MALAYSIAN AUTOMOTIVE ASSOCIATION

PRESS CONFERENCE

23 JANUARY 2013

MARKET REVIEW FOR 2012

AND

OUTLOOK FOR 2013

EMBARGO: ***Not for publication or broadcast before 11.30 am on Wednesday, 23 January 2013***

2012 NEW MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCE

SELAMAT PAGI AND SELAMAT DATANG MEMBERS OF THE PRESS AND MY COLLEAGUES FROM THE MALAYSIAN AUTOMOTIVE ASSOCIATION.

DATUK-DATUK, LADIES AND GENTLEMEN.

THANK YOU FOR YOUR PRESENCE HERE THIS MORNING.

THE PURPOSE OF THIS PRESS CONFERENCE IS TO ANNOUNCE THE SALES AND PRODUCTION PERFORMANCE OF NEW MOTOR VEHICLES IN MALAYSIA IN 2012.

2012 HAD INDEED BEEN A VERY CHALLENGING YEAR FOR THE LOCAL AUTOMOTIVE INDUSTRY. IT WAS THE AFTERMARK OF THE MASSIVE FLOODS THAT HIT THAILAND DURING THE LAST QUARTER OF 2011, WHICH HAD A BIG IMPACT ON THE REGIONAL AUTOMOTIVE SUPPLY CHAIN INCLUDING OUR COUNTRY. THEN IN THE EARLY PART OF 2012, UNCERTAINTY SET WHEN THE BANK NEGARA MALAYSIA'S RESPONSIBLE FINANCING PRACTICES GUIDELINES WERE IMPLEMENTED. THE IMPLEMENTATION OF THESE GUIDELINES FROM 1ST JANUARY 2012 HAD A MAJOR IMPACT ON NEW VEHICLE REGISTRATIONS ESPECIALLY DURING THE FIRST QUARTER OF 2012.

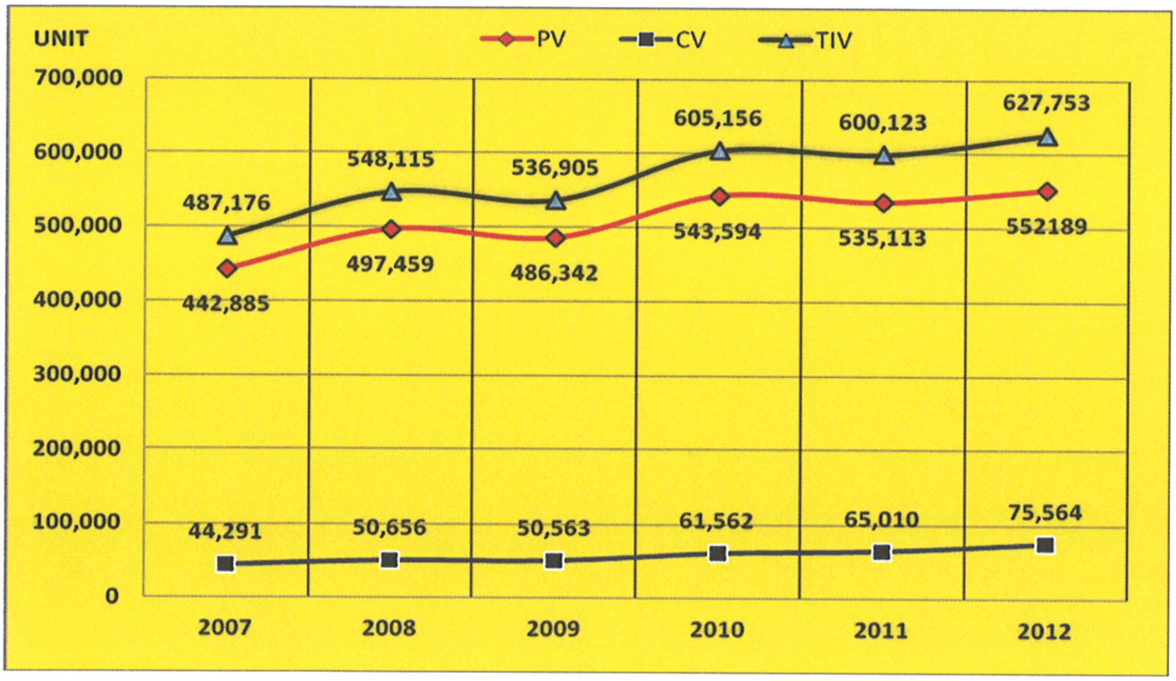
DESPITE THESE CHALLENGES, THE LOCAL AUTOMOTIVE INDUSTRY HAD PERFORMED VERY WELL. I AM PLEASED TO ANNOUNCE THAT THE 2012 TOTAL INDUSTRY VOLUME (TIV) HAD SURPASSED EVERYONE'S EXPECTATIONS TO REACH A NEW RECORD HIGH. ONCE AGAIN, FOR THE THIRD TIME IN A ROW THE TIV ACHIEVED HAD EXCEEDED THE 600,000 MARK.

I WOULD NOW LIKE TO PRESENT THE MUCH AWAITED DETAILS.

TOTAL INDUSTRY VOLUME

THE TOTAL INDUSTRY VOLUME (TIV) FOR 2012 SURGED TO A HISTORICAL HIGH OF 627,753 UNITS WHICH IS AN ALL TIME RECORD ACHIEVEMENT FOR THE INDUSTRY. IT HAD OVERTAKEN THE PREVIOUS RECORD OF 605,156 UNITS ACHIEVED IN 2010. IT HAD ALSO OUTPERFORMED THE MAA'S TIV FORECAST OF 615,000 UNITS

CHART 1: TIV TREND FROM 2007 TO 2012



COMPARED TO 2011, THE REGISTRATION OF NEW MOTOR VEHICLES FOR 2012 JUMPED SUBSTANTIALLY BY 27,630 UNITS TO REGISTER A GROWTH OF 4.6%.

