

**MALAYSIAN AUTOMOTIVE ASSOCIATION**

**PRESS CONFERENCE**

**21<sup>st</sup> JANUARY 2016**

**MARKET REVIEW FOR 2015**

**AND**

**OUTLOOK FOR 2016**

*EMBARGO:*

*Not for publication or broadcast before 11.30 am on Thursday, 21 January 2016*

## **NEW MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCE**

Datuk Datuk, Ladies and Gentlemen.

Good morning and welcome to the MAA annual press conference.

Thank you for your presence here this morning.

Today we will announce the 2015 sales and production performances of new motor vehicles in Malaysia.

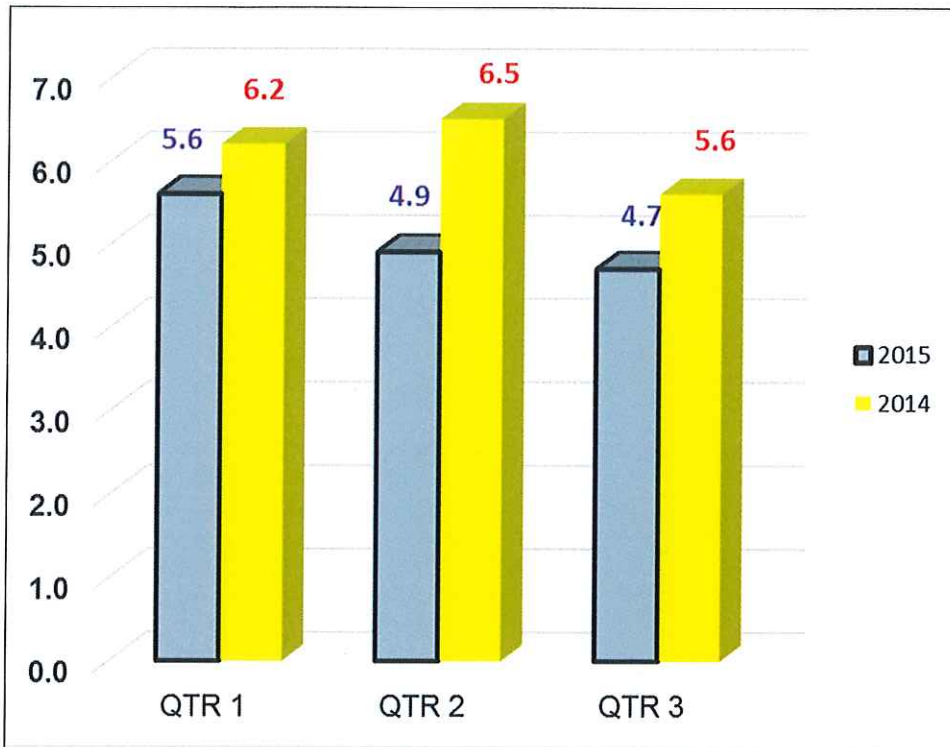
As we all know, 2015 had been a very challenging and volatile year. A number of issues have had a significant impact on the growth of our country's economy. The key ones were the slowdown in global economy particularly China, fall in prices of crude oil and commodities, and the weakening of the Malaysian Ringgit versus major world currencies especially the US Dollar.

Based on the latest available statistics, Malaysia's economy grew 4.7% in the third quarter of 2015, its slowest rate in over two years. Growth had been on a downtrend last year, having expanded by 5.6% in the first quarter and 4.9% in the second quarter of 2015. The authorities have yet to announce the fourth quarter 2015 GDP. Nonetheless the government is forecasting the full year GDP in the range of 4.5% to 5.5% for 2015.

Besides the weak external economic environment, the country was also facing several domestic issues which had dampened business confidence as well as overall consumers' sentiment. Among the issues were the challenges arising from the implementation of the Goods & Services Tax (GST), rising cost of living, and depreciating Ringgit versus the major foreign currencies particularly US Dollar.

In spite of the various issues and challenges, and in contrast to the expectation expressed by some analysts, the local automotive industry remained resilient and had performed relatively well in the year under review.

FIG 1: GDP 2015 vs 2014, by quarter



### TOTAL INDUSTRY VOLUME

The Total Industry Volume in 2015 expanded to 666,674 units, eclipsing the previous 2014 sales record of 666,487 units.

Compared to 2014, the registration of new motor vehicles for 2015 jumped 187 units or a growth of only 0.03%.

Despite such a small growth, it is nonetheless a new all-time high record achievement for the local automotive industry.

The TIV achieved in 2015 was the sixth consecutive year in a row that the local automotive industry had surpassed the 600,000 mark. The first time the TIV hit the 600,000 mark was in 2010 (see Chart 1 in the next page).

