MALAYSIAN AUTOMOTIVE ASSOCIATION

PRESS CONFERENCE

22 JANUARY 2014

MARKET REVIEW FOR 2013

AND

OUTLOOK FOR 2014

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2013 NEW MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCE

Datuk Datuk, Ladies and Gentlemen.

Good morning and welcome to the MAA annual press conference.

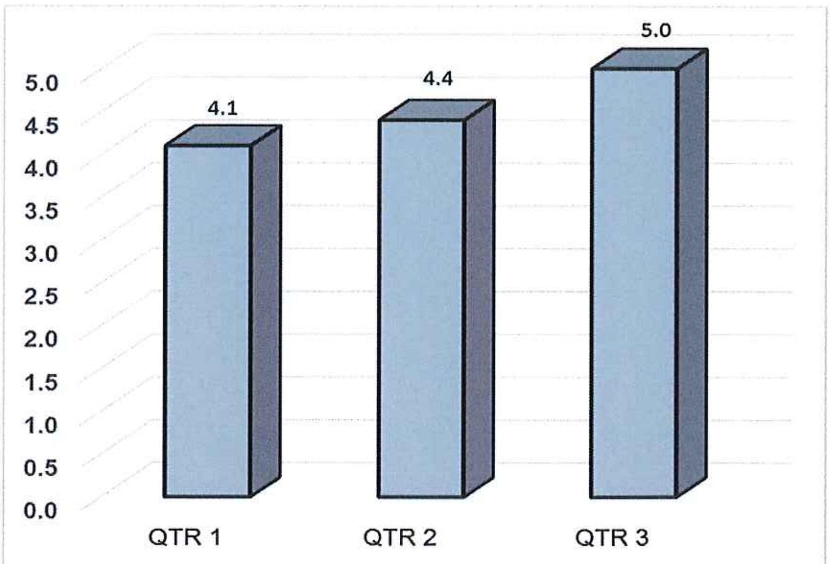
Thank you for your presence here this morning.

Today we will announce the 2013 sales and production performances of new motor vehicles in Malaysia.

2013 had been a good year for the Malaysian automotive industry. The Total Industry Volume (TIV) had once again exceeded the 600,000 mark. It is also the fourth consecutive year in a row that the TIV breached the 600,000 mark.

The good performance of the automotive industry can be attributed mainly due to our country's economy and employment stability. The local automotive market had benefited from these positive environment. Based on data released by Bank Negara so far, the economy had shown a steady pace of growth from 4.1% (1st Qtr 2013) to 4.4% (2nd Qtr 2013), and to 5.0% (3rd Qtr 2013). The Government is expecting economic growth to range between 4.5% and 5.0% for full year of 2013.

FIG 1: GDP 2013, by quarter



Just like in previous years, the local automotive industry had its share of issues and challenges in 2013. Among them were the impact on the country's 13th General Election, Budget 2014 and the implementation of the Road Transport Department's new registration system (i.e. MYSIKAP).

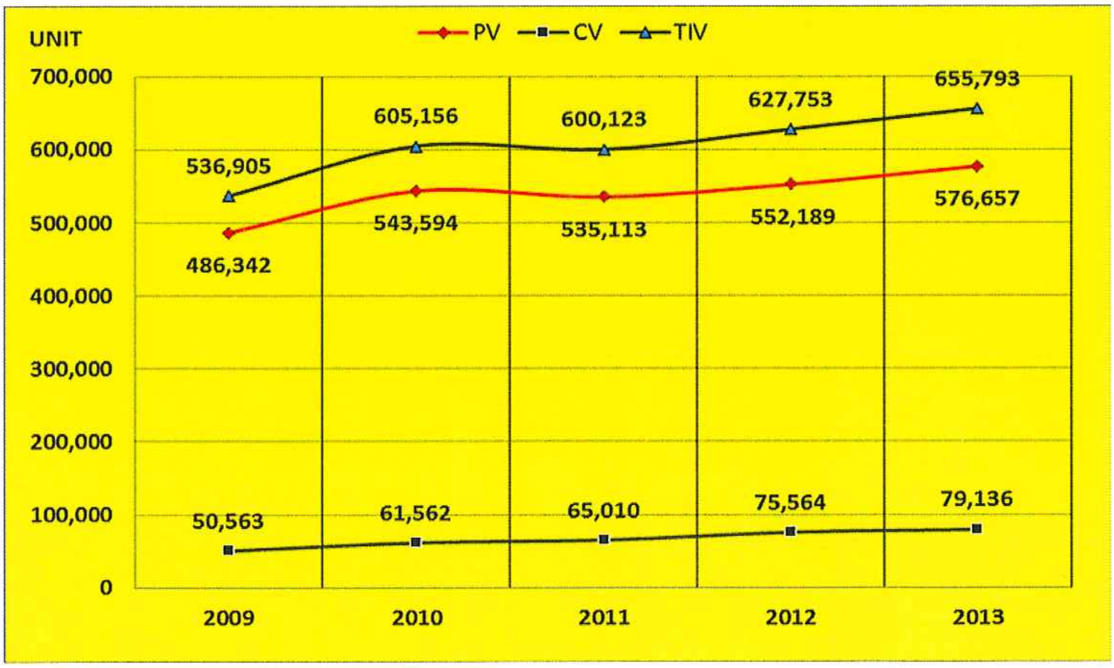
In spite of these issues and challenges, the local automotive industry remained resilient and had performed well. I would now like to present the much awaited details.