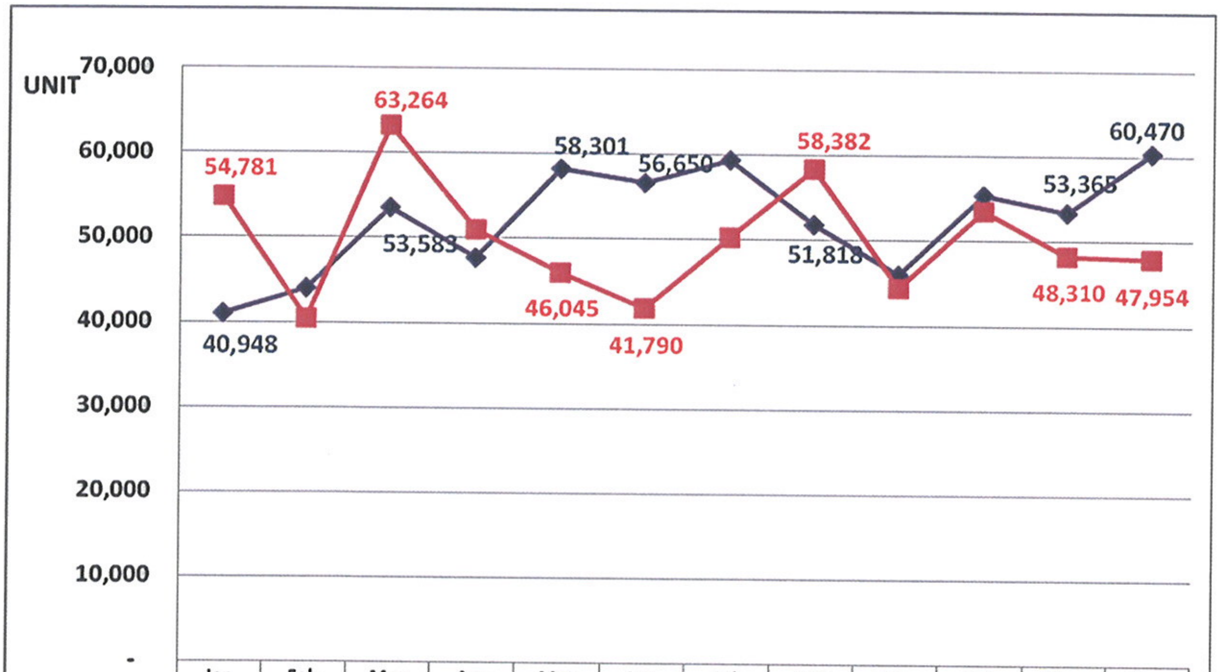
TABLE 1: TIV 2012 VERSUS 2011

MARKET SEGMENT	2012	2011	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	552,189	535,113	17,076	3.2
COMMERCIAL VEHICLES	75,564	65,010	10,554	16.2
TOTAL VEHICLES	627,753	600,123	27,630	4.6

THE TOTAL REGISTRATION OF NEW PASSENGER VEHICLES IN 2012 REACHED 552,189 UNITS COMPARED WITH 535,113 UNITS IN 2011. THIS MEANS AN INCREASE OF 17,076 UNITS OR A 3.2% GROWTH RATE. WHILE THE TOTAL REGISTRATION FOR COMMERCIAL VEHICLES IN 2012 WAS 75,564 UNITS WHICH IS AN INCREASE OF 10,554 UNITS OR 16.2%.

ON A MONTH-TO-MONTH BASIS, EXCEPT FOR JANUARY, MARCH, APRIL AND AUGUST, THE SALES OF NEW MOTOR VEHICLES WERE CONSISTENTLY HIGHER IN 2012 COMPARED TO 2011 (SEE CHART 2).

CHART 2: TIV TREND 2012 VERSUS 2011, BY MONTH



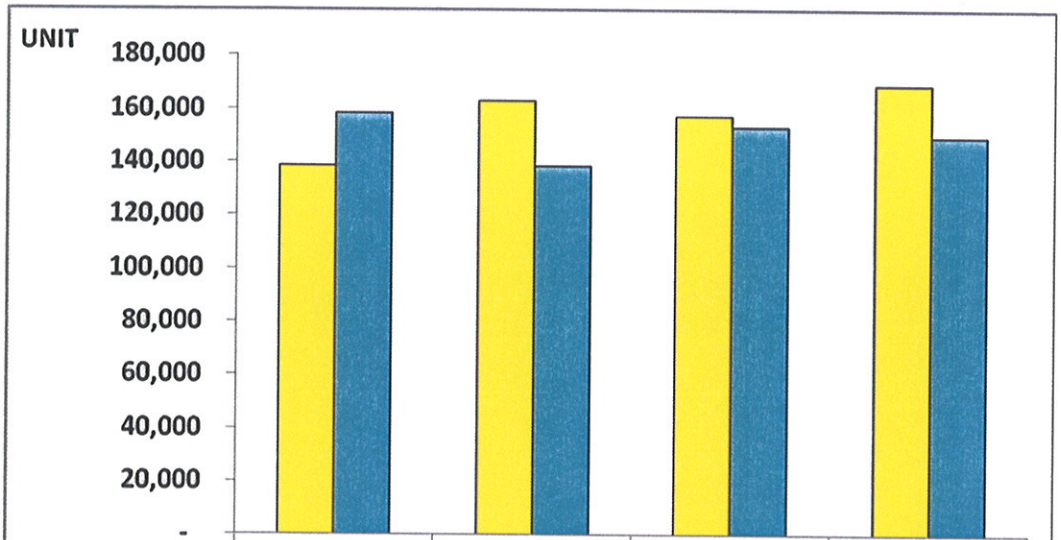
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
TIV2012	40,948	44,013	53,583	47,774	58,301	56,650	59,459	51,818	45,925	55,447	53,365	60,470
TIV2011	54,781	40,387	63,264	50,936	46,045	41,790	50,252	58,382	44,407	53,615	48,310	47,954

