

November 2, 2007

STRONG AUSTRALIAN CAR MARKET GROWS IN 2007

- Australian new car market grows by 8.2% YtD
- Holden Commodore/Calais is top-selling car
- Toyota still top-selling brand - 13.0% YtD growth
- Small car segment leads the market – up 4.6% YtD

JATO Dynamics, the world's leading provider of automotive data and intelligence, today reports strong growth in the Australian new car market.

Analysis reveals growth of 6.5% (to 204,811 units) in the third quarter of 2007 compared to the same period in 2006. YtD, the market has grown by 8.2% to 622,309 units.

Looking at the third quarter figures, the Holden Commodore/Calais maintains its status as Australia's best-selling car with 14,645 units sold. The Toyota Corolla is in second place, followed by the Toyota Camry/Aurion (up 62.1%), Ford Falcon/Fairmont, Mazda3, Toyota Yaris, Hyundai Getz, Honda Civic (up 8.8%), Holden Astra and Ford Territory.

Top 10 Models

Make/Model	Q3_07	Q3_06	% Change Q3	Sep YtD_07	Sep YtD_06	% Change YtD
HOLDEN COMMODORE/CALAIS	14,645	14,865	-1.5%	45,286	43,002	+5.3%
TOYOTA COROLLA	12,694	12,710	-0.1%	35,449	35,557	-0.3%
TOYOTA CAMRY/AURION	11,858	7,315	+62.1%	36,234	21,592	+67.8%
FORD FALCON/FAIRMONT	9,011	11,217	-19.7%	25,582	33,235	-23.0%
MAZDA3	8,345	8,403	-0.7%	26,121	24,105	+8.4%
TOYOTA YARIS	7,068	7,242	-2.4%	22,420	20,107	+11.5%
HYUNDAI GETZ	4,982	5,483	-9.1%	15,298	15,891	-3.7%
HONDA CIVIC	4,722	4,342	+8.8%	13,405	10,814	+24.0%
HOLDEN ASTRA	4,287	4,964	-13.6%	15,289	15,622	-2.1%
FORD TERRITORY	4,207	4,349	-3.3%	13,221	14,449	-8.5%

YtD Figures

Holden Commodore/Calais sales have increased by 5.3% to 45,286 units, followed by the Toyota Camry/Aurion (up 67.8%), Toyota Corolla, Mazda 3 (up 8.4%), Ford Falcon/Fairmont, Toyota Yaris (up 11.5%), Hyundai Getz, Holden Astra, Ford Focus (up 4.5%) and Honda Civic (up 24.0%).

JATO reveals that the new models performing well in the market include the Holden Captiva, Mazda CX-7 and Holden Epica, while the Subaru Impreza (up 9.4%), Toyota Kluger (up 157%), Hyundai Elantra (up 159%), Mazda2 (up 32.6%), Mitsubishi Outlander (up 75.1%) Mercedes-Benz C-Class (up 66.7%) and Holden Statesman/Caprice (up 149%) have all benefited from a full-model change.

Brand Performance

Toyota is the market leader in the third quarter of 2007, with sales up 11.5% on the same period in 2006. Holden (up 4.6%) maintains second place, ahead of Ford, Mazda (up 11.7%) and Honda (up 0.8%). The order of the top five brands is the same for the YtD.

“Australia is a somewhat unusual market because of the strength of certain domestic brands and models”, says Nasir Shah, Global Business Development Director for JATO. “But what is clear, is that this is a strong market where Asian manufacturers are the dominant force.”

Top 10 Brands

Make	Q3_07	Q3_06	% Change Q3	Sep YtD_07	Sep YtD_06	% Change YtD
TOYOTA	43,562	39,060	+11.5%	130,752	115,715	+13.0%
HOLDEN	28,150	26,900	+4.6%	87,210	81,786	+6.6%
FORD	19,521	22,234	-12.2%	59,291	67,262	-11.9%
MAZDA	15,525	13,899	+11.7%	49,688	42,275	+17.5%
HONDA	14,987	14,870	+0.8%	46,028	40,995	+12.3%
HYUNDAI	12,563	11,220	+12.0%	35,461	36,148	-1.9%
MITSUBISHI	10,382	9,631	+7.8%	35,302	30,224	+16.8%
NISSAN	9,501	9,153	+3.8%	27,921	27,660	+0.9%
SUBARU	9,246	9,163	+0.9%	28,802	28,246	+2.0%
VOLKSWAGEN	5,821	5,177	+12.4%	17,766	13,272	+33.9%

Segment Trends

The small car segment, led by the Toyota Corolla, remains the biggest-selling segment in the Australian market at 58,562 units sold in the third quarter, and a 4.6% increase in volume YtD.

The large car segment, led by the Holden Commodore, has a third quarter market share of 17.7% (volume up 4.3%) and retains its position as the market's second highest selling segment. YtD it has increased its volume by 3.8%.

The light car segment (up 8.9% YtD) is the third biggest segment, followed by the medium SUVs (up 18.3% YtD) and Compact SUV segments (up 20.3% YtD). This growth came at the expense of the Large SUV segment, which recorded a drop of 45.5% in the third quarter and 28.5% YtD.

Segment Trends

JATO regional segment	Q3_07	Q3_06	% Change Q3	Sep YtD_07	Sep YtD_06	% Change YtD
AU Light	28,310	28,024	+1.0%	87,162	80,064	+8.9%
AU Small	58,562	58,962	-0.7%	178,740	170,891	+4.6%
AU Medium	6,410	6,127	+4.6%	19,710	18,791	+4.9%
AU Large	36,212	34,712	+4.3%	108,825	104,839	+3.8%
AU Prestige	12,942	12,400	+4.4%	41,337	35,855	+15.3%
AU Luxury	7,275	5,930	+22.7%	21,125	18,333	+15.2%
AU MPV	4,478	4,111	+8.9%	13,855	12,451	+11.3%
AU SUV Compact	19,427	15,550	+24.9%	56,590	47,040	+20.3%
AU SUV Medium	23,062	17,097	+34.9%	68,431	57,853	+18.3%
AU SUV Large	1,949	3,575	-45.5%	8,223	11,496	-28.5%
AU SUV Luxury	4,466	3,794	+17.7%	12,774	11,007	+16.1%
AU Sports	1,693	1,922	-11.9%	5,436	6,403	-15.1%
AU Van	25	38	-34.2%	101	116	-12.9%
Grand Total	204,811	192,242	+6.5%	622,309	575,139	+8.2%

-Ends-

Editorial note: JATO Dynamics background

JATO was founded in 1984 and provides the world's most timely, accurate and up-to-date information on vehicle specifications and pricing, sales and registrations, news and incentives. The company has representation in over 40 countries, providing unique local market expertise. The JATO client base includes all of the world's volume vehicle manufacturers, giving them the ability to react to short-term market movements, plan for long-term developments and ultimately to meet consumers' needs. JATO's data has also been adapted for consumer use in motoring web portals where customers can see the advantages and disadvantages of a specified model against any other while major leasing companies use JATO data to drive the vehicle quotation process. Visit JATO at www.jato.com

For further press information, please contact:

Peter Haynes at Automotive PR. Tel: +44 (0) 207 494 8056

Mob: +44 (0) 7738 883259

Email: phaynes@automotivepr.com