



## ASEAN AUTOMOTIVE FEDERATION

### SALES : MAY 2018

#### 1. MOTOR VEHICLES

| Country      | Month | Jan            | Feb            | Mar            | Apr            | May            | Jun | YTD May          |
|--------------|-------|----------------|----------------|----------------|----------------|----------------|-----|------------------|
| Brunei       | 2018  | 895            | 781            | 976            | 919            | 1,141          |     | 4,712            |
|              | 2017  | 882            | 920            | 969            | 815            | 1,158          |     | 4,744            |
|              | Y-O-Y | 1.5%           | -15.1%         | 0.7%           | 12.8%          | -1.5%          |     | -0.7%            |
| Indonesia    | 2018  | 95,952         | 94,399         | 101,813        | 102,258        | 100,498        |     | 494,920          |
|              | 2017  | 86,262         | 95,163         | 102,335        | 89,588         | 93,769         |     | 467,117          |
|              | Y-O-Y | 11.2%          | -0.8%          | -0.5%          | 14.1%          | 7.2%           |     | 6.0%             |
| Malaysia     | 2018  | 44,575         | 40,580         | 49,985         | 47,089         | 42,983         |     | 225,212          |
|              | 2017  | 44,667         | 42,455         | 53,718         | 42,746         | 50,594         |     | 234,180          |
|              | Y-O-Y | -0.2%          | -4.4%          | -6.9%          | 10.2%          | -15.0%         |     | -3.8%            |
| Myanmar      | 2018  | 891            | 1,079          | 992            | 753            | 1,538          |     | 5,253            |
|              | 2017  | 405            | 436            | 697            | 380            | 643            |     | 2,561            |
|              | Y-O-Y | 120.0%         | 147.5%         | 42.3%          | 98.2%          | 139.2%         |     | 105.1%           |
| Philippines  | 2018  | 31,645         | 26,176         | 28,216         | 25,583         | 30,620         |     | 142,240          |
|              | 2017  | 30,425         | 27,040         | 36,561         | 29,038         | 35,469         |     | 158,533          |
|              | Y-O-Y | 4.0%           | -3.2%          | -22.8%         | -11.9%         | -13.7%         |     | -10.3%           |
| Singapore    | 2018  | 6,196          | 5,682          | 7,975          | 8,172          | 8,606          |     | 36,631           |
|              | 2017  | 8,895          | 7,491          | 10,590         | 7,975          | 10,513         |     | 45,464           |
|              | Y-O-Y | -30.3%         | -24.1%         | -24.7%         | 2.5%           | -18.1%         |     | -19.4%           |
| Thailand     | 2018  | 66,545         | 75,466         | 95,082         | 79,206         | 84,965         |     | 401,264          |
|              | 2017  | 57,254         | 68,435         | 84,801         | 63,267         | 66,425         |     | 340,182          |
|              | Y-O-Y | 16.2%          | 10.3%          | 12.1%          | 25.2%          | 27.9%          |     | 18.0%            |
| Vietnam      | 2018  | 26,037         | 12,394         | 21,127         | 21,123         | 23,065         |     | 103,746          |
|              | 2017  | 19,614         | 17,160         | 22,792         | 21,345         | 21,829         |     | 102,740          |
|              | Y-O-Y | 32.7%          | -27.8%         | -7.3%          | -1.0%          | 5.7%           |     | 1.0%             |
| <b>TOTAL</b> | 2018  | <b>272,736</b> | <b>256,557</b> | <b>306,166</b> | <b>285,103</b> | <b>293,416</b> |     | <b>1,413,978</b> |
|              | 2017  | <b>248,404</b> | <b>259,100</b> | <b>312,463</b> | <b>255,154</b> | <b>280,400</b> |     | <b>1,355,521</b> |
|              | Y-O-Y | <b>9.8%</b>    | <b>-1.0%</b>   | <b>-2.0%</b>   | <b>11.7%</b>   | <b>4.6%</b>    |     | <b>4.3%</b>      |

