MALAYSIAN AUTOMOTIVE ASSOCIATION

PRESS CONFERENCE

18 JULY 2011

MARKET REVIEW FOR 1ST HALF 2011 COMPARED TO 1ST HALF 2010

EMBARGO: Not for publication or broadcast before 11.00 am on 18 July 2011

MAA PRESS RELEASE ON 1ST. HALF OF 2011 MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCE

SELAMAT PAGI, MAA VICE PRESIDENTS, COUNCIL MEMBERS, MEMBERS OF THE PRESS, LADIES AND GENTLEMEN.

THANK YOU FOR YOUR PRESENCE HERE THIS MORNING TO REVIEW THE SALES AND PRODUCTION PERFORMANCE OF NEW MOTOR VEHICLES IN MALAYSIA FOR THE 1ST. HALF OF 2011.

BUSINESS ENVIRONMENT

ACCORDING TO BANK NEGARA, MALAYSIA'S GROSS DOMESTIC PRODUCT (GDP) REGISTERED A GROWTH RATE OF 4.6% IN THE FIRST QUARTER OF 2011 COMPARED TO 4.8% REGISTERED IN THE LAST QUARTER OF 2010. THE EXPANSION IN DOMESTIC DEMAND WAS SUPPORTED BY HIGHER PRIVATE SECTOR SPENDING. EXTERNAL DEMAND ALSO RECORDED A STRONGER GROWTH DURING THE FIRST QUARTER OF 2011. THIS WAS MAINLY AS A RESULT OF THE REGIONAL DEMAND FOR COMMODITIES AND NON-ELECTRICAL & ELECTRONICS PRODUCTS.

AS FOR THE SECOND QUARTER GDP GROWTH RATE, MANY ANALYSTS ARE PROJECTING IT TO BE LOWER THAN THE FIRST QUARTER OF THIS YEAR. THIS IS MAINLY DUE TO THE IMPACT OF DEVASTATING EARTHQUAKE IN JAPAN AND SOCIAL UPRISING IN THE MIDDLE EAST AND NORTH AFRICA.

IN TERMS OF NEW VEHICLE SALES, THE MONTHLY SALES TREND IN THE FIRST FOUR MONTHS OF 2011 WAS CONSISTENTLY HIGHER THAN IN 2010. HOWEVER THIS EXPANSIONARY TREND WAS INTERRUPTED IN

APRIL 2011 DUE TO THE DROP IN SUPPLY FOLLOWING THE EARTHQUAKE AND TSUNAMI DISASTERS IN JAPAN IN MARCH 2011.

MAA MEMBERS HANDLING A NUMBER OF JAPANESE MAKES FACED AN UNPRECENDENTED PROBLEM IN PRODUCTION AS A RESULT OF THE TWO DISASTERS. THIS HAD CAUSED DELAYS IN THE SUPPLY OF VEHICLES FROM JAPAN. IN ADDITION, THE AMENDMENTS TO THE HIRE-PURCHASE ACT 1967 THAT TOOK EFFECT ON 15 JUNE 2011 HAD CAUSED A SLOWDOWN IN NEW VEHICLE REGISTRATIONS IN THE COUNTRY. THE AMENDMENTS TO THE HIRE-PURCHASE ACT 1967 WHICH WERE AIMED AT GIVING GREATER PROTECTION TO THE CONSUMERS, HAVE RESULTED IN A LONGER LEADTIME FOR COMPLETION OF SALES PROCESS. NONETHELESS, EFFORTS ARE BEING MADE BY THE MINISTRY OF DOMESTIC TRADE, COOPERATIVE & CONSUMERISM WITH ALL THE RELEVANT STAKEHOLDERS SUCH AS BANKS, CAR DEALERS AND PUSPAKOM TO DISCUSS AND RESOLVE THE TEETHING OPERATIONAL PROBLEMS FOLLOWING THE ENFORCEMENT OF THE AMENDED ACT.

MOVING FORWARD, WE BELIEVE THE REMAINING HALF OF 2011 WILL BE A VERY CHALLENGING PERIOD FOR THE INDUSTRY. THE MALAYSIAN GOVERNMENT HAS PROJECTED A POSITIVE ALBEIT A MUCH LOWER ECONOMIC GROWTH RATE OF BETWEEN 5.0% TO 6.0% IN 2011 COMPARED TO 7.2% REGISTERED IN 2010. THIS POSITIVE GROWTH RATE AUGURS WELL FOR THE LOCAL AUTOMOTIVE INDUSTRY. BARRING UNFORESEEN CIRCUMSTANCES, THE YEAR 2011 COULD BE ANOTHER ROBUST YEAR FOR THE INDUSTRY.

TOTAL INDUSTRY VOLUME

THE TOTAL INDUSTRY VOLUME (TIV) OF NEW MOTOR VEHICLES REGISTERED IN MALAYSIA IN THE FIRST SIX MONTHS OF 2011 WAS 297,203 UNITS AGAINST 301,115 UNITS REGISTERED IN THE CORRESPONDING PERIOD OF 2010. THIS IS A DECREASE OF 1.3% IN THE TOTAL INDUSTRY VOLUME OVER THE FIRST SIX MONTHS IN 2010.

