

VFACTS NATIONAL 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% |

Copyright © 2012. Reproduction of VFACTS™ Reports in whole or in part without the prior permission of Federal Chamber of Automotive Industries is strictly forbidden.

For information on Report content and segmentation criteria, please visit www.fcai.com.au
For subscription enquiries email: vfacts@fcai.com.au

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 | MTH | YTD |
| Passenger | 42,555 | 43,521 | 42,555 | 43,521 | -966 | -966 | -2.2 | -2.2 |
| SUV | 22,123 | 17,050 | 22,123 | 17,050 | 5,073 | 5,073 | 29.8 | 29.8 |
| Light Commercial | 10,403 | 11,700 | 10,403 | 11,700 | -1,297 | -1,297 | -11.1 | -11.1 |
| Heavy Commercial | 1,702 | 1,313 | 1,702 | 1,313 | 389 | 389 | 29.6 | 29.6 |
| Total Market | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3 | 4.3 |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-------------------------|---------------|---------------|---------------|---------------|-----------------------|--------------|------------|------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Light | 9,688 | 12,197 | 9,688 | 12,197 | -2,509 | -2,509 | -20.6 | -20.6 |
| Small | 19,367 | 19,439 | 19,367 | 19,439 | -72 | -72 | -0.4 | -0.4 |
| Medium | 6,356 | 4,707 | 6,356 | 4,707 | 1,649 | 1,649 | 35.0 | 35.0 |
| Large | 4,713 | 5,056 | 4,713 | 5,056 | -343 | -343 | -6.8 | -6.8 |
| Upper Large | 145 | 250 | 145 | 250 | -105 | -105 | -42.0 | -42.0 |
| People Movers | 952 | 783 | 952 | 783 | 169 | 169 | 21.6 | 21.6 |
| Sports | 1,334 | 1,089 | 1,334 | 1,089 | 245 | 245 | 22.5 | 22.5 |
| SUV Small | 4,194 | 2,607 | 4,194 | 2,607 | 1,587 | 1,587 | 60.9 | 60.9 |
| SUV Medium | 8,068 | 6,391 | 8,068 | 6,391 | 1,677 | 1,677 | 26.2 | 26.2 |
| SUV Large | 8,369 | 6,892 | 8,369 | 6,892 | 1,477 | 1,477 | 21.4 | 21.4 |
| SUV Upper Large | 1,492 | 1,160 | 1,492 | 1,160 | 332 | 332 | 28.6 | 28.6 |
| Light Buses < 20 Seats | 189 | 164 | 189 | 164 | 25 | 25 | 15.2 | 15.2 |
| Light Buses => 20 Seats | 103 | 41 | 103 | 41 | 62 | 62 | 151.2 | 151.2 |
| Vans/CC <= 2.5t | 164 | 142 | 164 | 142 | 22 | 22 | 15.5 | 15.5 |
| Vans/CC 2.5-3.5t | 1,211 | 1,123 | 1,211 | 1,123 | 88 | 88 | 7.8 | 7.8 |
| PU/CC 4X2 | 2,611 | 3,407 | 2,611 | 3,407 | -796 | -796 | -23.4 | -23.4 |
| PU/CC 4X4 | 6,125 | 6,823 | 6,125 | 6,823 | -698 | -698 | -10.2 | -10.2 |
| Heavy Commercial | 1,702 | 1,313 | 1,702 | 1,313 | 389 | 389 | 29.6 | 29.6 |
| Total Market | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3 | 4.3 |

Percentage Mix

| | Month | | YTD | | Yr to Yr change +/- | |
|---------------------|--------------|--------------|--------------|--------------|---------------------|------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD |
| Passenger | 55.4 | 59.1 | 55.4 | 59.1 | -3.7 | -3.7 |
| SUV | 28.8 | 23.2 | 28.8 | 23.2 | 5.6 | 5.6 |
| Light Commercial | 13.5 | 15.9 | 13.5 | 15.9 | -2.4 | -2.4 |
| Heavy Commercial | 2.2 | 1.8 | 2.2 | 1.8 | 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 | 12.6 | 16.6 | 12.6 | 16.6 | -4.0 | -4.0 |
| Small | 25.2 | 26.4 | 25.2 | 26.4 | -1.2 | -1.2 |
| Medium | 8.3 | 6.4 | 8.3 | 6.4 | 1.9 | 1.9 |
| Large | 6.1 | 6.9 | 6.1 | 6.9 | -0.7 | -0.7 |
| Upper Large | 0.2 | 0.3 | 0.2 | 0.3 | -0.2 | -0.2 |
| People Movers | 1.2 | 1.1 | 1.2 | 1.1 | 0.2 | 0.2 |
| Sports | 1.7 | 1.5 | 1.7 | 1.5 | 0.3 | 0.3 |
| SUV Small | 5.5 | 3.5 | 5.5 | 3.5 | 1.9 | 1.9 |
| SUV Medium | 10.5 | 8.7 | 10.5 | 8.7 | 1.8 | 1.8 |
| SUV Large | 10.9 | 9.4 | 10.9 | 9.4 | 1.5 | 1.5 |
| SUV Upper Large | 1.9 | 1.6 | 1.9 | 1.6 | 0.4 | 0.4 |
| Light Buses < 20 Seats | 0.2 | 0.2 | 0.2 | 0.2 | 0.0 | 0.0 |
| Light Buses => 20 Seats | 0.1 | 0.1 | 0.1 | 0.1 | 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 | 1.6 | 1.5 | 1.6 | 1.5 | 0.1 | 0.1 |
| PU/CC 4X2 | 3.4 | 4.6 | 3.4 | 4.6 | -1.2 | -1.2 |
| PU/CC 4X4 | 8.0 | 9.3 | 8.0 | 9.3 | -1.3 | -1.3 |
| Heavy Commercial | 2.2 | 1.8 | 2.2 | 1.8 | 0.4 | 0.4 |
| Total Market | 100.0 | 100.0 | 100.0 | 100.0 | 0.0 | 0.0 |

VFACTS
National

NEW VEHICLE SALES BY MARQUE
JANUARY 2012

| Total Market | Month | | YTD | | Variance +/- Vol. & % | | | |
|------------------|---------------|---------------|---------------|---------------|-----------------------|--------------|-------------|-------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Alfa Romeo | 69 | 88 | 69 | 88 | -19 | -19 | -21.6% | -21.6% |
| Aston Martin | 6 | 9 | 6 | 9 | -3 | -3 | -33.3% | -33.3% |
| Audi | 1,334 | 1,477 | 1,334 | 1,477 | -143 | -143 | -9.7% | -9.7% |
| Bentley | 4 | 6 | 4 | 6 | -2 | -2 | -33.3% | -33.3% |
| BMW | 1,213 | 1,007 | 1,213 | 1,007 | 206 | 206 | 20.5% | 20.5% |
| Chery | 90 | 0 | 90 | 0 | 90 | 90 | - | - |
| Chrysler | 7 | 157 | 7 | 157 | -150 | -150 | -95.5% | -95.5% |
| Citroen | 125 | 80 | 125 | 80 | 45 | 45 | 56.3% | 56.3% |
| Dodge | 121 | 193 | 121 | 193 | -72 | -72 | -37.3% | -37.3% |
| Ferrari | 10 | 12 | 10 | 12 | -2 | -2 | -16.7% | -16.7% |
| Fiat | 98 | 95 | 98 | 95 | 3 | 3 | 3.2% | 3.2% |
| Ford | 5,838 | 6,413 | 5,838 | 6,413 | -575 | -575 | -9.0% | -9.0% |
| Great Wall | 868 | 518 | 868 | 518 | 350 | 350 | 67.6% | 67.6% |
| Holden | 9,061 | 8,385 | 9,061 | 8,385 | 676 | 676 | 8.1% | 8.1% |
| Honda | 1,579 | 2,227 | 1,579 | 2,227 | -648 | -648 | -29.1% | -29.1% |
| Hummer | 0 | 2 | 0 | 2 | -2 | -2 | -100.0% | -100.0% |
| Hyundai | 6,513 | 6,410 | 6,513 | 6,410 | 103 | 103 | 1.6% | 1.6% |
| Isuzu Ute | 370 | 364 | 370 | 364 | 6 | 6 | 1.6% | 1.6% |
| Jaguar | 63 | 50 | 63 | 50 | 13 | 13 | 26.0% | 26.0% |
| Jeep | 1,082 | 393 | 1,082 | 393 | 689 | 689 | 175.3% | 175.3% |
| Kia | 2,276 | 1,830 | 2,276 | 1,830 | 446 | 446 | 24.4% | 24.4% |
| Lamborghini | 4 | 4 | 4 | 4 | 0 | 0 | 0.0% | 0.0% |
| Land Rover | 648 | 442 | 648 | 442 | 206 | 206 | 46.6% | 46.6% |
| Lexus | 437 | 409 | 437 | 409 | 28 | 28 | 6.8% | 6.8% |
| Lotus | 11 | 2 | 11 | 2 | 9 | 9 | 450.0% | 450.0% |
| Maserati | 10 | 9 | 10 | 9 | 1 | 1 | 11.1% | 11.1% |
| Mazda | 8,479 | 7,200 | 8,479 | 7,200 | 1,279 | 1,279 | 17.8% | 17.8% |
| Mercedes-Benz | 1,205 | 967 | 1,205 | 967 | 238 | 238 | 24.6% | 24.6% |
| MINI | 152 | 142 | 152 | 142 | 10 | 10 | 7.0% | 7.0% |
| Mitsubishi | 4,566 | 4,537 | 4,566 | 4,537 | 29 | 29 | 0.6% | 0.6% |
| Morgan | 2 | 3 | 2 | 3 | -1 | -1 | -33.3% | -33.3% |
| Nissan | 5,358 | 4,876 | 5,358 | 4,876 | 482 | 482 | 9.9% | 9.9% |
| Peugeot | 306 | 342 | 306 | 342 | -36 | -36 | -10.5% | -10.5% |
| Porsche | 157 | 157 | 157 | 157 | 0 | 0 | 0.0% | 0.0% |
| Proton | 87 | 136 | 87 | 136 | -49 | -49 | -36.0% | -36.0% |
| Renault | 204 | 137 | 204 | 137 | 67 | 67 | 48.9% | 48.9% |
| Rolls-Royce | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Saab | 5 | 0 | 5 | 0 | 5 | 5 | - | - |
| Skoda | 153 | 110 | 153 | 110 | 43 | 43 | 39.1% | 39.1% |
| Smart | 15 | 7 | 15 | 7 | 8 | 8 | 114.3% | 114.3% |
| Ssangyong | 82 | 63 | 82 | 63 | 19 | 19 | 30.2% | 30.2% |
| Subaru | 3,205 | 3,531 | 3,205 | 3,531 | -326 | -326 | -9.2% | -9.2% |
| Suzuki | 1,667 | 2,111 | 1,667 | 2,111 | -444 | -444 | -21.0% | -21.0% |
| Toyota | 14,065 | 14,817 | 14,065 | 14,817 | -752 | -752 | -5.1% | -5.1% |
| Volkswagen | 3,366 | 2,408 | 3,366 | 2,408 | 958 | 958 | 39.8% | 39.8% |
| Volvo Car | 474 | 371 | 474 | 371 | 103 | 103 | 27.8% | 27.8% |
| Caterpillar | 17 | 5 | 17 | 5 | 12 | 12 | 240.0% | 240.0% |
| Daf | 10 | 5 | 10 | 5 | 5 | 5 | 100.0% | 100.0% |
| Dennis Eagle | 9 | 0 | 9 | 0 | 9 | 9 | - | - |
| Foton | 10 | 0 | 10 | 0 | 10 | 10 | - | - |
| Freightliner | 15 | 30 | 15 | 30 | -15 | -15 | -50.0% | -50.0% |
| Hino | 264 | 253 | 264 | 253 | 11 | 11 | 4.3% | 4.3% |
| Hyundai Trucks | 13 | 14 | 13 | 14 | -1 | -1 | -7.1% | -7.1% |
| International | 5 | 3 | 5 | 3 | 2 | 2 | 66.7% | 66.7% |
| Isuzu | 397 | 282 | 397 | 282 | 115 | 115 | 40.8% | 40.8% |
| Iveco | 107 | 97 | 107 | 97 | 10 | 10 | 10.3% | 10.3% |
| Kenworth | 124 | 100 | 124 | 100 | 24 | 24 | 24.0% | 24.0% |
| Mack | 30 | 36 | 30 | 36 | -6 | -6 | -16.7% | -16.7% |
| Man | 36 | 16 | 36 | 16 | 20 | 20 | 125.0% | 125.0% |
| Mitsubishi Fuso | 207 | 109 | 207 | 109 | 98 | 98 | 89.9% | 89.9% |
| Nissan UD | 0 | 37 | 0 | 37 | -37 | -37 | -100.0% | -100.0% |
| Scania | 16 | 16 | 16 | 16 | 0 | 0 | 0.0% | 0.0% |
| Volvo Commercial | 78 | 39 | 78 | 39 | 39 | 39 | 100.0% | 100.0% |
| Western Star | 59 | 45 | 59 | 45 | 14 | 14 | 31.1% | 31.1% |
| Total | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3% | 4.3% |

VFACTS
National

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 | -0.03 | -0.03 |
| Aston Martin | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Audi | 1.7 | 2.0 | 1.7 | 2.0 | -0.27 | -0.27 |
| Bentley | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| BMW | 1.6 | 1.4 | 1.6 | 1.4 | 0.21 | 0.21 |
| Chery | 0.1 | 0.0 | 0.1 | 0.0 | 0.12 | 0.12 |
| Chrysler | 0.0 | 0.2 | 0.0 | 0.2 | -0.20 | -0.20 |
| Citroen | 0.2 | 0.1 | 0.2 | 0.1 | 0.05 | 0.05 |
| Dodge | 0.2 | 0.3 | 0.2 | 0.3 | -0.10 | -0.10 |
| Ferrari | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Fiat | 0.1 | 0.1 | 0.1 | 0.1 | 0.00 | 0.00 |
| Ford | 7.6 | 8.7 | 7.6 | 8.7 | -1.11 | -1.11 |
| Great Wall | 1.1 | 0.7 | 1.1 | 0.7 | 0.43 | 0.43 |
| Holden | 11.8 | 11.4 | 11.8 | 11.4 | 0.41 | 0.41 |
| Honda | 2.1 | 3.0 | 2.1 | 3.0 | -0.97 | -0.97 |
| Hummer | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Hyundai | 8.5 | 8.7 | 8.5 | 8.7 | -0.23 | -0.23 |
| Isuzu Ute | 0.5 | 0.5 | 0.5 | 0.5 | -0.01 | -0.01 |
| Jaguar | 0.1 | 0.1 | 0.1 | 0.1 | 0.01 | 0.01 |
| Jeep | 1.4 | 0.5 | 1.4 | 0.5 | 0.88 | 0.88 |
| Kia | 3.0 | 2.5 | 3.0 | 2.5 | 0.48 | 0.48 |
| Lamborghini | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Land Rover | 0.8 | 0.6 | 0.8 | 0.6 | 0.24 | 0.24 |
| Lexus | 0.6 | 0.6 | 0.6 | 0.6 | 0.01 | 0.01 |
| Lotus | 0.0 | 0.0 | 0.0 | 0.0 | 0.01 | 0.01 |
| Maserati | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Mazda | 11.0 | 9.8 | 11.0 | 9.8 | 1.26 | 1.26 |
| Mercedes-Benz | 1.6 | 1.3 | 1.6 | 1.3 | 0.26 | 0.26 |
| MINI | 0.2 | 0.2 | 0.2 | 0.2 | 0.00 | 0.00 |
| Mitsubishi | 5.9 | 6.2 | 5.9 | 6.2 | -0.22 | -0.22 |
| Morgan | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Nissan | 7.0 | 6.6 | 7.0 | 6.6 | 0.35 | 0.35 |
| Peugeot | 0.4 | 0.5 | 0.4 | 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 | -0.07 | -0.07 |
| Renault | 0.3 | 0.2 | 0.3 | 0.2 | 0.08 | 0.08 |
| Rolls-Royce | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Saab | 0.0 | 0.0 | 0.0 | 0.0 | 0.01 | 0.01 |
| Skoda | 0.2 | 0.1 | 0.2 | 0.1 | 0.05 | 0.05 |
| Smart | 0.0 | 0.0 | 0.0 | 0.0 | 0.01 | 0.01 |
| Ssangyong | 0.1 | 0.1 | 0.1 | 0.1 | 0.02 | 0.02 |
| Subaru | 4.2 | 4.8 | 4.2 | 4.8 | -0.62 | -0.62 |
| Suzuki | 2.2 | 2.9 | 2.2 | 2.9 | -0.70 | -0.70 |
| Toyota | 18.3 | 20.1 | 18.3 | 20.1 | -1.82 | -1.82 |
| Volkswagen | 4.4 | 3.3 | 4.4 | 3.3 | 1.11 | 1.11 |
| Volvo Car | 0.6 | 0.5 | 0.6 | 0.5 | 0.11 | 0.11 |
| 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 | 0.01 | 0.01 |
| Foton | 0.0 | 0.0 | 0.0 | 0.0 | 0.01 | 0.01 |
| Freightliner | 0.0 | 0.0 | 0.0 | 0.0 | -0.02 | -0.02 |
| Hino | 0.3 | 0.3 | 0.3 | 0.3 | 0.00 | 0.00 |
| Hyundai Trucks | 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 | 0.5 | 0.4 | 0.5 | 0.4 | 0.13 | 0.13 |
| Iveco | 0.1 | 0.1 | 0.1 | 0.1 | 0.01 | 0.01 |
| Kenworth | 0.2 | 0.1 | 0.2 | 0.1 | 0.03 | 0.03 |
| Mack | 0.0 | 0.0 | 0.0 | 0.0 | -0.01 | -0.01 |
| Man | 0.0 | 0.0 | 0.0 | 0.0 | 0.03 | 0.03 |
| Mitsubishi Fuso | 0.3 | 0.1 | 0.3 | 0.1 | 0.12 | 0.12 |
| Nissan UD | 0.0 | 0.1 | 0.0 | 0.1 | -0.05 | -0.05 |
| Scania | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0.00 |
| Volvo Commercial | 0.1 | 0.1 | 0.1 | 0.1 | 0.05 | 0.05 |
| Western Star | 0.1 | 0.1 | 0.1 | 0.1 | 0.02 | 0.02 |
| 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 | 42,555 | 43,521 | 42,555 | 43,521 | -966 | -966 | -2.2% | -2.2% |
| Private | 25,383 | 27,697 | 25,383 | 27,697 | -2,314 | -2,314 | -8.4% | -8.4% |
| Business | 13,671 | 12,927 | 13,671 | 12,927 | 744 | 744 | 5.8% | 5.8% |
| Gov't | 1,870 | 1,849 | 1,870 | 1,849 | 21 | 21 | 1.1% | 1.1% |
| Rental | 1,631 | 1,048 | 1,631 | 1,048 | 583 | 583 | 55.6% | 55.6% |
| SUV | 22,123 | 17,050 | 22,123 | 17,050 | 5,073 | 5,073 | 29.8% | 29.8% |
| Private | 11,679 | 9,146 | 11,679 | 9,146 | 2,533 | 2,533 | 27.7% | 27.7% |
| Business | 9,156 | 6,923 | 9,156 | 6,923 | 2,233 | 2,233 | 32.3% | 32.3% |
| Gov't | 878 | 811 | 878 | 811 | 67 | 67 | 8.3% | 8.3% |
| Rental | 410 | 170 | 410 | 170 | 240 | 240 | 141.2% | 141.2% |
| Light Commercial | 10,403 | 11,700 | 10,403 | 11,700 | -1,297 | -1,297 | -11.1% | -11.1% |
| Private | 3,044 | 3,413 | 3,044 | 3,413 | -369 | -369 | -10.8% | -10.8% |
| Business | 6,204 | 6,939 | 6,204 | 6,939 | -735 | -735 | -10.6% | -10.6% |
| Gov't | 919 | 1,052 | 919 | 1,052 | -133 | -133 | -12.6% | -12.6% |
| Rental | 236 | 296 | 236 | 296 | -60 | -60 | -20.3% | -20.3% |
| Sub Total | 75,081 | 72,271 | 75,081 | 72,271 | 2,810 | 2,810 | 3.9% | 3.9% |
| Private | 40,106 | 40,256 | 40,106 | 40,256 | -150 | -150 | -0.4% | -0.4% |
| Business | 29,031 | 26,789 | 29,031 | 26,789 | 2,242 | 2,242 | 8.4% | 8.4% |
| Gov't | 3,667 | 3,712 | 3,667 | 3,712 | -45 | -45 | -1.2% | -1.2% |
| Rental | 2,277 | 1,514 | 2,277 | 1,514 | 763 | 763 | 50.4% | 50.4% |
| Heavy Commercial | 1,702 | 1,313 | 1,702 | 1,313 | 389 | 389 | 29.6% | 29.6% |
| Total | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3% | 4.3% |

