



# JOINT CAMPI - TMA SALES REPORT

DECEMBER



	YTD SALES (January - December 2003)					MTD SALES (December 2003)					
	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
<b>Total Industry</b>	<b>90,535</b>		<b>84,041</b>		<b>8%</b>	<b>7,720</b>		<b>6,756</b>	<b>14%</b>	<b>7,696</b>	<b>0%</b>
<i>2003 Forecast</i>	<i>91,000</i>										
<i>Total Accomplishment</i>	<i>99%</i>										
<b>Passenger Car</b>	<b>23,379</b>	<b>26%</b>	<b>21,298</b>	<b>25%</b>	<b>10%</b>	<b>3,183</b>	<b>41%</b>	<b>2,550</b>	<b>25%</b>	<b>1,587</b>	<b>101%</b>
<i>2003 PC Forecast</i>	<i>23,000</i>										
<i>Total Accomplishment</i>	<i>102%</i>										
<b>Commercial Vehicle</b>	<b>67,156</b>	<b>74%</b>	<b>62,743</b>	<b>75%</b>	<b>7%</b>	<b>4,537</b>	<b>59%</b>	<b>4,206</b>	<b>8%</b>	<b>6,109</b>	<b>-26%</b>
<i>2003 CV Forecast</i>	<i>68,000</i>										
<i>Total Accomplishment</i>	<i>99%</i>										
AUV	39,318	59%	37,448	60%	5%	1,993	44%	1,960	2%	3,626	-45%
LCV	24,606	37%	22,027	35%	12%	2,312	51%	2,014	15%	2,038	13%
Lt. Trucks	2,585	4%	2,470	4%	5%	101	2%	133	-24%	348	-71%
Trucks and Buses	647	1%	798	1%	-19%	131	3%	99	32%	97	35%

## TOTAL VEHICLE SALES

YTD Ranking	Total Vehicle Sales	YTD SALES (January - December 2003)					MTD SALES (December 2003)					
		2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
10	Asian Carmakers Corp. (BMW)	802	0.89%	685	0.82%	17.08%	67	0.87%	100	-33.00%	54	24.07%
8	Columbian Autocar Corp.	2396	2.65%	2743	3.28%	-12.65%	145	1.88%	85	70.59%	154	-5.84%
12	Columbian Motors Corp.	204	0.23%	308	0.37%	-33.77%	35	0.45%	26	34.62%	48	-27.08%
14	Commercial Motors Corp.	59	0.07%	114	0.14%	-48.25%	2	0.03%	1	100.00%	3	-33.33%
15	Filipinas Daewoo Industries Corp.	50	0.06%	44	0.05%	13.64%	23	0.30%	2	1050.00%	7	228.57%
5	Ford Motor Company Phils. Inc.	5510	6.09%	4210	5.03%	30.88%	515	6.67%	567	-9.17%	408	26.23%
16	Francisco Motors Corp.	49	0.05%	76	0.09%	-35.53%	0	0.00%	1	-100.00%	0	#DIV/0!
3	Honda Cars Philippines Inc.	15252	16.85%	13594	16.23%	12.20%	1268	16.42%	870	45.75%	1282	-1.09%
4	Isuzu Philippines Corp.	12903	14.25%	12030	14.36%	7.26%	566	7.33%	692	-18.21%	1030	-45.05%
17	MAN Automotive Concessionaires Corp.	38	0.04%	15	0.02%	153.33%	0	0.00%	4	-100.00%	0	#DIV/0!
2	Mitsubishi Motors Philippines Corp.	15421	17.03%	16282	19.44%	-5.29%	1499	19.42%	927	61.70%	1543	-2.85%
7	Nissan Motor Philippines Inc.	3852	4.25%	2864	3.42%	34.50%	631	8.17%	487	29.57%	231	173.16%
9	Pilipinas Hino Inc.	1272	1.40%	1006	1.20%	26.44%	103	1.33%	81	27.16%	100	3.00%
13	Proton Pilipinas Corporation	87	0.10%	53	0.06%	64.15%	15	0.19%	4	275.00%	7	114.29%
11	Scandinavian Motors Corp. (VOLVO)	303	0.33%	260	0.31%	16.54%	37	0.48%	35	5.71%	12	208.33%
1	Toyota Motors Philippines Corp.	27821	30.73%	24754	29.56%	12.39%	2551	33.04%	2610	-2.26%	2275	12.13%
18	Transfarm Co., Inc	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
6	Universal Motors Corp.	4516	4.99%	4712	5.63%	-4.16%	263	3.41%	258	1.94%	446	-41.03%
	<b>Total Sales</b>	<b>90535</b>	<b>100.00%</b>	<b>83750</b>	<b>100.00%</b>	<b>8.10%</b>	<b>7720</b>	<b>100.00%</b>	<b>6750</b>	<b>14.37%</b>	<b>7600</b>	<b>1.58%</b>