TABLE 1: TIV JAN – JUN 2010 AND 2011

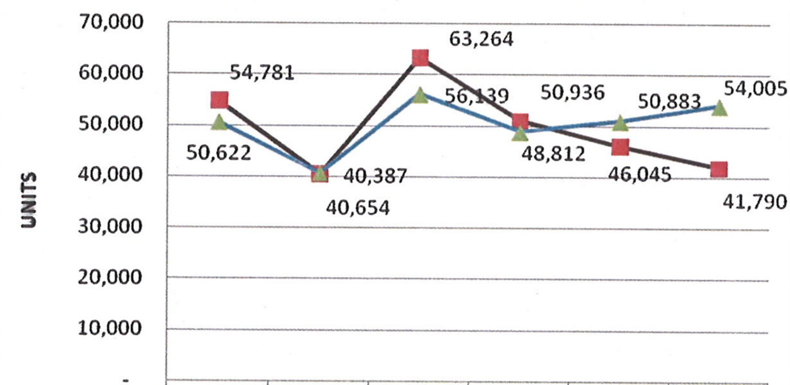
			VARIANCE	
	JAN-JUNE 2011	JAN-JUNE 2010	UNITS	%
PASSENGER VEHICLES	265,654	271,903	(6,249)	(2.3)
COMMERCIAL VEHICLES	31,549	29,212	2,337	8.0
TOTAL VEHICLES	297,203	301,115	(3,912)	(1.3)

DURING THE FIRST HALF OF 2011, THE COMMERCIAL VEHICLES CATEGORY REGISTERED AN INCREASE 2,337 UNITS WHILE THE PASSENGER VEHICLES CATEGORY REGISTERED A DROP OF 6,249 UNITS. THE DROP IN TIV DURING THE FIRST HALF OF 2011 WAS THEREFORE LARGELY CAUSED BY THE PASSENGER VEHICLES CATEGORY.

UPON FURTHER ANALYSIS OF THE DATA, IT CAN BE SEEN THAT THE DROP IN TIV HAPPENED DURING THE SECOND QUARTER OF 2011. THE TIV ACHIEVED IN THE SECOND QUARTER OF 2011 DECREASED BY 12.4% COMPARED WITH THE TIV IN THE FIRST QUARTER OF 2011. AS

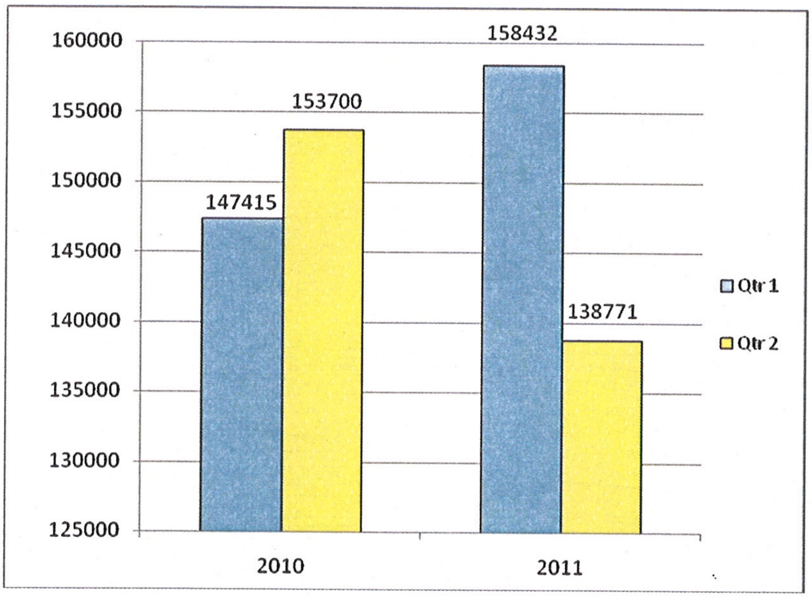
MENTIONED EARLIER, THIS DECLINE IN TIV WAS BASICALLY CAUSED BY THE DELAY IN THE DELIVERIES OF NEW VEHICLES AS A RESULT OF THE DISRUPTION IN PRODUCTION FOLLOWING THE EARTHQUAKE AND TSUNAMI DISASTERS IN JAPAN IN MARCH 2011. IN ADDITION THE AMENDMENTS TO THE HIRE-PURCHASE ACT 1967 HAD ALSO CAUSED A SLOWDOWN IN NEW VEHICLE REGISTRATIONS IN THE COUNTRY DURING THE SECOND QUARTER OF 2011.

