

**MALAYSIAN AUTOMOTIVE ASSOCIATION**  
**PRESS RELEASE : 23 JANUARY 2018**  
**PRODUCTION & SALES FOR DECEMBER 2017**

**1. PRODUCTION**

1.1

Segment	DECEMBER			YEAR-TO-DATE DECEMBER		
	2017	2016	Variance	2017	2016	Variance
PV (Passenger Vehicles)	32,375	45,293	0.71	459,558	503,691	0.91
CV (Commercial Vehicles)	3,271	2,542	1.29	40,081	41,562	0.96
<b>Total</b>	<b>35,646</b>	<b>47,835</b>	<b>0.75</b>	<b>499,639</b>	<b>545,253</b>	<b>0.92</b>

**2. SALES**

2.1

Segment	DECEMBER			YEAR-TO-DATE DECEMBER		
	2017	2016	Variance	2017	2016	Variance
PV (Passenger Vehicles)	48,077	57,602	0.83	514,679	514,594	1.00
CV (Commercial Vehicles)	6,652	7,231	0.92	61,956	65,491	0.95
<b>Total</b>	<b>54,729</b>	<b>64,833</b>	<b>0.84</b>	<b>576,635</b>	<b>580,085</b>	<b>0.99</b>

**3 Market Performance in December 2017**

Sales volume in December 2017 was 11.3% or 5,545 units higher than November 2017.

- Aggressive year-end promotional campaigns by car companies and incentives to achieve year-end sales target.

Sales volume in December 2017 was 15.6% or 10,104 units lower than similar corresponding month in 2016.

- Impact of floods in certain states in Peninsular Malaysia
- Excessive offers already started much earlier in 2017 by car companies

**4 Outlook for January 2018**

Sales volume for January 2018 is expected to be lower than December 2017.

- Excessive year-end offers already given by car companies in December 2017 and most of the sales were concluded in December 2017.
- Stringent hire purchase loans approval process