TOTAL INDUSTRY VOLUME

The sales of new motor vehicles (or Total Industry Volume) in 2013 grew 4.5% to 655,793 units eclipsing the previous 2012 sales record of 627,753 units. This is an all-time high record achievement for the local automotive industry. It had also outperformed the MAA's TIV forecast of 640,000 units.

As mentioned earlier, the TIV achieved in 2013 was the fourth consecutive year in a row that the local automotive industry has surpassed the 600,000 mark. The first time the TIV hit the 600,000 mark was in 2010 (see Chart 1 below).

CHART 1: TIV TREND FROM 2009 TO 2013



Compared to 2012, the registration of new motor vehicles for 2013 jumped by 28,036 units to register a growth of 4.5%.

TABLE 1: TIV 2013 VERSUS 2012

Market segment	2013	2012	Variance	
			Units	%
Passenger vehicles	576,657	552,189	24,468	4.4
Commercial vehicles	79,136	75,564	3,572	4.7
Total vehicles	655,793	627,753	28,040	4.5

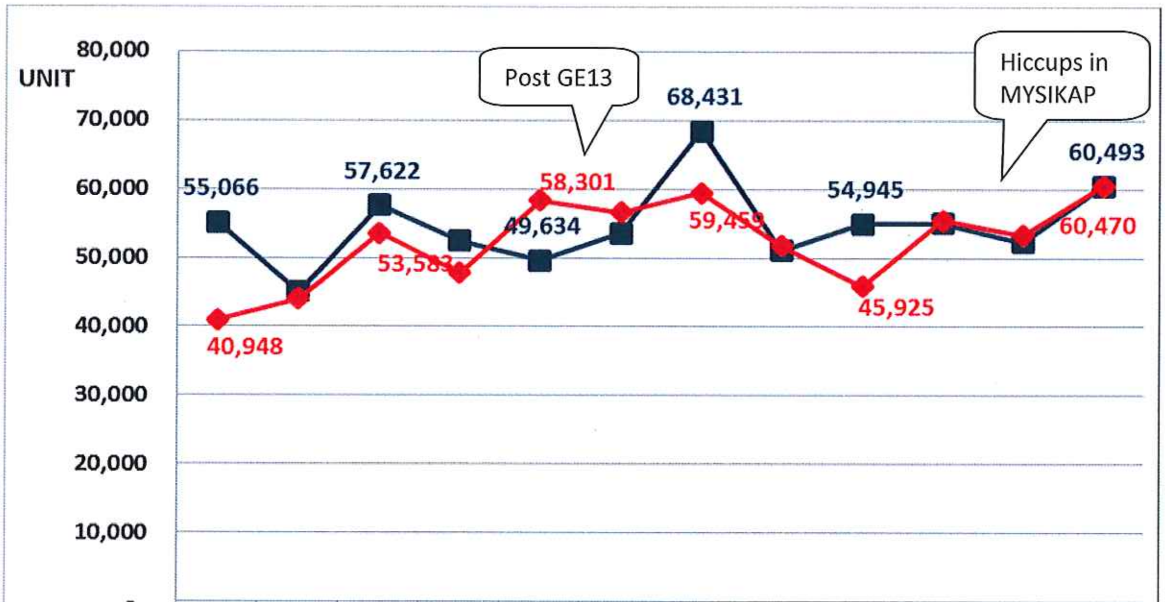
The total registration of new Passenger vehicles in 2013 rose to 576,657 units from 552,189 units in 2012. This was an increase of 24,468 units or a 4.4% growth. While the total registration for Commercial vehicles in 2013 was 79,136 units which was an increase of 3,572 units or 4.7%.

On a year-on-year (y-o-y) basis, vehicles sales were consistently higher in the first four month of 2013 compared to a similar period in 2012. However, the y-o-y TIV for May and June 2013 had declined 15% and 5% respectively (see Chart 2 in the following page). This could be attributed mainly to the impact of the 13th General Election manifesto promises on car prices coming down which had resulted in consumers holding back their purchases of new vehicles. Following efforts made by the various stakeholders to discuss and to resolve the problem, the market started to turn around at the end June 2013. As you can see in Chart 2, the TIV recorded for July 2013 was up by 15% compared with July 2012.

The sales of new motor vehicles in October 2013 dipped slightly compared with October 2012 partly due to consumers taking a wait-and-see stance in the run-up to the Budget 2014. Then in November 2013, the TIV recorded was again much lower than similar corresponding month in 2012.

The lower TIV in November 2013 could be attributed to the hiccups faced by the Road Transport Department (RTD) following the implementation of its new computer registration system (i.e. MYSIKAP) nationwide from 1 November 2013. The numerous technical glitches experienced by the MYSIKAP system had slowed down transaction processes causing car buyers to wait longer to get their new vehicles. This had resulted in the lower number of vehicles registered.

