



MALAYSIAN AUTOMOTIVE ASSOCIATION

PRESS CONFERENCE

21 JANUARY 2015

MARKET REVIEW FOR 2014
AND OUTLOOK FOR 2015

***EMBARGO: Not for publication or broadcast before
11.30 am on Wednesday, 21 January 2015***

2014 NEW MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCES

Datuk Datuk, Ladies and Gentlemen.

Good morning and welcome to the MAA annual press conference.

Thank you for your presence here this morning.

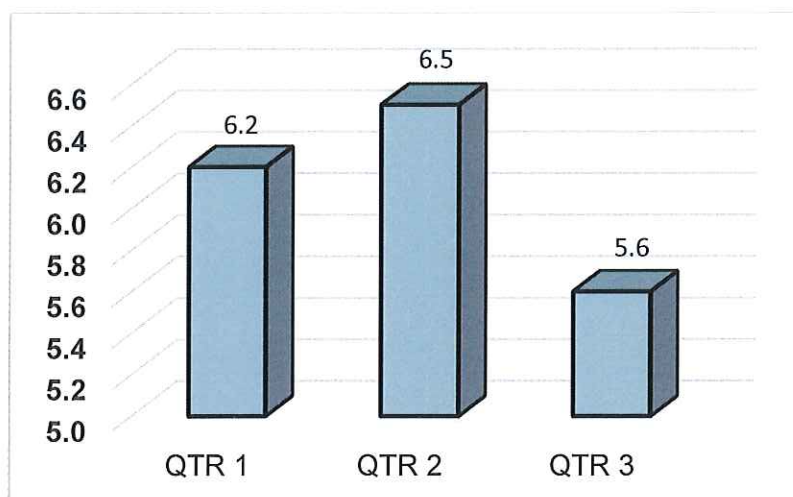
Today we will announce the 2014 sales and production performances of new motor vehicles in Malaysia.

2014 can still be considered as a good year for the Malaysian automotive industry despite Total Industry Volume (TIV) being below our revised forecast of 680,000 units. The TIV had managed to maintain its upward growth trend albeit at a much slower pace compared to the previous year.

On the whole, the favourable performance of the automotive industry in 2014 could be attributed to our country's continued economy growth, stable employment market and the very aggressive promotional campaigns undertaken by MAA members. The local automotive market had benefited from this positive environment specifically during the first half of 2014. Based on data released by Bank Negara so far, the Malaysian economy had expanded from 6.2% (1st Quarter 2014) to 6.5% (2nd Quarter 2014).

However, Malaysia's GDP growth started to slow down to 5.6% during the 3rd Quarter 2014. The domestic economy was expected to remain sluggish during the last quarter of the year owing to the uncertainties surrounding the global economy and our country's slowing export growth. The authorities have yet to announce the 4th Quarter 2014 GDP growth rate.

FIG 1: GDP 2014, by quarter

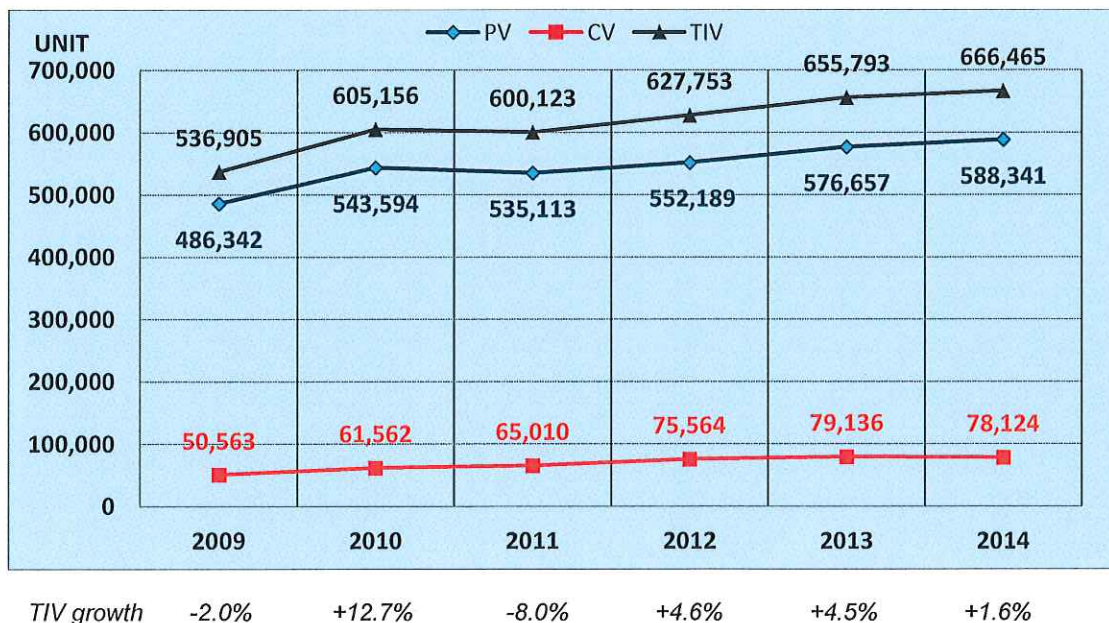


TOTAL INDUSTRY VOLUME

The sales of new motor vehicles (or Total Industry Volume) in 2014 grew 1.6% to 666,465 units eclipsing the previous 2013 sales record of 655,793 units. This is a new all-time high record achievement for the local automotive industry.

