

MALAYSIAN AUTOMOTIVE ASSOCIATION

MARKET REVIEW FOR 2011

AND

OUTLOOK FOR 2012

(REVISED VERSION: 19 JANUARY 2012)

2011 NEW MOTOR VEHICLE SALES AND PRODUCTION PERFORMANCE

TOTAL INDUSTRY VOLUME

THE TOTAL INDUSTRY VOLUME (TIV) OF NEW MOTOR VEHICLES REGISTERED IN MALAYSIA FOR YEAR 2011 REACHED 600,123 UNITS AGAINST 605,156 UNITS REGISTERED IN 2010. THIS WAS A DECLINE OF ONLY 5,033 UNITS OR 0.8% OVER 2010.

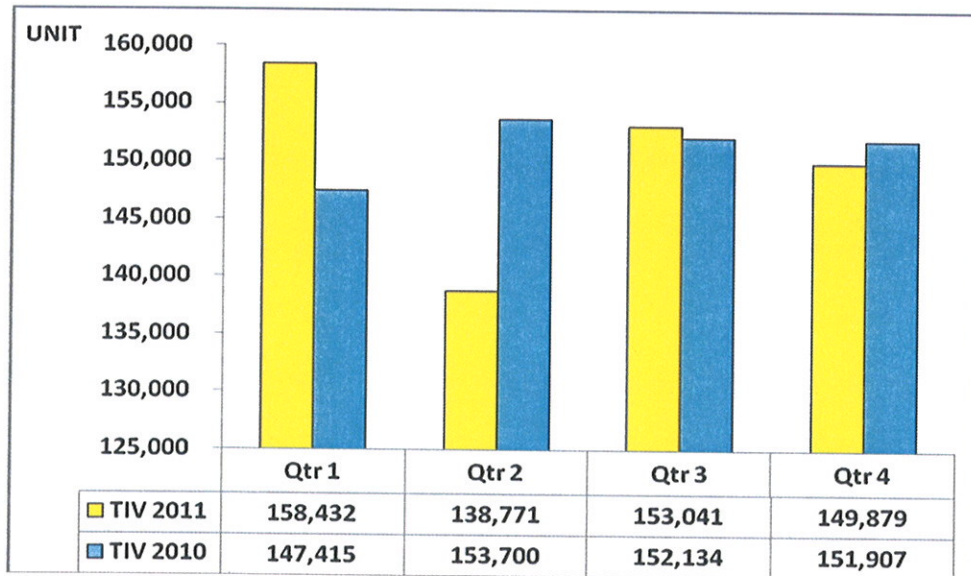
TABLE 1: TIV 2011 VERSUS 2010

	2011	2010	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	535,113	543,594	(8,481)	(1.6)
COMMERCIAL VEHICLES	65,010	61,562	3448	5.6
TOTAL VEHICLES	600,123	605,156	(5,033)	(0.8)

TIV ACHIEVEMENT IN 2011 FELL BELOW OUR ORIGINAL PROJECTION OF 618,000 UNITS AND EVEN THAT OF OUR REVISED MID-YEAR FORECAST OF 608,000 UNITS WHICH WAS ANNOUNCED IN JULY 2011. THE REVISED TIV FORECAST 2011 WAS DECIDED IN THE LIGHT OF THE DISRUPTION IN THE AUTOMOTIVE SUPPLY CHAIN FOLLOWING THE EARTHQUAKE AND TSUNAMI DISASTERS WHICH HIT JAPAN IN MARCH 2011. THE MID-YEAR REVISED FORECAST HOWEVER DID NOT TAKE INTO ACCOUNT THE AUTOMOTIVE SUPPLY CHAIN BEING HIT AGAIN BY THE MASSIVE FLOODS IN THAILAND IN OCTOBER 2011.

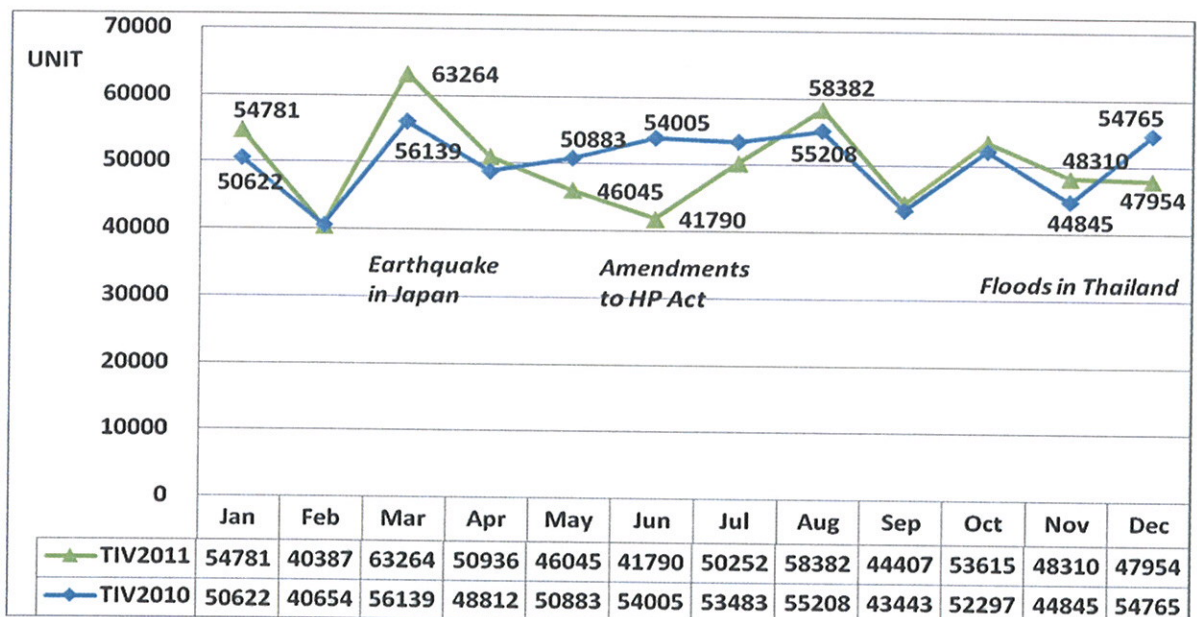
AS A RESULT OF THE TWO NATURAL DISASTERS, THE SALES OF NEW MOTOR VEHICLES WERE MUCH LOWER DURING THE SECOND AND FOURTH QUARTER OF 2011 COMPARED WITH SIMILAR CORRESPONDING PERIODS IN 2010.

