

MALAYSIAN AUTOMOTIVE ASSOCIATION

# **PRESS CONFERENCE**

**19 JANUARY 2011**

MARKET REVIEW FOR 2010

AND

OUTLOOK FOR 2011

***EMBARGO: Not for publication or broadcast before  
11.30 am on Wednesday, 19 January 2011***

## 2010 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.

AS ALL OF US ARE AWARE, THE PURPOSE OF THIS PRESS CONFERENCE IS TO ANNOUNCE THE SALES AND PRODUCTION PERFORMANCE OF NEW MOTOR VEHICLES IN MALAYSIA IN 2010 AND TAKE A LOOK AT THE CRYSTAL BALL TO SEE WHERE WE ARE HEADING TO IN THE NEXT 5 YEARS.

2010 HAS INDEED BEEN A VERY EXCITING YEAR FOR US. IT IS THE AFTERMARK OF THE GLOBAL ECONOMIC DOWNTURN. SIGNS OF RECOVERY WERE SEEN AS EARLY AS MARCH 2009 AND THE MARKET TOOK 12 MONTHS TO PEAK IN MARCH 2010. THEREAFTER UNCERTAINTY SET WHEN ECONOMISTS, ANALYSTS AS WELL AS OUR MEMBERS FORECASTED THAT DEMAND WOULD SLOW DOWN IN THE 2<sup>nd</sup> HALF OF 2010.

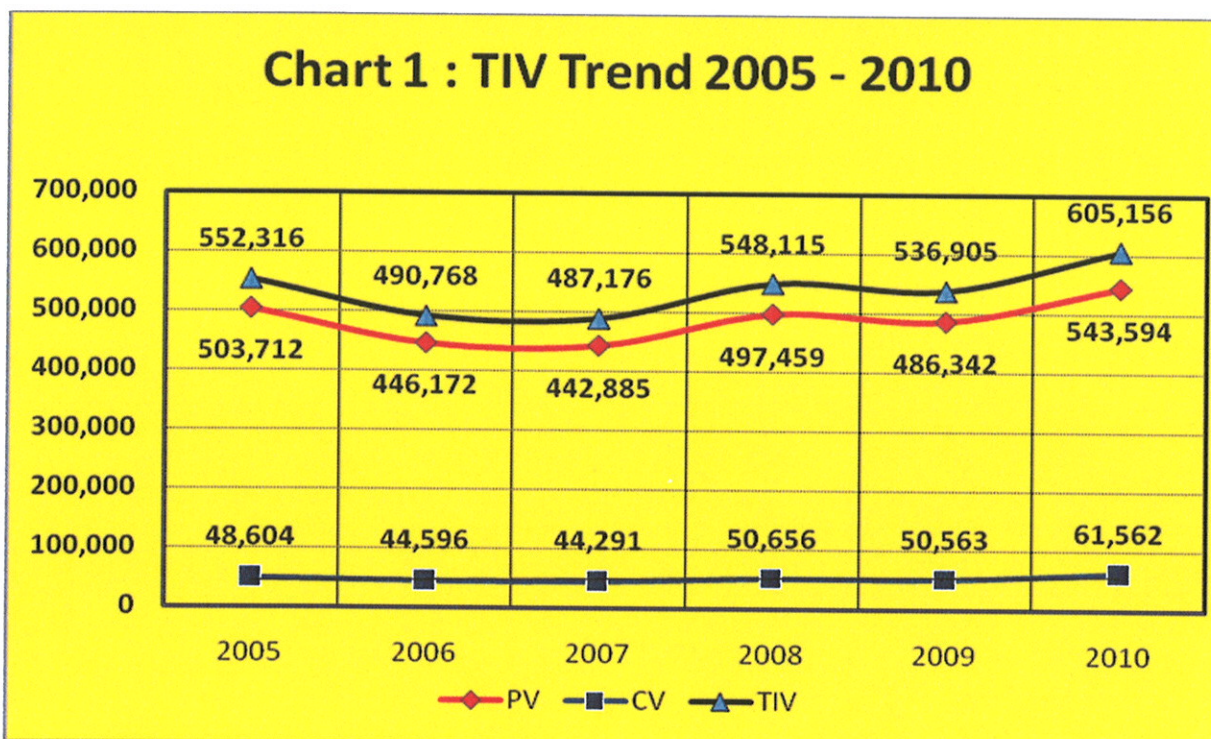
AS A RESULT WE CONSERVERTIVELY REVISED OUR TIV FOR 2010 MARGINALLY HIGHER FROM 550,000 UNITS TO 570,000 UNITS IN JULY 2010.

