	4.0%	90	2.6%	122	3.3%	-50.0%	-26.2%
Morgan Classics	1	0.2%	0	0.0%	7	0.2%	6	0.2%	-	16.7%
Porsche Boxster	5	1.2%	6	1.7%	65	1.9%	88	2.4%	-16.7%	-26.1%
Porsche Cayman	16	3.9%	17	4.8%	92	2.6%	177	4.8%	-5.9%	-48.0%
Total Sports > \$80K	408	0.5%	353	0.4%	3,480	0.5%	3,714	0.5%	15.6%	-6.3%

Sports > \$200K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Aston Martin Coupe/Conv	10	8.4%	11	8.9%	85	7.5%	89	7.6%	-9.1%	-4.5%
Audi R8	0	0.0%	3	2.4%	12	1.1%	29	2.5%	-100.0%	-58.6%
Bentley Coupe/Conv	13	10.9%	4	3.2%	79	6.9%	19	1.6%	225.0%	315.8%
BMW 6 Series	5	4.2%	2	1.6%	11	1.0%	47	4.0%	150.0%	-76.6%
BMW 8 Series	7	5.9%	0	0.0%	60	5.3%	0	0.0%	-	-
BMW i8	0	0.0%	1	0.8%	10	0.9%	11	0.9%	-100.0%	-9.1%
Ferrari Coupe/Conv	35	29.4%	19	15.3%	182	16.0%	154	13.1%	84.2%	18.2%
Honda NSX	0	0.0%	0	0.0%	2	0.2%	2	0.2%	-	0.0%
Lamborghini Coupe/Conv	3	2.5%	11	8.9%	48	4.2%	89	7.6%	-72.7%	-46.1%
Maserati Coupe/Conv	3	2.5%	5	4.0%	16	1.4%	45	3.8%	-40.0%	-64.4%
McLaren Coupe/Conv	4	3.4%	7	5.6%	59	5.2%	60	5.1%	-42.9%	-1.7%
Mercedes-AMG GT Cpe/Conv	4	3.4%	13	10.5%	77	6.8%	136	11.6%	-69.2%	-43.4%
Mercedes-Benz S-Class Cpe/Conv	1	0.8%	9	7.3%	49	4.3%	52	4.4%	-88.9%	-5.8%
Mercedes-Benz SL-Class	2	1.7%	2	1.6%	20	1.8%	17	1.4%	0.0%	17.6%
Morgan Aero	0	0.0%	1	0.8%	2	0.2%	3	0.3%	-100.0%	-33.3%
Nissan GT-R	1	0.8%	6	4.8%	21	1.8%	38	3.2%	-83.3%	-44.7%
Porsche 911	30	25.2%	29	23.4%	392	34.4%	370	31.5%	3.4%	5.9%
Rolls-Royce Coupe/Conv	1	0.8%	1	0.8%	15	1.3%	13	1.1%	0.0%	15.4%
Total Sports > \$200K	119	0.1%	124	0.1%	1,140	0.2%	1,174	0.1%	-4.0%	-2.9%

Total Sports	1,080	1.3%	1,541	1.6%	10,015	1.4%	12,945	1.6%	-29.9%	-22.6%
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Total Passenger < \$	22,493	26.3%	27,651	29.0%	193,271	26.7%	230,814	29.4%	-18.7%	-16.3%
Total Passenger > \$	3,290	3.8%	3,289	3.5%	28,668	4.0%	33,023	4.2%	0.0%	-13.2%
Total Passenger	25,783	30.1%	30,940	32.5%	221,939	30.7%	263,837	33.6%	-16.7%	-15.9%

NEW VEHICLE SALES BY MARQUE - PASSENGER
AUGUST 2019

	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	32	0.1%	86	0.3%	372	0.2%	660	0.3%	-62.8%	-43.6%
Alpine	0	0.0%	0	0.0%	17	0.0%	0	0.0%	-	-
Aston Martin	10	0.0%	12	0.0%	85	0.0%	92	0.0%	-16.7%	-7.6%
Audi	502	1.9%	570	1.8%	4,472	2.0%	6,199	2.3%	-11.9%	-27.9%
Bentley	13	0.1%	5	0.0%	82	0.0%	29	0.0%	160.0%	182.8%
BMW	680	2.6%	730	2.4%	6,072	2.7%	6,741	2.6%	-6.8%	-9.9%
Chrysler	26	0.1%	10	0.0%	219	0.1%	169	0.1%	160.0%	29.6%
Citroen	7	0.0%	13	0.0%	47	0.0%	113	0.0%	-46.2%	-58.4%
Ferrari	35	0.1%	19	0.1%	182	0.1%	154	0.1%	84.2%	18.2%
Fiat	66	0.3%	71	0.2%	599	0.3%	640	0.2%	-7.0%	-6.4%
Ford	600	2.3%	1,240	4.0%	6,189	2.8%	9,576	3.6%	-51.6%	-35.4%
Genesis	19	0.1%	0	0.0%	79	0.0%	5	0.0%	-	>999%
Holden	887	3.4%	1,493	4.8%	7,879	3.6%	15,252	5.8%	-40.6%	-48.3%
Honda	1,271	4.9%	1,519	4.9%	13,131	5.9%	16,487	6.2%	-16.3%	-20.4%
Hyundai	3,992	15.5%	4,124	13.3%	31,310	14.1%	35,447	13.4%	-3.2%	-11.7%
Infiniti	21	0.1%	65	0.2%	197	0.1%	213	0.1%	-67.7%	-7.5%
Jaguar	64	0.2%	70	0.2%	426	0.2%	478	0.2%	-8.6%	-10.9%
Kia	3,313	12.8%	3,218	10.4%	29,283	13.2%	27,838	10.6%	3.0%	5.2%
Lamborghini	3	0.0%	11	0.0%	48	0.0%	89	0.0%	-72.7%	-46.1%
LDV	70	0.3%	45	0.1%	557	0.3%	562	0.2%	55.6%	-0.9%
Lexus	143	0.6%	194	0.6%	1,380	0.6%	1,766	0.7%	-26.3%	-21.9%
Lotus	3	0.0%	4	0.0%	39	0.0%	36	0.0%	-25.0%	8.3%
Maserati	11	0.0%	15	0.0%	128	0.1%	224	0.1%	-26.7%	-42.9%
Mazda	2,870	11.1%	4,436	14.3%	27,821	12.5%	33,076	12.5%	-35.3%	-15.9%
McLaren	4	0.0%	7	0.0%	59	0.0%	60	0.0%	-42.9%	-1.7%
Mercedes-Benz Cars	1,367	5.3%	1,274	4.1%	12,958	5.8%	12,830	4.9%	7.3%	1.0%
Mercedes-Benz Vans	1	0.0%	4	0.0%	242	0.1%	696	0.3%	-75.0%	-65.2%
MG	369	1.4%	109	0.4%	2,522	1.1%	408	0.2%	238.5%	518.1%
MINI	210	0.8%	134	0.4%	1,623	0.7%	1,890	0.7%	56.7%	-14.1%
Mitsubishi	42	0.2%	452	1.5%	2,577	1.2%	5,120	1.9%	-90.7%	-49.7%
Morgan	1	0.0%	1	0.0%	9	0.0%	9	0.0%	0.0%	0.0%
Nissan	114	0.4%	28	0.1%	390	0.2%	245	0.1%	307.1%	59.2%
Peugeot	52	0.2%	62	0.2%	353	0.2%	350	0.1%	-16.1%	0.9%
Porsche	58	0.2%	55	0.2%	593	0.3%	720	0.3%	5.5%	-17.6%
Proton	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Renault	107	0.4%	159	0.5%	808	0.4%	1,452	0.6%	-32.7%	-44.4%
Rolls-Royce	3	0.0%	2	0.0%	24	0.0%	19	0.0%	50.0%	26.3%
Skoda	358	1.4%	414	1.3%	2,611	1.2%	2,844	1.1%	-13.5%	-8.2%
Ssangyong	1	0.0%	0	0.0%	1	0.0%	1	0.0%	-	0.0%
Subaru	790	3.1%	1,269	4.1%	4,939	2.2%	10,480	4.0%	-37.7%	-52.9%
Suzuki	620	2.4%	696	2.2%	5,823	2.6%	6,783	2.6%	-10.9%	-14.2%
Toyota	5,089	19.7%	5,694	18.4%	39,732	17.9%	43,745	16.6%	-10.6%	-9.2%
Volkswagen	1,878	7.3%	2,572	8.3%	15,980	7.2%	19,513	7.4%	-27.0%	-18.1%
Volvo Car	81	0.3%	58	0.2%	81	0.0%	825	0.3%	39.7%	-90.2%
Total Passenger	25,783	100.0%	30,940	100.0%	221,939	100.0%	263,837	100.0%	-16.7%	-15.9%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

SUV Small	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
SUV Small < \$40K										
Chery J11	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Citroen C3 Aircross	5	0.0%	0	0.0%	28	0.0%	0	0.0%	-	-
Citroen C4 Cactus	4	0.0%	4	0.0%	89	0.1%	64	0.1%	0.0%	39.1%
Fiat 500X	10	0.1%	17	0.2%	115	0.1%	171	0.2%	-41.2%	-32.7%
Ford EcoSport	29	0.3%	84	0.8%	329	0.4%	763	0.9%	-65.5%	-56.9%
Haval H2	97	1.0%	26	0.3%	496	0.6%	150	0.2%	273.1%	230.7%
Holden Trax	495	4.9%	550	5.5%	3,449	4.3%	4,041	4.9%	-10.0%	-14.6%
Honda HR-V	807	8.0%	820	8.2%	8,256	10.3%	8,275	10.0%	-1.6%	-0.2%
Hyundai Kona	919	9.2%	947	9.5%	8,493	10.5%	7,821	9.5%	-3.0%	8.6%
Hyundai Venue	21	0.2%	0	0.0%	21	0.0%	0	0.0%	-	-
Jeep Compass	52	0.5%	123	1.2%	629	0.8%	1,041	1.3%	-57.7%	-39.6%
Jeep Renegade	6	0.1%	11	0.1%	63	0.1%	121	0.1%	-45.5%	-47.9%
Mazda CX-3	1,097	10.9%	1,387	13.9%	10,138	12.6%	11,435	13.9%	-20.9%	-11.3%
MG MG ZS	319	3.2%	184	1.8%	2,355	2.9%	973	1.2%	73.4%	142.0%
Mitsubishi ASX	1,728	17.2%	1,543	15.5%	13,752	17.1%	12,596	15.3%	12.0%	9.2%
Mitsubishi Eclipse Cross	802	8.0%	703	7.0%	5,049	6.3%	4,602	5.6%	14.1%	9.7%
Nissan Juke	52	0.5%	48	0.5%	356	0.4%	464	0.6%	8.3%	-23.3%
Nissan Qashqai	1,206	12.0%	1,003	10.0%	7,702	9.6%	9,421	11.4%	20.2%	-18.2%
Peugeot 2008	14	0.1%	17	0.2%	130	0.2%	127	0.2%	-17.6%	2.4%
Renault Captur	25	0.2%	46	0.5%	229	0.3%	302	0.4%	-45.7%	-24.2%
Ssangyong Korando	3	0.0%	0	0.0%	3	0.0%	2	0.0%	-	50.0%
SsangYong Tivoli/Tivoli XLV	25	0.2%	0	0.0%	50	0.1%	0	0.0%	-	-
Subaru XV	767	7.6%	1,144	11.5%	6,872	8.5%	9,279	11.2%	-33.0%	-25.9%
Suzuki Ignis	79	0.8%	139	1.4%	868	1.1%	1,005	1.2%	-43.2%	-13.6%
Suzuki Jimny	119	1.2%	4	0.0%	983	1.2%	92	0.1%	>999%	968.5%
Suzuki S-Cross	54	0.5%	29	0.3%	358	0.4%	240	0.3%	86.2%	49.2%
Suzuki Vitara	437	4.4%	382	3.8%	3,373	4.2%	3,308	4.0%	14.4%	2.0%
Toyota C-HR	855	8.5%	772	7.7%	6,327	7.9%	6,203	7.5%	10.8%	2.0%
Volkswagen Tiguan (Gen 1)	0	0.0%	0	0.0%	0	0.0%	24	0.0%	-	-100.0%
Total SUV Small < \$40K	10,027	11.7%	9,983	10.5%	80,513	11.1%	82,521	10.5%	0.4%	-2.4%
SUV Small > \$40K										
Audi Q2	153	12.8%	92	7.2%	1,403	12.9%	1,274	11.7%	66.3%	10.1%
Audi Q3	0	0.0%	219	17.2%	214	2.0%	1,610	14.8%	-100.0%	-86.7%
BMW X1	249	20.9%	194	15.2%	1,826	16.8%	2,146	19.7%	28.4%	-14.9%
BMW X2	70	5.9%	86	6.7%	1,045	9.6%	775	7.1%	-18.6%	34.8%
Infiniti Q30/QX30	4	0.3%	18	1.4%	63	0.6%	143	1.3%	-77.8%	-55.9%
Jaguar E-Pace	80	6.7%	68	5.3%	701	6.5%	645	5.9%	17.6%	8.7%
Lexus UX	145	12.2%	0	0.0%	1,273	11.7%	0	0.0%	-	-
Mercedes-Benz GLA-Class	146	12.2%	269	21.1%	1,675	15.4%	2,750	25.2%	-45.7%	-39.1%
MINI Countryman	64	5.4%	64	5.0%	613	5.6%	757	6.9%	0.0%	-19.0%
Volvo XC40	281	23.6%	266	20.8%	2,041	18.8%	794	7.3%	5.6%	157.1%
Total SUV Small > \$40K	1,192	1.4%	1,276	1.3%	10,854	1.5%	10,894	1.4%	-6.6%	-0.4%
Total SUV Small	11,219	13.1%	11,259	11.8%	91,367	12.6%	93,415	11.9%	-0.4%	-2.2%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

