



OVERDRIVE

AVID Sales Performance & Outlook

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“AVID SALES BREACHED 100,000 SALES MARK IN 2017”

“AVID sales capped a banner year in 2017 at 106,286 units sold, 14% higher than the 93,192 units sold in 2016. For the year ahead, we remain optimistic as we expect short-run market adjustments resulting from the TRAIN. Nevertheless, the new automotive landscape opens waves of opportunities for the luxury, e-vehicles and hybrid vehicles market. Thus, AVID will continue supporting efforts to sustain inclusive growth and build a positive environment for business.”

Ms. Ma. Fe Perez-Agudo

PERFORMANCE & DRIVERS

The Association of Vehicle Importers and Distributors (AVID) sales closed the year on a positive note as it recorded sales growth across all comparable periods, propelled by the strong consumer appetite ahead of the TRAIN implementation. AVID sales delivered 106,286 units sold in 2017 from the 93,192 units sold recorded last year. Q4 2017's 30,336 units sold was also higher than 2016's 24,438 units sold, posting 24% quarter-on-quarter growth.

Total Passenger Car segment sales in 2017 of 39,722 units was 11% higher than the 35,782 units sold logged in 2016. The segment likewise posted a 12% gain to 10,455 units sold in Q4 2017 versus the 9,344 units sold in the same quarter last year. Hyundai remained as the top-volume nameplate in this segment as it ended 2017 with 25,529 units sold.

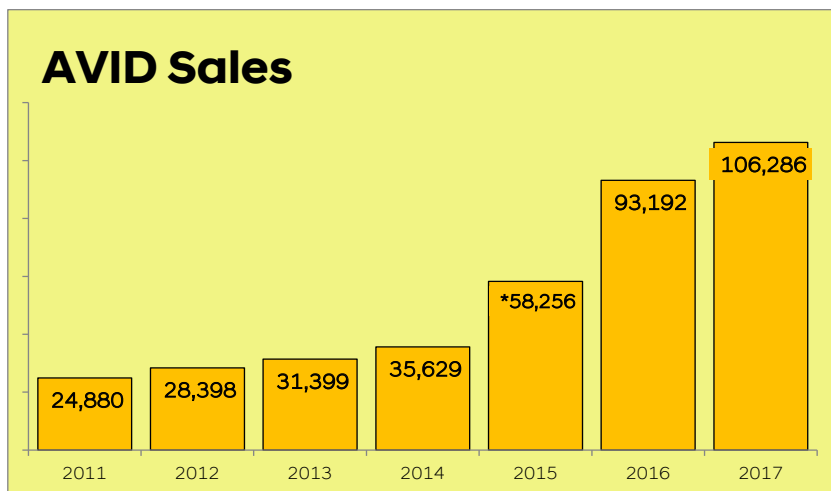
Accounting for the larger share of the total AVID sales, the Light Commercial Vehicle (LCV) segment notched 16% year-to-date increase, bringing its 2017 total to 66,564 units sold from the 57,410 units sold a year earlier. From October to December 2017, the segment's sales surged to 32%, totaling 19,881 units sold. At the forefront of this segment, Ford posted 35,654 units sold.

OUTLOOK

Remaining as one of Asia's fastest growing economies, the Philippines GDP growth hits 6.7% in 2017, well within the growth target set by the government. This is spurred by the sustained recovery of external demand and robust public expenditure despite the BPO slowdown. For 2018, the country is well positioned to grow by 7-8% given the recent fiscal reform which is expected to generate revenues to fuel the country's 'Build, Build, Build' program.

Higher tax savings is also expected as a result of lower personal income taxes under TRAIN. To offset foregone revenues, higher levies will be imposed on commodities including cars and oil which makes car ownership more expensive. Nevertheless, AVID remains upbeat as it expects the automotive market to make the necessary adjustments with the new landscape.

OVERVIEW CHARTS



*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.

AVID Members	Full Year (units)	
	2016	2017
Auto Nation Group, Inc.	1,708	2,130
British Bespoke Automobiles, Inc.	4	5
British United Automobiles, Inc.	170	250
DBPHILS Motorsports, Inc.	12	18
Ford Group Philippines, Inc.	33,688	36,623
Hyundai Asia Resources, Inc.	33,695	37,678
Motor Image Pilipinas, Inc.	3,057	3,704
PGA Cars, Inc.	481	544
Scandinavian Motors Corporation	93	122
Suzuki Philippines, Inc.	14,353	19,263
The Covenant Car Company, Inc.	5,931	5,949
Total	93,192	106,286