THIS MORNING I AM PROUD TO ANNOUNCE THAT THE 2010 TOTAL INDUSTRY VOLUME (TIV) HAS SURPASSED EVERYONE'S EXPECTATIONS TO REACH A NEW RECORD HIGH OF MORE THAN 600,000 UNITS.

I WOULD NOW LIKE TO PRESENT THE MUCH AWAITED DETAILS.

## TOTAL INDUSTRY VOLUME

THE 2010 TOTAL INDUSTRY VOLUME (TIV) HAD OVERTAKEN THE PREVIOUS RECORD OF 552,316 UNITS ACHIEVED IN 2005.

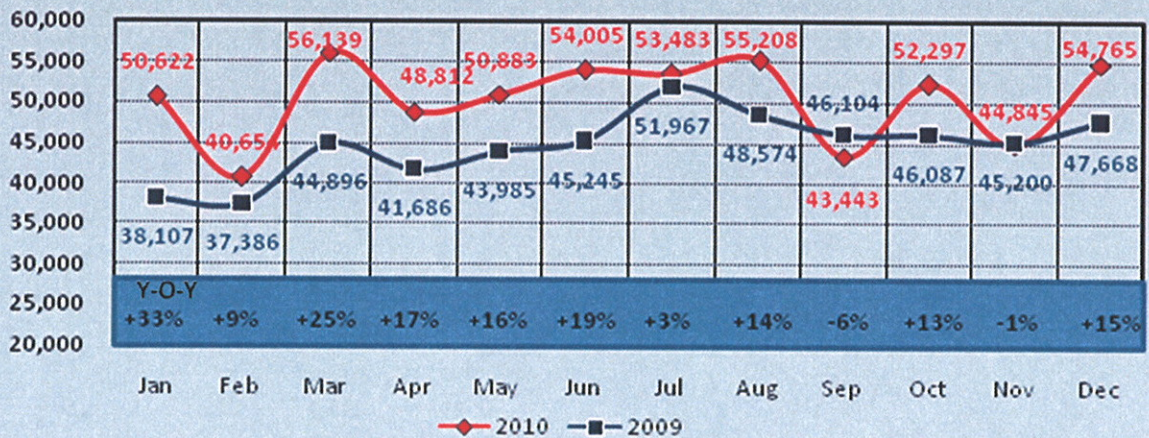


COMPARED TO 2009, REGISTRATION OF NEW MOTOR VEHICLES IN MALAYSIA FOR YEAR 2010 JUMPED SUBSTANTIALLY BY 68,251 UNITS TO REGISTER A DOUBLE DIGIT GROWTH OF 12.7%.

TABLE 1: TIV 2010 VERSUS 2009

MARKET SEGMENT	2010	2009	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	543,594	486,342	57,252	11.8%
COMMERCIAL VEHICLES	61,562	50,563	10,999	21.8%
TOTAL VEHICLES	605,156	536,905	68,251	12.7%

**Chart 2 : 2010/2009 Monthly TIV Performance**



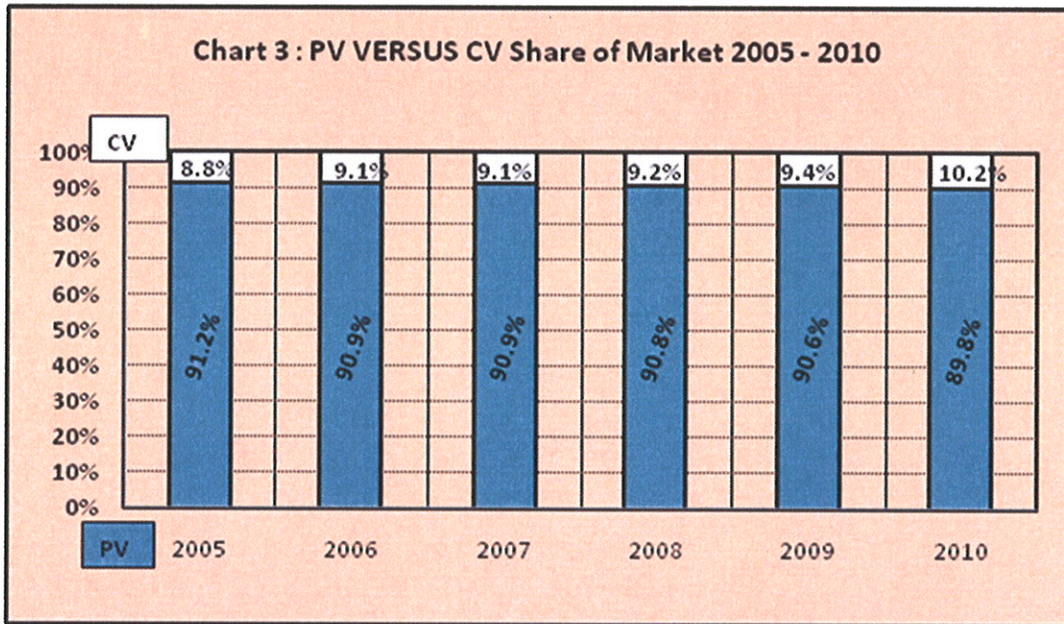
MONTHLY SALES TREND IN THE FIRST EIGHT MONTHS OF 2010 WAS CONSISTENTLY HIGHER THAN IN 2009. HOWEVER THIS EXPANSIONARY TREND WAS INTERRUPTED IN SEPTEMBER AND NOVEMBER IN 2010 DUE TO THE FESTIVE SEASON AND DROP IN SUPPLY RESPECTIVELY.

