



# JOINT CAMPI - TMA SALES REPORT

December 2004



	YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
<b>Total Industry</b>	<b>88,003</b>		<b>92,248</b>		<b>-5%</b>	<b>8,147</b>		<b>7,449</b>	<b>9%</b>	<b>7,992</b>	<b>2%</b>
<i>2004 Forecast</i>	<i>87,600</i>										
<i>Total Accomplishment</i>	<i>100%</i>										
<b>Passenger Car</b>	<b>33,182</b>	<b>38%</b>	<b>24,234</b>	<b>26%</b>	<b>37%</b>	<b>3,053</b>	<b>37%</b>	<b>2,756</b>	<b>11%</b>	<b>3,378</b>	<b>-10%</b>
<i>2004 PC Forecast</i>	<i>33,000</i>										
<i>Total Accomplishment</i>	<i>101%</i>										
<b>Commercial Vehicle</b>	<b>54,821</b>	<b>62%</b>	<b>68,014</b>	<b>74%</b>	<b>-19%</b>	<b>5,094</b>	<b>63%</b>	<b>4,693</b>	<b>9%</b>	<b>4,581</b>	<b>11%</b>
<i>2004 CV Forecast</i>	<i>54,600</i>										
<i>Total Accomplishment</i>	<i>100%</i>										
AUV	22,664	41%	39,317	58%	-42%	2,008	39%	2,148	-7%	1,993	1%
LCV	29,992	55%	25,370	37%	18%	2,869	56%	2,329	23%	2,353	22%
Lt. Trucks	1,531	3%	2,680	4%	-43%	82	2%	142	-42%	104	-21%
Trucks and Buses	634	1%	647	1%	-2%	135	3%	74	82%	131	3%

## TOTAL VEHICLE SALES

YTD Ranking	Total Vehicle Sales	YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
		2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
12	Asian Carmakers Corp. (BMW)	850	0.97%	802	0.87%	5.99%	39	0.48%	77	-49.35%	100	-61.00%
10	Columbian Autocar Corp.	2250	2.56%	2395	2.60%	-6.05%	385	4.73%	231	66.67%	145	165.52%
14	Columbian Motors Corp.	215	0.24%	204	0.22%	5.39%	61	0.75%	24	154.17%	35	74.29%
16	Commercial Motors Corp.	26	0.03%	59	0.06%	-55.93%	4	0.05%	3	33.33%	2	100.00%
15	Filipinas Daewoo Industries Corp.	40	0.05%	50	0.05%	-20.00%	7	0.09%	5	40.00%	23	-69.57%
5	Ford Motor Company Phils. Inc. (+Mazda)	7318	8.32%	5510	5.97%	32.81%	855	10.49%	636	34.43%	515	66.02%
	Francisco Motors Corp.	0	0.00%	49	0.05%	-100.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
8	General Motors Automobiles Phils., Inc	2810	3.19%	1801	1.95%	56.02%	227	2.79%	271	-16.24%	254	-10.63%
3	Honda Cars Philippines Inc.	10550	11.99%	15252	16.53%	-30.83%	894	10.97%	590	51.53%	1268	-29.50%
9	Hyundai Asia Resources, Inc.	2426	2.76%	0	0.00%	#DIV/0!	120	1.47%	201	-40.30%	0	#DIV/0!
4	Isuzu Philippines Corp.	9257	10.52%	12903	13.99%	-28.26%	795	9.76%	816	-2.57%	566	40.46%
17	MAN Automotive Concessionaires Corp.	8	0.01%	38	0.04%	-78.95%	0	0.00%	0	#DIV/0!	0	#DIV/0!
2	Mitsubishi Motors Philippines Corp.	12717	14.45%	15421	16.72%	-17.53%	1144	14.04%	1082	5.73%	1499	-23.68%
6	Nissan Motor Philippines Inc.	5727	6.51%	3852	4.18%	48.68%	744	9.13%	721	3.19%	631	17.91%
11	Pilipinas Hino Inc.	881	1.00%	1272	1.38%	-30.74%	92	1.13%	59	55.93%	103	-10.68%
18	PGA Cars, Inc. (Porsche)	30	0.03%	0	0.00%	#DIV/0!	0	0.00%	0	#DIV/0!	0	#DIV/0!
13	Scandinavian Motors Corp. (VOLVO)	389	0.44%	303	0.33%	28.38%	33	0.41%	37	-10.81%	37	-10.81%
1	Toyota Motors Philippines Corp.	29198	33.18%	27821	30.16%	4.95%	2396	29.41%	2325	3.05%	2551	-6.08%
7	Universal Motors Corp.	3311	3.76%	4516	4.90%	-26.68%	351	4.31%	371	-5.39%	263	33.46%
	<b>Total Sales</b>	<b>88003</b>	<b>100.00%</b>	<b>92248</b>	<b>100.00%</b>	<b>-4.60%</b>	<b>8147</b>	<b>100.00%</b>	<b>7449</b>	<b>9.37%</b>	<b>7992</b>	<b>1.94%</b>