NEW VEHICLE SALES BY BUYER TYPE AND FUEL TYPE
JANUARY 2012

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-------------------------------------|---------------|---------------|---------------|---------------|-----------------------|--------------|-------------|-------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Total Market | | | | | | | | |
| Passenger Private | | | | | | | | |
| Diesel | 1,695 | 1,402 | 1,695 | 1,402 | 293 | 293 | 20.9% | 20.9% |
| Hybrid | 168 | 136 | 168 | 136 | 32 | 32 | 23.5% | 23.5% |
| LPG | 22 | 1 | 22 | 1 | 21 | 21 | >999% | >999% |
| Petrol | 23,498 | 26,158 | 23,498 | 26,158 | -2,660 | -2,660 | -10.2% | -10.2% |
| Passenger Non-Private | | | | | | | | |
| Diesel | 1,736 | 1,382 | 1,736 | 1,382 | 354 | 354 | 25.6% | 25.6% |
| Electric | 3 | 0 | 3 | 0 | 3 | 3 | - | - |
| Hybrid | 403 | 229 | 403 | 229 | 174 | 174 | 76.0% | 76.0% |
| LPG | 166 | 136 | 166 | 136 | 30 | 30 | 22.1% | 22.1% |
| Petrol | 14,864 | 14,077 | 14,864 | 14,077 | 787 | 787 | 5.6% | 5.6% |
| SUV Private | | | | | | | | |
| Diesel | 3,821 | 2,497 | 3,821 | 2,497 | 1,324 | 1,324 | 53.0% | 53.0% |
| Hybrid | 16 | 31 | 16 | 31 | -15 | -15 | -48.4% | -48.4% |
| Petrol | 7,842 | 6,618 | 7,842 | 6,618 | 1,224 | 1,224 | 18.5% | 18.5% |
| SUV Non-Private | | | | | | | | |
| Diesel | 4,485 | 3,222 | 4,485 | 3,222 | 1,263 | 1,263 | 39.2% | 39.2% |
| Hybrid | 24 | 22 | 24 | 22 | 2 | 2 | 9.1% | 9.1% |
| Petrol | 5,935 | 4,660 | 5,935 | 4,660 | 1,275 | 1,275 | 27.4% | 27.4% |
| Light Commercial Private | | | | | | | | |
| Diesel | 2,171 | 2,444 | 2,171 | 2,444 | -273 | -273 | -11.2% | -11.2% |
| LPG | 20 | 12 | 20 | 12 | 8 | 8 | 66.7% | 66.7% |
| Petrol | 853 | 957 | 853 | 957 | -104 | -104 | -10.9% | -10.9% |
| Light Commercial Non-Private | | | | | | | | |
| Diesel | 5,936 | 6,428 | 5,936 | 6,428 | -492 | -492 | -7.7% | -7.7% |
| LPG | 96 | 95 | 96 | 95 | 1 | 1 | 1.1% | 1.1% |
| Petrol | 1,327 | 1,764 | 1,327 | 1,764 | -437 | -437 | -24.8% | -24.8% |
| Heavy Commercial | 1,702 | 1,313 | 1,702 | 1,313 | 389 | 389 | 29.6% | 29.6% |
| Total | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3% | 4.3% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-----------------------------------|---------------|---------------|---------------|---------------|-----------------------|--------------|--------------|--------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Locally Manufactured | | | | | | | | |
| Ford | 2,129 | 2,309 | 2,129 | 2,309 | -180 | -180 | -7.8% | -7.8% |
| Holden | 5,184 | 3,228 | 5,184 | 3,228 | 1,956 | 1,956 | 60.6% | 60.6% |
| Toyota | 2,279 | 1,711 | 2,279 | 1,711 | 568 | 568 | 33.2% | 33.2% |
| Total Locally Manufactured | 9,592 | 7,248 | 9,592 | 7,248 | 2,344 | 2,344 | 32.3% | 32.3% |
| Imported | | | | | | | | |
| Argentina | 288 | 0 | 288 | 0 | 288 | 288 | - | - |
| Austria | 36 | 125 | 36 | 125 | -89 | -89 | -71.2% | -71.2% |
| Belgium | 784 | 843 | 784 | 843 | -59 | -59 | -7.0% | -7.0% |
| Brazil | 0 | 93 | 0 | 93 | -93 | -93 | -100.0% | -100.0% |
| China | 958 | 518 | 958 | 518 | 440 | 440 | 84.9% | 84.9% |
| Czech Republic | 260 | 110 | 260 | 110 | 150 | 150 | 136.4% | 136.4% |
| England | 1,812 | 1,341 | 1,812 | 1,341 | 471 | 471 | 35.1% | 35.1% |
| France | 468 | 454 | 468 | 454 | 14 | 14 | 3.1% | 3.1% |
| Germany | 6,726 | 4,740 | 6,726 | 4,740 | 1,986 | 1,986 | 41.9% | 41.9% |
| Hungary | 9 | 13 | 9 | 13 | -4 | -4 | -30.8% | -30.8% |
| India | 1,090 | 951 | 1,090 | 951 | 139 | 139 | 14.6% | 14.6% |
| Indonesia | 35 | 19 | 35 | 19 | 16 | 16 | 84.2% | 84.2% |
| Italy | 191 | 208 | 191 | 208 | -17 | -17 | -8.2% | -8.2% |
| Japan | 30,795 | 27,516 | 30,795 | 27,516 | 3,279 | 3,279 | 11.9% | 11.9% |
| Korea | 11,133 | 12,025 | 11,133 | 12,025 | -892 | -892 | -7.4% | -7.4% |
| Malaysia | 87 | 136 | 87 | 136 | -49 | -49 | -36.0% | -36.0% |
| Mexico | 339 | 134 | 339 | 134 | 205 | 205 | 153.0% | 153.0% |
| Poland | 97 | 89 | 97 | 89 | 8 | 8 | 9.0% | 9.0% |
| Portugal | 86 | 35 | 86 | 35 | 51 | 51 | 145.7% | 145.7% |
| Slovak Republic | 175 | 202 | 175 | 202 | -27 | -27 | -13.4% | -13.4% |
| South Africa | 334 | 1,415 | 334 | 1,415 | -1,081 | -1,081 | -76.4% | -76.4% |
| Spain | 876 | 581 | 876 | 581 | 295 | 295 | 50.8% | 50.8% |
| Sweden | 184 | 128 | 184 | 128 | 56 | 56 | 43.8% | 43.8% |
| Taiwan | 163 | 330 | 163 | 330 | -167 | -167 | -50.6% | -50.6% |
| Thailand | 7,356 | 12,256 | 7,356 | 12,256 | -4,900 | -4,900 | -40.0% | -40.0% |
| Turkey | 116 | 99 | 116 | 99 | 17 | 17 | 17.2% | 17.2% |
| USA | 1,589 | 995 | 1,589 | 995 | 594 | 594 | 59.7% | 59.7% |
| Other | 1,204 | 980 | 1,204 | 980 | 224 | 224 | 22.9% | 22.9% |
| Total Imported | 67,191 | 66,336 | 67,191 | 66,336 | 855 | 855 | 1.3% | 1.3% |
| Total Market | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3% | 4.3% |

NEW VEHICLE SALES BY SEGMENT AND MODEL
JANUARY 2012

| Light | Month | | | | Year to Date | | | | Variance +/- % | |
|-------------------------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|--------------|----------------|---------------|
| | 2012 | | 2011 | | 2012 | | 2011 | | MTH | YTD |
| | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Light < \$25K | | | | | | | | | | |
| Chery J1 | 22 | 0.2% | 0 | 0.0% | 22 | 0.2% | 0 | 0.0% | - | - |
| Ford Fiesta | 888 | 9.3% | 1,127 | 9.4% | 888 | 9.3% | 1,127 | 9.4% | -21.2% | -21.2% |
| Holden Barina | 1,318 | 13.8% | 602 | 5.0% | 1,318 | 13.8% | 602 | 5.0% | 118.9% | 118.9% |
| Holden Barina Spark | 178 | 1.9% | 420 | 3.5% | 178 | 1.9% | 420 | 3.5% | -57.6% | -57.6% |
| Honda City | 29 | 0.3% | 178 | 1.5% | 29 | 0.3% | 178 | 1.5% | -83.7% | -83.7% |
| Honda Jazz | 120 | 1.3% | 524 | 4.4% | 120 | 1.3% | 524 | 4.4% | -77.1% | -77.1% |
| Hyundai Accent | 603 | 6.3% | 0 | 0.0% | 603 | 6.3% | 0 | 0.0% | - | - |
| Hyundai Getz | 0 | 0.0% | 2,167 | 18.1% | 0 | 0.0% | 2,167 | 18.1% | -100.0% | -100.0% |
| Hyundai i20 | 986 | 10.3% | 564 | 4.7% | 986 | 10.3% | 564 | 4.7% | 74.8% | 74.8% |
| Kia Rio | 644 | 6.7% | 675 | 5.6% | 644 | 6.7% | 675 | 5.6% | -4.6% | -4.6% |
| Mazda2 | 1,624 | 17.0% | 1,359 | 11.3% | 1,624 | 17.0% | 1,359 | 11.3% | 19.5% | 19.5% |
| Mitsubishi Colt | 45 | 0.5% | 119 | 1.0% | 45 | 0.5% | 119 | 1.0% | -62.2% | -62.2% |
| Nissan Micra | 415 | 4.3% | 397 | 3.3% | 415 | 4.3% | 397 | 3.3% | 4.5% | 4.5% |
| Proton S16 | 25 | 0.3% | 56 | 0.5% | 25 | 0.3% | 56 | 0.5% | -55.4% | -55.4% |
| Proton Satria | 8 | 0.1% | 12 | 0.1% | 8 | 0.1% | 12 | 0.1% | -33.3% | -33.3% |
| Proton Savvy | 0 | 0.0% | 8 | 0.1% | 0 | 0.0% | 8 | 0.1% | -100.0% | -100.0% |
| Skoda Fabia | 14 | 0.1% | 0 | 0.0% | 14 | 0.1% | 0 | 0.0% | - | - |
| Smart Fortwo | 15 | 0.2% | 7 | 0.1% | 15 | 0.2% | 7 | 0.1% | 114.3% | 114.3% |
| Suzuki Alto | 114 | 1.2% | 387 | 3.2% | 114 | 1.2% | 387 | 3.2% | -70.5% | -70.5% |
| Suzuki Swift | 889 | 9.3% | 1,132 | 9.4% | 889 | 9.3% | 1,132 | 9.4% | -21.5% | -21.5% |
| Toyota Yaris | 1,352 | 14.2% | 1,793 | 14.9% | 1,352 | 14.2% | 1,793 | 14.9% | -24.6% | -24.6% |
| Volkswagen Polo | 257 | 2.7% | 473 | 3.9% | 257 | 2.7% | 473 | 3.9% | -45.7% | -45.7% |
| Total Light < \$25K | 9,546 | 12.4% | 12,000 | 16.3% | 9,546 | 12.4% | 12,000 | 16.3% | -20.5% | -20.5% |
| Light > \$25K | | | | | | | | | | |
| Alfa Romeo MiTo | 23 | 16.2% | 26 | 13.2% | 23 | 16.2% | 26 | 13.2% | -11.5% | -11.5% |
| Citroen C3 | 14 | 9.9% | 11 | 5.6% | 14 | 9.9% | 11 | 5.6% | 27.3% | 27.3% |
| Citroen DS3 | 20 | 14.1% | 17 | 8.6% | 20 | 14.1% | 17 | 8.6% | 17.6% | 17.6% |
| Fiat 500 | 26 | 18.3% | 24 | 12.2% | 26 | 18.3% | 24 | 12.2% | 8.3% | 8.3% |
| Fiat Abarth 500 | 14 | 9.9% | 0 | 0.0% | 14 | 9.9% | 0 | 0.0% | - | - |
| Mitsubishi i-MiEV | 3 | 2.1% | 0 | 0.0% | 3 | 2.1% | 0 | 0.0% | - | - |
| Peugeot 207 | 39 | 27.5% | 116 | 58.9% | 39 | 27.5% | 116 | 58.9% | -66.4% | -66.4% |
| Renault Clio | 3 | 2.1% | 3 | 1.5% | 3 | 2.1% | 3 | 1.5% | 0.0% | 0.0% |
| Total Light > \$25K | 142 | 0.2% | 197 | 0.3% | 142 | 0.2% | 197 | 0.3% | -27.9% | -27.9% |
| Total Light | 9,688 | 12.6% | 12,197 | 16.6% | 9,688 | 12.6% | 12,197 | 16.6% | -20.6% | -20.6% |

| Small | Month | | | | Year to Date | | | | Variance +/- % | |
|-------------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|----------------|--------------|
| | 2012 | | 2011 | | 2012 | | 2011 | | MTH | YTD |
| | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Small < \$40K | | | | | | | | | | |
| Chery J3 | 7 | 0.0% | 0 | 0.0% | 7 | 0.0% | 0 | 0.0% | - | - |
| Citroen C4 | 43 | 0.2% | 20 | 0.1% | 43 | 0.2% | 20 | 0.1% | 115.0% | 115.0% |
| Dodge Caliber | 64 | 0.3% | 4 | 0.0% | 64 | 0.3% | 4 | 0.0% | >999% | >999% |
| Ford Focus | 1,576 | 8.4% | 1,057 | 5.6% | 1,576 | 8.4% | 1,057 | 5.6% | 49.1% | 49.1% |
| Holden Cruze | 2,445 | 13.1% | 2,060 | 11.0% | 2,445 | 13.1% | 2,060 | 11.0% | 18.7% | 18.7% |
| Honda Civic | 189 | 1.0% | 571 | 3.0% | 189 | 1.0% | 571 | 3.0% | -66.9% | -66.9% |
| Honda Insight | 41 | 0.2% | 31 | 0.2% | 41 | 0.2% | 31 | 0.2% | 32.3% | 32.3% |
| Hyundai Elantra | 710 | 3.8% | 67 | 0.4% | 710 | 3.8% | 67 | 0.4% | 959.7% | 959.7% |
| Hyundai i30 | 1,986 | 10.6% | 1,675 | 8.9% | 1,986 | 10.6% | 1,675 | 8.9% | 18.6% | 18.6% |
| Kia Cerato | 578 | 3.1% | 329 | 1.8% | 578 | 3.1% | 329 | 1.8% | 75.7% | 75.7% |
| Kia Soul | 30 | 0.2% | 24 | 0.1% | 30 | 0.2% | 24 | 0.1% | 25.0% | 25.0% |
| Mazda3 | 4,045 | 21.7% | 3,605 | 19.2% | 4,045 | 21.7% | 3,605 | 19.2% | 12.2% | 12.2% |
| Mitsubishi Lancer | 1,470 | 7.9% | 1,670 | 8.9% | 1,470 | 7.9% | 1,670 | 8.9% | -12.0% | -12.0% |
| Nissan Tiida | 260 | 1.4% | 344 | 1.8% | 260 | 1.4% | 344 | 1.8% | -24.4% | -24.4% |
| Peugeot 3008 | 11 | 0.1% | 38 | 0.2% | 11 | 0.1% | 38 | 0.2% | -71.1% | -71.1% |
| Peugeot 308 | 70 | 0.4% | 76 | 0.4% | 70 | 0.4% | 76 | 0.4% | -7.9% | -7.9% |
| Proton Gen.2 | 11 | 0.1% | 12 | 0.1% | 11 | 0.1% | 12 | 0.1% | -8.3% | -8.3% |
| Proton Persona | 9 | 0.0% | 19 | 0.1% | 9 | 0.0% | 19 | 0.1% | -52.6% | -52.6% |
| Renault Fluence | 8 | 0.0% | 23 | 0.1% | 8 | 0.0% | 23 | 0.1% | -65.2% | -65.2% |
| Renault Megane | 42 | 0.2% | 26 | 0.1% | 42 | 0.2% | 26 | 0.1% | 61.5% | 61.5% |
| Subaru Impreza | 345 | 1.8% | 1,765 | 9.4% | 345 | 1.8% | 1,765 | 9.4% | -80.5% | -80.5% |
| Suzuki SX4 | 141 | 0.8% | 141 | 0.8% | 141 | 0.8% | 141 | 0.8% | 0.0% | 0.0% |
| Toyota Corolla | 3,383 | 18.1% | 4,045 | 21.6% | 3,383 | 18.1% | 4,045 | 21.6% | -16.4% | -16.4% |
| Toyota Prius | 63 | 0.3% | 50 | 0.3% | 63 | 0.3% | 50 | 0.3% | 26.0% | 26.0% |
| Toyota Rukus | 99 | 0.5% | 93 | 0.5% | 99 | 0.5% | 93 | 0.5% | 6.5% | 6.5% |
| Volkswagen Golf | 1,051 | 5.6% | 997 | 5.3% | 1,051 | 5.6% | 997 | 5.3% | 5.4% | 5.4% |
| Volkswagen New Beetle | 0 | 0.0% | 11 | 0.1% | 0 | 0.0% | 11 | 0.1% | -100.0% | -100.0% |
| Total Small < \$40K | 18,677 | 24.3% | 18,753 | 25.5% | 18,677 | 24.3% | 18,753 | 25.5% | -0.4% | -0.4% |
| Small > \$40K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Alfa Romeo Giulietta | 26 | 3.8% | 35 | 5.1% | 26 | 3.8% | 35 | 5.1% | -25.7% | -25.7% |
| Audi A1 | 125 | 18.1% | 146 | 21.3% | 125 | 18.1% | 146 | 21.3% | -14.4% | -14.4% |
| Audi A3 | 128 | 18.6% | 169 | 24.6% | 128 | 18.6% | 169 | 24.6% | -24.3% | -24.3% |
| BMW 1 Series | 143 | 20.7% | 61 | 8.9% | 143 | 20.7% | 61 | 8.9% | 134.4% | 134.4% |
| Citroen DS4 | 3 | 0.4% | 0 | 0.0% | 3 | 0.4% | 0 | 0.0% | - | - |
| Lexus CT200H | 142 | 20.6% | 0 | 0.0% | 142 | 20.6% | 0 | 0.0% | - | - |
| Mercedes-Benz B-Class | 4 | 0.6% | 131 | 19.1% | 4 | 0.6% | 131 | 19.1% | -96.9% | -96.9% |
| MINI Hatch/Clubman | 88 | 12.8% | 101 | 14.7% | 88 | 12.8% | 101 | 14.7% | -12.9% | -12.9% |
| Volvo C30 | 31 | 4.5% | 43 | 6.3% | 31 | 4.5% | 43 | 6.3% | -27.9% | -27.9% |
| Total Small > \$40K | 690 | 0.9% | 686 | 0.9% | 690 | 0.9% | 686 | 0.9% | 0.6% | 0.6% |
| Total Small | 19,367 | 25.2% | 19,439 | 26.4% | 19,367 | 25.2% | 19,439 | 26.4% | -0.4% | -0.4% |