OVERALL THE ALL-TIME-HIGH PERFORMANCE IN 2010 COULD BE ATTRIBUTED TO FOLLOWING FACTORS:

- A STRONG ECONOMIC GROWTH OF 7% ESTIMATED FOR 2010 COMPARED TO A CONTRACTION OF 1.7% REGISTERED IN 2009.
- A SLEW OF NEW AND BOLD PLANS AND MEASURES LAUNCHED BY THE MALAYSIAN GOVERNMENT IN 2010 SUCH AS THE GOVERNMENT TRANSFORMATION PROGRAMME (GTP) ROADMAP, NEW ECONOMIC MODEL (NEM), 10<sup>TH</sup>. MALAYSIA PLAN, AND THE ECONOMIC TRANSFORMATION PROGRAMME (ETP) RESULTED IN HIGHER CONSUMER AND BUSINESS CONFIDENCE AS WELL AS GENERATED ADDITIONAL INVESTMENT OPPORTUNITIES.
- PENT-UP DEMAND FROM THE DOWNTURN IN 2009.

- INCREASED CONSUMER SPENDING AND CONSUMPTION DUE TO LOW UNEMPLOYMENT RATE AND RISING DISPOSABLE INCOME.
- INNOVATIVE AND ATTRACTIVE OFFERS AND SCHEMES FOR NEW CAR BUYERS SUCH AS:
  - LOW HIRE PURCHASE INTEREST RATES
  - LONGER REPAYMENT PERIOD
  - EXTENDED WARRANTY PERIOD
  - FREE GIFTS
- INTRODUCTION OF SEVERAL NEW MODELS AT COMPETITIVE PRICES.
- AGGRESSIVE SALES CAMPAIGNS BY CAR COMPANIES.

**SEGMENT PERFORMANCE**

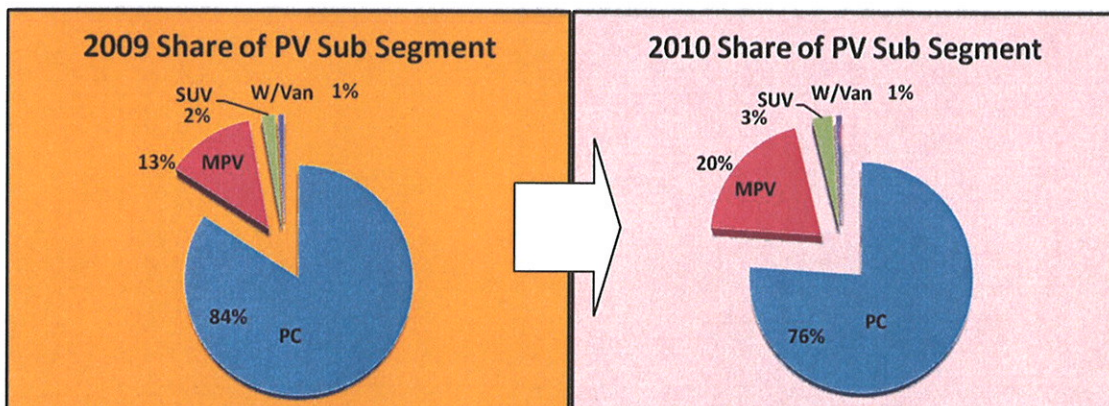


COMMERCIAL VEHICLES EXPANDED THEIR SHARE OF THE MARKET STEADILY FROM 8.8% IN 2005 TO 10.2% IN 2010. THIS WAS CONTRIBUTED BY THE INCREASING POPULARITY OF DOUBLE-CAB PICK-UPS.