CHART 1: TIV TREND BY MONTHS



	Jan	Feb	Mar	Apr	May	Jun
TIV2011	54,781	40,387	63,264	50,936	46,045	41,790
TIV2010	50,622	40,654	56,139	48,812	50,883	54,005

FIG. 1: TIV 2010 & 2011 BY QUARTER



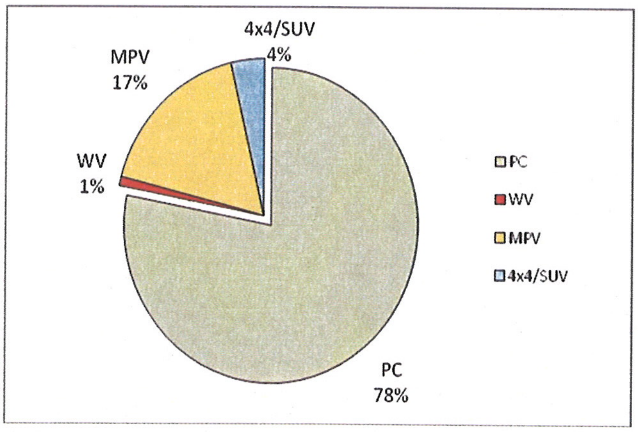
PASSENGER VEHICLES (PV)

THE TOTAL REGISTRATION OF NEW PASSENGER VEHICLES IN THE FIRST SIX MONTHS OF 2011 WAS 265,654 UNITS. THIS ACCOUNTS FOR 89.4% SHARE OF THE TOTAL INDUSTRY VOLUME. THIS SHARE IS MARGINALLY LOWER THAN THE 90.3% ACHIEVED IN THE SAME PERIOD IN 2010 WHEN A SALES VOLUME OF 271,903 UNITS WAS REGISTERED.

THE FIRST SIX MONTHS ACHIEVEMENT IN 2011 IS LOWER BY 6,249 UNITS OR BY 2.3% COMPARED TO THE TOTAL PASSENGER VEHICLES SALES REGISTERED IN THE SAME PERIOD LAST YEAR.

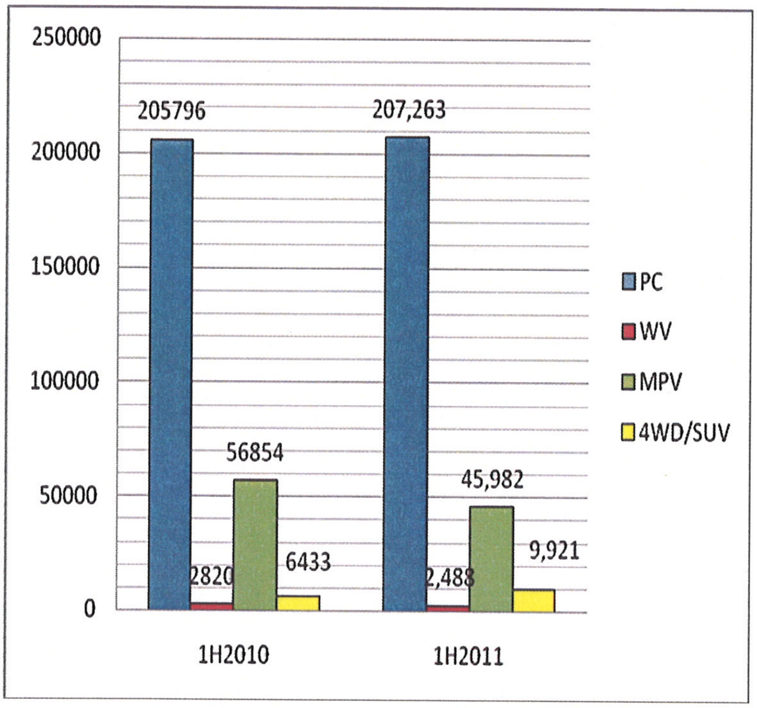
WITHIN THE PASSENGER VEHICLES CATEGORY, PASSENGER CARS FORM THE BIGGEST SEGMENT IN THE FIRST HALF OF 2011 WITH 78% SHARE, FOLLOWED BY MPV (17%), 4X4/SUV (4%) AND WINDOW VAN (1%).

FIGURE 2: PASSENGER VEHICLES 2011 (JAN – JUN) – BREAKDOWN BY SEGMENT



PC: PASSENGER CAR
MPV: MULTI-PURPOSE VEHICLE
4X4/SUV: FOUR WHEEEL DRIVE /SPORTS UTILITY VEHICLE
WV: WINDOW VAN

FIGURE 3: PASSENGER VEHICLES 1H2011 vs 1H2010 – BREAKDOWN BY SEGMENT

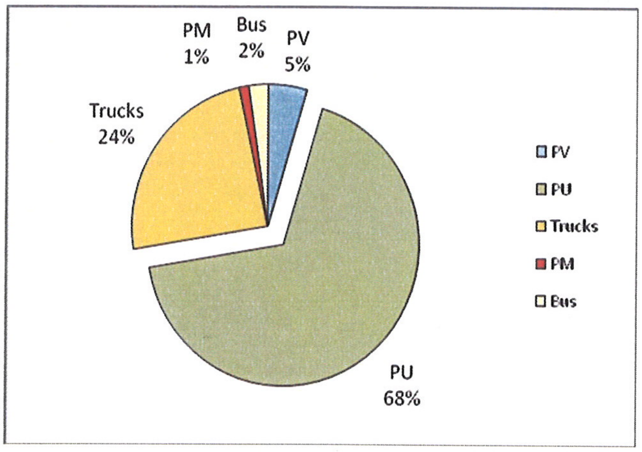


COMMERCIAL VEHICLES (CV)