CHART 1: TIV TREND FROM 2009 TO 2015

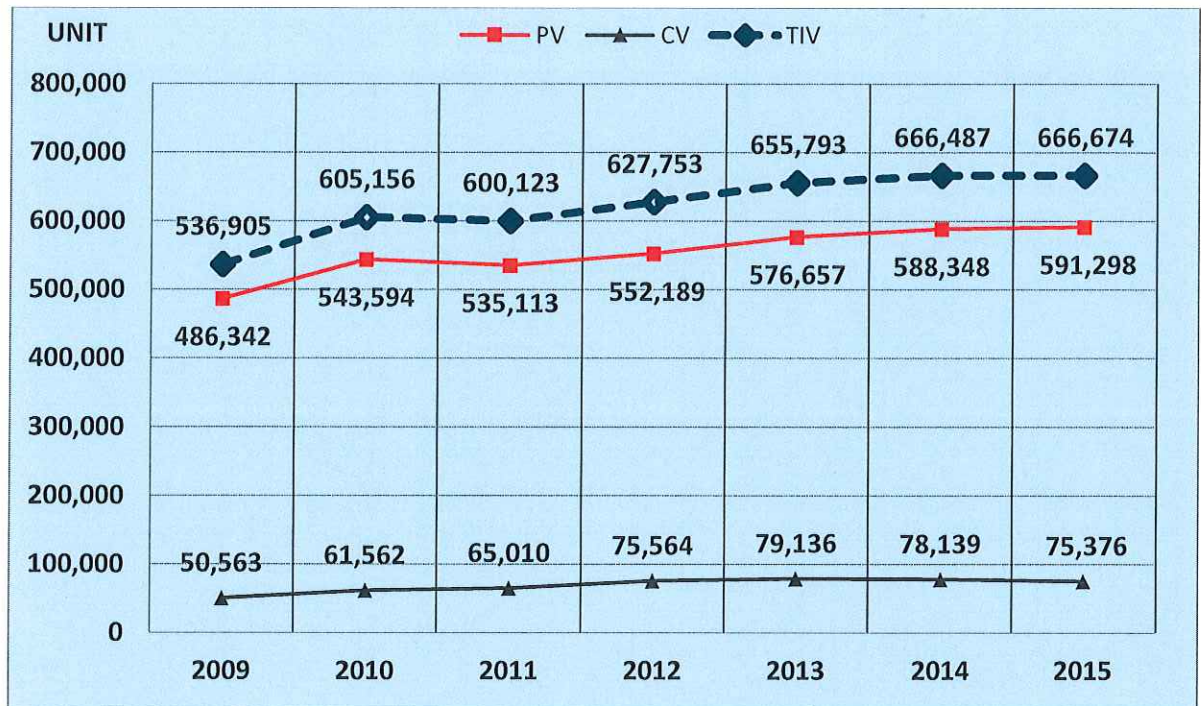


TABLE 1: TIV 2015 VERSUS 2014

Market segment	2015	2014	Variance	
			Units	%
Passenger vehicles	591,298	588,348	2,950	0.5
Commercial vehicles	75,376	78,139	(2,763)	(3.5)
Total vehicles	666,674	666,487	187	0.03

The total registration of new Passenger Vehicles in 2015 rose to 591,298 units from 588,348 units in 2014. This was an increase of 2,950 units or a mere 0.5% growth. While the total registration for Commercial Vehicles in 2015 declined by 3.5% (or 2,763 units) to 75,376 units.

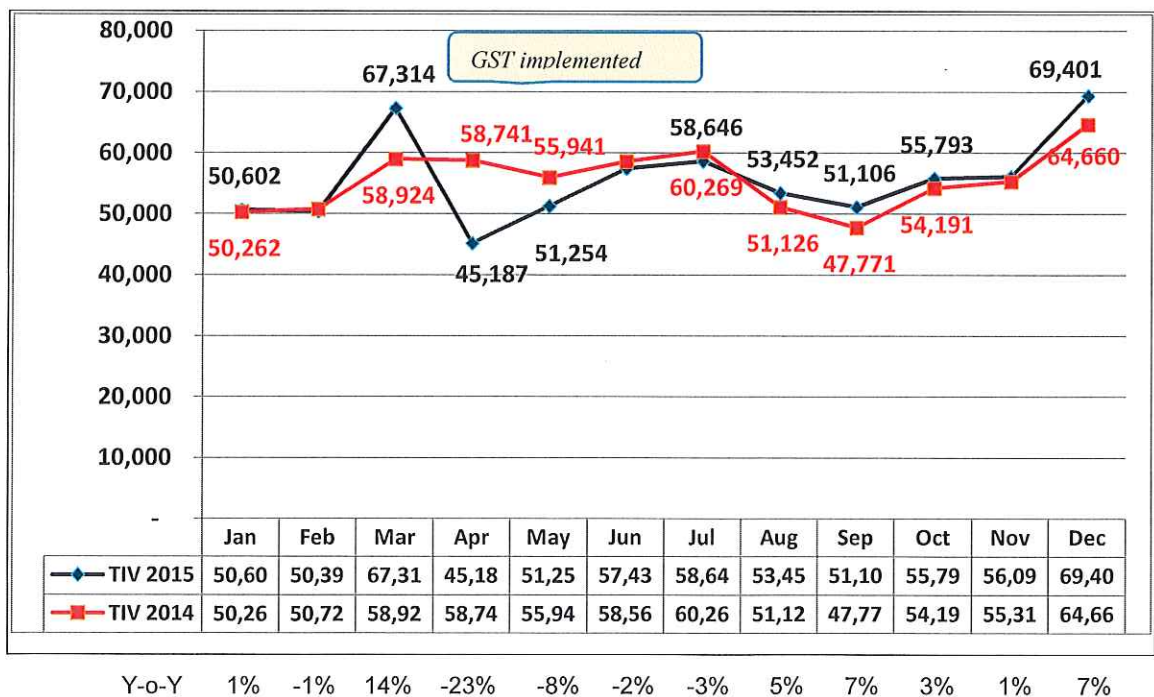
On a year-on-year (y-o-y) basis, the automotive market was generally flat during the first two month of 2015 compared to similar period in 2014 (see Chart 2). This was because of the uncertainties around Goods & Services Tax (GST) implementation.

