

China Heavy Truck, Medium Truck & Light Truck Sales (February 2008)



Manufacturers	Sales						
Heavy Truck	Feb/08	Feb/07	Feb 08/07	Ytd-Feb 2008	Ytd-Feb 2007	Ytd-Feb 08/07	Ytd-Mkt Share'08
DFM	5,184	3,951	31%	10,391	6,146	69%	19.4%
FAW	4,381	5,651	-22%	8,819	6,069	45%	16.5%
China Heavy Motor Vehicle	7,082	5,744	23%	15,018	7,705	95%	28.0%
Shaanxi Automobile	2,431	3,311	-27%	5,395	3,331	62%	10.1%
Beiqi Foton Motor Co., Ltd.	1,754	1,923	-9%	3,277	2,157	52%	6.1%
Chongqing Hongyan Auto Group	1,363	1,097	24%	2,246	2,035	10%	4.2%
Baotou Belfang-Benz Heavy Truck Co., Ltd.	1,234	953	29%	2,109	849	148%	3.9%
Others	2,899	1,586	83%	6,318	1,737	264%	11.8%
Total	26,328	24,216	9%	53,573	30,029	78%	100%

Medium Truck	Feb/08	Feb/07	Feb 08/07	Ytd-Feb 2008	Ytd-Feb 2007	Ytd-Feb 08/07	Ytd-Mkt Share'08
DFM	4,054	3899	4%	7,467	8198	-9%	29.2%
FAW	3,191	3,231	-1%	6,049	7,092	-15%	23.6%
Others	6,214	5,701	9%	12,071	11,057	9%	47.2%
Total	13,459	12,831	5%	25,587	26,347	-3%	100%

Light Truck	Feb/08	Feb/07	Feb 08/07	Ytd-Feb 2008	Ytd-Feb 2007	Ytd-Feb 08/07	Ytd-Mkt Share'08
Beiqi Foton Motor Co., Ltd.	23,777	14,563	63%	47,339	33,163	43%	29.0%
DFM	8,173	6,479	26%	19,720	16,805	17%	12.1%
Anhui Jianghuai Auto Group	7,121	8,652	-18%	15,653	16,348	-4%	9.6%
Yuejin Auto Group	2,997	3,054	-2%	5,798	5,159	12%	3.5%
Jiangling, JX1070/1072	4,091	3,228	27%	8,268	6,078	36%	5.1%
Shandong Huayuan Kaima Auto Co. Ltd.	5,168	3,650	42%	11,557	9,228	25%	7.1%
Great Wall Motors	3,895	3,143	24%	9,570	5,843	64%	5.9%
Qingling, NKR77ELW	2,344	1,878	25%	4,437	3,288	35%	2.7%
FAW	4,326	3,187	36%	8,677	8,424	3%	5.3%
Zibo Automobile Works	2,218	2,395	-7%	4,518	4,743	-5%	2.8%
Others	13,576	8,566	58%	27,857	18,468	51%	17.0%
Total	77,686	58,795	32%	163,394	127,547	28%	100%