A TOTAL OF 31,549 UNITS OF NEW COMMERCIAL VEHICLES WERE REGISTERED IN THE FIRST SIX MONTHS OF THIS YEAR WHICH ACCOUNTS FOR A 10.6% SHARE OF THE TOTAL INDUSTRY VOLUME. THIS SHARE IS MARGINALLY HIGHER THAN THE 9.7% SHARE ACHIEVED IN THE SAME PERIOD OF 2010 WHERE 29,212 UNITS WERE REGISTERED. IN TERMS OF UNITS, THE FIRST SIX MONTHS ACHIEVEMENT IS HIGHER BY 2,337 UNITS COMPARED TO TOTAL COMMERCIAL VEHICLES REGISTERED IN THE SAME PERIOD LAST YEAR.

WITHIN THE COMMERCIAL VEHICLES CATEGORY, PICK-UP FORMS THE BIGGEST SEGMENT IN THE FIRST HALF OF 2011 WITH 68% SHARE, FOLLOWED BY TRUCK (24%), PANEL VAN (5%), BUS (2%) AND PRIME MOVER (1%).

FIGURE 4: COMMERCIAL VEHICLES 2011 (JAN – JUN) – BREAKDOWN BY SEGMENT

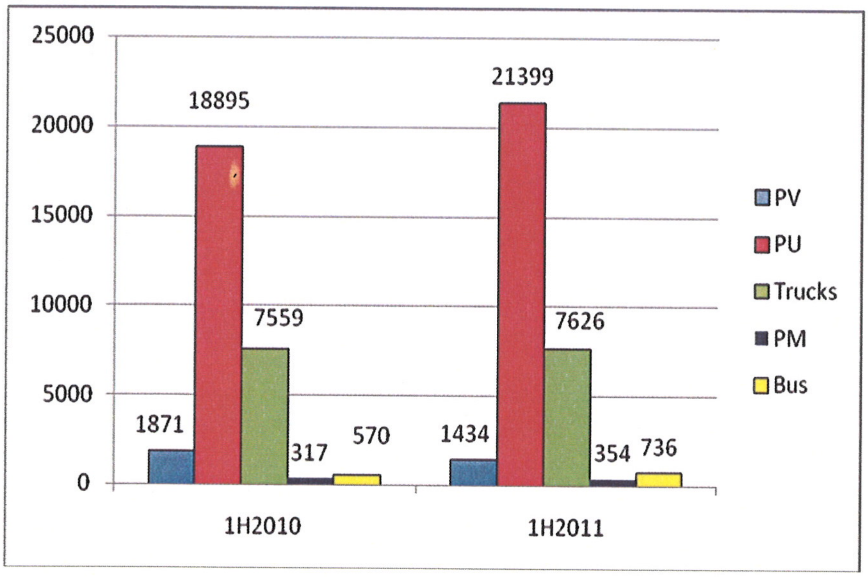


PV: PANEL VAN

PU: PICK-UP

PM:PRIME MOVE

FIGURE 5: COMMERCIAL VEHICLES 1H2011 vs 1H2010 – BREAKDOWN BY SEGMENT



TOTAL PRODUCTION VOLUME

TOTAL PRODUCTION VOLUME IN THE FIRST HALF OF 2011 DECREASED BY 6.9% TO REACH A TOTAL OF 273,399 UNITS COMPARED TO 293,783 UNITS IN THE SAME PERIOD LAST YEAR.