**PASSENGER VEHICLES**

THE TOTAL REGISTRATION OF NEW PASSENGER VEHICLES IN 2010 WAS 543,594 UNITS WHICH IS AN INCREASE OF 57,252 UNITS OR 11.8% WHEN COMPARED TO 2009. HOWEVER IT SUFFERED A DROP OF 0.8% IN THE SHARE OF THE TIV COMPARED TO 2009.

**CHART 4: PASSENGER VEHICLES 2010 – BREAKDOWN BY SEGMENT**



WITHIN THE PASSENGER VEHICLES CATEGORY, PASSENGER CARS CONTINUE TO FORM THE BIGGEST SEGMENT IN 2010 WITH 76.3% SHARE. HOWEVER THE SHARE OF PASSENGER CARS WAS ERODED BY MPVs WITH SHARE INCREASING FROM 13.1% IN 2009 TO 19.8% IN 2010. THIS INCREASE WAS CONTRIBUTED MAINLY BY THE POSITIVE MARKET RESPONSE TO THE NEW PROTON EXORA AND PERODUA ALZA. AS FOR SUVs AND WINDOW VANs THEIR RESPECTIVE SHARE WAS HOLDING AT 2.8% AND 1.1% RESPECTIVELY.

**TABLE 2: 2010/2009 PASSENGER VEHICLES SUB-SEGMENT PERFORMANCE**

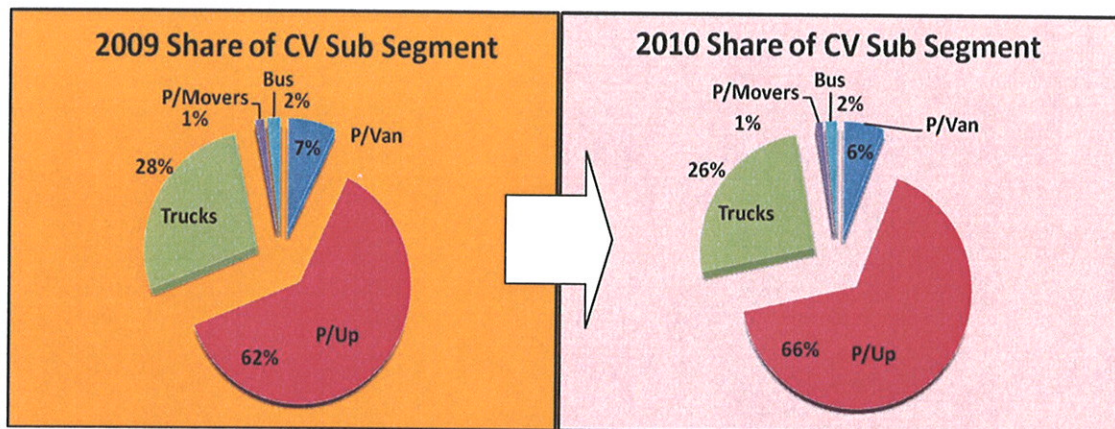
SUB SEGMENT	2010	2009	VARIANCE	
			UNITS	%
PASSENGER CAR	414,539	407,004	7,535	1.9
MPV	107,714	63,757	43,957	68.9
4X4 / SUV	15,416	10,475	4,941	47.2
WINDOW VAN	5,925	5,106	819	16.0
TOTAL PASSENGER VEHICLES	543,594	486,342	57,252	11.8

ALL SUB-SEGMENTS OF PASSENGER VEHICLES REGISTERED HIGHER SALES IN 2010 OVER 2009. MPVs VOLUME SURGED 69% FROM 63,757 UNITS REGISTERED IN 2009 TO 107,714 UNITS IN 2010. SUVs EXPANDED BY 47%, WINDOW VANs BY 16% AND PASSENGER CARs BY 2%.

## COMMERCIAL VEHICLES

A TOTAL OF 61,562 UNITS OF NEW COMMERCIAL VEHICLES WERE REGISTERED IN MALAYSIA IN YEAR 2010 TO INCREASE ITS SHARE OF THE TIV TO 10.2% FROM 9.4% ACHIEVED IN 2009. IN 2009 THE TOTAL COMMERCIAL VEHICLES REGISTERED WERE 50,563 UNITS. 2010 VOLUME INCREASED BY 10,999 UNITS OR 21.8% COMPARED TO 2009.