| 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 | 18 | 0.3% | 24 | 0.7% | 18 | 0.3% | 24 | 0.7% | -25.0% | -25.0% |
| Citroen C5 | 19 | 0.4% | 9 | 0.3% | 19 | 0.4% | 9 | 0.3% | 111.1% | 111.1% |
| Ford Mondeo | 364 | 7.0% | 454 | 12.8% | 364 | 7.0% | 454 | 12.8% | -19.8% | -19.8% |
| Holden Epica | 7 | 0.1% | 103 | 2.9% | 7 | 0.1% | 103 | 2.9% | -93.2% | -93.2% |
| Honda Accord Euro | 709 | 13.7% | 292 | 8.2% | 709 | 13.7% | 292 | 8.2% | 142.8% | 142.8% |
| Hyundai i40 | 123 | 2.4% | 0 | 0.0% | 123 | 2.4% | 0 | 0.0% | - | - |
| Hyundai i45 | 320 | 6.2% | 300 | 8.4% | 320 | 6.2% | 300 | 8.4% | 6.7% | 6.7% |
| Kia Optima | 112 | 2.2% | 63 | 1.8% | 112 | 2.2% | 63 | 1.8% | 77.8% | 77.8% |
| Mazda6 | 663 | 12.8% | 516 | 14.5% | 663 | 12.8% | 516 | 14.5% | 28.5% | 28.5% |
| Peugeot 407 | 0 | 0.0% | 39 | 1.1% | 0 | 0.0% | 39 | 1.1% | -100.0% | -100.0% |
| Renault Latitude | 14 | 0.3% | 2 | 0.1% | 14 | 0.3% | 2 | 0.1% | 600.0% | 600.0% |
| Saab 93 | 3 | 0.1% | 0 | 0.0% | 3 | 0.1% | 0 | 0.0% | - | - |
| Skoda Octavia | 58 | 1.1% | 75 | 2.1% | 58 | 1.1% | 75 | 2.1% | -22.7% | -22.7% |
| Subaru Liberty | 725 | 14.0% | 304 | 8.5% | 725 | 14.0% | 304 | 8.5% | 138.5% | 138.5% |
| Suzuki Kizashi | 104 | 2.0% | 114 | 3.2% | 104 | 2.0% | 114 | 3.2% | -8.8% | -8.8% |
| Toyota Camry (4 cyl) | 1,290 | 24.8% | 1,057 | 29.7% | 1,290 | 24.8% | 1,057 | 29.7% | 22.0% | 22.0% |
| Volkswagen Jetta | 189 | 3.6% | 60 | 1.7% | 189 | 3.6% | 60 | 1.7% | 215.0% | 215.0% |
| Volkswagen Passat | 366 | 7.0% | 72 | 2.0% | 366 | 7.0% | 72 | 2.0% | 408.3% | 408.3% |
| Volvo S40 | 17 | 0.3% | 20 | 0.6% | 17 | 0.3% | 20 | 0.6% | -15.0% | -15.0% |
| Volvo S60 | 45 | 0.9% | 39 | 1.1% | 45 | 0.9% | 39 | 1.1% | 15.4% | 15.4% |
| Volvo V50 | 8 | 0.2% | 12 | 0.3% | 8 | 0.2% | 12 | 0.3% | -33.3% | -33.3% |
| Volvo V60 | 36 | 0.7% | 0 | 0.0% | 36 | 0.7% | 0 | 0.0% | - | - |
| Volvo V70 | 2 | 0.0% | 1 | 0.0% | 2 | 0.0% | 1 | 0.0% | 100.0% | 100.0% |
| Total Medium < \$60K | 5,192 | 6.8% | 3,556 | 4.8% | 5,192 | 6.8% | 3,556 | 4.8% | 46.0% | 46.0% |

| Medium > \$60K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|-------------|-------------|
| Audi A4 | 182 | 15.6% | 291 | 25.3% | 182 | 15.6% | 291 | 25.3% | -37.5% | -37.5% |
| Audi A5 Sportback | 50 | 4.3% | 118 | 10.3% | 50 | 4.3% | 118 | 10.3% | -57.6% | -57.6% |
| BMW 3 Series | 264 | 22.7% | 208 | 18.1% | 264 | 22.7% | 208 | 18.1% | 26.9% | 26.9% |
| Lexus IS F | 2 | 0.2% | 13 | 1.1% | 2 | 0.2% | 13 | 1.1% | -84.6% | -84.6% |
| Lexus IS250 | 117 | 10.1% | 151 | 13.1% | 117 | 10.1% | 151 | 13.1% | -22.5% | -22.5% |
| Lexus IS350 | 45 | 3.9% | 80 | 7.0% | 45 | 3.9% | 80 | 7.0% | -43.8% | -43.8% |
| Mercedes-Benz C-Class | 439 | 37.7% | 238 | 20.7% | 439 | 37.7% | 238 | 20.7% | 84.5% | 84.5% |
| Volkswagen Passat CC | 65 | 5.6% | 52 | 4.5% | 65 | 5.6% | 52 | 4.5% | 25.0% | 25.0% |
| Total Medium > \$60K | 1,164 | 1.5% | 1,151 | 1.6% | 1,164 | 1.5% | 1,151 | 1.6% | 1.1% | 1.1% |

| | | | | | | | | | | |
|---------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total Medium | 6,356 | 8.3% | 4,707 | 6.4% | 6,356 | 8.3% | 4,707 | 6.4% | 35.0% | 35.0% |
|---------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

| Large | Month | | | | Year to Date | | | | Variance +/- % | |
|-------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|----------------|--------------|
| | 2012 | | 2011 | | 2012 | | 2011 | | MTH | YTD |
| Large < \$70K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Ford Falcon | 931 | 21.3% | 1,157 | 24.4% | 931 | 21.3% | 1,157 | 24.4% | -19.5% | -19.5% |
| Holden Commodore | 2,170 | 49.7% | 2,645 | 55.8% | 2,170 | 49.7% | 2,645 | 55.8% | -18.0% | -18.0% |
| Honda Accord | 40 | 0.9% | 137 | 2.9% | 40 | 0.9% | 137 | 2.9% | -70.8% | -70.8% |
| Hyundai Grandeur | 1 | 0.0% | 1 | 0.0% | 1 | 0.0% | 1 | 0.0% | 0.0% | 0.0% |
| Nissan Maxima | 80 | 1.8% | 114 | 2.4% | 80 | 1.8% | 114 | 2.4% | -29.8% | -29.8% |
| Peugeot 508 | 114 | 2.6% | 0 | 0.0% | 114 | 2.6% | 0 | 0.0% | - | - |
| Skoda Superb | 39 | 0.9% | 30 | 0.6% | 39 | 0.9% | 30 | 0.6% | 30.0% | 30.0% |
| Toyota Aurion | 989 | 22.7% | 654 | 13.8% | 989 | 22.7% | 654 | 13.8% | 51.2% | 51.2% |
| Total Large < \$70K | 4,364 | 5.7% | 4,738 | 6.4% | 4,364 | 5.7% | 4,738 | 6.4% | -7.9% | -7.9% |

| Large > \$70K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|-------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|-------------|-------------|
| Audi A6 | 72 | 20.6% | 47 | 14.8% | 72 | 20.6% | 47 | 14.8% | 53.2% | 53.2% |
| Audi A7 | 18 | 5.2% | 0 | 0.0% | 18 | 5.2% | 0 | 0.0% | - | - |
| BMW 5 Series | 76 | 21.8% | 99 | 31.1% | 76 | 21.8% | 99 | 31.1% | -23.2% | -23.2% |
| BMW 5 Series Gran Turismo | 3 | 0.9% | 4 | 1.3% | 3 | 0.9% | 4 | 1.3% | -25.0% | -25.0% |
| Citroen C6 | 1 | 0.3% | 0 | 0.0% | 1 | 0.3% | 0 | 0.0% | - | - |
| Honda Legend | 2 | 0.6% | 2 | 0.6% | 2 | 0.6% | 2 | 0.6% | 0.0% | 0.0% |
| Jaguar XF | 52 | 14.9% | 32 | 10.1% | 52 | 14.9% | 32 | 10.1% | 62.5% | 62.5% |
| Lexus GS | 5 | 1.4% | 7 | 2.2% | 5 | 1.4% | 7 | 2.2% | -28.6% | -28.6% |
| Mercedes-Benz CLS-Class | 37 | 10.6% | 0 | 0.0% | 37 | 10.6% | 0 | 0.0% | - | - |
| Mercedes-Benz E-Class | 80 | 22.9% | 125 | 39.3% | 80 | 22.9% | 125 | 39.3% | -36.0% | -36.0% |
| Saab 95 | 1 | 0.3% | 0 | 0.0% | 1 | 0.3% | 0 | 0.0% | - | - |
| Volvo S80 | 2 | 0.6% | 2 | 0.6% | 2 | 0.6% | 2 | 0.6% | 0.0% | 0.0% |
| Total Large > \$70K | 349 | 0.5% | 318 | 0.4% | 349 | 0.5% | 318 | 0.4% | 9.7% | 9.7% |

| | | | | | | | | | | |
|--------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total Large | 4,713 | 6.1% | 5,056 | 6.9% | 4,713 | 6.1% | 5,056 | 6.9% | -6.8% | -6.8% |
|--------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

| 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% | 120 | 66.3% | 0 | 0.0% | 120 | 66.3% | -100.0% | -100.0% |
| Holden Caprice | 96 | 100.0% | 61 | 33.7% | 96 | 100.0% | 61 | 33.7% | 57.4% | 57.4% |
| Total Upper Large < \$100K | 96 | 0.1% | 181 | 0.2% | 96 | 0.1% | 181 | 0.2% | -47.0% | -47.0% |

| Upper Large > \$100K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--------------------------------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|---------------|---------------|
| Audi A8 | 12 | 24.5% | 15 | 21.7% | 12 | 24.5% | 15 | 21.7% | -20.0% | -20.0% |
| Bentley | 4 | 8.2% | 6 | 8.7% | 4 | 8.2% | 6 | 8.7% | -33.3% | -33.3% |
| BMW 7 Series | 0 | 0.0% | 16 | 23.2% | 0 | 0.0% | 16 | 23.2% | -100.0% | -100.0% |
| Jaguar XJ SERIES | 6 | 12.2% | 14 | 20.3% | 6 | 12.2% | 14 | 20.3% | -57.1% | -57.1% |
| Lexus LS | 1 | 2.0% | 4 | 5.8% | 1 | 2.0% | 4 | 5.8% | -75.0% | -75.0% |
| Mercedes-Benz S-Class | 13 | 26.5% | 2 | 2.9% | 13 | 26.5% | 2 | 2.9% | 550.0% | 550.0% |
| Porsche Panamera | 12 | 24.5% | 12 | 17.4% | 12 | 24.5% | 12 | 17.4% | 0.0% | 0.0% |
| Rolls-Royce | 1 | 2.0% | 0 | 0.0% | 1 | 2.0% | 0 | 0.0% | - | - |
| Total Upper Large > \$100K | 49 | 0.1% | 69 | 0.1% | 49 | 0.1% | 69 | 0.1% | -29.0% | -29.0% |

| | | | | | | | | | | |
|--------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|---------------|---------------|
| Total Upper Large | 145 | 0.2% | 250 | 0.3% | 145 | 0.2% | 250 | 0.3% | -42.0% | -42.0% |
|--------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|---------------|---------------|

| 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 | 8 | 0.9% | 11 | 1.6% | 8 | 0.9% | 11 | 1.6% | -27.3% | -27.3% |
| Dodge Journey | 41 | 4.7% | 94 | 13.8% | 41 | 4.7% | 94 | 13.8% | -56.4% | -56.4% |
| Honda Odyssey | 178 | 20.4% | 67 | 9.8% | 178 | 20.4% | 67 | 9.8% | 165.7% | 165.7% |
| Hyundai iMAX | 181 | 20.7% | 120 | 17.6% | 181 | 20.7% | 120 | 17.6% | 50.8% | 50.8% |
| Kia Carnival | 284 | 32.5% | 238 | 34.9% | 284 | 32.5% | 238 | 34.9% | 19.3% | 19.3% |
| Kia Rondo | 23 | 2.6% | 41 | 6.0% | 23 | 2.6% | 41 | 6.0% | -43.9% | -43.9% |
| Mercedes-Benz Vito Wagon | 8 | 0.9% | 4 | 0.6% | 8 | 0.9% | 4 | 0.6% | 100.0% | 100.0% |
| Mitsubishi Grandis | 0 | 0.0% | 4 | 0.6% | 0 | 0.0% | 4 | 0.6% | -100.0% | -100.0% |
| Ssangyong Stavic | 4 | 0.5% | 4 | 0.6% | 4 | 0.5% | 4 | 0.6% | 0.0% | 0.0% |
| Toyota Tarago | 106 | 12.1% | 83 | 12.2% | 106 | 12.1% | 83 | 12.2% | 27.7% | 27.7% |
| Volkswagen Caddy Life/Camper | 29 | 3.3% | 4 | 0.6% | 29 | 3.3% | 4 | 0.6% | 625.0% | 625.0% |
| Volkswagen Caravelle | 12 | 1.4% | 11 | 1.6% | 12 | 1.4% | 11 | 1.6% | 9.1% | 9.1% |
| Total People Movers < \$55K | 874 | 1.1% | 681 | 0.9% | 874 | 1.1% | 681 | 0.9% | 28.3% | 28.3% |

| People Movers > \$55K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|---------------------------------------|-----------|-------------|------------|-------------|-----------|-------------|------------|-------------|---------------|---------------|
| Chrysler Voyager | 7 | 9.0% | 33 | 32.4% | 7 | 9.0% | 33 | 32.4% | -78.8% | -78.8% |
| Mercedes-Benz Viano | 22 | 28.2% | 4 | 3.9% | 22 | 28.2% | 4 | 3.9% | 450.0% | 450.0% |
| Volkswagen Multivan | 49 | 62.8% | 65 | 63.7% | 49 | 62.8% | 65 | 63.7% | -24.6% | -24.6% |
| Total People Movers > \$55K | 78 | 0.1% | 102 | 0.1% | 78 | 0.1% | 102 | 0.1% | -23.5% | -23.5% |

| | | | | | | | | | | |
|----------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|--------------|--------------|
| Total People Movers | 952 | 1.2% | 783 | 1.1% | 952 | 1.2% | 783 | 1.1% | 21.6% | 21.6% |
|----------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|--------------|--------------|

| 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 | 2 | 0.2% | 1 | 0.2% | 2 | 0.2% | 1 | 0.2% | 100.0% | 100.0% |
| Alfa Romeo GT | 0 | 0.0% | 2 | 0.3% | 0 | 0.0% | 2 | 0.3% | -100.0% | -100.0% |
| Audi A3 Convertible | 51 | 5.7% | 55 | 9.5% | 51 | 5.7% | 55 | 9.5% | -7.3% | -7.3% |
| BMW 1 Series Coupe/Conv | 107 | 12.0% | 119 | 20.5% | 107 | 12.0% | 119 | 20.5% | -10.1% | -10.1% |
| Chrysler Sebring Cabrio | 0 | 0.0% | 4 | 0.7% | 0 | 0.0% | 4 | 0.7% | -100.0% | -100.0% |
| Honda CR-Z | 20 | 2.2% | 0 | 0.0% | 20 | 2.2% | 0 | 0.0% | - | - |
| Hyundai Veloster | 36 | 4.0% | 0 | 0.0% | 36 | 4.0% | 0 | 0.0% | - | - |
| Kia Cerato Koup | 77 | 8.6% | 63 | 10.9% | 77 | 8.6% | 63 | 10.9% | 22.2% | 22.2% |
| Mazda MX5 | 22 | 2.5% | 22 | 3.8% | 22 | 2.5% | 22 | 3.8% | 0.0% | 0.0% |
| Mazda RX8 | 6 | 0.7% | 10 | 1.7% | 6 | 0.7% | 10 | 1.7% | -40.0% | -40.0% |
| Mercedes-Benz C-Class Coupe | 216 | 24.2% | 0 | 0.0% | 216 | 24.2% | 0 | 0.0% | - | - |
| Mercedes-Benz CLC-Class | 0 | 0.0% | 93 | 16.0% | 0 | 0.0% | 93 | 16.0% | -100.0% | -100.0% |
| MINI Cabrio | 17 | 1.9% | 23 | 4.0% | 17 | 1.9% | 23 | 4.0% | -26.1% | -26.1% |
| MINI Coupe | 6 | 0.7% | 0 | 0.0% | 6 | 0.7% | 0 | 0.0% | - | - |
| Nissan 370Z | 38 | 4.3% | 54 | 9.3% | 38 | 4.3% | 54 | 9.3% | -29.6% | -29.6% |
| Peugeot 207 Convertible | 9 | 1.0% | 21 | 3.6% | 9 | 1.0% | 21 | 3.6% | -57.1% | -57.1% |
| Peugeot 308 Convertible | 5 | 0.6% | 16 | 2.8% | 5 | 0.6% | 16 | 2.8% | -68.8% | -68.8% |
| Peugeot RCZ | 16 | 1.8% | 20 | 3.4% | 16 | 1.8% | 20 | 3.4% | -20.0% | -20.0% |
| Renault Megane Convertible | 7 | 0.8% | 15 | 2.6% | 7 | 0.8% | 15 | 2.6% | -53.3% | -53.3% |
| Renault Sport Megane | 28 | 3.1% | 24 | 4.1% | 28 | 3.1% | 24 | 4.1% | 16.7% | 16.7% |
| Saab 93 Convertible | 1 | 0.1% | 0 | 0.0% | 1 | 0.1% | 0 | 0.0% | - | - |
| Volkswagen Eos | 86 | 9.6% | 35 | 6.0% | 86 | 9.6% | 35 | 6.0% | 145.7% | 145.7% |
| Volkswagen Golf Cabriolet | 71 | 7.9% | 0 | 0.0% | 71 | 7.9% | 0 | 0.0% | - | - |
| Volkswagen New Beetle Cabrio | 0 | 0.0% | 3 | 0.5% | 0 | 0.0% | 3 | 0.5% | -100.0% | -100.0% |
| Volkswagen Scirocco | 73 | 8.2% | 0 | 0.0% | 73 | 8.2% | 0 | 0.0% | - | - |
| Total Sports < \$80K | 894 | 1.2% | 580 | 0.8% | 894 | 1.2% | 580 | 0.8% | 54.1% | 54.1% |

| Sports > \$80K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|---------------|---------------|
| Audi A5 | 72 | 20.4% | 120 | 28.0% | 72 | 20.4% | 120 | 28.0% | -40.0% | -40.0% |
| Audi TT | 50 | 14.2% | 39 | 9.1% | 50 | 14.2% | 39 | 9.1% | 28.2% | 28.2% |
| BMW 3 Series Coupe/Conv | 67 | 19.0% | 93 | 21.7% | 67 | 19.0% | 93 | 21.7% | -28.0% | -28.0% |
| BMW Z4 | 11 | 3.1% | 14 | 3.3% | 11 | 3.1% | 14 | 3.3% | -21.4% | -21.4% |
| Lexus IS250C | 7 | 2.0% | 37 | 8.6% | 7 | 2.0% | 37 | 8.6% | -81.1% | -81.1% |
| Lotus Elise | 5 | 1.4% | 0 | 0.0% | 5 | 1.4% | 0 | 0.0% | - | - |
| Lotus Evora | 4 | 1.1% | 1 | 0.2% | 4 | 1.1% | 1 | 0.2% | 300.0% | 300.0% |
| Lotus Exige | 2 | 0.6% | 1 | 0.2% | 2 | 0.6% | 1 | 0.2% | 100.0% | 100.0% |
| Mercedes-Benz E-Class Cpe/Conv | 56 | 15.9% | 86 | 20.0% | 56 | 15.9% | 86 | 20.0% | -34.9% | -34.9% |
| Mercedes-Benz SLK-Class | 42 | 11.9% | 5 | 1.2% | 42 | 11.9% | 5 | 1.2% | 740.0% | 740.0% |
| Morgan Classics | 2 | 0.6% | 3 | 0.7% | 2 | 0.6% | 3 | 0.7% | -33.3% | -33.3% |
| Nissan GT-R | 2 | 0.6% | 0 | 0.0% | 2 | 0.6% | 0 | 0.0% | - | - |
| Porsche Boxster | 7 | 2.0% | 13 | 3.0% | 7 | 2.0% | 13 | 3.0% | -46.2% | -46.2% |
| Porsche Cayman | 9 | 2.5% | 6 | 1.4% | 9 | 2.5% | 6 | 1.4% | 50.0% | 50.0% |
| Volvo C70 | 17 | 4.8% | 11 | 2.6% | 17 | 4.8% | 11 | 2.6% | 54.5% | 54.5% |
| Total Sports > \$80K | 353 | 0.5% | 429 | 0.6% | 353 | 0.5% | 429 | 0.6% | -17.7% | -17.7% |

| Sports > \$200K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--------------------------|--------|-------|--------|-------|--------|-------|--------|-------|---------|---------|
| Aston Martin Convertible | 1 | 1.1% | 1 | 1.3% | 1 | 1.1% | 1 | 1.3% | 0.0% | 0.0% |
| Aston Martin Coupe | 5 | 5.7% | 8 | 10.0% | 5 | 5.7% | 8 | 10.0% | -37.5% | -37.5% |
| Audi R8 | 6 | 6.9% | 6 | 7.5% | 6 | 6.9% | 6 | 7.5% | 0.0% | 0.0% |
| BMW 6 Series | 22 | 25.3% | 1 | 1.3% | 22 | 25.3% | 1 | 1.3% | >999% | >999% |
| Ferrari | 10 | 11.5% | 12 | 15.0% | 10 | 11.5% | 12 | 15.0% | -16.7% | -16.7% |
| Jaguar XK Series | 5 | 5.7% | 4 | 5.0% | 5 | 5.7% | 4 | 5.0% | 25.0% | 25.0% |
| Lamborghini | 4 | 4.6% | 2 | 2.5% | 4 | 4.6% | 2 | 2.5% | 100.0% | 100.0% |
| Lamborghini Convertible | 0 | 0.0% | 2 | 2.5% | 0 | 0.0% | 2 | 2.5% | -100.0% | -100.0% |
| Maserati | 10 | 11.5% | 9 | 11.3% | 10 | 11.5% | 9 | 11.3% | 11.1% | 11.1% |
| Mercedes-Benz CL-Class | 1 | 1.1% | 1 | 1.3% | 1 | 1.1% | 1 | 1.3% | 0.0% | 0.0% |
| Mercedes-Benz SL-Class | 2 | 2.3% | 2 | 2.5% | 2 | 2.3% | 2 | 2.5% | 0.0% | 0.0% |
| Mercedes-Benz SLS-Class | 2 | 2.3% | 6 | 7.5% | 2 | 2.3% | 6 | 7.5% | -66.7% | -66.7% |
| Porsche 911 | 19 | 21.8% | 26 | 32.5% | 19 | 21.8% | 26 | 32.5% | -26.9% | -26.9% |

