

2010 KINSEY REPORT

ENTRY LEVEL CATEGORY

PRICE : UNDER R120,000

| PARTS DESCRIPTION                  |   | RENAULT     | CHEVROLET  | HYUNDAI    | VW            | SUZUKI      | KIA         | CHERY     | TATA          |
|------------------------------------|---|-------------|------------|------------|---------------|-------------|-------------|-----------|---------------|
| PRICES INCLUDE VAT                 |   | SANDERO 1.4 | SPARK L    | i 10 1.2   | POLO VIVO 1.4 | ALTO 1.0 GL | PICANTO 1.1 | QQ 1.1 TE | INDICA 1.4 LX |
|                                    |   | AUTHENTIQUE |            | GLS        | TRENDLINE     |             | STRIKER     |           |               |
| RETAIL SELLING PRICE               | R | 104 900,00  | 115 495,00 | 112 900,00 | 119 900,00    | 104 900,00  | 99 995,00   | 84 900,00 | 108 995,00    |
| PARTS BASKET AS % OF SELLING PRICE |   | 29,15%      | 30,35%     | 31,93%     | 32,45%        | 38,38%      | 42,56%      | 50,14%    | 44,77%        |
| AIR FILTER                         | R | 114,00      | 93,99      | 60,33      | 149,66        | 164,73      | 100,30      | 74,90     | 133,38        |
| OIL FILTER                         | R | 72,48       | 56,37      | 198,17     | 149,06        | 70,75       | 51,40       | 39,22     | 55,92         |
| FUEL FILTER                        | R | N/A         | 124,59     | 243,04     | 236,34        | 296,68      | 299,95      | 54,50     | 86,64         |
| SPARK PLUG EACH                    | R | 28,50       | 38,11      | 80,47      | 47,64         | 61,81       | 36,78       | 83,52     | 19,38         |
| R/H WIPER BLADE                    | R | 60,01       | 59,82      | 97,47      | 198,66        | 268,89      | 121,05      | 50,98     | 78,80         |
| L/H WIPER BLADE                    | R | 60,01       | 49,17      | 42,58      | 198,66        | 189,89      | 109,10      | 50,98     | 71,83         |
| FRONT BRAKE PADS                   | R | 598,00      | 429,81     | 573,04     | 605,82        | 944,52      | 615,94      | 303,92    | 656,64        |
| REAR BRAKE PADS/SHOES              | R | 671,31      | 363,33     | 719,42     | 1 793,86      | 820,87      | 629,84      | 606,91    | 217,84        |
| SUB TOTAL : A                      |   | 1 604,31    | 1 215,19   | 2 014,52   | 3 379,70      | 2 818,14    | 1 964,36    | 1 264,93  | 1 320,43      |
| CAM BELT / TIMING CHAIN            | R | 450,20      | 440,62     | 203,90     | 798,00        | 363,00      | 314,09      | 347,04    | 615,60        |
| FRONT BRAKE DISC                   | R | 600,00      | 343,30     | 812,18     | 552,56        | 879,35      | 788,94      | 378,68    | 376,20        |
| REAR BRAKE DRUM / DISC             | R | 2 353,51    | 856,12     | 667,71     | 740,30        | 910,87      | 680,00      | 597,66    | 878,30        |
| FRONT SHOCKABSORBER / STRUT        | R | 1 308,91    | 702,70     | 1 079,45   | 852,86        | 1 000,32    | 923,43      | 631,15    | 771,78        |
| REAR SHOCKABSORBER / STRUT         | R | 1 093,32    | 464,53     | 1 119,21   | 684,55        | 615,51      | 735,90      | 440,36    | 579,35        |
| CLUTCH PLATE                       | R | 1 849,99    | 513,06     | 899,76     | 584,36        | 1 581,94    | 752,43      | 872,93    | 1 135,52      |
| PRESSURE PLATE                     | R | KIT         | 570,78     | 679,99     | 414,61        | 521,99      | 418,68      | 930,70    | 672,04        |
| CLUTCH RELEASE BEARING             | R | KIT         | 386,57     | 168,71     | 459,92        | 636,79      | 164,13      | 275,26    | 386,38        |