FIG. 1: TIV 2011 & 2010 BY QUARTER



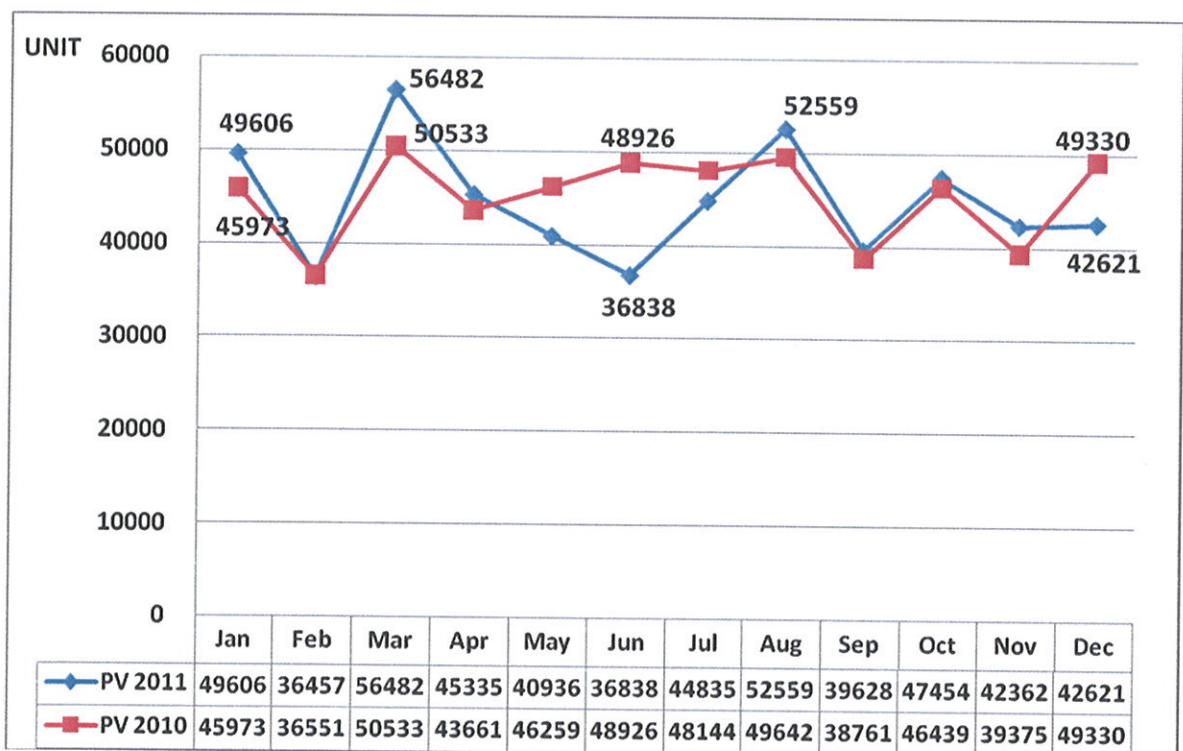
ON A MONTHLY BASIS, SALES IN JANUARY AND MARCH 2011 WERE HIGHER THAN THE CORRESPONDING MONTHS IN 2010. HOWEVER THIS EXPANSIONARY TREND WAS INTERRUPTED IN APRIL AND AGAIN IN NOVEMBER 2011 DUE TO THE TWO NATURAL DISASTERS MENTIONED EARLIER. IN ADDITION THE AMENDMENTS TO THE HIRE-PURCHASE ACT 1967 HAD ALSO CAUSED SOME SLOWDOWN IN NEW VEHICLE REGISTRATIONS IN JUNE 2011.

CHART 1: MONTHLY TIV PERFORMANCE IN 2011 VS 2010



WITH REGARD TO THE PERFORMANCES OF THE PASSENGER VEHICLES SEGMENT, IT STARTED OFF THE YEAR WITH AN IMPRESSIVE EXPANSION OF 8% AND 12% IN THE MONTH JANUARY AND MARCH 2011 RESPECTIVELY. THIS WAS DUE TO THE RUSH FOR DELIVERIES FOR THE CHINESE NEW YEAR FESTIVAL AND THE OVERALL FAVOURABLE MARKET CONDITIONS THEN. FOLLOWING THE DISRUPTION IN THE AUTOMOTIVE SUPPLY CHAIN IN MARCH 2011, THE SALES OF NEW PASSENGER VEHICLES DECLINED IN APRIL TO JUNE. SALES ONLY STARTED TO RECOVER FROM JULY 2011 ONWARDS. HOWEVER THE SALES OF NEW PASSENGER VEHICLES DECLINED IN NOVEMBER AND DECEMBER. THIS TIME IT WAS DUE TO THE MASSIVE FLOODS IN THAILAND WHICH DISRUPTED AGAIN THE AUTOMOTIVE SUPPLY CHAIN.

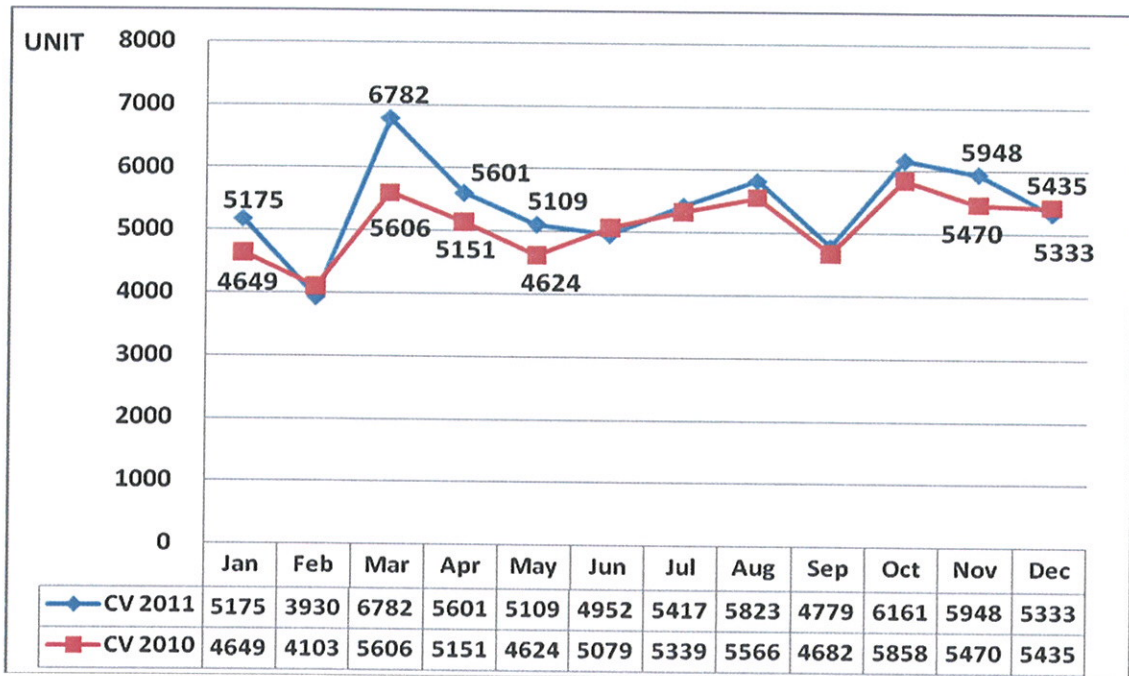
CHART 2: PASSENGER VEHICLE TREND BY MONTHS IN 2011 & 2010



THE COMMERCIAL VEHICLES SEGMENT PERFORMED WELL ALTHOUGH ITS GROWTH RATE WAS NOT AS HIGH AS LAST YEAR'S ACHIEVEMENT. THE TOTAL REGISTRATION FOR COMMERCIAL VEHICLES INCREASED BY 5.6% IN 2011 COMPARED TO 21.8% IN 2010.

EXCEPT FOR FEBRUARY, JUNE AND DECEMBER, THE SALES OF NEW COMMERCIAL VEHICLES WERE CONSISTENTLY HIGHER IN 2011 COMPARED TO 2010.

