

**MALAYSIAN AUTOMOTIVE ASSOCIATION  
PRESS RELEASE : 16 NOVEMBER 2018  
PRODUCTION & SALES FOR OCTOBER 2018**

**1. PRODUCTION**

1.1

| Segment                  | OCTOBER       |               |             | YEAR-TO-DATE OCTOBER |                |             |
|--------------------------|---------------|---------------|-------------|----------------------|----------------|-------------|
|                          | 2018          | 2017          | Variance    | 2018                 | 2017           | Variance    |
| PV (Passenger Vehicles)  | 47,554        | 36,632        | 1.30        | 436,859              | 388,971        | 1.12        |
| CV (Commercial Vehicles) | 4,215         | 3,832         | 1.10        | 35,408               | 32,664         | 1.08        |
| <b>Total</b>             | <b>51,769</b> | <b>40,464</b> | <b>1.28</b> | <b>472,267</b>       | <b>421,635</b> | <b>1.12</b> |

**2. SALES**

2.1

| Segment                  | OCTOBER       |               |             | YEAR-TO-DATE OCTOBER |                |             |
|--------------------------|---------------|---------------|-------------|----------------------|----------------|-------------|
|                          | 2018          | 2017          | Variance    | 2018                 | 2017           | Variance    |
| PV (Passenger Vehicles)  | 42,364        | 41,670        | 1.02        | 447,412              | 423,453        | 1.06        |
| CV (Commercial Vehicles) | 4,909         | 5,371         | 0.91        | 54,832               | 49,266         | 1.11        |
| <b>Total</b>             | <b>47,273</b> | <b>47,041</b> | <b>1.00</b> | <b>502,244</b>       | <b>472,719</b> | <b>1.06</b> |

**3 Market Performance in October 2018**

Sales volume in October 2018 was 0.5% or 232 units higher than similar corresponding month in 2017.

Sales volume in October 2018 was 51% higher than September 2018

- availability of stocks replacing the depleted post zero GST period

TIV for YTD October 2018 was 6% higher than similar corresponding period in 2017.

**4 Outlook for November 2018**

Sales volume for November 2018 is expected to be slightly better than October 2018.

- New model launches
- Aggressive year-end promotional campaigns