THE SALES IN JANUARY, MARCH AND APRIL OF 2012 WERE LOWER THAN THE SIMILAR PERIODS IN 2011. THIS WAS DUE TO THE CONTINUED DISTRUPTION IN THE SUPPLY CHAIN OF CERTAIN JAPANESE MAKES ARISING FROM THE THAILAND'S FLOODS DISASTER AND THE IMPLEMENTATION OF THE BANK NEGARA'S GUIDELINES ON RESPONSIBLE FINANCING PRACTICES.

NONETHELESS, THE TIV REBOUNDED STRONGLY IN SUBSEQUENT MONTHS FROM MAY 2012 ONWARDS.

ON A QUARTERLY BASIS, THE TIV FOR THE FIRST QUARTER OF 2012 WAS MUCH LOWER THAN THE FIRST QUARTER OF 2011. WHILE THE TIV FOR THE SECOND TO FOURTH QUARTER OF 2012 WERE CONSISTENTLY HIGHER THAN THE CORRESPONDING PERIOD OF 2011.

FIG. 1: TIV 2012 VERSUS 2011, BY QUARTERS



	Qtr 1	Qtr 2	Qtr 3	Qtr 4
TIV 2012	138,544	162,725	157,202	169,282
TIV 2011	158,432	138,771	153,041	149,879

THE ALL-TIME HIGH PERFORMANCE IN 2012 COULD BE ATTRIBUTED TO FOLLOWING FACTORS:

- A STRONG ECONOMIC GROWTH OF MORE THAN 5% ESTIMATED FOR 2012 COMPARED TO 5.1% REGISTERED IN 2011. BASED ON THE LATEST STATISTICS AVAILABLE, THE MALAYSIAN ECONOMY EXPANDED BY 5.2% DURING THE THIRD QUARTER OF 2012.
- THE IMPLEMENTATION OF A NUMBER OF INFRASTRUCTURE PROJECTS UNDER THE ECONOMIC TRANSFORMATION PROGRAMME (ETP) HAD

RESULTED IN HIGHER CONSUMER AND BUSINESS CONFIDENCE AS WELL AS GENERATING ADDITIONAL INVESTMENT OPPORTUNITIES.

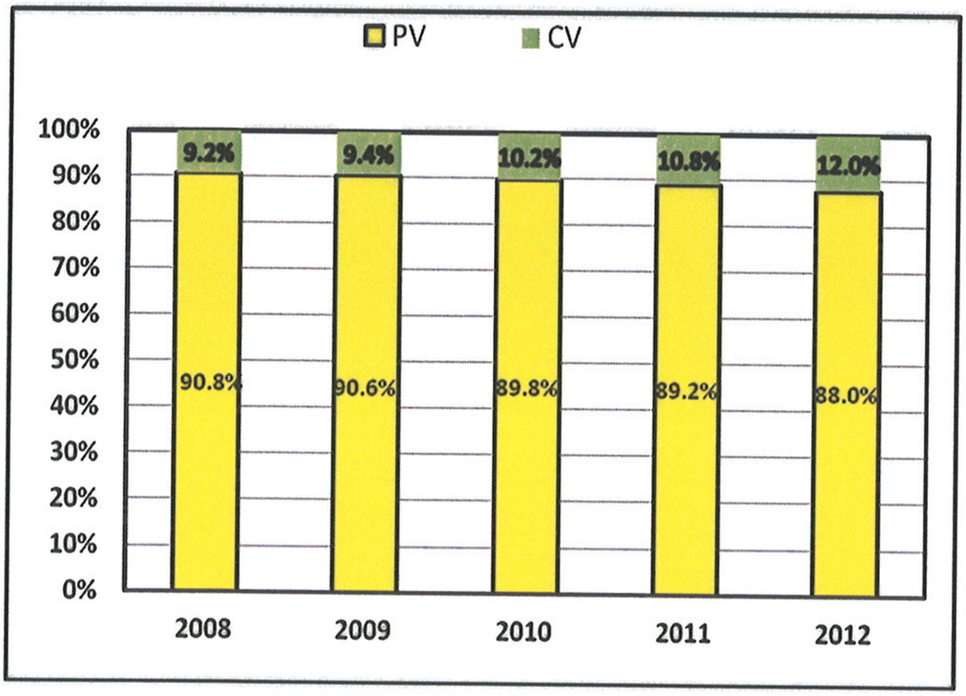
- INCREASED CONSUMER SPENDING AND CONSUMPTION DUE TO STABLE EMPLOYMENT AND RISING DISPOSABLE INCOME.
- SECOND HALF TIV INCREASED 8.4% ARISING FROM NORMALIZATION OF SUPPLY CHAIN (AFTER THE DISRUPTION DUE TO THE THAI'S FLOODS) AND ADAPTATION TO THE STRICTER FINANCING GUIDELINES.
- INTRODUCTION OF SEVERAL NEW MODELS AT COMPETITIVE PRICES.
- INNOVATIVE AND ATTRACTIVE OFFERS AND SCHEMES FOR NEW CAR BUYERS
- AGGRESSIVE SALES CAMPAIGNS BY CAR COMPANIES.