	NON-MEMBER	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
	General Motors Corp. Passenger Cars	861	47.81%	371	23.90%	132.08%	205	80.71%	221	-7.24%	19	978.95%
	LCVS	940	52.19%	1181	76.10%	-20.41%	49	19.29%	39	25.64%	97	-49.48%
	<b>Total NON-MEMBER Sales</b>	<b>1801</b>	<b>100.00%</b>	<b>1552</b>	<b>100.00%</b>	<b>16.04%</b>	<b>254</b>	<b>100.00%</b>	<b>260</b>	<b>-2.31%</b>	<b>116</b>	<b>118.97%</b>

## PASSENGER CAR

YTD Ranking	Passenger Cars	YTD SALES (January - December 2003)				
		2003 YTD	Market Share	2002 YTD	Market Share	Variance %age
6	Asian Carmakers Corp. (BMW)	721	3.08%	626	2.94%	15.18%
7	Columbian Autocar Corp.	335	1.43%	455	2.14%	-26.37%
10	Commercial Motors Corp.	14	0.06%	35	0.16%	-60.00%
5	Ford Motor Company Phils. Inc.	1034	4.42%	1353	6.35%	-23.58%
2	Honda Cars Philippines Inc.	5544	23.71%	6117	28.72%	-9.37%
4	Mitsubishi Motors Philippines Corp.	1799	7.69%	1567	7.36%	14.81%
3	Nissan Motor Philippines Inc.	2295	9.82%	1832	8.60%	25.27%
9	Proton Pilipinas Corporation	87	0.37%	53	0.25%	64.15%
8	Scandinavian Motors Corp. (VOLVO)	303	1.30%	260	1.22%	16.54%
1	Toyota Motors Philippines Corp.	11247	48.11%	9000	42.26%	24.97%
11	Transfarm Co., Inc	0	0.00%	0	0.00%	#DIV/0!
	<b>Total Cars</b>	<b>23379</b>	<b>100.00%</b>	<b>21298</b>	<b>100.00%</b>	<b>9.77%</b>

MTD SALES (December 2003)					
December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
62	1.95%	88	-29.55%	46	34.78%
18	0.57%	31	-41.94%	34	-47.06%
2	0.06%	1	100.00%	0	#DIV/0!
69	2.17%	61	13.11%	103	-33.01%
1064	33.43%	677	57.16%	352	202.27%
241	7.57%	93	159.14%	41	487.80%
384	12.06%	206	86.41%	188	104.26%
15	0.47%	4	275.00%	7	114.29%
37	1.16%	35	5.71%	12	208.33%
1291	40.56%	1354	-4.65%	804	60.57%
0	0.00%	0	#DIV/0!	0	#DIV/0!
<b>3183</b>	<b>100.00%</b>	<b>2550</b>	<b>24.82%</b>	<b>1587</b>	<b>100.57%</b>

## COMMERCIAL VEHICLE

21298 100.00%

YTD Ranking	Total CV Sales (Cat I-V)	YTD SALES (January - December 2003)				
		2003 YTD	Market Share	2002 YTD	Market Share	Variance %age
11	Asian Carmakers Corp. (BMW)	81	0.12%	59	0.09%	37.29%
7	Columbian Autocar Corp.	2061	3.07%	2288	3.66%	-9.92%
10	Columbian Motors Corp.	204	0.30%	308	0.49%	-33.77%
12	Commercial Motors Corp.	45	0.07%	79	0.13%	-43.04%
12	Filipinas Daewoo Industries Corp.	50	0.07%	44	0.07%	13.64%
6	Ford Motor Company Phils. Inc.	4476	6.67%	2857	4.57%	56.67%
12	Francisco Motors Corp.	49	0.07%	76	0.12%	-35.53%
4	Honda Cars Philippines Inc.	9708	14.46%	7477	11.97%	29.84%
3	Isuzu Philippines Corp.	12903	19.21%	12030	19.26%	7.26%
15	MAN Automotive Concessionaires Corp.	38	0.06%	15	0.02%	153.33%
2	Mitsubishi Motors Philippines Corp.	13622	20.28%	14715	23.56%	-7.43%
8	Nissan Motor Philippines Inc.	1557	2.32%	1032	1.65%	50.87%
9	Pilipinas Hino Inc.	1272	1.89%	1006	1.61%	26.44%
16	Proton Pilipinas Corporation	0	0.00%	0	0.00%	#DIV/0!
1	Toyota Motors Philippines Corp.	16574	24.68%	15754	25.23%	5.21%
5	Universal Motors Corp.	4516	6.72%	4712	7.54%	-4.16%
	<b>Total Sales</b>	<b>67156</b>	<b>100.00%</b>	<b>62452</b>	<b>100.00%</b>	<b>7.53%</b>

