

**MALAYSIAN AUTOMOTIVE ASSOCIATION  
PRESS RELEASE : 18 MAY 2012  
PRODUCTION & SALES FOR APRIL 2012**

**1. PRODUCTION**

1.1

Segment	APRIL			YEAR-TO-DATE APRIL		
	2012	2011	Variance	2012	2011	Variance
PV (Passenger Vehicles)	39,634	34,132	1.16	166,115	175,932	0.94
CV (Commercial Vehicles)	5,194	3,221	1.61	20,672	15,835	1.31
<b>Total</b>	<b>44,828</b>	<b>37,353</b>	<b>1.20</b>	<b>186,787</b>	<b>191,767</b>	<b>0.97</b>

**2. SALES**

2.1

Segment	APRIL			YEAR-TO-DATE APRIL		
	2012	2011	Variance	2012	2011	Variance
PV (Passenger Vehicles)	41,436	45,335	0.91	164,273	187,880	0.87
CV (Commercial Vehicles)	6,300	5,601	1.12	22,007	21,488	1.02
<b>Total</b>	<b>47,736</b>	<b>50,936</b>	<b>0.94</b>	<b>186,280</b>	<b>209,368</b>	<b>0.89</b>

**3. Market Performance in April 2012**

Sales volume in April 2012 was 5,847 units or 10.9 % lower than the previous month.

- Rush for deliveries/invoicing by companies having financial year ending 31st March resulted in higher March 2012 sales.
- Although consumer sentiments remain stable, tightening of HP loan approvals process resulted in longer leadtime for completion of sales process and had caused some slowdown in new vehicle registrations.

**4. Outlook for May 2012**

- Sales volume for May is expected to improve due to introduction of new models.