SEGMENT PERFORMANCE

CHART 3 BELOW SHOWS THE MARKET SHARE OF PASSENGER VEHICLES (PV) VERSUS COMMERCIAL VEHICLES (CV) OUT OF THE TOTAL INDUSTRY VOLUME (TIV) FROM 2008 TO 2012.

COMMERCIAL VEHICLES EXPANDED THEIR SHARE OF THE MARKET STEADILY FROM 9.2% IN 2008 TO 12.0% IN 2012. THIS INCREASING SIZE OF THE CV MARKET SHARE COULD BE ATTRIBUTED TO THE GROWING DEMAND FOR COMMERCIAL VEHICLES IN TANDEM WITH THE EXPANSION OF OUR ECONOMY OVER THE LAST FIVE YEARS.

CHART 3: PV VERSUS CV SHARE OF MARKET, 2008-2012

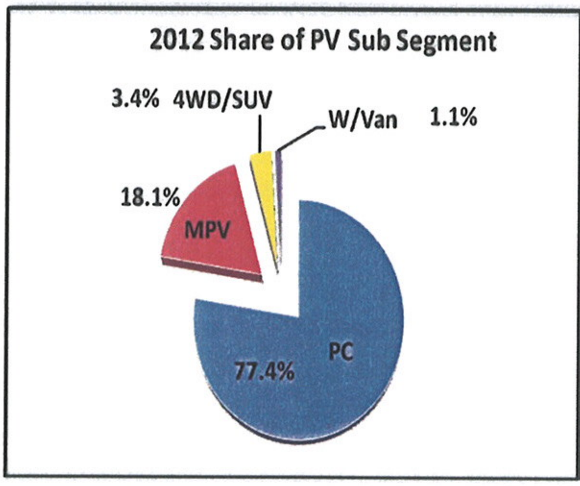


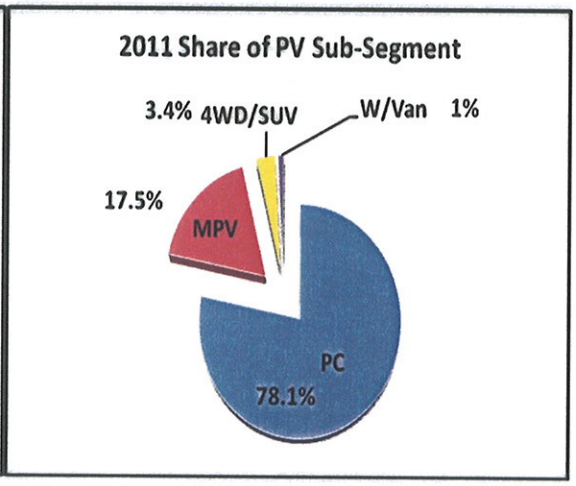
PASSENGER VEHICLES

THE TOTAL REGISTRATION OF NEW PASSENGER VEHICLES IN 2012 WAS 552,189 UNITS. THIS ACCOUNTS FOR 88.0% SHARE OF THE TOTAL INDUSTRY VOLUME. THIS SHARE WAS MARGINALLY LOWER THAN THE 89.2% ACHIEVED IN 2011 WHEN A SALES VOLUME OF 535,113 UNITS WERE REGISTERED.

WITHIN THE PASSENGER VEHICLES CATEGORY, PASSENGER CARS CONTINUED TO FORM THE BIGGEST SEGMENT IN 2012 WITH 77.4% SHARE. HOWEVER THE SHARE OF PASSENGER CARS WERE ERODED BY MPVs WITH SHARE INCREASING FROM 17.5% IN 2011 T0 18.1% IN 2012. AS FOR 4WD/SUVs AND WINDOW VANS THEIR RESPECTIVE SHARE WAS HOLDING AT 3.4% AND 1.1% RESPECTIVELY.

CHART 4: SHARE OF PASSENGER VEHICLES IN 2012 AND 2011, BY SUB-SEGMENT





AS SHOWN IN TABLE 2 BELOW, ALL SUB-SEGMENTS OF THE PASSENGER VEHICLES REGISTERED HIGHER SALES IN 2012 OVER 2011.

IN TERMS OF UNITS, THE PASSENGER CARS SUB-SEGMENT RECORDED THE HIGHEST INCREASE WITH 9,785 UNITS IN 2012. THIS WAS FOLLOWED BY MPVs WHICH SURGED 6.6% FROM 93,588 UNITS REGISTERED IN 2011

TO 99,737 UNITS IN 2012 OR AN INCREASE OF 6,149 UNITS. WINDOW VANS INCREASED BY 685 UNITS WHILE THE 4WD/SUVs INCREASED BY 457 UNITS.