MTD SALES (December 2003)					
December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
5	0.11%	12	-58.33%	8	-37.50%
127	2.80%	54	135.19%	120	5.83%
35	0.77%	26	34.62%	48	-27.08%
0	0.00%	0	#DIV/0!	3	-100.00%
23	0.51%	2	1050.00%	7	228.57%
446	9.83%	506	-11.86%	305	46.23%
0	0.00%	1	-100.00%	0	#DIV/0!
204	4.50%	193	5.70%	930	-78.06%
566	12.48%	692	-18.21%	1030	-45.05%
0	0.00%	4	-100.00%	0	#DIV/0!
1258	27.73%	834	50.84%	1502	-16.25%
247	5.44%	281	-12.10%	43	474.42%
103	2.27%	81	27.16%	100	3.00%
0	0.00%	0	#DIV/0!	0	#DIV/0!
1260	27.77%	1256	0.32%	1471	-14.34%
263	5.80%	258	1.94%	446	-41.03%
<b>4537</b>	<b>100.00%</b>	<b>4200</b>	<b>8.02%</b>	<b>6013</b>	<b>-24.55%</b>

# BREAKDOWN OF CV

## 1. AUV

		YTD SALES (January - December 2003)					MTD SALES (December 2003)					
YTD Ranking	Asian Utility Vehicle (Cat. I)	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
6	Francisco Motors Corp.	44	0.11%	71	0.19%	-38.03%	0	0.00%	1	-100.00%	0	#DIV/0!
2	Honda Cars Philippines Inc.	9708	24.69%	7125	19.03%	36.25%	204	10.24%	193	5.70%	930	-78.06%
3	Isuzu Philippines Corp.	8901	22.64%	8293	22.15%	7.33%	336	16.86%	468	-28.21%	723	-53.53%
4	Mitsubishi Motors Philippines Corp.	8198	20.85%	9342	24.95%	-12.25%	693	34.77%	473	46.51%	804	-13.81%
7	Nissan Motor Philippines Inc.	0	0.00%	44	0.12%	-100.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
5	Piipinas Hino Inc.	461	1.17%	247	0.66%	86.64%	12	0.60%	6	100.00%	96	-87.50%
1	Toyota Motors Philippines Corp.	12006	30.54%	12326	32.91%	-2.60%	748	37.53%	819	-8.67%	1073	-30.29%
	<b>Total AUV</b>	<b>39318</b>	<b>100.00%</b>	<b>37448</b>	<b>100.00%</b>	<b>4.99%</b>	<b>1993</b>	<b>100.00%</b>	<b>1960</b>	<b>1.68%</b>	<b>3626</b>	<b>-45.04%</b>

## 2. LCV

		YTD SALES (January - December 2003)					MTD SALES (December 2003)					
YTD Ranking	Light Commercial Vehicle (Cat. II)	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
9	Asian Carmakers Corp. (BMW)	81	0.33%	59	0.27%	37.29%	5	0.22%	12	-58.33%	8	-37.50%
6	Columbian Autocar Corp.	2061	8.38%	2288	10.39%	-9.92%	127	5.49%	54	135.19%	120	5.83%
10	Commercial Motors Corp.	39	0.16%	68	0.31%	-42.65%	0	0.00%	0	#DIV/0!	3	-100.00%
4	Ford Motor Company Phils. Inc.	3269	13.29%	1646	7.47%	98.60%	411	17.78%	473	-13.11%	137	200.00%
11	Francisco Motors Corp.	5	0.02%	5	0.02%	0.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
12	Honda Cars Philippines Inc.	0	0.00%	352	1.60%	-100.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
5	Isuzu Philippines Corp.	3123	12.69%	2852	12.95%	9.50%	187	8.09%	164	14.02%	210	-10.95%
1	Mitsubishi Motors Philippines Corp.	4817	19.58%	4861	22.07%	-0.91%	532	23.01%	304	75.00%	598	-11.04%
7	Nissan Motor Philippines Inc.	1557	6.33%	1032	4.69%	50.87%	247	10.68%	281	-12.10%	43	474.42%
8	Piipinas Hino Inc.	571	2.32%	735	3.34%	-22.31%	28	1.21%	31	-9.68%	75	-62.67%
12	Proton Piipinas Corporation	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
2	Toyota Motors Philippines Corp.	4567	18.56%	3417	15.51%	33.66%	512	22.15%	437	17.16%	398	28.64%
12	Transfarm Co., Inc	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
3	Universal Motors Corp.	4516	18.35%	4712	21.39%	-4.16%	263	11.38%	258	1.94%	446	-41.03%
	<b>Total LCV</b>	<b>24606</b>	<b>100.00%</b>	<b>22027</b>	<b>100.00%</b>	<b>11.71%</b>	<b>2312</b>	<b>100.00%</b>	<b>2014</b>	<b>14.80%</b>	<b>2038</b>	<b>13.44%</b>

