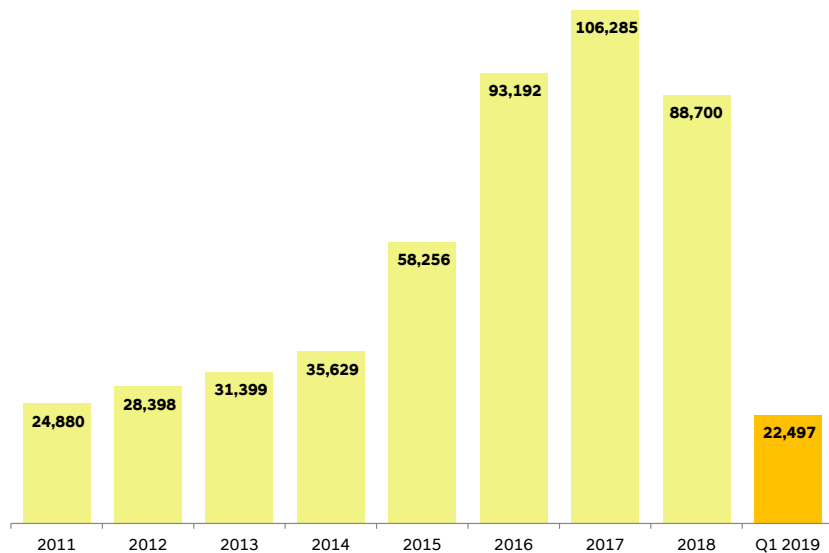




## OVERVIEW CHARTS



\*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.  
 \*\*JAC AUTOMOBILE INT'L PHILS. INC. (JAIFI) joined AVID in May 2018. JAIFI figures represent sales from January 2018 onwards.

AVID Members	1st Quarter (units)	
	2018	2019
Auto Nation Group, Inc.	356	304
British Bespoke Automobiles, Inc.	-	-
British United Automobiles, Inc.	54	25
DBPHILS Motorsports, Inc.	10	2
Ford Group Philippines, Inc.	6,448	5,560
Hyundai Asia Resources, Inc.	8,847	9,949
JAC Automobile Int'l Phils. Inc.	223	98
**Legado Motors, Inc.	-	21
Motor Image Pilipinas, Inc.	844	698
PGA Cars, Inc.	144	326
Scandinavian Motors Corporation	27	37
Suzuki Philippines, Inc.	4,917	4,813
*Triesenburg Auto Corp.	-	39
The Covenant Car Company, Inc.	1,213	625
<b>TOTAL</b>	<b>23,083</b>	<b>22,497</b>

\*\*TRIESENBURG AUTO CORP. (TAC) joined AVID in July 2018. TAC figures represent sales from April 2018 onwards.  
 \*\* LEGADO MOTORS, INC. (LMI) joined AVID in September 2018. LMI figures represent December 2018 sales.

## AVID SALES INCREASE BY 8% IN MARCH AS INDUSTRY CONTINUES TO RECOVER

With the automotive industry continuing its recovery, the Association of Vehicle Importers and Distributors, Inc. (AVID) reported 7,952 units sold for March 2019, an 8% increase compared to the 7,380 units sold in March last year. This bucks the trend in the first two months of the year which saw a decline of 8%. For the first quarter of 2019, AVID sold 22,497 units, 3% lower than the 23,038 units reported in the same period last year.

“AVID’s first quarter 2019 performance indicates that the automotive industry has turned the corner and is now experiencing modest recovery. We expect a further upturn in the next three quarters on the back of improved consumer sentiment, the introduction of exciting and innovative vehicles, and the government’s aggressive infrastructure program. AVID aims to be at the forefront of this growth in vehicle sales,” said AVID President Ma. Fe Perez-Agudo.

For March 2019, the Light Commercial Vehicles (LCV) segment registered a 21% year-on-year increase with sales totaling

4,998 units, making it the primary growth and volume driver. The segment rose by 4% in the first three months of the year, bringing the sales tally to 14,168 units. Ford leads the segment with 5,456 units sold in the first quarter.

The Passenger Cars (PC) segment declined 9% to 2,831 units in March, and fell 13% to 7,993 units in the first quarter of the year. Hyundai continues to lead this segment with 5,404 units sold during the period.

In the Commercial Vehicles (CV) sector, sales slipped by 2% to 123 units in March and slightly dipped by 1% to 336 in the first quarter. As the leader in this segment, Hyundai posted strong gains with 239 units sold during the period.

“If positive economic fundamentals, including low inflation and rising living standards, are sustained, we can expect a renewed boost to motorization in the country. And AVID is more than ready to offer customers up-to-the-minute innovation in our products and services,” added Ms. Agudo.

The combined effects of easing inflation, lower unemployment rates, and near-term boost from election-related spending is expected to fuel private consumption for the rest of 2019.