The TIV achieved had been on the upward trend since 2012 when the TIV achieved then was 627,753 units (see Chart 1 below). However the growth rate achieved in 2014 (i.e. 1.6%) was much lower than the growth rates achieved during the previous two years (i.e. 4.5% in 2013 and 4.6% in 2012).

CHART 1: TIV TREND FROM 2009 TO 2014



Compared to 2013, the registration of new motor vehicles for 2014 increased by 10,672 units to register a growth of 1.6%.

TABLE 1: TIV 2014 VERSUS 2013

Market segment	2014	2013	Variance	
			Units	%
Passenger vehicles	588,341	576,657	11,684	2.0
Commercial vehicles	78,124	79,136	(1,012)	(1.3)
Total vehicles	666,465	655,793	10,672	1.6

The total registration of new Passenger vehicles in 2014 rose to 588,341 units from 576,657 units in 2013. This was an increase of 11,684 units or a 2.0% growth. However the total registration for Commercial vehicles declined to 78,124 units in 2014 compared to 79,136 units in 2013. This means Commercial vehicles sales had declined by 1,012 units or 1.3%

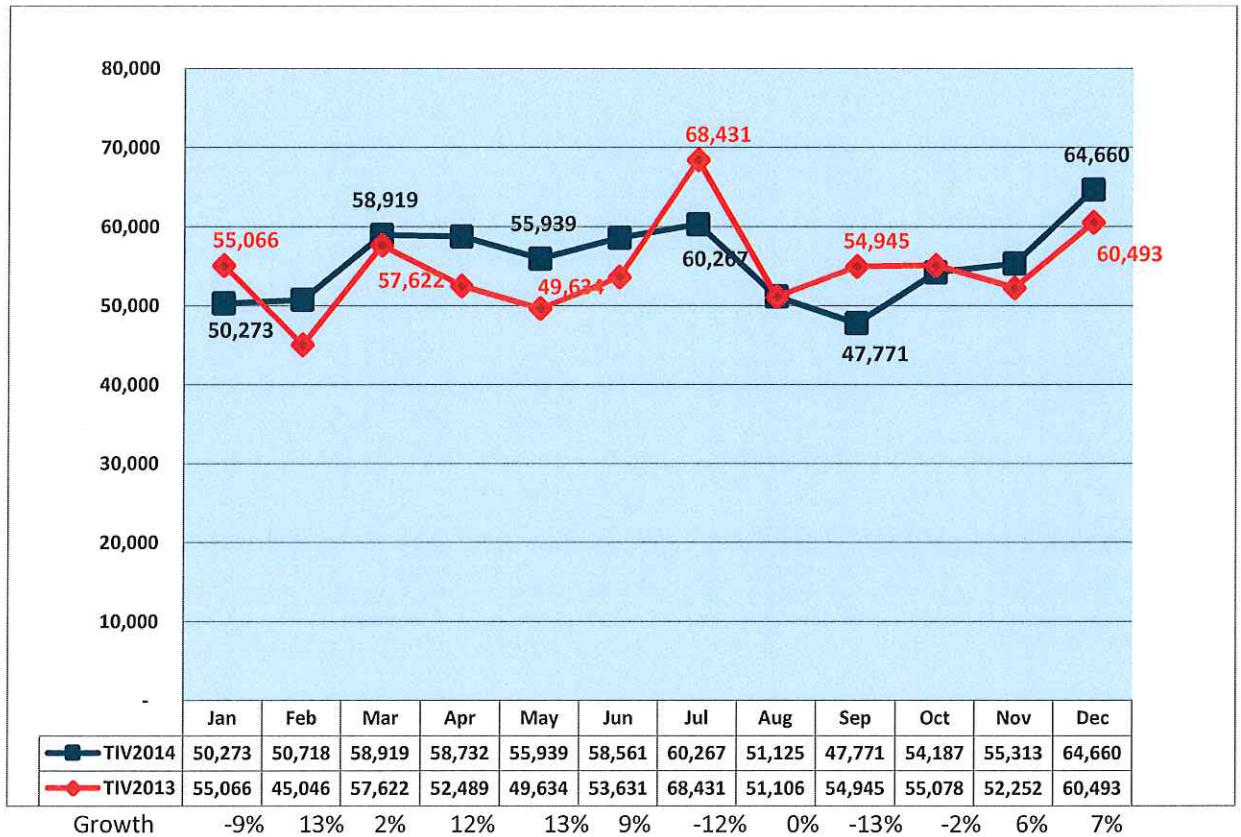
On a year-on-year (y-o-y) basis, except for January 2014, vehicles sales were consistently higher during the first six month of 2014 compared to a similar period in 2013. However, the y-o-y TIV started to decline from July till October (see Chart 2 in the following page). As a result, the third quarter of 2014 was the lowest TIV achieved on a quarterly basis (see Fig 2 in the following page).