**CHART 5: COMMERCIAL VEHICLES 2010 – BREAKDOWN BY SEGMENT**



WITHIN THE COMMERCIAL VEHICLES CATEGORY, PICK-UPS CONTINUED TO FORM THE BIGGEST SEGMENT IN 2010 WITH A HIGHER SHARE OF 65.6% FROM 61.7% ACHIEVED IN 2009. SHARE OF TRUCKS WAS ERODED TO 25.6% FROM 27.6% A YEAR EARLIER AND PANEL VANS TO 5.9% FROM 7.2% A YEAR EARLIER. BUSES AND PRIME MOVERS WERE MAINTAINING THEIR SHARE AT 1.8% AND 1.1% RESPECTIVELY.

PANEL VANS AND PRIME MOVERS REGISTERED LOWER SALES OF 16 UNITS OR 0.4% AND 28 UNITS OR 4% RESPECTIVELY WHILE THE VOLUME OF PICK-UPS INCREASED BY 9,198 UNITS OR 29.5%, FOLLOWED BY TRUCKS BY 1,826 UNITS OR 13.1% AND BUSES BY 19 UNITS OR 1.8%.



**TABLE 3: 2010/2009 COMMERCIAL VEHICLES - SUB-SEGMENT PERFORMANCE**

SUB-SEGMENT	2010	2009	VARIANCE	
			UNITS	%
PANEL VANS	3,636	3,652	-16	-0.4
PICK-UP	40,414	31,216	9,198	29.5
TRUCKS	15,765	13,939	1,826	13.1
PRIME MOVER	666	694	-28	-4.0
BUS	1,081	1,062	19	1.8
TOTAL COMMERCIAL VEHICLES	61,562	50,563	10,999	21.8

## **TOTAL PRODUCTION VOLUME**

PRODUCTION OF NEW VEHICLES IN YEAR 2010 RECORDED AN INCREASE OF 78,446 UNITS OR 16% TO REACH A TOTAL OF 567,715 UNITS COMPARED TO 489,269 UNITS IN 2009.

THIS INCREASE IN PRODUCTION VOLUME WAS IN TANDEM WITH THE STRONG GROWTH IN SALES FOR 2010.

**TABLE 4: TOTAL PRODUCTION VOLUME IN 2010 AND 2009**

SEGMENT	2010	2009	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	522,568	447,002	75,566	16.9
COMMERCIAL VEHICLES	45,147	42,267	2,880	6.8
TOTAL VEHICLES	567,715	489,269	78,446	16.0

### **PASSENGER VEHICLES**

PRODUCTION OF NEW PASSENGER VEHICLES FOR YEAR 2010 RECORDED AN INCREASE OF 75,566 UNITS TO REACH A TOTAL OF 522,568 UNITS AS COMPARED TO 447,002 UNITS IN 2009.

### **COMMERCIAL VEHICLES**

SIMILARLY PRODUCTION OF NEW COMMERCIAL VEHICLES FOR YEAR 2010 REGISTERED AN INCREASE OF 6.8% TO REACH A TOTAL OF 45,147 UNITS AS COMPARED TO 42,267 UNITS IN 2009.

## OUTLOOK FOR AUTOMOTIVE MARKET FOR 2011

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

- (1) MALAYSIA'S GDP GROWTH TO MODERATE FROM 7.0% (ESTIMATE) IN 2010 TO BETWEEN 5% AND 6% (FORECAST) IN 2011.
- (2) THE CONCERN THAT THE GLOBAL ECONOMIC GROWTH WOULD BE THREATENED BY UNCERTAINTIES IN EUROPE AND THE USA AND THEIR IMPACTS ON THE ECONOMY WORLDWIDE.
- (3) MULTIPLIER EFFECTS FROM THE 10<sup>TH</sup>. MALAYSIA PLAN AND THE ECONOMIC TRANSFORMATION PROGRAMME'S (ETP) PROJECTS WHICH WOULD LIKELY GIVE A FURTHER BOOST TO THE DOMESTIC ECONOMY AND CREATE GREATER DEMAND FOR NEW VEHICLES.
- (4) POSITIVE CONSUMERS' SENTIMENTS ARE EXPECTED TO CONTINUE OWING TO GREATER STABILITY IN THE EMPLOYMENT MARKET.
- (5) MORE JOB OPPORTUNITIES ARISING FROM INVESTMENTS THAT WOULD BE MADE IN THE 10<sup>TH</sup>. MALAYSIA PLAN AS WELL AS THE VARIOUS ETP'S ENTRY POINT PROJECTS.
- (6) INTRODUCTION OF NEW MODELS TO GENERATE BUYING INTEREST.
- (7) OUTSTANDING ORDERS CARRIED OVER FROM LAST QUARTER OF 2010 WOULD BE FULFILLED IN 2011.