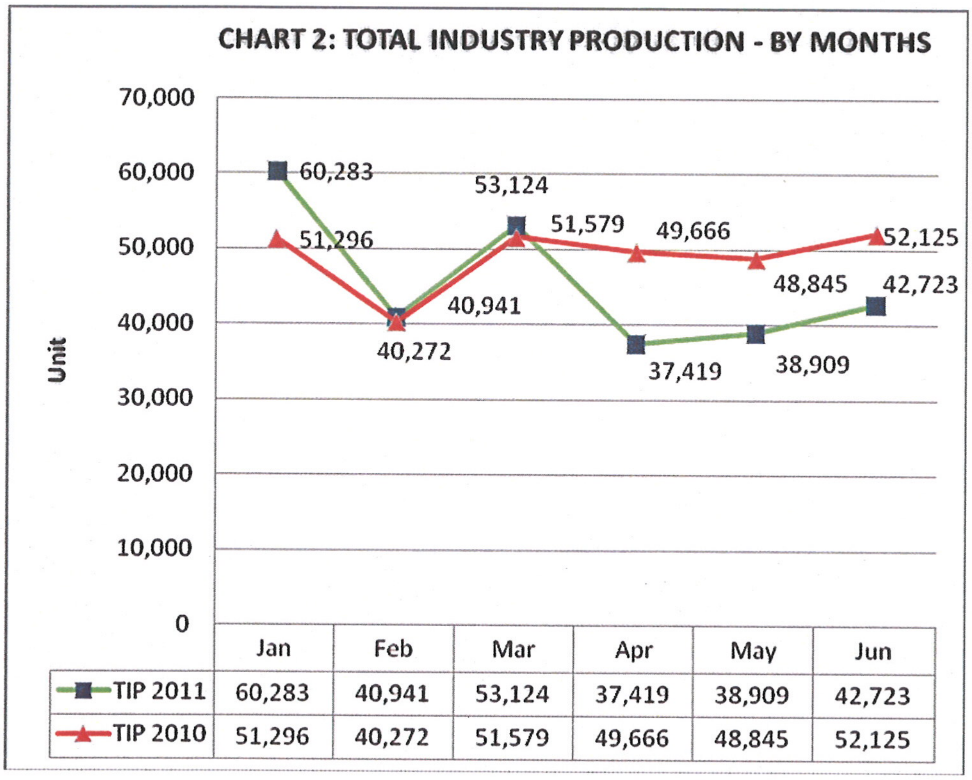
TABLE 2: TOTAL PRODUCTION VOLUME IN 2010 AND 2011

			VARIANCE	
	JAN-JUNE 2011	JAN-JUNE 2010	UNITS	%
PASSENGER VEHICLES	252,200	269,884	(17,684)	(6.6)
COMMERCIAL VEHICLES	21,199	23,899	(2,700)	(11.3)
TOTAL VEHICLES	273,399	293,783	(20,384)	(6.9)

THIS DROP IN PRODUCTION VOLUME WAS BASICALLY DUE TO THE DISRUPTION IN THE SUPPLY OF A NUMBER OF LEADING JAPANESE MAKES FOLLOWING THE EARTHQUAKE AND TSUNAMI DISASTERS IN JAPAN IN MARCH 2011. AS A RESULT OF THE DISASTERS, THE PRODUCTION OF THESE JAPANESE MAKES IN MALAYSIA HAD SIMILARLY BEEN AFFECTED.

AS ILLUSTRATED IN CHART 2, THE TOTAL INDUSTRY PRODUCTION (TIP) IN 2011 STARTED TO DROP FROM APRIL 2011 TO JUNE 2011 WHEN COMPARED WITH SIMILAR PERIOD LAST YEAR. NEVERTHELESS, IT IS HEARTENING TO NOTE THAT THE QUANTUM OF DECLINE IN MONTHLY TOTAL INDUSTRY PRODUCTION IS REDUCING OR GETTING SMALLER. THIS CAN BE ATTRIBUTED TO THE REMEDIAL MEASURES UNDERTAKEN

BY JAPANESE CAR MANUFACTURERS TO OVERCOME THE DISRUPTION IN THE SUPPLY CHAIN. MAA MEMBERS HANDLING JAPANESE MAKES ARE OPTIMISTIC THAT THE WORST IS OVER AND PRODUCTION SHOULD BE RETURNING TO THE PRE-DISASTER LEVEL OVER THE NEXT FEW MONTHS.



	Jan	Feb	Mar	Apr	May	Jun
TIP 2011	60,283	40,941	53,124	37,419	38,909	42,723
TIP 2010	51,296	40,272	51,579	49,666	48,845	52,125

PASSENGER VEHICLES (PV)

PRODUCTION OF PASSENGER VEHICLES IN THE FIRST HALF OF 2011 DECREASED BY 6.6% TO REACH A TOTAL OF 252,200 UNITS AS COMPARED TO 269,884 UNITS IN THE SAME PERIOD LAST YEAR. THE DECREASE IN THE FIRST HALF 0F 2011 WAS LARGELY ATTRIBUTED TO THE SHARP DROP IN THE PRODUCTION OF MULTI-PURPOSE VEHICLES WHICH FELL BY 23.7% COMPARED TO THE SAME PERIOD IN 2010.

COMMERCIAL VEHICLES (CV)

PRODUCTION OF COMMERCIAL VEHICLES IN THE FIRST HALF OF 2011 ALSO DECREASED BY 11.3% TO REACH A TOTAL OF 21,199 UNITS AS COMPARED TO 23,899 UNITS IN THE SAME PERIOD LAST YEAR. THE PRODUCTION OF COMMERCIAL VEHICLES AGAINST THE OVERALL TOTAL PRODUCTION VOLUME IN THE FIRST HALF OF 2011 DECREASED TO 7.8% FROM 8.1% IN THE SAME PERIOD IN 2010.