#### 2. MOTORCYCLES & SCOOTERS

| Country      | Month | Jan            | Feb            | Mar            | Apr            | May            | Jun | YTD May          |
|--------------|-------|----------------|----------------|----------------|----------------|----------------|-----|------------------|
| Indonesia    | 2018  | 482,537        | 439,586        | 535,371        | 580,921        | 589,304        |     | 2,627,719        |
|              | 2017  | 473,879        | 453,763        | 473,896        | 388,045        | 531,496        |     | 2,321,079        |
|              | Y-O-Y | 1.8%           | -3.1%          | 13.0%          | 49.7%          | 10.9%          |     | 13.2%            |
| Malaysia     | 2018  | 38,501         | 32,335         | 40,457         | 37,018         | 31,603         |     | 179,914          |
|              | 2017  | 34,707         | 36,584         | 36,931         | 35,543         | 39,223         |     | 182,988          |
|              | Y-O-Y | 10.9%          | -11.6%         | 9.5%           | 4.1%           | -19.4%         |     | -1.7%            |
| Philippines  | 2018  | 119,901        | 126,863        | 126,670        | 126,126        | 135,634        |     | 635,194          |
|              | 2017  | 96,391         | 91,000         | 106,777        | 103,335        | 107,429        |     | 504,932          |
|              | Y-O-Y | 24.4%          | 39.4%          | 18.6%          | 22.1%          | 26.3%          |     | 25.8%            |
| Singapore    | 2018  | 520            | 394            | 604            | 750            | 861            |     | 3,129            |
|              | 2017  | 643            | 760            | 813            | 575            | 775            |     | 3,566            |
|              | Y-O-Y | -19.1%         | -48.2%         | -25.7%         | 30.4%          | 11.1%          |     | -12.3%           |
| Thailand     | 2018  | 155,088        | 145,429        | 164,576        | 121,601        | 168,482        |     | 755,176          |
|              | 2017  | 147,224        | 150,525        | 164,034        | 123,084        | 188,881        |     | 773,748          |
|              | Y-O-Y | 5.3%           | -3.4%          | 0.3%           | -1.2%          | -10.8%         |     | -2.4%            |
| <b>TOTAL</b> | 2018  | <b>796,547</b> | <b>744,607</b> | <b>867,678</b> | <b>866,416</b> | <b>925,884</b> |     | <b>4,201,132</b> |
|              | 2017  | <b>752,844</b> | <b>732,632</b> | <b>782,451</b> | <b>650,582</b> | <b>867,804</b> |     | <b>3,786,313</b> |
|              | Y-O-Y | <b>5.8%</b>    | <b>1.6%</b>    | <b>10.9%</b>   | <b>33.2%</b>   | <b>6.7%</b>    |     | <b>11.0%</b>     |



