

## China Commercial Vehicle Retail Sales - August 2007

|                               | Aug '06        | Aug'07         | %Chng.        | Jan-Aug '06    | Jan-Aug '07      | %Chng.       |
|-------------------------------|----------------|----------------|---------------|----------------|------------------|--------------|
| <b>Truck OEMs/卡车制造商</b>       |                |                |               |                |                  |              |
| <b>CHDTG/中国重汽</b>             |                |                |               |                |                  |              |
| Heavy-duty Truck/重卡           | 3,980          | 8,488          | 113.3%        | 39,365         | 70,169           | 78.3%        |
| <b>Subtotal</b>               | <b>3,980</b>   | <b>8,488</b>   | <b>113.3%</b> | <b>39,365</b>  | <b>70,169</b>    | <b>78.3%</b> |
| <b>FAW/一汽</b>                 |                |                |               |                |                  |              |
| Heavy-duty Truck/重卡           | 4,508          | 5,800          | 28.7%         | 42,693         | 68,494           | 60.4%        |
| Medium-duty Truck/中卡          | 4,410          | 5,249          | 19.0%         | 32,717         | 43,368           | 32.6%        |
| <b>Subtotal</b>               | <b>8,918</b>   | <b>11,049</b>  | <b>23.9%</b>  | <b>75,410</b>  | <b>111,862</b>   | <b>48.3%</b> |
| <b>Dongfeng/东风</b>            |                |                |               |                |                  |              |
| Heavy-duty Truck/重卡           | 3,730          | 7,023          | 88.3%         | 40,905         | 58,530           | 43.1%        |
| Medium-duty Truck/中卡          | 4,251          | 5,864          | 37.9%         | 39,093         | 48,958           | 25.2%        |
| <b>Subtotal</b>               | <b>7,981</b>   | <b>12,887</b>  | <b>61.5%</b>  | <b>79,998</b>  | <b>107,488</b>   | <b>34.4%</b> |
| <b>Shaan'xi/陕汽</b>            |                |                |               |                |                  |              |
| Heavy-duty Truck/重卡           | 2,614          | 4,058          | 55.2%         | 21,231         | 39,394           | 85.5%        |
| <b>Subtotal</b>               | <b>2,614</b>   | <b>4,058</b>   | <b>55.2%</b>  | <b>21,231</b>  | <b>39,394</b>    | <b>85.5%</b> |
| <b>BAIC Foton/北汽福田</b>        |                |                |               |                |                  |              |
| Heavy-duty Truck/重卡           | 2,402          | 4,033          | 67.9%         | 18,450         | 38,908           | 110.9%       |
| Light-duty Truck/轻卡           | 20,569         | 24,303         | 18.2%         | 193,541        | 216,095          | 11.7%        |
| <b>Subtotal</b>               | <b>22,971</b>  | <b>28,336</b>  | <b>23.4%</b>  | <b>211,991</b> | <b>255,003</b>   | <b>20.3%</b> |
| <b>JAC/江淮</b>                 |                |                |               |                |                  |              |
| Medium-duty Truck/中卡          | 1,414          | 1,079          | -23.7%        | 11,305         | 9,412            | 16.7%        |
| Light-duty Truck/轻卡           | 6,294          | 9,187          | 46.0%         | 60,585         | 72,327           | 19.4%        |
| <b>Subtotal</b>               | <b>7,708</b>   | <b>10,266</b>  | <b>33.2%</b>  | <b>71,890</b>  | <b>81,739</b>    | <b>13.7%</b> |
| <b>Jiangling Holding/江铃控股</b> |                |                |               |                |                  |              |
| Light-duty Truck/轻卡           | 4,307          | 5,586          | 29.7%         | 38,628         | 41,793           | 8.2%         |
| <b>Subtotal</b>               | <b>4,307</b>   | <b>5,586</b>   | <b>29.7%</b>  | <b>38,628</b>  | <b>41,793</b>    | <b>8.2%</b>  |
| <b>Shandong Kaima/山东凯马</b>    |                |                |               |                |                  |              |
| Light-duty Truck/轻卡           | 2,617          | 4,547          | 73.7%         | 31,146         | 40,550           | 30.2%        |
| <b>Subtotal</b>               | <b>2,617</b>   | <b>4,547</b>   | <b>73.7%</b>  | <b>31,146</b>  | <b>40,550</b>    | <b>30.2%</b> |
| <b>Chengdu WangPai/成都王牌</b>   |                |                |               |                |                  |              |
| Medium-duty Truck/中卡          | 1,198          | 1,364          | 13.9%         | 10,533         | 13,848           | 31.5%        |
| <b>Subtotal</b>               | <b>1,198</b>   | <b>1,364</b>   | <b>13.9%</b>  | <b>10,533</b>  | <b>13,848</b>    | <b>31.5%</b> |
| <b>SiChuan NanJun/四川南骏</b>    |                |                |               |                |                  |              |
| Medium-duty Truck/中卡          | 0              | 1,416          | 0.0%          |                | 6,835            | 0.0%         |
| <b>Subtotal</b>               | <b>0</b>       | <b>1,416</b>   | <b>0.0%</b>   |                | <b>6,835</b>     | <b>0.0%</b>  |
| <b>Others*/其他</b>             |                |                |               |                |                  |              |
| <b>Subtotal</b>               | <b>41,639</b>  | <b>52,049</b>  | <b>25.0%</b>  | <b>363,735</b> | <b>450,581</b>   | <b>23.9%</b> |
| <b>Total</b>                  | <b>103,933</b> | <b>140,046</b> | <b>34.7%</b>  | <b>943,927</b> | <b>1,219,262</b> | <b>29.2%</b> |
| <b>Bus OEMs/客车制造商</b>         |                |                |               |                |                  |              |
| <b>Zhengzhou Yutong/郑州宇通</b>  |                |                |               |                |                  |              |
| Large Bus                     | 441            | 1,353          | 206.8%        | 3,625          | 5,699            | 57.2%        |
| Middle Bus                    | 569            | 901            | 58.3%         | 4,149          | 5,187            | 25.0%        |
| <b>Subtotal</b>               | <b>1,010</b>   | <b>2,254</b>   | <b>123.2%</b> | <b>7,774</b>   | <b>10,886</b>    | <b>40.0%</b> |