CHART 2: TIV TREND 2013 VERSUS 2012, BY MONTH

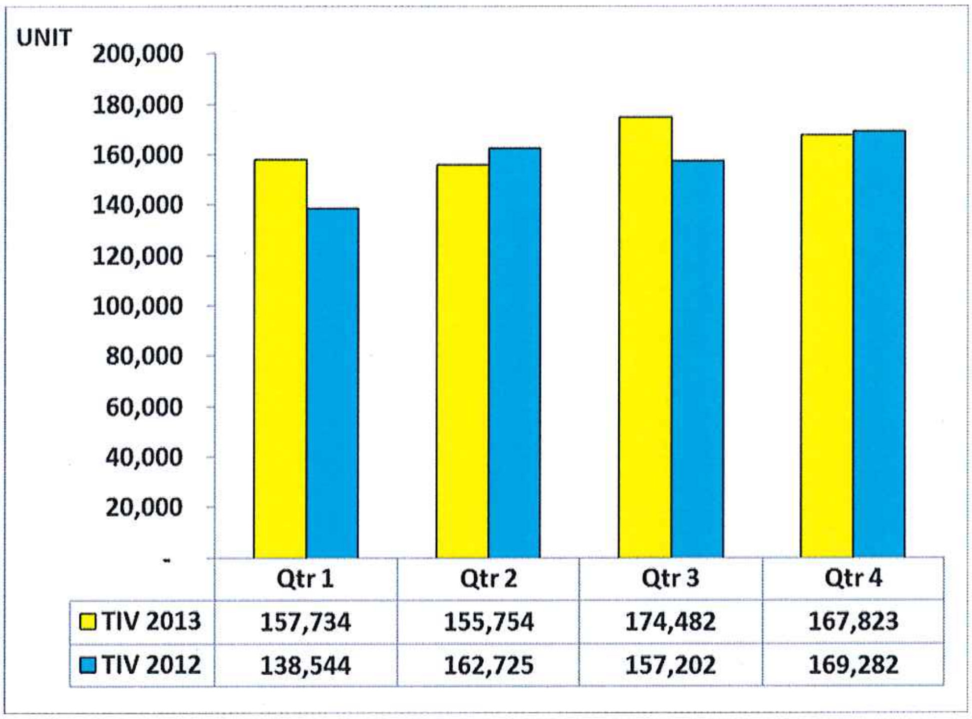


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
TIV2013	55,066	45,046	57,622	52,489	49,634	53,631	68,431	51,106	54,945	55,078	52,252	60,493
TIV2012	40,948	44,013	53,583	47,774	58,301	56,650	59,459	51,818	45,925	55,447	53,365	60,470

On a quarterly basis, the TIV for the first quarter of 2013 was much higher than the first quarter of 2012. However the second quarter TIV 2013 declined due to the impact of the general election manifesto promises on car prices reduction which had resulted in consumers holding back their purchases of new vehicles.

The TIV for the third quarter of 2013 rebounded strongly by 11% compared with a similar period of 2012. While the fourth quarter TIV of 2013 was marginally lower than the fourth quarter TIV of 2012 i.e. a difference of 1,463 units or -1.0% only.

FIG. 2: TIV 2013 VERSUS 2012, BY QUARTERS



	Qtr 1	Qtr 2	Qtr 3	Qtr 4
TIV 2013	157,734	155,754	174,482	167,823
TIV 2012	138,544	162,725	157,202	169,282

The all-time high performance in 2013 could be attributed to following factors:

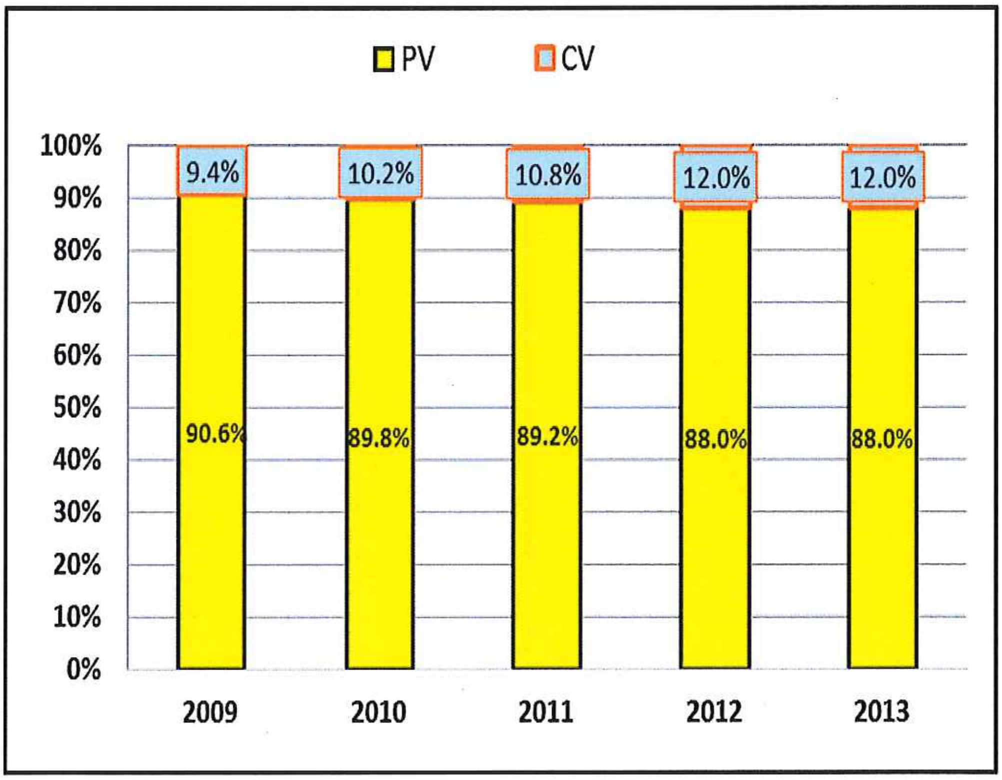
- A steady pace of economic growth (i.e. 4.5% to 5% estimated for 2013).
- Continuation in the implementation of a number of infrastructure projects under the Economic Transformation Programme (ETP) which had resulted in better consumer and business confidence as well as generating additional investment opportunities.
- Positive consumers' sentiments due to the stable employment market.
- Third quarter TIV 2013 increased 12% over the second quarter TIV 2013 following the normalization of vehicle sales (after the disruption due to the 13th General Election).
- Introduction of several new models with latest additional specifications, design styles and at very competitive prices.
- Innovative and attractive offers and schemes for new car buyers
- Very 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 2009 to 2013.

