



JOINT CAMPI - TMA SALES REPORT DECEMBER / YTD 2005



SUMMARY				COMMENTS
	YTD JAN-DECEMBER 2005	Target Year ending 2005	Balance	
TOTAL INDUSTRY	97,063	95,000	2,063	The year for the industry ended with a 10% growth, surpassing the 95,000 mark compared to 2004. The year 2005 saw aggressive sales promotion and advertising expenses to sustain sales through the year. Although sales grew, competition remains stiff and margin slim. CV sales dominated the larger share of the market ending the year with a 63% market share with LCVs - composed of pickups, vans, compact SUVs, taking up over half or 53% of the total CV market. The automotive industry sold a total of 9,067 units for the month of December showing a significant increase of 26.7% compared to the previous month of November, true to the nature of seasonality of industry sales. The growth was primarily caused by the advance purchases by the consumers in anticipation of a price increase for the upcoming year and also due to high-seasonality of December. Overall YTD sales grew by 10.3% compared to the same period (Jan-December 04) last year due to the fleet accounts deliveries, promos and other marketing activities by the assemblers. Overall sales are projected to slightly increase in the opening month of 2006 due to fleet accounts deliveries and pos
	YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004	YTD %Change	
Total industry sales (PC+CV)	97,063	88,003	10.3%	
	DECEMBER sales 2005	NOVEMBER sales 2005	%Change vs. November 05	
	9,067	7,155	26.7%	

PASSENGER CARS:				YTD Passenger car sales increased by 7.3% due to introduction of new models and fleet deliveries. Month on month sales meanwhile also posted an increase of 23% (December vs November) due to sustained financing promos and other marketing activities offered by major PC assemblers.	
		YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004		YTD %Change
		35,631	33,204		7.3%
		DECEMBER sales 2005	NOVEMBER sales 2005		%Change vs. November 05
		3,206	2,615		22.6%

COMMERCIAL VEHICLES:				YTD CV sales grew by 12.1% due to sustained new model sales from the pickup, light trucks and AUV segments, promos and stock availability. Month on month sales also grew by 29.1% due to availability of stocks and fleet accounts deliveries.	
		YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004		YTD %Change
		61,432	54,799		12.1%
		DECEMBER sales 2005	NOVEMBER sales 2005		%Change vs. November 05
		5,861	4,540		29.1%

Breakdown of CV:

	SUMMARY			COMMENTS
AUV (cat.1)	YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004	YTD %Change	MTD December AUV increased significantly by 37% mainly due to the availability of units and fleet accounts deliveries. AUV sales attained a growth of 16.4% compared to same period last year due to the sustained demand for new models and financing promos.
	26,391	22,664	16.4%	
	DECEMBER sales 2005	NOVEMBER sales 2005	%Change vs. November 05	
	2,386	1,742	37.0%	
LCV (cat. 2)	YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004	YTD %Change	LCV sales for the month of December increased by 20.8% compared to last month caused by the consumers and dealers rush buy attitude due to expected price increase in 2006. Also, the factors were the arrival of units and fleet accounts delivery. On the other hand, YTD sales also showed a positive growth of 9 % compared to the same period last year due to sustained sales of new SUV and pick-up models.
	32,651	29,970	8.9%	
	DECEMBER sales 2005	NOVEMBER sales 2005		
	3,146	2,605	20.8%	
Light trucks (cat. 3)	YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004	YTD %Change	MTD Light Trucks sales showed a significant increased of 31% due to repeat orders of fleet account. Also, YTD sales increase by 5% compared to last year due to the entry of Cat. 3 vehicles.
	1,598	1,523	4.9%	
	DECEMBER sales 2005	NOVEMBER sales 2005	%Change vs. November 05	
	160	122	31.1%	
Trucks & Buses (cat. 4-5)	YTD JAN-DECEMBER 2005	YTD SALES (JAN-DECEMBER) 2004	YTD %Change	Cat IV & V sales substantially increased by 138 % compared to last month (December) due to deliveries of indent units to LGUs and delivery of fleet accounts. Also, YTD sales posted a remarkable increase of 23.4% due to fleet sales.
	792	642	23.4%	
	DECEMBER sales 2005	NOVEMBER sales 2005	%Change vs. November 05	
	169	71	138.0%	