|                               |               |               |               |                |                |               |
|-------------------------------|---------------|---------------|---------------|----------------|----------------|---------------|
| <b>Dandong Huanghai/丹东黄海</b>  |               |               |               |                |                |               |
| Large Bus                     | 284           | 331           | 16.5%         | 2,736          | 2,179          | -20.4%        |
| Subtotal                      | <b>284</b>    | <b>331</b>    | <b>16.5%</b>  | <b>2,736</b>   | <b>2,179</b>   | <b>-20.4%</b> |
| <b>Golden Dragon/金龙</b>       |               |               |               |                |                |               |
| Large Bus                     | 114           | 407           | 257.0%        | 965            | 2,678          | 177.5%        |
| Middle Bus                    | 773           | 1,038         | 34.3%         | 5,534          | 8,323          | 50.4%         |
| Subtotal                      | <b>887</b>    | <b>1,445</b>  | <b>62.9%</b>  | <b>6,499</b>   | <b>11,001</b>  | <b>69.3%</b>  |
| <b>FAW/一汽</b>                 |               |               |               |                |                |               |
| Large Bus                     | 331           | 326           | -1.5%         | 2,055          | 1,933          | -5.9%         |
| Subtotal                      | <b>331</b>    | <b>326</b>    | <b>-1.5%</b>  | <b>2,055</b>   | <b>1,933</b>   | <b>-5.9%</b>  |
| <b>JAC/江淮汽车</b>               |               |               |               |                |                |               |
| Middle Bus                    | 925           | 858           | -7.2%         | 4,992          | 5,785          | 15.9%         |
| Subtotal                      | <b>925</b>    | <b>858</b>    | <b>-7.2%</b>  | <b>4,992</b>   | <b>5,785</b>   | <b>15.9%</b>  |
| <b>Dongfeng/东风</b>            |               |               |               |                |                |               |
| Middle Bus                    | 1,052         | 1,492         | 41.8%         | 8,390          | 10,212         | 21.7%         |
| Light Bus                     | 2,182         | 2,601         | 19.2%         | 14,903         | 18,521         | 24.3%         |
| Subtotal                      | <b>3,234</b>  | <b>4,093</b>  | <b>26.6%</b>  | <b>23,293</b>  | <b>28,733</b>  | <b>23.4%</b>  |
| <b>Nanjing Auto/南汽</b>        |               |               |               |                |                |               |
| Light Bus                     | 1,222         | 1,569         | 28.4%         | 11,434         | 12,973         | 13.5%         |
| Subtotal                      | <b>1,222</b>  | <b>1,569</b>  | <b>28.4%</b>  | <b>11,434</b>  | <b>12,973</b>  | <b>13.5%</b>  |
| <b>Jiangling Holding/江铃控股</b> |               |               |               |                |                |               |
| Light Bus                     | 1,772         | 2,039         | 15.1%         | 15,482         | 16,336         | 5.5%          |
| Subtotal                      | <b>1,772</b>  | <b>2,039</b>  | <b>15.1%</b>  | <b>15,482</b>  | <b>16,336</b>  | <b>5.5%</b>   |
| <b>Zhongshun/中顺汽车</b>         |               |               |               |                |                |               |
| Light Bus                     | 892           | 1,658         | 85.9%         | 5,865          | 12,069         | 105.8%        |
| Subtotal                      | <b>892</b>    | <b>1,658</b>  | <b>85.9%</b>  | <b>5,865</b>   | <b>12,069</b>  | <b>105.8%</b> |
| <b>Fujian Xinfuda/福建新福达</b>   |               |               |               |                |                |               |
| Large Bus                     | 333           | 194           | -41.7%        | 1,569          | 1,927          | 22.8%         |
| Middle Bus                    | 385           | 439           | 14.0%         | 2,882          | 3,542          | 22.9%         |
| Subtotal                      | <b>718</b>    | <b>633</b>    | <b>-11.8%</b> | <b>4,451</b>   | <b>5,469</b>   | <b>22.9%</b>  |
| <b>Others*/其他</b>             |               |               |               |                |                |               |
| Subtotal                      | <b>13,049</b> | <b>14,862</b> | <b>13.89%</b> | <b>103,239</b> | <b>113,289</b> | <b>9.73%</b>  |
| <b>Total</b>                  | <b>24,324</b> | <b>30,068</b> | <b>23.61%</b> | <b>187,820</b> | <b>220,653</b> | <b>17.48%</b> |

\*includes the products that not in the top 5 in terms of sales in each segment /包括未进入细分市场销量前5位的产品