



JOINT CAMPI - TMA SALES REPORT

DECEMBER 2009



REF. NO. SEC-EHL-009-10A

	YTD SALES (DECEMBER 2009)				
	2009	Market	2008 YTD	Market	Variance
	YTD	Share	(Same Period)	Share	%age
Total Industry	132,444		124,449		6.4%
Passenger Car	46,228	34.9%	44,426	35.7%	4.1%
Commercial Vehicle	86,216	65.1%	80,023	64.3%	7.7%
AUV	30,262	35.1%	31,683	39.6%	-4.5%
LCV	52,708	61.1%	45,517	56.9%	15.8%
Lt. Trucks	2,027	2.4%	1,787	2.2%	13.4%
Trucks and Buses	1,219	1.4%	1,036	1.3%	17.7%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
13,596		12,702	7.0%	9,885	37.5%
4,491	33.0%	4,311	4.2%	3,092	45.2%
9,105	67.0%	8,391	8.5%	6,793	34.0%
3,293	24.2%	2,995	9.9%	2,689	22.5%
5,353	39.4%	5,119	4.6%	3,869	38.4%
324	2.4%	129	151.2%	122	165.6%
135	1.0%	148	-8.8%	113	19.5%

TOTAL VEHICLE SALES

YTD Ranking	Total Vehicle Sales	YTD SALES (DECEMBER 2009)				
		2009	Market	2008 YTD	Market	Variance
		YTD	Share	(Same Period)	Share	%age
12	Asian Carmakers Corp. (BMW)	626	0.5%	621	0.5%	0.8%
8	Columbian Autocar Corp.	3761	2.8%	4405	3.5%	-14.6%
14	Columbian Motors Corp.	356	0.3%	350	0.3%	1.7%
17	Dreamco	151	0.1%	48	0.0%	214.6%
6	Ford Motor Company Phils. Inc. (+Mazda)	8184	6.2%	7747	6.2%	5.6%
11	General Motors Automobiles Phils., Inc	1312	1.0%	2399	1.9%	-45.3%
3	Honda Cars Philippines Inc.	17168	13.0%	14298	11.5%	20.1%
4	Hyundai Asia Resources, Inc.	11086	8.4%	10203	8.2%	8.7%
5	Isuzu Philippines Corp.	9213	7.0%	10101	8.1%	-8.8%
18	MAN Automotive Concessionaires Corp.	21	0.0%	21	0.0%	0.0%
2	Mitsubishi Motors Philippines Corp.	23247	17.6%	17539	14.1%	32.5%
10	Nissan Motor Philippines Inc.	2395	1.8%	2941	2.4%	-18.6%
16	PGA Cars, Inc. (Porsche/Audi)	262	0.2%	242	0.2%	8.3%
13	Pilipinas Hino Inc	508	0.4%	398	0.3%	27.6%
15	Scandinavian Motors Corp. (VOLVO)	263	0.2%	250	0.2%	5.2%
9	Suzuki Phils., Inc.	2627	2.0%	2182	1.8%	20.4%
1	Toyota Motors Philippines Corp.	46193	34.9%	45915	36.9%	0.6%
7	Universal Motors Corp.	5071	3.8%	4789	3.8%	5.9%
	Total Sales	132444	100.0%	124449	100.0%	6.4%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
76	0.6%	83	-8.4%	25	204.0%
343	2.5%	410	-16.3%	311	10.3%
32	0.2%	51	-37.3%	32	0.0%
16	0.1%	18	-11.1%	3	433.3%
1071	7.9%	827	29.5%	677	58.2%
103	0.8%	70	47.1%	150	-31.3%
1330	9.8%	1304	2.0%	741	79.5%
901	6.6%	1195	-24.6%	701	28.5%
1199	8.8%	934	28.4%	972	23.4%
0	0.0%	9	-100.0%	3	-100.0%
2432	17.9%	2009	21.1%	1555	56.4%
272	2.0%	272	0.0%	224	21.4%
22	0.2%	17	29.4%	32	-31.3%
138	1.0%	54	155.6%	44	213.6%
22	0.2%	22	0.0%	20	10.0%
287	2.1%	262	9.5%	133	115.8%
4900	36.0%	4700	4.3%	3918	25.1%
452	3.3%	465	-2.8%	344	31.4%
13596	100.0%	12702	7.0%	9885	37.5%