CHART 3: COMMERCIAL VEHICLE TREND BY MONTHS IN 2011 & 2010



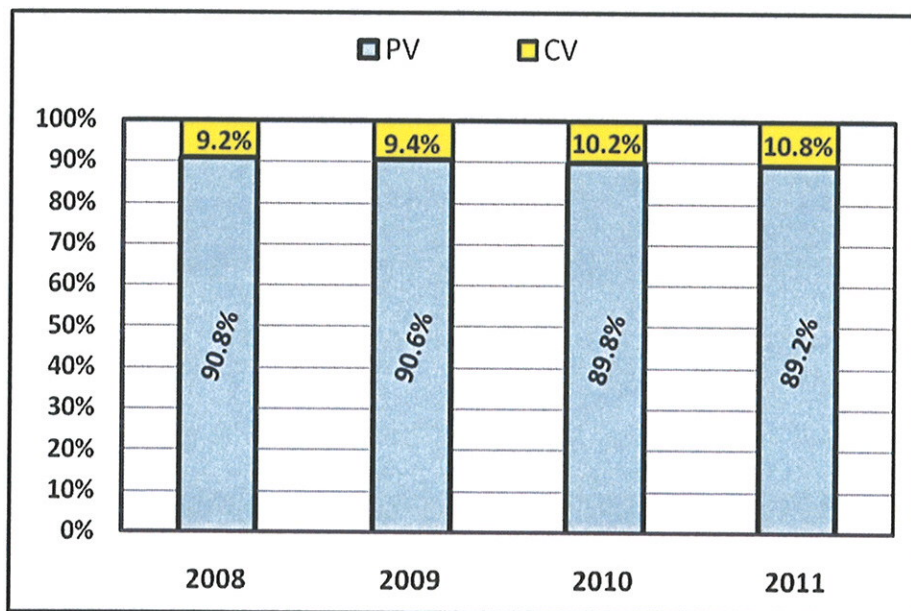
THE SLIGHTLY FLAT PERFORMANCE OF THE TIV IN 2011 COULD BE ATTRIBUTED TO FOLLOWING FACTORS:

- THE IMPACT OF THE TWO MAJOR NATURAL DISASTERS ON THE AUTOMOTIVE SUPPLY CHAIN.
- A FAIRLY STRONG GDP GROWTH OF 5% ESTIMATED FOR 2011.
- MULTIPLIER EFFECTS FROM THE 10TH MALAYSIA PLAN'S PROJECTS AS WELL AS THE ON-GOING ECONOMIC TRANSFORMATION PROGRAMME'S (ETP) PROJECTS.
- POSITIVE CONSUMERS' SENTIMENTS AND INCREASED CONSUMER SPENDING DUE TO LOW UNEMPLOYMENT RATE AND RISING DISPOSABLE INCOME.
- INTRODUCTION OF SEVERAL NEW DESIGNS AND MODELS AT COMPETITIVE PRICES.
- AGGRESSIVE SALES CAMPAIGNS BY CAR COMPANIES.

SEGMENT PERFORMANCE

COMMERCIAL VEHICLES HAD EXPANDED THEIR SHARE OF THE TOTAL MARKET. FROM 9.2% IN 2008, IT INCREASED TO 10.2% IN 2010 AND EXPANDED FURTHER TO 10.8% IN 2011. THIS COULD BE ATTRIBUTED TO OUR GROWING ECONOMY WHICH HELPED TO SPUR MORE ECONOMIC AND INVESTMENT ACTIVITIES. THIS IN TURN RESULTED IN THE INCREASING DEMAND FOR NEW COMMERCIAL VEHICLES.

FIG.2: PV VERSUS CV SHARE OF MARKET 2008 - 2011



ANOTHER REASON WAS DUE TO THE INCREASING POPULARITY OF PICK-UPS IN THE LOCAL MARKET AS ILLUSTRATED IN TABLE 2 BELOW.

TABLE 2: SALES OF PICK-UPS FROM 2008 TO 2011

	2008	2009	2010	2011
PICK-UPS	28,104	31,216	40,414	43,847
TOTAL COMMERCIAL VEHICLES (CV)	50,656	50,563	61,562	65,010
PICK-UPS AS % OF TOTAL CV	55%	62%	66%	67%

PASSENGER VEHICLES

THE TOTAL REGISTRATION OF NEW PASSENGER VEHICLES IN 2011 WAS 535,113 UNITS. THIS WAS A DECREASE OF 8,481 UNITS OR 1.6% WHEN COMPARED TO 2010. CONSEQUENTLY PASSENGER VEHICLES SEGMENT SUFFERED A DROP OF 0.6% IN THE OVERALL TOTAL MARKET SHARE COMPARED TO 2010.

THE LOWER SALES IN THE PASSENGER VEHICLES SEGMENT WAS MAINLY FROM THE MULTI-PURPOSE VEHICLE (MPV) SUB-SEGMENT AND WINDOW VAN SUB-SEGMENT. MPVS REGISTERED THE BIGGEST DROP AT 13.1% WHILE WINDOW VANS REGISTERED A DROP OF 10.7% COMPARED TO 2010.

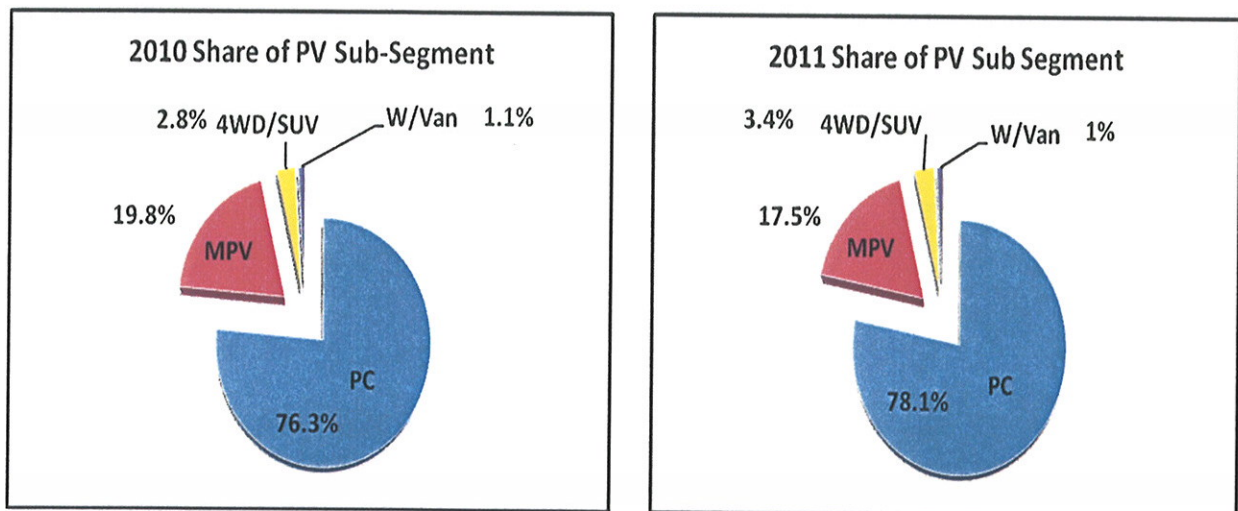
THE FOUR-WHEEL DRIVE / SPORTS UTILITY VEHICLES SUB-SEGMENT (4WD/SUV) PERFORMED VERY WELL WITH A GROWTH OF 19.4% IN 2011. THIS STRONG GROWTH COULD BE ATTRIBUTED TO THE AVAILABILITY OF A WIDE RANGE OF NEW AND EXCITING MODELS OF 4WD / SUV OFFERED BY MAA MEMBERS.

TABLE 3: 2011 & 2010 PASSENGER VEHICLES
SUB-SEGMENT PERFORMANCE

SUB SEGMENT	2011	2010	VARIANCE	
			UNITS	%
PASSENGER CAR	417,826	414,539	3,287	0.8
MPV	93,588	107,714	(14,126)	(13.1)
4X4 / SUV	18,410	15,416	2,994	19.4
WINDOW VAN	5,289	5,925	(636)	(10.7)
TOTAL PASSENGER VEHICLES	535,113	543,594	(8,481)	(1.6)

WITHIN THE PASSENGER VEHICLES SEGMENT, PASSENGER CARS CONTINUED TO FORM THE BIGGEST SUB-SEGMENT IN 2011 WITH 78.1% SHARE. THE SHARE OF 4WD / SUVS HAD INCREASED FROM 2.8% IN 2010 TO 3.4% IN 2011. THE SHARE OF MPVS HAD DECREASED FROM 19.8% IN 2010 TO 17.5% IN 2011. WINDOW VAN'S SHARE WAS HOLDING AT AROUND THE SAME SHARE AT 1.0%.