In March 2015, there was a big increase in TIV due to consumers buying forward for fear of price increase with the implementation of GST from 1<sup>st</sup> April 2015. The y-o-y TIV in March 2015 jumped 14% to reach 67,314 units.

However, the TIV for the month of April to July in 2015 was consistently lower than similar corresponding period in 2014. This could be attributed mainly to uncertainties among businesses due to unfavourable foreign exchange rates, cautious economic outlook and consumers adjusting to the post GST environment.

Following aggressive efforts made by MAA members to overcome the downturn, the market started to turn around from August 2015. As you can see in Chart 2, based on y-o-y the TIV for August 2015 went up by 5% compared with August 2014. From then onwards, the monthly TIV was consistently higher in 2015.

CHART 2: TIV TREND 2015 VERSUS 2014, BY MONTH

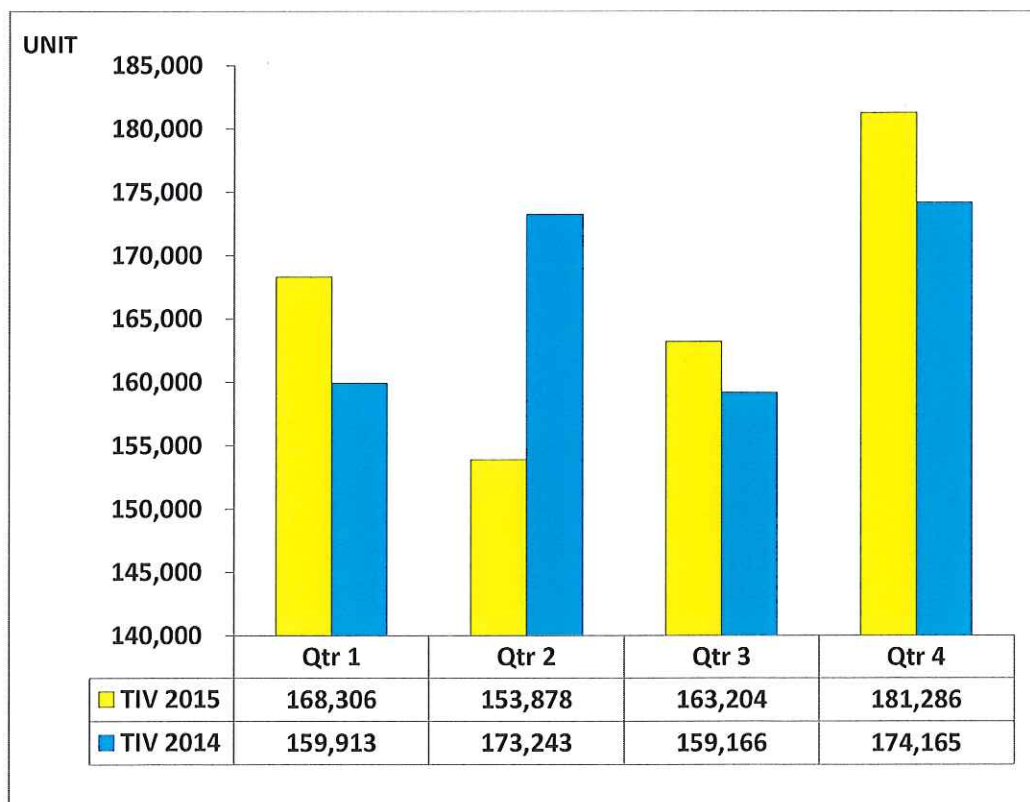


On a quarterly basis (see Fig 2), the TIV for the first quarter of 2015 was much higher than the first quarter of 2014. However the second quarter 2015 TIV declined because of subdued business optimism and moderation in consumers' spending in view of economic uncertainties and rising cost of living.

The TIV during the third quarter and fourth quarter of 2015 rebounded by 6.1% and 11.1% respectively. The fourth quarter 2015 TIV was the highest quarterly TIV achieved with 181,286 units. This can be attributed to the strong performance in the month of December 2015 where the monthly TIV hit 69,401 units, driven mainly by very attractive offers, rebates and incentives given by car companies.

The TIV for December 2015 was 23.7% or 13,309 units higher than November 2015. It was by far the highest monthly TIV achieved in the history of the industry.

FIG. 2: TIV 2015 VERSUS 2014, BY QUARTERS



The relatively good performance in 2015 could be attributed to following factors:

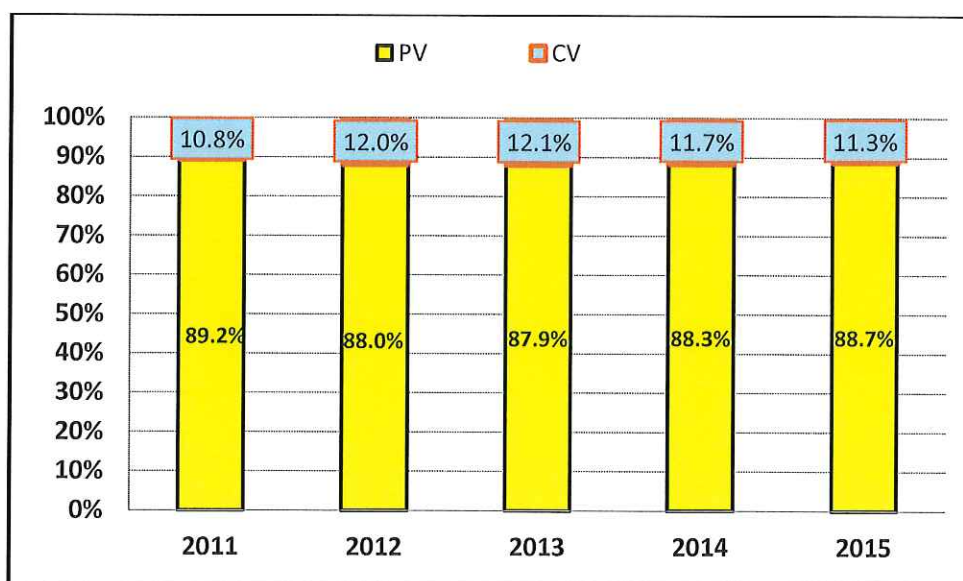
- A fairly stable economy and employment market.
- The upward trend especially in fourth quarter 2015 where TIV had increased 11.1% over the third quarter 2015, following the normalization of vehicle sales after the implementation of GST.
- Very aggressive sales campaigns by car companies especially towards the last few months of the year.
- Introduction of several new models with latest additional specifications, design styles and at very competitive prices.
- Attractive offers and schemes for car buyers.

### **SEGMENT PERFORMANCE**

Chart 3 shows the market share of Passenger Vehicles (PV) versus Commercial Vehicles (CV) out of the Total Industry Volume (TIV) from 2011 to 2015.

The share of PV to the total market of new motor vehicles in 2015 increased slightly to 88.7% in 2015 from 88.3% in 2014. While the CV category accounted for 11.3% of the TIV.

CHART 3: PV VERSUS CV SHARE OF MARKET, 2011-2015



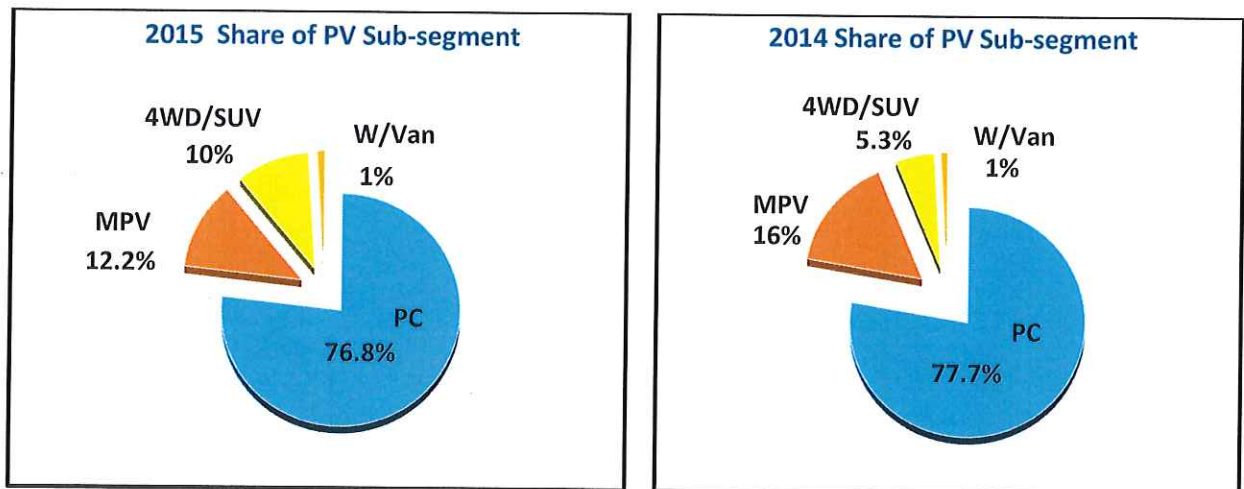
## PASSENGER VEHICLES

The total registration of new Passenger Vehicles in 2015 was 591,298 units. This was 2,950 units or 0.5% higher when compared to 2014.

Within the Passenger Vehicles category, Passenger Cars continued to form the biggest segment in 2015 with 76.8% share. This was followed by MPVs with a share of 12.2%, 4WD/SUVs (10%) and Window Vans (1%).

The share of MPVs had decreased from 16% in 2014 to 12.2% in 2015. While the 4WD/SUVs share increased from 5.3% in 2014 to 10% in 2015 due the increasing popularity of these vehicles.

CHART 4: SHARE OF PASSENGER VEHICLES IN 2015 AND 2014,  
BY SUB-SEGMENT



As shown in Table 2 (in the following page), only 4WD/SUVs and Window Vans sub-segments registered higher sales in 2015 compared with 2014.

In terms of units, the 4WD/SUVs sub-segment achieved the highest increase with 27,724 units in 2015. This was followed by Window Vans sub-segment which achieved an increase of 497 units to reach 6,198 units in 2015 compared to 5,701 units in 2014. While the Passenger Cars and MPV sub-segments showed a decline in sales in 2015.



TABLE 2: 2015/2014 PASSENGER VEHICLES  
SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2015	2014	VARIANCE	
			UNITS	%
Passenger car	454,078	457,065	(2,987)	(0.7)
MPV	72,119	94,403	(22,284)	(23.6)
4x4 / SUV	58,903	31,179	27,724	88.9
Window van	6,198	5,701	497	8.7
Total Passenger Vehicles	591,298	588,348	2,950	0.5

### **COMMERCIAL VEHICLES**

A total of 75,376 units of new commercial vehicles were registered in 2015 compared to 78,139 units in 2014. This was a decrease of 2,763 units or 3.5%.