TABLE 2: 2012/2011 PASSENGER VEHICLES SUB-SEGMENT PERFORMANCE

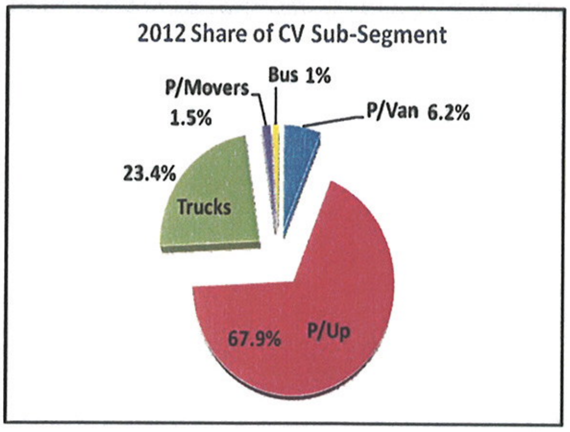
SUB SEGMENT	2012	2011	VARIANCE	
			UNITS	%
PASSENGER CAR	427,611	417,826	9,785	2.3
MPV	99,737	93,588	6,149	6.6
4X4 / SUV	18,867	18,410	457	2.5
WINDOW VAN	5,974	5,289	685	13.0
TOTAL PASSENGER VEHICLES	552,189	535,113	17,076	3.2

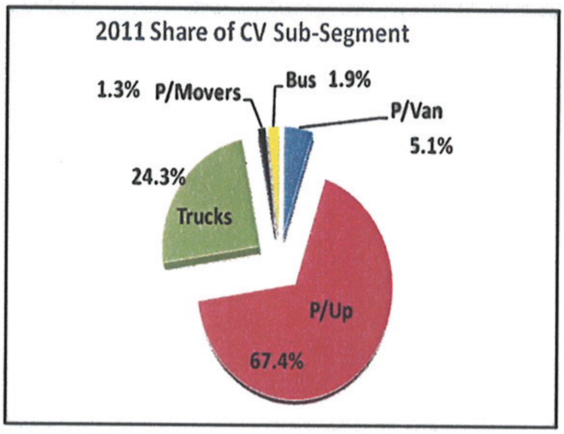
COMMERCIAL VEHICLES

A TOTAL OF 75,564 UNITS OF NEW COMMERCIAL VEHICLES WERE REGISTERED IN MALAYSIA IN YEAR 2012 TO INCREASE ITS SHARE OF THE TIV TO 12.0% FROM 10.8% ACHIEVED IN 2011. IN 2011 THE TOTAL COMMERCIAL VEHICLES REGISTERED WERE 65,010 UNITS. THE VOLUME INCREASED BY 10,554 UNITS OR 16.2% COMPARED TO 2011.

WITHIN THE COMMERCIAL VEHICLES CATEGORY, PICK-UPS CONTINUED TO FORM THE BIGGEST SUB-SEGMENT IN 2012 WITH A HIGHER SHARE OF 67.9% FROM 67.4% ACHIEVED IN 2011. THE NEXT BIGGEST SUB-SEGMENT WAS TRUCKS WITH 23.4%, WHICH WAS A DROP OF 0.9% COMPARED TO THE PREVIOUS YEAR. THIS WAS FOLLOWED BY PANEL VANS (6.2%), PRIME MOVERS (1.5%) AND BUSES (1%).

CHART 5: SHARE OF COMMERCIAL VEHICLES IN 2012 AND 2011, BY SUB-SEGMENT





EXCEPT FOR BUSES, ALL SUB-SEGMENTS OF THE COMMERCIAL VEHICLES REGISTERED HIGHER SALES IN 2012 COMPARED TO 2011. IN TERMS OF UNITS, THE PICK-UPS SUB-SEGMENT RECORDED THE HIGHEST INCREASE WITH 7,473 UNITS IN 2012. THIS WAS FOLLOWED BY TRUCKS (WITH AN INCREASE OF 1,860 UNITS), PANEL VANS (1,416 UNITS) AND PRIME MOVERS (313 UNITS).

TABLE 3: 2012/2011 COMMERCIAL VEHICLES - SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2012	2011	VARIANCE	
			UNITS	%
PANEL VANs	4,708	3,292	1,416	43.0
PICK-UP	51,320	43,847	7,473	17.0
TRUCKs	17,649	15,789	1,860	11.8
PRIME MOVER	1,137	824	313	38.0
BUS	750	1,258	(508)	(40.4)
TOTAL COMMERCIAL VEHICLES	75,564	65,010	10,554	16.2

TOTAL PRODUCTION VOLUME

PRODUCTION OF NEW VEHICLES IN YEAR 2012 RECORDED AN INCREASE OF 36,105 UNITS OR 6.8% TO REACH A TOTAL OF 569,620 UNITS COMPARED TO 533,515 UNITS IN 2011.

THIS INCREASE IN PRODUCTION VOLUME WAS IN TANDEM WITH THE STRONG GROWTH IN SALES FOR 2012.

TABLE 4: TOTAL PRODUCTION VOLUME IN 2012 AND 2011

SEGMENT	2012	2011	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	509,621	488,261	21,360	4.4
COMMERCIAL VEHICLES	59,999	45,254	14,745	32.6
TOTAL VEHICLES	569,620	533,515	36,105	6.8

PASSENGER VEHICLES

PRODUCTION OF NEW PASSENGER VEHICLES FOR YEAR 2012 RECORDED AN INCREASE OF 21,360 UNITS OR 4.4% TO REACH A TOTAL OF 509,621 UNITS AS COMPARED TO 488,261 UNITS IN 2011.

COMMERCIAL VEHICLES

PRODUCTION OF NEW COMMERCIAL VEHICLES FOR YEAR 2012 REGISTERED A MUCH HIGHER INCREASE OF 32.6% TO REACH A TOTAL OF 59,999 UNITS AS COMPARED TO 45,254 UNITS IN 2011.