### 3. LT. TRUCKS

		YTD SALES (January - December 2003)					MTD SALES (December 2003)					
YTD Ranking	Light Trucks (Cat. III)	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
	Columbian Motors Corp.	0	0.00%	14	0.57%	-100.00%	0	0.00%	0	#DIV/0!		#DIV/0!
	Commercial Motors Corp.	0	0.00%	1	0.04%	-100.00%	0	0.00%	0	#DIV/0!		#DIV/0!
	Filipinas Daewoo Industries Corp.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!		#DIV/0!
1	Ford Motor Company Phils. Inc.	1207	46.69%	1211	49.03%	-0.33%	35	34.65%	33	6.06%	168	-79.17%
	Francisco Motors Corp.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
2	Isuzu Philippines Corp.	792	30.64%	757	30.65%	4.62%	39	38.61%	52	-25.00%	89	-56.18%
	MAN Automotive Concessionaires Corp.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!		#DIV/0!
3	Mitsubishi Motors Philippines Corp.	585	22.63%	476	19.27%	22.90%	27	26.73%	48	-43.75%	91	-70.33%
	Nissan Motor Philippines Inc.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!		#DIV/0!
	Pilipinas Hino Inc.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!		#DIV/0!
4	Toyota Motors Philippines Corp.	1	0.04%	11	0.45%	-90.91%	0	0.00%	0	#DIV/0!	0	#DIV/0!
	<b>Total Light Trucks</b>	<b>2585</b>	<b>100.00%</b>	<b>2470</b>	<b>100.00%</b>	<b>4.66%</b>	<b>101</b>	<b>100.00%</b>	<b>133</b>	<b>-24.06%</b>	<b>348</b>	<b>-70.98%</b>

### 4. TRUCKS & BUSES

		YTD SALES (January - December 2003)					MTD SALES (December 2003)					
YTD Ranking	Trucks & Buses (Cat. IV & V)	2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
2	Columbian Motors Corp.	204	31.53%	294	36.84%	-30.61%	35	26.72%	26	34.62%	48	-27.08%
7	Commercial Motors Corp.	6	0.93%	10	1.25%	-40.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
4	Filipinas Daewoo Industries Corp.	50	7.73%	44	5.51%	13.64%	23	17.56%	2	1050.00%	7	228.57%
3	Isuzu Philippines Corp.	87	13.45%	128	16.04%	-32.03%	4	3.05%	8	-50.00%	8	-50.00%
5	MAN Automotive Concessionaires Corp.	38	5.87%	15	1.88%	153.33%	0	0.00%	4	-100.00%	0	#DIV/0!
6	Mitsubishi Motors Philippines Corp.	22	3.40%	36	4.51%	-38.89%	6	4.58%	9	-33.33%	9	-33.33%
1	Pilipinas Hino Inc.	240	37.09%	271	33.96%	-11.44%	63	48.09%	50	26.00%	25	152.00%
8	Toyota Motors Philippines Corp.	0	0.00%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
	<b>Total Trucks &amp; Buses</b>	<b>647</b>	<b>100.00%</b>	<b>798</b>	<b>100.00%</b>	<b>-18.92%</b>	<b>131</b>	<b>100.00%</b>	<b>99</b>	<b>32.32%</b>	<b>97</b>	<b>35.05%</b>

### EXPORT SALES

		2003 YTD	Market Share	2002 YTD	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Nov. 2002	Variance %age
	<b>EXPORT SALES</b>											
	Ford Motor Company Phils. Inc.	13327	100.00%	12105	100.00%	10.10%	1222	100.00%	1351	-9.55%	0	#DIV/0!
			0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
			0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
			0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
			0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
	<b>Total EXPORT Sales</b>	<b>13327</b>	<b>100.00%</b>	<b>12105</b>	<b>100.00%</b>	<b>10.10%</b>	<b>1222</b>	<b>100.00%</b>	<b>1351</b>	<b>-9.55%</b>	<b>0</b>	<b>#DIV/0!</b>