The decline in CV sales in 2015 can be attributed mainly to the slowdown in our economy, and companies cut back on capital expenditures.

Except for Pick-up, all sub-segments of the Commercial Vehicles category registered lower sales in 2014. The Pick-up sub-segment recorded an increase of 1,507 units in 2015. While the other sub-segments recorded a drop in sales.

Pick-up sub-segment continued to form the biggest sub-segment in 2015 with a share of 73.1% (see Chart 5 in the following page). The next biggest sub-segment was Trucks with 20.5%, followed by Panel vans (3.5%), Prime movers (2%) and Buses (1%).

CHART 5: SHARE OF COMMERCIAL VEHICLES IN 2015 AND 2014,  
BY SUB-SEGMENT

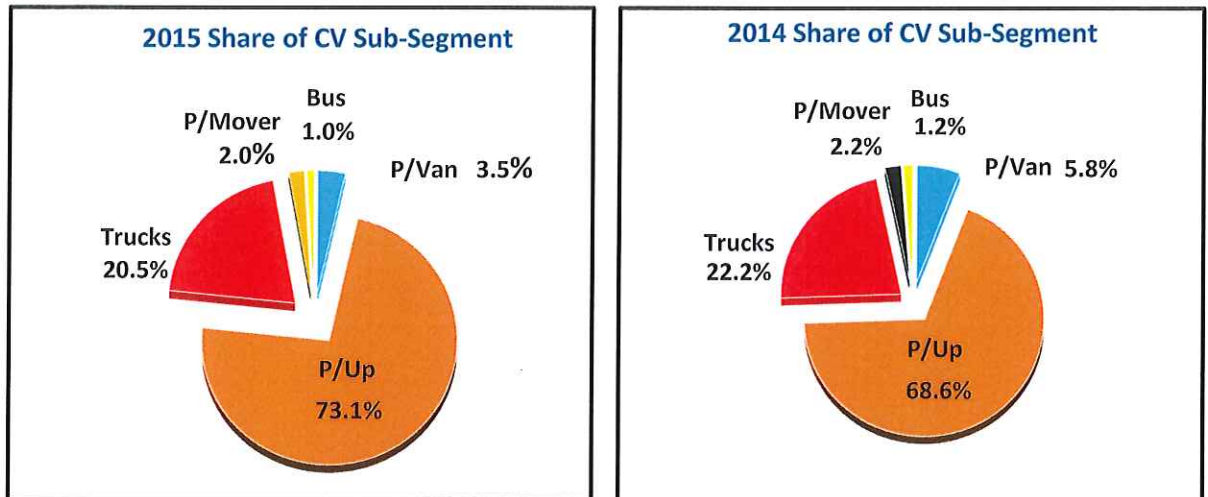


TABLE 3: 2015/2014 COMMERCIAL VEHICLES –  
SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2015	2014	VARIANCE	
			UNITS	%
Panel van	2,630	4,555	(1,925)	(42.3)
Pick-up	55,115	53,608	1,507	2.8
Truck	15,433	17,333	(1,900)	(11.0)
Prime mover	1,479	1,686	(207)	(12.3)
Bus	719	957	(238)	(24.9)
Total commercial vehicles	75,376	78,139	(2,763)	(3.5)

## **TOTAL PRODUCTION VOLUME**

Production of new vehicles in year 2015 increased 18,246 units or 3.1% to reach a total of 614,664 units compared to 596,418 units in 2014. This was an all-time high and also the second time in the history of the automotive industry that the Total Production Volume had exceeded the 600,000 mark.

The first time the Total Production Volume had exceeded the 600,000 mark was in 2013 where 601,407 units were produced.

This increase in production volume was in tandem with the modest growth in the TIV 2015.

TABLE 4: TOTAL PRODUCTION VOLUME IN 2015 AND 2014

SEGMENT	2015	2014	VARIANCE	
			UNITS	%
Passenger vehicles	563,883	545,122	18,761	3.4
Commercial vehicles	50,781	51,296	(515)	(1.0)
Total vehicles	614,664	596,418	18,246	3.1

## **PASSENGER VEHICLES**

Production of new Passenger Vehicles for year 2015 recorded an increase of 18,761 units or 3.4% to reach a total of 563,883 units as compared to 545,122 units in 2014.

The increase was contributed by the Passenger cars and 4WD/SUVs sub-segments which recorded an increase of 14,626 units and 25,295 units respectively.

While the Window vans and MPVs recorded lower production in 2015 compared with 2014.

TABLE 5: 2015/2014 PASSENGER VEHICLES PRODUCTION  
SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2015	2014	VARIANCE	
			UNITS	%
Passenger car	441,828	427,202	14,626	3.4
MPV	62,874	82,779	(19,905)	(24.0)
4x4 / SUV	53,622	28,327	25,295	89.3
Window van	5,559	6,814	(1,255)	(18.4)
Total Passenger Vehicles	563,883	545,122	18,761	3.4

**COMMERCIAL VEHICLES**

Production of new Commercial Vehicles for 2015 declined 1.0% to 50,781 units compared to 51,296 units in 2014.

Except for Pick-up, all sub-segments of the Commercial Vehicle category recorded lower production in 2015 compared with 2014.