IN VIEW OF THE ABOVE, OUR INDUSTRY FORECAST FOR 2011 IS SHOWN IN TABLE 5 BELOW:-

**TABLE 5: TOTAL INDUSTRY VOLUME 2011 VERSUS 2010**

MARKET SEGMENT	2011 (FORECAST)	2010 (ACTUAL)	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	555,000	543,594	11,406	2.1
COMMERCIAL VEHICLES	63,000	61,562	1,438	2.3
TOTAL VEHICLES	618,000	605,156	12,844	2.1

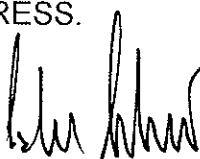
OUR NEXT FOUR YEARS' INDICATIVE FORECAST OF THE TIV FOR 2012 UP TO 2015 IS SHOWN IN TABLE 6: -

**TABLE 6: TOTAL INDUSTRY VOLUME FORECAST FOR 2012 TO 2015**

YEAR	2012	2013	2014	2015
PASSENGER VEHICLES	560,000	566,500	574,000	581,000
COMMERCIAL VEHICLES	64,000	64,500	65,000	66,000
TOTAL INDUSTRY VOLUME	624,000	631,000	639,000	647,000
GROWTH	1.0%	1.1%	1.2%	1.3%

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 RABBIT 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 : 19 JANUARY 2011**  
**PRODUCTION & SALES FOR JANUARY-DECEMBER 2010**

**1. PRODUCTION**

Segment	YEAR-TO-DATE DECEMBER			
	2010	2009	Variance	
			UNITS	%
Total Industry Production (TIP)	567,715	489,269	78,446	16.0
PV (Passenger Vehicles)	522,568	447,002	75,566	16.9
PC (Passenger Cars)	403,474	372,873	30,601	8.2
WV (Window Vans)	4,724	5,837	(1,113)	(19.1)
MPV (Multi-Purpose Vehicles)	104,647	61,055	43,592	71.4
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	9,723	7,237	2,486	34.4
CV (Commercial Vehicles)	45,147	42,267	2,880	6.8
PV (Panel Vans)	2,633	4,079	(1,446)	(35.4)
PU (Pick Ups)	23,923	23,053	870	3.8
Trucks	16,929	13,771	3,158	22.9
PM (Prime Movers)	581	566	15	2.7
Bus	1,081	798	283	35.5

**2. SALES**

Segment	YEAR-TO-DATE DECEMBER			
	2010	2009	Variance	
			UNITS	%
Total Industry Volume (TIV)	605,156	536,905	68,251	12.7
PV (Passenger Vehicles)	543,594	486,342	57,252	11.8
PC (Passenger Cars)	414,539	407,004	7,535	1.9
WV (Window Vans)	5,925	5,106	819	16.0
MPV (Multi-Purpose Vehicles)	107,714	63,757	43,957	68.9
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	15,416	10,475	4,941	47.2
CV (Commercial Vehicles)	61,562	50,563	10,999	21.8
PV (Panel Vans)	3,636	3,652	(16)	(0.4)
PU (Pick Ups)	40,414	31,216	9,198	29.5
Trucks	15,765	13,939	1,826	13.1
PM (Prime Movers)	666	694	(28)	(4.0)
Bus	1,081	1,062	19	1.8