CHART 4: SHARE OF PASSENGER VEHICLES IN 2011 & 2010
– BY SUB-SEGMENT



COMMERCIAL VEHICLES

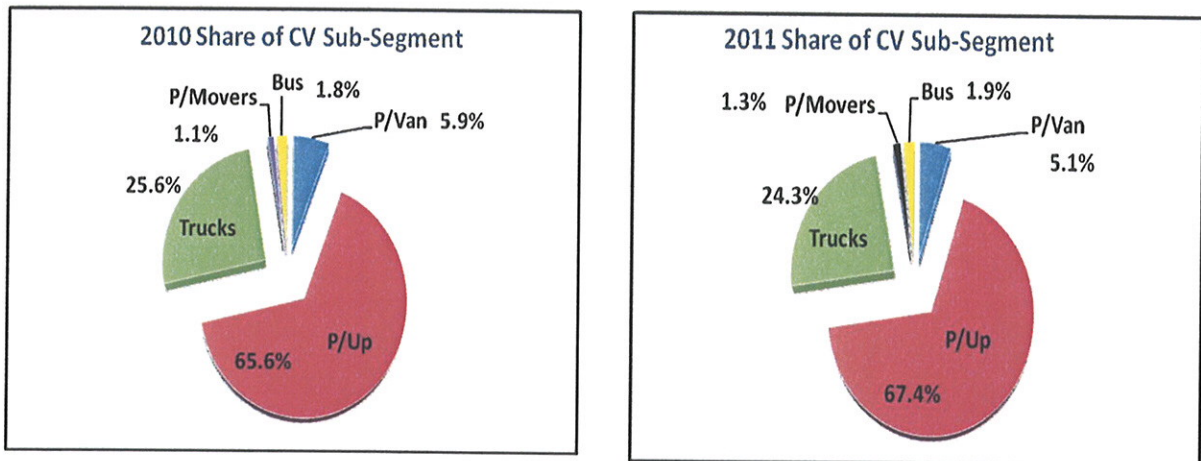
A TOTAL OF 65,010 UNITS OF NEW COMMERCIAL VEHICLES WERE REGISTERED IN 2011. THIS INCREASED ITS MARKET SHARE TO 10.8% FROM 10.2% ACHIEVED IN 2010. IN 2010 THE TOTAL COMMERCIAL VEHICLES REGISTERED WERE 61,562 UNITS. THE VOLUME IN 2011 INCREASED BY 3,448 UNITS OR 5.6% COMPARED TO 2010.

TABLE 4: 2011 & 2010 COMMERCIAL VEHICLES
- SUB-SEGMENT PERFORMANCE

SUB-SEGMENT	2011	2010	VARIANCE	
			UNITS	%
PANEL VAN	3,292	3,636	(344)	(9.5)
PICK-UP	43,847	40,414	3,433	8.5
TRUCK	15,789	15,765	24	0.2
PRIME MOVER	824	666	158	23.7
BUS	1,258	1,081	177	16.4
TOTAL COMMERCIAL VEHICLES	65,010	61,562	3,448	5.6

IN 2011 THE VOLUME OF PICK-UPS INCREASED BY 3,433 UNITS OR 8.5%, FOLLOWED BY BUSES BY 177 UNITS OR 16.4%, PRIME MOVERS BY 158 UNITS OR 23.7%, AND TRUCKS BY 24 UNITS OR 0.2%. ONLY PANEL VANS REGISTERED A LOWER SALES OF 344 UNITS OR 9.5% COMPARED TO 2010.

CHART 5: SHARE OF COMMERCIAL VEHICLES IN 2011 & 2010
– BY SUB-SEGMENT



WITHIN THE COMMERCIAL VEHICLES SEGMENT, PICK-UPS CONTINUED TO FORM THE BIGGEST SUB-SEGMENT IN 2011 WITH A HIGHER SHARE OF 67.4% FROM 65.6% ACHIEVED IN 2010. BUSES AND PRIME MOVERS ALSO INCREASED THEIR MARKET SHARE SLIGHTLY FROM 1.8% TO 1.9% AND FROM 1.1% TO 1.3% RESPECTIVELY.

WHERE AS THE SHARE OF TRUCKS DROPPED TO 24.3% FROM 25.6% AND PANEL VANS TO 5.1% FROM 5.9% COMPARED 2010.

TOTAL PRODUCTION VOLUME

PRODUCTION OF NEW VEHICLES IN YEAR 2011 RECORDED A DROP OF 34,200 UNITS OR 6% TO REACH A TOTAL OF 533,515 UNITS COMPARED TO 567,715 UNITS IN 2010. THE DROP IN TOTAL PRODUCTION VOLUME WAS CAUSED BY THE PASSENGER VEHICLES SEGMENT DECLINE.

THIS LOWER VOLUME WAS BASICALLY DUE TO THE TWO NATURAL DISASTERS THAT OCCURRED IN 2011. AS A RESULT OF THE DISASTERS, MAA MEMBERS HANDLING A NUMBER OF JAPANESE MAKES FACED PROBLEMS IN THEIR PRODUCTION THROUGHPUT.

TABLE 5: TOTAL PRODUCTION VOLUME IN 2011 AND 2010

SEGMENT	2011	2010	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	488,261	522,568	(34,307)	(6.6)
COMMERCIAL VEHICLES	45,254	45,147	107	0.2
TOTAL	533,515	567,715	(34,200)	(6.0)