TABLE 6: 2015/2014 COMMERCIAL VEHICLES PRODUCTION  
SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2015	2014	VARIANCE	
			UNITS	%
Panel van	1,521	1,829	(308)	(16.8)
Pick-up	33,444	28,133	5,311	18.9
Truck	14,559	19,110	(4,551)	(23.8)
Prime mover	740	1,489	(749)	(50.3)
Bus	517	735	(218)	(29.7)
Total Commercial Vehicles	50,781	51,296	(515)	(1.0)

## **OUTLOOK OF THE AUTOMOTIVE MARKET FOR 2016**

We have taken the following economic and environmental factors into account in our forecast for the Total Industry Volume in 2016:-

- (1) The global economy growth is expected to remain subdued. Uncertainties over declining crude oil prices and China's growth momentum continue to affect sentiment.
- (2) The Malaysian economy is projected to expand in the region of 4 to 5% in 2016, which will be slightly lower than 2015. Domestic demand would continue as key driver for economic growth.
- (3) The persistent weak Ringgit will continue to affect business confidence and consumer sentiment.
- (4) The tightening of lending guidelines including for hire purchase loans by the authorities in order to rein in household debts.
- (5) Moderation in consumers' spending in light of economic uncertainties and inflationary pressure.
- (6) Rising cost of living will impact consumers' disposal income which in turn will affect loan application especially buyers in the lower-income group.
- (7) Multiplier effect of certain large infrastructure projects like improvement of public transport and highways, and mega construction projects may give a boost to the economy and help to create demand for new vehicles.
- (8) Introduction of new models with latest additional specifications, design styles and at very competitive prices can assist to sustain buying interest.
- (9) Continuation of aggressive promotional campaigns by car companies to maintain market share.

In view of the above, we foresee 2016 will be another challenging year. Our industry forecast for 2016 is shown in Table 7 (in the following page):-

TABLE 7: TOTAL INDUSTRY VOLUME 2016 VERSUS 2015

MARKET SEGMENT	2016 (FORECAST)	2015 (ACTUAL)	VARIANCE	
			UNITS	%
Passenger vehicles	575,250	591,298	(16,048)	(2.7)
Commercial vehicles	74,750	75,376	(626)	(0.8)
Total vehicles	650,000	666,674	(16,674)	(2.5)

Our next four years' indicative forecast of the TIV for 2017 up to 2020 is shown in Table 8 below: -

TABLE 8: TOTAL INDUSTRY VOLUME FORECAST FOR 2017 TO 2020

YEAR	2017	2018	2019	2020
Passenger vehicles	593,500	608,200	622,000	635,444
Commercial vehicles	76,000	78,000	80,000	82,000
Total industry volume	669,500	686,200	702,000	717,444
Growth	3.0%	2.5%	2.3%	2.2%

Finally, to our Chinese friends who would be celebrating Chinese New Year next month, I would like to take this opportunity to wish you "Gong Xi Fa Cai" and hope the year of the Monkey would bring success, happiness, prosperity and good health to everyone.

I would now like to invite questions from the members of the press. Thank you



Datuk Aishah Ahmad

President, Malaysian Automotive Association

**MALAYSIAN AUTOMOTIVE ASSOCIATION  
PRESS RELEASE : 21 JANUARY 2016  
PRODUCTION & SALES FOR JANUARY-DECEMBER 2015**

**1. PRODUCTION**

Segment	YEAR-TO-DATE DECEMBER			
	2015	2014	Variance	
			UNITS	%
<b>Total Industry Production (TIP)</b>	<b>614,664</b>	<b>596,418</b>	<b>18,246</b>	<b>3.1</b>
<b>PV (Passenger Vehicles)</b>	<b>563,883</b>	<b>545,122</b>	<b>18,761</b>	<b>3.4</b>
PC (Passenger Cars)	441,828	427,202	14,626	3.4
WV (Window Vans)	5,559	6,814	(1,255)	(18.4)
MPV (Multi-Purpose Vehicles)	62,874	82,779	(19,905)	(24.0)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	53,622	28,327	25,295	89.3
<b>CV (Commercial Vehicles)</b>	<b>50,781</b>	<b>51,296</b>	<b>(515)</b>	<b>(1.0)</b>
PV (Panel Vans)	1,521	1,829	(308)	(16.8)
PU (Pick Ups)	33,444	28,133	5,311	18.9
Trucks	14,559	19,110	(4,551)	(23.8)
PM (Prime Movers)	740	1,489	(749)	(50.3)
Bus	517	735	(218)	(29.7)

**2. SALES**

Segment	YEAR-TO-DATE DECEMBER			
	2015	2014	Variance	
			UNITS	%
<b>Total Industry Volume (TIV)</b>	<b>666,674</b>	<b>666,487</b>	<b>187</b>	<b>0.03</b>
<b>PV (Passenger Vehicles)</b>	<b>591,298</b>	<b>588,348</b>	<b>2,950</b>	<b>0.5</b>
PC (Passenger Cars)	454,078	457,065	(2,987)	(0.7)
WV (Window Vans)	6,198	5,701	497	8.7
MPV (Multi-Purpose Vehicles)	72,119	94,403	(22,284)	(23.6)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	58,903	31,179	27,724	88.9
<b>CV (Commercial Vehicles)</b>	<b>75,376</b>	<b>78,139</b>	<b>(2,763)</b>	<b>(3.5)</b>
PV (Panel Vans)	2,630	4,555	(1,925)	(42.3)
PU (Pick Ups)	55,115	53,608	1,507	2.8
Trucks	15,433	17,333	(1,900)	(11.0)
PM (Prime Movers)	1,479	1,686	(207)	(12.3)
Bus	719	957	(238)	(24.9)

(Table 2)

