



OVERDRIVE

AVID Sales Performance & Outlook

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“AVID HITS DOUBLE-DIGIT GROWTH IN Q3 2017”

“AVID sales continue to rise as it closed Q3 2017 with a 19% year-on-year growth. This sustained growth further inspires AVID to match the mobility demands of the Filipinos only with top-notch and innovative products and services.”

Ms. Ma. Fe Perez-Agudo

President, Association of Vehicle Importers and Distributors

PERFORMANCE & DRIVERS

The Association of Vehicle Importers and Distributors sales grew by 19% to 27,602 units in Q3 of 2017 from 23,287 units in the same period in 2016. The association credits the strong sales performance to new model introductions and the continuous strong demand of vehicles in the Philippine market. Third quarter sales pushed year-to-date sales to 75,947 units, an increase of 10% from the 68,757 units sold over the same period in 2017.

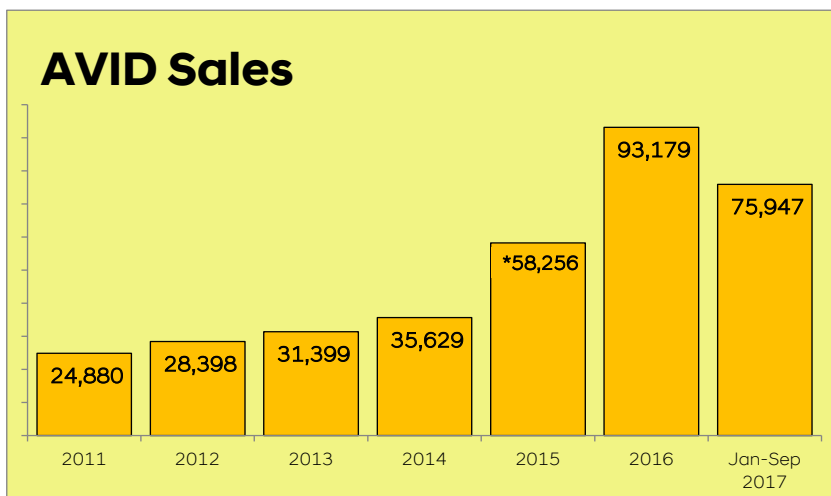
The Passenger Car (PC) segment saw a 11% jump to 10,494 units in Q3 2017 from previous year’s 9,795 units. This brings total PC sales to 29,264 units for the first nine months of the year. Hyundai remains to be the top selling brand in this segment as it sold 18,952 units or approximately 65% of the total PC sales from January to September 2017.

The Light Commercial Vehicle (LCV) segment continued to impress as it grew by 27% from 13,492 units in Q3 2016 to 17,108 units in the same quarter in 2017. This pushed total LCV sales to 46,683 units in the first nine months of 2017, a 10% growth from the 42,318 units the previous year. Ford remained as the primary volume driver in this segment as it accounts for 54% of the LCV sales volume.

OUTLOOK

The government’s 6.5-7.5% GDP growth target remains achievable albeit the slower than expected 6.5% growth recorded on the 1st semester of 2017. This will be spurred by the government’s ‘Build, Build, Build’ Program and the continued improvement in exports due to recovery in external demand. Solid domestic consumption on the back of rising incomes and educated workforce will continue aid the targeted growth spurt. This, together with the manageable inflation, will give much ground for the automotive industry to keep an upbeat tone for the final stretch of 2017.

OVERVIEW CHARTS



AVID Members	Year-to-date (units)	
	2016	2017
Auto Nation Group, Inc.	1,126	1,377
British Bespoke Automobiles, Inc.	1	3
British United Automobiles, Inc.	102	156
DBPHILS Motorsports, Inc.	9	13
Ford Group Philippines, Inc.	24,993	25,988
Hyundai Asia Resources, Inc.	25,021	27,451
Motor Image Pilipinas, Inc.	2,397	2,392
PGA Cars, Inc.	374	371
Scandinavian Motors Corporation	73	93
Suzuki Philippines, Inc.	10,323	13,792
The Covenant Car Company, Inc.	4,338	4,311
Total	68,757	75,947

*Ford Group Philippines, Inc. (FGPI) joined AVID in May 2015; FGPI figures represent sales from May 2015 onwards.
Suzuki Philippines, Inc. (SPI) joined AVID in July 2015; SPI figures represent sales from July 2015 onwards.

DBPHILS Motorsports, Inc. 2017 figure only represents sales from January to August..