CHART 6: TIP TREND BY MONTHS

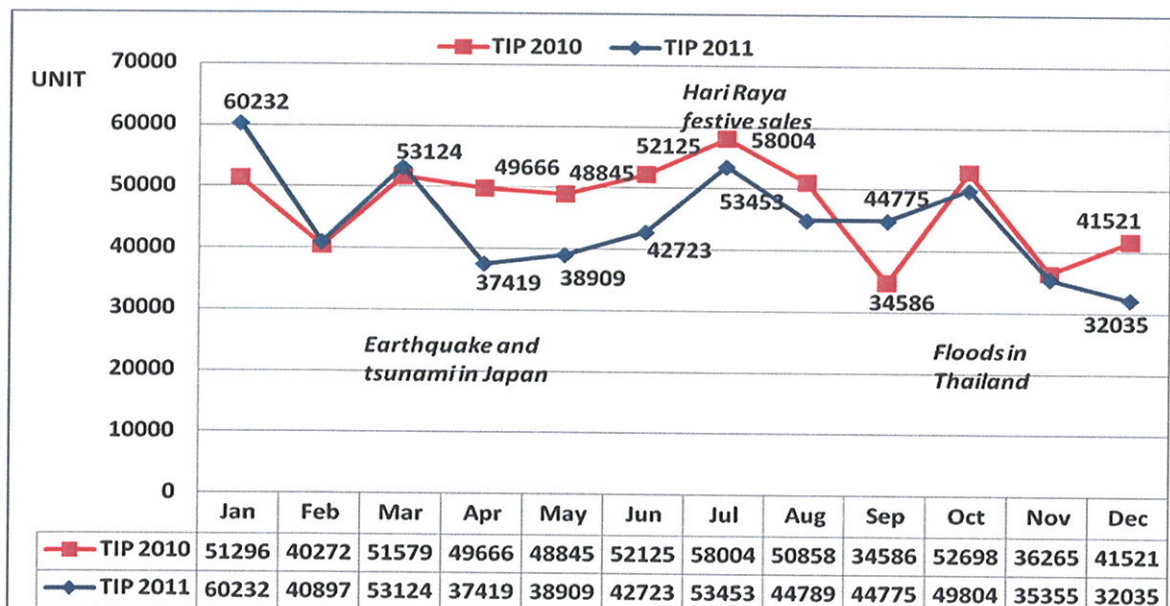
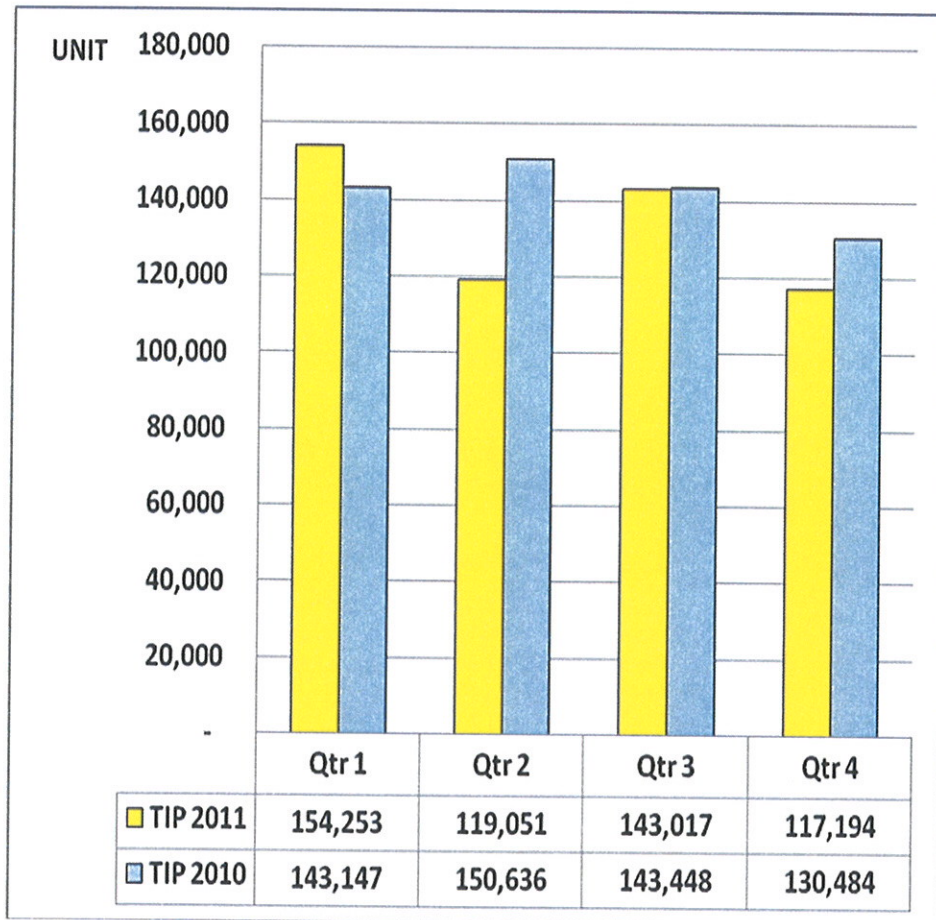


FIG.3: TIP 2011 VERSUS 2010 BY QUARTER



PASSENGER VEHICLES

PRODUCTION OF NEW PASSENGER VEHICLES FOR YEAR 2011 RECORDED A DECREASE OF 34,307 UNITS OR 6.6% TO REACH A TOTAL OF 488,261 UNITS COMPARED TO 522,568 UNITS IN 2010. IN TERMS OF VOLUME, THE PASSENGER CARS SUB-SEGMENT SHOWED THE BIGGEST DECLINE WITH 18,539 UNITS. THE NEXT BIGGEST DECLINE WAS THE MPV'S SUB-SEGMENT AT 15,139 UNITS. THE 4WD/SUVS SUB-SEGMENT ALSO SHOWED A DECLINE OF 1,324 UNITS.

ONLY THE WINDOW VANS SUB-SEGMENT SHOWED A MODEST INCREASE OF 695 UNITS OR 14.7%.

FIG.4: PRODUCTION OF PV 2011 VS 2010 BY SUB-SEGMENTS

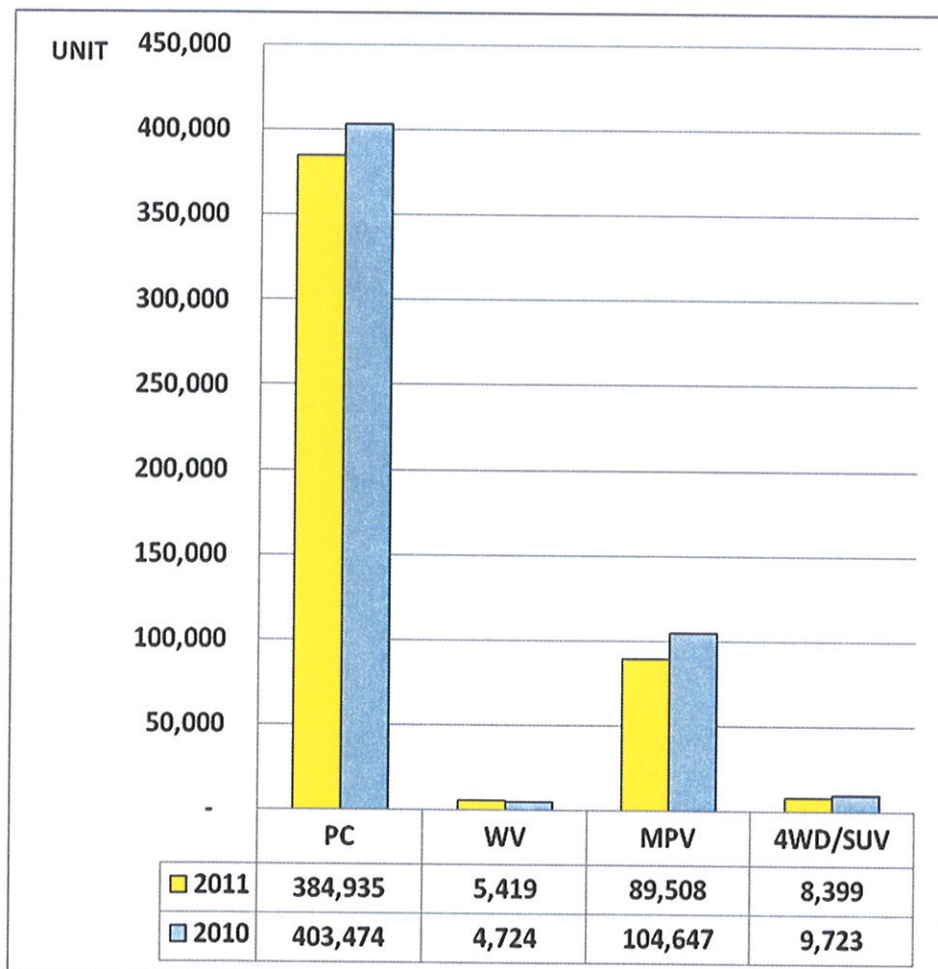
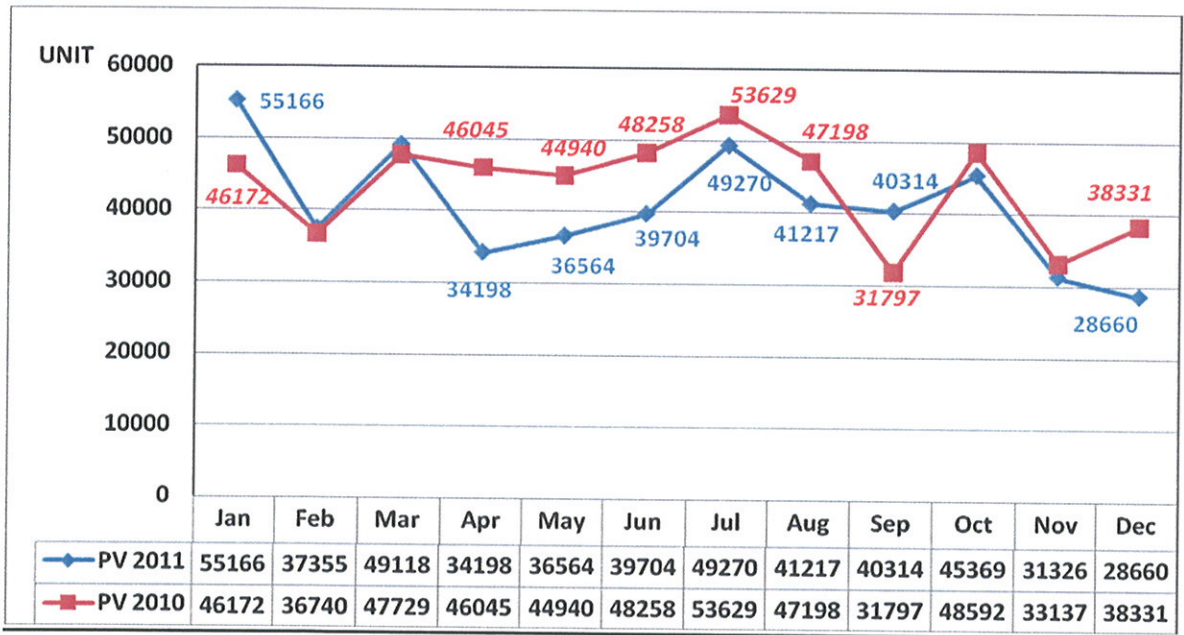