The market started to turnaround in November 2014 following aggressive promotional campaigns and hard work by MAA members to address the declining sales. As you can see in Chart 2, the TIV recorded for November and December 2014 were up by approximately 6% and 7% compared with similar period in 2013.

The lower sales of new motor vehicles from July to October 2014 were due to consumers taking a wait-and-see stance in anticipation of lower car prices come 1 April 2015. Such consumers' expectation came about because of the frequent

write-ups in the media on car price reductions after the implementation of Goods and Services Tax (GST). This had caused a lower number of vehicles being registered. More stringent approvals on Hire Purchase loans by banks added to the lowering of sales as well.

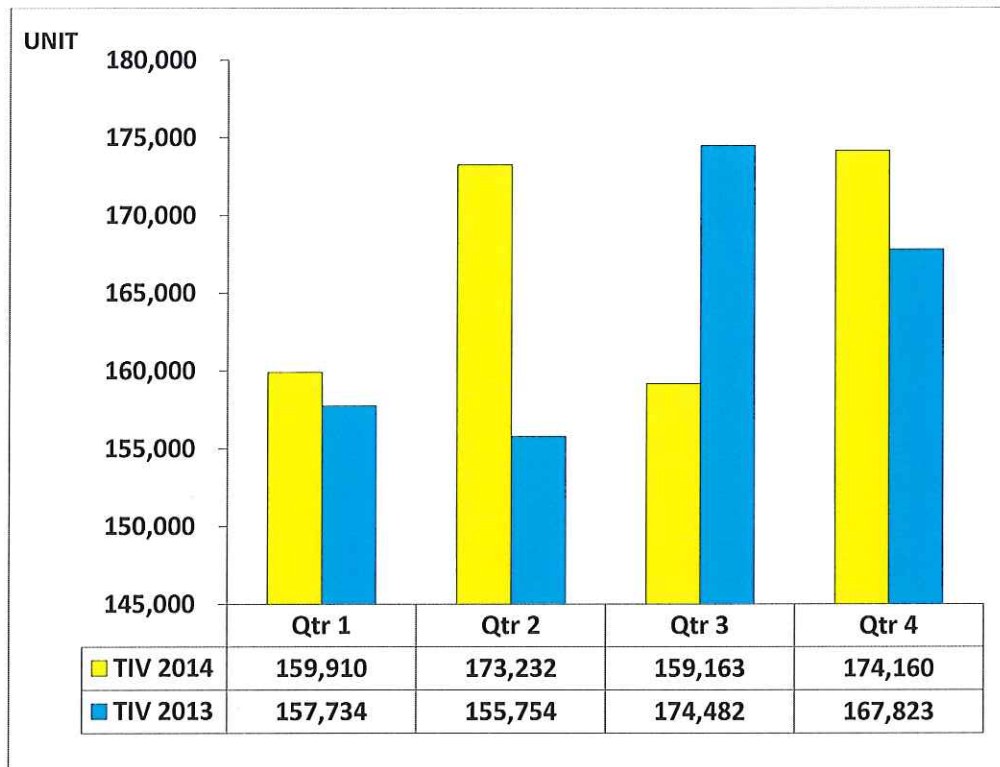
CHART 2: TIV TREND 2014 VERSUS 2013, BY MONTH



On a quarterly basis, the TIV for the fourth quarter of 2014 was the highest registering a total sales of 174,160 units whilst the third quarter of 2014 at 159,163 units was the lowest TIV achieved on a quarterly basis.

The third quarter of 2014 TIV was also lower than the similar corresponding period in 2013 by 15,319 units or 8.8%.

FIG. 2: TIV 2014 VERSUS 2013, BY QUARTERS



The favourable performances in 2014 can be attributed to following factors:

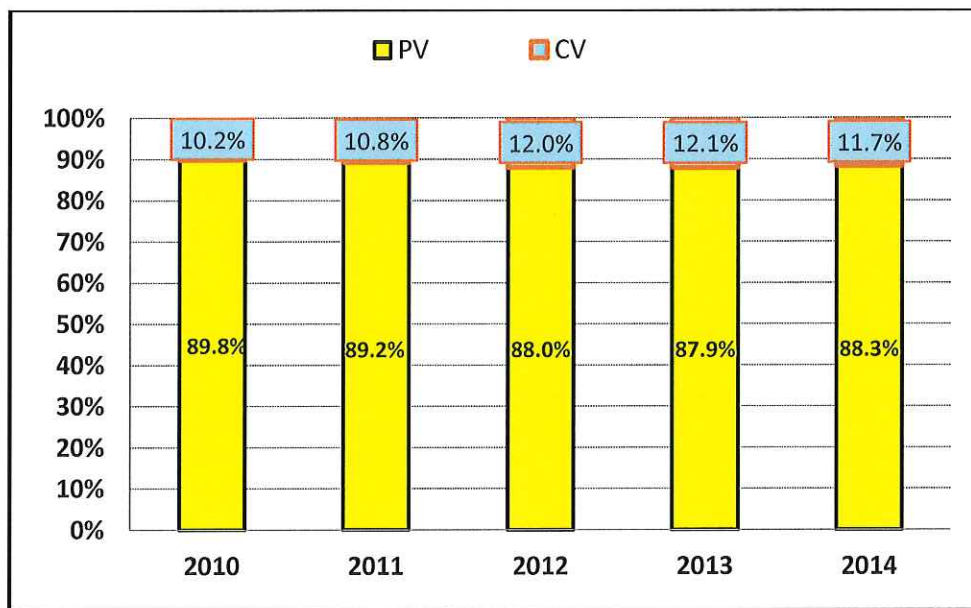
- A stable economy and employment market.
- Continuation in the implementation of a number of infrastructure projects under the Economic Transformation Programme (ETP) which had resulted in better consumer and business confidence as well as generating additional investment opportunities.
- Positive consumers' sentiments and steady consumer spending particularly during the first half of 2014
- Introduction of many 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 promotional campaigns by car companies.
- Tightening of lending guidelines including Hire Purchasing loans to curb household debts.

