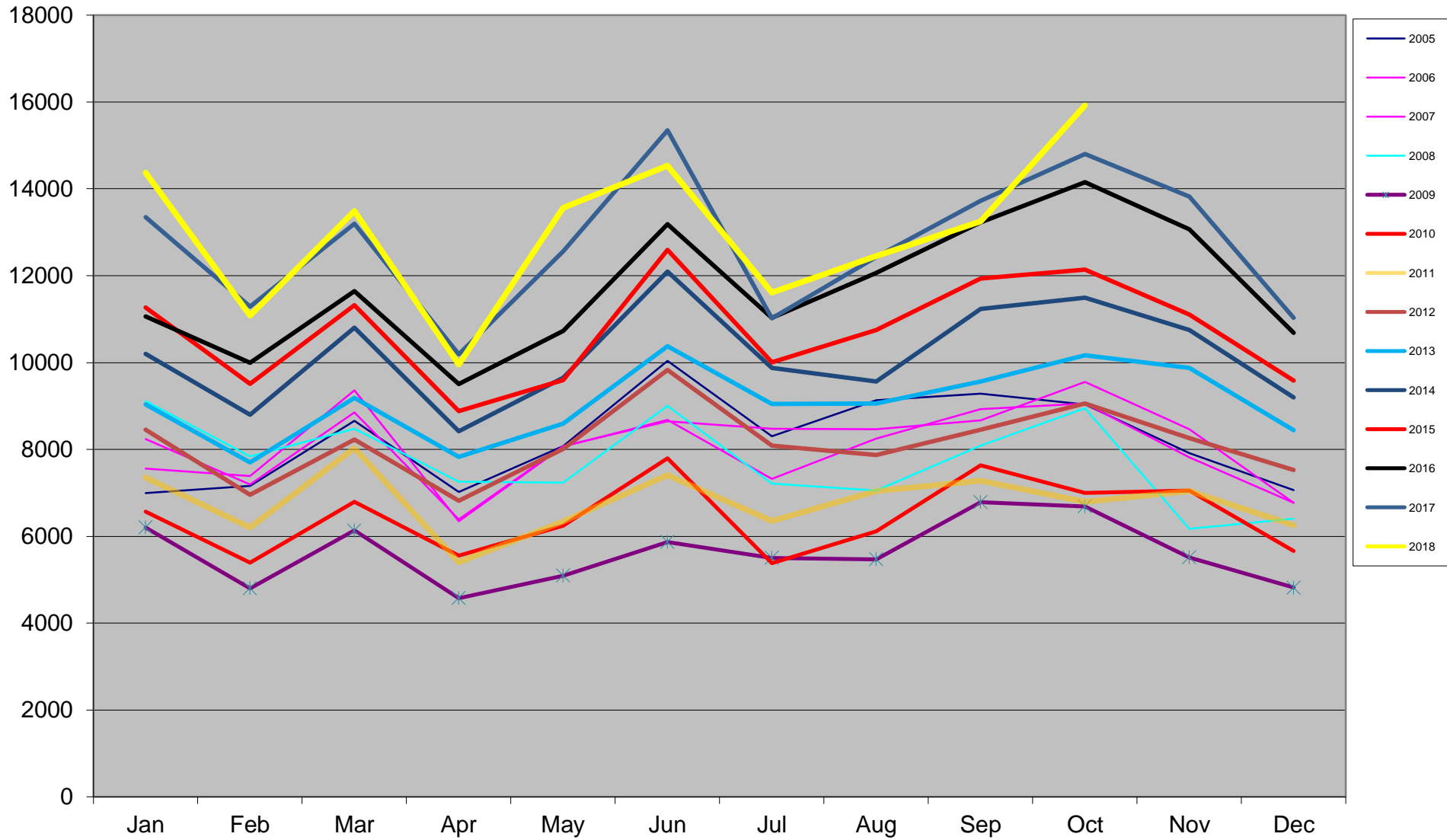


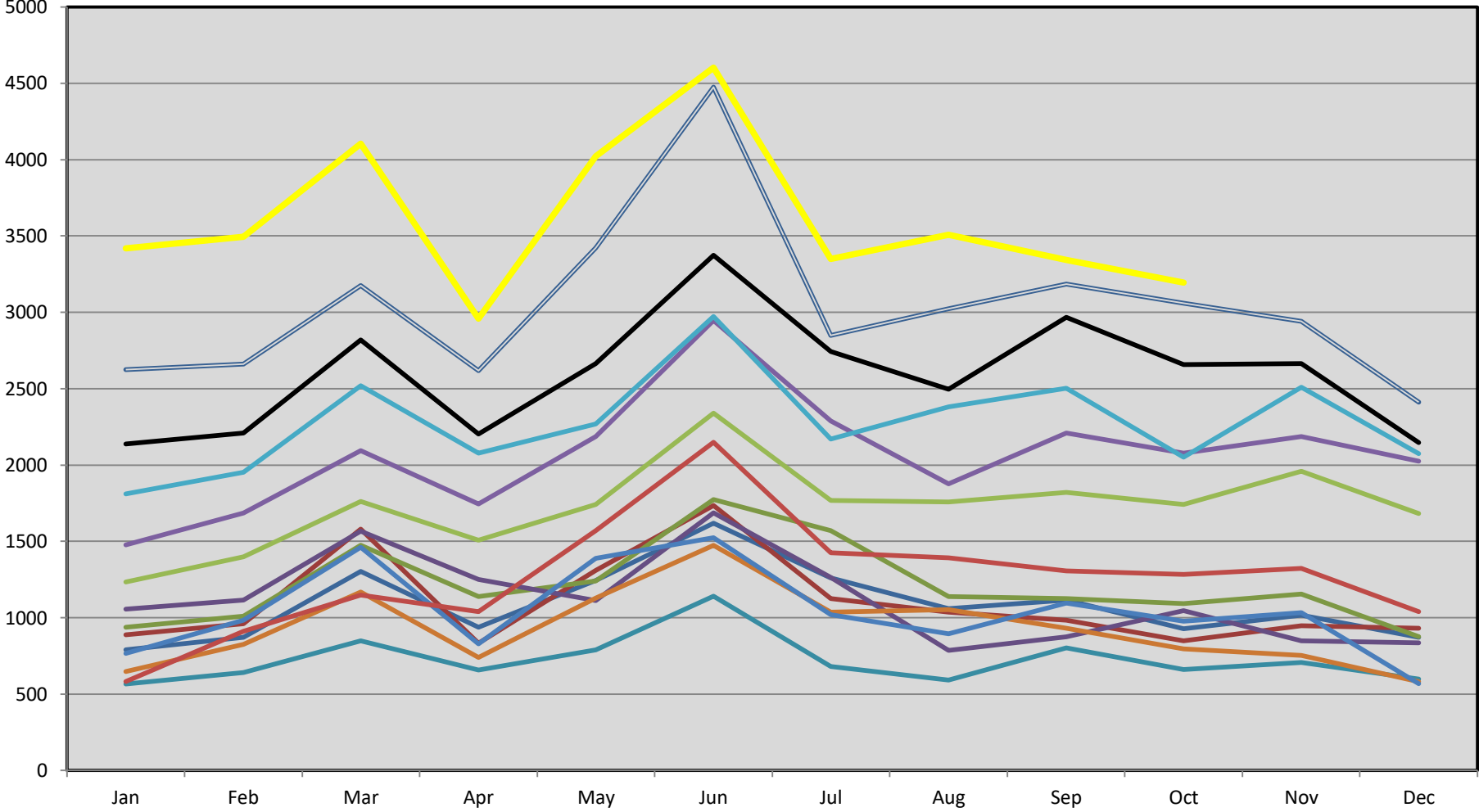
Vehicle registration figures Passenger & LCV