## JANUARY - DECEMBER 2010 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PC	SHARE	CV	SHARE
1	Perodua	188,641	31.2%	188,641	34.7%		
2	Proton	157,274	26.0%	156,960	28.9%	314	0.5%
3	Toyota	91,559	15.1%	71,065	13.1%	20,494	33.3%
4	Honda	44,483	7.4%	44,483	8.2%		
5	Nissan	34,701	5.7%	26,322	4.8%	8,379	13.6%
6	Mitsubishi	11,899	2.0%	4,049	0.7%	7,850	12.8%
7	Naza	9,362	1.5%	9,362	1.7%		
8	Suzuki	6,748	1.1%	6,748	1.2%		
9	Isuzu	6,144	1.0%			6,144	10.0%
10	Inokom	5,573	0.9%	4,252	0.8%	1,321	2.1%
11	Mercedes	5,144	0.9%	5,028	0.9%	116	0.2%
12	Hyundai	4,931	0.8%	4,931	0.9%		
13	Hino	4,590	0.8%			4,590	7.5%
14	Hicom Perkasa	4,366	0.7%			4,366	7.1%
15	Mazda	4,325	0.7%	4,125	0.8%	200	0.3%
16	BMW	4,006	0.7%	4,006	0.7%		
17	Chery	3,041	0.5%	3,041	0.6%		
18	Daihatsu	2,989	0.5%			2,989	4.9%
19	Ford	2,857	0.5%	960	0.2%	1,897	3.1%
20	Volkswagen	2,810	0.5%	2,810	0.5%		
21	Peugeot	2,562	0.4%	2,562	0.5%		
22	Mitsubishi Fuso	1,795	0.3%			1,795	2.9%
23	Kia	968	0.2%	968	0.2%		
24	Volvo	839	0.1%	673	0.1%	166	0.3%
25	Audi	741	0.1%	741	0.1%		
26	Chevrolet	540	0.1%	540	0.1%		
27	Scania	443	0.1%			443	0.7%
28	Lexus	431	0.1%	431	0.1%		
29	Ssangyong	281	0.0%	242	0.0%	39	0.1%
30	MINI	222	0.0%	222	0.0%		
31	Renault	216	0.0%	72	0.0%	144	0.2%
32	Land Rover	189	0.0%	157	0.0%	32	0.1%
33	Dong Feng	155	0.0%			155	0.3%
34	Porsche	126	0.0%	126	0.0%		
35	Man	112	0.0%			112	0.2%
36	Mahindra	52	0.0%	52	0.0%		
37	Subaru	24	0.0%	24	0.0%		
38	Tuah	16	0.0%			16	0.0%
39	Maybach	1	0.0%	1	0.0%		
	<b>Total</b>	<b>605,156</b>	<b>100.0%</b>	<b>543,594</b>	<b>100.0%</b>	<b>61,562</b>	<b>100.0%</b>

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2009/2010 REGISTRATION  
 TOTAL MALAYSIA  
 ANALYSIS-BY MAKES & SEGMENT

PRESS CONFERENCE  
 19-January-2011

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2010	Jan-Dec 2009	Jan-Dec 2010	Jan-Dec 2009	Jan-Dec 2010	Jan-Dec 2009
<b>TOTAL PASSENGER VEHICLES</b>	<b>543,594</b>	<b>486,342</b>	<b>100.0%</b>	<b>100.0%</b>		
Perodua	188,641	166,736	34.7%	34.3%	1	1
Proton	156,960	147,744	28.9%	30.4%	2	2
Toyota	71,065	65,744	13.1%	13.5%	3	3
Honda	44,483	38,783	8.2%	8.0%	4	4
Nissan	26,322	23,176	4.8%	4.8%	5	5
Naza	9,362	11,119	1.7%	2.3%	6	6
Suzuki	6,748	4,994	1.2%	1.0%	7	7
Mercedes	5,028	3,977	0.9%	0.8%	8	9
Hyundai	4,931	2,562	0.9%	0.5%	9	12
Hyundai-Inokom	4,252	4,741	0.8%	1.0%	10	8
Mazda	4,125	1,261	0.8%	0.3%	11	15
Mitsubishi	4,049	2,008	0.7%	0.4%	12	13
BMW	3,564	3,564	0.7%	0.7%	13	10
Chery	3,041	1,871	0.6%	0.4%	14	14
Volkswagen	2,810	885	0.5%	0.2%	15	17
Peugeot	2,562	1,258	0.5%	0.3%	16	16
Kia	968	3,164	0.2%	0.7%	17	11
Ford	351	960	0.1%	0.2%	18	21
Audi	741	435	0.1%	0.1%	19	20
Volvo	541	541	0.1%	0.1%	20	19
Chevrolet	540	557	0.1%	0.1%	21	18
Lexus	431	304	0.1%	0.1%	22	22
Ssangyong	242	83	0.0%	0.0%	23	24
MINI	222	214	0.0%	0.0%	24	23
Land Rover	157	67	0.0%	0.0%	25	26
Porsche	126	74	0.0%	0.0%	26	25
Renault	72	42	0.0%	0.0%	27	28
Mahindra	52	47	0.0%	0.0%	28	27
Subaru	24	40	0.0%	0.0%	29	29
Maybach	1	0	0.0%	0.0%	30	31
Isuzu	0	1	0.0%	0.0%	31	30
<b>TOTAL</b>	<b>543,594</b>	<b>486,342</b>	<b>100.0%</b>	<b>100.0%</b>		
<b>TOTAL COMMERCIAL VEHICLES</b>	<b>61,562</b>	<b>50,563</b>	<b>100.0%</b>	<b>100.0%</b>		
Toyota	20,494	16,041	33.3%	31.7%	1	1
Nissan	8,379	8,317	13.6%	16.4%	2	2
Mitsubishi	4,973	4,973	12.8%	9.8%	3	4
Isuzu	6,144	5,377	10.0%	10.6%	4	3
Hino	4,690	3,014	7.5%	6.0%	5	7
Hicom Perikasa	4,365	3,508	7.1%	6.9%	6	6
Daihatsu	2,989	3,990	4.9%	7.9%	7	5
Ford	1,897	1,475	3.1%	2.8%	8	8
Mitsubishi Fuso	1,795	1,391	2.9%	2.8%	9	9
Hyundai-Inokom	1,321	651	2.1%	1.3%	10	10
Scania	443	433	0.7%	0.9%	11	11
Proton	314	287	0.5%	0.6%	12	12
Mazda	200	183	0.3%	0.4%	13	14
Volvo	166	165	0.3%	0.3%	14	16
Dong Feng	155	155	0.3%	0.3%	15	17
Renault	144	204	0.2%	0.4%	16	13
Mercedes	116	179	0.2%	0.4%	17	15
Man	112	105	0.2%	0.2%	18	18
Ssangyong	39	19	0.1%	0.0%	19	21
Land Rover	32	5	0.1%	0.0%	20	22
Tuoh	16	46	0.0%	0.1%	21	19
Peodua	0	1	0.0%	0.0%	22	23
Tata	0	44	0.0%	0.1%	22	20
<b>TOTAL</b>	<b>61,562</b>	<b>50,563</b>	<b>100.0%</b>	<b>100.0%</b>		

