



PERSATUAN AUTOMOTIF MALAYSIA

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PRESS RELEASE FOR IMMEDIATE RELEASE

MAA PRESS STATEMENT:

RESULTS OF 2020 PERFORMANCE BETTER THAN EXPECTED.

A higher than expected performance in the last quarter of 2020 helped to reduce the expected decline in the Total Industry Volume (TIV) for full year of 2020.

The total sales in the last three months of the year saw a sterling increase to reach 184,121 units compared to 161,296 units achieved for 3QTR 2019.

On the whole, the TIV registered in 2020 was 529,434 units, a decrease of 74,847 units or 12.4% compared to 2019 with 604,281 units.

Despite a double-digit drop in TIV, it was nonetheless a good achievement for the local automotive industry given the extremely challenging business environment. It was higher than what MAA had forecasted at 470,000 units.

The sales tax exemption announced by the government effective from 15 June 2020 boosted demand and drove sales in the second half of the year.

The monthly TIV reached its peak in December 2020 when a total of 68,836 units were registered. The exceptional high TIV in December 2020 was due to consumers buying forward in anticipation that the sales tax exemption incentive for passenger vehicles under PENJANA package would end on 31 December 2020.

(For information, the government only announced the extension of the sales tax exemption incentive on 29 Dec 2020)

“The better than expected performance of the automotive industry in 2020 could be attributed mainly to the sales tax exemption incentive for passenger vehicles under PENJANA package from 15 June 2020 to 31 December 2020”, said YBhg Datuk Aishah Ahmad, MAA President.

Under the PENJANA package, the government had agreed to exempt sales tax up to 100% for completely-knocked down (CKD) passenger vehicles and 50% on completely built up (CBU) passenger vehicles.

“MAA would like to express our heartfelt and sincere appreciations to the government in general and the Ministry of Finance and Ministry of International Trade & Industry in particular for listening to the industry’s plights and providing us with all the supports (especially the PENJANA package incentive) to ensure the continuance of business activities and the survival of the industry.

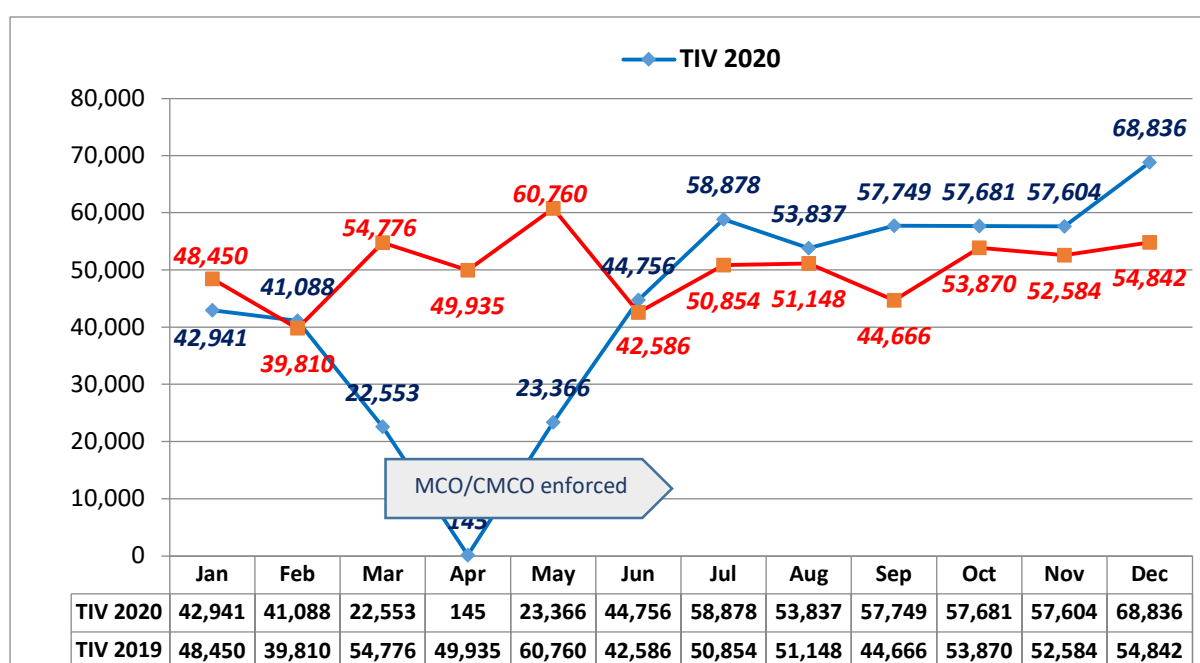
I would also like to take this opportunity to thank the government for agreeing to include the automotive industry (vehicles and components manufacturing & production) as one of the essential services which are allowed to operate during the latest Movement Control Order”, YBhg Datuk Aishah Ahmad said.