PASSENGER CAR

		YTD SALES (DECEMBER 2009)				
YTD Ranking	Passenger Cars	2009 YTD	Market Share	2008 YTD (Same Period)	Market Share	Variance %age
10	Asian Carmakers Corp. (BMW)	407	0.9%	465	1.0%	-12.5%
8	Columbian Autocar Corp.	1333	2.9%	1665	3.7%	-19.9%
4	Ford Motor Company Phils. Inc .	2391	5.2%	2676	6.0%	-10.7%
9	General Motors Automobiles Phils., Inc	677	1.5%	1276	2.9%	-46.9%
2	Honda Cars Philippines Inc.	15213	32.9%	11088	25.0%	37.2%
3	Hyundai Asia Resources, Inc.	4143	9.0%	3905	8.8%	6.1%
5	Mitsubishi Motors Philippines Corp.	1679	3.6%	1663	3.7%	1.0%
6	Nissan Motor Philippines Inc.	1428	3.1%	1849	4.2%	-22.8%
11	PGA Cars, Inc.	202	0.4%	147	0.3%	37.4%
12	Scandinavian Motors Corp. (VOLVO)	135	0.3%	218	0.5%	-38.1%
7	Suzuki Phils	1383	3.0%	1151	2.6%	20.2%
1	Toyota Motors Philippines Corp.	17237	37.3%	18323	41.2%	-5.9%
	Total Cars	46228	100.0%	44426	100.0%	4.1%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
49	1.1%	59	-16.9%	18	172.2%
183	4.1%	178	2.8%	89	105.6%
320	7.1%	192	66.7%	210	52.4%
37	0.8%	48	-22.9%	79	-53.2%
1306	29.1%	1204	8.5%	531	146.0%
362	8.1%	461	-21.5%	222	63.1%
191	4.3%	139	37.4%	147	29.9%
195	4.3%	154	26.6%	194	0.5%
20	0.4%	14	42.9%	24	-16.7%
11	0.2%	12	-8.3%	20	-45.0%
155	3.5%	161	-3.7%	58	167.2%
1662	37.0%	1689	-1.6%	1500	10.8%
4491	100.0%	4311	4.2%	3092	45.2%

COMMERCIAL VEHICLE

Total CV

		YTD SALES (DECEMBER 2009)				
YTD Ranking	Total CV Sales (Cat I-V)	2009 YTD	Market Share	2008 YTD (Same Period)	Market Share	Variance %age
14	Asian Carmakers Corp. (BMW)	219	0.3%	156	0.2%	40.4%
7	Columbian Autocar Corp.	2428	2.8%	2740	3.4%	-11.4%
13	Columbian Motors Corp.	356	0.4%	350	0.4%	1.7%
15	Dreamco	151	0.2%	48	0.1%	214.6%
5	Ford Motor Company Phils. Inc.	5793	6.7%	5071	6.3%	14.2%
11	General Motors Automobiles Phils., Inc	635	0.7%	1123	1.4%	-43.5%
8	Honda Cars Philippines Inc.	1955	2.3%	3210	4.0%	-39.1%
4	Hyundai Asia Resources, Inc.	6943	8.1%	6298	7.9%	10.2%
3	Isuzu Philippines Corp.	9213	10.7%	10101	12.6%	-8.8%
18	MAN Automative Concessionaires Corp.	21	0.0%	21	0.0%	0.0%
2	Mitsubishi Motors Philippines Corp.	21568	25.0%	15876	19.8%	35.9%
10	Nissan Motor Philippines Inc.	967	1.1%	1092	1.4%	-11.4%
17	PGA Cars, Inc. (Porsche/Audi)	60	0.1%	95	0.1%	-36.8%
12	Pilipinas Hino Inc.	508	0.6%	398	0.5%	27.6%
16	Scandinavian Motors Corp. (VOLVO)	128	0.1%	32	0.0%	300.0%
9	Suzuki Phils., Inc.	1244	1.4%	1031	1.3%	20.7%
1	Toyota Motors Philippines Corp.	28956	33.6%	27592	34.5%	4.9%
6	Universal Motors Corp.	5071	5.9%	4789	6.0%	5.9%
	Total Sales	86216	100.0%	80023	100.0%	7.7%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
27	0.3%	24	12.5%	7	285.7%
160	1.8%	232	-31.0%	222	-27.9%
32	0.4%	51	-37.3%	32	0.0%
16	0.2%	18	-11.1%	3	433.3%
751	8.2%	635	18.3%	467	60.8%
66	0.7%	22	200.0%	71	-7.0%
24	0.3%	100	-76.0%	210	-88.6%
539	5.9%	734	-26.6%	479	12.5%
1199	13.2%	934	28.4%	972	23.4%
0	0.0%	9	-100.0%	3	-100.0%
2241	24.6%	1870	19.8%	1408	59.2%
77	0.8%	118	-34.7%	30	156.7%
2	0.0%	3	-33.3%	8	-75.0%
138	1.5%	54	155.6%	44	213.6%
11	0.1%	10	10.0%	0	#DIV/0!
132	1.4%	101	30.7%	75	76.0%
3238	35.6%	3011	7.5%	2418	33.9%
452	5.0%	465	-2.8%	344	31.4%
9105	100.0%	8391	8.5%	6793	34.0%

