

OVERDRIVE

AVID Sales Performance & Outlook

May 2012 Volume 1 No 11

AVID January-May Sales Up By 27%

%AVID kicks off this third quarter with favorable sales performance, riding high on the sustained positive consumer outlook bolstered by a buoyant economic and business landscape.+

Ma. Fe Perez-Agudo
President, Association of Vehicle Importers and Distributors

PERFORMANCE & DRIVERS

While total industry sales rose marginally by 0.6%, the first five months of the year saw sales of the Association of Vehicle Importers and Distributors (AVID) increase by 27% to 12,887 units versus the 10,151 sold in the same period last year. Passenger car (PC) sales went up by 77% or 8,004 units from 4,528 units sold last year. Top three contributors to this growth are Hyundai Asia Resources, Inc. (HARI), The Covenant Car Company, Inc. (TCCCI), and Motor Image Pilipinas, Inc.

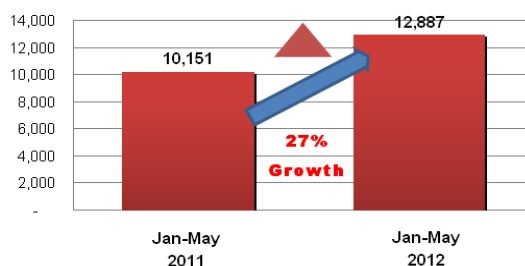
For the month of May alone, total sales rose by 11%, likewise driven by higher PC turnouts of 1,476 units, or a 47% increase.

OUTLOOK

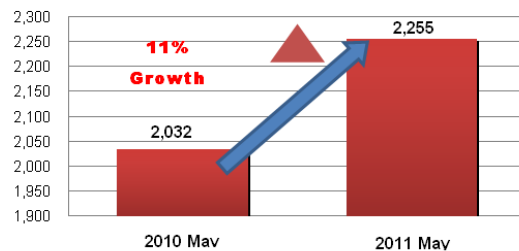
GDP growth at 6.4% is the highest recorded growth rate among ASEAN nations in the first quarter of 2012. This robust performance will build momentum for the government to meet its growth target of 5-6% in 2012. Lower prices, accelerated government spending and continued development of the service sectors bolster and encourage consumer spending, while the build-up of foreign exchange reserves and Government's active debt management have reduced the economy's vulnerability to the short-term international challenges, especially in the Euro zone.

AVID Members	Sales Volume (in units)	
	May 2011	May 2012
British United Automobiles, Inc.	9	12
CATS Motors, Inc.	72	78
HARI	1,643	1,737
PGA Cars, Inc.	29	31
Scandinavian Motors	18	18
Motor Image Pilipinas, Inc.	80	143
TCCCI	181	236
TOTAL	2,032	2,255

AVID TOTAL Number of Units Sold, YTD



Number of Units Sold May 2010 vs May 2011



Indicator	2011	Current	2012f
GDP (%)	3.7	6.4 (Q1 '12)	4.8*
Inflation Ave (%)	4.7	3.0 (Jan-April)	3.5*
FX Ave (Peso-US\$)	43.3	42.7 (April)	43.0-45.0**
91-day T-bill Ave (%)	1.6	2.0 (Jan-May)	4.0**
Remittances (US\$ billion)	20.1	4.8 (Jan-March)	21.1**

*Average consensus forecast (BSP, WB, IMF, ADB)

**Government forecasts

