

VFACTS
National

NEW VEHICLE SALES BY SEGMENT AND MODEL
JULY 2008

Light Commercial	Month				Year to Date				Variance +/- %	
	2008		2007		2008		2007		MTH	YTD
Light Buses	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit Bus	29	9.5%	12	7.2%	87	4.1%	127	8.5%	141.7%	-31.5%
Toyota Hiace Bus	277	90.5%	154	92.8%	2,056	95.9%	1,370	91.5%	79.9%	50.1%
Total Light Buses	306	0.4%	166	0.2%	2,143	0.3%	1,497	0.2%	84.3%	43.2%

Vans	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen Berlingo	23	1.1%	50	3.2%	232	1.5%	338	2.9%	-54.0%	-31.4%
Citroen Dispatch	5	0.2%	0	0.0%	30	0.2%	0	0.0%	-	-
Fiat Scudo	5	0.2%	0	0.0%	33	0.2%	0	0.0%	-	-
Ford Transit	206	10.1%	191	12.1%	1,271	8.3%	1,429	12.1%	7.9%	-11.1%
Holden Combo	81	4.0%	8	0.5%	620	4.0%	432	3.7%	912.5%	43.5%
Hyundai iLOAD	154	7.5%	0	0.0%	1,156	7.5%	0	0.0%	-	-
Mercedes-Benz Vito	102	5.0%	140	8.9%	761	5.0%	878	7.4%	-27.1%	-13.3%
Mitsubishi Express	195	9.5%	239	15.1%	2,244	14.6%	2,005	17.0%	-18.4%	11.9%
Peugeot Expert	11	0.5%	0	0.0%	12	0.1%	0	0.0%	-	-
Renault Kangoo	28	1.4%	28	1.8%	217	1.4%	228	1.9%	0.0%	-4.8%
Renault Trafic	29	1.4%	25	1.6%	196	1.3%	130	1.1%	16.0%	50.8%
Suzuki APV	34	1.7%	33	2.1%	349	2.3%	243	2.1%	3.0%	43.6%
Toyota Hiace Van	908	44.4%	595	37.6%	6,337	41.2%	4,297	36.3%	52.6%	47.5%
Volkswagen Caddy	155	7.6%	123	7.8%	954	6.2%	946	8.0%	26.0%	0.8%
Volkswagen Transporter	108	5.3%	149	9.4%	961	6.3%	901	7.6%	-27.5%	6.7%
Total Vans	2,044	2.4%	1,581	1.8%	15,373	2.5%	11,827	1.9%	29.3%	30.0%

PU/CC 4X2	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Courier 4X2	0	0.0%	9	0.2%	0	0.0%	128	0.3%	-100.0%	-100.0%
Ford F250 4X2	4	0.1%	7	0.1%	25	0.1%	73	0.2%	-42.9%	-65.8%
Ford Falcon Ute	1,328	22.6%	1,176	19.9%	7,544	16.9%	8,120	20.0%	12.9%	-7.1%
Ford Ranger 4X2	661	11.3%	394	6.7%	5,142	11.5%	2,562	6.3%	67.8%	100.7%
Holden Colorado 4X2	198	3.4%	0	0.0%	198	0.4%	0	0.0%	-	-
Holden Rodeo 4X2	299	5.1%	681	11.5%	3,622	8.1%	5,498	13.6%	-56.1%	-34.1%
Holden Utility 4X2	864	14.7%	983	16.7%	8,195	18.3%	6,477	16.0%	-12.1%	26.5%
Mazda B-Series 4X2	0	0.0%	0	0.0%	0	0.0%	66	0.2%	-	-100.0%
Mazda BT-50 4X2	330	5.6%	534	9.0%	2,892	6.5%	3,284	8.1%	-38.2%	-11.9%
Mitsubishi Triton 4X2	480	8.2%	479	8.1%	4,576	10.2%	2,515	6.2%	0.2%	81.9%
Nissan Navara 4X2	248	4.2%	66	1.1%	1,045	2.3%	486	1.2%	275.8%	115.0%
Proton Jumbuck	58	1.0%	65	1.1%	463	1.0%	502	1.2%	-10.8%	-7.8%
Ssangyong Actyon Sports 4X2	20	0.3%	21	0.4%	175	0.4%	72	0.2%	-4.8%	143.1%
Ssangyong Musso 4X2	0	0.0%	16	0.3%	7	0.0%	206	0.5%	-100.0%	-96.6%
Toyota Hilux 4X2	1,379	23.5%	1,471	24.9%	10,816	24.2%	10,586	26.1%	-6.3%	2.2%
Total PU/CC 4X2	5,869	7.0%	5,902	6.8%	44,700	7.1%	40,575	6.6%	-0.6%	10.2%