BREAKDOWN OF CV

1. AUV

		YTD SALES (DECEMBER 2009)				
YTD Ranking	Asian Utility Vehicle (Cat. I)	2009 YTD	Market Share	2008 YTD (Same Period)	Market Share	Variance %age
5	Columbian Autocar Corp.	503	1.7%	918	2.9%	-45.2%
7	Dreamco	16	0.1%	0	0.0%	#DIV/0!
3	Isuzu Philippines Corp.	4870	16.1%	5264	16.6%	-7.5%
2	Mitsubishi Motors Philippines Corp.	8600	28.4%	9382	29.6%	-8.3%
4	Nissan Motors Phil.	536	1.8%	582	1.8%	-7.9%
6	Suzuki Phils., Inc.	107	0.4%	22	0.1%	386.4%
1	Toyota Motors Philippines Corp.	15630	51.6%	15515	49.0%	0.7%
	Total AUV	30262	100.0%	31683	100.0%	-4.5%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
15	0.5%	27	-44.4%	80	-81.3%
0	0.0%	0	#DIV/0!	0	#DIV/0!
668	20.3%	523	27.7%	564	18.4%
1050	31.9%	737	42.5%	753	39.4%
39	1.2%	67	-41.8%	22	77.3%
5	0.2%	3	66.7%	8	-37.5%
1516	46.0%	1638	-7.4%	1262	20.1%
3293	100.0%	2995	9.9%	2689	22.5%

2. LCV

		YTD SALES (DECEMBER 2009)				
YTD Ranking	Light Commercial Vehicle (Cat. II)	2009 YTD	Market Share	2008 YTD (Same Period)	Market Share	Variance %age
12	Asian Carmakers Corp. (BMW)	219	0.4%	156	0.3%	40.4%
8	Columbian Autocar Corp.	1925	3.7%	1822	4.0%	5.7%
15	Dreamco Auto	58	0.1%	39	0.1%	48.7%
4	Ford Motor Company Phils. Inc.	5506	10.4%	4968	10.9%	10.8%
10	General Motors Automobiles Phils., Inc	615	1.2%	1015	2.2%	-39.4%
7	Honda Cars Philippines Inc.	1955	3.7%	3210	7.1%	-39.1%
3	Hyundai Asia Resources, Inc.	6943	13.2%	6298	13.8%	10.2%
6	Isuzu Philippines Corp.	3097	5.9%	3609	7.9%	-14.2%
2	Mitsubishi Motors Philippines Corp.	12242	23.2%	5888	12.9%	107.9%
11	Nissan Motor Philippines Inc.	431	0.8%	510	1.1%	-15.5%
14	PGA Cars, Inc. (Porsche)	60	0.1%	95	0.2%	-36.8%
13	Scandinavian Motors Corp. (VOLVO)	128	0.2%	32	0.1%	300.0%
9	Suzuki Phils., Inc.	1137	2.2%	1009	2.2%	12.7%
1	Toyota Motors Philippines Corp.	13321	25.3%	12077	26.5%	10.3%
5	Universal Motors Corp.	5071	9.6%	4789	10.5%	5.9%
	Total LCV	52708	100.0%	45517	100.0%	15.8%

MTD SALES (DECEMBER 2009)					
DEC 09	Market Share	NOV09	(MoM) Variance %age	Same Mo. DEC 08	Variance %age (vs NOV08)
27	0.5%	24	12.5%	7	285.7%
145	2.7%	205	-29.3%	142	2.1%
16	0.3%	16	0.0%	2	700.0%
708	13.2%	608	16.4%	463	52.9%
56	1.0%	22	154.5%	56	0.0%
24	0.4%	100	-76.0%	210	-88.6%
539	10.1%	734	-26.6%	479	12.5%
365	6.8%	307	18.9%	319	14.4%
1121	20.9%	1103	1.6%	608	84.4%
38	0.7%	51	-25.5%	8	375.0%
2	0.0%	3	-33.3%	8	-75.0%
11	0.2%	10	10.0%	0	#DIV/0!
127	2.4%	98	29.6%	67	89.6%
1722	32.2%	1373	25.4%	1156	49.0%
452	8.4%	465	-2.8%	344	31.4%
5353	100.0%	5119	4.6%	3869	38.4%