| FAN BELT                           | R | 80,39       | 112,18     | 446,00     | 238,02        | 143,18      | 127,58      | 139,34    | 139,05        |
| SUB TOTAL : B                      |   | 7 736,32    | 4 389,86   | 6 076,91   | 5 325,18      | 6 652,95    | 4 905,18    | 4 613,12  | 5 554,22      |
| BONNET                             | R | 2 347,41    | 2 080,04   | 2 211,27   | 1 443,13      | 1 952,66    | 2 240,40    | 2 697,84  | 2 964,00      |
| FRONT BUMPER SKIN                  | R | 1 284,97    | 1 141,14   | 1 211,59   | 1 380,21      | 1 934,90    | 1 258,92    | 1 801,93  | 3 135,00      |
| GRILLE                             | R | 730,85      | 535,07     | 335,30     | 126,06        | N/A         | 778,80      | 200,98    | 648,87        |
| L/H FRONT FENDER                   | R | 595,00      | 1 038,76   | 928,84     | 860,20        | 887,97      | 1 353,74    | 874,74    | 2 502,78      |
| WHEEL RIM                          | R | 1 108,38    | 2 691,46   | 685,18     | 779,36        | 1 906,08    | 674,42      | 576,29    | 996,47        |
| L/H HEADLIGHT ASSEMBLY             | R | 1 798,98    | 1 792,68   | 2 558,05   | 1 430,86      | 1 747,32    | 2 313,03    | 2 065,11  | 1 775,00      |
| FRONT WINDSCREEN                   | R | 1 368,00    | 2 300,78   | 1 674,36   | 1 191,25      | 2 039,87    | 3 509,70    | 1 835,71  | 3 638,14      |
| RADIATOR                           | R | 1 705,31    | 1 740,28   | 2 479,51   | 1 300,61      | 1 547,60    | 2 633,14    | 1 861,41  | 2 456,44      |
| R/H FRONT DOOR                     | R | 1 500,00    | 3 005,95   | 2 755,52   | 3 560,37      | 2 358,25    | 3 440,14    | 4 902,60  | 4 866,52      |
| R/H REAR DOOR                      | R | 1 500,00    | 2 762,27   | 2 530,58   | 2 736,00      | 4 621,56    | 2 722,30    | 4 815,90  | 3 602,06      |
| R/H FRONT MIRROR HOUSING           | R | 519,45      | 873,62     | 2 185,45   | 1 172,17      | 1 350,61    | 1 466,83    | 521,93    | 639,59        |
| R/H FRONT WINDOW GLASS             | R | 570,00      | 566,42     | 742,05     | 620,00        | 419,52      | 678,20      | 315,62    | 514,00        |
| REAR BUMPER SKIN                   | R | 852,32      | 979,69     | 1 271,93   | 1 891,44      | 1 544,53    | 1 299,27    | 1 375,00  | 2 780,87      |
| L/H REAR FENDER                    | R | 1 895,00    | 2 812,65   | 928,84     | 6 623,81      | 2 553,55    | 3 936,65    | 8 547,30  | 3 754,18      |
| BOOT LID / TAILGATE                | R | 1 500,00    | 2 331,35   | 2 977,55   | 2 750,82      | 3 743,90    | 4 615,08    | 2 731,63  | 4 171,31      |
| L/H TAIL LIGHT ASSEMBLY            | R | 1 014,60    | 1 075,70   | 1 194,44   | 962,88        | 1 244,56    | 998,28      | 663,00    | 996,47        |
| REAR WINDSCREEN                    | R | 950,00      | 1 714,39   | 1 282,09   | 1 369,40      | 940,28      | 1 772,71    | 902,46    | 2 482,92      |
| SUB TOTAL : C                      | R | 21 240,27   | 29 442,25  | 27 952,55  | 30 198,57     | 30 793,16   | 35 691,61   | 36 689,45 | 41 924,22     |
| TOTAL : A + B + C                  | R | 30 580,90   | 35 047,30  | 36 043,98  | 38 903,45     | 40 264,25   | 42 561,15   | 42 567,50 | 48 799,27     |

|               |       |       |           |       |       |       |       |       |
|---------------|-------|-------|-----------|-------|-------|-------|-------|-------|
| SHOES         | SHOES | SHOES | SHOES     | SHOES | SHOES | SHOES | SHOES | SHOES |
| BELT          | CHAIN | CHAIN | CHAIN     | CHAIN | CHAIN | BELT  | BELT  | BELT  |
| PAIR OF DRUMS | DRUM  | DRUM  | DRUM      | DRUM  | DRUM  | DRUM  | DRUM  | DRUM  |
| NETT PRICES   |       |       | P G GLASS |       |       |       |       |       |