Total market Passenger and LCV sales performance

Year To Date unit total	Total Year Unit sales													
			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
58266	69834	1999	4810	4981	6700	5313	5564	5733	5301	5755	7060	7049	6301	5267
59868	71170	2000	5413	5834	7172	4703	6075	5955	5182	6124	6442	6968	5853	5449
58385	72022	2001	5106	5096	6017	4606	5630	6756	6148	6169	5986	6871	6905	6732
66771	79375	2002	5862	5416	6836	5880	6365	7432	6898	6698	7418	7966	6686	5918
73226	87669	2003	6914	6164	7056	5693	7025	8611	7802	6704	8473	8784	7142	7301
78301	93928	2004	6951	6586	8317	6703	7451	9260	8081	7440	8746	8766	8293	7334
			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
83705	98676	2005	6994	7155	8653	7022	8076	10038	8305	9137	9288	9037	7912	7059
80944	95539	2006	7563	7385	9360	6345	8062	8678	7326	8246	8924	9055	7822	6773
82562	97792	2007	8238	7190	8856	6389	8081	8646	8477	8464	8667	9554	8460	6770
80216	92791	2008	9111	7834	8472	7252	7233	9002	7214	7055	8091	8952	6171	6404
57119	67448	2009	6203	4799	6134	4573	5094	5868	5504	5470	6784	6690	5512	4817
64471	77187	2010	6566	5395	6789	5550	6246	7795	5380	6117	7638	6995	7053	5663
68192	81479	2011	7351	6203	8029	5400	6341	7405	6351	7041	7279	6792	7036	6251
81745	97536	2012	8455	6953	8223	6817	8009	9829	8084	7866	8452	9057	8262	7529
90548	108861	2013	9032	7700	9191	7828	8589	10376	9043	9062	9565	10162	9874	8439
102133	122077	2014	10202	8802	10801	8418	9646	12094	9877	9568	11232	11493	10745	9199
108002	128691	2015	11270	9510	11321	8882	9593	12594	10001	10753	11939	12139	11108	9581
116597	140344	2016	11058	10000	11642	9505	10732	13190	11027	12065	13225	14153	13067	10680
127899	152752	2017	13343	11285	13200	10189	12556	15347	11014	12434	13728	14803	13825	11028
130237		2018	14366	11087	13492	9956	13568	14534	11609	12456	13250	15919		
YTD percentage change over previous year	Total year percentage change over previous year		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
-2.48%	1.20%	2000 to 1999	2000	12.54%	17.13%	7.04%	-11.48%	9.18%	3.87%	-2.24%	6.41%	-8.75%	-1.15%	-7.11%
14.36%	10.21%	2001 to 2000	2001	-5.67%	-12.65%	-16.10%	-2.06%	-7.33%	13.45%	18.64%	0.73%	-7.08%	-1.39%	17.97%
9.67%	10.45%	2002 to 2001	2002	16.31%	7.38%	14.74%	30.05%	8.71%	11.93%	12.20%	8.58%	23.92%	15.94%	-3.17%
6.93%	7.14%	2003 to 2002	2003	17.95%	13.81%	3.22%	-3.18%	10.37%	15.86%	13.11%	0.09%	14.22%	10.27%	6.82%
-100.00%	-100.00%	2004 to 2003	2004	0.54%	6.85%	17.87%	17.74%	6.06%	7.54%	3.58%	10.98%	3.22%	-0.20%	16.12%
		2004 to 2005	2005	0.62%	8.64%	4.04%	4.76%	8.39%	8.40%	2.77%	22.81%	6.20%	3.09%	-4.59%
-3.30%	-3.18%	2005 to 2006	2006	8.14%	3.21%	8.17%	-9.64%	-0.17%	-13.55%	-11.79%	-9.75%	-3.92%	0.20%	-1.14%
2.00%	2.36%	2006 to 2007	2007	8.93%	-2.64%	-5.38%	0.69%	0.24%	-0.37%	15.71%	2.64%	-2.88%	5.51%	8.16%
-2.84%	-5.11%	2007 to 2008	2008	10.60%	8.96%	-4.34%	13.51%	-10.49%	4.12%	-14.90%	-16.65%	-6.65%	-6.30%	-27.06%
-28.79%	-27.31%	2008 to 2009	2009	-31.92%	-38.74%	-27.60%	-36.94%	-29.57%	-34.81%	-23.70%	-22.47%	-16.15%	-25.27%	-10.68%
12.87%	14.44%	2009 to 2010	2010	5.85%	12.42%	10.68%	21.36%	22.61%	32.84%	-2.25%	11.83%	12.59%	4.56%	27.96%
5.77%	5.56%	2010 to 2011	2011	11.96%	14.98%	18.26%	-2.70%	1.52%	-5.00%	18.05%	15.11%	-4.70%	-2.90%	-0.24%
19.87%	19.71%	2011 to 2012	2012	15.02%	12.09%	2.42%	26.24%	26.30%	32.73%	27.29%	11.72%	16.11%	33.35%	17.42%
10.77%	11.61%	2012 to 2013	2013	6.82%	10.74%	11.77%	14.83%	7.24%	5.57%	11.86%	15.20%	13.17%	12.20%	19.51%
12.79%	12.14%	2013 to 2014	2014	12.95%	14.31%	17.52%	7.54%	12.31%	16.56%	9.22%	5.58%	17.43%	13.10%	8.82%
5.75%	5.42%	2014 to 2015	2015	10.47%	8.04%	4.81%	5.51%	-0.55%	4.13%	1.26%	12.39%	6.29%	5.62%	3.38%
7.96%	9.06%	2015 to 2016	2016	-1.88%	5.15%	2.84%	7.01%	11.87%	4.73%	10.26%	12.20%	10.77%	16.59%	17.64%
9.69%	8.84%	2016 to 2017	2017	20.66%	12.85%	13.38%	7.20%	17.00%	16.35%	-0.12%	3.06%	3.80%	4.59%	5.80%
1.83%			2018	7.67%	-1.75%	2.21%	-2.29%	8.06%	-5.30%	5.40%	0.18%	-3.48%	7.54%	

