

**MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 18 DECEMBER 2017
PRODUCTION & SALES FOR NOVEMBER 2017**

1. PRODUCTION

1.1

Segment	NOVEMBER			YEAR-TO-DATE NOVEMBER		
	2017	2016	Variance	2017	2016	Variance
PV (Passenger Vehicles)	38,212	53,880	0.71	427,183	458,398	0.93
CV (Commercial Vehicles)	4,146	3,489	1.19	36,810	39,020	0.94
Total	42,358	57,369	0.74	463,993	497,418	0.93

2. SALES

2.1

Segment	NOVEMBER			YEAR-TO-DATE NOVEMBER		
	2017	2016	Variance	2017	2016	Variance
PV (Passenger Vehicles)	43,152	43,560	0.99	466,603	456,992	1.02
CV (Commercial Vehicles)	6,032	5,535	1.09	55,304	58,260	0.95
Total	49,184	49,095	1.00	521,907	515,252	1.01

3 Market Performance in November 2017

Sales volume in November 2017 was 4.6 % or 2,143 units higher than October 2017.

- Year-end festive sales promotions

Sales volume in November 2017 was 0.2% or 89 units higher than similar corresponding month in 2016.

TIV for YTD November 2017 was 1.3% higher than similar corresponding period in 2016.

4 Outlook for December 2017

Sales volume for December 2017 is expected to be better than November 2017.

- Continuation of aggressive promotional campaigns by car companies