OUTLOOK FOR 2ND HALF OF 2011

WE HAVE TAKEN THE FOLLOWING ECONOMIC AND ENVIRONMENTAL FACTORS INTO ACCOUNT IN OUR FORECAST FOR THE OVERALL TOTAL INDUSTRY IN 2011:-

1. THE WORLD ECONOMY IS EXPECTED TO SLOW DOWN FOR THE REMAINING PERIOD OF 2011 GIVEN THE UNCERTAIN CONDITIONS PREVAILING IN THE GLOBAL ARENA PARTICULARLY IN THE DEVELOPED ECONOMIES OF EUROPE, JAPAN AND USA.

2. SIMILARLY MALAYSIA'S GDP GROWTH IN 2011 IS EXPECTED TO MODERATE FROM 7.2% IN 2010 TO BETWEEN 5% AND 6% (ESTIMATE) IN 2011.

3. MULTIPLIER EFFECTS FROM THE $10^{TH.}$ MALAYSIA PLAN'S PROJECTS AS WELL AS THE VARIOUS ECONOMIC TRANSFORMATION PROGRAMME'S (ETP) PROJECTS WOULD CONTINUE TO GIVE FURTHER BOOST TO THE LOCAL ECONOMY. THIS WOULD CREATE MORE JOB OPPORTUNITIES AND HELP TO GENERATE GREATER DEMAND FOR NEW VEHICLES.

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

5. LONGER LEADTIME FOR COMPLETION OF SALES PROCESSES FOLLOWING THE RECENT AMENDMENTS TO THE HIGH-PURCHASE ACT 1967.

6. INTRODUCTION OF NEW MODELS MAY ASSIST TO SUSTAIN BUYING INTEREST.

7. ALTHOUGH FUEL PRICES HAVE APPEARED TO BE STABLIZED, THE TREND TOWARDS FUEL EFFICIENT AND SMALL ENGINE CAPACITY VEHICLES IS EXPECTED TO CONTINUE. THIS IS DUE TO GREATER CONSUMERS' AWARENESS ON COST OF MAINTENANCE AND SPENDING.

IN VIEW OF THE ABOVE ECONOMIC AND ENVIRONMENTAL FACTORS, OUR REVISED INDUSTRY FORECAST FOR 2011 IS SHOWN IN TABLE 3 BELOW:-

TABLE 3: TIV 2010 AND 2011

			VARIANCE	
	2011 (FORECAST)	2010 (ACTUAL)	UNITS	%
PASSENGER VEHICLES	546,000	543,594	2,406	0.44
COMMERCIAL VEHICLES	62,000	61,562	438	0.71
TOTAL VEHICLES	608,000	605,156	2844	0.47

OUR REVISED NEXT FOUR YEARS' INDICATIVE FORECAST OF THE TIV FOR 2012 UP TO 2015 IS SHOWN IN TABLE 4: -

TABLE 4: TOTAL INDUSTRY VOLUME FORECAST FOR 2012 TO 2015

YEAR	2012	2013	2014	2015
PASSENGER VEHICLES	554,150	562,500	573,700	585,200
COMMERCIAL VEHICLES	62,950	63,900	65,200	66,500
TOTAL INDUSTRY VOLUME	617,100	626,400	638,900	651,700
GROWTH %	1.5%	1.5%	2.0%	2.0%

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

DATUK AISHAH AHMAD
PRESIDENT
MALAYSIAN AUTOMOTIVE ASSOCIATION

MAA PRESS CONFERENCE
18 JULY 2010

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 18 JULY 2011
PRODUCTION & SALES FOR JANUARY-JUNE 2011

1. <u>PRODUCTION</u>

Segment	YEAR-TO-DATE JUNE			
	2011	2010	Variance	
			UNITS	%
Total Industry Production (TIP)	273,399	293,783	(20,384)	(6.9)
PV (Passenger Vehicles)	252,200	269,884	(17,684)	(6.6)
PC (Passenger Cars)	199,021	202,557	(3,536)	(1.7)
WV (Window Vans)	2,655	2,460	195	7.9
MPV (Multi-Purpose Vehicles)	45,992	60,273	(14,281)	(23.7)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	4,532	4,594	(62)	(1.3)
CV (Commercial Vehicles)	21,199	23,899	(2,700)	(11.3)
PV (Panel Vans)	1,315	1,414	(99)	(7.0)
PU (Pick Ups)	10,948	13,683	(2,735)	(20.0)
Trucks	7,963	7,989	(26)	(0.3)
PM (Prime Movers)	309	230	79	34.3
Bus	664	583	81	13.9