SUV Medium	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
SUV Medium < \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen C5 Aircross	11	0.1%	0	0.0%	19	0.0%	0	0.0%	-	-
Ford Escape	213	1.5%	403	2.8%	2,460	2.1%	3,385	2.9%	-47.1%	-27.3%
Haval H6	40	0.3%	15	0.1%	262	0.2%	109	0.1%	166.7%	140.4%
Holden Equinox	306	2.2%	407	2.8%	3,740	3.2%	3,363	2.8%	-24.8%	11.2%
Honda CR-V	989	7.2%	1,147	7.9%	9,419	8.1%	11,247	9.5%	-13.8%	-16.3%
Hyundai Tucson	1,523	11.0%	1,998	13.7%	12,374	10.7%	13,768	11.6%	-23.8%	-10.1%
Jeep Cherokee	39	0.3%	63	0.4%	384	0.3%	387	0.3%	-38.1%	-0.8%
Kia Sportage	1,095	7.9%	1,086	7.4%	9,386	8.1%	9,387	7.9%	0.8%	0.0%
Mazda CX-5	1,797	13.0%	2,599	17.8%	17,913	15.5%	18,679	15.7%	-30.9%	-4.1%
MG MG GS	32	0.2%	39	0.3%	263	0.2%	203	0.2%	-17.9%	29.6%
Mitsubishi Outlander	1,343	9.7%	1,719	11.8%	11,901	10.3%	10,906	9.2%	-21.9%	9.1%
Nissan X-Trail	1,743	12.6%	1,910	13.1%	12,951	11.2%	14,037	11.8%	-8.7%	-7.7%
Peugeot 3008	174	1.3%	120	0.8%	724	0.6%	965	0.8%	45.0%	-25.0%
Peugeot 5008	84	0.6%	54	0.4%	373	0.3%	396	0.3%	55.6%	-5.8%
Renault Koleos	239	1.7%	258	1.8%	1,407	1.2%	2,186	1.8%	-7.4%	-35.6%
Skoda Karoq	86	0.6%	50	0.3%	811	0.7%	190	0.2%	72.0%	326.8%
Subaru Forester	1,321	9.6%	352	2.4%	9,988	8.6%	6,134	5.2%	275.3%	62.8%
Suzuki Grand Vitara	0	0.0%	70	0.5%	169	0.1%	636	0.5%	-100.0%	-73.4%
Toyota RAV4	2,006	14.5%	1,684	11.5%	15,884	13.7%	15,307	12.9%	19.1%	3.8%
Volkswagen Golf Alltrack	49	0.4%	62	0.4%	503	0.4%	678	0.6%	-21.0%	-25.8%
Volkswagen Tiguan	734	5.3%	545	3.7%	4,985	4.3%	6,691	5.6%	34.7%	-25.5%
Total SUV Medium < \$60K	13,824	16.1%	14,581	15.3%	115,916	16.0%	118,654	15.1%	-5.2%	-2.3%
SUV Medium > \$60K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo Stelvio	54	2.0%	40	1.7%	218	1.0%	222	1.0%	35.0%	-1.8%
Audi Q5	354	13.1%	73	3.1%	2,538	11.8%	2,458	11.0%	384.9%	3.3%
BMW X3	379	14.1%	387	16.2%	3,222	15.0%	3,667	16.4%	-2.1%	-12.1%
BMW X4	115	4.3%	113	4.7%	1,055	4.9%	859	3.8%	1.8%	22.8%
Jaguar F-Pace	41	1.5%	58	2.4%	394	1.8%	497	2.2%	-29.3%	-20.7%
Land Rover Discovery Sport	175	6.5%	212	8.9%	1,593	7.4%	2,055	9.2%	-17.5%	-22.5%
Land Rover Range Rover Evoque	146	5.4%	87	3.6%	1,192	5.6%	947	4.2%	67.8%	25.9%
Land Rover Range Rover Velar	93	3.5%	103	4.3%	789	3.7%	1,089	4.9%	-9.7%	-27.5%
Lexus NX	368	13.7%	263	11.0%	2,150	10.0%	2,686	12.0%	39.9%	-20.0%
Mercedes-Benz GLC-Class	463	17.2%	541	22.6%	4,069	19.0%	3,868	17.2%	-14.4%	5.2%
Mercedes-Benz GLC-Class Coupe	45	1.7%	103	4.3%	661	3.1%	687	3.1%	-56.3%	-3.8%
Porsche Macan	208	7.7%	159	6.6%	1,453	6.8%	1,557	6.9%	30.8%	-6.7%
Volvo XC60	253	9.4%	252	10.5%	2,123	9.9%	1,832	8.2%	0.4%	15.9%
Total SUV Medium > \$60K	2,694	3.1%	2,391	2.5%	21,457	3.0%	22,424	2.9%	12.7%	-4.3%
Total SUV Medium	16,518	19.3%	16,972	17.8%	137,373	19.0%	141,078	17.9%	-2.7%	-2.6%

NEW VEHICLE SALES BY SEGMENT AND MODEL
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SUV Large	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
SUV Large < \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Endura	189	2.3%	0	0.0%	1,424	2.0%	0	0.0%	-	-
Ford Everest	423	5.2%	492	4.8%	3,476	4.9%	3,627	4.7%	-14.0%	-4.2%
Ford Territory	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
Haval H8	0	0.0%	2	0.0%	1	0.0%	9	0.0%	-100.0%	-88.9%
Haval H9	31	0.4%	11	0.1%	192	0.3%	93	0.1%	181.8%	106.5%
Holden Acadia	223	2.7%	0	0.0%	1,917	2.7%	0	0.0%	-	-
Holden Captiva	0	0.0%	266	2.6%	171	0.2%	3,647	4.7%	-100.0%	-95.3%
Holden Trailblazer	294	3.6%	197	1.9%	1,816	2.5%	1,753	2.3%	49.2%	3.6%
Hyundai Santa Fe	506	6.2%	608	5.9%	4,130	5.8%	4,992	6.4%	-16.8%	-17.3%
Isuzu Ute MU-X	708	8.7%	706	6.9%	5,519	7.7%	5,819	7.5%	0.3%	-5.2%
Jeep Grand Cherokee	269	3.3%	300	2.9%	2,037	2.9%	2,920	3.8%	-10.3%	-30.2%
Jeep Wrangler	103	1.3%	90	0.9%	722	1.0%	768	1.0%	14.4%	-6.0%
Kia Sorento	254	3.1%	316	3.1%	2,563	3.6%	3,146	4.0%	-19.6%	-18.5%
LDV D90	21	0.3%	11	0.1%	131	0.2%	215	0.3%	90.9%	-39.1%
Mazda CX-8	176	2.2%	337	3.3%	1,802	2.5%	713	0.9%	-47.8%	152.7%
Mazda CX-9	560	6.9%	647	6.3%	4,905	6.9%	5,720	7.4%	-13.4%	-14.2%
Mitsubishi Pajero	237	2.9%	321	3.1%	1,892	2.7%	2,233	2.9%	-26.2%	-15.3%
Mitsubishi Pajero Sport	335	4.1%	577	5.6%	4,309	6.1%	4,404	5.7%	-41.9%	-2.2%
Nissan Pathfinder	170	2.1%	217	2.1%	1,713	2.4%	2,731	3.5%	-21.7%	-37.3%
Skoda Kodiaq	167	2.1%	161	1.6%	1,348	1.9%	996	1.3%	3.7%	35.3%
Ssangyong Rexton	74	0.9%	0	0.0%	110	0.2%	0	0.0%	-	-
Subaru Outback	675	8.3%	1,080	10.5%	5,400	7.6%	7,623	9.8%	-37.5%	-29.2%
Toyota FJ Cruiser	0	0.0%	0	0.0%	1	0.0%	0	0.0%	-	-
Toyota Fortuner	217	2.7%	391	3.8%	2,190	3.1%	2,321	3.0%	-44.5%	-5.6%
Toyota Kluger	792	9.8%	1,259	12.2%	7,301	10.3%	10,067	13.0%	-37.1%	-27.5%
Toyota Prado	1,392	17.2%	2,019	19.6%	12,890	18.1%	12,721	16.4%	-31.1%	1.3%
Volkswagen Passat Alltrack	13	0.2%	49	0.5%	197	0.3%	524	0.7%	-73.5%	-62.4%
Volkswagen Tiguan Allspace	282	3.5%	241	2.3%	3,063	4.3%	656	0.8%	17.0%	366.9%
Total SUV Large < \$70K	8,111	9.5%	10,298	10.8%	71,220	9.8%	77,701	9.9%	-21.2%	-8.3%
SUV Large > \$70K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q7	297	18.2%	113	8.6%	476	4.5%	1,502	12.1%	162.8%	-68.3%
BMW X5	288	17.7%	219	16.6%	2,278	21.4%	1,910	15.4%	31.5%	19.3%
BMW X6	4	0.2%	31	2.3%	126	1.2%	254	2.0%	-87.1%	-50.4%
Infiniti QX70	5	0.3%	8	0.6%	69	0.6%	35	0.3%	-37.5%	97.1%
Jaguar I-Pace	13	0.8%	0	0.0%	117	1.1%	0	0.0%	-	-
Land Rover Discovery	65	4.0%	136	10.3%	841	7.9%	1,306	10.5%	-52.2%	-35.6%
Land Rover Range Rover Sport	152	9.3%	158	12.0%	1,668	15.7%	1,737	14.0%	-3.8%	-4.0%
Lexus RX	130	8.0%	142	10.8%	1,265	11.9%	1,354	10.9%	-8.5%	-6.6%
Maserati Levante	25	1.5%	35	2.7%	216	2.0%	265	2.1%	-28.6%	-18.5%
Mercedes-Benz GLE-Class	289	17.8%	170	12.9%	840	7.9%	1,410	11.4%	70.0%	-40.4%
Mercedes-Benz GLE-Class Coupe	33	2.0%	69	5.2%	285	2.7%	535	4.3%	-52.2%	-46.7%
Porsche Cayenne	122	7.5%	68	5.2%	961	9.0%	533	4.3%	79.4%	80.3%
Volkswagen Touareg	128	7.9%	58	4.4%	654	6.2%	780	6.3%	120.7%	-16.2%
Volvo V90 CC	10	0.6%	5	0.4%	31	0.3%	33	0.3%	100.0%	-6.1%
Volvo XC90	67	4.1%	108	8.2%	802	7.5%	759	6.1%	-38.0%	5.7%
Total SUV Large > \$70K	1,628	1.9%	1,320	1.4%	10,629	1.5%	12,413	1.6%	23.3%	-14.4%
Total SUV Large	9,739	11.4%	11,618	12.2%	81,849	11.3%	90,114	11.5%	-16.2%	-9.2%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