	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
<b>NON-MEMBER</b>											
Proton Pilipinas Corp. Passenger Cars	74	100.00%	87	100.00%	0.00%	4	100.00%	6	-33.33%	15	-73.33%
LCVS	0	0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
<b>Total NON-MEMBER Sales</b>	<b>74</b>	<b>100.00%</b>	<b>87</b>	<b>100.00%</b>	<b>-14.94%</b>	<b>4</b>	<b>100.00%</b>	<b>6</b>	<b>-33.33%</b>	<b>15</b>	<b>-73.33%</b>

# PASSENGER CAR

		YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
YTD Ranking	Passenger Cars	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
7	Asian Carmakers Corp. (BMW)	850	2.56%	802	3.31%	-22.60%	39	1.28%	77	-49.35%	67	-41.79%
9	Columbian Autocar Corp.	504	1.52%	335	1.38%	50.45%	143	4.68%	144	-0.69%	18	694.44%
12	Commercial Motors Corp.	5	0.02%	14	0.06%	-64.29%	2	0.07%	0	#DIV/0!	2	0.00%
6	Ford Motor Company Phils. Inc .	1731	5.22%	1034	4.27%	67.41%	316	10.35%	240	31.67%	69	357.97%
4	General Motors Automobiles Phils., Inc	2176	6.56%	861	3.55%	152.73%	178	5.83%	224	-20.54%	205	-13.17%
2	Honda Cars Philippines Inc.	7367	22.20%	5544	22.88%	32.88%	642	21.03%	414	55.07%	1064	-39.66%
8	Hyundai Asia Resources, Inc.	507	1.53%		0.00%	#DIV/0!	14	0.46%	20	-30.00%		#DIV/0!
5	Mitsubishi Motors Philippines Corp.	1819	5.48%	1799	7.42%	1.11%	168	5.50%	109	54.13%	241	-30.29%
3	Nissan Motor Philippines Inc.	2667	8.04%	2295	9.47%	16.21%	333	10.91%	316	5.38%	384	-13.28%
11	PGA Cars, Inc. (Porsche)	8	0.02%		0.00%	#DIV/0!	0	0.00%		#DIV/0!		#DIV/0!
10	Scandinavian Motors Corp. (VOLVO)	389	1.17%	303	1.25%	28.38%	33	1.08%	37	-10.81%	37	-10.81%
1	Toyota Motors Philippines Corp.	15159	45.68%	11247	46.41%	34.78%	1185	38.81%	1175	0.85%	1291	-8.21%
	<b>Total Cars</b>	<b>33182</b>	<b>100.00%</b>	<b>24234</b>	<b>100.00%</b>	<b>36.92%</b>	<b>3053</b>	<b>100.00%</b>	<b>2756</b>	<b>10.78%</b>	<b>3378</b>	<b>-9.62%</b>

# COMMERCIAL VEHICLE

		YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
YTD Ranking	Total CV Sales (Cat I-V)	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
9	Columbian Autocar Corp.	1746	3.19%	2060	3.03%	-15.24%	242	4.75%	87	178.16%	127	90.55%
12	Columbian Motors Corp.	215	0.39%	204	0.30%	5.39%	61	1.20%	24	154.17%	35	74.29%
14	Commercial Motors Corp.	21	0.04%	45	0.07%	-53.33%	2	0.04%	3	-33.33%	0	#DIV/0!
13	Filipinas Daewoo Industries Corp.	40	0.07%	50	0.07%	-20.00%	7	0.14%	5	40.00%	23	-69.57%
4	Ford Motor Company Phils. Inc.	5587	10.20%	4476	6.58%	24.82%	539	10.58%	396	36.11%	446	20.85%
	Francisco Motors Corp.	0	0.00%	49	0.07%	-100.00%	0	0.00%	0	#DIV/0!	0	#DIV/0!
11	General Motors Automobiles Phils., Inc	634	1.16%	940	1.38%	-32.55%	49	0.96%	47	4.26%	49	0.00%
6	Honda Cars Philippines Inc.	3183	5.81%	9708	14.27%	-67.21%	252	4.95%	176	43.18%	204	23.53%
8	Hyundai Asia Resources, Inc.	1919	3.50%		0.00%	#DIV/0!	106	2.08%	181	-41.44%		#DIV/0!
3	Isuzu Philippines Corp.	9257	16.89%	12903	18.97%	-28.26%	795	15.61%	816	-2.57%	566	40.46%
15	MAN Automotive Concessionaires Corp.	8	0.01%	38	0.06%	-78.95%	0	0.00%	0	#DIV/0!	0	#DIV/0!
2	Mitsubishi Motors Philippines Corp.	10898	19.89%	13622	20.03%	-20.00%	976	19.16%	973	0.31%	1258	-22.42%
7	Nissan Motor Philippines Inc.	3060	5.58%	1557	2.29%	96.53%	411	8.07%	405	1.48%	247	66.40%
10	Pilipinas Hino Inc.	881	1.61%	1272	1.87%	-30.74%	92	1.81%	59	55.93%	103	-10.68%
1	Toyota Motors Philippines Corp.	14039	25.62%	16574	24.37%	-15.30%	1211	23.77%	1150	5.30%	1260	-3.89%
5	Universal Motors Corp.	3311	6.04%	4516	6.64%	-26.68%	351	6.89%	371	-5.39%	263	33.46%
	<b>Total Sales</b>	<b>54799</b>	<b>100.00%</b>	<b>68014</b>	<b>100.00%</b>	<b>-19.43%</b>	<b>5094</b>	<b>100.00%</b>	<b>4693</b>	<b>8.54%</b>	<b>4581</b>	<b>11.20%</b>