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 2010 to 2014.

The share of PV to the total market of new motor vehicles increased slightly in 2014. The Passenger vehicles category accounted for 88.3% of the TIV while the Commercial vehicles share of the market was 11.7%.

CHART 3: PV VERSUS CV SHARE OF MARKET, 2010-2014

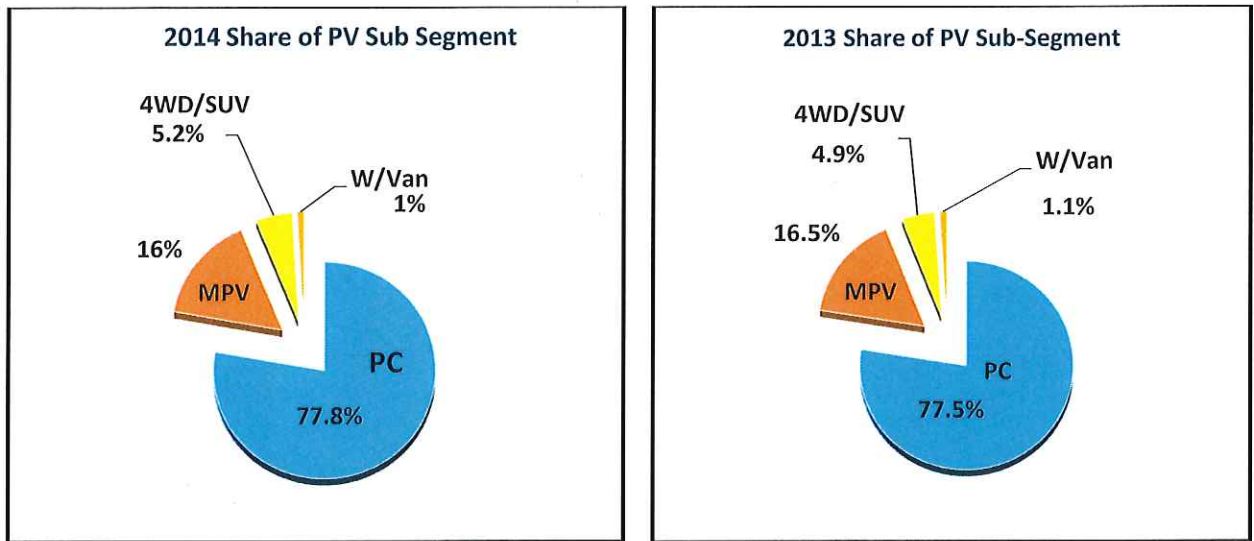


PASSENGER VEHICLES

The total registration of new Passenger vehicles in 2014 was 588,341 units. This was 11,684 units or 2.0% higher when compared to 2013.

Within the Passenger vehicles category, Passenger cars continued to form the biggest sub-segment in 2014 with 77.8% share. This was followed by MPVs with a share of 16%, 4WD/SUVs (5.2%) and Window vans (1%). The share of MPVs had decreased from 16.5% in 2013 to 16% in 2014. While the 4WD/SUVs share increased from 4.9% in 2013 to 5.2% in 2014 due the increasing popularity of these 4WD/SUV vehicles.

CHART 4: SHARE OF PASSENGER VEHICLES IN 2014 AND 2013,
BY SUB-SEGMENT



As shown in Table 2, the Passenger Cars and 4WD/SUVs sub-segments registered higher sales in 2014 compared with 2013. While Window vans and MPVs sub-segments registered lower sales in 2014 compared with 2013.

In terms of units, the Passenger cars sub-segment achieved the highest increase with 10,662 units in 2014. This was followed by 4WD/SUVs which achieved an increase of 2,301 units to reach 30,766 units in 2014 compared to 28,465 units in 2013.

TABLE 2: 2014/2013 PASSENGER VEHICLES
SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2014	2013	VARIANCE	
			UNITS	%
Passenger car	457,601	446,939	10,662	2.4
MPV	94,269	94,930	(661)	(0.7)
4x4 / SUV	30,766	28,465	2,301	8.1
Window van	5,705	6,323	(618)	(9.8)
Total Passenger Vehicles	588,341	576,657	11,684	2.0

COMMERCIAL VEHICLES

A total of 78,124 units of new commercial vehicles were registered in year 2014 compared to 79,136 units in 2013. This was a decline of 1,012 units or 1.3%.