SUV Upper Large	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
SUV Upper Large < \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Nissan Patrol Wagon	165	12.5%	121	9.8%	1,356	12.4%	922	8.9%	36.4%	47.1%
Toyota Landcruiser Wagon	1,160	87.5%	1,109	90.2%	9,621	87.6%	9,452	91.1%	4.6%	1.8%
Total SUV Upper Large < \$100K	1,325	1.5%	1,230	1.3%	10,977	1.5%	10,374	1.3%	7.7%	5.8%
SUV Upper Large > \$100K	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Audi Q8	59	24.7%	0	0.0%	318	16.8%	0	0.0%	-	-
Bentley Bentayga	3	1.3%	6	3.1%	47	2.5%	63	4.4%	-50.0%	-25.4%
BMW X7	75	31.4%	0	0.0%	381	20.1%	0	0.0%	-	-
Infiniti QX80	5	2.1%	4	2.1%	57	3.0%	54	3.8%	25.0%	5.6%
Lamborghini Urus	3	1.3%	0	0.0%	57	3.0%	0	0.0%	-	-
Land Rover Range Rover	26	10.9%	23	12.0%	264	13.9%	210	14.8%	13.0%	25.7%
Lexus LX	31	13.0%	20	10.4%	305	16.1%	253	17.8%	55.0%	20.6%
Mercedes-Benz G-Class	18	7.5%	2	1.0%	221	11.7%	58	4.1%	800.0%	281.0%
Mercedes-Benz GLS-Class	14	5.9%	125	65.1%	186	9.8%	757	53.2%	-88.8%	-75.4%
Mercedes-Benz G-Wagon	2	0.8%	12	6.3%	46	2.4%	28	2.0%	-83.3%	64.3%
Rolls-Royce Cullinan	3	1.3%	0	0.0%	14	0.7%	0	0.0%	-	-
Total SUV Upper Large > \$100K	239	0.3%	192	0.2%	1,896	0.3%	1,423	0.2%	24.5%	33.2%
Total SUV Upper Large	1,564	1.8%	1,422	1.5%	12,873	1.8%	11,797	1.5%	10.0%	9.1%
Total SUV < \$	33,287	38.9%	36,092	37.9%	278,626	38.5%	289,250	36.8%	-7.8%	-3.7%
Total SUV > \$	5,753	6.7%	5,179	5.4%	44,836	6.2%	47,154	6.0%	11.1%	-4.9%
Total SUV	39,040	45.6%	41,271	43.3%	323,462	44.7%	336,404	42.8%	-5.4%	-3.8%

NEW VEHICLE SALES BY MARQUE - SUV
AUGUST 2019

	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Alfa Romeo	54	0.1%	40	0.1%	218	0.1%	222	0.1%	35.0%	-1.8%
Audi	863	2.2%	497	1.2%	4,949	1.5%	6,844	2.0%	73.6%	-27.7%
Bentley	3	0.0%	6	0.0%	47	0.0%	63	0.0%	-50.0%	-25.4%
BMW	1,180	3.0%	1,030	2.5%	9,933	3.1%	9,611	2.9%	14.6%	3.4%
Chery	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Citroen	20	0.1%	4	0.0%	136	0.0%	64	0.0%	400.0%	112.5%
Fiat	10	0.0%	17	0.0%	115	0.0%	171	0.1%	-41.2%	-32.7%
Ford	854	2.2%	979	2.4%	7,689	2.4%	7,778	2.3%	-12.8%	-1.1%
Haval	168	0.4%	54	0.1%	951	0.3%	361	0.1%	211.1%	163.4%
Holden	1,318	3.4%	1,420	3.4%	11,093	3.4%	12,804	3.8%	-7.2%	-13.4%
Honda	1,796	4.6%	1,967	4.8%	17,675	5.5%	19,522	5.8%	-8.7%	-9.5%
Hyundai	2,969	7.6%	3,553	8.6%	25,018	7.7%	26,581	7.9%	-16.4%	-5.9%
Infiniti	14	0.0%	30	0.1%	189	0.1%	232	0.1%	-53.3%	-18.5%
Isuzu Ute	708	1.8%	706	1.7%	5,519	1.7%	5,819	1.7%	0.3%	-5.2%
Jaguar	134	0.3%	126	0.3%	1,212	0.4%	1,142	0.3%	6.3%	6.1%
Jeep	469	1.2%	587	1.4%	3,835	1.2%	5,237	1.6%	-20.1%	-26.8%
Kia	1,349	3.5%	1,402	3.4%	11,949	3.7%	12,533	3.7%	-3.8%	-4.7%
Lamborghini	3	0.0%	0	0.0%	57	0.0%	0	0.0%	-	-
Land Rover	657	1.7%	719	1.7%	6,347	2.0%	7,344	2.2%	-8.6%	-13.6%
LDV	21	0.1%	11	0.0%	131	0.0%	215	0.1%	90.9%	-39.1%
Lexus	674	1.7%	425	1.0%	4,993	1.5%	4,293	1.3%	58.6%	16.3%
Maserati	25	0.1%	35	0.1%	216	0.1%	265	0.1%	-28.6%	-18.5%
Mazda	3,630	9.3%	4,970	12.0%	34,758	10.7%	36,547	10.9%	-27.0%	-4.9%
Mercedes-Benz Cars	1,010	2.6%	1,291	3.1%	7,983	2.5%	10,093	3.0%	-21.8%	-20.9%
MG	351	0.9%	223	0.5%	2,618	0.8%	1,176	0.3%	57.4%	122.6%
MINI	64	0.2%	64	0.2%	613	0.2%	757	0.2%	0.0%	-19.0%
Mitsubishi	4,445	11.4%	4,863	11.8%	36,903	11.4%	34,741	10.3%	-8.6%	6.2%
Nissan	3,336	8.5%	3,299	8.0%	24,078	7.4%	27,575	8.2%	1.1%	-12.7%
Peugeot	272	0.7%	191	0.5%	1,227	0.4%	1,488	0.4%	42.4%	-17.5%
Porsche	330	0.8%	227	0.6%	2,414	0.7%	2,090	0.6%	45.4%	15.5%
Renault	264	0.7%	304	0.7%	1,636	0.5%	2,488	0.7%	-13.2%	-34.2%
Rolls-Royce	3	0.0%	0	0.0%	14	0.0%	0	0.0%	-	-
Skoda	253	0.6%	211	0.5%	2,159	0.7%	1,186	0.4%	19.9%	82.0%
Ssangyong	102	0.3%	0	0.0%	163	0.1%	2	0.0%	-	>999%
Subaru	2,763	7.1%	2,576	6.2%	22,260	6.9%	23,036	6.8%	7.3%	-3.4%
Suzuki	689	1.8%	624	1.5%	5,751	1.8%	5,281	1.6%	10.4%	8.9%
Toyota	6,422	16.4%	7,234	17.5%	54,214	16.8%	56,071	16.7%	-11.2%	-3.3%
Volkswagen	1,206	3.1%	955	2.3%	9,402	2.9%	9,353	2.8%	26.3%	0.5%
Volvo Car	611	1.6%	631	1.5%	4,997	1.5%	3,418	1.0%	-3.2%	46.2%
Total SUV	39,040	100.0%	41,271	100.0%	323,462	100.0%	336,404	100.0%	-5.4%	-3.8%

NEW VEHICLE SALES BY SEGMENT AND MODEL
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Light Commercial	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
Light Buses < 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Bus	0	0.0%	1	0.4%	0	0.0%	12	0.6%	-100.0%	-100.0%
LDV V80 Bus	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Mercedes-Benz Sprinter Bus	1	0.4%	16	6.6%	52	2.9%	135	6.5%	-93.8%	-61.5%
Renault Master Bus	29	10.5%	27	11.1%	93	5.2%	144	6.9%	7.4%	-35.4%
Toyota Hiace Bus	246	89.1%	199	81.9%	1,646	91.9%	1,792	86.0%	23.6%	-8.1%
Total Light Buses < 20 Seats	276	0.3%	243	0.3%	1,791	0.2%	2,084	0.3%	13.6%	-14.1%

Light Buses => 20 Seats	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Toyota Coaster	22	100.0%	25	100.0%	182	100.0%	175	100.0%	-12.0%	4.0%
Total Light Buses => 20 Seats	22	0.0%	25	0.0%	182	0.0%	175	0.0%	-12.0%	4.0%

Vans/CC <= 2.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen Berlingo	9	4.6%	32	12.4%	92	5.0%	160	7.4%	-71.9%	-42.5%
Fiat Doblo	8	4.1%	10	3.9%	48	2.6%	61	2.8%	-20.0%	-21.3%
Renault Kangoo	48	24.5%	64	24.7%	494	26.7%	545	25.2%	-25.0%	-9.4%
Suzuki APV	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Volkswagen Caddy Van	131	66.8%	153	59.1%	1,215	65.7%	1,398	64.6%	-14.4%	-13.1%
Total Vans/CC <= 2.5t	196	0.2%	259	0.3%	1,849	0.3%	2,165	0.3%	-24.3%	-14.6%

Vans/CC 2.5-3.5t	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen Dispatch	0	0.0%	0	0.0%	17	0.1%	0	0.0%	-	-
Ford Transit Custom	207	14.0%	178	11.2%	1,404	11.4%	1,327	9.9%	16.3%	5.8%
Hyundai iLOAD	359	24.3%	329	20.8%	2,916	23.6%	2,982	22.2%	9.1%	-2.2%
LDV G10	87	5.9%	113	7.1%	897	7.3%	914	6.8%	-23.0%	-1.9%
LDV V80	46	3.1%	26	1.6%	359	2.9%	280	2.1%	76.9%	28.2%
Mercedes-Benz Vito	2	0.1%	101	6.4%	280	2.3%	785	5.8%	-98.0%	-64.3%
Peugeot Expert	11	0.7%	0	0.0%	52	0.4%	0	0.0%	-	-
Renault Trafic	122	8.3%	136	8.6%	1,263	10.2%	1,275	9.5%	-10.3%	-0.9%
Toyota Hiace Van	491	33.2%	517	32.6%	3,978	32.2%	4,529	33.7%	-5.0%	-12.2%
Volkswagen Transporter	152	10.3%	185	11.7%	1,186	9.6%	1,364	10.1%	-17.8%	-13.0%
Total Vans/CC 2.5-3.5t	1,477	1.7%	1,585	1.7%	12,352	1.7%	13,456	1.7%	-6.8%	-8.2%