OUTLOOK FOR AUTOMOTIVE MARKET FOR 2013

WE HAVE TAKEN THE FOLLOWING ECONOMIC AND ENVIRONMENTAL FACTORS INTO ACCOUNT IN OUR FORECAST FOR THE TOTAL INDUSTRY VOLUME IN 2013:-

(1) MALAYSIA'S GDP GROWTH IS FORECASTED TO BE 5.6% IN 2013 BASED ON THE MALAYSIAN INSTITUTE OF ECONOMIC RESEARCH (MIER) SURVEY RELEASED ON 17 JANUARY 2013. THIS IS DRIVEN BY EXPORTS AND DOMESTIC DEMAND. DOMESTIC DEMAND HAS BEEN PLAYING A MORE IMPORTANT ROLE IN MALAYSIA'S GDP GROWTH.

(2) BANK NEGARA'S OVERNIGHT POLICY RATE (OPR) IS EXPECTED TO REMAIN STABLE IN THE FIRST HALF OF 2013. THIS IS EXPECTED TO GIVE CONFIDENCE IN CONSUMER SENTIMENTS.

(3) THE GLOBAL ECONOMY REMAINS FRAGILE AS HIGH-INCOME NATIONS SUCH AS EUROPE AND US CONTINUE TO SUFFER FROM VOLATILITY AND SLOW GROWTH. THIS GIVE RISE TO CONCERNS ABOUT THEIR IMPACT TO THE GLOBAL ECONOMIC GROWTH.

(4) MULTIPLIER EFFECTS FROM THE ECONOMIC TRANSFORMATION PROGRAMME'S (ETP) PROJECTS WOULD GIVE A FURTHER BOOST TO THE DOMESTIC ECONOMY AND CREATE GREATER DEMAND FOR NEW VEHICLES.

(5) POSITIVE CONSUMERS' SENTIMENTS ARE EXPECTED TO CONTINUE OWING TO GREATER STABILITY IN THE EMPLOYMENT MARKET.

(6) INTRODUCTION OF NEW MODELS TO GENERATE BUYING INTEREST.

(7) AGGRESSIVE PROMOTIONAL CAMPAIGNS BY CAR COMPANIES.

IN VIEW OF THE ABOVE, OUR INDUSTRY FORECAST FOR 2013 IS SHOWN IN TABLE 5 BELOW:-

TABLE 5: TOTAL INDUSTRY VOLUME 2013 VERSUS 2012

MARKET SEGMENT	2013 (FORECAST)	2012 (ACTUAL)	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	563,000	552,189	10,811	2.0
COMMERCIAL VEHICLES	77,000	75,564	1,436	2.0
TOTAL VEHICLES	640,000	627,753	12,247	2.0

OUR NEXT FOUR YEARS' INDICATIVE FORECAST OF THE TIV FOR 2014 UP TO 2017 IS SHOWN IN TABLE 6: -

TABLE 6: TOTAL INDUSTRY VOLUME FORECAST FOR 2014 TO 2017

YEAR	2014	2015	2016	2017
PASSENGER VEHICLES	575,040	587,700	601,000	615,300
COMMERCIAL VEHICLES	78,400	80,100	82,000	84,000
TOTAL INDUSTRY VOLUME	653,440	667,800	683,000	699,300
GROWTH	2.1%	2.2%	2.3%	2.4%

FINALLY, TO OUR CHINESE FRIENDS WHO WOULD BE CELEBRATING CHINESE NEW YEAR IN TWO WEEKS TIME, I WOULD LIKE TO TAKE THIS OPPORTUNITY TO WISH YOU "*GONG XI FA CAI*" AND HOPE THE YEAR OF THE SNAKE WOULD BRING PEACE, HAPPINESS, PROSPERITY AND GOOD HEALTH TO EVERYONE.

I WOULD NOW LIKE TO INVITE QUESTIONS FROM THE MEMBERS OF THE PRESS.

DATUK AISHAH AHMAD
PRESIDENT, MALAYSIAN AUTOMOTIVE ASSOCIATION

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 23 JANUARY 2013
PRODUCTION & SALES FOR JANUARY-DECEMBER 2012

1. PRODUCTION

Segment	YEAR-TO-DATE DECEMBER			
	2012	2011	Variance	
			UNITS	%
Total Industry Production (TIP)	569,620	533,515	36,105	6.8
PV (Passenger Vehicles)	509,621	488,261	21,360	4.4
PC (Passenger Cars)	399,913	384,935	14,978	3.9
WV (Window Vans)	6,075	5,419	656	12.1
MPV (Multi-Purpose Vehicles)	93,635	89,508	4,127	4.6
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	9,998	8,399	1,599	19.0
CV (Commercial Vehicles)	59,999	45,254	14,745	32.6
PV (Panel Vans)	4,497	2,690	1,807	67.2
PU (Pick Ups)	34,435	24,016	10,419	43.4
Trucks	19,567	16,753	2,814	16.8
PM (Prime Movers)	911	667	244	36.6
Bus	589	1,128	(539)	(47.8)

2. SALES

Segment	YEAR-TO-DATE DECEMBER			
	2012	2011	Variance	
			UNITS	%
Total Industry Volume (TIV)	627,753	600,123	27,630	4.6
PV (Passenger Vehicles)	552,189	535,113	17,076	3.2
PC (Passenger Cars)	427,611	417,826	9,785	2.3
WV (Window Vans)	5,974	5,289	685	13.0
MPV (Multi-Purpose Vehicles)	99,737	93,588	6,149	6.6
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	18,867	18,410	457	2.5
CV (Commercial Vehicles)	75,564	65,010	10,554	16.2
PV (Panel Vans)	4,708	3,292	1,416	43.0
PU (Pick Ups)	51,320	43,847	7,473	17.0
Trucks	17,649	15,789	1,860	11.8
PM (Prime Movers)	1,137	824	313	38.0
Bus	750	1,258	(508)	(40.4)

