

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 16 JANUARY 2019
PRODUCTION & SALES FOR DECEMBER 2018

1. PRODUCTION

1.1

| Segment | DECEMBER | | | YEAR-TO-DATE DECEMBER | | |
|--------------------------|---------------|---------------|-------------|-----------------------|----------------|-------------|
| | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| PV (Passenger Vehicles) | 38,419 | 32,375 | 1.19 | 522,392 | 459,558 | 1.14 |
| CV (Commercial Vehicles) | 3,981 | 3,271 | 1.22 | 42,579 | 40,081 | 1.06 |
| Total | 42,400 | 35,646 | 1.19 | 564,971 | 499,639 | 1.13 |

2. SALES

2.1

| Segment | DECEMBER | | | YEAR-TO-DATE DECEMBER | | |
|--------------------------|---------------|---------------|-------------|-----------------------|----------------|-------------|
| | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| PV (Passenger Vehicles) | 42,426 | 48,067 | 0.88 | 533,202 | 514,675 | 1.04 |
| CV (Commercial Vehicles) | 5,762 | 6,652 | 0.87 | 65,512 | 61,950 | 1.06 |
| Total | 48,188 | 54,719 | 0.88 | 598,714 | 576,625 | 1.04 |

3 Market Performance in December 2018

Sales volume in December 2018 was 12% or 6,531 units lower than similar corresponding month in 2017.

Sales volume in December 2018 was 0.2% lower than November 2018

- Much of the demand was concluded during the three months GST tax holiday period
- Backlog of pricing approval from the authorities causing delay in launching of new models

TIV for YTD December 2018 was 4% higher than similar corresponding period in 2017.

4 Outlook for January 2019

Sales volume for January 2019 is expected to be lower than December 2018.

- Much of the demand was concluded during the three months GST tax holiday period
- Pricing approval for certain new models still pending from government authorities
- Consumers' sentiments remain cautious