The share of PV and CV to the total market of new motor vehicles in 2013 remained the same as in 2012. The Passenger vehicles category accounted for 88% of the TIV while the Commercial vehicles share of the market was 12.0%.

CHART 3: PV VERSUS CV SHARE OF MARKET, 2009-2013

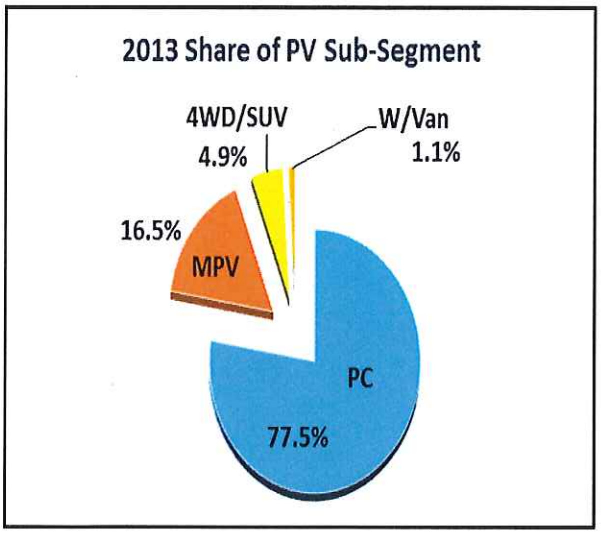


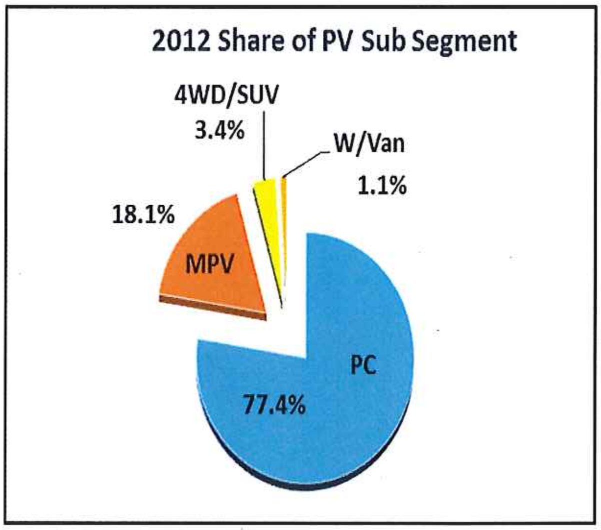
PASSENGER VEHICLES

The total registration of new Passenger vehicles in 2013 was 576,657 units. This was 24,468 units or 4,4% higher when compared to 2012.

Within the Passenger vehicles category, Passenger cars continued to form the biggest segment in 2013 with 77.5% share. This was followed by MPVs with a share of 16.5%, 4WD/SUVs (4.9%) and Window vans (1.1%). The share of MPVs had decreased from 18.1% in 2012 to 16.5% in 2013. While the 4WD/SUVs share increased from 3.4% in 2012 to 4.9% in 2013 due the increasing popularity of these 4WD/SUV vehicles.

CHART 4: SHARE OF PASSENGER VEHICLES IN 2013 AND 2012, BY SUB-SEGMENT





As shown in Table 2, except for MPVs, all sub-segments of the Passenger vehicles registered higher sales in 2013 compared with 2012.

In terms of units, the Passenger cars sub-segment achieved the highest increase with 19,328 units in 2013. This was followed by 4WD/SUVs which achieved an increase of 9,598 units to reach 28,465 units in 2013 compared to 18,867 units in 2012. Window vans showed a marginal increase of 349 units while the MPVs decreased by 4,807 units in 2013.