PU/CC 4X2	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X2	297	12.3%	432	13.9%	2,853	12.3%	3,672	14.0%	-31.3%	-22.3%
Great Wall Steed 4X2	68	2.8%	27	0.9%	555	2.4%	182	0.7%	151.9%	204.9%
Holden Colorado 4X2	146	6.0%	170	5.5%	1,321	5.7%	1,472	5.6%	-14.1%	-10.3%
Holden Utility 4X2	0	0.0%	4	0.1%	3	0.0%	337	1.3%	-100.0%	-99.1%
Isuzu Ute D-Max 4X2	365	15.1%	428	13.8%	3,371	14.5%	3,416	13.1%	-14.7%	-1.3%
LDV T60 4X2	0	0.0%	0	0.0%	0	0.0%	14	0.1%	-	-100.0%
Mazda BT-50 4X2	212	8.8%	448	14.4%	2,697	11.6%	3,217	12.3%	-52.7%	-16.2%
Mercedes-Benz X-Class 4X2	2	0.1%	0	0.0%	20	0.1%	16	0.1%	-	25.0%
Mitsubishi Triton 4X2	286	11.8%	214	6.9%	2,215	9.5%	2,071	7.9%	33.6%	7.0%
Nissan Navara 4X2	236	9.7%	296	9.5%	1,930	8.3%	2,248	8.6%	-20.3%	-14.1%
Toyota Hilux 4X2	803	33.2%	1,068	34.3%	8,261	35.5%	9,320	35.7%	-24.8%	-11.4%
Volkswagen Amarok 4X2	7	0.3%	25	0.8%	47	0.2%	176	0.7%	-72.0%	-73.3%
Total PU/CC 4X2	2,422	2.8%	3,112	3.3%	23,273	3.2%	26,141	3.3%	-22.2%	-11.0%

NEW VEHICLE SALES BY SEGMENT AND MODEL
AUGUST 2019

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Ranger 4X4	2,884	22.0%	3,083	22.1%	24,992	22.1%	24,899	21.6%	-6.5%	0.4%
Great Wall Steed 4X4	50	0.4%	44	0.3%	351	0.3%	280	0.2%	13.6%	25.4%
Holden Colorado 4X4	1,218	9.3%	1,269	9.1%	11,056	9.8%	11,032	9.6%	-4.0%	0.2%
Isuzu Ute D-Max 4X4	841	6.4%	1,033	7.4%	7,582	6.7%	8,484	7.4%	-18.6%	-10.6%
LDV T60 4X4	340	2.6%	318	2.3%	2,266	2.0%	1,875	1.6%	6.9%	20.9%
Mazda BT-50 4X4	579	4.4%	886	6.4%	5,613	5.0%	6,164	5.4%	-34.7%	-8.9%
Mercedes-Benz G-Wagon CC	3	0.0%	30	0.2%	21	0.0%	90	0.1%	-90.0%	-76.7%
Mercedes-Benz X-Class 4X4	148	1.1%	112	0.8%	1,331	1.2%	909	0.8%	32.1%	46.4%
Mitsubishi Triton 4X4	1,469	11.2%	1,538	11.0%	13,821	12.2%	14,914	13.0%	-4.5%	-7.3%
Nissan Navara 4X4	852	6.5%	817	5.9%	7,294	6.5%	8,359	7.3%	4.3%	-12.7%
RAM 1500 Express	102	0.8%	0	0.0%	626	0.6%	0	0.0%	-	-
RAM 1500 Laramie	176	1.3%	47	0.3%	886	0.8%	58	0.1%	274.5%	>999%
RAM 2500/3500 Laramie	25	0.2%	32	0.2%	169	0.1%	158	0.1%	-21.9%	7.0%
Ssangyong Musso/Musso XLV 4X4	132	1.0%	0	0.0%	192	0.2%	0	0.0%	-	-
Toyota Hilux 4X4	2,871	21.9%	3,207	23.0%	24,904	22.0%	25,104	21.8%	-10.5%	-0.8%
Toyota Landcruiser PU/CC	756	5.8%	889	6.4%	6,432	5.7%	6,866	6.0%	-15.0%	-6.3%
Volkswagen Amarok 4X4	674	5.1%	636	4.6%	5,519	4.9%	5,882	5.1%	6.0%	-6.2%
Total PU/CC 4X4	13,120	15.3%	13,941	14.6%	113,055	15.6%	115,074	14.6%	-5.9%	-1.8%
Total Light Commercial	17,513	20.5%	19,165	20.1%	152,502	21.1%	159,095	20.2%	-8.6%	-4.1%

NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
AUGUST 2019

	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen	9	0.1%	32	0.2%	109	0.1%	160	0.1%	-71.9%	-31.9%
Fiat Professional	8	0.0%	10	0.1%	48	0.0%	61	0.0%	-20.0%	-21.3%
Ford	3,388	19.3%	3,694	19.3%	29,249	19.2%	29,910	18.8%	-8.3%	-2.2%
Great Wall	118	0.7%	71	0.4%	906	0.6%	462	0.3%	66.2%	96.1%
Holden	1,364	7.8%	1,443	7.5%	12,380	8.1%	12,841	8.1%	-5.5%	-3.6%
Hyundai	359	2.0%	329	1.7%	2,916	1.9%	2,982	1.9%	9.1%	-2.2%
Isuzu Ute	1,206	6.9%	1,461	7.6%	10,953	7.2%	11,900	7.5%	-17.5%	-8.0%
LDV	473	2.7%	457	2.4%	3,522	2.3%	3,084	1.9%	3.5%	14.2%
Mazda	791	4.5%	1,334	7.0%	8,310	5.4%	9,381	5.9%	-40.7%	-11.4%
Mercedes-Benz Cars	3	0.0%	30	0.2%	21	0.0%	90	0.1%	-90.0%	-76.7%
Mercedes-Benz Vans	153	0.9%	229	1.2%	1,683	1.1%	1,845	1.2%	-33.2%	-8.8%
Mitsubishi	1,755	10.0%	1,752	9.1%	16,036	10.5%	16,985	10.7%	0.2%	-5.6%
Nissan	1,088	6.2%	1,113	5.8%	9,224	6.0%	10,607	6.7%	-2.2%	-13.0%
Peugeot	11	0.1%	0	0.0%	52	0.0%	0	0.0%	-	-
RAM	303	1.7%	79	0.4%	1,681	1.1%	216	0.1%	283.5%	678.2%
Renault	199	1.1%	227	1.2%	1,850	1.2%	1,964	1.2%	-12.3%	-5.8%
Ssangyong	132	0.8%	0	0.0%	192	0.1%	0	0.0%	-	-
Suzuki	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Toyota	5,189	29.6%	5,905	30.8%	45,403	29.8%	47,786	30.0%	-12.1%	-5.0%
Volkswagen	964	5.5%	999	5.2%	7,967	5.2%	8,820	5.5%	-3.5%	-9.7%
Total Light Commercial	17,513	100.0%	19,165	100.0%	152,502	100.0%	159,095	100.0%	-8.6%	-4.1%

Heavy Commercial	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
LD 3501-8000 kgs GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Fiat Ducato	114	6.8%	98	5.2%	638	5.4%	738	5.9%	16.3%	-13.6%
Ford Transit Heavy	74	4.4%	49	2.6%	694	5.8%	622	5.0%	51.0%	11.6%
Fuso Canter (LD)	155	9.3%	206	11.0%	1,273	10.7%	1,538	12.3%	-24.8%	-17.2%
Hino (LD)	229	13.7%	278	14.9%	1,690	14.2%	1,801	14.5%	-17.6%	-6.2%
Hyundai EX4	5	0.3%	10	0.5%	49	0.4%	41	0.3%	-50.0%	19.5%
Hyundai EX8	1	0.1%	2	0.1%	17	0.1%	8	0.1%	-50.0%	112.5%
Hyundai HD	0	0.0%	1	0.1%	2	0.0%	3	0.0%	-100.0%	-33.3%
Isuzu N-Series (LD)	381	22.9%	407	21.8%	2,867	24.1%	3,096	24.9%	-6.4%	-7.4%
Iveco C/C (LD)	95	5.7%	90	4.8%	697	5.9%	794	6.4%	5.6%	-12.2%
Iveco Van (LD)	10	0.6%	39	2.1%	162	1.4%	169	1.4%	-74.4%	-4.1%
Mercedes-Benz Sprinter	381	22.9%	456	24.4%	2,296	19.3%	2,209	17.7%	-16.4%	3.9%
Renault Master	170	10.2%	120	6.4%	957	8.1%	1,036	8.3%	41.7%	-7.6%
Volkswagen Crafter	52	3.1%	111	5.9%	544	4.6%	401	3.2%	-53.2%	35.7%
Total LD 3501-8000 kgs GVM	1,667	1.9%	1,867	2.0%	11,886	1.6%	12,456	1.6%	-10.7%	-4.6%
MD => 8001 GVM & GCM < 39001	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
DAF (MD)	3	0.5%	1	0.1%	18	0.4%	20	0.4%	200.0%	-10.0%
Dennis Eagle (MD)	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Freightliner (MD)	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Fuso Fighter (MD)	91	14.1%	111	15.4%	712	14.1%	734	13.7%	-18.0%	-3.0%
Hino (MD)	212	32.9%	174	24.1%	1,564	31.0%	1,448	27.0%	21.8%	8.0%
Isuzu N-Series (MD)	246	38.2%	281	39.0%	1,996	39.5%	2,129	39.8%	-12.5%	-6.2%
Iveco (MD)	7	1.1%	27	3.7%	75	1.5%	98	1.8%	-74.1%	-23.5%
MAN (MD)	52	8.1%	52	7.2%	451	8.9%	509	9.5%	0.0%	-11.4%
Mercedes (MD)	5	0.8%	27	3.7%	33	0.7%	67	1.3%	-81.5%	-50.7%
Scania (MD)	1	0.2%	0	0.0%	3	0.1%	1	0.0%	-	200.0%
UD Trucks (MD)	22	3.4%	47	6.5%	178	3.5%	316	5.9%	-53.2%	-43.7%
Volvo Truck (MD)	5	0.8%	1	0.1%	21	0.4%	30	0.6%	400.0%	-30.0%
Total MD => 8001 GVM & GCM < 39001	644	0.8%	721	0.8%	5,051	0.7%	5,354	0.7%	-10.7%	-5.7%
HD => 8001 GVM & GCM > 39000	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	0	0.0%	0	0.0%	0	0.0%	16	0.2%	-	-100.0%
DAF (HD)	40	4.1%	54	4.3%	284	3.4%	291	3.2%	-25.9%	-2.4%
Dennis Eagle (HD)	7	0.7%	0	0.0%	70	0.8%	44	0.5%	-	59.1%
Freightliner (HD)	28	2.8%	27	2.1%	198	2.3%	294	3.2%	3.7%	-32.7%
Fuso F-Series (HD)	34	3.4%	62	4.9%	324	3.8%	355	3.9%	-45.2%	-8.7%
Hino (HD)	39	4.0%	57	4.5%	381	4.5%	385	4.2%	-31.6%	-1.0%
Hyundai Xcient	2	0.2%	0	0.0%	2	0.0%	0	0.0%	-	-
International	6	0.6%	4	0.3%	39	0.5%	33	0.4%	50.0%	18.2%
Isuzu (HD)	115	11.7%	149	11.9%	1,001	11.9%	1,169	12.8%	-22.8%	-14.4%
Iveco (HD)	39	4.0%	35	2.8%	307	3.6%	386	4.2%	11.4%	-20.5%
Kenworth	170	17.2%	269	21.4%	1,511	17.9%	1,820	19.9%	-36.8%	-17.0%
Mack (HD)	77	7.8%	95	7.6%	711	8.4%	706	7.7%	-18.9%	0.7%
MAN (HD)	28	2.8%	36	2.9%	254	3.0%	329	3.6%	-22.2%	-22.8%
Mercedes (HD)	77	7.8%	100	8.0%	705	8.4%	763	8.3%	-23.0%	-7.6%
Scania (HD)	87	8.8%	60	4.8%	740	8.8%	578	6.3%	45.0%	28.0%
UD Trucks (HD)	35	3.5%	63	5.0%	263	3.1%	342	3.7%	-44.4%	-23.1%
Volvo Truck (HD)	180	18.3%	212	16.9%	1,458	17.3%	1,393	15.2%	-15.1%	4.7%
Western Star (HD)	22	2.2%	34	2.7%	195	2.3%	244	2.7%	-35.3%	-20.1%
Total HD => 8001 GVM & GCM > 39000	986	1.2%	1,257	1.3%	8,443	1.2%	9,148	1.2%	-21.6%	-7.7%
Total Heavy Commercial	3,297	3.9%	3,845	4.0%	25,380	3.5%	26,958	3.4%	-14.3%	-5.9%