TOTAL MALAYSIA

PRESS CONFERENCE  
21-January-2016

## JANUARY - DECEMBER 2015 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PV	SHARE	CV	SHARE
1	Perodua	213,307	32.0%	213,307	36.1%		
2	Proton	102,175	15.3%	102,175	17.3%		
3	Honda	94,902	14.2%	94,902	16.0%		
4	Toyota	93,760	14.1%	65,295	11.0%	28,465	37.8%
5	Nissan	47,235	7.1%	41,941	7.1%	5,294	7.0%
6	Mazda	14,325	2.1%	13,409	2.3%	916	1.2%
7	Isuzu	12,655	1.9%	431	0.1%	12,224	16.2%
8	Ford	12,130	1.8%	2,866	0.5%	9,264	12.3%
9	Mitsubishi	11,076	1.7%	5,398	0.9%	5,678	7.5%
10	Mercedes	11,034	1.7%	10,859	1.8%	175	0.2%
11	BMW	7,515	1.1%	7,515	1.3%		
12	Volkswagen	6,405	1.0%	6,405	1.1%		
13	Hyundai-Inokom	6,286	0.9%	5,791	1.0%	495	0.7%
14	Hino	4,929	0.7%			4,929	6.5%
15	Kia	4,674	0.7%	4,674	0.8%		
16	Suzuki	3,351	0.5%	3,351	0.6%		
17	Peugeot	2,986	0.4%	2,986	0.5%		
18	Subaru	2,539	0.4%	2,539	0.4%		
19	Mitsubishi Fuso	2,430	0.4%			2,430	3.2%
20	Lexus	2,101	0.3%	2,101	0.4%		
21	Audi	1,592	0.2%	1,592	0.3%		
22	UD Trucks	1,037	0.2%			1,037	1.4%
23	Volvo	975	0.1%	619	0.1%	356	0.5%
24	Daihatsu	967	0.1%			967	1.3%
25	Chevrolet	952	0.1%	347	0.1%	605	0.8%
26	MINI	756	0.1%	756	0.1%		
27	Land Rover	659	0.1%	525	0.1%	134	0.2%
28	Porsche	567	0.1%	567	0.1%		
29	Chana	529	0.1%			529	0.7%
30	Scania	493	0.1%			493	0.7%
31	Renault	474	0.1%	472	0.1%	2	0.0%
32	CAMC	396	0.1%			396	0.5%
33	Chery	296	0.0%	259	0.0%	37	0.0%
34	Man	221	0.0%			221	0.3%
35	Auman	163	0.0%			163	0.2%
36	JAC	147	0.0%			147	0.2%
37	Sinotruk	134	0.0%			134	0.2%
38	Bison	111	0.0%			111	0.1%
39	Ssangyong	109	0.0%	107	0.0%	2	0.0%
40	Jaguar	90	0.0%	90	0.0%		
41	JBC	55	0.0%			55	0.1%
42	Yutong	44	0.0%			44	0.1%
43	Bei Ben	36	0.0%			36	0.0%
44	Grand Tiger	21	0.0%			21	0.0%
45	BAW	17	0.0%	17	0.0%		
46	TATA	16	0.0%			16	0.0%
47	Naza	2	0.0%	2	0.0%		
	<b>Total</b>	<b>666,674</b>	<b>100.0%</b>	<b>591,298</b>	<b>100.0%</b>	<b>75,376</b>	<b>100.0%</b>



**MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2015/2014 REGISTRATION  
TOTAL MALAYSIA  
ANALYSIS-BY MAKES & SEGMENT**

