

OVERDRIVE

AVID Sales Performance & Outlook

June 2013 Volume 1 No 13

LCVs FUEL AVID SALES IN JUNE

"With upbeat local business and consumer sentiments projected to counterweigh global and regional setbacks, we at AVID remain wholly optimistic of the prospective growth of the local automotive industry for the remainder of 2013."

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

PERFORMANCE & DRIVERS

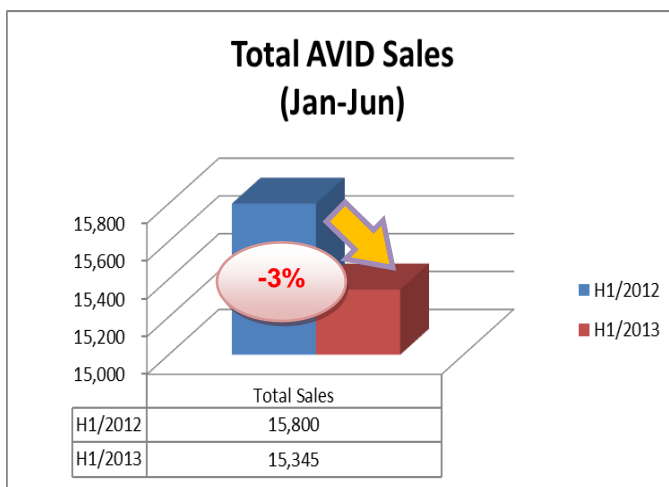
From January to June of this year, AVID's LCVs marked an impressive 20% increase over the same period last year, increasing its tally to 7,524 units sold from 6,270 a year ago. Fueling this onslaught were Motor Image Pilipinas, Inc.'s Subaru and The Covenant Car Company, Inc.'s Chevrolet brands with compelling new offerings in the Compact and Mid-Size SUV categories.

The LCV segment's exemplary first half performance provided a strong cushion in tempering a supply-stricken Passenger Car (PC) category where primary movers Hyundai and Chevrolet both experienced significant losses due to supply-dictated performance as well as strong external competition. As a result, AVID ended the period with a mere 3% decline over the same period a year ago, offsetting the 18% decline by the PC models.

OUTLOOK

Robust OFW remittances from abroad, the burgeoning BPO sector, and a dynamic tourism industry are seen to support strong consumer demand for the second-half of 2013 amidst external shocks and volatility in financial markets. The economy's growth momentum is expected to be sustained for the next quarter as prospects for growth such as accelerated government spending and improved investor sentiments remain intact. Solid macroeconomic fundamentals are expected to help the auto industry achieve double-digit growth by year-end.

AVID Members	Sales Volume (in Units)	
	June 2012	June 2013
British United Automobiles, Inc.	20	14
CATS Motors, Inc.	97	42
Hyundai Asia Resources Inc. (HARI)	2,356	1,726
Motor Image Pilipinas, Inc.	168	260
PGA Cars, Inc.	-	26
Scandinavian Motors	23	8
The Covenant Car Company (TCCI)	248	371
Total	2,912	2,447



Indicator	2012	Current	2013 F
GDP (%)	6.6 (FY)	7.8 (1Q13)	6.023%
Inflation Ave (%)	3.2	2.8 (June)	3.063%
FX Average (PESO-USD)	42.2	42.9 (June)	Php 40
91-day T-bill Ave (%)	1.5	0.90% (June)	0.085%
Remittances (USD)	21.4	1.87 (May)	21.39