NEW VEHICLE SALES BY MARQUE - HEAVY COMMERCIAL
AUGUST 2019

	Month				Year to Date				Variance +/- %	
	2019		2018		2019		2018		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Caterpillar	0	0.0%	0	0.0%	0	0.0%	16	0.1%	-	-100.0%
Daf	43	1.3%	55	1.4%	302	1.2%	311	1.2%	-21.8%	-2.9%
Dennis Eagle	7	0.2%	0	0.0%	70	0.3%	45	0.2%	-	55.6%
Fiat Professional	114	3.5%	98	2.5%	638	2.5%	738	2.7%	16.3%	-13.6%
Ford	74	2.2%	49	1.3%	694	2.7%	622	2.3%	51.0%	11.6%
Freightliner	28	0.8%	27	0.7%	198	0.8%	295	1.1%	3.7%	-32.9%
Fuso	280	8.5%	379	9.9%	2,309	9.1%	2,627	9.7%	-26.1%	-12.1%
Hino	480	14.6%	509	13.2%	3,635	14.3%	3,634	13.5%	-5.7%	0.0%
Hyundai Commercial Vehicles	8	0.2%	13	0.3%	70	0.3%	52	0.2%	-38.5%	34.6%
International	6	0.2%	4	0.1%	39	0.2%	33	0.1%	50.0%	18.2%
Isuzu	742	22.5%	837	21.8%	5,864	23.1%	6,394	23.7%	-11.4%	-8.3%
Iveco	151	4.6%	191	5.0%	1,241	4.9%	1,447	5.4%	-20.9%	-14.2%
Kenworth	170	5.2%	269	7.0%	1,511	6.0%	1,820	6.8%	-36.8%	-17.0%
Mack	77	2.3%	95	2.5%	711	2.8%	706	2.6%	-18.9%	0.7%
Man	80	2.4%	88	2.3%	705	2.8%	838	3.1%	-9.1%	-15.9%
Mercedes-Benz Trucks	82	2.5%	127	3.3%	738	2.9%	830	3.1%	-35.4%	-11.1%
Mercedes-Benz Vans	381	11.6%	456	11.9%	2,296	9.0%	2,209	8.2%	-16.4%	3.9%
Renault	170	5.2%	120	3.1%	957	3.8%	1,036	3.8%	41.7%	-7.6%
Scania	88	2.7%	60	1.6%	743	2.9%	579	2.1%	46.7%	28.3%
UD Trucks	57	1.7%	110	2.9%	441	1.7%	658	2.4%	-48.2%	-33.0%
Volkswagen	52	1.6%	111	2.9%	544	2.1%	401	1.5%	-53.2%	35.7%
Volvo Commercial	185	5.6%	213	5.5%	1,479	5.8%	1,423	5.3%	-13.1%	3.9%
Western Star	22	0.7%	34	0.9%	195	0.8%	244	0.9%	-35.3%	-20.1%
Total Heavy Commercial	3,297	100.0%	3,845	100.0%	25,380	100.0%	26,958	100.0%	-14.3%	-5.9%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2019