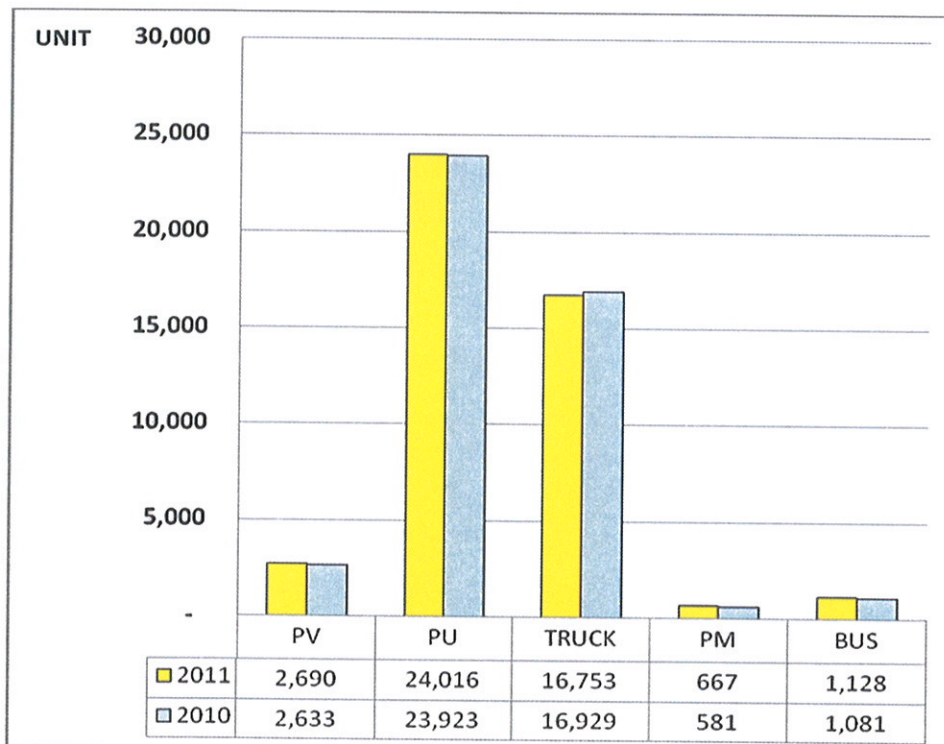
CHART 7: PRODUCTION TREND PV BY MONTHS IN 2011& 2010



COMMERCIAL VEHICLES

PRODUCTION OF NEW COMMERCIAL VEHICLES FOR YEAR 2011 REGISTERED A SMALL INCREASE OF 107 UNITS OR 0.2% TO REACH A TOTAL OF 45,254 UNITS AS COMPARED TO 45,147 UNITS IN 2010.

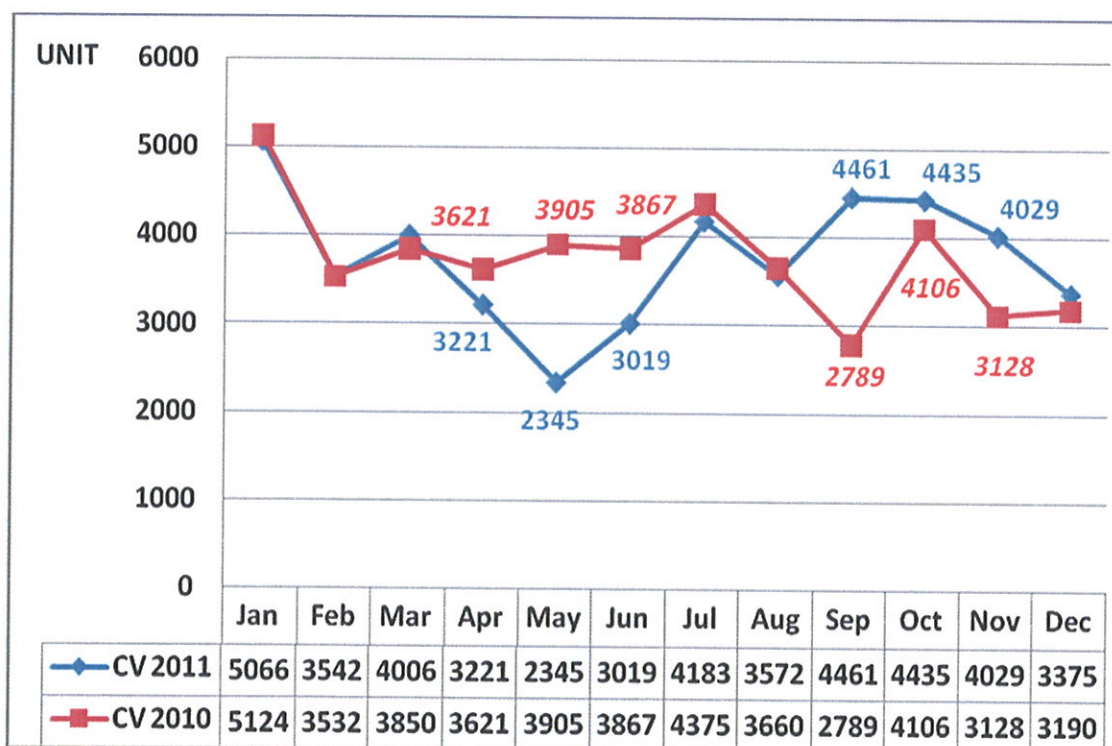
FIG.5: PRODUCTION OF CV 2011 VS 2010 BY SUB- SEGMENTS



EXCEPT FOR TRUCKS, THE PRODUCTION OF ALL SUB-SEGMENTS WITHIN THE COMMERCIAL VEHICLE SEGMENT WERE MUCH HIGHER IN 2011 COMPARED TO 2010. TRUCKS SUB-SEGMENT REGISTERED A SMALL DROP IN PRODUCTION OF 221 UNITS OR 1.4% IN 2011.

JUDGING FROM CHART NO. 8, IT APPEARS THAT THE IMPACT ON PRODUCTION OF COMMERCIAL VEHICLES FROM THE FLOODS IN THAILAND WERE NOT AS SEVERE COMPARED TO THE PASSENGER VEHICLES SEGMENT. DESPITE A DOWNWARD TREND FROM OCTOBER TO DECEMBER 2011, PRODUCTION OF COMMERCIAL VEHICLES WERE STILL HIGHER THAN SIMILAR CORRESPONDING MONTHS IN 2010.