TABLE 2: 2013/2012 PASSENGER VEHICLES
SUB-SEGMENT PERFORMANCE

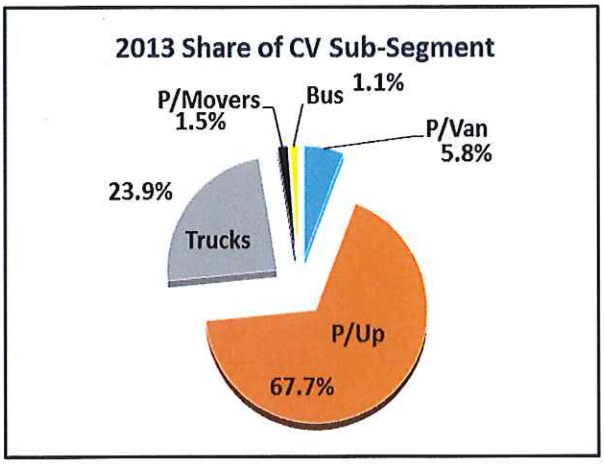
SUB SEGMENT	2013	2012	VARIANCE	
			UNITS	%
Passenger car	446,939	427,611	19,328	4.5
MPV	94,930	99,737	(4,807)	(4.8)
4x4 / SUV	28,465	18,867	9,598	50.9
Window van	6,323	5,974	349	5.8
Total Passenger Vehicles	576,657	552,189	24,468	4.4

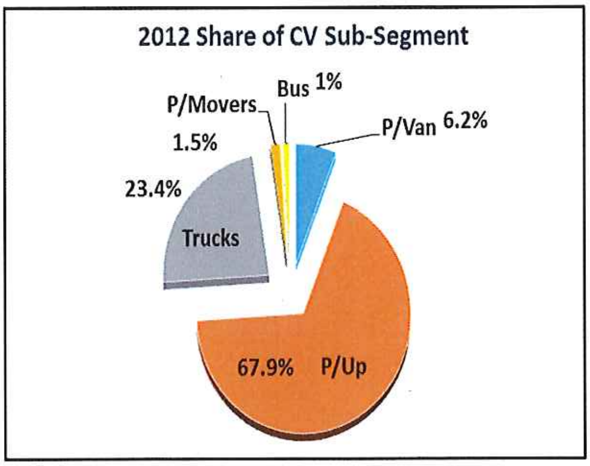
COMMERCIAL VEHICLES

A total of 79,136 units of new commercial vehicles were registered in year 2013 compared to 75,564 units in 2012. This was an increase of 3,572 units or 4.7%.

Except for Panel vans, all sub-segments of the Commercial vehicles category registered higher sales in 2013. Pick-ups continued to form the biggest sub-segment in 2013 with a share of 67.7%. The next biggest sub-segment was trucks with 23.9%, followed by Panel vans (5.8%), Prime movers (1.5%) and buses (1%).

CHART 5: SHARE OF COMMERCIAL VEHICLES IN 2013 AND 2012,
BY SUB-SEGMENT





In terms of units, the Pick-ups sub-segment recorded the highest increase in 2013 with 2,275 units more than in 2012. This was followed by Trucks (with an increase of 1,230 units), Buses (108 units) and Prime movers (39 units).

TABLE 3: 2013/2012 COMMERCIAL VEHICLES - SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2013	2012	VARIANCE	
			UNITS	%
Panel van	4,628	4,708	(80)	(1.7)
Pick-up	53,595	51,320	2,275	4.4
Truck	18,879	17,649	1,230	7.0
Prime mover	1,176	1,137	39	3.4
Bus	858	750	108	14.4
Total commercial vehicles	79,136	75,564	3,572	4.7

TOTAL PRODUCTION VOLUME

Production of new vehicles in year 2013 recorded an increase of 31,787 units or 5.6% to reach a total of 601,407 units compared to 569,620 units in 2012. This is the first in the history of the Malaysian automotive industry that the Total Production Volume had exceeded the 600,000 mark.

This increase in production volume was in tandem with the strong growth in sales for 2013.

TABLE 4: TOTAL PRODUCTION VOLUME IN 2013 AND 2012

SEGMENT	2013	2012	VARIANCE	
			UNITS	%
Passenger vehicles	543,892	509,621	34,271	6.7
Commercial vehicles	57,515	59,999	(2,484)	(4.1)
Total vehicles	601,407	569,620	31,787	5.6

PASSENGER VEHICLES

Production of new Passenger Vehicles for year 2013 recorded an increase of 34,271 units or 6.7% to reach a total of 543,892 units as compared to 509,621 units in 2012. The increase was contributed by the Passenger cars and 4WD/SUVs sub-segments which recorded an increase of 26,241 units and 13,096 units respectively.

While the Window vans and MPVs recorded lower production in 2013 compared with 2012.

TABLE 5: 2013/2012 PASSENGER VEHICLES PRODUCTION SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2013	2012	VARIANCE	
			UNITS	%
Passenger car	426,154	399,913	26,241	6.6
MPV	89,034	93,635	(4,601)	(4.9)
4x4 / SUV	23,094	9,998	13,096	131.0
Window van	5,610	6,075	(465)	(7.7)
Total Passenger Vehicles	543,892	509,621	34,271	6.7

COMMERCIAL VEHICLES

Production of new Commercial Vehicles for 2013 declined 4.1% to 57,515 units as compared to 59,999 units in 2012. This was because the Commercial vehicles production in 2012 was at a higher base as it was not affected by the tsunami in Japan and the massive floods in Thailand in 2011.

Except for Prime Movers and Buses, all sub-segments of the CV category recorded lower production in 2013 compared with 2012.