All sub-segments of the Commercial vehicles category registered higher sales in 2014 except for panel vans and trucks sub segments.

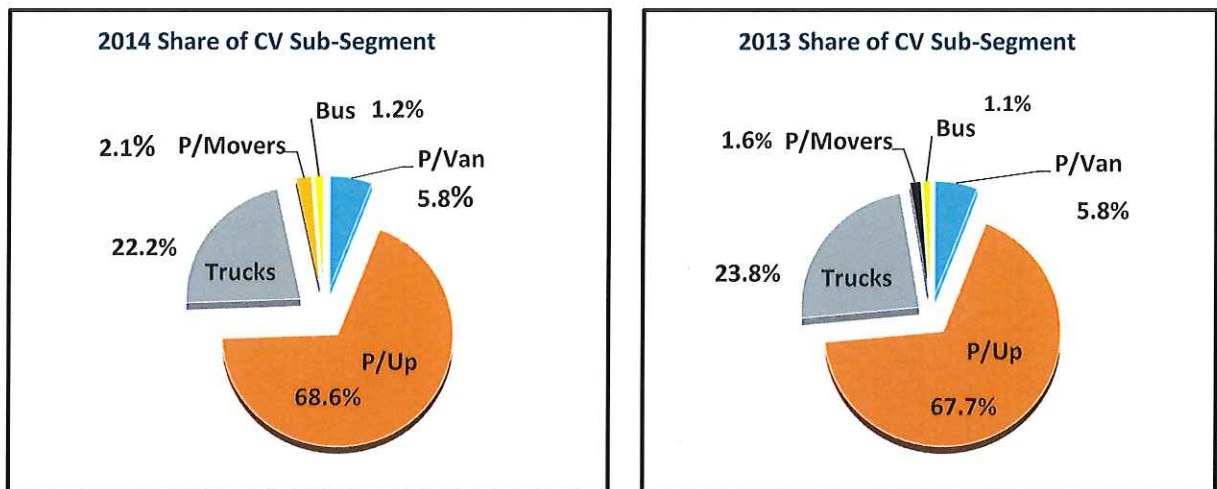
In terms of units, the Prime movers sub-segment recorded the highest increase in 2014 with 439 units more than in 2013. This was followed by Buses (with an increase of 99 units) and Pick-ups (12 units).

TABLE 3: 2014/2013 COMMERCIAL VEHICLES -
SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2014	2013	VARIANCE	
			UNITS	%
Panel van	4,551	4,628	(77)	(1.7)
Pick-up	53,607	53,595	12	0.0
Truck	17,341	18,826	(1,485)	(7.9)
Prime mover	1,668	1,229	439	35.7
Bus	957	858	99	11.5
Total Commercial Vehicles	78,124	79,136	(1,012)	(1.3)

Pick-ups continued to form the biggest sub-segment in 2014 with a share of 68.6%. The next biggest sub-segment was Trucks with 22.2%, followed by Panel vans (5.8%), Prime movers (2.1%) and Buses (1.2%).

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



TOTAL PRODUCTION VOLUME

Production of new vehicles in year 2014 recorded a slight drop of 0.8% to reach a total of 596,418 units compared to 601,407 units in 2013.

This decline in total production volume was caused mainly by the lower production of commercial vehicles in 2014.

TABLE 4: TOTAL PRODUCTION VOLUME IN 2014 AND 2013

SEGMENT	2014	2013	VARIANCE	
			UNITS	%
Passenger Vehicles	545,122	543,892	1,230	0.2
Commercial Vehicles	51,296	57,515	(6,219)	(10.8)
Total Vehicles	596,418	601,407	(4,989)	(0.8)

PASSENGER VEHICLES

Production of new Passenger Vehicles for year 2014 recorded an increase of 1,230 units or 0.2% to reach a total of 545,122 units as compared to 543,892 units in 2013. The increase was contributed mainly by 4WD/SUVs sub-segment which recorded an increase of 5,233 units or 22.7% whilst the Window vans and Passenger cars sub-segments recorded an increase of 1,204 units and 1,048 units respectively.

The MPVs segment recorded a drop in production of 6,255 units in 2014 compared with 2013.

TABLE 5: 2014/2013 PASSENGER VEHICLES PRODUCTION
SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2014	2013	VARIANCE	
			UNITS	%
Passenger Car	427,202	426,154	1,048	0.2
MPV	82,779	89,034	(6,255)	(7.0)
4x4 / SUV	28,327	23,094	5,233	22.7
Window Van	6,814	5,610	1,204	21.5
Total Passenger Vehicles	545,122	543,892	1,230	0.2

COMMERCIAL VEHICLES

Production of new Commercial Vehicles for 2014 declined by 10.8% to 51,296 units as compared to 57,515 units in 2013.

Except for Prime Movers and Trucks, all sub-segments of the CV category recorded lower production in 2014 compared with 2013.