Utility Vehicle Sales



- 2005
- 2006
- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017
- 2018

Total Light Utility unit sales & percentage change

Total year sales by individual month

YTD Sales	Total Year Sales		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
10199	13014	2005	790	873	1303	938	1243	1619	1260	1059	1114	928	1017	870
10450	13179	2006	889	959	1579	833	1309	1735	1127	1036	983	849	948	932
11406	14532	2007	936	1010	1475	1137	1240	1774	1571	1139	1124	1094	1156	876
10715	13445	2008	1056	1116	1568	1252	1111	1687	1263	786	876	1045	849	836
6723	8690	2009	566	642	850	659	790	1141	681	592	802	661	708	598
9004	11135	2010	646	824	1169	739	1129	1474	1038	1054	931	797	753	581
9967	12545	2011	765	985	1462	830	1389	1524	1019	896	1097	977	1033	568
11526	15175	2012	582	910	1149	1041	1571	2149	1424	1394	1306	1284	1324	1041
15334	20718	2013	1234	1400	1763	1508	1743	2340	1767	1758	1821	1742	1959	1683
18514	24804	2014	1477	1685	2096	1744	2187	2947	2289	1878	2211	2079	2185	2026
20656	27287	2015	1811	1954	2521	2077	2268	2973	2169	2380	2503	2050	2508	2073
23617	31085	2016	2138	2211	2820	2202	2665	3374	2744	2496	2967	2658	2664	2146
28037	36265	2017	2626	2662	3175	2617	3423	4475	2849	3024	3186	3060	2941	2412
32805		2018	3419	3496	4104	2959	4021	4603	3350	3508	3345	3194		

Monthly performance over previous year by individual month

YTD percentage change over previous year

			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2.46%	2006 % change	2006	12.53%	9.85%	21.18%	-11.19%	5.31%	7.16%	-10.56%	-2.17%	-11.76%	-8.51%	-6.78%	7.13%
9.15%	2007 % change	2007	5.29%	5.32%	-6.59%	36.49%	-5.27%	2.25%	39.40%	9.94%	14.34%	28.86%	21.94%	-6.01%
-6.06%	2008 % change	2008	12.82%	10.50%	6.31%	10.11%	-10.40%	-4.90%	-19.61%	-30.99%	-22.06%	-4.48%	-26.56%	-4.57%
-37.26%	2009 % change	2009	-46.40%	-42.47%	-45.79%	-47.36%	-28.89%	-32.37%	-46.08%	-24.68%	-8.45%	-36.75%	-16.61%	-28.47%
33.93%	2010 % change	2010	14.13%	28.35%	37.53%	12.14%	42.91%	29.18%	52.42%	78.04%	16.08%	20.57%	6.36%	-2.84%
10.70%	2011 % change	2011	18.42%	19.54%	25.06%	12.31%	23.03%	3.39%	-1.83%	-14.99%	17.83%	22.58%	37.18%	-2.24%
15.64%	2012 % change	2012	-23.92%	-7.61%	-21.41%	25.42%	13.10%	41.01%	39.74%	55.58%	19.05%	31.42%	28.17%	83.27%
33.04%	2013 % change	2013	112.03%	53.85%	53.44%	44.86%	10.95%	8.89%	24.09%	26.11%	39.43%	35.67%	47.96%	61.67%
20.74%	2015 % change	2014	19.69%	20.36%	18.89%	15.65%	25.47%	25.94%	29.54%	6.83%	21.42%	19.35%	11.54%	20.38%
11.57%	2015 % change	2015	22.61%	15.96%	20.28%	19.09%	3.70%	0.88%	-5.24%	26.73%	13.21%	-1.39%	14.78%	2.32%
14.33%	2016 % change	2016	18.06%	13.15%	11.86%	6.02%	17.50%	13.49%	26.51%	4.87%	18.54%	29.66%	6.22%	3.52%
18.72%	2017 % change	2017	22.83%	20.40%	12.59%	18.85%	28.44%	32.63%	3.83%	21.15%	7.38%	15.12%	10.40%	12.40%
17.01%	2018 % change	2018	30.20%	31.33%	29.26%	13.07%	17.47%	2.86%	17.59%	16.01%	4.99%	4.38%		