TABLE 6: 2013/2012 COMMERCIAL VEHICLES PRODUCTION SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2013	2012	VARIANCE	
			UNITS	%
Panel van	3,057	4,497	(1,440)	(32.0)
Pick-up	34,227	34,435	(208)	(0.6)
Truck	18,106	19,567	(1,461)	(7.5)
Prime mover	1,269	911	358	39.3
Bus	856	589	267	45.3
Total Commercial Vehicles	57,515	59,999	(2,484)	(4.1)

OUTLOOK OF THE AUTOMOTIVE MARKET FOR 2014

We have taken the following economic and environmental factors into account in our forecast for the Total Industry Volume in 2014:-

(1) According to the International Monetary Fund (IMF), the global economy is expected to increase to 3.6% in 2014 compared to a forecasted 2.9% in 2013. Latest data shows that economic activities are improving in major advanced economies, especially the US, Japan and even Europe

(2) In tandem with an improved global economic outlook, the Malaysian economy is projected to grow at a slightly stronger pace of 5 to 5.5% in 2014. Domestic demand would continue as key drivers for economic growth.

(3) Continuation of the Economic Transformation Programme (ETP) projects would contribute to the growth momentum of the local economies and help to spur greater demand for new vehicles.

(4) Bank Negara's Overnight Policy Rate (OPR) is expected to remain stable at current level of 3%. This is expected to give confidence in consumer sentiments.

(5) Moderation in consumers' spending in light of the expected increase in prices of goods and services.

(6) The possibility of the tightening of lending guidelines including for hire purchase loans by the authorities in order to rein in household debts.

(7) Aggressive promotional campaigns by car companies.

In view of the above, our industry forecast for 2014 is shown in Table 5 below:-

TABLE 7: TOTAL INDUSTRY VOLUME 2014 VERSUS 2013

MARKET SEGMENT	2014 (FORECAST)	2013 (ACTUAL)	VARIANCE	
			UNITS	%
Passenger vehicles	589,600	576,657	12,943	2.0
Commercial vehicles	80,400	79,136	1,264	2.0
Total vehicles	670,000	655,793	14,207	2.0

Our next four years' indicative forecast of the TIV for 2015 up to 2018 is shown in Table 6: -

TABLE 8: TOTAL INDUSTRY VOLUME FORECAST FOR 2015 TO 2018

YEAR	2015	2016	2017	2018
Passenger vehicles	602,000	615,200	629,400	644,500
Commercial vehicles	82,000	83,900	85,800	87,900
Total industry volume	684,000	699,100	715,200	732,400
Growth	2.1%	2.2%	2.3%	2.4%

Finally, to our Chinese friends who would be celebrating Chinese New Year next week, I would like to take this opportunity to wish you "*Gong Xi Fa Cai*" and hope the year of the Horse would bring peace, happiness, prosperity and good health to everyone. To those not celebrating Chinese New Year, Happy Holidays

I would now like to invite questions from the members of the press.

Thank you

Datuk Aishah Ahmad
President, Malaysian Automotive Association

(Table 1)

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 22 JANUARY 2014
PRODUCTION & SALES FOR JANUARY-DECEMBER 2013

1. PRODUCTION

Segment	YEAR-TO-DATE DECEMBER			
	2013	2012	Variance	
			UNITS	%
Total Industry Production (TIP)	601,407	569,620	31,787	5.6
PV (Passenger Vehicles)	543,892	509,621	34,271	6.7
PC (Passenger Cars)	426,154	399,913	26,241	6.6
WV (Window Vans)	5,610	6,075	(465)	(7.7)
MPV (Multi-Purpose Vehicles)	89,034	93,635	(4,601)	(4.9)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	23,094	9,998	13,096	131.0
CV (Commercial Vehicles)	57,515	59,999	(2,484)	(4.1)
PV (Panel Vans)	3,057	4,497	(1,440)	(32.0)
PU (Pick Ups)	34,227	34,435	(208)	(0.6)
Trucks	18,106	19,567	(1,461)	(7.5)
PM (Prime Movers)	1,269	911	358	39.3
Bus	856	589	267	45.3

2. SALES

Segment	YEAR-TO-DATE DECEMBER			
	2013	2012	Variance	
			UNITS	%
Total Industry Volume (TIV)	655,793	627,753	28,040	4.5
PV (Passenger Vehicles)	576,657	552,189	24,468	4.4
PC (Passenger Cars)	446,939	427,611	19,328	4.5
WV (Window Vans)	6,323	5,974	349	5.8
MPV (Multi-Purpose Vehicles)	94,930	99,737	(4,807)	(4.8)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	28,465	18,867	9,598	50.9
CV (Commercial Vehicles)	79,136	75,564	3,572	4.7
PV (Panel Vans)	4,628	4,708	(80)	(1.7)
PU (Pick Ups)	53,595	51,320	2,275	4.4
Trucks	18,879	17,649	1,230	7.0
PM (Prime Movers)	1,176	1,137	39	3.4
Bus	858	750	108	14.4

(Table 2)

