

# China Heavy Truck, Medium Truck & Light Truck Sales (April 2008)



Manufacturers	Sales						
Heavy Truck	Apr/08	Apr/07	April 08/07	Ytd-Apr 2008	Ytd-Apr 2007	Ytd-Apr 08/07	Ytd-Mkt Share'08
DFM	17,079	9,710	76%	49,404	26,794	84%	19.8%
FAW	17,286	12,645	37%	57,489	36,607	57%	23.1%
China Heavy Motor Vehicle	14,940	9,546	57%	47,396	32,606	45%	19.0%
Shaanxi Automobile	10,502	6,055	73%	30,116	20,182	49%	12.1%
Beiqi Foton Motor Co., Ltd.	8,274	7,001	18%	24,557	18,584	32%	9.9%
Chongqing Hongyan Auto Group	4,186	3,077	36%	10,657	8,088	32%	4.3%
Baotou Beifang-Benz Heavy Truck Co., Ltd.	3,388	1,819	86%	10,018	5,338	88%	4.0%
Others	6,189	4,076	52%	19,438	11,104	75%	7.8%
<b>Total</b>	<b>81,844</b>	<b>53,929</b>	<b>52%</b>	<b>249,075</b>	<b>159,303</b>	<b>56%</b>	<b>100%</b>

Medium Truck	Apr/08	Apr/07	April 08/07	Ytd-Apr 2008	Ytd-Apr 2007	Ytd-Apr 08/07	Ytd-Mkt Share'08
DFM	9,441	7882	20%	25,933	23490	10%	30.5%
FAW	6,116	7,647	-20%	19,151	22,041	-13%	22.6%
Others	13,148	11,342	16%	39,808	34,257	16%	46.9%
<b>Total</b>	<b>28,705</b>	<b>26,871</b>	<b>7%</b>	<b>84,892</b>	<b>79,788</b>	<b>6%</b>	<b>100%</b>

Light Truck	Apr/08	Apr/07	April 08/07	Ytd-Apr 2008	Ytd-Apr 2007	Ytd-Apr 08/07	Ytd-Mkt Share'08
Beiqi Foton Motor Co., Ltd.	40,940	37,338	10%	141,761	116,700	21%	30.3%
DFM	15,586	12,015	30%	55,429	45,500	22%	11.8%
Anhui Jianghuai Auto Group	14,336	10,390	38%	44,145	37,694	17%	9.4%
Yuejin Auto Group	5,380	6,273	-14%	17,392	17,244	1%	3.7%
Jiangling, JX1070/1072	7,171	6,488	11%	23,117	19,561	18%	4.9%
Shandong Huayuan Kaima Auto Co. Ltd.	7,760	6,269	24%	27,471	22,398	23%	5.9%
Great Wall Motors	6,459	4,951	30%	21,137	13,944	52%	4.5%
Qingling, NKR77ELW	3,300	2,236	48%	12,126	9,337	30%	2.6%
FAW	7,781	8,637	-10%	28,351	25,795	10%	6.1%
Zibo Automobile Works	4,005	3,425	17%	15,084	11,613	30%	3.2%
Others	25,798	19,157	35%	82,006	64,568	27%	17.5%
<b>Total</b>	<b>138,516</b>	<b>117,179</b>	<b>18%</b>	<b>468,019</b>	<b>384,354</b>	<b>22%</b>	<b>100%</b>