# BREAKDOWN OF CV

## 1. AUV

YTD Ranking	Asian Utility Vehicle (Cat. I)	YTD SALES (Jan-Dec 2004)				Variance %age
		2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	
	Francisco Motors Corp.		0.00%	43	0.11%	-100.00%
5	Honda Cars Philippines Inc.	25	0.11%	9708	24.69%	-99.74%
3	Isuzu Philippines Corp.	5609	24.75%	8901	22.64%	-36.98%
2	Mitsubishi Motors Philippines Corp.	7298	32.20%	8198	20.85%	-10.98%
4	Pilipinas Hino Inc.	319	1.41%	461	1.17%	-30.80%
1	Toyota Motors Philippines Corp.	9413	41.53%	12006	30.54%	-21.60%
	<b>Total AUV</b>	<b>22664</b>	<b>100.00%</b>	<b>39317</b>	<b>100.00%</b>	<b>-42.36%</b>

MTD SALES (December 2004)					
December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
0	0.00%		#DIV/0!	0	#DIV/0!
0	0.00%		#DIV/0!	204	-100.00%
533	26.54%	525	1.52%	336	58.63%
709	35.31%	665	6.62%	693	2.31%
10	0.50%	13	-23.08%	12	-16.67%
756	37.65%	945	-20.00%	748	1.07%
<b>2008</b>	<b>100.00%</b>	<b>2148</b>	<b>-6.52%</b>	<b>1993</b>	<b>0.75%</b>

## 2. LCV

YTD Ranking	Light Commercial Vehicle (Cat. II)	YTD SALES (Jan-Dec 2004)				Variance %age
		2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	
9	Columbian Autocar Corp.	1746	5.82%	2060	8.12%	-15.24%
13	Commercial Motors Corp.	13	0.04%	39	0.15%	-66.67%
1	Ford Motor Company Phils. Inc.	5261	17.54%	3269	12.89%	60.94%
	Francisco Motors Corp.	0	0.00%	6	0.02%	-100.00%
10	General Motors Automobiles Phils., Inc	584	1.95%	845	3.33%	-30.89%
4	Honda Cars Philippines Inc.	3158	10.53%	0	0.00%	#DIV/0!
8	Hyundai Asia Resources, Inc.	1919	6.40%	0	0.00%	#DIV/0!
7	Isuzu Philippines Corp.	2867	9.56%	3123	12.31%	-8.20%
5	Mitsubishi Motors Philippines Corp.	3113	10.38%	4817	18.99%	-35.37%
6	Nissan Motor Philippines Inc.	3060	10.20%	1557	6.14%	96.53%
12	PGA Cars, Inc. (Porsche)	22	0.07%	0	0.00%	#DIV/0!
11	Pilipinas Hino Inc.	320	1.07%	571	2.25%	-43.96%
2	Toyota Motors Philippines Corp.	4618	15.40%	4567	18.00%	1.12%
3	Universal Motors Corp.	3311	11.04%	4516	17.80%	-26.68%
	<b>Total LCV</b>	<b>29992</b>	<b>100.00%</b>	<b>25370</b>	<b>100.00%</b>	<b>18.22%</b>