PRESS CONFERENCE
22-January-2014

TOTAL MALAYSIA

JANUARY - DECEMBER 2013 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PV	SHARE	CV	SHARE
1	Perodua	**196,071**	29.9%	196,071	34.0%		
2	Proton	**138,753**	21.2%	138,753	24.1%		
3	Toyota	**91,185**	13.9%	61,409	10.6%	29,776	37.6%
4	Nissan	**53,156**	8.1%	45,780	7.9%	7,376	9.3%
5	Honda	**51,544**	7.9%	51,544	8.9%		
6	Mitsubishi	**12,348**	1.9%	5,285	0.9%	7,063	8.9%
7	Hyundai-Inokom	**12,217**	1.9%	11,382	2.0%	835	1.1%
8	Isuzu	**12,061**	1.8%			12,061	15.2%
9	Ford	**10,660**	1.6%	4,899	0.8%	5,761	7.3%
10	Volkswagen	**9,538**	1.5%	9,538	1.7%		
11	Mazda	**9,197**	1.4%	8,133	1.4%	1,064	1.3%
12	Kia	**7,184**	1.1%	7,184	1.2%		
13	BMW	**7,057**	1.1%	7,057	1.2%		
14	Hino	**7,002**	1.1%			7,002	8.8%
15	Peugeot	**6,505**	1.0%	6,505	1.1%		
16	Mercedes	**5,550**	0.8%	5,413	0.9%	137	0.2%
17	Suzuki	**4,962**	0.8%	4,962	0.9%		
18	Naza	**3,236**	0.5%	3,236	0.6%		
19	Audi	**3,102**	0.5%	3,102	0.5%		
20	Mitsubishi Fuso	**2,532**	0.4%			2,532	3.2%
21	Chevrolet	**1,673**	0.3%	778	0.1%	895	1.1%
22	Lexus	**1,336**	0.2%	1,336	0.2%		
23	Daihatsu	**1,156**	0.2%			1,156	1.5%
24	Subaru	**1,084**	0.2%	1,084	0.2%		
25	Land Rover	**1,003**	0.2%	885	0.2%	118	0.1%
26	Volvo	**861**	0.1%	533	0.1%	328	0.4%
27	Chery	**740**	0.1%	738	0.1%	2	0.0%
28	Scania	**577**	0.1%			577	0.7%
29	Sinotruk	**483**	0.1%			483	0.6%
30	MINI	**437**	0.1%	437	0.1%		
31	CAMC	**372**	0.1%			372	0.5%
32	Ssangyong	**292**	0.0%	246	0.0%	46	0.1%
33	GWM	**281**	0.0%	14	0.0%	267	0.3%
34	Porsche	**275**	0.0%	275	0.0%		
35	Man	**234**	0.0%			234	0.3%
36	Chana	**226**	0.0%			226	0.3%
37	JAC	**200**	0.0%			200	0.3%
38	Bison	**191**	0.0%			191	0.2%
39	JBC	**157**	0.0%			157	0.2%
40	Auman	**151**	0.0%			151	0.2%
41	Bei Ben	**70**	0.0%			70	0.1%
42	Renault	**44**	0.0%	40	0.0%	4	0.0%
43	BAW	**29**	0.0%	29	0.0%		
44	Grand Tiger	**20**	0.0%			20	0.0%
45	Yutong	**16**	0.0%			16	0.0%
46	Hicom Perkasa	**16**	0.0%			16	0.0%
47	Mahindra	**9**	0.0%	9	0.0%		
	Total	**655,793**	**100.0%**	**576,657**	**100.0%**	**79,136**	**100.0%**

(Table 3)

PRESS CONFERENCE
22-January-2014

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2013/2012 REGISTRATION
TOTAL MALAYSIA
ANALYSIS-BY MAKES & SEGMENT

PASSENGER VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012
Perodua	196,071	189,137	34.0%	34.3%	1	1
Proton	138,753	141,120	24.1%	25.6%	2	2
Toyota	61,409	74,171	10.6%	13.4%	3	3
Honda	51,544	34,950	8.9%	6.3%	4	4
Nissan	45,780	28,318	7.9%	5.1%	5	5
Hyundai/Inokom	11,382	10,492	2.0%	1.9%	6	7
Volkswagen	9,538	13,003	1.7%	2.4%	7	6
Mazda	8,133	6,062	1.4%	1.1%	8	12
Kia	7,184	4,374	1.2%	0.8%	9	15
BMW	7,057	6,318	1.2%	1.1%	10	10
Peugeot	6,505	6,114	1.1%	1.1%	11	11
Mercedes	5,413	5,817	0.9%	1.1%	12	13
Mitsubishi	5,285	3,662	0.9%	0.7%	13	16
Suzuki	4,962	8,087	0.9%	1.5%	14	8
Ford	4,899	4,930	0.8%	0.9%	15	14
Naza	3,236	7,953	0.6%	1.4%	16	9
Audi	3,102	1,414	0.5%	0.3%	17	19
Lexus	1,336	1,471	0.2%	0.3%	18	18
Subaru	1,084	53	0.2%	0.0%	19	26
Land Rover	885	410	0.2%	0.1%	20	22
Chevrolet	778	1,014	0.1%	0.2%	21	20
Chery	738	1,633	0.1%	0.3%	22	17
Volvo	533	636	0.1%	0.1%	23	21
MINI	437	341	0.1%	0.1%	24	24
Porsche	275	395	0.0%	0.1%	25	23
Ssangyong	246	216	0.0%	0.0%	26	25
Renault	40	52	0.0%	0.0%	27	27
BAW	29	27	0.0%	0.0%	28	28
GWM	14	18	0.0%	0.0%	29	29
Mahindra	9	1	0.0%	0.0%	30	30
TOTAL	**576,657**	**552,189**	**100.0%**	**100.0%**		

