



## CSM Automotive Production Barometer (APB)

CSM Worldwide, the leading provider of market intelligence and forecasting to the automotive industry, announces the September 2006 CSM Automotive Production Barometer™. Released in advance of existing sources of information, this service provides an accurate record of light vehicle production for the previous month to assist automotive economists and financial analysts in their ongoing industry evaluations.

The CSM Automotive Production Barometer for October 2006 and release schedule is currently available via the CSM Worldwide website: [www.csmauto.com/auto-production-barometer](http://www.csmauto.com/auto-production-barometer).

Light vehicle production continued its downward trend in September with output in the US falling 13.10% from a year ago to a seasonally adjusted annual rate of 10.52 million units. Production of cars fell 2.10% to 4.20 million units with truck output falling 19.20% from year ago levels to 6.32 million units in September. Year-to-date, US light vehicle production is down 4.80% to 11.07 million units on an adjusted basis. Total North American output declined 14.60% from last year to an adjusted rate of 13.92 million units, the lowest levels since the GM-UAW strike in 1998.

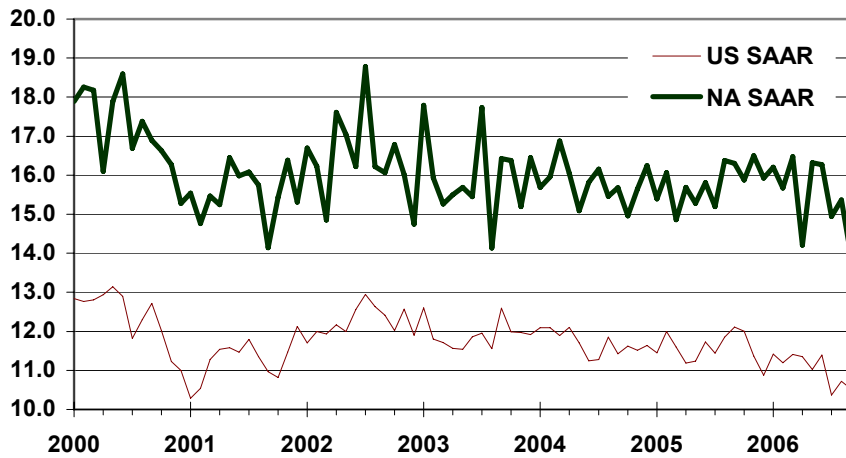
North American production is down 1.10% year-to-date at 15.51M units following a strong first half of the year. The sharp decline is due largely to the significant production cuts being put in place at Ford and DaimlerChrysler that will continue for the remainder of the year. Despite strong incentive levels, the two companies experienced a less than successful summer selling season. With incentives failing to attract consumers in strong enough levels, both Ford and DaimlerChrysler now plan to reign in incentive spending and focus on profitability versus volume and market share plays in the market.

Light vehicle output declined for all of the "New 6" auto manufacturers in September, with the exception of Honda, which recorded a 3.80% increase in output from a year ago. Toyota posted a decline in production in September of 4.70% with Nissan down 9.00% from year ago levels. Strong year-over-year comparisons and product launch scenarios are key factors driving the weakness at Toyota and Nissan. Unlike their counterparts, Toyota, Honda and Nissan are working with a more solid financial and product foundation with growth to follow several significant vehicle introductions, such as the Toyota Tundra and Nissan Altima, and incremental production in the region from the Nissan Versa and Honda CR-V.

General Motors, Ford and DaimlerChrysler posted sharp double digit declines of 14.90%, 19.90% and 29.00% respectively in September. GM experienced weaker output as it prepares for the launch of the redesigned GMT900 pickup trucks with Ford implementing downtime across their operations. DaimlerChrysler's decline is based on a combination of production cuts to traditional trucks and SUVs, several plants ramping up production of new products and a strong year over year comparison.

This trend will continue as Ford and DaimlerChrysler implement significant reductions to light vehicle output for the remainder of the year. Despite fuel prices rebounding, demand for traditional pickups and SUVs continue to accelerate downward. Further down side risk exists due to the ramp up of a large number of new vehicles taking place in the fourth quarter.

## CSM Automotive Production Barometer (US and NA SAAR, units in millions)



- US light vehicle production in September declined 4.80% versus last year to a 10.52M unit SAAR.
- Year-to-date US light vehicle output is down 4.80% on an adjusted basis.
- US light vehicle production declined 5.00% compared to a year ago to a NSA 0.89M units in September.
- NA light vehicle output fell 14.60% from a year ago to 13.92M units on a SAAR basis, the lowest since 1998.

Light Vehicle Production (units in millions)	Jul-06	Aug-06	Sep-06	YTD	2005	2004
US Total (SAAR)	10.37	10.72	10.52	11.07	11.59	11.71
Autos	3.76	4.06	4.20	4.16	4.26	4.18
Light Trucks	6.61	6.66	6.32	6.91	7.33	7.53
US (NSA)	0.53	1.01	0.89	8.36	11.57	11.64
North America (SAAR)	15.09	15.37	13.92	15.51	15.79	15.78

Light Vehicle Production (Y/Y %)	Jul-06	Aug-06	Sep-06	YTD	2005	2004
US Total (SAAR)	-9.40%	-9.60%	-13.10%	-4.80%	-1.10%	-1.70%
Autos	-10.30%	-4.20%	-2.10%	-1.80%	1.70%	-6.00%
Light Trucks	-8.80%	-12.60%	-19.20%	-6.50%	-2.70%	0.90%
US (NSA)	-8.30%	-8.50%	-16.80%	-5.00%	-0.60%	-1.90%
North America (SAAR)	-1.20%	-6.20%	-14.60%	-1.10%	0.00%	-0.70%

### North American Light Vehicle Production by Manufacturer

Light Vehicle Production (units in millions)	Jul-06	Aug-06	Sep-06	YTD	2005	2004
GM (SAAR, inc. HUMMER, CAMI) - GM	4.37	4.67	4.15	4.64	4.72	5.11
Ford (SAAR, inc. Mazda) - F	3.05	3.21	2.80	3.22	3.38	3.61
DaimlerChrysler (SAAR, inc. M-B) - DCX	2.36	2.55	2.14	2.64	2.79	2.67
Toyota (SAAR, inc. NUMMI) - TM	1.53	1.63	1.55	1.61	1.62	1.51
Honda (SAAR) - HMC	1.22	1.43	1.40	1.38	1.35	1.22
Nissan (SAAR, inc. Renault) - NSANY	1.19	1.17	1.10	1.14	1.20	1.07

Light Vehicle Production (Y/Y %)	Jul-06	Aug-06	Sep-06	YTD	2005	2004
GM (SAAR, inc. HUMMER, CAMI) - GM	3.70%	-6.60%	-14.90%	-0.70%	-7.50%	-4.10%
Ford (SAAR, inc. Mazda) - F	-5.00%	-4.30%	-19.90%	-5.20%	-6.30%	-5.00%
DaimlerChrysler (SAAR, inc. M-B) - DCX	-13.30%	-16.40%	-29.00%	-5.40%	4.50%	3.90%
Toyota (SAAR, inc. NUMMI) - TM	-6.90%	-0.80%	-4.70%	-0.40%	7.10%	12.10%
Honda (SAAR) - HMC	0.60%	-0.10%	3.80%	3.60%	10.80%	-3.30%
Nissan (SAAR, inc. Renault) - NSANY	10.10%	-3.20%	-9.00%	-5.80%	11.50%	29.60%