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Alfa Romeo								
Alfa Romeo 4C	5	1	18	18	4	0	400.0%	0.0%
Alfa Romeo Giulia	17	63	223	431	-46	-208	-73.0%	-48.3%
Alfa Romeo Giulietta	10	22	131	211	-12	-80	-54.5%	-37.9%
Alfa Romeo Stelvio	54	40	218	222	14	-4	35.0%	-1.8%
Alfa Romeo Total	86	126	590	882	-40	-292	-31.7%	-33.1%
Alpine								
Alpine A110	0	0	17	0	0	17	-	-
Alpine Total	0	0	17	0	0	17	-	-
Aston Martin								
Aston Martin Coupe/Conv	10	11	85	89	-1	-4	-9.1%	-4.5%
Aston Martin Sedan	0	1	0	3	-1	-3	-100.0%	-100.0%
Aston Martin Total	10	12	85	92	-2	-7	-16.7%	-7.6%
Audi								
Audi A1	0	76	201	758	-76	-557	-100.0%	-73.5%
Audi A3	257	264	2,244	2,816	-7	-572	-2.7%	-20.3%
Audi A3 Convertible	30	27	170	156	3	14	11.1%	9.0%
Audi A4	79	107	882	1,065	-28	-183	-26.2%	-17.2%
Audi A5	36	39	265	446	-3	-181	-7.7%	-40.6%
Audi A5 Sportback	58	35	535	494	23	41	65.7%	8.3%
Audi A6	15	5	32	188	10	-156	200.0%	-83.0%
Audi A7	7	2	75	86	5	-11	250.0%	-12.8%
Audi A8	3	4	28	20	-1	8	-25.0%	40.0%
Audi Q2	153	92	1,403	1,274	61	129	66.3%	10.1%
Audi Q3	0	219	214	1,610	-219	-1,396	-100.0%	-86.7%
Audi Q5	354	73	2,538	2,458	281	80	384.9%	3.3%
Audi Q7	297	113	476	1,502	184	-1,026	162.8%	-68.3%
Audi Q8	59	0	318	0	59	318	-	-
Audi R8	0	3	12	29	-3	-17	-100.0%	-58.6%
Audi TT	17	8	28	141	9	-113	112.5%	-80.1%
Audi Total	1,365	1,067	9,421	13,043	298	-3,622	27.9%	-27.8%
Bentley								
Bentley Bentayga	3	6	47	63	-3	-16	-50.0%	-25.4%
Bentley Coupe/Conv	13	4	79	19	9	60	225.0%	315.8%
Bentley Sedan	0	1	3	10	-1	-7	-100.0%	-70.0%
Bentley Total	16	11	129	92	5	37	45.5%	40.2%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
BMW								
BMW 1 Series	155	186	1,627	1,745	-31	-118	-16.7%	-6.8%
BMW 2 Series	4	9	24	87	-5	-63	-55.6%	-72.4%
BMW 2 Series Coupe/Conv	56	75	669	948	-19	-279	-25.3%	-29.4%
BMW 3 Series	232	301	1,864	2,177	-69	-313	-22.9%	-14.4%
BMW 3 Series Gran Turismo	0	7	25	35	-7	-10	-100.0%	-28.6%
BMW 4 Series Coupe/Conv	46	56	408	512	-10	-104	-17.9%	-20.3%
BMW 4 Series Gran Coupe	23	24	309	390	-1	-81	-4.2%	-20.8%
BMW 5 Series	96	52	776	525	44	251	84.6%	47.8%
BMW 5 Series Gran Turismo	0	0	0	9	0	-9	-	-100.0%
BMW 6 Series	5	2	11	47	3	-36	150.0%	-76.6%
BMW 6 Series GT	24	8	42	75	16	-33	200.0%	-44.0%
BMW 7 Series	8	3	93	99	5	-6	166.7%	-6.1%
BMW 8 Series	7	0	60	0	7	60	-	-
BMW i3	10	6	57	81	4	-24	66.7%	-29.6%
BMW i8	0	1	10	11	-1	-1	-100.0%	-9.1%
BMW X1	249	194	1,826	2,146	55	-320	28.4%	-14.9%
BMW X2	70	86	1,045	775	-16	270	-18.6%	34.8%
BMW X3	379	387	3,222	3,667	-8	-445	-2.1%	-12.1%
BMW X4	115	113	1,055	859	2	196	1.8%	22.8%
BMW X5	288	219	2,278	1,910	69	368	31.5%	19.3%
BMW X6	4	31	126	254	-27	-128	-87.1%	-50.4%
BMW X7	75	0	381	0	75	381	-	-
BMW Z4	14	0	97	0	14	97	-	-
BMW Total	1,860	1,760	16,005	16,352	100	-347	5.7%	-2.1%
Caterpillar								
Caterpillar	0	0	0	16	0	-16	-	-100.0%
Caterpillar Total	0	0	0	16	0	-16	-	-100.0%
Chery								
Chery J11	0	0	0	1	0	-1	-	-100.0%
Chery Total	0	0	0	1	0	-1	-	-100.0%
Chrysler								
Chrysler 300	26	10	219	169	16	50	160.0%	29.6%
Chrysler Total	26	10	219	169	16	50	160.0%	29.6%
Citroen								
Citroen Berlingo	9	32	92	160	-23	-68	-71.9%	-42.5%
Citroen C3	7	12	47	96	-5	-49	-41.7%	-51.0%
Citroen C3 Aircross	5	0	28	0	5	28	-	-
Citroen C4 Cactus	4	4	89	64	0	25	0.0%	39.1%
Citroen C4 Grand Picasso	0	1	0	16	-1	-16	-100.0%	-100.0%
Citroen C5 Aircross	11	0	19	0	11	19	-	-
Citroen Dispatch	0	0	17	0	0	17	-	-
Citroen DS4	0	0	0	1	0	-1	-	-100.0%
Citroen Total	36	49	292	337	-13	-45	-26.5%	-13.4%
Daf								
DAF (HD)	40	54	284	291	-14	-7	-25.9%	-2.4%
DAF (MD)	3	1	18	20	2	-2	200.0%	-10.0%
Daf Total	43	55	302	311	-12	-9	-21.8%	-2.9%
Dennis Eagle								
Dennis Eagle (HD)	7	0	70	44	7	26	-	59.1%
Dennis Eagle (MD)	0	0	0	1	0	-1	-	-100.0%
Dennis Eagle Total	7	0	70	45	7	25	-	55.6%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Ferrari								
Ferrari Coupe/Conv	35	19	182	154	16	28	84.2%	18.2%
Ferrari Total	35	19	182	154	16	28	84.2%	18.2%
Fiat								
Abarth 124 Spider	15	9	72	105	6	-33	66.7%	-31.4%
Fiat 500/Abarth	51	62	527	534	-11	-7	-17.7%	-1.3%
Fiat 500X	10	17	115	171	-7	-56	-41.2%	-32.7%
Fiat Panda	0	0	0	1	0	-1	-	-100.0%
Fiat Total	76	88	714	811	-12	-97	-13.6%	-12.0%
Fiat Professional								
Fiat Doblo	8	10	48	61	-2	-13	-20.0%	-21.3%
Fiat Ducato	114	98	638	738	16	-100	16.3%	-13.6%
Fiat Professional Total	122	108	686	799	14	-113	13.0%	-14.1%
Ford								
Ford EcoSport	29	84	329	763	-55	-434	-65.5%	-56.9%
Ford Endura	189	0	1,424	0	189	1,424	-	-
Ford Escape	213	403	2,460	3,385	-190	-925	-47.1%	-27.3%
Ford Everest	423	492	3,476	3,627	-69	-151	-14.0%	-4.2%
Ford Falcon	0	0	0	5	0	-5	-	-100.0%
Ford Fiesta	0	18	1	518	-18	-517	-100.0%	-99.8%
Ford Focus	333	358	2,733	3,505	-25	-772	-7.0%	-22.0%
Ford Mondeo	38	128	522	1,346	-90	-824	-70.3%	-61.2%
Ford Mustang	229	736	2,933	4,202	-507	-1,269	-68.9%	-30.2%
Ford Ranger 4X2	297	432	2,853	3,672	-135	-819	-31.3%	-22.3%
Ford Ranger 4X4	2,884	3,083	24,992	24,899	-199	93	-6.5%	0.4%
Ford Territory	0	0	0	3	0	-3	-	-100.0%
Ford Transit Bus	0	1	0	12	-1	-12	-100.0%	-100.0%
Ford Transit Custom	207	178	1,404	1,327	29	77	16.3%	5.8%
Ford Transit Heavy	74	49	694	622	25	72	51.0%	11.6%
Ford Total	4,916	5,962	43,821	47,886	-1,046	-4,065	-17.5%	-8.5%
Freightliner								
Freightliner (HD)	28	27	198	294	1	-96	3.7%	-32.7%
Freightliner (MD)	0	0	0	1	0	-1	-	-100.0%
Freightliner Total	28	27	198	295	1	-97	3.7%	-32.9%
Fuso								
Fuso Canter (LD)	155	206	1,273	1,538	-51	-265	-24.8%	-17.2%
Fuso Fighter (MD)	91	111	712	734	-20	-22	-18.0%	-3.0%
Fuso F-Series (HD)	34	62	324	355	-28	-31	-45.2%	-8.7%
Fuso Total	280	379	2,309	2,627	-99	-318	-26.1%	-12.1%
Genesis								
Genesis G70	7	0	43	0	7	43	-	-
Genesis G80	12	0	36	5	12	31	-	620.0%
Genesis Total	19	0	79	5	19	74	-	>999%
Great Wall								
Great Wall Steed 4X2	68	27	555	182	41	373	151.9%	204.9%
Great Wall Steed 4X4	50	44	351	280	6	71	13.6%	25.4%
Great Wall Total	118	71	906	462	47	444	66.2%	96.1%
Haval								
Haval H2	97	26	496	150	71	346	273.1%	230.7%
Haval H6	40	15	262	109	25	153	166.7%	140.4%
Haval H8	0	2	1	9	-2	-8	-100.0%	-88.9%
Haval H9	31	11	192	93	20	99	181.8%	106.5%
Haval Total	168	54	951	361	114	590	211.1%	163.4%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Hino								
Hino (HD)	39	57	381	385	-18	-4	-31.6%	-1.0%
Hino (LD)	229	278	1,690	1,801	-49	-111	-17.6%	-6.2%
Hino (MD)	212	174	1,564	1,448	38	116	21.8%	8.0%
Hino Total	480	509	3,635	3,634	-29	1	-5.7%	0.0%
Holden								
Holden Acadia	223	0	1,917	0	223	1,917	-	-
Holden Astra	378	571	3,630	5,657	-193	-2,027	-33.8%	-35.8%
Holden Astra Sport	0	0	0	2	0	-2	-	-100.0%
Holden Barina	0	229	26	2,329	-229	-2,303	-100.0%	-98.9%
Holden Caprice	0	0	0	35	0	-35	-	-100.0%
Holden Captiva	0	266	171	3,647	-266	-3,476	-100.0%	-95.3%
Holden Cascada	0	0	0	3	0	-3	-	-100.0%
Holden Colorado 4X2	146	170	1,321	1,472	-24	-151	-14.1%	-10.3%
Holden Colorado 4X4	1,218	1,269	11,056	11,032	-51	24	-4.0%	0.2%
Holden Commodore	509	682	4,220	6,623	-173	-2,403	-25.4%	-36.3%
Holden Equinox	306	407	3,740	3,363	-101	377	-24.8%	11.2%
Holden Spark	0	11	3	603	-11	-600	-100.0%	-99.5%
Holden Trailblazer	294	197	1,816	1,753	97	63	49.2%	3.6%
Holden Trax	495	550	3,449	4,041	-55	-592	-10.0%	-14.6%
Holden Utility 4X2	0	4	3	337	-4	-334	-100.0%	-99.1%
Holden Total	3,569	4,356	31,352	40,897	-787	-9,545	-18.1%	-23.3%
Honda								
Honda Accord	5	18	97	125	-13	-28	-72.2%	-22.4%
Honda City	31	56	468	591	-25	-123	-44.6%	-20.8%
Honda Civic	774	923	7,303	9,510	-149	-2,207	-16.1%	-23.2%
Honda CR-V	989	1,147	9,419	11,247	-158	-1,828	-13.8%	-16.3%
Honda HR-V	807	820	8,256	8,275	-13	-19	-1.6%	-0.2%
Honda Jazz	329	393	4,137	4,916	-64	-779	-16.3%	-15.8%
Honda NSX	0	0	2	2	0	0	-	0.0%
Honda Odyssey	132	129	1,124	1,343	3	-219	2.3%	-16.3%
Honda Total	3,067	3,486	30,806	36,009	-419	-5,203	-12.0%	-14.4%
Hyundai								
Hyundai Accent	725	1,357	8,361	10,842	-632	-2,481	-46.6%	-22.9%
Hyundai Elantra	208	235	1,893	2,886	-27	-993	-11.5%	-34.4%
Hyundai Genesis	0	0	0	1	0	-1	-	-100.0%
Hyundai i30	2,813	2,323	19,441	19,481	490	-40	21.1%	-0.2%
Hyundai i40	0	78	9	588	-78	-579	-100.0%	-98.5%
Hyundai iLOAD	359	329	2,916	2,982	30	-66	9.1%	-2.2%
Hyundai iMAX	83	60	589	445	23	144	38.3%	32.4%
Hyundai Ioniq	24	0	330	97	24	233	-	240.2%
Hyundai Kona	919	947	8,493	7,821	-28	672	-3.0%	8.6%
Hyundai Santa Fe	506	608	4,130	4,992	-102	-862	-16.8%	-17.3%
Hyundai Sonata	119	70	667	682	49	-15	70.0%	-2.2%
Hyundai Tucson	1,523	1,998	12,374	13,768	-475	-1,394	-23.8%	-10.1%
Hyundai Veloster	20	1	20	425	19	-405	>999%	-95.3%
Hyundai Venue	21	0	21	0	21	21	-	-
Hyundai Total	7,320	8,006	59,244	65,010	-686	-5,766	-8.6%	-8.9%
Hyundai Commercial Vehicles								
Hyundai EX4	5	10	49	41	-5	8	-50.0%	19.5%
Hyundai EX8	1	2	17	8	-1	9	-50.0%	112.5%
Hyundai HD	0	1	2	3	-1	-1	-100.0%	-33.3%
Hyundai Xcient	2	0	2	0	2	2	-	-
Hyundai Commercial Vehicles Total	8	13	70	52	-5	18	-38.5%	34.6%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Infiniti								
Infiniti Q30/QX30	4	18	63	143	-14	-80	-77.8%	-55.9%
Infiniti Q50	19	59	132	144	-40	-12	-67.8%	-8.3%
Infiniti Q60	2	6	65	63	-4	2	-66.7%	3.2%
Infiniti Q70	0	0	0	6	0	-6	-	-100.0%
Infiniti QX70	5	8	69	35	-3	34	-37.5%	97.1%
Infiniti QX80	5	4	57	54	1	3	25.0%	5.6%
Infiniti Total	35	95	386	445	-60	-59	-63.2%	-13.3%
International								
International	6	4	39	33	2	6	50.0%	18.2%
International Total	6	4	39	33	2	6	50.0%	18.2%
Isuzu								
Isuzu (HD)	115	149	1,001	1,169	-34	-168	-22.8%	-14.4%
Isuzu N-Series (LD)	381	407	2,867	3,096	-26	-229	-6.4%	-7.4%
Isuzu N-Series (MD)	246	281	1,996	2,129	-35	-133	-12.5%	-6.2%
Isuzu Total	742	837	5,864	6,394	-95	-530	-11.4%	-8.3%
Isuzu Ute								
Isuzu Ute D-Max 4X2	365	428	3,371	3,416	-63	-45	-14.7%	-1.3%
Isuzu Ute D-Max 4X4	841	1,033	7,582	8,484	-192	-902	-18.6%	-10.6%
Isuzu Ute MU-X	708	706	5,519	5,819	2	-300	0.3%	-5.2%
Isuzu Ute Total	1,914	2,167	16,472	17,719	-253	-1,247	-11.7%	-7.0%
Iveco								
Iveco (HD)	39	35	307	386	4	-79	11.4%	-20.5%
Iveco (MD)	7	27	75	98	-20	-23	-74.1%	-23.5%
Iveco C/C (LD)	95	90	697	794	5	-97	5.6%	-12.2%
Iveco Van (LD)	10	39	162	169	-29	-7	-74.4%	-4.1%
Iveco Total	151	191	1,241	1,447	-40	-206	-20.9%	-14.2%
Jaguar								
Jaguar E-Pace	80	68	701	645	12	56	17.6%	8.7%
Jaguar F-Pace	41	58	394	497	-17	-103	-29.3%	-20.7%
Jaguar F-Type	4	8	81	67	-4	14	-50.0%	20.9%
Jaguar I-Pace	13	0	117	0	13	117	-	-
Jaguar XE	46	31	293	290	15	3	48.4%	1.0%
Jaguar XF	12	29	41	107	-17	-66	-58.6%	-61.7%
Jaguar XJ Series	2	2	11	14	0	-3	0.0%	-21.4%
Jaguar Total	198	196	1,638	1,620	2	18	1.0%	1.1%
Jeep								
Jeep Cherokee	39	63	384	387	-24	-3	-38.1%	-0.8%
Jeep Compass	52	123	629	1,041	-71	-412	-57.7%	-39.6%
Jeep Grand Cherokee	269	300	2,037	2,920	-31	-883	-10.3%	-30.2%
Jeep Renegade	6	11	63	121	-5	-58	-45.5%	-47.9%
Jeep Wrangler	103	90	722	768	13	-46	14.4%	-6.0%
Jeep Total	469	587	3,835	5,237	-118	-1,402	-20.1%	-26.8%
Kenworth								
Kenworth	170	269	1,511	1,820	-99	-309	-36.8%	-17.0%
Kenworth Total	170	269	1,511	1,820	-99	-309	-36.8%	-17.0%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Kia								
Kia Carnival	500	578	4,473	4,358	-78	115	-13.5%	2.6%
Kia Cerato	1,686	1,491	14,782	13,151	195	1,631	13.1%	12.4%
Kia Optima	42	56	313	399	-14	-86	-25.0%	-21.6%
Kia Picanto	450	357	3,906	3,540	93	366	26.1%	10.3%
Kia Rio	463	572	4,482	4,675	-109	-193	-19.1%	-4.1%
Kia Rondo	0	9	4	45	-9	-41	-100.0%	-91.1%
Kia Rondo 5-seat	0	8	2	41	-8	-39	-100.0%	-95.1%
Kia Sorento	254	316	2,563	3,146	-62	-583	-19.6%	-18.5%
Kia Soul	0	22	55	246	-22	-191	-100.0%	-77.6%
Kia Sportage	1,095	1,086	9,386	9,387	9	-1	0.8%	0.0%
Kia Stinger	172	125	1,266	1,383	47	-117	37.6%	-8.5%
Kia Total	4,662	4,620	41,232	40,371	42	861	0.9%	2.1%
Lamborghini								
Lamborghini Coupe/Conv	3	11	48	89	-8	-41	-72.7%	-46.1%
Lamborghini Urus	3	0	57	0	3	57	-	-
Lamborghini Total	6	11	105	89	-5	16	-45.5%	18.0%
Land Rover								
Land Rover Discovery	65	136	841	1,306	-71	-465	-52.2%	-35.6%
Land Rover Discovery Sport	175	212	1,593	2,055	-37	-462	-17.5%	-22.5%
Land Rover Range Rover	26	23	264	210	3	54	13.0%	25.7%
Land Rover Range Rover Evoque	146	87	1,192	947	59	245	67.8%	25.9%
Land Rover Range Rover Sport	152	158	1,668	1,737	-6	-69	-3.8%	-4.0%
Land Rover Range Rover Velar	93	103	789	1,089	-10	-300	-9.7%	-27.5%
Land Rover Total	657	719	6,347	7,344	-62	-997	-8.6%	-13.6%
LDV								
LDV D90	21	11	131	215	10	-84	90.9%	-39.1%
LDV G10	87	113	897	914	-26	-17	-23.0%	-1.9%
LDV G10 Wagon	70	45	557	562	25	-5	55.6%	-0.9%
LDV T60 4X2	0	0	0	14	0	-14	-	-100.0%
LDV T60 4X4	340	318	2,266	1,875	22	391	6.9%	20.9%
LDV V80	46	26	359	280	20	79	76.9%	28.2%
LDV V80 Bus	0	0	0	1	0	-1	-	-100.0%
LDV Total	564	513	4,210	3,861	51	349	9.9%	9.0%
Lexus								
Lexus CT200H	9	32	134	413	-23	-279	-71.9%	-67.6%
Lexus ES	41	23	406	141	18	265	78.3%	187.9%
Lexus GS	2	7	20	59	-5	-39	-71.4%	-66.1%
Lexus IS	59	93	598	788	-34	-190	-36.6%	-24.1%
Lexus LC	4	11	18	64	-7	-46	-63.6%	-71.9%
Lexus LS	4	3	22	61	1	-39	33.3%	-63.9%
Lexus LX	31	20	305	253	11	52	55.0%	20.6%
Lexus NX	368	263	2,150	2,686	105	-536	39.9%	-20.0%
Lexus RC	24	25	182	240	-1	-58	-4.0%	-24.2%
Lexus RX	130	142	1,265	1,354	-12	-89	-8.5%	-6.6%
Lexus UX	145	0	1,273	0	145	1,273	-	-
Lexus Total	817	619	6,373	6,059	198	314	32.0%	5.2%
Lotus								
Lotus Elise	1	1	9	15	0	-6	0.0%	-40.0%
Lotus Evora	0	0	7	8	0	-1	-	-12.5%
Lotus Exige	2	3	23	13	-1	10	-33.3%	76.9%
Lotus Total	3	4	39	36	-1	3	-25.0%	8.3%
Mack								
Mack (HD)	77	95	711	706	-18	5	-18.9%	0.7%
Mack Total	77	95	711	706	-18	5	-18.9%	0.7%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Man								
MAN (HD)	28	36	254	329	-8	-75	-22.2%	-22.8%
MAN (MD)	52	52	451	509	0	-58	0.0%	-11.4%
Man Total	80	88	705	838	-8	-133	-9.1%	-15.9%
Maserati								
Maserati Coupe/Conv	3	5	16	45	-2	-29	-40.0%	-64.4%
Maserati Ghibli	8	8	100	148	0	-48	0.0%	-32.4%
Maserati Levante	25	35	216	265	-10	-49	-28.6%	-18.5%
Maserati Quattroporte	0	2	12	31	-2	-19	-100.0%	-61.3%
Maserati Total	36	50	344	489	-14	-145	-28.0%	-29.7%
Mazda								
Mazda BT-50 4X2	212	448	2,697	3,217	-236	-520	-52.7%	-16.2%
Mazda BT-50 4X4	579	886	5,613	6,164	-307	-551	-34.7%	-8.9%
Mazda CX-3	1,097	1,387	10,138	11,435	-290	-1,297	-20.9%	-11.3%
Mazda CX-5	1,797	2,599	17,913	18,679	-802	-766	-30.9%	-4.1%
Mazda CX-8	176	337	1,802	713	-161	1,089	-47.8%	152.7%
Mazda CX-9	560	647	4,905	5,720	-87	-815	-13.4%	-14.2%
Mazda MX5	33	44	349	586	-11	-237	-25.0%	-40.4%
Mazda2	637	1,134	6,419	7,748	-497	-1,329	-43.8%	-17.2%
Mazda3	1,999	2,969	19,108	22,502	-970	-3,394	-32.7%	-15.1%
Mazda6	201	289	1,945	2,240	-88	-295	-30.4%	-13.2%
Mazda Total	7,291	10,740	70,889	79,004	-3,449	-8,115	-32.1%	-10.3%
McLaren								
McLaren Coupe/Conv	4	7	59	60	-3	-1	-42.9%	-1.7%
McLaren Total	4	7	59	60	-3	-1	-42.9%	-1.7%
Mercedes-Benz Cars								
Mercedes-AMG GT 4D	12	0	44	0	12	44	-	-
Mercedes-AMG GT Cpe/Conv	4	13	77	136	-9	-59	-69.2%	-43.4%
Mercedes-Benz A-Class	326	419	3,354	2,893	-93	461	-22.2%	15.9%
Mercedes-Benz B-Class	92	59	560	626	33	-66	55.9%	-10.5%
Mercedes-Benz C-Class	423	197	4,593	3,723	226	870	114.7%	23.4%
Mercedes-Benz C-Class Cpe/Conv	173	90	1,596	1,246	83	350	92.2%	28.1%
Mercedes-Benz CLA-Class	172	263	1,022	2,295	-91	-1,273	-34.6%	-55.5%
Mercedes-Benz CLS-Class	11	18	159	27	-7	132	-38.9%	488.9%
Mercedes-Benz E-Class	86	102	859	1,007	-16	-148	-15.7%	-14.7%
Mercedes-Benz E-Class Cpe/Conv	51	68	412	488	-17	-76	-25.0%	-15.6%
Mercedes-Benz G-Class	18	2	221	58	16	163	800.0%	281.0%
Mercedes-Benz GLA-Class	146	269	1,675	2,750	-123	-1,075	-45.7%	-39.1%
Mercedes-Benz GLC-Class	463	541	4,069	3,868	-78	201	-14.4%	5.2%
Mercedes-Benz GLC-Class Coupe	45	103	661	687	-58	-26	-56.3%	-3.8%
Mercedes-Benz GLE-Class	289	170	840	1,410	119	-570	70.0%	-40.4%
Mercedes-Benz GLE-Class Coupe	33	69	285	535	-36	-250	-52.2%	-46.7%
Mercedes-Benz GLS-Class	14	125	186	757	-111	-571	-88.8%	-75.4%
Mercedes-Benz G-Wagon	2	12	46	28	-10	18	-83.3%	64.3%
Mercedes-Benz G-Wagon CC	3	30	21	90	-27	-69	-90.0%	-76.7%
Mercedes-Benz S-Class	7	20	123	198	-13	-75	-65.0%	-37.9%
Mercedes-Benz S-Class Cpe/Conv	1	9	49	52	-8	-3	-88.9%	-5.8%
Mercedes-Benz SL-Class	7	14	90	122	-7	-32	-50.0%	-26.2%
Mercedes-Benz SL-Class	2	2	20	17	0	3	0.0%	17.6%
Mercedes-Benz Cars Total	2,380	2,595	20,962	23,013	-215	-2,051	-8.3%	-8.9%
Mercedes-Benz Trucks								
Mercedes (HD)	77	100	705	763	-23	-58	-23.0%	-7.6%
Mercedes (MD)	5	27	33	67	-22	-34	-81.5%	-50.7%
Mercedes-Benz Trucks Total	82	127	738	830	-45	-92	-35.4%	-11.1%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Mercedes-Benz Vans								
Mercedes-Benz Marco Polo	0	0	17	49	0	-32	-	-65.3%
Mercedes-Benz Sprinter	381	456	2,296	2,209	-75	87	-16.4%	3.9%
Mercedes-Benz Sprinter Bus	1	16	52	135	-15	-83	-93.8%	-61.5%
Mercedes-Benz Valente	0	2	79	287	-2	-208	-100.0%	-72.5%
Mercedes-Benz V-Class	1	2	146	360	-1	-214	-50.0%	-59.4%
Mercedes-Benz Vito	2	101	280	785	-99	-505	-98.0%	-64.3%
Mercedes-Benz X-Class 4X2	2	0	20	16	2	4	-	25.0%
Mercedes-Benz X-Class 4X4	148	112	1,331	909	36	422	32.1%	46.4%
Mercedes-Benz Vans Total	535	689	4,221	4,750	-154	-529	-22.4%	-11.1%
MG								
MG MG GS	32	39	263	203	-7	60	-17.9%	29.6%
MG MG ZS	319	184	2,355	973	135	1,382	73.4%	142.0%
MG MG3	369	77	2,412	149	292	2,263	379.2%	>999%
MG MG6 Plus	0	32	110	259	-32	-149	-100.0%	-57.5%
MG Total	720	332	5,140	1,584	388	3,556	116.9%	224.5%
MINI								
MINI Cabrio	21	10	169	205	11	-36	110.0%	-17.6%
MINI Clubman	17	29	185	331	-12	-146	-41.4%	-44.1%
MINI Countryman	64	64	613	757	0	-144	0.0%	-19.0%
MINI Hatch	172	95	1,269	1,354	77	-85	81.1%	-6.3%
MINI Total	274	198	2,236	2,647	76	-411	38.4%	-15.5%
Mitsubishi								
Mitsubishi ASX	1,728	1,543	13,752	12,596	185	1,156	12.0%	9.2%
Mitsubishi Eclipse Cross	802	703	5,049	4,602	99	447	14.1%	9.7%
Mitsubishi Lancer	17	400	2,180	4,463	-383	-2,283	-95.8%	-51.2%
Mitsubishi Mirage	25	52	397	657	-27	-260	-51.9%	-39.6%
Mitsubishi Outlander	1,343	1,719	11,901	10,906	-376	995	-21.9%	9.1%
Mitsubishi Pajero	237	321	1,892	2,233	-84	-341	-26.2%	-15.3%
Mitsubishi Pajero Sport	335	577	4,309	4,404	-242	-95	-41.9%	-2.2%
Mitsubishi Triton 4X2	286	214	2,215	2,071	72	144	33.6%	7.0%
Mitsubishi Triton 4X4	1,469	1,538	13,821	14,914	-69	-1,093	-4.5%	-7.3%
Mitsubishi Total	6,242	7,067	55,516	56,846	-825	-1,330	-11.7%	-2.3%
Morgan								
Morgan Aero	0	1	2	3	-1	-1	-100.0%	-33.3%
Morgan Classics	1	0	7	6	1	1	-	16.7%
Morgan Total	1	1	9	9	0	0	0.0%	0.0%
Nissan								
Nissan 370Z	15	22	143	207	-7	-64	-31.8%	-30.9%
Nissan GT-R	1	6	21	38	-5	-17	-83.3%	-44.7%
Nissan Juke	52	48	356	464	4	-108	8.3%	-23.3%
Nissan Leaf	98	0	226	0	98	226	-	-
Nissan Navara 4X2	236	296	1,930	2,248	-60	-318	-20.3%	-14.1%
Nissan Navara 4X4	852	817	7,294	8,359	35	-1,065	4.3%	-12.7%
Nissan Pathfinder	170	217	1,713	2,731	-47	-1,018	-21.7%	-37.3%
Nissan Patrol Wagon	165	121	1,356	922	44	434	36.4%	47.1%
Nissan Qashqai	1,206	1,003	7,702	9,421	203	-1,719	20.2%	-18.2%
Nissan X-Trail	1,743	1,910	12,951	14,037	-167	-1,086	-8.7%	-7.7%
Nissan Total	4,538	4,440	33,692	38,427	98	-4,735	2.2%	-12.3%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Peugeot								
Peugeot 2008	14	17	130	127	-3	3	-17.6%	2.4%
Peugeot 208	4	27	53	128	-23	-75	-85.2%	-58.6%
Peugeot 3008	174	120	724	965	54	-241	45.0%	-25.0%
Peugeot 308	24	35	269	220	-11	49	-31.4%	22.3%
Peugeot 5008	84	54	373	396	30	-23	55.6%	-5.8%
Peugeot 508	24	0	31	2	24	29	-	>999%
Peugeot Expert	11	0	52	0	11	52	-	-
Peugeot Total	335	253	1,632	1,838	82	-206	32.4%	-11.2%
Porsche								
Porsche 911	30	29	392	370	1	22	3.4%	5.9%
Porsche Boxster	5	6	65	88	-1	-23	-16.7%	-26.1%
Porsche Cayenne	122	68	961	533	54	428	79.4%	80.3%
Porsche Cayman	16	17	92	177	-1	-85	-5.9%	-48.0%
Porsche Macan	208	159	1,453	1,557	49	-104	30.8%	-6.7%
Porsche Panamera	7	3	44	85	4	-41	133.3%	-48.2%
Porsche Total	388	282	3,007	2,810	106	197	37.6%	7.0%
Proton								
Proton Exora	0	0	0	1	0	-1	-	-100.0%
Proton Total	0	0	0	1	0	-1	-	-100.0%
RAM								
RAM 1500 Express	102	0	626	0	102	626	-	-
RAM 1500 Laramie	176	47	886	58	129	828	274.5%	>999%
RAM 2500/3500 Laramie	25	32	169	158	-7	11	-21.9%	7.0%
RAM Total	303	79	1,681	216	224	1,465	283.5%	678.2%
Renault								
Renault Captur	25	46	229	302	-21	-73	-45.7%	-24.2%
Renault Clio	76	44	552	669	32	-117	72.7%	-17.5%
Renault Kangoo	48	64	494	545	-16	-51	-25.0%	-9.4%
Renault Koleos	239	258	1,407	2,186	-19	-779	-7.4%	-35.6%
Renault Master	170	120	957	1,036	50	-79	41.7%	-7.6%
Renault Master Bus	29	27	93	144	2	-51	7.4%	-35.4%
Renault Megane	4	102	24	732	-98	-708	-96.1%	-96.7%
Renault Sport Megane	25	5	227	12	20	215	400.0%	>999%
Renault Trafic	122	136	1,263	1,275	-14	-12	-10.3%	-0.9%
Renault Zoe	2	8	5	39	-6	-34	-75.0%	-87.2%
Renault Total	740	810	5,251	6,940	-70	-1,689	-8.6%	-24.3%
Rolls-Royce								
Rolls-Royce Coupe/Conv	1	1	15	13	0	2	0.0%	15.4%
Rolls-Royce Cullinan	3	0	14	0	3	14	-	-
Rolls-Royce Sedan	2	1	9	6	1	3	100.0%	50.0%
Rolls-Royce Total	6	2	38	19	4	19	200.0%	100.0%
Scania								
Scania (HD)	87	60	740	578	27	162	45.0%	28.0%
Scania (MD)	1	0	3	1	1	2	-	200.0%
Scania Total	88	60	743	579	28	164	46.7%	28.3%
Skoda								
Skoda Fabia	55	107	487	590	-52	-103	-48.6%	-17.5%
Skoda Karoq	86	50	811	190	36	621	72.0%	326.8%
Skoda Kodiaq	167	161	1,348	996	6	352	3.7%	35.3%
Skoda Octavia	180	183	1,237	1,351	-3	-114	-1.6%	-8.4%
Skoda Rapid	20	62	182	292	-42	-110	-67.7%	-37.7%
Skoda Superb	103	62	705	611	41	94	66.1%	15.4%
Skoda Total	611	625	4,770	4,030	-14	740	-2.2%	18.4%