NEW VEHICLE SALES BY SEGMENT AND MODEL
JANUARY 2012

| | | | | | | | | | | |
|-----------------------|--------|-------|--------|-------|--------|-------|--------|-------|-------|-------|
| Total Sports > \$200K | 87 | 0.1% | 80 | 0.1% | 87 | 0.1% | 80 | 0.1% | 8.8% | 8.8% |
| Total Sports | 1,334 | 1.7% | 1,089 | 1.5% | 1,334 | 1.7% | 1,089 | 1.5% | 22.5% | 22.5% |
| Total Passenger < \$ | 39,643 | 51.6% | 40,489 | 55.0% | 39,643 | 51.6% | 40,489 | 55.0% | -2.1% | -2.1% |
| Total Passenger > \$ | 2,912 | 3.8% | 3,032 | 4.1% | 2,912 | 3.8% | 3,032 | 4.1% | -4.0% | -4.0% |
| Total Passenger | 42,555 | 55.4% | 43,521 | 59.1% | 42,555 | 55.4% | 43,521 | 59.1% | -2.2% | -2.2% |

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 | 69 | 0.2% | 88 | 0.2% | 69 | 0.2% | 88 | 0.2% | -21.6% | -21.6% |
| Aston Martin | 6 | 0.0% | 9 | 0.0% | 6 | 0.0% | 9 | 0.0% | -33.3% | -33.3% |
| Audi | 766 | 1.8% | 1,006 | 2.3% | 766 | 1.8% | 1,006 | 2.3% | -23.9% | -23.9% |
| Bentley | 4 | 0.0% | 6 | 0.0% | 4 | 0.0% | 6 | 0.0% | -33.3% | -33.3% |
| BMW | 693 | 1.6% | 615 | 1.4% | 693 | 1.6% | 615 | 1.4% | 12.7% | 12.7% |
| Chery | 29 | 0.1% | 0 | 0.0% | 29 | 0.1% | 0 | 0.0% | - | - |
| Chrysler | 7 | 0.0% | 157 | 0.4% | 7 | 0.0% | 157 | 0.4% | -95.5% | -95.5% |
| Citroen | 108 | 0.3% | 68 | 0.2% | 108 | 0.3% | 68 | 0.2% | 58.8% | 58.8% |
| Dodge | 105 | 0.2% | 98 | 0.2% | 105 | 0.2% | 98 | 0.2% | 7.1% | 7.1% |
| Ferrari | 10 | 0.0% | 12 | 0.0% | 10 | 0.0% | 12 | 0.0% | -16.7% | -16.7% |
| Fiat | 40 | 0.1% | 24 | 0.1% | 40 | 0.1% | 24 | 0.1% | 66.7% | 66.7% |
| Ford | 3,759 | 8.8% | 3,795 | 8.7% | 3,759 | 8.8% | 3,795 | 8.7% | -0.9% | -0.9% |
| Holden | 6,214 | 14.6% | 5,891 | 13.5% | 6,214 | 14.6% | 5,891 | 13.5% | 5.5% | 5.5% |
| Honda | 1,328 | 3.1% | 1,802 | 4.1% | 1,328 | 3.1% | 1,802 | 4.1% | -26.3% | -26.3% |
| Hyundai | 4,946 | 11.6% | 4,894 | 11.2% | 4,946 | 11.6% | 4,894 | 11.2% | 1.1% | 1.1% |
| Jaguar | 63 | 0.1% | 50 | 0.1% | 63 | 0.1% | 50 | 0.1% | 26.0% | 26.0% |
| Kia | 1,748 | 4.1% | 1,433 | 3.3% | 1,748 | 4.1% | 1,433 | 3.3% | 22.0% | 22.0% |
| Lamborghini | 4 | 0.0% | 4 | 0.0% | 4 | 0.0% | 4 | 0.0% | 0.0% | 0.0% |
| Lexus | 319 | 0.7% | 292 | 0.7% | 319 | 0.7% | 292 | 0.7% | 9.2% | 9.2% |
| Lotus | 11 | 0.0% | 2 | 0.0% | 11 | 0.0% | 2 | 0.0% | 450.0% | 450.0% |
| Maserati | 10 | 0.0% | 9 | 0.0% | 10 | 0.0% | 9 | 0.0% | 11.1% | 11.1% |
| Mazda | 6,360 | 14.9% | 5,512 | 12.7% | 6,360 | 14.9% | 5,512 | 12.7% | 15.4% | 15.4% |
| Mercedes-Benz | 922 | 2.2% | 697 | 1.6% | 922 | 2.2% | 697 | 1.6% | 32.3% | 32.3% |
| MINI | 111 | 0.3% | 124 | 0.3% | 111 | 0.3% | 124 | 0.3% | -10.5% | -10.5% |
| Mitsubishi | 1,518 | 3.6% | 1,793 | 4.1% | 1,518 | 3.6% | 1,793 | 4.1% | -15.3% | -15.3% |
| Morgan | 2 | 0.0% | 3 | 0.0% | 2 | 0.0% | 3 | 0.0% | -33.3% | -33.3% |
| Nissan | 795 | 1.9% | 909 | 2.1% | 795 | 1.9% | 909 | 2.1% | -12.5% | -12.5% |
| Peugeot | 264 | 0.6% | 326 | 0.7% | 264 | 0.6% | 326 | 0.7% | -19.0% | -19.0% |
| Porsche | 47 | 0.1% | 57 | 0.1% | 47 | 0.1% | 57 | 0.1% | -17.5% | -17.5% |
| Proton | 53 | 0.1% | 107 | 0.2% | 53 | 0.1% | 107 | 0.2% | -50.5% | -50.5% |
| Renault | 102 | 0.2% | 93 | 0.2% | 102 | 0.2% | 93 | 0.2% | 9.7% | 9.7% |
| Rolls-Royce | 1 | 0.0% | 0 | 0.0% | 1 | 0.0% | 0 | 0.0% | - | - |
| Saab | 5 | 0.0% | 0 | 0.0% | 5 | 0.0% | 0 | 0.0% | - | - |
| Skoda | 111 | 0.3% | 105 | 0.2% | 111 | 0.3% | 105 | 0.2% | 5.7% | 5.7% |
| Smart | 15 | 0.0% | 7 | 0.0% | 15 | 0.0% | 7 | 0.0% | 114.3% | 114.3% |
| Ssangyong | 4 | 0.0% | 4 | 0.0% | 4 | 0.0% | 4 | 0.0% | 0.0% | 0.0% |
| Subaru | 1,070 | 2.5% | 2,069 | 4.8% | 1,070 | 2.5% | 2,069 | 4.8% | -48.3% | -48.3% |
| Suzuki | 1,248 | 2.9% | 1,774 | 4.1% | 1,248 | 2.9% | 1,774 | 4.1% | -29.7% | -29.7% |
| Toyota | 7,282 | 17.1% | 7,775 | 17.9% | 7,282 | 17.1% | 7,775 | 17.9% | -6.3% | -6.3% |
| Volkswagen | 2,248 | 5.3% | 1,783 | 4.1% | 2,248 | 5.3% | 1,783 | 4.1% | 26.1% | 26.1% |
| Volvo Car | 158 | 0.4% | 128 | 0.3% | 158 | 0.4% | 128 | 0.3% | 23.4% | 23.4% |
| Total Passenger | 42,555 | 100.0% | 43,521 | 100.0% | 42,555 | 100.0% | 43,521 | 100.0% | -2.2% | -2.2% |

| 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 | 61 | 1.5% | 0 | 0.0% | 61 | 1.5% | 0 | 0.0% | - | - |
| Hyundai ix35 | 865 | 21.6% | 796 | 32.8% | 865 | 21.6% | 796 | 32.8% | 8.7% | 8.7% |
| Jeep Compass | 156 | 3.9% | 0 | 0.0% | 156 | 3.9% | 0 | 0.0% | - | - |
| Jeep Patriot | 84 | 2.1% | 77 | 3.2% | 84 | 2.1% | 77 | 3.2% | 9.1% | 9.1% |
| Mitsubishi ASX | 728 | 18.2% | 424 | 17.5% | 728 | 18.2% | 424 | 17.5% | 71.7% | 71.7% |
| Nissan Dualis | 880 | 22.0% | 696 | 28.7% | 880 | 22.0% | 696 | 28.7% | 26.4% | 26.4% |
| Skoda Yeti | 31 | 0.8% | 0 | 0.0% | 31 | 0.8% | 0 | 0.0% | - | - |
| Subaru XV | 655 | 16.4% | 0 | 0.0% | 655 | 16.4% | 0 | 0.0% | - | - |
| Suzuki Jimny | 83 | 2.1% | 59 | 2.4% | 83 | 2.1% | 59 | 2.4% | 40.7% | 40.7% |
| Volkswagen Tiguan | 461 | 11.5% | 375 | 15.5% | 461 | 11.5% | 375 | 15.5% | 22.9% | 22.9% |
| Total SUV Small < \$40K | 4,004 | 5.2% | 2,427 | 3.3% | 4,004 | 5.2% | 2,427 | 3.3% | 65.0% | 65.0% |

| SUV Small > \$40K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|-----------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|-------------|-------------|
| BMW X1 | 149 | 78.4% | 162 | 90.0% | 149 | 78.4% | 162 | 90.0% | -8.0% | -8.0% |
| MINI Countryman | 41 | 21.6% | 18 | 10.0% | 41 | 21.6% | 18 | 10.0% | 127.8% | 127.8% |
| Total SUV Small > \$40K | 190 | 0.2% | 180 | 0.2% | 190 | 0.2% | 180 | 0.2% | 5.6% | 5.6% |

| | | | | | | | | | | |
|------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total SUV Small | 4,194 | 5.5% | 2,607 | 3.5% | 4,194 | 5.5% | 2,607 | 3.5% | 60.9% | 60.9% |
|------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

| 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 | 16 | 0.2% | 95 | 1.6% | 16 | 0.2% | 95 | 1.6% | -83.2% | -83.2% |
| Ford Escape | 163 | 2.3% | 330 | 5.6% | 163 | 2.3% | 330 | 5.6% | -50.6% | -50.6% |
| Great Wall X200 | 34 | 0.5% | 0 | 0.0% | 34 | 0.5% | 0 | 0.0% | - | - |
| Great Wall X240 | 155 | 2.2% | 239 | 4.1% | 155 | 2.2% | 239 | 4.1% | -35.1% | -35.1% |
| Holden Captiva 5 | 662 | 9.5% | 273 | 4.7% | 662 | 9.5% | 273 | 4.7% | 142.5% | 142.5% |
| Honda CR-V | 251 | 3.6% | 425 | 7.3% | 251 | 3.6% | 425 | 7.3% | -40.9% | -40.9% |
| Jeep Cherokee | 82 | 1.2% | 121 | 2.1% | 82 | 1.2% | 121 | 2.1% | -32.2% | -32.2% |
| Kia Sportage | 321 | 4.6% | 176 | 3.0% | 321 | 4.6% | 176 | 3.0% | 82.4% | 82.4% |
| Land Rover Defender S/Wgn | 72 | 1.0% | 21 | 0.4% | 72 | 1.0% | 21 | 0.4% | 242.9% | 242.9% |
| Mazda CX-7 | 1,167 | 16.7% | 704 | 12.0% | 1,167 | 16.7% | 704 | 12.0% | 65.8% | 65.8% |
| Mitsubishi Outlander | 532 | 7.6% | 587 | 10.0% | 532 | 7.6% | 587 | 10.0% | -9.4% | -9.4% |
| Nissan X-Trail | 1,048 | 15.0% | 693 | 11.8% | 1,048 | 15.0% | 693 | 11.8% | 51.2% | 51.2% |
| Peugeot 4007 | 31 | 0.4% | 7 | 0.1% | 31 | 0.4% | 7 | 0.1% | 342.9% | 342.9% |
| Renault Koleos | 41 | 0.6% | 27 | 0.5% | 41 | 0.6% | 27 | 0.5% | 51.9% | 51.9% |
| Skoda Octavia Scout | 11 | 0.2% | 5 | 0.1% | 11 | 0.2% | 5 | 0.1% | 120.0% | 120.0% |
| Ssangyong Actyon | 0 | 0.0% | 1 | 0.0% | 0 | 0.0% | 1 | 0.0% | -100.0% | -100.0% |
| Ssangyong Korando | 32 | 0.5% | 0 | 0.0% | 32 | 0.5% | 0 | 0.0% | - | - |
| Subaru Forester | 784 | 11.2% | 905 | 15.5% | 784 | 11.2% | 905 | 15.5% | -13.4% | -13.4% |
| Suzuki Grand Vitara | 301 | 4.3% | 259 | 4.4% | 301 | 4.3% | 259 | 4.4% | 16.2% | 16.2% |
| Toyota RAV4 | 1,292 | 18.5% | 985 | 16.8% | 1,292 | 18.5% | 985 | 16.8% | 31.2% | 31.2% |
| Total SUV Medium < \$60K | 6,995 | 9.1% | 5,853 | 8.0% | 6,995 | 9.1% | 5,853 | 8.0% | 19.5% | 19.5% |

| SUV Medium > \$60K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|------------------------------------|--------------|-------------|------------|-------------|--------------|-------------|------------|-------------|--------------|--------------|
| Audi Q5 | 440 | 41.0% | 272 | 50.6% | 440 | 41.0% | 272 | 50.6% | 61.8% | 61.8% |
| BMW X3 | 181 | 16.9% | 14 | 2.6% | 181 | 16.9% | 14 | 2.6% | >999% | >999% |
| Land Rover Freelander 2 | 84 | 7.8% | 123 | 22.9% | 84 | 7.8% | 123 | 22.9% | -31.7% | -31.7% |
| Land Rover Range Rover Evoque | 176 | 16.4% | 0 | 0.0% | 176 | 16.4% | 0 | 0.0% | - | - |
| Volvo XC60 | 192 | 17.9% | 129 | 24.0% | 192 | 17.9% | 129 | 24.0% | 48.8% | 48.8% |
| Total SUV Medium > \$60K | 1,073 | 1.4% | 538 | 0.7% | 1,073 | 1.4% | 538 | 0.7% | 99.4% | 99.4% |

| | | | | | | | | | | |
|-------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|
| Total SUV Medium | 8,068 | 10.5% | 6,391 | 8.7% | 8,068 | 10.5% | 6,391 | 8.7% | 26.2% | 26.2% |
|-------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|

| 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 | 804 | 11.1% | 673 | 11.7% | 804 | 11.1% | 673 | 11.7% | 19.5% | 19.5% |
| Holden Captiva 7 | 997 | 13.8% | 762 | 13.2% | 997 | 13.8% | 762 | 13.2% | 30.8% | 30.8% |
| Hummer H3 | 0 | 0.0% | 2 | 0.0% | 0 | 0.0% | 2 | 0.0% | -100.0% | -100.0% |
| Hyundai Santa Fe | 254 | 3.5% | 313 | 5.4% | 254 | 3.5% | 313 | 5.4% | -18.8% | -18.8% |
| Jeep Grand Cherokee | 430 | 6.0% | 60 | 1.0% | 430 | 6.0% | 60 | 1.0% | 616.7% | 616.7% |
| Jeep Wrangler | 330 | 4.6% | 135 | 2.3% | 330 | 4.6% | 135 | 2.3% | 144.4% | 144.4% |
| Kia Sorento | 180 | 2.5% | 182 | 3.2% | 180 | 2.5% | 182 | 3.2% | -1.1% | -1.1% |
| Mazda CX-9 | 392 | 5.4% | 257 | 4.5% | 392 | 5.4% | 257 | 4.5% | 52.5% | 52.5% |
| Mitsubishi Challenger | 166 | 2.3% | 152 | 2.6% | 166 | 2.3% | 152 | 2.6% | 9.2% | 9.2% |
| Mitsubishi Pajero | 475 | 6.6% | 521 | 9.0% | 475 | 6.6% | 521 | 9.0% | -8.8% | -8.8% |
| Nissan Murano | 155 | 2.1% | 170 | 2.9% | 155 | 2.1% | 170 | 2.9% | -8.8% | -8.8% |
| Nissan Pathfinder | 256 | 3.5% | 154 | 2.7% | 256 | 3.5% | 154 | 2.7% | 66.2% | 66.2% |
| Ssangyong Kyron | 6 | 0.1% | 5 | 0.1% | 6 | 0.1% | 5 | 0.1% | 20.0% | 20.0% |
| Ssangyong Rexton | 10 | 0.1% | 18 | 0.3% | 10 | 0.1% | 18 | 0.3% | -44.4% | -44.4% |
| Subaru Outback | 462 | 6.4% | 479 | 8.3% | 462 | 6.4% | 479 | 8.3% | -3.5% | -3.5% |
| Subaru Tribeca | 234 | 3.2% | 78 | 1.4% | 234 | 3.2% | 78 | 1.4% | 200.0% | 200.0% |
| Toyota FJ Cruiser | 83 | 1.1% | 0 | 0.0% | 83 | 1.1% | 0 | 0.0% | - | - |
| Toyota Kluger | 1,105 | 15.3% | 815 | 14.1% | 1,105 | 15.3% | 815 | 14.1% | 35.6% | 35.6% |
| Toyota Prado | 882 | 12.2% | 988 | 17.1% | 882 | 12.2% | 988 | 17.1% | -10.7% | -10.7% |
| Total SUV Large < \$70K | 7,221 | 9.4% | 5,764 | 7.8% | 7,221 | 9.4% | 5,764 | 7.8% | 25.3% | 25.3% |

| SUV Large > \$70K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|-----------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|-------------|-------------|
| Audi Q7 | 128 | 11.1% | 199 | 17.6% | 128 | 11.1% | 199 | 17.6% | -35.7% | -35.7% |
| BMW X5 | 163 | 14.2% | 190 | 16.8% | 163 | 14.2% | 190 | 16.8% | -14.2% | -14.2% |
| BMW X6 | 27 | 2.4% | 26 | 2.3% | 27 | 2.4% | 26 | 2.3% | 3.8% | 3.8% |
| Land Rover Discovery | 168 | 14.6% | 136 | 12.1% | 168 | 14.6% | 136 | 12.1% | 23.5% | 23.5% |
| Land Rover Range Rover Sport | 127 | 11.1% | 129 | 11.4% | 127 | 11.1% | 129 | 11.4% | -1.6% | -1.6% |
| Lexus RX | 112 | 9.8% | 107 | 9.5% | 112 | 9.8% | 107 | 9.5% | 4.7% | 4.7% |
| Mercedes-Benz M-Class | 23 | 2.0% | 111 | 9.8% | 23 | 2.0% | 111 | 9.8% | -79.3% | -79.3% |
| Mercedes-Benz R-Class | 12 | 1.0% | 13 | 1.2% | 12 | 1.0% | 13 | 1.2% | -7.7% | -7.7% |
| Porsche Cayenne | 110 | 9.6% | 100 | 8.9% | 110 | 9.6% | 100 | 8.9% | 10.0% | 10.0% |
| Volkswagen Touareg | 154 | 13.4% | 3 | 0.3% | 154 | 13.4% | 3 | 0.3% | >999% | >999% |
| Volvo XC70 | 15 | 1.3% | 20 | 1.8% | 15 | 1.3% | 20 | 1.8% | -25.0% | -25.0% |
| Volvo XC90 | 109 | 9.5% | 94 | 8.3% | 109 | 9.5% | 94 | 8.3% | 16.0% | 16.0% |
| Total SUV Large > \$70K | 1,148 | 1.5% | 1,128 | 1.5% | 1,148 | 1.5% | 1,128 | 1.5% | 1.8% | 1.8% |

| | | | | | | | | | | |
|------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|
| Total SUV Large | 8,369 | 10.9% | 6,892 | 9.4% | 8,369 | 10.9% | 6,892 | 9.4% | 21.4% | 21.4% |
|------------------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|--------------|--------------|

| 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 | 442 | 30.6% | 322 | 29.2% | 442 | 30.6% | 322 | 29.2% | 37.3% | 37.3% |
| Toyota Landcruiser Wagon | 1,003 | 69.4% | 781 | 70.8% | 1,003 | 69.4% | 781 | 70.8% | 28.4% | 28.4% |
| Total SUV Upper Large < \$100K | 1,445 | 1.9% | 1,103 | 1.5% | 1,445 | 1.9% | 1,103 | 1.5% | 31.0% | 31.0% |

| SUV Upper Large > \$100K | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|---------------|---------------|
| Land Rover Range Rover | 16 | 34.0% | 24 | 42.1% | 16 | 34.0% | 24 | 42.1% | -33.3% | -33.3% |
| Lexus LX | 6 | 12.8% | 10 | 17.5% | 6 | 12.8% | 10 | 17.5% | -40.0% | -40.0% |
| Mercedes-Benz G-Class | 10 | 21.3% | 2 | 3.5% | 10 | 21.3% | 2 | 3.5% | 400.0% | 400.0% |
| Mercedes-Benz GL-Class | 15 | 31.9% | 21 | 36.8% | 15 | 31.9% | 21 | 36.8% | -28.6% | -28.6% |
| Total SUV Upper Large > \$100K | 47 | 0.1% | 57 | 0.1% | 47 | 0.1% | 57 | 0.1% | -17.5% | -17.5% |

| | | | | | | | | | | |
|------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total SUV Upper Large | 1,492 | 1.9% | 1,160 | 1.6% | 1,492 | 1.9% | 1,160 | 1.6% | 28.6% | 28.6% |
|------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

| | | | | | | | | | | |
|--------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|
| Total SUV < \$ | 19,665 | 25.6% | 15,147 | 20.6% | 19,665 | 25.6% | 15,147 | 20.6% | 29.8% | 29.8% |
|--------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|

| | | | | | | | | | | |
|--------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total SUV > \$ | 2,458 | 3.2% | 1,903 | 2.6% | 2,458 | 3.2% | 1,903 | 2.6% | 29.2% | 29.2% |
|--------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

| | | | | | | | | | | |
|------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|
| Total SUV | 22,123 | 28.8% | 17,050 | 23.2% | 22,123 | 28.8% | 17,050 | 23.2% | 29.8% | 29.8% |
|------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|