COMMERCIAL VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012
Toyota	29,776	30,980	37.6%	41.0%	1	1
Isuzu	12,061	10,673	15.2%	14.1%	2	2
Nissan	7,376	7,953	9.3%	10.5%	3	4
Mitsubishi	7,063	7,990	8.9%	10.6%	4	3
Hino	7,002	6,433	8.8%	8.5%	5	5
Ford	5,761	2,178	7.3%	2.9%	6	7
Mitsubishi Fuso	2,532	2,180	3.2%	2.9%	7	6
Daihatsu	1,156	1,452	1.5%	1.9%	8	8
Mazda	1,064	270	1.3%	0.4%	9	15
Chevrolet	895	1,012	1.1%	1.3%	10	10
Hyundai/Inokom	835	1,446	1.1%	1.9%	11	9
Scania	577	466	0.7%	0.6%	12	11
Sinotruk	483	285	0.6%	0.4%	13	14
CAMC	372	253	0.5%	0.3%	14	16
Volvo	328	301	0.4%	0.4%	15	13
GWM	267	155	0.3%	0.2%	16	20
Man	234	168	0.3%	0.2%	17	19
Chana	226	100	0.3%	0.1%	18	23
JAC	200	134	0.3%	0.2%	19	21
Bison	191	305	0.2%	0.4%	20	12
JBC	157	181	0.2%	0.2%	21	18
Auman	151	51	0.2%	0.1%	22	25
Mercedes	137	88	0.2%	0.1%	23	24
Land Rover	118	233	0.1%	0.3%	24	17
Bei Ben	70	33	0.1%	0.0%	25	28
Ssangyong	46	22	0.1%	0.0%	26	29
Grand Tiger	20	51	0.0%	0.1%	27	25
Hicom Perkasa	16	129	0.0%	0.2%	28	22
Yutong	16	0	0.0%	0.0%	28	32
Renault	4	38	0.0%	0.1%	30	27
Chery	2	3	0.0%	0.0%	31	30
Proton	0	1	0.0%	0.0%	32	31
TOTAL	**79,136**	**75,564**	**100.0%**	**100.0%**		

TOTAL VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012	Jan-Dec 2013	Jan-Dec 2012
Perodua	196,071	189,137	29.9%	30.1%	1	1
Proton	138,753	141,121	21.2%	22.5%	2	2
Toyota	91,185	105,151	13.9%	16.8%	3	3
Nissan	53,156	36,271	8.1%	5.8%	4	4
Honda	51,544	34,950	7.9%	5.6%	5	5
Mitsubishi	12,348	11,652	1.9%	1.9%	6	8
Hyundai/Inokom	12,217	11,938	1.9%	1.9%	7	7
Isuzu	12,061	10,673	1.8%	1.7%	8	9
Ford	10,660	7,108	1.6%	1.1%	9	12
Volkswagen	9,538	13,003	1.5%	2.1%	10	6
Mazda	9,197	6,332	1.4%	1.0%	11	14
Kia	7,184	4,374	1.1%	0.7%	12	18
BMW	7,057	6,318	1.1%	1.0%	13	15
Hino	7,002	6,433	1.1%	1.0%	14	13
Peugeot	6,505	6,114	1.0%	1.0%	15	16
Mercedes	5,550	5,905	0.8%	0.9%	16	17
Suzuki	4,962	8,087	0.8%	1.3%	17	10
Naza	3,236	7,953	0.5%	1.3%	18	11
Audi	3,102	1,414	0.5%	0.2%	19	24
Mitsubishi Fuso	2,532	2,180	0.4%	0.3%	20	19
Chevrolet	1,673	2,026	0.3%	0.3%	21	20
Lexus	1,336	1,471	0.2%	0.2%	22	22
Daihatsu	1,156	1,452	0.2%	0.2%	23	23
Subaru	1,084	53	0.2%	0.0%	24	41
Land Rover	1,003	643	0.2%	0.1%	25	26
Volvo	861	937	0.1%	0.1%	26	25
Chery	740	1,636	0.1%	0.3%	27	21
Scania	577	466	0.1%	0.1%	28	27
Sinotruk	483	285	0.1%	0.0%	29	31
MINI	437	341	0.1%	0.1%	30	29
CAMC	372	253	0.1%	0.0%	31	32
Ssangyong	292	238	0.0%	0.0%	32	33
GWM	281	173	0.0%	0.0%	33	35
Porsche	275	395	0.0%	0.1%	34	28
Man	234	168	0.0%	0.0%	35	36
Chana	226	100	0.0%	0.0%	36	39
JAC	200	134	0.0%	0.0%	37	37
Bison	191	305	0.0%	0.0%	38	30
JBC	157	181	0.0%	0.0%	39	34
Auman	151	51	0.0%	0.0%	40	42
Bei Ben	70	33	0.0%	0.0%	41	44
Renault	44	90	0.0%	0.0%	42	40
BAW	29	27	0.0%	0.0%	43	45
Grand Tiger	20	51	0.0%	0.0%	44	42
Hicom Perkasa	16	129	0.0%	0.0%	45	38
Yutong	16	0	0.0%	0.0%	45	47
Mahindra	9	1	0.0%	0.0%	47	46
TOTAL	**655,793**	**627,753**	**100.0%**	**100.0%**		