The Passenger Vehicles segment declined by 69,212 units or 12.6%. While the Commercial Vehicles segment registered a decline of 10.4% or 5,635 units.

TABLE 1: TIV 2020 VERSUS 2019

Market segment	2020	2019	Variance	
			Units	%
Passenger vehicles	480,965	550,177	(69,212)	(12.6)
Commercial vehicles	48,469	54,104	(5,635)	(10.4)
Total vehicles	529,434	604,281	(74,847)	(12.4)

CHART 1: TIV TREND 2020 VERSUS 2019, BY MONTH



Production of new vehicles in year 2020 also decreased 86,446 units or 15% to reach a total of 485,186 units compared to 571,632 units in 2019.

This drop in production volume was due mainly to the enforcement of the Movement Control Order (MCO) on 18 March 2020 and also in tandem with the lower overall sales in the 2020. The industry lost over two months of vehicles production in 2020.

TABLE 2: TOTAL PRODUCTION VOLUME IN 2020 AND 2019

SEGMENT	2020	2019	VARIANCE	
			UNITS	%
Passenger vehicles	457,755	534,115	(76,360)	(14)
Commercial vehicles	27,431	37,517	(10,086)	(27)
Total vehicles	485,186	571,632	(86,446)	(15)

We have taken the following economic and environmental factors into account in our forecast for the Total Industry Volume in 2021:-

- The recovery in the global as well as our local economy;
- Continuation of the sales tax exemption incentive for passenger vehicles under PENJANA package till 30 June 2021;
- Lower hire purchase loan interest rates will assist to spur automotive sales;
- Introduction of new models with latest additional specifications, design styles and at very competitive prices can assist to sustain buying interest;
- Aggressive promotional campaigns by car companies to push sales and to maintain market share.

Coupled with the many economic stimulus packages initiated by our government, MAA is optimistic that the local automotive market will rebound in 2021.

Our TIV 2021 forecast is as follows:

TABLE 3: TOTAL INDUSTRY VOLUME 2021 VERSUS 2020

MARKET SEGMENT	2021 (FORECAST)	2020 (ACTUAL)	VARIANCE	
			UNITS	%
Passenger vehicles	513,000	480,965	32,035	7
Commercial vehicles	57,000	48,469	8,531	18
Total vehicles	570,000	529,434	40,566	8

Thank you.

Released by: Malaysian Automotive Association (MAA)

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CHART 2: TIV TREND FROM 2016 TO 2020