## ASEAN AUTOMOTIVE FEDERATION

### PRODUCTION : MAY 2018

#### 1. MOTOR VEHICLES

| Country      | Month | Jan            | Feb            | Mar            | Apr            | May            | Jun | YTD May          |
|--------------|-------|----------------|----------------|----------------|----------------|----------------|-----|------------------|
| Indonesia    | 2018  | 116,473        | 100,685        | 112,777        | 118,282        | 113,883        |     | 562,100          |
|              | 2017  | 98,694         | 106,441        | 111,344        | 101,923        | 105,816        |     | 524,218          |
|              | Y-O-Y | 18.0%          | -5.4%          | 1.3%           | 16.1%          | 7.6%           |     | 7.2%             |
| Malaysia     | 2018  | 68,002         | 38,416         | 49,796         | 41,839         | 43,529         |     | 241,582          |
|              | 2017  | 45,532         | 43,127         | 49,356         | 37,650         | 47,474         |     | 223,139          |
|              | Y-O-Y | 49.3%          | -10.9%         | 0.9%           | 11.1%          | -8.3%          |     | 8.3%             |
| Myanmar      | 2018  | 610            | 777            | 665            | 618            | 982            |     | 3,652            |
|              | 2017  | 114            | 167            | 348            | 200            | 344            |     | 1,173            |
|              | Y-O-Y | 435.1%         | 365.3%         | 91.1%          | 209.0%         | 185.5%         |     | 211.3%           |
| Philippines  | 2018  | 7,512          | 7,095          | 9,106          | 7,351          | 5,644          |     | 36,708           |
|              | 2017  | 10,966         | 11,685         | 13,543         | 11,198         | 13,699         |     | 61,091           |
|              | Y-O-Y | -31.5%         | -39.3%         | -32.8%         | -34.4%         | -58.8%         |     | -39.9%           |
| Thailand     | 2018  | 166,196        | 178,237        | 195,257        | 134,779        | 193,130        |     | 867,599          |
|              | 2017  | 152,261        | 154,496        | 178,798        | 120,473        | 169,495        |     | 775,523          |
|              | Y-O-Y | 9.2%           | 15.4%          | 9.2%           | 11.9%          | 13.9%          |     | 11.9%            |
| Vietnam      | 2018  | 20,541         | 11,191         | 18,051         | 16,194         | 17,732         |     | 83,709           |
|              | 2017  | 13,446         | 14,356         | 19,460         | 17,917         | 17,988         |     | 83,167           |
|              | Y-O-Y | 52.8%          | -22.0%         | -7.2%          | -9.6%          | -1.4%          |     | 0.7%             |
| <b>TOTAL</b> | 2018  | <b>379,334</b> | <b>336,401</b> | <b>385,652</b> | <b>319,063</b> | <b>374,900</b> |     | <b>1,795,350</b> |
|              | 2017  | <b>321,013</b> | <b>330,272</b> | <b>372,849</b> | <b>289,361</b> | <b>354,816</b> |     | <b>1,668,311</b> |
|              | Y-O-Y | <b>18.2%</b>   | <b>1.9%</b>    | <b>3.4%</b>    | <b>10.3%</b>   | <b>5.7%</b>    |     | <b>7.6%</b>      |

#### 2. MOTORCYCLES & SCOOTERS

| Country      | Month | Jan            | Feb            | Mar            | Apr            | May            | Jun | YTD May          |
|--------------|-------|----------------|----------------|----------------|----------------|----------------|-----|------------------|
| Malaysia     | 2018  | 38,582         | 30,735         | 40,462         | 37,627         | 34,181         |     | 181,587          |
|              | 2017  | 36,211         | 34,497         | 37,327         | 34,844         | 39,564         |     | 182,443          |
|              | Y-O-Y | 6.5%           | -10.9%         | 8.4%           | 8.0%           | -13.6%         |     | -0.5%            |
| Philippines  | 2018  | 107,852        | 99,611         | 101,719        | 107,345        | 114,691        |     | 531,218          |
|              | 2017  | 102,343        | 98,654         | 94,161         | 109,981        | 113,895        |     | 519,034          |
|              | Y-O-Y | 5.4%           | 1.0%           | 8.0%           | -2.4%          | 0.7%           |     | 2.3%             |
| Thailand     | 2018  | 182,221        | 182,910        | 178,047        | 127,830        | 186,157        |     | 857,165          |
|              | 2017  | 170,634        | 156,288        | 188,278        | 138,329        | 191,176        |     | 844,705          |
|              | Y-O-Y | 6.8%           | 17.0%          | -5.4%          | -7.6%          | -2.6%          |     | 1.5%             |
| <b>TOTAL</b> | 2018  | <b>328,655</b> | <b>313,256</b> | <b>320,228</b> | <b>272,802</b> | <b>335,029</b> |     | <b>1,569,970</b> |
|              | 2017  | <b>309,188</b> | <b>289,439</b> | <b>319,766</b> | <b>283,154</b> | <b>344,635</b> |     | <b>1,546,182</b> |
|              | Y-O-Y | <b>6.3%</b>    | <b>8.2%</b>    | <b>0.1%</b>    | <b>-3.7%</b>   | <b>-2.8%</b>   |     | <b>1.5%</b>      |