2. <u>SALES</u>

Segment	YEAR-TO-DATE JUNE			
	2011	2010	Variance	
			UNITS	%
Total Industry Volume (TIV)	297,203	301,115	(3,912)	(1.3)
PV (Passenger Vehicles)	265,654	271,903	(6,249)	(2.3)
PC (Passenger Cars)	207,263	205,796	1,467	0.7
WV (Window Vans)	2,488	2,820	(332)	(11.8)
MPV (Multi-Purpose Vehicles)	45,982	56,854	(10,872)	(19.1)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	9,921	6,433	3,488	54.2
CV (Commercial Vehicles)	31,549	29,212	2,337	8.0
PV (Panel Vans)	1,434	1,871	(437)	(23.4)
PU (Pick Ups)	21,399	18,895	2,504	13.3
Trucks	7,626	7,559	67	0.9
PM (Prime Movers)	354	317	37	11.7
Bus	736	570	166	29.1

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2010/2011 REGISTRATION
TOTAL MALAYSIA
ANALYSIS-BY MAKES & SEGMENT

PRESS CONFERENCE
18-July-2011

PASSENGER VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-June 2011	Jan-June 2010	Jan-June 2011	Jan-June 2010	Jan-June 2011	Jan-June 2010
Proton	85,168	80,051	32.1%	29.4%	1	2
Perodua	79,467	94,936	29.9%	34.9%	2	1
Toyota	30,803	34,997	11.6%	12.9%	3	3
Honda	19,246	22,144	7.2%	8.1%	4	4
Nissan	13,675	13,406	5.1%	4.9%	5	5
Naza	5,109	5,409	1.9%	2.0%	6	6
Suzuki	4,086	3,367	1.5%	1.2%	7	7
Hyundai	3,957	1,899	1.5%	0.7%	8	12
Peugeot	3,040	1,095	1.1%	0.4%	9	15
Mazda	2,777	1,909	1.0%	0.7%	10	11
Mercedes	2,692	2,436	1.0%	0.9%	11	8
Volkswagen	2,570	668	1.0%	0.2%	12	16
BMW	2,529	1,880	1.0%	0.7%	13	13
Ford	2,275	180	0.9%	0.1%	14	21
Mitsubishi	1,919	1,942	0.7%	0.7%	15	10
Hyundai-Inokom	1,693	2,356	0.6%	0.9%	16	9
Chery	1,452	1,228	0.5%	0.5%	17	14
Kia	784	556	0.3%	0.2%	18	17
Chevrolet	613	154	0.2%	0.1%	19	22
Lexus	432	245	0.2%	0.1%	20	20
Audi	406	367	0.2%	0.1%	21	18
Volvo	404	321	0.2%	0.1%	22	19
Porsche	194	50	0.1%	0.0%	23	25
MINI	138	113	0.1%	0.0%	24	23
Ssangyong	92	44	0.0%	0.0%	25	26
Renault	68	23	0.0%	0.0%	26	28
Land Rover	53	67	0.0%	0.0%	27	24
Subaru	9	19	0.0%	0.0%	28	29
Mahindra	3	41	0.0%	0.0%	29	27
TOTAL	**265,654**	**271,903**	**100.0%**	**100.0%**		
COMMERCIAL VEHICLES						
Toyota	10,885	9,578	34.5%	32.8%	1	1
Mitsubishi	4,216	3,780	13.4%	12.9%	2	3
Isuzu	3,906	2,920	12.4%	10.0%	3	4
Nissan	3,631	3,983	11.5%	13.6%	4	2
Hino	2,597	2,019	8.2%	6.9%	5	6
Hicom Perkasa	1,271	2,080	4.0%	7.1%	6	5
Daihatsu	1,184	1,884	3.8%	6.4%	7	7
Ford	1,183	867	3.7%	3.0%	8	8
Mitsubishi Fuso	1,058	694	3.4%	2.4%	9	9
Hyundai-Inokom	678	602	2.1%	2.1%	10	10
Scania	253	216	0.8%	0.7%	11	11
Man	163	61	0.5%	0.2%	12	17
Mazda	163	90	0.5%	0.3%	12	14
Mercedes	149	52	0.5%	0.2%	14	18
Volvo	79	68	0.3%	0.2%	15	16
Proton	55	75	0.2%	0.3%	16	15
Land Rover	27	7	0.1%	0.0%	17	21
Renault	22	97	0.1%	0.3%	18	13
Dong Feng	19	100	0.1%	0.3%	19	12
Ssangyong	7	28	0.0%	0.1%	20	19
Tuah	3	11	0.0%	0.0%	21	20
TOTAL	**31,549**	**29,212**	**100.0%**	**100.0%**		