TABLE 6: 2014/2013 COMMERCIAL VEHICLES PRODUCTION
SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2014	2013	VARIANCE	
			UNITS	%
Panel van	1,829	3,057	(1,228)	(40.2)
Pick-up	28,133	34,227	(6,094)	(17.8)
Truck	19,110	18,106	1,004	5.5
Prime mover	1,489	1,269	220	17.3
Bus	735	856	(121)	(14.1)
Total Commercial Vehicles	51,296	57,515	(6,219)	(10.8)

OUTLOOK OF THE AUTOMOTIVE MARKET FOR 2015

We have taken the following economic and environmental factors into account in our forecast for the Total Industry Volume in 2015:-

- (1) The global economy is expected to moderate owing to number of uncertainties such as the declining crude oil prices, political instability in Middle East, etc.
- (2) In tandem with the declining world economic outlook and weakening ringgit, the Malaysian economy is expected to face greater challenges in 2015.
- (3) Inflation and the impending implementation of the Goods and Services Tax in April are two key concerns affecting consumers at large.
- (4) 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.
- (5) Slowdown in consumers' spending in light of the economic uncertainties, impact of inflationary pressures, and implementation of the GST.
- (6) 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 2015 is as shown in Table 7 below:-

TABLE 7: TOTAL INDUSTRY VOLUME 2015 VERSUS 2014

MARKET SEGMENT	2015 (FORECAST)	2014 (ACTUAL)	VARIANCE	
			UNITS	%
Passenger Vehicles	600,700	588,341	12,359	2.1
Commercial Vehicles	79,300	78,124	1,176	1.5
Total Vehicles	680,000	666,465	13,535	2.0

Our next four years' indicative forecast of the TIV for 2016 up to 2019 is shown in Table 8 below: -


TABLE 8: TOTAL INDUSTRY VOLUME FORECAST FOR 2016 TO 2019

YEAR	2016	2017	2018	2019
Passenger Vehicles	613,780	627,554	641,874	657,295
Commercial Vehicles	80,500	82,000	84,000	86,000
Total Industry Volume	694,280	709,554	725,874	743,295
Growth	2.1%	2.2%	2.3%	2.4%

Finally, to our Chinese friends who would be celebrating Chinese New Year next month, I would like to take this opportunity to wish you "Gong Xi Fa Cai" and hope the year of the Goat would bring peace, happiness, prosperity and good health to everyone.

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 : 21 JANUARY 2015
PRODUCTION & SALES FOR JANUARY-DECEMBER 2014

1. PRODUCTION

Segment	YEAR-TO-DATE DECEMBER			
	2014	2013	Variance	
			UNITS	%
Total Industry Production (TIP)	596,418	601,407	(4,989)	(0.8)
PV (Passenger Vehicles)	545,122	543,892	1,230	0.2
PC (Passenger Cars)	427,202	426,154	1,048	0.2
WV (Window Vans)	6,814	5,610	1,204	21.5
MPV (Multi-Purpose Vehicles)	82,779	89,034	(6,255)	(7.0)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicle)	28,327	23,094	5,233	22.7
CV (Commercial Vehicles)	51,296	57,515	(6,219)	(10.8)
PV (Panel Vans)	1,829	3,057	(1,228)	(40.2)
PU (Pick Ups)	28,133	34,227	(6,094)	(17.8)
Trucks	19,110	18,106	1,004	5.5
PM (Prime Movers)	1,489	1,269	220	17.3
Bus	735	856	(121)	(14.1)

2. SALES

Segment	YEAR-TO-DATE DECEMBER			
	2014	2013	Variance	
			UNITS	%
Total Industry Volume (TIV)	666,465	655,793	10,672	1.6
PV (Passenger Vehicles)	588,341	576,657	11,684	2.0
PC (Passenger Cars)	457,601	446,939	10,662	2.4
WV (Window Vans)	5,705	6,323	(618)	(9.8)
MPV (Multi-Purpose Vehicles)	94,269	94,930	(661)	(0.7)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicle)	30,766	28,465	2,301	8.1
CV (Commercial Vehicles)	78,124	79,136	(1,012)	(1.3)
PV (Panel Vans)	4,551	4,628	(77)	(1.7)
PU (Pick Ups)	53,607	53,595	12	0.0
Trucks	17,341	18,826	(1,485)	(7.9)
PM (Prime Movers)	1,668	1,229	439	35.7
Bus	957	858	99	11.5

(Table 2)