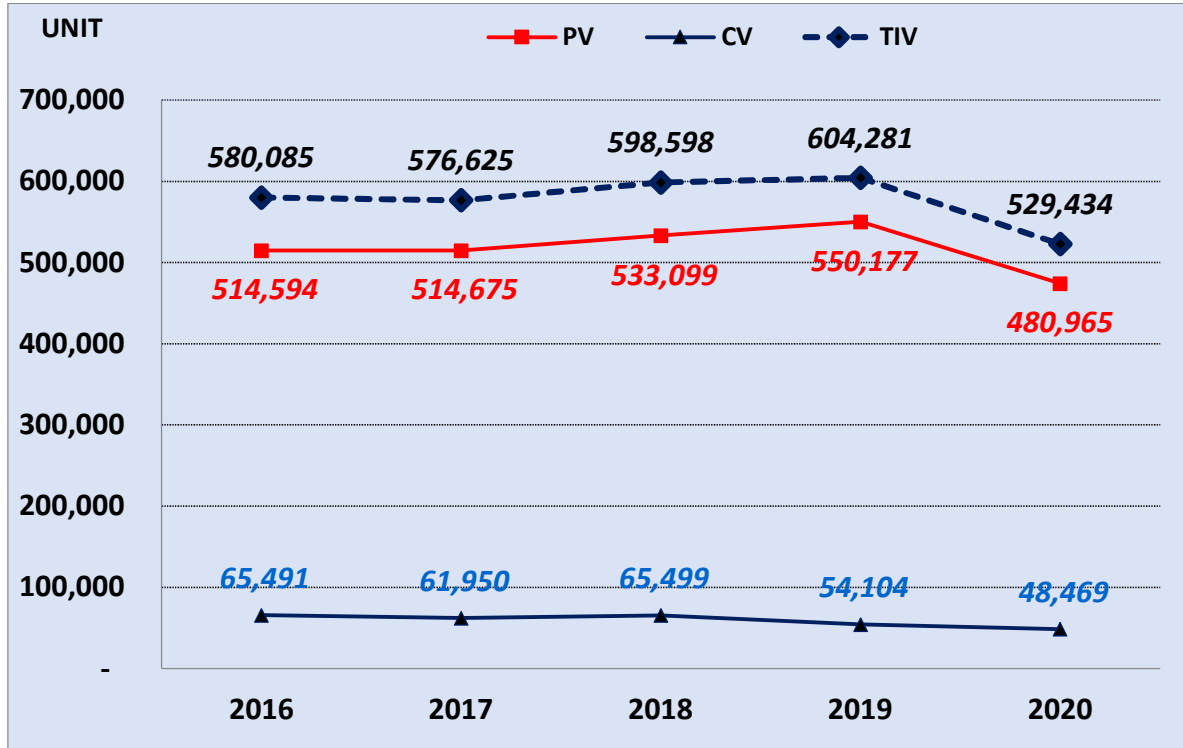


FIG. 2: TIV 2020 VERSUS 2019, BY QUARTERS

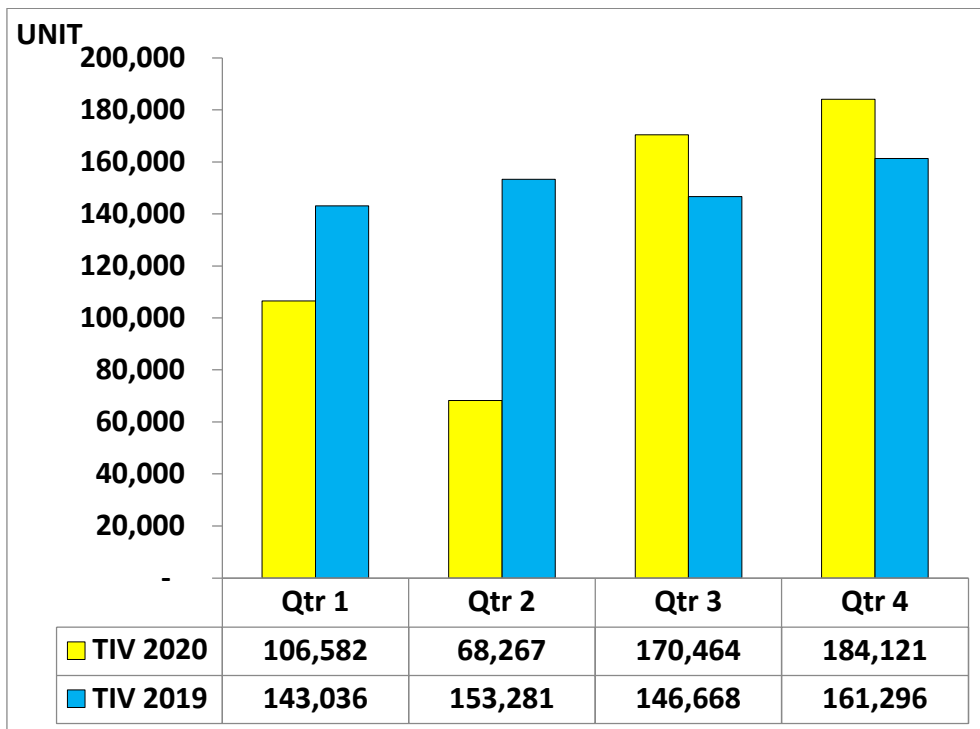


CHART 3: TOTAL INDUSTRY PRODUCTION TREND 2020 VERSUS 2019; BY MONTH

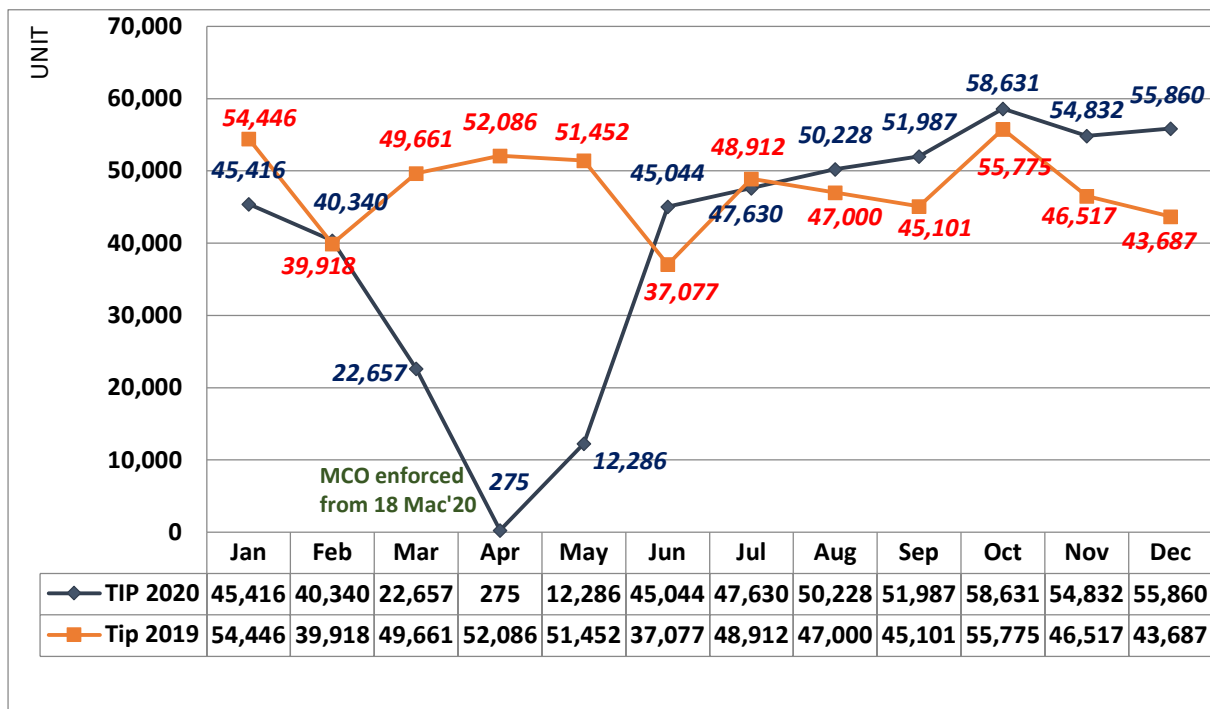


TABLE 4: TOTAL INDUSTRY VOLUME FORECAST FOR 2022 TO 2025

YEAR	2022	2023	2024	2025
Passenger vehicles	543,780	560,070	577,440	595,890
Commercial vehicles	60,420	62,230	64,160	66,210
Total industry volume	604,200	622,300	641,600	662,100
Growth	6.0%	3.0%	3.1%	3.2%

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 21 JANUARY 2021
PRODUCTION & SALES FOR JANUARY TO DECEMBER 2020

1. PRODUCTION

Segment	YEAR-TO-DATE DECEMBER			
	2020	2019	Variance	
			UNITS	%
Total Industry Production (TIP)	485,186	571,632	(86,446)	(15.1)
PV (Passenger Vehicles)	457,755	534,115	(76,360)	(14.3)
PC (Passenger Cars)	342,300	390,980	(48,680)	(12.5)
WV (Window Vans)	760	2,214	(1,454)	(65.7)