TOTAL VEHICLES	SALES UNITS		MARKET SHARE		RANKING	
MAKE	Jan-June 2011	Jan-June 2010	Jan-June 2011	Jan-June 2010	Jan-June 2011	Jan-June 2010
Proton	85,223	80,126	28.7%	26.6%	1	2
Perodua	79,467	94,936	26.7%	31.5%	2	1
Toyota	41,688	44,575	14.0%	14.8%	3	3
Honda	19,246	22,144	6.5%	7.4%	4	4
Nissan	17,306	17,389	5.8%	5.8%	5	5
Mitsubishi	6,135	5,722	2.1%	1.9%	6	6
Naza	5,109	5,409	1.7%	1.8%	7	7
Suzuki	4,086	3,367	1.4%	1.1%	8	8
Hyundai	3,957	1,899	1.3%	0.6%	9	15
Isuzu	3,906	2,920	1.3%	1.0%	10	10
Ford	3,458	1,047	1.2%	0.3%	11	20
Peugeot	3,040	1,095	1.0%	0.4%	12	19
Mazda	2,940	1,999	1.0%	0.7%	13	14
Mercedes	2,841	2,488	1.0%	0.8%	14	11
Hino	2,597	2,019	0.9%	0.7%	15	13
Volkswagen	2,570	668	0.9%	0.2%	16	22
BMW	2,529	1,880	0.9%	0.6%	17	17
Hyundai-Inokom	2,371	2,958	0.8%	1.0%	18	9
Chery	1,452	1,228	0.5%	0.4%	19	18
Hicom Perkasa	1,271	2,080	0.4%	0.7%	20	12
Daihatsu	1,184	1,884	0.4%	0.6%	21	16
Mitsubishi Fuso	1,058	694	0.4%	0.2%	22	21
Kia	784	556	0.3%	0.2%	23	23
Chevrolet	613	154	0.2%	0.1%	24	28
Volvo	483	389	0.2%	0.1%	25	24
Lexus	432	245	0.1%	0.1%	26	26
Audi	406	367	0.1%	0.1%	27	25
Scania	253	216	0.1%	0.1%	28	27
Porsche	194	50	0.1%	0.0%	29	35
Man	163	61	0.1%	0.0%	30	34
MINI	138	113	0.0%	0.0%	31	30
Ssangyong	99	72	0.0%	0.0%	32	33
Renault	90	120	0.0%	0.0%	33	29
Land Rover	80	74	0.0%	0.0%	34	32
Dong Feng	19	100	0.0%	0.0%	35	31
Subaru	9	19	0.0%	0.0%	36	37
Mahindra	3	41	0.0%	0.0%	37	36
Tuah	3	11	0.0%	0.0%	37	38
TOTAL	**297,203**	**301,115**	**100.0%**	**100.0%**		

PRESS CONFERENCE
18-July-2011

TOTAL MALAYSIA

JANUARY - JUNE 2011 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PC	SHARE	CV	SHARE
1	Proton	85,223	28.7%	85,168	32.1%	55	0.2%
2	Perodua	79,467	26.7%	79,467	29.9%		
3	Toyota	41,688	14.0%	30,803	11.6%	10,885	34.5%
4	Honda	19,246	6.5%	19,246	7.2%		
5	Nissan	17,306	5.8%	13,675	5.1%	3,631	11.5%
6	Mitsubishi	6,135	2.1%	1,919	0.7%	4,216	13.4%
7	Naza	5,109	1.7%	5,109	1.9%		
8	Suzuki	4,086	1.4%	4,086	1.5%		
9	Hyundai	3,957	1.3%	3,957	1.5%		
10	Isuzu	3,906	1.3%			3,906	12.4%
11	Ford	3,458	1.2%	2,275	0.9%	1,183	3.7%
12	Peugeot	3,040	1.0%	3,040	1.1%		
13	Mazda	2,940	1.0%	2,777	1.0%	163	0.5%
14	Mercedes	2,841	1.0%	2,692	1.0%	149	0.5%
15	Hino	2,597	0.9%			2,597	8.2%
16	Volkswagen	2,570	0.9%	2,570	1.0%		
17	BMW	2,529	0.9%	2,529	1.0%		
18	Hyundai-Inokom	2,371	0.8%	1,693	0.6%	678	2.1%
19	Chery	1,452	0.5%	1,452	0.5%		
20	Hicom Perkasa	1,271	0.4%			1,271	4.0%
21	Daihatsu	1,184	0.4%			1,184	3.8%
22	Mitsubishi Fuso	1,058	0.4%			1,058	3.4%
23	Kia	784	0.3%	784	0.3%		
24	Chevrolet	613	0.2%	613	0.2%		
25	Volvo	483	0.2%	404	0.2%	79	0.3%
26	Lexus	432	0.1%	432	0.2%		
27	Audi	406	0.1%	406	0.2%		
28	Scania	253	0.1%			253	0.8%
29	Porsche	194	0.1%	194	0.1%		
30	Man	163	0.1%			163	0.5%
31	MINI	138	0.0%	138	0.1%		
32	Ssangyong	99	0.0%	92	0.0%	7	0.0%
33	Renault	90	0.0%	68	0.0%	22	0.1%
34	Land Rover	80	0.0%	53	0.0%	27	0.1%
35	Dong Feng	19	0.0%			19	0.1%
36	Subaru	9	0.0%	9	0.0%		
37	Tuah	3	0.0%			3	0.0%
38	Mahindra	3	0.0%	3	0.0%		
		297,203	100.0%	265,654	100.0%	31,549	100.0%