



JOINT CAMPI - TMA SALES REPORT DECEMBER/YTD



SUMMARY				COMMENTS	
TOTAL INDUSTRY	YTD JAN-DEC 2003	Target Year ending 2003	Balance		
	90,535	91,000	(465)	Industry overall sales increased by 8%, excluding sales volume of GM, industry is short of 465 units in achieving its forecast for 2003 of 91,000 units	
	2003 year (Jan-Dec)	2002 year (Jan-Dec)	YTD %Change		
Total industry sales (PC+CV)	90,535	84,041	7.7%		
	Dec sales 2003	Nov sales 2003	%Change vs. November		
	7,720	6,756	14.3%		
PASSENGER CARS:				Commercial Vehicles still dominate the market with a 74% market share vs. the Passenger cars with a 26% share of total vehicle sales. Strong performance coming from Commercial Vehicle and the last quarter surge in Passenger Car sales as a result of Excise Tax implementation fuelled the growth of industry last year. Overall sales of PC grew YTD by 10% and registered significant growth of 25% compared to its November sales. Last quarter sales surge improved its YTD market share to 26%. Commercial Vehicle sales on the otherhand, increased by 8% for Dec vs Nov sales. Compact wagon remain as the growth section for CV. Factors that affected sales in December : Passenger Car a. High demand for small car segment b. Aggressive sales promos c. Fleet sales deliveries Commercial Vehicles Factors for the growth in commercial vehicle were the ff: 1. Intro of new models in the market (AUV, LCV) 2. Aggressive/Extensive promos	
		YTD SALES (Jan-Dec) 2003	YTD SALES (Jan-Dec) 2002		YTD %Change
		23,379	21,298		9.8%
		Dec sales 2003	Nov sales 2003		%Change vs. November
		3,183	2,550		24.8%
COMMERCIAL VEHICLES:				2004 First Quarter Outlook: Most members projected low sales for the first quarter of 2004 based on historical trend, however members are also projecting that market will stabilize within the first quarter following the full implementation of: 1. More new model introduction 2. Aggressive promos	
		YTD SALES (Jan-Dec) 2003	YTD SALES (Jan-Dec) 2002		YTD %Change
		67,156	62,743		7.0%
		Dec sales 2003	Nov sales 2003		%Change vs. November
		4,537	4,206		7.9%

Breakdown of CV:

	SUMMARY			COMMENTS
AUV (cat.1)	YTD SALES (Jan-Dec)2003	YTD SALES (Jan-Dec)2002	YTD %Change	AUV posted a total YTD growth of 5% despite intro of new models and aggressive promos, Toyota captured overall YTD leadership with a total market share of 30.5%, followed by Honda with 24.7%ms and Mitsubishi at third with 20.9%ms
	39,318	37,448	5.0%	
	Dec sales 2003	Nov sales 2003	%Change vs. November	
	1,993	1,960	1.7%	
LCV (cat. 2)	YTD SALES (Jan-Dec)2003	YTD SALES (Jan-Dec)2002	YTD %Change	LCV improved its YTD sales by 12%, Compact wagon reflected significant YTD growth improving its sales from 2,017 units to 5,416 units, key factor for the growth of this segment were significant price reduction upon implementation of new excise tax and intro of new models.
Total	24,606	22,027	11.7%	
Full SUV	4,530	4,294	5.5%	
Compact SUV	5,416	2,017	168.5%	
DC Cab Compact Pickup	6,141	6,584	-6.7%	
Van	5,533	6,190	-10.6%	
Others	2,986	2,942		
Light trucks (cat. 3)	YTD SALES (Jan-Dec)2003	YTD SALES (Jan-Dec)2002	YTD %Change	Lt. Trucks on the other hand grew by 5% last year while Trucks&Buses declined by 19%.
	2,585	2,470	4.7%	
	Dec sales 2003	Nov sales 2003	%Change vs. November	
	101	133	-24.1%	
Trucks & Buses (cat. 4-5)	YTD SALES (Jan-Dec)2003	YTD SALES (Jan-Dec)2002	YTD %Change	
	647	798	-18.9%	
	Dec sales 2003	Nov sales 2003	%Change vs. November	
	131	99	32.3%	