



SALES : 2011

1. MOTOR VEHICLES

COUNTRY	PASSENGER VEHICLES	COMMERCIAL VEHICLES	2011	2010	VARIANCE (%)
Brunei	13,472	1,083	14,555	13,589	7%
Indonesia	601,945	292,219	894,164	764,710	17%
Malaysia	535,113	65,010	600,123	605,156	-1%
Philippines	44,862	96,754	141,616	168,490	-16%
Singapore	33,493	6,077	39,570	51,891	-24%
Thailand **	360,441	433,640	794,081	800,357	-1%
Vietnam	64,505	45,155	109,660	111,737	-2%
TOTAL	1,653,831	939,938	2,593,769	2,515,930	3%

** For Thailand, sales data for passenger cars will not include MERCEDES BENZ, BMW, MINI and VOLVO from November 2011 onwards.

2. MOTORCYCLES & SCOOTERS

COUNTRY	2011	2010	VARIANCE (%)
Indonesia	8,043,535	7,398,644	9%
Malaysia	494,586	468,175	6%
Philippines	731,130	759,849	-4%
Singapore	8,046	8,281	-3%
Thailand	2,007,383	1,845,997	9%
TOTAL	11,284,680	10,480,946	8%

PRODUCTION : 2011

1. MOTOR VEHICLES

COUNTRY	PASSENGER VEHICLES	COMMERCIAL VEHICLES	2011	2010	VARIANCE (%)
Indonesia	561,863	276,085	837,948	702,508	19%
Malaysia	488,261	45,254	533,515	567,715	-6%
Philippines	24,591	40,315	64,906	80,477	-19%
Thailand	537,987	919,808	1,457,795	1,645,304	-11%
Vietnam	61,379	39,086	100,465	106,166	-5%
TOTAL	1,674,081	1,320,548	2,994,629	3,102,170	-3%

2. MOTORCYCLES & SCOOTERS

COUNTRY	2011	2010	VARIANCE (%)
Indonesia	8,006,293	7,395,390	8%
Malaysia	498,076	467,941	6%
Philippines	762,947	813,361	-6%
Thailand	2,043,039	2,024,599	1%
TOTAL	11,310,355	10,701,291	6%