

**MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 18 DECEMBER 2018
PRODUCTION & SALES FOR NOVEMBER 2018**

1. PRODUCTION

1.1

Segment	NOVEMBER			YEAR-TO-DATE NOVEMBER		
	2018	2017	Variance	2018	2017	Variance
PV (Passenger Vehicles)	47,114	38,212	1.23	483,973	427,183	1.13
CV (Commercial Vehicles)	3,190	4,146	0.77	38,598	36,810	1.05
Total	50,304	42,358	1.19	522,571	463,993	1.13

2. SALES

2.1

Segment	NOVEMBER			YEAR-TO-DATE NOVEMBER		
	2018	2017	Variance	2018	2017	Variance
PV (Passenger Vehicles)	43,364	43,155	1.00	490,776	466,608	1.05
CV (Commercial Vehicles)	4,918	6,032	0.82	59,750	55,298	1.08
Total	48,282	49,187	0.98	550,526	521,906	1.05

3 Market Performance in November 2018

Sales volume in November 2018 was 1.8 % or 905 units lower than similar corresponding month in 2017.

Sales volume in November 2018 was 2% higher than October 2018

- availability of stocks
- year-end promotional campaigns

TIV for YTD November 2018 was 5 % higher than similar corresponding period in 2017.

4 Outlook for December 2018

Sales volume for December 2018 is expected to be slightly higher than November 2018.

- Aggressive year-end promotional campaigns