CHART 8: PRODUCTION TREND OF CV BY MONTHS IN 2011& 2010



OUTLOOK FOR AUTOMOTIVE MARKET FOR 2012

WE HAVE TAKEN THE FOLLOWING ECONOMIC AND ENVIRONMENTAL FACTORS INTO ACCOUNT IN OUR FORECAST FOR THE TOTAL INDUSTRY VOLUME IN 2012:-

- 1) MALAYSIA'S GDP GROWTH IN 2012 TO EXPAND AT A MODERATE RATE OF 4.8% (ESTIMATE).
- 2) A POSSIBLE SLOWDOWN IN THE GLOBAL ECONOMY DUE TO THE UNCERTAINTY IN THE DEVELOPED COUNTRIES AND THE CONTINUED FINANCIAL TROUBLES IN THE EURO ZONE. HOWEVER, THE ROBUST INTRA-REGIONAL TRADE IN ASIA COULD MITIGATE THE EFFECTS OF THE GLOBAL ECONOMIC SLOWDOWN.
- 3) MULTIPLIER EFFECTS FROM THE ON-GOING ECONOMIC TRANSFORMATION PROGRAMME'S (ETP) PROJECTS AND INCREASED FOREIGN DIRECT INVESTMENT ACTIVITY. THESE EFFECTS WOULD GIVE A BOOST TO THE DOMESTIC ECONOMY AND CREATE GREATER DEMAND FOR NEW VEHICLES.
- 4) CONSUMERS' CONFIDENCE ARE EXPECTED TO REMAIN RELATIVELY HIGH OWING TO GREATER STABILITY IN THE EMPLOYMENT MARKET.
- 5) THE OVERNIGHT POLICY RATE (OPR) IS EXPECTED TO REMAIN STABLE AT CURRENT LEVEL OF 3.00%. BORROWING COST IS EXPECTED TO REMAIN ACCOMODATIVE.
- 6) THE EXTENSION OF TAX INCENTIVES FOR HYBRID AND ELECTRIC CARS TO DECEMBER 2013 UNDER BUDGET 2012 WOULD HELP TO PROMOTE GREATER DEMAND FOR THE ENERGY EFFICIENT AND ECO-FRIENDLY VEHICLES.

7) INTRODUCTION OF NEW AND EXCITING MODELS WILL GENERATE INTEREST AMONG CAR ENTHUSIASTS AND THE GENERAL PUBLIC AT LARGE.

IN VIEW OF THE ABOVE, OUR INDUSTRY FORECAST FOR 2012 IS SHOWN IN TABLE 6 BELOW:-

TABLE 6: TOTAL INDUSTRY VOLUME 2012 VERSUS 2011

MARKET SEGMENT	2012 (FORECAST)	2011 (ACTUAL)	VARIANCE	
			UNITS	%
PASSENGER VEHICLES	547,000	535,113	11,887	2.2
COMMERCIAL VEHICLES	68,000	65,010	2,990	4.6
TOTAL VEHICLES	615,000	600,123	14,877	2.5

OUR NEXT FOUR YEARS' INDICATIVE FORECAST OF THE TIV FOR 2013 UP TO 2016 IS SHOWN IN TABLE 7: -

TABLE 7: TOTAL INDUSTRY VOLUME FORECAST FOR 2013 TO 2016

YEAR	2013	2014	2015	2016
PASSENGER VEHICLES	555,900	565,550	575,800	587,000
COMMERCIAL VEHICLES	71,400	74,900	78,700	82,600
TOTAL INDUSTRY VOLUME	627,300	640,450	654,500	669,600
GROWTH	2.0%	2.1%	2.2%	2.3%

Prepared by : MAA Secretariat
19 JANUARY 2012

MALAYSIAN AUTOMOTIVE ASSOCIATION
PRESS RELEASE : 17 JANUARY 2012
PRODUCTION & SALES FOR JANUARY-DECEMBER 2011

1. PRODUCTION

Segment	YEAR-TO-DATE DECEMBER			
	2011	2010	Variance	
			UNITS	%
Total Industry Production (TIP)	533,515	567,715	(34,200)	(6.0)
PV (Passenger Vehicles)	488,261	522,568	(34,307)	(6.6)
PC (Passenger Cars)	384,935	403,474	(18,539)	(4.6)
WV (Window Vans)	5,419	4,724	695	14.7
MPV (Multi-Purpose Vehicles)	89,508	104,647	(15,139)	(14.5)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	8,399	9,723	(1,324)	(13.6)
CV (Commercial Vehicles)	45,254	45,147	107	0.2
PV (Panel Vans)	2,690	2,633	57	2.2
PU (Pick Ups)	24,016	23,923	93	0.4
Trucks	16,753	16,929	(176)	(1.0)
PM (Prime Movers)	667	581	86	14.8
Bus	1,128	1,081	47	4.3

2. SALES

Segment	YEAR-TO-DATE DECEMBER			
	2011	2010	Variance	
			UNITS	%
Total Industry Volume (TIV)	600,123	605,156	(5,033)	(0.8)
PV (Passenger Vehicles)	535,113	543,594	(8,481)	(1.6)
PC (Passenger Cars)	417,826	414,539	3,287	0.8
WV (Window Vans)	5,289	5,925	(636)	(10.7)
MPV (Multi-Purpose Vehicles)	93,588	107,714	(14,126)	(13.1)
4x4/SUV (Four Wheel Drive/Sports Utility Vehicles)	18,410	15,416	2,994	19.4
CV (Commercial Vehicles)	65,010	61,562	3,448	5.6
PV (Panel Vans)	3,292	3,636	(344)	(9.5)
PU (Pick Ups)	43,847	40,414	3,433	8.5
Trucks	15,789	15,765	24	0.2
PM (Prime Movers)	824	666	158	23.7
Bus	1,258	1,081	177	16.4

JANUARY - DECEMBER 2011 MARKET REVIEW - SUMMARY

MARKET POSITION BY MAKE/FRANCHISE HOLDER							
RANKING	TOTAL VEHICLE	TOTAL	SHARE	PC	SHARE	CV	SHARE
1	Perodua	179,989	30.0%	179,989	33.6%		
2	Proton	158,657	26.4%	158,601	29.6%	56	0.1%
3	Toyota	86,951	14.5%	63,493	11.9%	23,458	36.1%
4	Honda	32,480	5.4%	32,480	6.1%		
5	Nissan	32,276	5.4%	25,504	4.8%	6,772	10.4%
6	Mitsubishi	12,054	2.0%	3,755	0.7%	8,299	12.8%
7	Naza	9,347	1.6%	9,347	1.7%		
8	Isuzu	9,299	1.5%			9,299	14.3%
9	Volkswagen	7,350	1.2%	7,350	1.4%		
10	Suzuki	7,308	1.2%	7,308	1.4%		
11	Ford	7,188	1.2%	4,839	0.9%	2,349	3.6%
12	Hyundai	6,469	1.1%	6,469	1.2%		
13	Mazda	6,028	1.0%	5,716	1.1%	312	0.5%
14	Hino	5,829	1.0%			5,829	9.0%
15	Mercedes	5,710	1.0%	5,439	1.0%	271	0.4%
16	Peugeot	5,345	0.9%	5,345	1.0%		
17	Hyundai-Inokom	5,337	0.9%	3,818	0.7%	1,519	2.3%
18	BMW	5,000	0.8%	5,000	0.9%		
19	Chery	2,997	0.5%	2,997	0.6%		
20	Daihatsu	2,118	0.4%			2,118	3.3%
21	Mitsubishi Fuso	1,756	0.3%			1,756	2.7%
22	Kia	1,741	0.3%	1,741	0.3%		
23	Lexus	1,711	0.3%	1,711	0.3%		
24	Hicom Perkasa	1,518	0.3%			1,518	2.3%
25	Chevrolet	1,272	0.2%	1,272	0.2%		
26	Volvo	1,006	0.2%	801	0.1%	205	0.3%
27	Audi	927	0.2%	927	0.2%		
28	Scania	483	0.1%			483	0.7%
29	Porsche	415	0.1%	415	0.1%		
30	MINI	301	0.1%	301	0.1%		
31	Man	277	0.0%			277	0.4%
32	Ssangyong	257	0.0%	244	0.0%	13	0.0%
33	Bison	239	0.0%			239	0.4%
34	Land Rover	220	0.0%	133	0.0%	87	0.1%
35	Renault	132	0.0%	91	0.0%	41	0.1%
36	JBC	87	0.0%			87	0.1%
37	Dong Feng	19	0.0%			19	0.0%
38	Subaru	17	0.0%	17	0.0%		
39	Mahindra	10	0.0%	10	0.0%		
40	Tuah	3	0.0%			3	0.0%
	Total	600,123	100.0%	535,113	100.0%	65,010	100.0%