MPV (Multi-Purpose Vehicles)	27,021	30,441	(3,420)	(11.2)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	87,674	110,480	(22,806)	(20.6)
CV (Commercial Vehicles)	27,431	37,517	(10,086)	(26.9)
PV (Panel Vans)	2,184	3,188	(1,004)	(31.5)
PU (Pick Ups)	15,785	18,903	(3,118)	(16.5)
Trucks	8,575	13,789	(5,214)	(37.8)
PM (Prime Movers)	669	933	(264)	(28.3)
Bus	218	704	(486)	(69.0)

2. SALES

Segment	YEAR-TO-DATE DECEMBER			
	2020	2019	Variance	
			UNITS	%
Total Industry Volume (TIV)	529,434	604,281	(74,847)	(12.4)
PV (Passenger Vehicles)	480,965	550,177	(69,212)	(12.6)
PC (Passenger Cars)	353,312	380,785	(27,473)	(7.2)
WV (Window Vans)	1,014	2,999	(1,985)	(66.2)
MPV (Multi-Purpose Vehicles)	33,275	40,601	(7,326)	(18.0)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	93,364	125,792	(32,428)	(25.8)
CV (Commercial Vehicles)	48,469	54,104	(5,635)	(10.4)
PV (Panel Vans)	2,924	3,500	(576)	(16.5)
PU (Pick Ups)	33,730	35,121	(1,391)	(4.0)
Trucks	10,665	13,068	(2,403)	(18.4)
PM (Prime Movers)	875	1,770	(895)	(50.6)
Bus	275	645	(370)	(57.4)