TOTAL MALAYSIA

PRESS CONFERENCE
23-January-2013

JANUARY - DECEMBER 2012 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER

RANKING	TOTAL VEHICLE	TOTAL	SHARE	PC	SHARE	CV	SHARE
1	Perodua	**189,137**	30.1%	189,137	34.3%		
2	Proton	**141,121**	22.5%	141,120	25.6%	1	0.0%
3	Toyota	**105,151**	16.8%	74,171	13.4%	30,980	41.0%
4	Nissan	**36,271**	5.8%	28,318	5.1%	7,953	10.5%
5	Honda	**34,950**	5.6%	34,950	6.3%		
6	Volkswagen	**13,003**	2.1%	13,003	2.4%		
7	Hyundai-Inokom	**11,938**	1.9%	10,492	1.9%	1,446	1.9%
8	Mitsubishi	**11,652**	1.9%	3,662	0.7%	7,990	10.6%
9	Isuzu	**10,673**	1.7%			10,673	14.1%
10	Suzuki	**8,087**	1.3%	8,087	1.5%		
11	Naza	**7,953**	1.3%	7,953	1.4%		
12	Ford	**7,108**	1.1%	4,930	0.9%	2,178	2.9%
13	Hino	**6,433**	1.0%			6,433	8.5%
14	Mazda	**6,332**	1.0%	6,062	1.1%	270	0.4%
15	BMW	**6,318**	1.0%	6,318	1.1%		
16	Peugeot	**6,114**	1.0%	6,114	1.1%		
17	Mercedes	**5,905**	0.9%	5,817	1.1%	88	0.1%
18	Kia	**4,374**	0.7%	4,374	0.8%		
19	Mitsubishi Fuso	**2,180**	0.3%			2,180	2.9%
20	Chevrolet	**2,026**	0.3%	1,014	0.2%	1,012	1.3%
21	Chery	**1,636**	0.3%	1,633	0.3%	3	0.0%
22	Lexus	**1,471**	0.2%	1,471	0.3%		
23	Daihatsu	**1,452**	0.2%			1,452	1.9%
24	Audi	**1,414**	0.2%	1,414	0.3%		
25	Volvo	**937**	0.1%	636	0.1%	301	0.4%
26	Land Rover	**643**	0.1%	410	0.1%	233	0.3%
27	Scania	**466**	0.1%			466	0.6%
28	Porsche	**395**	0.1%	395	0.1%		
29	MINI	**341**	0.1%	341	0.1%		
30	Bison	**305**	0.0%			305	0.4%
31	Sinotruk	**285**	0.0%			285	0.4%
32	CAMC	**253**	0.0%			253	0.3%
33	Ssangyong	**238**	0.0%	216	0.0%	22	0.0%
34	JBC	**181**	0.0%			181	0.2%
35	GWM	**173**	0.0%	18	0.0%	155	0.2%
36	Man	**168**	0.0%			168	0.2%
37	JAC	**134**	0.0%			134	0.2%
38	Hicom Perkasa	**129**	0.0%			129	0.2%
39	Changan	**100**	0.0%			100	0.1%
40	Renault	**90**	0.0%	52	0.0%	38	0.1%
41	Subaru	**53**	0.0%	53	0.0%		
42	Grand Tiger	**51**	0.0%			51	0.1%
43	Auman	**51**	0.0%			51	0.1%
44	Bei Ben	**33**	0.0%			33	0.0%
45	BAW	**27**	0.0%	27	0.0%		
46	Mahindra	**1**	0.0%	1	0.0%		
	Total	**627,753**	**100.0%**	**552,189**	**100.0%**	**75,564**	**100.0%**

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2012/2011 REGISTRATION
TOTAL MALAYSIA
ANALYSIS-BY MAKES & SEGMENT

PRESS CONFERENCE
23-January-2013

PASSENGER VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011
Perodua	189,137	179,989	34.3%	33.6%	1	1
Proton	141,120	158,601	25.6%	29.6%	2	2
Toyota	74,171	63,493	13.4%	11.9%	3	3
Honda	34,950	32,480	6.3%	6.1%	4	4
Nissan	28,318	25,504	5.1%	4.8%	5	5
Volkswagen	13,003	7,350	2.4%	1.4%	6	8
Hyundai/Inokom	10,492	10,287	1.9%	1.9%	7	6
Suzuki	8,087	7,308	1.5%	1.4%	8	9
Naza	7,953	9,347	1.4%	1.7%	9	7
BMW	6,318	5,000	1.1%	0.9%	10	13
Peugeot	6,114	5,345	1.1%	1.0%	11	12
Mazda	6,062	5,716	1.1%	1.1%	12	10
Mercedes	5,817	5,439	1.1%	1.0%	13	11
Ford	4,930	4,839	0.9%	0.9%	14	14
Kia	4,374	1,741	0.8%	0.3%	15	17
Mitsubishi	3,662	3,755	0.7%	0.7%	16	15
Chery	1,633	2,997	0.3%	0.6%	17	16
Lexus	1,471	1,711	0.3%	0.3%	18	18
Audi	1,414	927	0.3%	0.2%	19	20
Chevrolet	1,014	1,272	0.2%	0.2%	20	19
Volvo	636	801	0.1%	0.1%	21	21
Land Rover	410	133	0.1%	0.0%	22	25
Porsche	395	415	0.1%	0.1%	23	22
MINI	341	301	0.1%	0.1%	24	23
Ssangyong	216	244	0.0%	0.0%	25	24
Subaru	53	17	0.0%	0.0%	26	27
Renault	52	91	0.0%	0.0%	27	26
BAW	27	0	0.0%	0.0%	28	29
GWM	18	0	0.0%	0.0%	29	29
Mahindra	1	10	0.0%	0.0%	30	28
TOTAL	**552,189**	**535,113**	**100.0%**	**100.0%**		