(REVISION 2.0)
28-January-2015

TOTAL MALAYSIA

JANUARY - DECEMBER 2014 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PV	SHARE	CV	SHARE
1	Perodua	195,579	29.3%	195,579	33.2%		
2	Proton	115,783	17.4%	115,783	19.7%		
3	Toyota	102,035	15.3%	73,693	12.5%	28,342	36.3%
4	Honda	77,495	11.6%	77,495	13.2%		
5	Nissan	46,352	7.0%	39,932	6.8%	6,420	8.2%
6	Mitsubishi	14,322	2.1%	8,323	1.4%	5,999	7.7%
7	Ford	13,938	2.1%	5,361	0.9%	8,577	11.0%
8	Isuzu	12,366	1.9%			12,366	15.8%
9	Mazda	11,382	1.7%	9,865	1.7%	1,517	1.9%
10	Hyundai-Inokom	10,271	1.5%	9,692	1.6%	579	0.7%
11	Kia	9,926	1.5%	9,926	1.7%		
12	Volkswagen	8,916	1.3%	8,916	1.5%		
13	BMW	7,808	1.2%	7,808	1.3%		
14	Mercedes	7,131	1.1%	6,952	1.2%	179	0.2%
15	Hino	6,380	1.0%			6,380	8.2%
16	Peugeot	5,498	0.8%	5,498	0.9%		
17	Suzuki	4,273	0.6%	4,273	0.7%		
18	Mitsubishi Fuso	2,288	0.3%			2,288	2.9%
19	Chevrolet	1,792	0.3%	966	0.2%	826	1.1%
20	Subaru	1,644	0.2%	1,644	0.3%		
21	Audi	1,619	0.2%	1,619	0.3%		
22	Lexus	1,601	0.2%	1,601	0.3%		
23	Volvo	1,210	0.2%	788	0.1%	422	0.5%
24	Daihatsu	1,207	0.2%			1,207	1.5%
25	Land Rover	844	0.1%	789	0.1%	55	0.1%
26	Scania	712	0.1%			712	0.9%
27	MINI	655	0.1%	655	0.1%		
28	CAMC	558	0.1%			558	0.7%
29	Chery	350	0.1%	345	0.1%	5	0.0%
30	Porsche	349	0.1%	349	0.1%		
31	Chana	341	0.1%			341	0.4%
32	Sinotruk	282	0.0%			282	0.4%
33	JAC	280	0.0%			280	0.4%
34	Renault	257	0.0%	228	0.0%	29	0.0%
35	Bison	210	0.0%			210	0.3%
36	Ssangyong	207	0.0%	193	0.0%	14	0.0%
37	Man	132	0.0%			132	0.2%
38	Auman	119	0.0%			119	0.2%
39	JBC	88	0.0%			88	0.1%
40	GWM	85	0.0%	4	0.0%	81	0.1%
41	Bei Ben	49	0.0%			49	0.1%
42	Yutong	41	0.0%			41	0.1%
43	Jaguar	36	0.0%	36	0.0%		
44	Grand Tiger	26	0.0%			26	0.0%
45	BAW	16	0.0%	16	0.0%		
46	Naza	12	0.0%	12	0.0%		
	Total	666,465	100.0%	588,341	100.0%	78,124	100.0%

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2014/2013 REGISTRATION
TOTAL MALAYSIA
ANALYSIS-BY MAKES & SEGMENT

PASSENGER VEHICLES		SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2013
Perodua	195,579	196,071	33.2%	34.0%	1	1	1
Proton	115,783	138,753	19.7%	24.1%	2	2	2
Honda	77,495	51,544	13.2%	8.9%	3	4	3
Toyota	73,693	61,409	12.5%	10.6%	4	3	4
Nissan	39,932	45,780	6.8%	7.9%	5	5	5
Kia	9,926	7,184	1.7%	1.2%	6	9	6
Mazda	9,865	8,133	1.7%	1.4%	7	8	7
Hyundai/Inokom	9,692	11,382	1.6%	2.0%	8	6	8
Volksvagen	8,916	9,538	1.5%	1.7%	9	7	9
Mitsubishi	8,323	5,285	1.4%	0.9%	10	13	11
BMW	7,808	7,057	1.3%	1.2%	11	10	12
Mercedes	6,952	5,413	1.2%	0.9%	12	12	10
Peugeot	5,361	6,505	0.9%	1.1%	13	11	11
Ford	5,273	4,899	0.9%	0.8%	14	15	14
Suzuki	4,274	4,962	0.7%	0.9%	15	14	15
Subaru	1,644	1,084	0.3%	0.2%	17	19	17
Audi	1,619	3,102	0.3%	0.5%	18	17	18
Lexus	1,601	1,336	0.3%	0.2%	19	20	18
Chevrolet	966	778	0.2%	0.1%	20	21	21
Land Rover	789	885	0.1%	0.2%	21	20	20
Volvo	788	533	0.1%	0.1%	22	23	23
MINI	655	437	0.1%	0.1%	23	24	24
Porsche	349	275	0.1%	0.0%	24	25	25
Chery	345	738	0.1%	0.1%	25	22	22
Renault	228	40	0.0%	0.0%	26	27	26
Ssangyong	193	246	0.0%	0.0%	27	26	28
Jacuar	36	0	0.0%	0.0%	28	31	30
BAW	16	29	0.0%	0.0%	29	28	28
Naza	12	3,236	0.0%	0.6%	30	16	16
GWM	4	14	0.0%	0.0%	31	29	29
Mahindra	0	9	0.0%	0.0%	32	30	30
TOTAL	588,341	576,657	100.0%	100.0%			
COMMERCIAL VEHICLES							
Toyota	28,342	29,776	36.3%	37.6%	1	1	1
Isuzu	12,366	12,061	15.8%	15.2%	2	2	2
Ford	8,577	5,761	11.0%	7.3%	3	6	3
Nissan	6,420	7,376	8.2%	9.3%	4	3	4
Hino	6,380	7,002	8.2%	8.8%	5	5	5
Mitsubishi	5,999	7,063	7.7%	8.9%	6	4	4
Mitsubishi Fuso	2,288	2,532	2.9%	3.2%	7	7	7
Nazda	1,517	1,064	1.9%	1.5%	8	9	9
Daihatsu	1,207	1,156	1.5%	1.5%	9	8	8
Chevrolet	826	895	1.1%	1.1%	10	10	10
Scania	712	577	0.9%	0.7%	11	12	11
Hyundai/Inokom	579	835	0.7%	1.1%	12	11	12
CANM	558	372	0.7%	0.5%	13	14	14
Yonvo	422	328	0.5%	0.4%	14	15	15
Chana	341	226	0.4%	0.3%	15	18	18
Sinotruk	282	483	0.4%	0.6%	16	13	13
JAC	280	200	0.4%	0.3%	17	19	19
Bison	210	191	0.3%	0.2%	18	20	20
Mercedes	179	137	0.2%	0.2%	19	23	23
Nan	132	234	0.2%	0.3%	20	17	17
Auman	119	151	0.2%	0.2%	21	22	21
JBC	88	157	0.1%	0.2%	22	21	22
GWM	81	267	0.1%	0.3%	23	16	16
Land Rover	55	118	0.1%	0.1%	24	24	24
Bel Ben	49	70	0.1%	0.1%	25	25	25
Yutong	41	16	0.0%	0.0%	26	28	28
Renault	29	4	0.0%	0.0%	27	30	30
Grand Tiger	26	20	0.0%	0.0%	28	27	27
Ssangyong	14	46	0.0%	0.1%	29	26	26
Chery	5	2	0.0%	0.0%	30	31	31
Hicom Perkasa	0	16	0.0%	0.0%	31	28	28
TOTAL	78,124	79,136	100.0%	100.0%			