NEW VEHICLE SALES BY MARQUE - SUV
JANUARY 2012

| | Month | | | | Year to Date | | | | Variance +/- % | |
|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|--------------|
| | 2012 | | 2011 | | 2012 | | 2011 | | MTH | YTD |
| | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Audi | 568 | 2.6% | 471 | 2.8% | 568 | 2.6% | 471 | 2.8% | 20.6% | 20.6% |
| BMW | 520 | 2.4% | 392 | 2.3% | 520 | 2.4% | 392 | 2.3% | 32.7% | 32.7% |
| Chery | 61 | 0.3% | 0 | 0.0% | 61 | 0.3% | 0 | 0.0% | - | - |
| Dodge | 16 | 0.1% | 95 | 0.6% | 16 | 0.1% | 95 | 0.6% | -83.2% | -83.2% |
| Ford | 967 | 4.4% | 1,003 | 5.9% | 967 | 4.4% | 1,003 | 5.9% | -3.6% | -3.6% |
| Great Wall | 189 | 0.9% | 239 | 1.4% | 189 | 0.9% | 239 | 1.4% | -20.9% | -20.9% |
| Holden | 1,659 | 7.5% | 1,035 | 6.1% | 1,659 | 7.5% | 1,035 | 6.1% | 60.3% | 60.3% |
| Honda | 251 | 1.1% | 425 | 2.5% | 251 | 1.1% | 425 | 2.5% | -40.9% | -40.9% |
| Hummer | 0 | 0.0% | 2 | 0.0% | 0 | 0.0% | 2 | 0.0% | -100.0% | -100.0% |
| Hyundai | 1,119 | 5.1% | 1,109 | 6.5% | 1,119 | 5.1% | 1,109 | 6.5% | 0.9% | 0.9% |
| Jeep | 1,082 | 4.9% | 393 | 2.3% | 1,082 | 4.9% | 393 | 2.3% | 175.3% | 175.3% |
| Kia | 501 | 2.3% | 358 | 2.1% | 501 | 2.3% | 358 | 2.1% | 39.9% | 39.9% |
| Land Rover | 643 | 2.9% | 433 | 2.5% | 643 | 2.9% | 433 | 2.5% | 48.5% | 48.5% |
| Lexus | 118 | 0.5% | 117 | 0.7% | 118 | 0.5% | 117 | 0.7% | 0.9% | 0.9% |
| Mazda | 1,559 | 7.0% | 961 | 5.6% | 1,559 | 7.0% | 961 | 5.6% | 62.2% | 62.2% |
| Mercedes-Benz | 60 | 0.3% | 147 | 0.9% | 60 | 0.3% | 147 | 0.9% | -59.2% | -59.2% |
| MINI | 41 | 0.2% | 18 | 0.1% | 41 | 0.2% | 18 | 0.1% | 127.8% | 127.8% |
| Mitsubishi | 1,901 | 8.6% | 1,684 | 9.9% | 1,901 | 8.6% | 1,684 | 9.9% | 12.9% | 12.9% |
| Nissan | 2,781 | 12.6% | 2,035 | 11.9% | 2,781 | 12.6% | 2,035 | 11.9% | 36.7% | 36.7% |
| Peugeot | 31 | 0.1% | 7 | 0.0% | 31 | 0.1% | 7 | 0.0% | 342.9% | 342.9% |
| Porsche | 110 | 0.5% | 100 | 0.6% | 110 | 0.5% | 100 | 0.6% | 10.0% | 10.0% |
| Renault | 41 | 0.2% | 27 | 0.2% | 41 | 0.2% | 27 | 0.2% | 51.9% | 51.9% |
| Skoda | 42 | 0.2% | 5 | 0.0% | 42 | 0.2% | 5 | 0.0% | 740.0% | 740.0% |
| Ssangyong | 48 | 0.2% | 24 | 0.1% | 48 | 0.2% | 24 | 0.1% | 100.0% | 100.0% |
| Subaru | 2,135 | 9.7% | 1,462 | 8.6% | 2,135 | 9.7% | 1,462 | 8.6% | 46.0% | 46.0% |
| Suzuki | 384 | 1.7% | 318 | 1.9% | 384 | 1.7% | 318 | 1.9% | 20.8% | 20.8% |
| Toyota | 4,365 | 19.7% | 3,569 | 20.9% | 4,365 | 19.7% | 3,569 | 20.9% | 22.3% | 22.3% |
| Volkswagen | 615 | 2.8% | 378 | 2.2% | 615 | 2.8% | 378 | 2.2% | 62.7% | 62.7% |
| Volvo Car | 316 | 1.4% | 243 | 1.4% | 316 | 1.4% | 243 | 1.4% | 30.0% | 30.0% |
| Total SUV | 22,123 | 100.0% | 17,050 | 100.0% | 22,123 | 100.0% | 17,050 | 100.0% | 29.8% | 29.8% |

| 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 | | |
| Ford Transit Bus | 0 | 0.0% | 4 | 2.4% | 0 | 0.0% | 4 | 2.4% | -100.0% | -100.0% |
| Mercedes-Benz Sprinter Bus | 1 | 0.5% | 0 | 0.0% | 1 | 0.5% | 0 | 0.0% | - | - |
| Toyota Hiace Bus | 188 | 99.5% | 160 | 97.6% | 188 | 99.5% | 160 | 97.6% | 17.5% | 17.5% |
| Total Light Buses < 20 Seats | 189 | 0.2% | 164 | 0.2% | 189 | 0.2% | 164 | 0.2% | 15.2% | 15.2% |
| Light Buses => 20 Seats | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Mitsubishi Rosa Bus | 55 | 53.4% | 21 | 51.2% | 55 | 53.4% | 21 | 51.2% | 161.9% | 161.9% |
| Toyota Coaster | 48 | 46.6% | 20 | 48.8% | 48 | 46.6% | 20 | 48.8% | 140.0% | 140.0% |
| Total Light Buses => 20 Seats | 103 | 0.1% | 41 | 0.1% | 103 | 0.1% | 41 | 0.1% | 151.2% | 151.2% |
| Vans/CC <= 2.5t | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Citroen Berlingo | 17 | 10.4% | 11 | 7.7% | 17 | 10.4% | 11 | 7.7% | 54.5% | 54.5% |
| Holden Combo | 28 | 17.1% | 29 | 20.4% | 28 | 17.1% | 29 | 20.4% | -3.4% | -3.4% |
| Peugeot Partner | 9 | 5.5% | 7 | 4.9% | 9 | 5.5% | 7 | 4.9% | 28.6% | 28.6% |
| Renault Kangoo | 12 | 7.3% | 8 | 5.6% | 12 | 7.3% | 8 | 5.6% | 50.0% | 50.0% |
| Suzuki APV | 35 | 21.3% | 19 | 13.4% | 35 | 21.3% | 19 | 13.4% | 84.2% | 84.2% |
| Volkswagen Caddy | 63 | 38.4% | 68 | 47.9% | 63 | 38.4% | 68 | 47.9% | -7.4% | -7.4% |
| Total Vans/CC <= 2.5t | 164 | 0.2% | 142 | 0.2% | 164 | 0.2% | 142 | 0.2% | 15.5% | 15.5% |
| Vans/CC 2.5-3.5t | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Citroen Dispatch | 0 | 0.0% | 1 | 0.1% | 0 | 0.0% | 1 | 0.1% | -100.0% | -100.0% |
| Fiat Scudo | 8 | 0.7% | 4 | 0.4% | 8 | 0.7% | 4 | 0.4% | 100.0% | 100.0% |
| Ford Transit | 56 | 4.6% | 41 | 3.7% | 56 | 4.6% | 41 | 3.7% | 36.6% | 36.6% |
| Hyundai iLOAD | 448 | 37.0% | 407 | 36.2% | 448 | 37.0% | 407 | 36.2% | 10.1% | 10.1% |
| Kia K2900 | 27 | 2.2% | 39 | 3.5% | 27 | 2.2% | 39 | 3.5% | -30.8% | -30.8% |
| Mercedes-Benz Vito | 40 | 3.3% | 40 | 3.6% | 40 | 3.3% | 40 | 3.6% | 0.0% | 0.0% |
| Mitsubishi Express | 49 | 4.0% | 49 | 4.4% | 49 | 4.0% | 49 | 4.4% | 0.0% | 0.0% |
| Peugeot Expert | 2 | 0.2% | 2 | 0.2% | 2 | 0.2% | 2 | 0.2% | 0.0% | 0.0% |
| Renault Trafic | 33 | 2.7% | 6 | 0.5% | 33 | 2.7% | 6 | 0.5% | 450.0% | 450.0% |
| Toyota Hiace Van | 464 | 38.3% | 388 | 34.6% | 464 | 38.3% | 388 | 34.6% | 19.6% | 19.6% |
| Volkswagen Transporter | 84 | 6.9% | 146 | 13.0% | 84 | 6.9% | 146 | 13.0% | -42.5% | -42.5% |
| Total Vans/CC 2.5-3.5t | 1,211 | 1.6% | 1,123 | 1.5% | 1,211 | 1.6% | 1,123 | 1.5% | 7.8% | 7.8% |
| PU/CC 4X2 | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
| Ford Falcon Ute | 394 | 15.1% | 479 | 14.1% | 394 | 15.1% | 479 | 14.1% | -17.7% | -17.7% |
| Ford Ranger 4X2 | 241 | 9.2% | 310 | 9.1% | 241 | 9.2% | 310 | 9.1% | -22.3% | -22.3% |
| Great Wall V200 4X2 | 117 | 4.5% | 0 | 0.0% | 117 | 4.5% | 0 | 0.0% | - | - |
| Great Wall V240 4X2 | 204 | 7.8% | 152 | 4.5% | 204 | 7.8% | 152 | 4.5% | 34.2% | 34.2% |
| Holden Colorado 4X2 | 42 | 1.6% | 74 | 2.2% | 42 | 1.6% | 74 | 2.2% | -43.2% | -43.2% |
| Holden Utility 4X2 | 473 | 18.1% | 522 | 15.3% | 473 | 18.1% | 522 | 15.3% | -9.4% | -9.4% |
| Isuzu Ute D-Max 4X2 | 39 | 1.5% | 65 | 1.9% | 39 | 1.5% | 65 | 1.9% | -40.0% | -40.0% |
| Mazda BT-50 4X2 | 158 | 6.1% | 382 | 11.2% | 158 | 6.1% | 382 | 11.2% | -58.6% | -58.6% |
| Mitsubishi Triton 4X2 | 332 | 12.7% | 340 | 10.0% | 332 | 12.7% | 340 | 10.0% | -2.4% | -2.4% |
| Nissan Navara 4X2 | 29 | 1.1% | 118 | 3.5% | 29 | 1.1% | 118 | 3.5% | -75.4% | -75.4% |
| Proton Jumbuck | 34 | 1.3% | 29 | 0.9% | 34 | 1.3% | 29 | 0.9% | 17.2% | 17.2% |
| Ssangyong Actyon Sports 4X2 | 20 | 0.8% | 25 | 0.7% | 20 | 0.8% | 25 | 0.7% | -20.0% | -20.0% |
| Toyota Hilux 4X2 | 492 | 18.8% | 911 | 26.7% | 492 | 18.8% | 911 | 26.7% | -46.0% | -46.0% |
| Volkswagen Amarok 4X2 | 36 | 1.4% | 0 | 0.0% | 36 | 1.4% | 0 | 0.0% | - | - |
| Total PU/CC 4X2 | 2,611 | 3.4% | 3,407 | 4.6% | 2,611 | 3.4% | 3,407 | 4.6% | -23.4% | -23.4% |

| PU/CC 4X4 | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|-------------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|---------------|
| Ford Ranger 4X4 | 377 | 6.2% | 720 | 10.6% | 377 | 6.2% | 720 | 10.6% | -47.6% | -47.6% |
| Great Wall V200 4X4 | 291 | 4.8% | 0 | 0.0% | 291 | 4.8% | 0 | 0.0% | - | - |
| Great Wall V240 4X4 | 67 | 1.1% | 127 | 1.9% | 67 | 1.1% | 127 | 1.9% | -47.2% | -47.2% |
| Holden Colorado 4X4 | 645 | 10.5% | 834 | 12.2% | 645 | 10.5% | 834 | 12.2% | -22.7% | -22.7% |
| Isuzu Ute D-Max 4X4 | 331 | 5.4% | 299 | 4.4% | 331 | 5.4% | 299 | 4.4% | 10.7% | 10.7% |
| Land Rover Defender PU/CC | 5 | 0.1% | 9 | 0.1% | 5 | 0.1% | 9 | 0.1% | -44.4% | -44.4% |
| Mazda BT-50 4X4 | 402 | 6.6% | 345 | 5.1% | 402 | 6.6% | 345 | 5.1% | 16.5% | 16.5% |
| Mitsubishi Triton 4X4 | 766 | 12.5% | 671 | 9.8% | 766 | 12.5% | 671 | 9.8% | 14.2% | 14.2% |
| Nissan Navara 4X4 | 1,580 | 25.8% | 1,686 | 24.7% | 1,580 | 25.8% | 1,686 | 24.7% | -6.3% | -6.3% |
| Nissan Patrol PU/CC | 173 | 2.8% | 128 | 1.9% | 173 | 2.8% | 128 | 1.9% | 35.2% | 35.2% |
| Ssangyong Actyon Sports 4X4 | 10 | 0.2% | 10 | 0.1% | 10 | 0.2% | 10 | 0.1% | 0.0% | 0.0% |
| Toyota Hilux 4X4 | 588 | 9.6% | 1,580 | 23.2% | 588 | 9.6% | 1,580 | 23.2% | -62.8% | -62.8% |
| Toyota Landcruiser PU/CC | 638 | 10.4% | 414 | 6.1% | 638 | 10.4% | 414 | 6.1% | 54.1% | 54.1% |
| Volkswagen Amarok 4X4 | 252 | 4.1% | 0 | 0.0% | 252 | 4.1% | 0 | 0.0% | - | - |
| Total PU/CC 4X4 | 6,125 | 8.0% | 6,823 | 9.3% | 6,125 | 8.0% | 6,823 | 9.3% | -10.2% | -10.2% |
| Total Light Commercial | 10,403 | 13.5% | 11,700 | 15.9% | 10,403 | 13.5% | 11,700 | 15.9% | -11.1% | -11.1% |

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 | 17 | 0.2% | 12 | 0.1% | 17 | 0.2% | 12 | 0.1% | 41.7% | 41.7% |
| Fiat | 8 | 0.1% | 4 | 0.0% | 8 | 0.1% | 4 | 0.0% | 100.0% | 100.0% |
| Ford | 1,068 | 10.3% | 1,554 | 13.3% | 1,068 | 10.3% | 1,554 | 13.3% | -31.3% | -31.3% |
| Great Wall | 679 | 6.5% | 279 | 2.4% | 679 | 6.5% | 279 | 2.4% | 143.4% | 143.4% |
| Holden | 1,188 | 11.4% | 1,459 | 12.5% | 1,188 | 11.4% | 1,459 | 12.5% | -18.6% | -18.6% |
| Hyundai | 448 | 4.3% | 407 | 3.5% | 448 | 4.3% | 407 | 3.5% | 10.1% | 10.1% |
| Isuzu Ute | 370 | 3.6% | 364 | 3.1% | 370 | 3.6% | 364 | 3.1% | 1.6% | 1.6% |
| Kia | 27 | 0.3% | 39 | 0.3% | 27 | 0.3% | 39 | 0.3% | -30.8% | -30.8% |
| Land Rover | 5 | 0.0% | 9 | 0.1% | 5 | 0.0% | 9 | 0.1% | -44.4% | -44.4% |
| Mazda | 560 | 5.4% | 727 | 6.2% | 560 | 5.4% | 727 | 6.2% | -23.0% | -23.0% |
| Mercedes-Benz | 41 | 0.4% | 40 | 0.3% | 41 | 0.4% | 40 | 0.3% | 2.5% | 2.5% |
| Mitsubishi | 1,147 | 11.0% | 1,060 | 9.1% | 1,147 | 11.0% | 1,060 | 9.1% | 8.2% | 8.2% |
| Mitsubishi Fuso | 55 | 0.5% | 21 | 0.2% | 55 | 0.5% | 21 | 0.2% | 161.9% | 161.9% |
| Nissan | 1,782 | 17.1% | 1,932 | 16.5% | 1,782 | 17.1% | 1,932 | 16.5% | -7.8% | -7.8% |
| Peugeot | 11 | 0.1% | 9 | 0.1% | 11 | 0.1% | 9 | 0.1% | 22.2% | 22.2% |
| Proton | 34 | 0.3% | 29 | 0.2% | 34 | 0.3% | 29 | 0.2% | 17.2% | 17.2% |
| Renault | 45 | 0.4% | 14 | 0.1% | 45 | 0.4% | 14 | 0.1% | 221.4% | 221.4% |
| Ssangyong | 30 | 0.3% | 35 | 0.3% | 30 | 0.3% | 35 | 0.3% | -14.3% | -14.3% |
| Suzuki | 35 | 0.3% | 19 | 0.2% | 35 | 0.3% | 19 | 0.2% | 84.2% | 84.2% |
| Toyota | 2,418 | 23.2% | 3,473 | 29.7% | 2,418 | 23.2% | 3,473 | 29.7% | -30.4% | -30.4% |
| Volkswagen | 435 | 4.2% | 214 | 1.8% | 435 | 4.2% | 214 | 1.8% | 103.3% | 103.3% |
| Total Light Commercial | 10,403 | 100.0% | 11,700 | 100.0% | 10,403 | 100.0% | 11,700 | 100.0% | -11.1% | -11.1% |

| 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 | 50 | 6.3% | 67 | 12.0% | 50 | 6.3% | 67 | 12.0% | -25.4% | -25.4% |
| Ford Transit Heavy | 44 | 5.6% | 61 | 11.0% | 44 | 5.6% | 61 | 11.0% | -27.9% | -27.9% |
| Foton | 10 | 1.3% | 0 | 0.0% | 10 | 1.3% | 0 | 0.0% | - | - |
| Hino (3.5t) | 125 | 15.9% | 82 | 14.7% | 125 | 15.9% | 82 | 14.7% | 52.4% | 52.4% |
| Hyundai HD | 13 | 1.6% | 14 | 2.5% | 13 | 1.6% | 14 | 2.5% | -7.1% | -7.1% |
| Isuzu N-Series | 183 | 23.2% | 143 | 25.7% | 183 | 23.2% | 143 | 25.7% | 28.0% | 28.0% |
| Iveco Daily C/C | 33 | 4.2% | 43 | 7.7% | 33 | 4.2% | 43 | 7.7% | -23.3% | -23.3% |
| Iveco Daily Van | 10 | 1.3% | 2 | 0.4% | 10 | 1.3% | 2 | 0.4% | 400.0% | 400.0% |
| Mercedes-Benz G-Wagon (4.6t) | 26 | 3.3% | 0 | 0.0% | 26 | 3.3% | 0 | 0.0% | - | - |
| Mercedes-Benz Sprinter | 129 | 16.4% | 67 | 12.0% | 129 | 16.4% | 67 | 12.0% | 92.5% | 92.5% |
| Mitsubishi Canter | 81 | 10.3% | 42 | 7.5% | 81 | 10.3% | 42 | 7.5% | 92.9% | 92.9% |
| Renault Master | 16 | 2.0% | 3 | 0.5% | 16 | 2.0% | 3 | 0.5% | 433.3% | 433.3% |
| Volkswagen Crafter | 68 | 8.6% | 33 | 5.9% | 68 | 8.6% | 33 | 5.9% | 106.1% | 106.1% |
| Total Trucks 3,501-7,500 kgs GVM | 788 | 1.0% | 557 | 0.8% | 788 | 1.0% | 557 | 0.8% | 41.5% | 41.5% |