PU/CC 4X4	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Courier 4X4	0	0.0%	35	0.5%	15	0.0%	519	1.1%	-100.0%	-97.1%
Ford F350 4X4	0	0.0%	0	0.0%	0	0.0%	1	0.0%	-	-100.0%
Ford Ranger 4X4	578	8.5%	530	8.3%	4,487	8.8%	2,927	6.0%	9.1%	53.3%
Holden Colorado 4X4	148	2.2%	0	0.0%	148	0.3%	0	0.0%	-	-
Holden Rodeo 4X4	381	5.6%	926	14.5%	5,865	11.5%	5,443	11.1%	-58.9%	7.8%
Holden Utility 4X4	0	0.0%	0	0.0%	0	0.0%	3	0.0%	-	-100.0%
Land Rover Defender PU/CC	11	0.2%	0	0.0%	57	0.1%	7	0.0%	-	714.3%
Mazda B-Series 4X4	0	0.0%	1	0.0%	0	0.0%	222	0.5%	-100.0%	-100.0%
Mazda BT-50 4X4	425	6.3%	560	8.7%	3,624	7.1%	2,472	5.0%	-24.1%	46.6%
Mitsubishi Triton 4X4	671	9.9%	604	9.4%	5,948	11.6%	5,525	11.2%	11.1%	7.7%
Nissan Navara 4X4	1,461	21.6%	1,013	15.8%	10,393	20.3%	12,507	25.4%	44.2%	-16.9%
Nissan Patrol PU/CC	259	3.8%	304	4.7%	1,618	3.2%	2,146	4.4%	-14.8%	-24.6%
Ssangyong Actyon Sports 4X4	30	0.4%	35	0.5%	231	0.5%	109	0.2%	-14.3%	111.9%
Ssangyong Musso 4X4	0	0.0%	23	0.4%	3	0.0%	395	0.8%	-100.0%	-99.2%
Toyota Hilux 4X4	2,174	32.1%	1,829	28.5%	14,869	29.1%	13,489	27.4%	18.9%	10.2%
Toyota Landcruiser PU/CC	632	9.3%	547	8.5%	3,864	7.6%	3,412	6.9%	15.5%	13.2%
Total PU/CC 4X4	6,770	8.1%	6,407	7.4%	51,122	8.2%	49,177	8.1%	5.7%	4.0%

Trucks 2.5-3.5 GVM	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Ford Transit C/C	38	42.2%	40	31.7%	249	33.4%	275	34.5%	-5.0%	-9.5%
Kia K2700	0	0.0%	68	54.0%	142	19.0%	419	52.5%	-100.0%	-66.1%
Kia K2900	29	32.2%	0	0.0%	183	24.5%	0	0.0%	-	-
Volkswagen Transporter C/C	23	25.6%	18	14.3%	172	23.1%	104	13.0%	27.8%	65.4%
Total Trucks 2.5-3.5 GVM	90	0.1%	126	0.1%	746	0.1%	798	0.1%	-28.6%	-6.5%

Total Light Commercial	15,079	18.0%	14,182	16.4%	114,084	18.2%	103,874	17.0%	6.3%	9.8%
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NEW VEHICLE SALES BY MARQUE - LIGHT COMMERCIAL
JULY 2008

	Month				Year to Date				Variance +/- %	
	2008		2007		2008		2007		MTH	YTD
	Volume	Share	Volume	Share	Volume	Share	Volume	Share		
Citroen	28	0.2%	50	0.4%	262	0.2%	338	0.3%	-44.0%	-22.5%
Fiat	5	0.0%	0	0.0%	33	0.0%	0	0.0%	-	-
Ford	2,844	18.9%	2,394	16.9%	18,820	16.5%	16,161	15.6%	18.8%	16.5%
Holden	1,971	13.1%	2,598	18.3%	18,648	16.3%	17,853	17.2%	-24.1%	4.5%
Hyundai	154	1.0%	0	0.0%	1,156	1.0%	0	0.0%	-	-
Kia	29	0.2%	68	0.5%	325	0.3%	419	0.4%	-57.4%	-22.4%
Land Rover	11	0.1%	0	0.0%	57	0.0%	7	0.0%	-	714.3%
Mazda	755	5.0%	1,095	7.7%	6,516	5.7%	6,044	5.8%	-31.1%	7.8%
Mercedes-Benz	102	0.7%	140	1.0%	761	0.7%	878	0.8%	-27.1%	-13.3%
Mitsubishi	1,346	8.9%	1,322	9.3%	12,768	11.2%	10,045	9.7%	1.8%	27.1%
Nissan	1,968	13.1%	1,383	9.8%	13,056	11.4%	15,139	14.6%	42.3%	-13.8%
Peugeot	11	0.1%	0	0.0%	12	0.0%	0	0.0%	-	-
Proton	58	0.4%	65	0.5%	463	0.4%	502	0.5%	-10.8%	-7.8%
Renault	57	0.4%	53	0.4%	413	0.4%	358	0.3%	7.5%	15.4%
Ssangyong	50	0.3%	95	0.7%	416	0.4%	782	0.8%	-47.4%	-46.8%
Suzuki	34	0.2%	33	0.2%	349	0.3%	243	0.2%	3.0%	43.6%
Toyota	5,370	35.6%	4,596	32.4%	37,942	33.3%	33,154	31.9%	16.8%	14.4%
Volkswagen	286	1.9%	290	2.0%	2,087	1.8%	1,951	1.9%	-1.4%	7.0%
Total Light Commercial	15,079	100.0%	14,182	100.0%	114,084	100.0%	103,874	100.0%	6.3%	9.8%