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2015	Jan-Dec 2014	Jan-Dec 2015	Jan-Dec 2014	Jan-Dec 2015	Jan-Dec 2014
<b>PASSENGER VEHICLES</b>						
Perodua	213,307	195,579	36.1%	33.2%	1	1
Proton	102,175	115,783	17.3%	15.7%	2	2
Honda	94,902	77,495	16.0%	13.2%	3	4
Toyota	65,295	73,693	11.0%	12.5%	4	3
Nissan	41,941	39,532	7.1%	6.8%	5	5
Mazda	13,409	9,865	2.3%	1.7%	6	8
Mercedes	10,859	6,950	1.8%	1.2%	7	12
BMW	7,515	7,808	1.3%	1.3%	8	10
Volkswagen	6,405	8,916	1.1%	1.5%	9	6
Hyundai/Inokom	5,791	9,692	1.0%	1.6%	10	7
Mitsubishi	5,398	8,323	0.9%	1.4%	11	13
Kia	4,874	9,926	0.8%	1.7%	12	9
Suzuki	3,351	4,273	0.6%	0.9%	13	14
Peugeot	2,896	5,498	0.5%	0.9%	14	11
Ford	2,866	5,359	0.5%	0.9%	15	15
Subaru	2,539	1,644	0.4%	0.3%	16	18
Lexus	2,101	1,601	0.4%	0.3%	17	19
Audi	1,592	1,630	0.3%	0.3%	18	17
MINI	756	655	0.1%	0.1%	19	24
Volvo	619	788	0.1%	0.1%	20	24
Porsche	567	349	0.1%	0.1%	21	27
Land Rover	525	789	0.1%	0.1%	22	25
Renault	472	228	0.1%	0.1%	23	20
Isuzu	431	0	0.1%	0.0%	24	27
Chevrolet	347	966	0.1%	0.2%	25	32
Chery	259	345	0.0%	0.1%	26	21
Ssangyong	107	193	0.0%	0.0%	27	22
Jaguar	90	36	0.0%	0.0%	28	26
BAW	17	15	0.0%	0.0%	29	31
Naza	2	12	0.0%	0.0%	30	16
GWM	0	4	0.0%	0.0%	31	29
<b>TOTAL</b>	<b>591,298</b>	<b>588,348</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>COMMERCIAL VEHICLES</b>						
Toyota	28,465	28,242	37.8%	36.3%	1	1
Isuzu	12,224	12,366	16.2%	15.8%	2	2
Ford	9,264	8,579	12.3%	11.0%	3	3
Mitsubishi	5,678	5,999	7.5%	7.7%	4	4
Nissan	5,294	6,420	7.0%	8.2%	5	4
Hino	4,929	6,380	6.5%	8.2%	6	5
Mitsubishi Fuso	2,430	2,288	3.2%	2.9%	7	7
UD Trucks	1,037	0	1.4%	0.0%	8	31
Daihatsu	967	1,207	1.3%	1.5%	9	9
Mazda	916	1,517	1.2%	1.9%	10	8
Chevrolet	605	826	0.8%	0.7%	11	10
Chana	529	341	0.7%	0.4%	12	15
Hyundai/Inokom	485	579	0.7%	0.7%	13	12
Scania	483	712	0.7%	0.9%	14	11
CAVC	396	558	0.5%	0.7%	15	13
Volvo	356	423	0.5%	0.5%	16	14
Man	221	130	0.3%	0.2%	17	20
Mercedes	175	181	0.2%	0.2%	18	19
Auman	163	128	0.2%	0.2%	19	21
JAC	147	280	0.2%	0.4%	20	17
Land Rover	134	55	0.2%	0.1%	21	24
Shinruk	134	282	0.2%	0.4%	22	16
Bison	111	211	0.1%	0.3%	23	18
JBC	55	68	0.1%	0.1%	24	22
Yutong	44	41	0.1%	0.1%	25	26
Chery	37	5	0.0%	0.0%	26	30
Bei Ben	36	49	0.0%	0.0%	27	25
Grand Tiger	21	26	0.0%	0.0%	28	31
Tata	16	0	0.0%	0.0%	29	28
Renault	2	31	0.0%	0.0%	30	27
Ssangyong	2	14	0.0%	0.0%	31	29
GWM	0	81	0.0%	0.1%	32	23
<b>TOTAL</b>	<b>75,376</b>	<b>78,139</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

**PRESS CONFERENCE  
21-January-2016**

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2015	Jan-Dec 2014	Jan-Dec 2015	Jan-Dec 2014	Jan-Dec 2015	Jan-Dec 2014
<b>TOTAL VEHICLES</b>						
Perodua	213,307	195,579	32.0%	29.3%	1	1
Proton	102,175	115,783	15.3%	17.4%	2	2
Honda	94,902	77,495	14.2%	11.6%	3	4
Toyota	65,295	73,693	10.2%	15.3%	4	3
Nissan	41,941	39,532	7.1%	7.0%	5	5
Mazda	13,409	9,865	2.1%	1.7%	6	8
Mercedes	10,859	6,950	1.8%	1.9%	7	9
BMW	7,515	7,808	1.3%	2.1%	8	6
Volkswagen	6,405	8,916	1.1%	1.1%	9	10
Hyundai/Inokom	5,791	9,692	1.0%	1.3%	10	13
Mitsubishi	5,398	8,323	0.9%	1.5%	11	12
Kia	4,874	9,926	0.7%	1.0%	12	14
Suzuki	3,351	4,273	0.7%	0.8%	13	15
Peugeot	2,896	5,498	0.5%	0.8%	14	16
Subaru	2,539	1,644	0.4%	0.8%	15	17
Lexus	2,101	1,601	0.4%	0.3%	16	18
Audi	1,592	1,630	0.3%	0.2%	17	20
MINI	756	655	0.2%	0.2%	18	22
Volvo	619	788	0.2%	0.2%	19	21
Porsche	567	349	0.2%	0.2%	20	24
Land Rover	525	789	0.2%	0.3%	21	23
Renault	472	228	0.2%	0.2%	22	22
Isuzu	431	0	0.2%	0.2%	23	21
Chevrolet	347	966	0.1%	0.2%	24	23
Chery	259	345	0.1%	0.1%	25	25
Ssangyong	107	193	0.1%	0.1%	26	19
Jaguar	90	36	0.1%	0.1%	27	26
BAW	17	15	0.1%	0.1%	28	28
Naza	2	12	0.1%	0.1%	29	30
GWM	0	4	0.0%	0.0%	30	26
Chery	296	350	0.1%	0.1%	31	34
Man	221	130	0.0%	0.0%	32	28
Auman	163	128	0.0%	0.0%	33	29
JAC	147	280	0.0%	0.0%	34	37
Shinruk	134	282	0.0%	0.0%	35	38
Bison	111	211	0.0%	0.0%	36	32
Ssangyong	109	207	0.0%	0.0%	37	35
Jaguar	90	36	0.0%	0.0%	38	36
JBC	55	68	0.0%	0.0%	39	39
Yutong	44	41	0.0%	0.0%	40	43
Bei Ben	36	49	0.0%	0.0%	41	39
Grand Tiger	21	26	0.0%	0.0%	42	42
BAW	17	15	0.0%	0.0%	43	41
Tata	16	0	0.0%	0.0%	44	44
Naza	2	12	0.0%	0.0%	45	45
GWM	0	85	0.0%	0.0%	46	47
<b>TOTAL</b>	<b>666,674</b>	<b>666,487</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>