MTD SALES (December 2004)					
December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
242	8.43%	87	178.16%	127	90.55%
2	0.07%	3	-33.33%	0	#DIV/0!
518	18.06%	370	40.00%	411	26.03%
0	0.00%		#DIV/0!	0	#DIV/0!
44	1.53%	46	-4.35%	46	-4.35%
252	8.78%	176	43.18%	0	#DIV/0!
106	3.69%	181	-41.44%	0	#DIV/0!
234	8.16%	227	3.08%	187	25.13%
228	7.95%	247	-7.69%	532	-57.14%
411	14.33%	405	1.48%	247	66.40%
0	0.00%		#DIV/0!	0	#DIV/0!
27	0.94%	11	145.45%	28	-3.57%
454	15.82%	205	121.46%	512	-11.33%
351	12.23%	371	-5.39%	263	33.46%
<b>2869</b>	<b>100.00%</b>	<b>2329</b>	<b>23.19%</b>	<b>2353</b>	<b>21.93%</b>

### 3. LT. TRUCKS

		YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
YTD Ranking	Light Trucks (Cat. III)	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
	Columbian Motors Corp.	0	0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
	Commercial Motors Corp.	0	0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
	Filipinas Daewoo Industries Corp.	0	0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
3	Ford Motor Company Phils. Inc.	326	21.29%	1207	45.04%	-72.99%	21	25.61%	26	-19.23%	35	-40.00%
	Francisco Motors Corp.		0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
4	General Motors Automobiles Phils., Inc	50	3.27%	95	3.54%	-47.37%	5	6.10%	1	400.00%	3	66.67%
1	Isuzu Philippines Corp.	683	44.61%	792	29.55%	-13.76%	23	28.05%	56	-58.93%	39	-41.03%
	MAN Automotive Concessionaires Corp.		0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
2	Mitsubishi Motors Philippines Corp.	464	30.31%	585	21.83%	-20.68%	32	39.02%	59	-45.76%	27	18.52%
	Nissan Motor Philippines Inc.		0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
	Pilipinas Hino Inc.		0.00%		0.00%	#DIV/0!		0.00%		#DIV/0!		#DIV/0!
	Toyota Motors Philippines Corp.	8	0.52%	1	0.04%	700.00%	1	1.22%	0	#DIV/0!		#DIV/0!
	<b>Total Light Trucks</b>	<b>1531</b>	<b>100.00%</b>	<b>2680</b>	<b>100.00%</b>	<b>-42.87%</b>	<b>82</b>	<b>100.00%</b>	<b>142</b>	<b>-42.25%</b>	<b>104</b>	<b>-21.15%</b>

### 4. TRUCKS & BUSES

		YTD SALES (Jan-Dec 2004)					MTD SALES (December 2004)					
YTD Ranking	Trucks & Buses (Cat. IV & V)	2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
2	Columbian Motors Corp.	215	33.91%	204	31.53%	5.39%	61	45.19%	24	154.17%	35	74.29%
6	Commercial Motors Corp.	8	1.26%	6	0.93%	33.33%		0.00%	0	#DIV/0!	0	#DIV/0!
4	Filipinas Daewoo Industries Corp.	40	6.31%	50	7.73%	-20.00%	7	5.19%	5	40.00%	23	-69.57%
3	Isuzu Philippines Corp.	98	15.46%	87	13.45%	12.64%	5	3.70%	8	-37.50%	4	25.00%
6	MAN Automotive Concessionaires Corp.	8	1.26%	38	5.87%	-78.95%		0.00%	0	#DIV/0!	0	#DIV/0!
5	Mitsubishi Motors Philippines Corp.	23	3.63%	22	3.40%	4.55%	7	5.19%	2	250.00%	6	16.67%
1	Pilipinas Hino Inc.	242	38.17%	240	37.09%	0.83%	55	40.74%	35	57.14%	63	-12.70%
6	Toyota Motors Philippines Corp.		0.00%	0	0.00%	#DIV/0!		0.00%		#DIV/0!	0	#DIV/0!
	<b>Total Trucks &amp; Buses</b>	<b>634</b>	<b>100.00%</b>	<b>647</b>	<b>100.00%</b>	<b>-2.01%</b>	<b>135</b>	<b>100.00%</b>	<b>74</b>	<b>82.43%</b>	<b>131</b>	<b>3.05%</b>

### EXPORT SALES

		2004 YTD	Market Share	2003 YTD (Same Period)	Market Share	Variance %age	December	Market Share	November	Variance %age	Same Mo. Dec 2003	Variance %age
	<b>EXPORT SALES</b>											
	Ford Motor Company Phils. Inc.	10423	100.00%	13327	100.00%	-21.79%	1435	100.00%	1339	7.17%	1222	17.43%
			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>10423</b>	<b>100.00%</b>	<b>13327</b>	<b>100.00%</b>	<b>-21.79%</b>	<b>1435</b>	<b>100.00%</b>	<b>1339</b>	<b>7.17%</b>	<b>1222</b>	<b>17.43%</b>