COMMERCIAL VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011
Toyota	30,980	23,458	41.0%	36.1%	1	1
Isuzu	10,673	9,299	14.1%	14.3%	2	2
Mitsubishi	7,990	8,299	10.6%	12.8%	3	3
Nissan	7,953	6,772	10.5%	10.4%	4	4
Hino	6,433	5,829	8.5%	9.0%	5	5
Mitsubishi Fuso	2,180	1,756	2.9%	2.7%	6	8
Ford	2,178	2,349	2.9%	3.6%	7	6
Daihatsu	1,452	2,118	1.9%	3.3%	8	7
Hyundai/Inokom	1,446	1,519	1.9%	2.3%	9	9
Chevrolet	1,012	0	1.3%	0.0%	10	24
Scania	466	483	0.6%	0.7%	11	11
Bison	305	239	0.4%	0.4%	12	15
Volvo	301	205	0.4%	0.3%	13	16
Sinotruk	285	0	0.4%	0.0%	14	24
Mazda	270	312	0.4%	0.5%	15	12
CAMC	253	0	0.3%	0.0%	16	24
Land Rover	233	87	0.3%	0.1%	17	17
JBC	181	87	0.2%	0.1%	18	17
Man	168	277	0.2%	0.4%	19	13
GWM	155	0	0.2%	0.0%	20	24
JAC	134	0	0.2%	0.0%	21	24
Hicom Perkasa	129	1,518	0.2%	2.3%	22	10
Changan	100	0	0.1%	0.0%	23	24
Mercedes	88	271	0.1%	0.4%	24	14
Grand Tiger	51	0	0.1%	0.0%	25	24
Auman	51	0	0.1%	0.0%	25	24
Renault	38	41	0.1%	0.1%	27	20
Bei Ben	33	0	0.0%	0.0%	28	24
Ssangyong	22	13	0.0%	0.0%	29	22
Chery	3	0	0.0%	0.0%	30	24
Proton	1	56	0.0%	0.1%	31	19
Tuah	0	3	0.0%	0.0%	32	23
Dong Feng	0	19	0.0%	0.0%	32	21
TOTAL	**75,564**	**65,010**	**100.0%**	**100.0%**		

TOTAL VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011	Jan-Dec 2012	Jan-Dec 2011
Perodua	189,137	179,989	30.1%	30.0%	1	1
Proton	141,121	158,657	22.5%	26.4%	2	2
Toyota	105,151	86,951	16.8%	14.5%	3	3
Nissan	36,271	32,276	5.8%	5.4%	4	5
Honda	34,950	32,480	5.6%	5.4%	5	4
Volkswagen	13,003	7,350	2.1%	1.2%	6	9
Hyundai/Inokom	11,938	11,806	1.9%	1.1%	7	12
Mitsubishi	11,652	12,054	1.9%	2.0%	8	6
Isuzu	10,673	9,299	1.7%	1.5%	9	8
Suzuki	8,087	7,308	1.3%	1.2%	10	10
Naza	7,953	9,347	1.3%	1.6%	11	7
Ford	7,108	7,188	1.1%	1.2%	12	11
Hino	6,433	5,829	1.0%	1.0%	13	14
Mazda	6,332	6,028	1.0%	1.0%	14	13
BMW	6,318	5,000	1.0%	0.8%	15	17
Peugeot	6,114	5,345	1.0%	0.9%	16	16
Mercedes	5,905	5,710	0.9%	1.0%	17	15
Kia	4,374	1,741	0.7%	0.3%	18	21
Mitsubishi Fuso	2,180	1,756	0.3%	0.3%	19	20
Chevrolet	2,026	1,272	0.3%	0.2%	20	24
Chery	1,636	2,997	0.3%	0.5%	21	18
Lexus	1,471	1,711	0.2%	0.3%	22	22
Daihatsu	1,452	2,118	0.2%	0.4%	23	18
Audi	1,414	927	0.2%	0.2%	24	26
Volvo	937	1,006	0.1%	0.2%	25	25
Land Rover	643	220	0.1%	0.0%	26	33
Scania	466	483	0.1%	0.1%	27	27
Porsche	395	415	0.1%	0.1%	28	28
MINI	341	301	0.1%	0.1%	29	29
Bison	305	239	0.0%	0.0%	30	32
Sinotruk	285	0	0.0%	0.0%	31	41
CAMC	253	0	0.0%	0.0%	32	42
Ssangyong	238	257	0.0%	0.0%	33	31
JBC	181	3	0.0%	0.0%	34	39
GWM	173	87	0.0%	0.0%	35	35
Man	168	277	0.0%	0.0%	36	30
JAC	134	0	0.0%	0.0%	37	40
Hicom Perkasa	129	1,518	0.0%	0.3%	38	23
Changan	100	0	0.0%	0.0%	39	43
Renault	90	132	0.0%	0.0%	40	34
Subaru	53	17	0.0%	0.0%	41	37
Grand Tiger	51	0	0.0%	0.0%	42	44
Auman	51	0	0.0%	0.0%	42	44
Bei Ben	33	0	0.0%	0.0%	44	44
BAW	27	19	0.0%	0.0%	45	36
Mahindra	1	10	0.0%	0.0%	46	38
TOTAL	**627,753**	**600,123**	**100.0%**	**100.0%**		