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2010	Jan-Dec 2009	Jan-Dec 2010	Jan-Dec 2009	Jan-Dec 2010	Jan-Dec 2009
<b>TOTAL VEHICLES</b>	<b>605,156</b>	<b>536,905</b>	<b>100.0%</b>	<b>100.0%</b>		
Perodua	188,641	166,736	31.2%	31.1%	1	1
Proton	157,274	148,031	26.0%	27.6%	2	2
Toyota	91,559	81,785	15.1%	15.2%	3	3
Honda	44,483	38,783	7.4%	7.2%	4	4
Nissan	34,701	31,493	5.7%	5.9%	5	5
Mitsubishi	11,899	6,981	2.0%	1.3%	6	7
Naza	9,362	11,119	1.5%	2.1%	7	6
Suzuki	6,748	4,994	1.1%	0.9%	8	10
Isuzu	5,573	5,378	1.0%	1.0%	9	9
Hyundai-Inokom	5,144	5,392	0.9%	1.0%	10	8
Mercedes	4,931	4,156	0.8%	0.8%	11	11
Hyundai	4,931	2,562	0.8%	0.5%	12	17
Hicom Perikasa	4,590	3,508	0.8%	0.6%	13	16
Hino	4,365	3,508	0.7%	0.7%	14	14
Mazda	4,325	1,444	0.7%	0.3%	15	20
BMW	4,006	3,564	0.7%	0.7%	16	13
Chery	3,041	1,871	0.5%	0.3%	17	18
Daihatsu	2,989	3,990	0.5%	0.7%	18	12
Ford	2,857	1,876	0.5%	0.3%	19	19
Volkswagen	2,810	885	0.5%	0.2%	20	23
Peugeot	2,562	1,258	0.4%	0.2%	21	22
Mitsubishi Fuso	1,795	1,391	0.3%	0.3%	22	21
Kia	968	3,164	0.2%	0.6%	23	15
Volvo	839	706	0.1%	0.1%	24	24
Audi	741	435	0.1%	0.1%	25	25
Chevrolet	540	557	0.1%	0.1%	26	26
Scania	443	433	0.1%	0.1%	27	27
Lexus	431	304	0.1%	0.1%	28	28
Ssangyong	281	102	0.0%	0.0%	29	33
MINI	222	214	0.0%	0.0%	30	30
Renault	216	246	0.0%	0.0%	31	29
Land Rover	189	72	0.0%	0.0%	32	35
Dong Feng	155	155	0.0%	0.0%	33	31
Porsche	126	74	0.0%	0.0%	34	34
Man	112	105	0.0%	0.0%	35	32
Mahindra	52	47	0.0%	0.0%	36	36
Subaru	24	40	0.0%	0.0%	37	39
Tuoh	16	46	0.0%	0.0%	38	37
Maybach	1	0	0.0%	0.0%	39	40
Tata	0	44	0.0%	0.0%	40	38
<b>TOTAL</b>	<b>605,156</b>	<b>536,905</b>	<b>100.0%</b>	<b>100.0%</b>		