MALAYSIAN AUTOMOTIVE ASSOCIATION (MAA) 2011/2010 REGISTRATION
TOTAL MALAYSIA
ANALYSIS-BY MAKES & SEGMENT

PRESS CONFERENCE
17-January-2012

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2011	Jan-Dec 2010	Jan-Dec 2011	Jan-Dec 2010	Jan-Dec 2011	Jan-Dec 2010
Perodua	179,989	188,641	33.6%	34.7%	1	1
Proton	158,601	156,960	29.6%	28.9%	2	2
Toyota	63,493	71,065	11.9%	13.1%	3	3
Honda	32,480	44,483	6.1%	8.2%	4	4
Nissan	25,504	26,322	4.8%	4.8%	5	5
Naza	9,347	9,362	1.7%	1.7%	6	6
Volkswagen	7,350	2,810	1.4%	0.5%	7	15
Suzuki	7,308	6,748	1.2%	1.2%	8	7
Hyundai	6,469	4,931	1.2%	0.9%	9	9
Mazda	5,716	4,125	1.1%	0.8%	10	11
Mercedes	5,439	5,028	1.0%	0.9%	11	8
Peugeot	5,345	2,562	1.0%	0.5%	12	16
BMW	5,000	4,006	0.9%	0.7%	13	13
Ford	4,839	960	0.9%	0.2%	14	18
Hyundai-Inokom	3,818	4,252	0.7%	0.8%	15	10
Mitsubishi	3,755	4,049	0.7%	0.7%	16	12
Chery	2,997	3,041	0.6%	0.6%	17	14
Kia	1,741	968	0.3%	0.2%	18	17
Lexus	1,711	431	0.3%	0.1%	19	19
Chevrolet	1,272	540	0.2%	0.1%	20	21
Audi	927	741	0.2%	0.1%	21	19
Volvo	801	673	0.1%	0.1%	22	20
Porsche	415	126	0.1%	0.0%	23	26
MINI	301	222	0.1%	0.0%	24	24
Ssangyong	244	242	0.0%	0.0%	25	23
Land Rover	133	157	0.0%	0.0%	26	25
Renault	91	72	0.0%	0.0%	27	27
Subaru	17	24	0.0%	0.0%	28	29
Mahindra	10	52	0.0%	0.0%	29	28
Maybach	0	1	0.0%	0.0%	30	30
TOTAL	535,113	543,594	100.0%	100.0%		
COMMERCIAL VEHICLES						
Toyota	23,458	20,494	36.1%	33.3%	1	1
Isuzu	9,299	6,144	14.3%	10.0%	2	4
Mitsubishi	8,299	7,850	12.8%	12.8%	3	3
Nissan	6,772	8,379	10.4%	13.6%	4	2
Hino	5,829	4,590	9.0%	7.5%	5	5
Ford	2,349	1,897	3.6%	3.1%	6	8
Daihatsu	2,118	2,989	3.3%	4.9%	7	7
Mitsubishi Fuso	1,756	1,795	2.7%	2.9%	8	9
Hyundai-Inokom	1,519	1,321	2.3%	2.1%	9	10
Hicom Perkasa	1,518	4,366	2.3%	7.1%	10	6
Scania	483	443	0.7%	0.7%	11	11
Mazda	312	200	0.5%	0.3%	12	13
Man	277	112	0.4%	0.2%	13	18
Mercedes	271	116	0.4%	0.2%	14	17
Bison	239	0	0.4%	0.0%	15	22
Volvo	205	166	0.3%	0.3%	16	14
Land Rover	87	32	0.1%	0.1%	17	20
JBC	87	0	0.1%	0.0%	18	22
Proton	56	314	0.1%	0.5%	19	12
Renault	41	144	0.1%	0.2%	20	16
Dong Feng	19	155	0.0%	0.3%	21	15
Ssangyong	13	39	0.0%	0.1%	22	19
Tuah	3	16	0.0%	0.0%	23	21
TOTAL	65,010	61,562	100.0%	100.0%		

MAKE	SALES UNITS		MARKET SHARE		RANKING	
	Jan-Dec 2011	Jan-Dec 2010	Jan-Dec 2011	Jan-Dec 2010	Jan-Dec 2011	Jan-Dec 2010
Perodua	179,989	188,641	30.0%	31.2%	1	1
Proton	158,657	157,274	26.4%	26.0%	2	2
Toyota	86,951	91,559	14.5%	15.1%	3	3
Honda	32,480	44,483	5.4%	7.4%	4	4
Nissan	25,504	26,322	4.8%	5.7%	5	5
Mitsubishi	12,054	11,899	2.0%	2.0%	6	6
Naza	9,347	9,362	1.6%	1.5%	7	7
Isuzu	9,299	6,144	1.5%	1.0%	8	9
Volkswagen	7,350	2,810	1.2%	0.5%	9	20
Suzuki	7,308	6,748	1.2%	1.1%	10	8
Ford	7,188	2,857	1.2%	0.5%	11	19
Hyundai	6,469	4,931	1.1%	0.8%	12	12
Mazda	6,028	4,325	1.0%	0.7%	13	13
Hino	5,829	4,590	1.0%	0.8%	14	15
Mercedes	5,710	5,144	1.0%	0.9%	15	11
Peugeot	5,345	2,562	0.9%	0.4%	16	21
Hyundai-Inokom	5,337	5,573	0.9%	0.9%	17	10
BMW	5,000	4,006	0.8%	0.7%	18	16
Chery	2,997	3,041	0.5%	0.5%	19	17
Daihatsu	2,118	2,989	0.4%	0.5%	20	18
Mitsubishi Fuso	1,756	1,795	0.3%	0.3%	21	22
Kia	1,741	968	0.3%	0.2%	22	23
Lexus	1,711	431	0.3%	0.1%	23	28
Hicom Perkasa	1,518	4,366	0.3%	0.7%	24	14
Chevrolet	1,272	540	0.2%	0.1%	25	26
Volvo	839	741	0.2%	0.1%	26	24
Audi	927	741	0.2%	0.1%	27	25
Scania	483	443	0.1%	0.1%	28	27
Porsche	415	126	0.1%	0.0%	29	34
MINI	301	222	0.1%	0.0%	30	30
Man	277	112	0.0%	0.0%	31	35
Ssangyong	257	281	0.0%	0.0%	32	29
Bison	239	0	0.0%	0.0%	33	40
Land Rover	220	189	0.0%	0.0%	34	32
Renault	132	216	0.0%	0.0%	35	31
JBC	87	0	0.0%	0.0%	36	40
Dong Feng	19	155	0.0%	0.0%	37	33
Subaru	17	24	0.0%	0.0%	38	37
Mahindra	10	52	0.0%	0.0%	39	36
Tuah	3	16	0.0%	0.0%	40	38
Maybach	0	1	0.0%	0.0%	41	39
TOTAL	600,123	605,156	100.0%	100.0%		