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Ssangyong								
Ssangyong Korando	3	0	3	2	3	1	-	50.0%
Ssangyong Musso/Musso XLV 4X4	132	0	192	0	132	192	-	-
Ssangyong Rexton	74	0	110	0	74	110	-	-
Ssangyong Stavic	1	0	1	1	1	0	-	0.0%
SsangYong Tivoli/Tivoli XLV	25	0	50	0	25	50	-	-
Ssangyong Total	235	0	356	3	235	353	-	>999%
Subaru								
Subaru BRZ	46	65	245	518	-19	-273	-29.2%	-52.7%
Subaru Forester	1,321	352	9,988	6,134	969	3,854	275.3%	62.8%
Subaru Impreza	455	860	3,125	6,789	-405	-3,664	-47.1%	-54.0%
Subaru Levorg	16	34	140	516	-18	-376	-52.9%	-72.9%
Subaru Liberty	179	145	757	1,142	34	-385	23.4%	-33.7%
Subaru Outback	675	1,080	5,400	7,623	-405	-2,223	-37.5%	-29.2%
Subaru WRX	94	165	672	1,515	-71	-843	-43.0%	-55.6%
Subaru XV	767	1,144	6,872	9,279	-377	-2,407	-33.0%	-25.9%
Subaru Total	3,553	3,845	27,199	33,516	-292	-6,317	-7.6%	-18.8%
Suzuki								
Suzuki APV	0	0	0	1	0	-1	-	-100.0%
Suzuki Baleno	150	151	957	1,285	-1	-328	-0.7%	-25.5%
Suzuki Celerio	0	0	0	3	0	-3	-	-100.0%
Suzuki Grand Vitara	0	70	169	636	-70	-467	-100.0%	-73.4%
Suzuki Ignis	79	139	868	1,005	-60	-137	-43.2%	-13.6%
Suzuki Jimny	119	4	983	92	115	891	>999%	968.5%
Suzuki S-Cross	54	29	358	240	25	118	86.2%	49.2%
Suzuki Swift	470	545	4,866	5,495	-75	-629	-13.8%	-11.4%
Suzuki Vitara	437	382	3,373	3,308	55	65	14.4%	2.0%
Suzuki Total	1,309	1,320	11,574	12,065	-11	-491	-0.8%	-4.1%
Toyota								
Toyota 86	63	70	398	688	-7	-290	-10.0%	-42.2%
Toyota Aurion	0	1	0	143	-1	-143	-100.0%	-100.0%
Toyota Camry	1,290	1,604	10,828	10,417	-314	411	-19.6%	3.9%
Toyota C-HR	855	772	6,327	6,203	83	124	10.8%	2.0%
Toyota Coaster	22	25	182	175	-3	7	-12.0%	4.0%
Toyota Corolla	2,863	3,033	21,126	24,770	-170	-3,644	-5.6%	-14.7%
Toyota FJ Cruiser	0	0	1	0	0	1	-	-
Toyota Fortuner	217	391	2,190	2,321	-174	-131	-44.5%	-5.6%
Toyota Hiace Bus	246	199	1,646	1,792	47	-146	23.6%	-8.1%
Toyota Hiace Van	491	517	3,978	4,529	-26	-551	-5.0%	-12.2%
Toyota Hilux 4X2	803	1,068	8,261	9,320	-265	-1,059	-24.8%	-11.4%
Toyota Hilux 4X4	2,871	3,207	24,904	25,104	-336	-200	-10.5%	-0.8%
Toyota Kluger	792	1,259	7,301	10,067	-467	-2,766	-37.1%	-27.5%
Toyota Landcruiser PU/CC	756	889	6,432	6,866	-133	-434	-15.0%	-6.3%
Toyota Landcruiser Wagon	1,160	1,109	9,621	9,452	51	169	4.6%	1.8%
Toyota Prado	1,392	2,019	12,890	12,721	-627	169	-31.1%	1.3%
Toyota Prius	29	21	133	170	8	-37	38.1%	-21.8%
Toyota Prius C	35	50	280	352	-15	-72	-30.0%	-20.5%
Toyota Prius V	19	30	250	258	-11	-8	-36.7%	-3.1%
Toyota RAV4	2,006	1,684	15,884	15,307	322	577	19.1%	3.8%
Toyota Tarago	46	64	399	474	-18	-75	-28.1%	-15.8%
Toyota Yaris	744	821	6,318	6,473	-77	-155	-9.4%	-2.4%
Toyota Total	16,700	18,833	139,349	147,602	-2,133	-8,253	-11.3%	-5.6%
UD Trucks								
UD Trucks (HD)	35	63	263	342	-28	-79	-44.4%	-23.1%
UD Trucks (MD)	22	47	178	316	-25	-138	-53.2%	-43.7%
UD Trucks Total	57	110	441	658	-53	-217	-48.2%	-33.0%