| Trucks 7,501-15,000 kgs GVM | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|--|------------|-------------|------------|-------------|------------|-------------|------------|-------------|-------------|-------------|
| Hino (7.5t) | 113 | 33.6% | 148 | 45.8% | 113 | 33.6% | 148 | 45.8% | -23.6% | -23.6% |
| Isuzu F-Series (7.5t) | 130 | 38.7% | 82 | 25.4% | 130 | 38.7% | 82 | 25.4% | 58.5% | 58.5% |
| Isuzu N-Series (7.5t) | 28 | 8.3% | 20 | 6.2% | 28 | 8.3% | 20 | 6.2% | 40.0% | 40.0% |
| Iveco (7.5t) | 11 | 3.3% | 9 | 2.8% | 11 | 3.3% | 9 | 2.8% | 22.2% | 22.2% |
| MAN (7.5t) | 5 | 1.5% | 1 | 0.3% | 5 | 1.5% | 1 | 0.3% | 400.0% | 400.0% |
| Mercedes (7.5t) | 9 | 2.7% | 3 | 0.9% | 9 | 2.7% | 3 | 0.9% | 200.0% | 200.0% |
| Mitsubishi Canter (7.5t) | 15 | 4.5% | 2 | 0.6% | 15 | 4.5% | 2 | 0.6% | 650.0% | 650.0% |
| Mitsubishi Fighter (7.5t) | 25 | 7.4% | 28 | 8.7% | 25 | 7.4% | 28 | 8.7% | -10.7% | -10.7% |
| Nissan UD (7.5t) | 0 | 0.0% | 30 | 9.3% | 0 | 0.0% | 30 | 9.3% | -100.0% | -100.0% |
| Total Trucks 7,501-15,000 kgs GVM | 336 | 0.4% | 323 | 0.4% | 336 | 0.4% | 323 | 0.4% | 4.0% | 4.0% |

| Trucks 15,001 kgs + Over GVM | Volume | Share | Volume | Share | Volume | Share | Volume | Share | | |
|---|------------|-------------|------------|-------------|------------|-------------|------------|-------------|--------------|--------------|
| Caterpillar | 17 | 2.9% | 5 | 1.2% | 17 | 2.9% | 5 | 1.2% | 240.0% | 240.0% |
| DAF (15t) | 10 | 1.7% | 5 | 1.2% | 10 | 1.7% | 5 | 1.2% | 100.0% | 100.0% |
| Dennis Eagle | 9 | 1.6% | 0 | 0.0% | 9 | 1.6% | 0 | 0.0% | - | - |
| Freightliner (15t) | 15 | 2.6% | 29 | 6.7% | 15 | 2.6% | 29 | 6.7% | -48.3% | -48.3% |
| Hino (15t) | 26 | 4.5% | 23 | 5.3% | 26 | 4.5% | 23 | 5.3% | 13.0% | 13.0% |
| International (15t) | 5 | 0.9% | 3 | 0.7% | 5 | 0.9% | 3 | 0.7% | 66.7% | 66.7% |
| Isuzu (15t) | 56 | 9.7% | 37 | 8.5% | 56 | 9.7% | 37 | 8.5% | 51.4% | 51.4% |
| Iveco (15t) | 53 | 9.2% | 43 | 9.9% | 53 | 9.2% | 43 | 9.9% | 23.3% | 23.3% |
| Kenworth | 124 | 21.5% | 100 | 23.1% | 124 | 21.5% | 100 | 23.1% | 24.0% | 24.0% |
| Mack | 30 | 5.2% | 36 | 8.3% | 30 | 5.2% | 36 | 8.3% | -16.7% | -16.7% |
| MAN (15t) | 31 | 5.4% | 15 | 3.5% | 31 | 5.4% | 15 | 3.5% | 106.7% | 106.7% |
| Mercedes (15t) | 18 | 3.1% | 13 | 3.0% | 18 | 3.1% | 13 | 3.0% | 38.5% | 38.5% |
| Mitsubishi Fighter (15t) | 23 | 4.0% | 11 | 2.5% | 23 | 4.0% | 11 | 2.5% | 109.1% | 109.1% |
| Mitsubishi F-Series (15t) | 8 | 1.4% | 5 | 1.2% | 8 | 1.4% | 5 | 1.2% | 60.0% | 60.0% |
| Nissan UD (15t) | 0 | 0.0% | 7 | 1.6% | 0 | 0.0% | 7 | 1.6% | -100.0% | -100.0% |
| Scania (15t) | 16 | 2.8% | 16 | 3.7% | 16 | 2.8% | 16 | 3.7% | 0.0% | 0.0% |
| Sterling (15t) | 0 | 0.0% | 1 | 0.2% | 0 | 0.0% | 1 | 0.2% | -100.0% | -100.0% |
| Volvo Truck | 78 | 13.5% | 39 | 9.0% | 78 | 13.5% | 39 | 9.0% | 100.0% | 100.0% |
| Western Star | 59 | 10.2% | 45 | 10.4% | 59 | 10.2% | 45 | 10.4% | 31.1% | 31.1% |
| Total Trucks 15,001 kgs + Over GVM | 578 | 0.8% | 433 | 0.6% | 578 | 0.8% | 433 | 0.6% | 33.5% | 33.5% |

| | | | | | | | | | | |
|-------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|
| Total Heavy Commercial | 1,702 | 2.2% | 1,313 | 1.8% | 1,702 | 2.2% | 1,313 | 1.8% | 29.6% | 29.6% |
|-------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|--------------|

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 | 17 | 1.0% | 5 | 0.4% | 17 | 1.0% | 5 | 0.4% | 240.0% | 240.0% |
| Daf | 10 | 0.6% | 5 | 0.4% | 10 | 0.6% | 5 | 0.4% | 100.0% | 100.0% |
| Dennis Eagle | 9 | 0.5% | 0 | 0.0% | 9 | 0.5% | 0 | 0.0% | - | - |
| Fiat | 50 | 2.9% | 67 | 5.1% | 50 | 2.9% | 67 | 5.1% | -25.4% | -25.4% |
| Ford | 44 | 2.6% | 61 | 4.6% | 44 | 2.6% | 61 | 4.6% | -27.9% | -27.9% |
| Foton | 10 | 0.6% | 0 | 0.0% | 10 | 0.6% | 0 | 0.0% | - | - |
| Freightliner | 15 | 0.9% | 30 | 2.3% | 15 | 0.9% | 30 | 2.3% | -50.0% | -50.0% |
| Hino | 264 | 15.5% | 253 | 19.3% | 264 | 15.5% | 253 | 19.3% | 4.3% | 4.3% |
| Hyundai Trucks | 13 | 0.8% | 14 | 1.1% | 13 | 0.8% | 14 | 1.1% | -7.1% | -7.1% |
| International | 5 | 0.3% | 3 | 0.2% | 5 | 0.3% | 3 | 0.2% | 66.7% | 66.7% |
| Isuzu | 397 | 23.3% | 282 | 21.5% | 397 | 23.3% | 282 | 21.5% | 40.8% | 40.8% |
| Iveco | 107 | 6.3% | 97 | 7.4% | 107 | 6.3% | 97 | 7.4% | 10.3% | 10.3% |
| Kenworth | 124 | 7.3% | 100 | 7.6% | 124 | 7.3% | 100 | 7.6% | 24.0% | 24.0% |
| Mack | 30 | 1.8% | 36 | 2.7% | 30 | 1.8% | 36 | 2.7% | -16.7% | -16.7% |
| Man | 36 | 2.1% | 16 | 1.2% | 36 | 2.1% | 16 | 1.2% | 125.0% | 125.0% |
| Mercedes-Benz | 182 | 10.7% | 83 | 6.3% | 182 | 10.7% | 83 | 6.3% | 119.3% | 119.3% |
| Mitsubishi Fuso | 152 | 8.9% | 88 | 6.7% | 152 | 8.9% | 88 | 6.7% | 72.7% | 72.7% |
| Nissan UD | 0 | 0.0% | 37 | 2.8% | 0 | 0.0% | 37 | 2.8% | -100.0% | -100.0% |
| Renault | 16 | 0.9% | 3 | 0.2% | 16 | 0.9% | 3 | 0.2% | 433.3% | 433.3% |
| Scania | 16 | 0.9% | 16 | 1.2% | 16 | 0.9% | 16 | 1.2% | 0.0% | 0.0% |
| Volkswagen | 68 | 4.0% | 33 | 2.5% | 68 | 4.0% | 33 | 2.5% | 106.1% | 106.1% |
| Volvo Commercial | 78 | 4.6% | 39 | 3.0% | 78 | 4.6% | 39 | 3.0% | 100.0% | 100.0% |
| Western Star | 59 | 3.5% | 45 | 3.4% | 59 | 3.5% | 45 | 3.4% | 31.1% | 31.1% |
| Total Heavy Commercial | 1,702 | 100.0% | 1,313 | 100.0% | 1,702 | 100.0% | 1,313 | 100.0% | 29.6% | 29.6% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|---------------------------|--------------|--------------|--------------|--------------|-----------------------|-------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Alfa Romeo | | | | | | | | |
| Alfa Romeo 159 | 18 | 24 | 18 | 24 | -6 | -6 | -25.0% | -25.0% |
| Alfa Romeo Brera | 2 | 1 | 2 | 1 | 1 | 1 | 100.0% | 100.0% |
| Alfa Romeo Giulietta | 26 | 35 | 26 | 35 | -9 | -9 | -25.7% | -25.7% |
| Alfa Romeo GT | 0 | 2 | 0 | 2 | -2 | -2 | -100.0% | -100.0% |
| Alfa Romeo MiTo | 23 | 26 | 23 | 26 | -3 | -3 | -11.5% | -11.5% |
| Alfa Romeo Total | 69 | 88 | 69 | 88 | -19 | -19 | -21.6% | -21.6% |
| Aston Martin | | | | | | | | |
| Aston Martin Convertible | 1 | 1 | 1 | 1 | 0 | 0 | 0.0% | 0.0% |
| Aston Martin Coupe | 5 | 8 | 5 | 8 | -3 | -3 | -37.5% | -37.5% |
| Aston Martin Total | 6 | 9 | 6 | 9 | -3 | -3 | -33.3% | -33.3% |
| Audi | | | | | | | | |
| Audi A1 | 125 | 146 | 125 | 146 | -21 | -21 | -14.4% | -14.4% |
| Audi A3 | 128 | 169 | 128 | 169 | -41 | -41 | -24.3% | -24.3% |
| Audi A3 Convertible | 51 | 55 | 51 | 55 | -4 | -4 | -7.3% | -7.3% |
| Audi A4 | 182 | 291 | 182 | 291 | -109 | -109 | -37.5% | -37.5% |
| Audi A5 | 72 | 120 | 72 | 120 | -48 | -48 | -40.0% | -40.0% |
| Audi A5 Sportback | 50 | 118 | 50 | 118 | -68 | -68 | -57.6% | -57.6% |
| Audi A6 | 72 | 47 | 72 | 47 | 25 | 25 | 53.2% | 53.2% |
| Audi A7 | 18 | 0 | 18 | 0 | 18 | 18 | - | - |
| Audi A8 | 12 | 15 | 12 | 15 | -3 | -3 | -20.0% | -20.0% |
| Audi Q5 | 440 | 272 | 440 | 272 | 168 | 168 | 61.8% | 61.8% |
| Audi Q7 | 128 | 199 | 128 | 199 | -71 | -71 | -35.7% | -35.7% |
| Audi R8 | 6 | 6 | 6 | 6 | 0 | 0 | 0.0% | 0.0% |
| Audi TT | 50 | 39 | 50 | 39 | 11 | 11 | 28.2% | 28.2% |
| Audi Total | 1,334 | 1,477 | 1,334 | 1,477 | -143 | -143 | -9.7% | -9.7% |
| Bentley | | | | | | | | |
| Bentley | 4 | 6 | 4 | 6 | -2 | -2 | -33.3% | -33.3% |
| Bentley Total | 4 | 6 | 4 | 6 | -2 | -2 | -33.3% | -33.3% |
| BMW | | | | | | | | |
| BMW 1 Series | 143 | 61 | 143 | 61 | 82 | 82 | 134.4% | 134.4% |
| BMW 1 Series Coupe/Conv | 107 | 119 | 107 | 119 | -12 | -12 | -10.1% | -10.1% |
| BMW 3 Series | 264 | 208 | 264 | 208 | 56 | 56 | 26.9% | 26.9% |
| BMW 3 Series Coupe/Conv | 67 | 93 | 67 | 93 | -26 | -26 | -28.0% | -28.0% |
| BMW 5 Series | 76 | 99 | 76 | 99 | -23 | -23 | -23.2% | -23.2% |
| BMW 5 Series Gran Turismo | 3 | 4 | 3 | 4 | -1 | -1 | -25.0% | -25.0% |
| BMW 6 Series | 22 | 1 | 22 | 1 | 21 | 21 | >999% | >999% |
| BMW 7 Series | 0 | 16 | 0 | 16 | -16 | -16 | -100.0% | -100.0% |
| BMW X1 | 149 | 162 | 149 | 162 | -13 | -13 | -8.0% | -8.0% |
| BMW X3 | 181 | 14 | 181 | 14 | 167 | 167 | >999% | >999% |
| BMW X5 | 163 | 190 | 163 | 190 | -27 | -27 | -14.2% | -14.2% |
| BMW X6 | 27 | 26 | 27 | 26 | 1 | 1 | 3.8% | 3.8% |
| BMW Z4 | 11 | 14 | 11 | 14 | -3 | -3 | -21.4% | -21.4% |
| BMW Total | 1,213 | 1,007 | 1,213 | 1,007 | 206 | 206 | 20.5% | 20.5% |
| Caterpillar | | | | | | | | |
| Caterpillar | 17 | 5 | 17 | 5 | 12 | 12 | 240.0% | 240.0% |
| Caterpillar Total | 17 | 5 | 17 | 5 | 12 | 12 | 240.0% | 240.0% |
| Chery | | | | | | | | |
| Chery J1 | 22 | 0 | 22 | 0 | 22 | 22 | - | - |
| Chery J11 | 61 | 0 | 61 | 0 | 61 | 61 | - | - |
| Chery J3 | 7 | 0 | 7 | 0 | 7 | 7 | - | - |
| Chery Total | 90 | 0 | 90 | 0 | 90 | 90 | - | - |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|---------------------------|--------------|--------------|--------------|--------------|-----------------------|-------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Chrysler | | | | | | | | |
| Chrysler 300C | 0 | 120 | 0 | 120 | -120 | -120 | -100.0% | -100.0% |
| Chrysler Sebring Cabrio | 0 | 4 | 0 | 4 | -4 | -4 | -100.0% | -100.0% |
| Chrysler Voyager | 7 | 33 | 7 | 33 | -26 | -26 | -78.8% | -78.8% |
| Chrysler Total | 7 | 157 | 7 | 157 | -150 | -150 | -95.5% | -95.5% |
| Citroen | | | | | | | | |
| Citroen Berlingo | 17 | 11 | 17 | 11 | 6 | 6 | 54.5% | 54.5% |
| Citroen C3 | 14 | 11 | 14 | 11 | 3 | 3 | 27.3% | 27.3% |
| Citroen C4 | 43 | 20 | 43 | 20 | 23 | 23 | 115.0% | 115.0% |
| Citroen C4 Grand Picasso | 8 | 11 | 8 | 11 | -3 | -3 | -27.3% | -27.3% |
| Citroen C5 | 19 | 9 | 19 | 9 | 10 | 10 | 111.1% | 111.1% |
| Citroen C6 | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Citroen Dispatch | 0 | 1 | 0 | 1 | -1 | -1 | -100.0% | -100.0% |
| Citroen DS3 | 20 | 17 | 20 | 17 | 3 | 3 | 17.6% | 17.6% |
| Citroen DS4 | 3 | 0 | 3 | 0 | 3 | 3 | - | - |
| Citroen Total | 125 | 80 | 125 | 80 | 45 | 45 | 56.3% | 56.3% |
| Daf | | | | | | | | |
| DAF (15t) | 10 | 5 | 10 | 5 | 5 | 5 | 100.0% | 100.0% |
| Daf Total | 10 | 5 | 10 | 5 | 5 | 5 | 100.0% | 100.0% |
| Dennis Eagle | | | | | | | | |
| Dennis Eagle | 9 | 0 | 9 | 0 | 9 | 9 | - | - |
| Dennis Eagle Total | 9 | 0 | 9 | 0 | 9 | 9 | - | - |
| Dodge | | | | | | | | |
| Dodge Caliber | 64 | 4 | 64 | 4 | 60 | 60 | >999% | >999% |
| Dodge Journey | 41 | 94 | 41 | 94 | -53 | -53 | -56.4% | -56.4% |
| Dodge Nitro | 16 | 95 | 16 | 95 | -79 | -79 | -83.2% | -83.2% |
| Dodge Total | 121 | 193 | 121 | 193 | -72 | -72 | -37.3% | -37.3% |
| Ferrari | | | | | | | | |
| Ferrari | 10 | 12 | 10 | 12 | -2 | -2 | -16.7% | -16.7% |
| Ferrari Total | 10 | 12 | 10 | 12 | -2 | -2 | -16.7% | -16.7% |
| Fiat | | | | | | | | |
| Fiat 500 | 26 | 24 | 26 | 24 | 2 | 2 | 8.3% | 8.3% |
| Fiat Abarth 500 | 14 | 0 | 14 | 0 | 14 | 14 | - | - |
| Fiat Ducato | 50 | 67 | 50 | 67 | -17 | -17 | -25.4% | -25.4% |
| Fiat Scudo | 8 | 4 | 8 | 4 | 4 | 4 | 100.0% | 100.0% |
| Fiat Total | 98 | 95 | 98 | 95 | 3 | 3 | 3.2% | 3.2% |
| Ford | | | | | | | | |
| Ford Escape | 163 | 330 | 163 | 330 | -167 | -167 | -50.6% | -50.6% |
| Ford Falcon | 931 | 1,157 | 931 | 1,157 | -226 | -226 | -19.5% | -19.5% |
| Ford Falcon Ute | 394 | 479 | 394 | 479 | -85 | -85 | -17.7% | -17.7% |
| Ford Fiesta | 888 | 1,127 | 888 | 1,127 | -239 | -239 | -21.2% | -21.2% |
| Ford Focus | 1,576 | 1,057 | 1,576 | 1,057 | 519 | 519 | 49.1% | 49.1% |
| Ford Mondeo | 364 | 454 | 364 | 454 | -90 | -90 | -19.8% | -19.8% |
| Ford Ranger 4X2 | 241 | 310 | 241 | 310 | -69 | -69 | -22.3% | -22.3% |
| Ford Ranger 4X4 | 377 | 720 | 377 | 720 | -343 | -343 | -47.6% | -47.6% |
| Ford Territory | 804 | 673 | 804 | 673 | 131 | 131 | 19.5% | 19.5% |
| Ford Transit | 56 | 41 | 56 | 41 | 15 | 15 | 36.6% | 36.6% |
| Ford Transit Bus | 0 | 4 | 0 | 4 | -4 | -4 | -100.0% | -100.0% |
| Ford Transit Heavy | 44 | 61 | 44 | 61 | -17 | -17 | -27.9% | -27.9% |
| Ford Total | 5,838 | 6,413 | 5,838 | 6,413 | -575 | -575 | -9.0% | -9.0% |
| Foton | | | | | | | | |
| Foton | 10 | 0 | 10 | 0 | 10 | 10 | - | - |
| Foton Total | 10 | 0 | 10 | 0 | 10 | 10 | - | - |