TOTAL VEHICLES		SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2014	Jan-Dec 2013	Jan-Dec 2013
Perodua	195,579	196,071	29.3%	29.9%	1	1	1
Proton	115,783	138,753	17.4%	21.2%	2	2	2
Toyota	102,035	91,185	15.3%	13.9%	3	3	3
Honda	77,495	51,544	11.6%	7.9%	4	5	4
Nissan	46,352	53,156	7.0%	8.1%	5	4	5
Mitsubishi	14,322	12,348	2.1%	1.9%	6	6	6
Ford	13,938	10,660	2.1%	1.6%	7	9	7
Isuzu	12,366	12,061	1.9%	1.8%	8	8	8
Mazda	11,382	9,197	1.7%	1.4%	9	11	11
Hyundai/Inokom	12,271	12,217	1.5%	1.9%	10	10	12
Kia	9,926	7,184	1.5%	1.1%	11	12	12
Volksvagen	8,916	9,538	1.3%	1.5%	12	10	10
BMW	7,808	7,057	1.2%	1.1%	13	13	13
Mercedes	7,131	5,550	1.1%	0.8%	14	16	14
Hino	6,380	7,002	1.0%	1.1%	15	15	14
Peugeot	5,498	6,505	0.8%	1.0%	16	15	15
Suzuki	4,273	4,962	0.6%	0.8%	17	17	17
Mitsubishi Fuso	2,288	2,532	0.3%	0.4%	18	20	20
Chevrolet	1,792	1,673	0.3%	0.3%	19	19	21
Subaru	1,644	1,084	0.2%	0.2%	20	24	24
Audi	1,619	3,102	0.2%	0.5%	21	20	21
Lexus	1,601	1,336	0.2%	0.2%	22	21	19
Volvo	1,210	861	0.2%	0.2%	23	22	22
Daihatsu	1,207	1,156	0.2%	0.1%	24	23	26
Land Rover	844	1,003	0.1%	0.2%	25	25	25
Scania	712	577	0.1%	0.1%	26	26	28
MINI	655	437	0.1%	0.1%	27	30	30
CANM	558	372	0.1%	0.1%	28	31	31
Chery	350	740	0.1%	0.1%	29	27	27
Porsche	349	275	0.1%	0.0%	30	34	34
Chana	341	226	0.1%	0.0%	31	36	36
Sinotruk	282	483	0.0%	0.1%	32	29	29
JAC	280	200	0.0%	0.0%	33	37	37
Renault	257	44	0.0%	0.0%	34	42	42
Bison	210	191	0.0%	0.0%	35	38	38
Ssangyong	207	292	0.0%	0.0%	36	32	32
Man	132	234	0.0%	0.0%	37	35	35
Auman	119	151	0.0%	0.0%	38	40	40
JBC	88	157	0.0%	0.0%	39	39	39
GWM	85	281	0.0%	0.0%	40	40	40
Bel Ben	49	70	0.0%	0.0%	41	41	41
Yutong	41	16	0.0%	0.0%	42	42	45
Jaguar	36	0	0.0%	0.0%	43	48	48
Grand Tiger	26	20	0.0%	0.0%	44	44	44
BAW	16	16	0.0%	0.0%	45	45	43
Naza	12	3,236	0.0%	0.5%	46	46	18
Hicom Perkasa	0	16	0.0%	0.0%	47	47	45
Mahindra	0	9	0.0%	0.0%	47	47	47
TOTAL	666,465	655,793	100.0%	100.0%			