NEW VEHICLE SALES BY MARQUE & MODEL
AUGUST 2019

	Month		YTD		Variance +/- Vol. & %			
	2019	2018	2019	2018	MTH	YTD	MTH	YTD
Volkswagen								
Volkswagen Amarok 4X2	7	25	47	176	-18	-129	-72.0%	-73.3%
Volkswagen Amarok 4X4	674	636	5,519	5,882	38	-363	6.0%	-6.2%
Volkswagen Arteon	34	54	285	497	-20	-212	-37.0%	-42.7%
Volkswagen Caddy	29	19	213	145	10	68	52.6%	46.9%
Volkswagen Caddy Van	131	153	1,215	1,398	-22	-183	-14.4%	-13.1%
Volkswagen Caravelle	10	14	62	74	-4	-12	-28.6%	-16.2%
Volkswagen CC	0	0	0	8	0	-8	-	-100.0%
Volkswagen Crafter	52	111	544	401	-59	143	-53.2%	35.7%
Volkswagen Golf	1,112	1,553	9,971	13,660	-441	-3,689	-28.4%	-27.0%
Volkswagen Golf Alltrack	49	62	503	678	-13	-175	-21.0%	-25.8%
Volkswagen Jetta	0	0	45	73	0	-28	-	-38.4%
Volkswagen Multivan	53	95	674	757	-42	-83	-44.2%	-11.0%
Volkswagen Passat	135	208	795	1,248	-73	-453	-35.1%	-36.3%
Volkswagen Passat Alltrack	13	49	197	524	-36	-327	-73.5%	-62.4%
Volkswagen Polo	505	629	3,935	3,051	-124	884	-19.7%	29.0%
Volkswagen Tiguan	734	545	4,985	6,691	189	-1,706	34.7%	-25.5%
Volkswagen Tiguan (Gen 1)	0	0	0	24	0	-24	-	-100.0%
Volkswagen Tiguan Allspace	282	241	3,063	656	41	2,407	17.0%	366.9%
Volkswagen Touareg	128	58	654	780	70	-126	120.7%	-16.2%
Volkswagen Transporter	152	185	1,186	1,364	-33	-178	-17.8%	-13.0%
Volkswagen Total	4,100	4,637	33,893	38,087	-537	-4,194	-11.6%	-11.0%
Volvo Car								
Volvo S60	38	0	38	34	38	4	-	11.8%
Volvo S90	0	9	0	75	-9	-75	-100.0%	-100.0%
Volvo V40	0	42	0	500	-42	-500	-100.0%	-100.0%
Volvo V40 Cross Country	0	7	0	158	-7	-158	-100.0%	-100.0%
Volvo V60	43	0	43	35	43	8	-	22.9%
Volvo V60 Cross Country	0	0	0	23	0	-23	-	-100.0%
Volvo V90 CC	10	5	31	33	5	-2	100.0%	-6.1%
Volvo XC40	281	266	2,041	794	15	1,247	5.6%	157.1%
Volvo XC60	253	252	2,123	1,832	1	291	0.4%	15.9%
Volvo XC90	67	108	802	759	-41	43	-38.0%	5.7%
Volvo Car Total	692	689	5,078	4,243	3	835	0.4%	19.7%
Volvo Commercial								
Volvo Truck (HD)	180	212	1,458	1,393	-32	65	-15.1%	4.7%
Volvo Truck (MD)	5	1	21	30	4	-9	400.0%	-30.0%
Volvo Commercial Total	185	213	1,479	1,423	-28	56	-13.1%	3.9%
Western Star								
Western Star (HD)	22	34	195	244	-12	-49	-35.3%	-20.1%
Western Star Total	22	34	195	244	-12	-49	-35.3%	-20.1%
TOTAL	85,633	95,221	723,283	786,294	-9,588	-63,011	-10.1%	-8.0%