NEW VEHICLE SALES BY MARQUE & MODEL
JANUARY 2012

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|---------------------------|--------------|--------------|--------------|--------------|-----------------------|-------------|----------------|----------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Freightliner | | | | | | | | |
| Freightliner (15t) | 15 | 29 | 15 | 29 | -14 | -14 | -48.3% | -48.3% |
| Sterling (15t) | 0 | 1 | 0 | 1 | -1 | -1 | -100.0% | -100.0% |
| Freightliner Total | 15 | 30 | 15 | 30 | -15 | -15 | -50.0% | -50.0% |
| Great Wall | | | | | | | | |
| Great Wall V200 4X2 | 117 | 0 | 117 | 0 | 117 | 117 | - | - |
| Great Wall V200 4X4 | 291 | 0 | 291 | 0 | 291 | 291 | - | - |
| Great Wall V240 4X2 | 204 | 152 | 204 | 152 | 52 | 52 | 34.2% | 34.2% |
| Great Wall V240 4X4 | 67 | 127 | 67 | 127 | -60 | -60 | -47.2% | -47.2% |
| Great Wall X200 | 34 | 0 | 34 | 0 | 34 | 34 | - | - |
| Great Wall X240 | 155 | 239 | 155 | 239 | -84 | -84 | -35.1% | -35.1% |
| Great Wall Total | 868 | 518 | 868 | 518 | 350 | 350 | 67.6% | 67.6% |
| Hino | | | | | | | | |
| Hino (15t) | 26 | 23 | 26 | 23 | 3 | 3 | 13.0% | 13.0% |
| Hino (3.5t) | 125 | 82 | 125 | 82 | 43 | 43 | 52.4% | 52.4% |
| Hino (7.5t) | 113 | 148 | 113 | 148 | -35 | -35 | -23.6% | -23.6% |
| Hino Total | 264 | 253 | 264 | 253 | 11 | 11 | 4.3% | 4.3% |
| Holden | | | | | | | | |
| Holden Barina | 1,318 | 602 | 1,318 | 602 | 716 | 716 | 118.9% | 118.9% |
| Holden Barina Spark | 178 | 420 | 178 | 420 | -242 | -242 | -57.6% | -57.6% |
| Holden Caprice | 96 | 61 | 96 | 61 | 35 | 35 | 57.4% | 57.4% |
| Holden Captiva 5 | 662 | 273 | 662 | 273 | 389 | 389 | 142.5% | 142.5% |
| Holden Captiva 7 | 997 | 762 | 997 | 762 | 235 | 235 | 30.8% | 30.8% |
| Holden Colorado 4X2 | 42 | 74 | 42 | 74 | -32 | -32 | -43.2% | -43.2% |
| Holden Colorado 4X4 | 645 | 834 | 645 | 834 | -189 | -189 | -22.7% | -22.7% |
| Holden Combo | 28 | 29 | 28 | 29 | -1 | -1 | -3.4% | -3.4% |
| Holden Commodore | 2,170 | 2,645 | 2,170 | 2,645 | -475 | -475 | -18.0% | -18.0% |
| Holden Cruze | 2,445 | 2,060 | 2,445 | 2,060 | 385 | 385 | 18.7% | 18.7% |
| Holden Epica | 7 | 103 | 7 | 103 | -96 | -96 | -93.2% | -93.2% |
| Holden Utility 4X2 | 473 | 522 | 473 | 522 | -49 | -49 | -9.4% | -9.4% |
| Holden Total | 9,061 | 8,385 | 9,061 | 8,385 | 676 | 676 | 8.1% | 8.1% |
| Honda | | | | | | | | |
| Honda Accord | 40 | 137 | 40 | 137 | -97 | -97 | -70.8% | -70.8% |
| Honda Accord Euro | 709 | 292 | 709 | 292 | 417 | 417 | 142.8% | 142.8% |
| Honda City | 29 | 178 | 29 | 178 | -149 | -149 | -83.7% | -83.7% |
| Honda Civic | 189 | 571 | 189 | 571 | -382 | -382 | -66.9% | -66.9% |
| Honda CR-V | 251 | 425 | 251 | 425 | -174 | -174 | -40.9% | -40.9% |
| Honda CR-Z | 20 | 0 | 20 | 0 | 20 | 20 | - | - |
| Honda Insight | 41 | 31 | 41 | 31 | 10 | 10 | 32.3% | 32.3% |
| Honda Jazz | 120 | 524 | 120 | 524 | -404 | -404 | -77.1% | -77.1% |
| Honda Legend | 2 | 2 | 2 | 2 | 0 | 0 | 0.0% | 0.0% |
| Honda Odyssey | 178 | 67 | 178 | 67 | 111 | 111 | 165.7% | 165.7% |
| Honda Total | 1,579 | 2,227 | 1,579 | 2,227 | -648 | -648 | -29.1% | -29.1% |
| Hummer | | | | | | | | |
| Hummer H3 | 0 | 2 | 0 | 2 | -2 | -2 | -100.0% | -100.0% |
| Hummer Total | 0 | 2 | 0 | 2 | -2 | -2 | -100.0% | -100.0% |

NEW VEHICLE SALES BY MARQUE & MODEL
JANUARY 2012

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-----------------------------|--------------|--------------|--------------|--------------|-----------------------|------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Hyundai | | | | | | | | |
| Hyundai Accent | 603 | 0 | 603 | 0 | 603 | 603 | - | - |
| Hyundai Elantra | 710 | 67 | 710 | 67 | 643 | 643 | 959.7% | 959.7% |
| Hyundai Getz | 0 | 2,167 | 0 | 2,167 | -2,167 | -2,167 | -100.0% | -100.0% |
| Hyundai Grandeur | 1 | 1 | 1 | 1 | 0 | 0 | 0.0% | 0.0% |
| Hyundai i20 | 986 | 564 | 986 | 564 | 422 | 422 | 74.8% | 74.8% |
| Hyundai i30 | 1,986 | 1,675 | 1,986 | 1,675 | 311 | 311 | 18.6% | 18.6% |
| Hyundai i40 | 123 | 0 | 123 | 0 | 123 | 123 | - | - |
| Hyundai i45 | 320 | 300 | 320 | 300 | 20 | 20 | 6.7% | 6.7% |
| Hyundai iLOAD | 448 | 407 | 448 | 407 | 41 | 41 | 10.1% | 10.1% |
| Hyundai iMAX | 181 | 120 | 181 | 120 | 61 | 61 | 50.8% | 50.8% |
| Hyundai ix35 | 865 | 796 | 865 | 796 | 69 | 69 | 8.7% | 8.7% |
| Hyundai Santa Fe | 254 | 313 | 254 | 313 | -59 | -59 | -18.8% | -18.8% |
| Hyundai Veloster | 36 | 0 | 36 | 0 | 36 | 36 | - | - |
| Hyundai Total | 6,513 | 6,410 | 6,513 | 6,410 | 103 | 103 | 1.6% | 1.6% |
| Hyundai Trucks | | | | | | | | |
| Hyundai HD | 13 | 14 | 13 | 14 | -1 | -1 | -7.1% | -7.1% |
| Hyundai Trucks Total | 13 | 14 | 13 | 14 | -1 | -1 | -7.1% | -7.1% |
| International | | | | | | | | |
| International (15t) | 5 | 3 | 5 | 3 | 2 | 2 | 66.7% | 66.7% |
| International Total | 5 | 3 | 5 | 3 | 2 | 2 | 66.7% | 66.7% |
| Isuzu | | | | | | | | |
| Isuzu (15t) | 56 | 37 | 56 | 37 | 19 | 19 | 51.4% | 51.4% |
| Isuzu F-Series (7.5t) | 130 | 82 | 130 | 82 | 48 | 48 | 58.5% | 58.5% |
| Isuzu N-Series | 183 | 143 | 183 | 143 | 40 | 40 | 28.0% | 28.0% |
| Isuzu N-Series (7.5t) | 28 | 20 | 28 | 20 | 8 | 8 | 40.0% | 40.0% |
| Isuzu Total | 397 | 282 | 397 | 282 | 115 | 115 | 40.8% | 40.8% |
| Isuzu Ute | | | | | | | | |
| Isuzu Ute D-Max 4X2 | 39 | 65 | 39 | 65 | -26 | -26 | -40.0% | -40.0% |
| Isuzu Ute D-Max 4X4 | 331 | 299 | 331 | 299 | 32 | 32 | 10.7% | 10.7% |
| Isuzu Ute Total | 370 | 364 | 370 | 364 | 6 | 6 | 1.6% | 1.6% |
| Iveco | | | | | | | | |
| Iveco (15t) | 53 | 43 | 53 | 43 | 10 | 10 | 23.3% | 23.3% |
| Iveco (7.5t) | 11 | 9 | 11 | 9 | 2 | 2 | 22.2% | 22.2% |
| Iveco Daily C/C | 33 | 43 | 33 | 43 | -10 | -10 | -23.3% | -23.3% |
| Iveco Daily Van | 10 | 2 | 10 | 2 | 8 | 8 | 400.0% | 400.0% |
| Iveco Total | 107 | 97 | 107 | 97 | 10 | 10 | 10.3% | 10.3% |
| Jaguar | | | | | | | | |
| Jaguar XF | 52 | 32 | 52 | 32 | 20 | 20 | 62.5% | 62.5% |
| Jaguar XJ SERIES | 6 | 14 | 6 | 14 | -8 | -8 | -57.1% | -57.1% |
| Jaguar XK Series | 5 | 4 | 5 | 4 | 1 | 1 | 25.0% | 25.0% |
| Jaguar Total | 63 | 50 | 63 | 50 | 13 | 13 | 26.0% | 26.0% |
| Jeep | | | | | | | | |
| Jeep Cherokee | 82 | 121 | 82 | 121 | -39 | -39 | -32.2% | -32.2% |
| Jeep Compass | 156 | 0 | 156 | 0 | 156 | 156 | - | - |
| Jeep Grand Cherokee | 430 | 60 | 430 | 60 | 370 | 370 | 616.7% | 616.7% |
| Jeep Patriot | 84 | 77 | 84 | 77 | 7 | 7 | 9.1% | 9.1% |
| Jeep Wrangler | 330 | 135 | 330 | 135 | 195 | 195 | 144.4% | 144.4% |
| Jeep Total | 1,082 | 393 | 1,082 | 393 | 689 | 689 | 175.3% | 175.3% |
| Kenworth | | | | | | | | |
| Kenworth | 124 | 100 | 124 | 100 | 24 | 24 | 24.0% | 24.0% |
| Kenworth Total | 124 | 100 | 124 | 100 | 24 | 24 | 24.0% | 24.0% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-------------------------------|--------------|--------------|--------------|--------------|-----------------------|------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Kia | | | | | | | | |
| Kia Carnival | 284 | 238 | 284 | 238 | 46 | 46 | 19.3% | 19.3% |
| Kia Cerato | 578 | 329 | 578 | 329 | 249 | 249 | 75.7% | 75.7% |
| Kia Cerato Koup | 77 | 63 | 77 | 63 | 14 | 14 | 22.2% | 22.2% |
| Kia K2900 | 27 | 39 | 27 | 39 | -12 | -12 | -30.8% | -30.8% |
| Kia Optima | 112 | 63 | 112 | 63 | 49 | 49 | 77.8% | 77.8% |
| Kia Rio | 644 | 675 | 644 | 675 | -31 | -31 | -4.6% | -4.6% |
| Kia Rondo | 23 | 41 | 23 | 41 | -18 | -18 | -43.9% | -43.9% |
| Kia Sorento | 180 | 182 | 180 | 182 | -2 | -2 | -1.1% | -1.1% |
| Kia Soul | 30 | 24 | 30 | 24 | 6 | 6 | 25.0% | 25.0% |
| Kia Sportage | 321 | 176 | 321 | 176 | 145 | 145 | 82.4% | 82.4% |
| Kia Total | 2,276 | 1,830 | 2,276 | 1,830 | 446 | 446 | 24.4% | 24.4% |
| Lamborghini | | | | | | | | |
| Lamborghini | 4 | 2 | 4 | 2 | 2 | 2 | 100.0% | 100.0% |
| Lamborghini Convertible | 0 | 2 | 0 | 2 | -2 | -2 | -100.0% | -100.0% |
| Lamborghini Total | 4 | 4 | 4 | 4 | 0 | 0 | 0.0% | 0.0% |
| Land Rover | | | | | | | | |
| Land Rover Defender PU/CC | 5 | 9 | 5 | 9 | -4 | -4 | -44.4% | -44.4% |
| Land Rover Defender S/Wgn | 72 | 21 | 72 | 21 | 51 | 51 | 242.9% | 242.9% |
| Land Rover Discovery | 168 | 136 | 168 | 136 | 32 | 32 | 23.5% | 23.5% |
| Land Rover Freelander 2 | 84 | 123 | 84 | 123 | -39 | -39 | -31.7% | -31.7% |
| Land Rover Range Rover | 16 | 24 | 16 | 24 | -8 | -8 | -33.3% | -33.3% |
| Land Rover Range Rover Evoque | 176 | 0 | 176 | 0 | 176 | 176 | - | - |
| Land Rover Range Rover Sport | 127 | 129 | 127 | 129 | -2 | -2 | -1.6% | -1.6% |
| Land Rover Total | 648 | 442 | 648 | 442 | 206 | 206 | 46.6% | 46.6% |
| Lexus | | | | | | | | |
| Lexus CT200H | 142 | 0 | 142 | 0 | 142 | 142 | - | - |
| Lexus GS | 5 | 7 | 5 | 7 | -2 | -2 | -28.6% | -28.6% |
| Lexus IS F | 2 | 13 | 2 | 13 | -11 | -11 | -84.6% | -84.6% |
| Lexus IS250 | 117 | 151 | 117 | 151 | -34 | -34 | -22.5% | -22.5% |
| Lexus IS250C | 7 | 37 | 7 | 37 | -30 | -30 | -81.1% | -81.1% |
| Lexus IS350 | 45 | 80 | 45 | 80 | -35 | -35 | -43.8% | -43.8% |
| Lexus LS | 1 | 4 | 1 | 4 | -3 | -3 | -75.0% | -75.0% |
| Lexus LX | 6 | 10 | 6 | 10 | -4 | -4 | -40.0% | -40.0% |
| Lexus RX | 112 | 107 | 112 | 107 | 5 | 5 | 4.7% | 4.7% |
| Lexus Total | 437 | 409 | 437 | 409 | 28 | 28 | 6.8% | 6.8% |
| Lotus | | | | | | | | |
| Lotus Elise | 5 | 0 | 5 | 0 | 5 | 5 | - | - |
| Lotus Evora | 4 | 1 | 4 | 1 | 3 | 3 | 300.0% | 300.0% |
| Lotus Exige | 2 | 1 | 2 | 1 | 1 | 1 | 100.0% | 100.0% |
| Lotus Total | 11 | 2 | 11 | 2 | 9 | 9 | 450.0% | 450.0% |
| Mack | | | | | | | | |
| Mack | 30 | 36 | 30 | 36 | -6 | -6 | -16.7% | -16.7% |
| Mack Total | 30 | 36 | 30 | 36 | -6 | -6 | -16.7% | -16.7% |
| Man | | | | | | | | |
| MAN (15t) | 31 | 15 | 31 | 15 | 16 | 16 | 106.7% | 106.7% |
| MAN (7.5t) | 5 | 1 | 5 | 1 | 4 | 4 | 400.0% | 400.0% |
| Man Total | 36 | 16 | 36 | 16 | 20 | 20 | 125.0% | 125.0% |
| Maserati | | | | | | | | |
| Maserati | 10 | 9 | 10 | 9 | 1 | 1 | 11.1% | 11.1% |
| Maserati Total | 10 | 9 | 10 | 9 | 1 | 1 | 11.1% | 11.1% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|--------------------------------|--------------|--------------|--------------|--------------|-----------------------|--------------|--------------|--------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Mazda | | | | | | | | |
| Mazda BT-50 4X2 | 158 | 382 | 158 | 382 | -224 | -224 | -58.6% | -58.6% |
| Mazda BT-50 4X4 | 402 | 345 | 402 | 345 | 57 | 57 | 16.5% | 16.5% |
| Mazda CX-7 | 1,167 | 704 | 1,167 | 704 | 463 | 463 | 65.8% | 65.8% |
| Mazda CX-9 | 392 | 257 | 392 | 257 | 135 | 135 | 52.5% | 52.5% |
| Mazda MX5 | 22 | 22 | 22 | 22 | 0 | 0 | 0.0% | 0.0% |
| Mazda RX8 | 6 | 10 | 6 | 10 | -4 | -4 | -40.0% | -40.0% |
| Mazda2 | 1,624 | 1,359 | 1,624 | 1,359 | 265 | 265 | 19.5% | 19.5% |
| Mazda3 | 4,045 | 3,605 | 4,045 | 3,605 | 440 | 440 | 12.2% | 12.2% |
| Mazda6 | 663 | 516 | 663 | 516 | 147 | 147 | 28.5% | 28.5% |
| Mazda Total | 8,479 | 7,200 | 8,479 | 7,200 | 1,279 | 1,279 | 17.8% | 17.8% |
| Mercedes-Benz | | | | | | | | |
| Mercedes (15t) | 18 | 13 | 18 | 13 | 5 | 5 | 38.5% | 38.5% |
| Mercedes (7.5t) | 9 | 3 | 9 | 3 | 6 | 6 | 200.0% | 200.0% |
| Mercedes-Benz B-Class | 4 | 131 | 4 | 131 | -127 | -127 | -96.9% | -96.9% |
| Mercedes-Benz C-Class | 439 | 238 | 439 | 238 | 201 | 201 | 84.5% | 84.5% |
| Mercedes-Benz C-Class Coupe | 216 | 0 | 216 | 0 | 216 | 216 | - | - |
| Mercedes-Benz CLC-Class | 0 | 93 | 0 | 93 | -93 | -93 | -100.0% | -100.0% |
| Mercedes-Benz CL-Class | 1 | 1 | 1 | 1 | 0 | 0 | 0.0% | 0.0% |
| Mercedes-Benz CLS-Class | 37 | 0 | 37 | 0 | 37 | 37 | - | - |
| Mercedes-Benz E-Class | 80 | 125 | 80 | 125 | -45 | -45 | -36.0% | -36.0% |
| Mercedes-Benz E-Class Cpe/Conv | 56 | 86 | 56 | 86 | -30 | -30 | -34.9% | -34.9% |
| Mercedes-Benz G-Class | 10 | 2 | 10 | 2 | 8 | 8 | 400.0% | 400.0% |
| Mercedes-Benz GL-Class | 15 | 21 | 15 | 21 | -6 | -6 | -28.6% | -28.6% |
| Mercedes-Benz G-Wagon (4.6t) | 26 | 0 | 26 | 0 | 26 | 26 | - | - |
| Mercedes-Benz M-Class | 23 | 111 | 23 | 111 | -88 | -88 | -79.3% | -79.3% |
| Mercedes-Benz R-Class | 12 | 13 | 12 | 13 | -1 | -1 | -7.7% | -7.7% |
| Mercedes-Benz S-Class | 13 | 2 | 13 | 2 | 11 | 11 | 550.0% | 550.0% |
| Mercedes-Benz SL-Class | 2 | 2 | 2 | 2 | 0 | 0 | 0.0% | 0.0% |
| Mercedes-Benz SLK-Class | 42 | 5 | 42 | 5 | 37 | 37 | 740.0% | 740.0% |
| Mercedes-Benz SLS-Class | 2 | 6 | 2 | 6 | -4 | -4 | -66.7% | -66.7% |
| Mercedes-Benz Sprinter | 129 | 67 | 129 | 67 | 62 | 62 | 92.5% | 92.5% |
| Mercedes-Benz Sprinter Bus | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Mercedes-Benz Viano | 22 | 4 | 22 | 4 | 18 | 18 | 450.0% | 450.0% |
| Mercedes-Benz Vito | 40 | 40 | 40 | 40 | 0 | 0 | 0.0% | 0.0% |
| Mercedes-Benz Vito Wagon | 8 | 4 | 8 | 4 | 4 | 4 | 100.0% | 100.0% |
| Mercedes-Benz Total | 1,205 | 967 | 1,205 | 967 | 238 | 238 | 24.6% | 24.6% |
| MINI | | | | | | | | |
| MINI Cabrio | 17 | 23 | 17 | 23 | -6 | -6 | -26.1% | -26.1% |
| MINI Countryman | 41 | 18 | 41 | 18 | 23 | 23 | 127.8% | 127.8% |
| MINI Coupe | 6 | 0 | 6 | 0 | 6 | 6 | - | - |
| MINI Hatch/Clubman | 88 | 101 | 88 | 101 | -13 | -13 | -12.9% | -12.9% |
| MINI Total | 152 | 142 | 152 | 142 | 10 | 10 | 7.0% | 7.0% |
| Mitsubishi | | | | | | | | |
| Mitsubishi ASX | 728 | 424 | 728 | 424 | 304 | 304 | 71.7% | 71.7% |
| Mitsubishi Challenger | 166 | 152 | 166 | 152 | 14 | 14 | 9.2% | 9.2% |
| Mitsubishi Colt | 45 | 119 | 45 | 119 | -74 | -74 | -62.2% | -62.2% |
| Mitsubishi Express | 49 | 49 | 49 | 49 | 0 | 0 | 0.0% | 0.0% |
| Mitsubishi Grandis | 0 | 4 | 0 | 4 | -4 | -4 | -100.0% | -100.0% |
| Mitsubishi i-MiEV | 3 | 0 | 3 | 0 | 3 | 3 | - | - |
| Mitsubishi Lancer | 1,470 | 1,670 | 1,470 | 1,670 | -200 | -200 | -12.0% | -12.0% |
| Mitsubishi Outlander | 532 | 587 | 532 | 587 | -55 | -55 | -9.4% | -9.4% |
| Mitsubishi Pajero | 475 | 521 | 475 | 521 | -46 | -46 | -8.8% | -8.8% |
| Mitsubishi Triton 4X2 | 332 | 340 | 332 | 340 | -8 | -8 | -2.4% | -2.4% |
| Mitsubishi Triton 4X4 | 766 | 671 | 766 | 671 | 95 | 95 | 14.2% | 14.2% |
| Mitsubishi Total | 4,566 | 4,537 | 4,566 | 4,537 | 29 | 29 | 0.6% | 0.6% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|------------------------------|--------------|--------------|--------------|--------------|-----------------------|------------|----------------|----------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Mitsubishi Fuso | | | | | | | | |
| Mitsubishi Canter | 81 | 42 | 81 | 42 | 39 | 39 | 92.9% | 92.9% |
| Mitsubishi Canter (7.5t) | 15 | 2 | 15 | 2 | 13 | 13 | 650.0% | 650.0% |
| Mitsubishi Fighter (15t) | 23 | 11 | 23 | 11 | 12 | 12 | 109.1% | 109.1% |
| Mitsubishi Fighter (7.5t) | 25 | 28 | 25 | 28 | -3 | -3 | -10.7% | -10.7% |
| Mitsubishi F-Series (15t) | 8 | 5 | 8 | 5 | 3 | 3 | 60.0% | 60.0% |
| Mitsubishi Rosa Bus | 55 | 21 | 55 | 21 | 34 | 34 | 161.9% | 161.9% |
| Mitsubishi Fuso Total | 207 | 109 | 207 | 109 | 98 | 98 | 89.9% | 89.9% |
| Morgan | | | | | | | | |
| Morgan Classics | 2 | 3 | 2 | 3 | -1 | -1 | -33.3% | -33.3% |
| Morgan Total | 2 | 3 | 2 | 3 | -1 | -1 | -33.3% | -33.3% |
| Nissan | | | | | | | | |
| Nissan 370Z | 38 | 54 | 38 | 54 | -16 | -16 | -29.6% | -29.6% |
| Nissan Dualis | 880 | 696 | 880 | 696 | 184 | 184 | 26.4% | 26.4% |
| Nissan GT-R | 2 | 0 | 2 | 0 | 2 | 2 | - | - |
| Nissan Maxima | 80 | 114 | 80 | 114 | -34 | -34 | -29.8% | -29.8% |
| Nissan Micra | 415 | 397 | 415 | 397 | 18 | 18 | 4.5% | 4.5% |
| Nissan Murano | 155 | 170 | 155 | 170 | -15 | -15 | -8.8% | -8.8% |
| Nissan Navara 4X2 | 29 | 118 | 29 | 118 | -89 | -89 | -75.4% | -75.4% |
| Nissan Navara 4X4 | 1,580 | 1,686 | 1,580 | 1,686 | -106 | -106 | -6.3% | -6.3% |
| Nissan Pathfinder | 256 | 154 | 256 | 154 | 102 | 102 | 66.2% | 66.2% |
| Nissan Patrol PU/CC | 173 | 128 | 173 | 128 | 45 | 45 | 35.2% | 35.2% |
| Nissan Patrol Wagon | 442 | 322 | 442 | 322 | 120 | 120 | 37.3% | 37.3% |
| Nissan Tiida | 260 | 344 | 260 | 344 | -84 | -84 | -24.4% | -24.4% |
| Nissan X-Trail | 1,048 | 693 | 1,048 | 693 | 355 | 355 | 51.2% | 51.2% |
| Nissan Total | 5,358 | 4,876 | 5,358 | 4,876 | 482 | 482 | 9.9% | 9.9% |
| Nissan UD | | | | | | | | |
| Nissan UD (15t) | 0 | 7 | 0 | 7 | -7 | -7 | -100.0% | -100.0% |
| Nissan UD (7.5t) | 0 | 30 | 0 | 30 | -30 | -30 | -100.0% | -100.0% |
| Nissan UD Total | 0 | 37 | 0 | 37 | -37 | -37 | -100.0% | -100.0% |
| Peugeot | | | | | | | | |
| Peugeot 207 | 39 | 116 | 39 | 116 | -77 | -77 | -66.4% | -66.4% |
| Peugeot 207 Convertible | 9 | 21 | 9 | 21 | -12 | -12 | -57.1% | -57.1% |
| Peugeot 3008 | 11 | 38 | 11 | 38 | -27 | -27 | -71.1% | -71.1% |
| Peugeot 308 | 70 | 76 | 70 | 76 | -6 | -6 | -7.9% | -7.9% |
| Peugeot 308 Convertible | 5 | 16 | 5 | 16 | -11 | -11 | -68.8% | -68.8% |
| Peugeot 4007 | 31 | 7 | 31 | 7 | 24 | 24 | 342.9% | 342.9% |
| Peugeot 407 | 0 | 39 | 0 | 39 | -39 | -39 | -100.0% | -100.0% |
| Peugeot 508 | 114 | 0 | 114 | 0 | 114 | 114 | - | - |
| Peugeot Expert | 2 | 2 | 2 | 2 | 0 | 0 | 0.0% | 0.0% |
| Peugeot Partner | 9 | 7 | 9 | 7 | 2 | 2 | 28.6% | 28.6% |
| Peugeot RCZ | 16 | 20 | 16 | 20 | -4 | -4 | -20.0% | -20.0% |
| Peugeot Total | 306 | 342 | 306 | 342 | -36 | -36 | -10.5% | -10.5% |
| Porsche | | | | | | | | |
| Porsche 911 | 19 | 26 | 19 | 26 | -7 | -7 | -26.9% | -26.9% |
| Porsche Boxster | 7 | 13 | 7 | 13 | -6 | -6 | -46.2% | -46.2% |
| Porsche Cayenne | 110 | 100 | 110 | 100 | 10 | 10 | 10.0% | 10.0% |
| Porsche Cayman | 9 | 6 | 9 | 6 | 3 | 3 | 50.0% | 50.0% |
| Porsche Panamera | 12 | 12 | 12 | 12 | 0 | 0 | 0.0% | 0.0% |
| Porsche Total | 157 | 157 | 157 | 157 | 0 | 0 | 0.0% | 0.0% |

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-----------------------------|------------|------------|------------|------------|-----------------------|------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Proton | | | | | | | | |
| Proton Gen.2 | 11 | 12 | 11 | 12 | -1 | -1 | -8.3% | -8.3% |
| Proton Jumbuck | 34 | 29 | 34 | 29 | 5 | 5 | 17.2% | 17.2% |
| Proton Persona | 9 | 19 | 9 | 19 | -10 | -10 | -52.6% | -52.6% |
| Proton S16 | 25 | 56 | 25 | 56 | -31 | -31 | -55.4% | -55.4% |
| Proton Satria | 8 | 12 | 8 | 12 | -4 | -4 | -33.3% | -33.3% |
| Proton Savvy | 0 | 8 | 0 | 8 | -8 | -8 | -100.0% | -100.0% |
| Proton Total | 87 | 136 | 87 | 136 | -49 | -49 | -36.0% | -36.0% |
| Renault | | | | | | | | |
| Renault Clio | 3 | 3 | 3 | 3 | 0 | 0 | 0.0% | 0.0% |
| Renault Fluence | 8 | 23 | 8 | 23 | -15 | -15 | -65.2% | -65.2% |
| Renault Kangoo | 12 | 8 | 12 | 8 | 4 | 4 | 50.0% | 50.0% |
| Renault Koleos | 41 | 27 | 41 | 27 | 14 | 14 | 51.9% | 51.9% |
| Renault Latitude | 14 | 2 | 14 | 2 | 12 | 12 | 600.0% | 600.0% |
| Renault Master | 16 | 3 | 16 | 3 | 13 | 13 | 433.3% | 433.3% |
| Renault Megane | 42 | 26 | 42 | 26 | 16 | 16 | 61.5% | 61.5% |
| Renault Megane Convertible | 7 | 15 | 7 | 15 | -8 | -8 | -53.3% | -53.3% |
| Renault Sport Megane | 28 | 24 | 28 | 24 | 4 | 4 | 16.7% | 16.7% |
| Renault Trafic | 33 | 6 | 33 | 6 | 27 | 27 | 450.0% | 450.0% |
| Renault Total | 204 | 137 | 204 | 137 | 67 | 67 | 48.9% | 48.9% |
| Rolls-Royce | | | | | | | | |
| Rolls-Royce | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Rolls-Royce Total | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Saab | | | | | | | | |
| Saab 93 | 3 | 0 | 3 | 0 | 3 | 3 | - | - |
| Saab 93 Convertible | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Saab 95 | 1 | 0 | 1 | 0 | 1 | 1 | - | - |
| Saab Total | 5 | 0 | 5 | 0 | 5 | 5 | - | - |
| Scania | | | | | | | | |
| Scania (15t) | 16 | 16 | 16 | 16 | 0 | 0 | 0.0% | 0.0% |
| Scania Total | 16 | 16 | 16 | 16 | 0 | 0 | 0.0% | 0.0% |
| Skoda | | | | | | | | |
| Skoda Fabia | 14 | 0 | 14 | 0 | 14 | 14 | - | - |
| Skoda Octavia | 58 | 75 | 58 | 75 | -17 | -17 | -22.7% | -22.7% |
| Skoda Octavia Scout | 11 | 5 | 11 | 5 | 6 | 6 | 120.0% | 120.0% |
| Skoda Superb | 39 | 30 | 39 | 30 | 9 | 9 | 30.0% | 30.0% |
| Skoda Yeti | 31 | 0 | 31 | 0 | 31 | 31 | - | - |
| Skoda Total | 153 | 110 | 153 | 110 | 43 | 43 | 39.1% | 39.1% |
| Smart | | | | | | | | |
| Smart Fortwo | 15 | 7 | 15 | 7 | 8 | 8 | 114.3% | 114.3% |
| Smart Total | 15 | 7 | 15 | 7 | 8 | 8 | 114.3% | 114.3% |
| Ssangyong | | | | | | | | |
| Ssangyong Actyon | 0 | 1 | 0 | 1 | -1 | -1 | -100.0% | -100.0% |
| Ssangyong Actyon Sports 4X2 | 20 | 25 | 20 | 25 | -5 | -5 | -20.0% | -20.0% |
| Ssangyong Actyon Sports 4X4 | 10 | 10 | 10 | 10 | 0 | 0 | 0.0% | 0.0% |
| Ssangyong Korando | 32 | 0 | 32 | 0 | 32 | 32 | - | - |
| Ssangyong Kyron | 6 | 5 | 6 | 5 | 1 | 1 | 20.0% | 20.0% |
| Ssangyong Rexton | 10 | 18 | 10 | 18 | -8 | -8 | -44.4% | -44.4% |
| Ssangyong Stavic | 4 | 4 | 4 | 4 | 0 | 0 | 0.0% | 0.0% |
| Ssangyong Total | 82 | 63 | 82 | 63 | 19 | 19 | 30.2% | 30.2% |

NEW VEHICLE SALES BY MARQUE & MODEL
JANUARY 2012

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|--------------------------|---------------|---------------|---------------|---------------|-----------------------|-------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Subaru | | | | | | | | |
| Subaru Forester | 784 | 905 | 784 | 905 | -121 | -121 | -13.4% | -13.4% |
| Subaru Impreza | 345 | 1,765 | 345 | 1,765 | -1,420 | -1,420 | -80.5% | -80.5% |
| Subaru Liberty | 725 | 304 | 725 | 304 | 421 | 421 | 138.5% | 138.5% |
| Subaru Outback | 462 | 479 | 462 | 479 | -17 | -17 | -3.5% | -3.5% |
| Subaru Tribeca | 234 | 78 | 234 | 78 | 156 | 156 | 200.0% | 200.0% |
| Subaru XV | 655 | 0 | 655 | 0 | 655 | 655 | - | - |
| Subaru Total | 3,205 | 3,531 | 3,205 | 3,531 | -326 | -326 | -9.2% | -9.2% |
| Suzuki | | | | | | | | |
| Suzuki Alto | 114 | 387 | 114 | 387 | -273 | -273 | -70.5% | -70.5% |
| Suzuki APV | 35 | 19 | 35 | 19 | 16 | 16 | 84.2% | 84.2% |
| Suzuki Grand Vitara | 301 | 259 | 301 | 259 | 42 | 42 | 16.2% | 16.2% |
| Suzuki Jimny | 83 | 59 | 83 | 59 | 24 | 24 | 40.7% | 40.7% |
| Suzuki Kizashi | 104 | 114 | 104 | 114 | -10 | -10 | -8.8% | -8.8% |
| Suzuki Swift | 889 | 1,132 | 889 | 1,132 | -243 | -243 | -21.5% | -21.5% |
| Suzuki SX4 | 141 | 141 | 141 | 141 | 0 | 0 | 0.0% | 0.0% |
| Suzuki Total | 1,667 | 2,111 | 1,667 | 2,111 | -444 | -444 | -21.0% | -21.0% |
| Toyota | | | | | | | | |
| Toyota Aurion | 989 | 654 | 989 | 654 | 335 | 335 | 51.2% | 51.2% |
| Toyota Camry (4 cyl) | 1,290 | 1,057 | 1,290 | 1,057 | 233 | 233 | 22.0% | 22.0% |
| Toyota Coaster | 48 | 20 | 48 | 20 | 28 | 28 | 140.0% | 140.0% |
| Toyota Corolla | 3,383 | 4,045 | 3,383 | 4,045 | -662 | -662 | -16.4% | -16.4% |
| Toyota FJ Cruiser | 83 | 0 | 83 | 0 | 83 | 83 | - | - |
| Toyota Hiace Bus | 188 | 160 | 188 | 160 | 28 | 28 | 17.5% | 17.5% |
| Toyota Hiace Van | 464 | 388 | 464 | 388 | 76 | 76 | 19.6% | 19.6% |
| Toyota Hilux 4X2 | 492 | 911 | 492 | 911 | -419 | -419 | -46.0% | -46.0% |
| Toyota Hilux 4X4 | 588 | 1,580 | 588 | 1,580 | -992 | -992 | -62.8% | -62.8% |
| Toyota Kluger | 1,105 | 815 | 1,105 | 815 | 290 | 290 | 35.6% | 35.6% |
| Toyota Landcruiser PU/CC | 638 | 414 | 638 | 414 | 224 | 224 | 54.1% | 54.1% |
| Toyota Landcruiser Wagon | 1,003 | 781 | 1,003 | 781 | 222 | 222 | 28.4% | 28.4% |
| Toyota Prado | 882 | 988 | 882 | 988 | -106 | -106 | -10.7% | -10.7% |
| Toyota Prius | 63 | 50 | 63 | 50 | 13 | 13 | 26.0% | 26.0% |
| Toyota RAV4 | 1,292 | 985 | 1,292 | 985 | 307 | 307 | 31.2% | 31.2% |
| Toyota Rukus | 99 | 93 | 99 | 93 | 6 | 6 | 6.5% | 6.5% |
| Toyota Tarago | 106 | 83 | 106 | 83 | 23 | 23 | 27.7% | 27.7% |
| Toyota Yaris | 1,352 | 1,793 | 1,352 | 1,793 | -441 | -441 | -24.6% | -24.6% |
| Toyota Total | 14,065 | 14,817 | 14,065 | 14,817 | -752 | -752 | -5.1% | -5.1% |

NEW VEHICLE SALES BY MARQUE & MODEL
JANUARY 2012

| | Month | | YTD | | Variance +/- Vol. & % | | | |
|-------------------------------|---------------|---------------|---------------|---------------|-----------------------|--------------|---------------|---------------|
| | 2012 | 2011 | 2012 | 2011 | MTH | YTD | MTH | YTD |
| Volkswagen | | | | | | | | |
| Volkswagen Amarok 4X2 | 36 | 0 | 36 | 0 | 36 | 36 | - | - |
| Volkswagen Amarok 4X4 | 252 | 0 | 252 | 0 | 252 | 252 | - | - |
| Volkswagen Caddy | 63 | 68 | 63 | 68 | -5 | -5 | -7.4% | -7.4% |
| Volkswagen Caddy Life/Camper | 29 | 4 | 29 | 4 | 25 | 25 | 625.0% | 625.0% |
| Volkswagen Caravelle | 12 | 11 | 12 | 11 | 1 | 1 | 9.1% | 9.1% |
| Volkswagen Crafter | 68 | 33 | 68 | 33 | 35 | 35 | 106.1% | 106.1% |
| Volkswagen Eos | 86 | 35 | 86 | 35 | 51 | 51 | 145.7% | 145.7% |
| Volkswagen Golf | 1,051 | 997 | 1,051 | 997 | 54 | 54 | 5.4% | 5.4% |
| Volkswagen Golf Cabriolet | 71 | 0 | 71 | 0 | 71 | 71 | - | - |
| Volkswagen Jetta | 189 | 60 | 189 | 60 | 129 | 129 | 215.0% | 215.0% |
| Volkswagen Multivan | 49 | 65 | 49 | 65 | -16 | -16 | -24.6% | -24.6% |
| Volkswagen New Beetle | 0 | 11 | 0 | 11 | -11 | -11 | -100.0% | -100.0% |
| Volkswagen New Beetle Cabrio | 0 | 3 | 0 | 3 | -3 | -3 | -100.0% | -100.0% |
| Volkswagen Passat | 366 | 72 | 366 | 72 | 294 | 294 | 408.3% | 408.3% |
| Volkswagen Passat CC | 65 | 52 | 65 | 52 | 13 | 13 | 25.0% | 25.0% |
| Volkswagen Polo | 257 | 473 | 257 | 473 | -216 | -216 | -45.7% | -45.7% |
| Volkswagen Scirocco | 73 | 0 | 73 | 0 | 73 | 73 | - | - |
| Volkswagen Tiguan | 461 | 375 | 461 | 375 | 86 | 86 | 22.9% | 22.9% |
| Volkswagen Touareg | 154 | 3 | 154 | 3 | 151 | 151 | >999% | >999% |
| Volkswagen Transporter | 84 | 146 | 84 | 146 | -62 | -62 | -42.5% | -42.5% |
| Volkswagen Total | 3,366 | 2,408 | 3,366 | 2,408 | 958 | 958 | 39.8% | 39.8% |
| Volvo Car | | | | | | | | |
| Volvo C30 | 31 | 43 | 31 | 43 | -12 | -12 | -27.9% | -27.9% |
| Volvo C70 | 17 | 11 | 17 | 11 | 6 | 6 | 54.5% | 54.5% |
| Volvo S40 | 17 | 20 | 17 | 20 | -3 | -3 | -15.0% | -15.0% |
| Volvo S60 | 45 | 39 | 45 | 39 | 6 | 6 | 15.4% | 15.4% |
| Volvo S80 | 2 | 2 | 2 | 2 | 0 | 0 | 0.0% | 0.0% |
| Volvo V50 | 8 | 12 | 8 | 12 | -4 | -4 | -33.3% | -33.3% |
| Volvo V60 | 36 | 0 | 36 | 0 | 36 | 36 | - | - |
| Volvo V70 | 2 | 1 | 2 | 1 | 1 | 1 | 100.0% | 100.0% |
| Volvo XC60 | 192 | 129 | 192 | 129 | 63 | 63 | 48.8% | 48.8% |
| Volvo XC70 | 15 | 20 | 15 | 20 | -5 | -5 | -25.0% | -25.0% |
| Volvo XC90 | 109 | 94 | 109 | 94 | 15 | 15 | 16.0% | 16.0% |
| Volvo Car Total | 474 | 371 | 474 | 371 | 103 | 103 | 27.8% | 27.8% |
| Volvo Commercial | | | | | | | | |
| Volvo Truck | 78 | 39 | 78 | 39 | 39 | 39 | 100.0% | 100.0% |
| Volvo Commercial Total | 78 | 39 | 78 | 39 | 39 | 39 | 100.0% | 100.0% |
| Western Star | | | | | | | | |
| Western Star | 59 | 45 | 59 | 45 | 14 | 14 | 31.1% | 31.1% |
| Western Star Total | 59 | 45 | 59 | 45 | 14 | 14 | 31.1% | 31.1% |
| TOTAL | 76,783 | 73,584 | 76,783 | 73,584 | 3,199 | 3,199 | 4.3% | 4.3% |