

Appendix 1: Increase In Sales Value For Jan. - Sept., 1998/1999.

NO.	INDUSTRY	SALES VALUE (RM MILLION)		% CHANGE
		January-September		
		1998	1999	
1	Manufacture and Assembly of Motor Vehicles	5,565.8	2,496.3	123.0
2	Manufacture of Motor Vehicle Parts and Accessories	2,165.0	1422.4	52.2

(Source: the Department of Statistics, Malaysia, 1999)

Appendix 2: Trade figures between India and Malaysia (1996-1998)

1996 (RM MILLION)	EXPORTS	3,033.44
	Imports	1,849.82
	Total Trade	4,883.26
	% of Total Trade	64.58
1997(RM MILLION)	Exports	3,305.82
	Imports	2,135.07
	Total Trade	5,440.89
	% of Total Trade	63.94
1998(RM MILLION)	Exports	6,743.76
	Imports	1,829.93
	Total Trade	8,573.69
	% of Total Trade	64.74

(Source: MITI, 1999)

Appendix 3: Major Export Markets as on September 1999

COUNTRY	SEPT 99		AUG 99	
	Value RM Million	Share (%)	Value RM Million	Share (%)
USA	6,214.0	22.1	6,501.8	24.0
Singapore	4,329.8	15.4	4,326.2	16.0
EU	4,600.9	16.4	4,079.4	15.1
Japan	3,139.4	11.2	3,070.8	11.3
India	877.3	3.1	765.9	2.8

Note: "% share" is share of total exports

(Source: Department of Statistics, Malaysia 1999)

Appendix 4.1: Proton Domestic Car Sales By Model (1995-1997)

Model	1995	1996	1997
Iswara Sedan	28,807	27,002	29,475
Iswara Hatchback	21,320	25,427	28,377
Wira Sedan	61,469	76,206	76,663
Wira Aeroback	7,166	12,896	21,942
Satria	13,320	18,740	19,121
Tiara	-	8,695	11,702
Putra	-	101	3,073
Perdana	8,565	6,481	6,453
TOTAL	140,647	175,548	196,806

(Source: Proton, 1999)

Appendix 4.2: Proton Domestic Cars Total Sales by Model

(Jan. to Oct. 1999)

RANK	MODEL	TOTAL SALES
1	Proton Saga/Iswara	54970
2	Perodua Kancil	51846
3	Proton Wira	34265
4	USPD Proton Wira	22557
5	USPD Proton Satria	6797
6	USPD Proton Tiara	4679
7	Proton Perdana	3300
17	USPD Proton Putra	594
	Other Makes	14202
Total Cars		193210

(Source: Asian auto, 1999)

Appendix 4.3: Domestic Passenger Car Sales

MAKE	1998	1999*
Citroen	327	623
BMW	672	981
Mitsubishi	-	24
Daihatsu	269	150
Nissan	1,407	2,516
Ford	298	430
Honda	4,100	3,618
Mazda	100	108
Mercedes Benz	1,160	1,038
Opel	-	-
Peugeot	350	295
Subaru	-	-
Suzuki	-	-
Toyota	1,930	3,540
Volvo	422	497
Proton	87,489	127,162
Perodua	38,921	51,846
Kia	-	104
Others	245	278
TOTAL	137,690	193,210
PROTON Market Share	64%	66%

(* Figures as of October 1999)

(Source : MMTA October 1999)

Appendix 5: Comparison of Prices of the Persona with Rivals

Model	Price (£)
Proton Persona 1.5 GLi	8990
Proton Persona 1.5 GLSi	9650
Proton Persona 1.5 XLSi	9990
Proton Persona 1.6 SEi	10,750
Fiat Tempra 1.6ie S	10,295
Ford Escort 1.6 LX 4dr	11,285
Hyundai Lantra 1.6 GLS	10,299
Rover416 Si	12,075
Vauxhall Astra 1.6 GLS	11,875

(Source: Autocar, 1993)

Appendix 6.1: Prices of Proton Cars in UK

Model	Price(£)
1.6 Spectrum (Satria)	9,999
1.5 Sprint LE (Satria)	9,699
1.3 Spectrum	7,999
1.6 Meridian Persona 4 door(Wira)	10,499
1.6 Persona Meridian 5 door	10,799
1.3 Persona Meridian 4 door	8,499
1.3 Persona Meridian 5 door	8,799
1.5 Persona Meridian	9,999
Coupe 1.6V (Putra)	13,999

(Source: Proton Cars (UK) Ltd, 1999)

Appendix 6.2: Prices of Proton Cars in Australia

Model	Price(A\$)
Satria 1.5 GL Auto	14,490
Satria 1.5 GL Manual	13,490
Satria1.3 GL Manual	13,990
Satria 1.5 GLi Auto	16,690
Satria 1.5GLi Manual	15,490
Satria 1.6 XLi Auto	17,290
Satria 1.6 XLi Manual	15,690
Satria GTi 1.8 Manual	26,450
M21 Coupe 1.8 Auto (Putra)	22,990
M21 Coupe 1.8 Manual	22,990
Persona 1.5 GLi Auto (Wira)	17,690
Persona 1.3 GLi Manual	15,990
Persona 1.5 GLi Manual Aeroback	16,490
Persona 1.5 GLi Manual Aeroback	17,990
Persona 1.5 GLi LE Auto	17,840
Persona 1.5 GLi LE Manual	16,690
Persona 1.6 GLi LE Auto	20,390
Persona 1.6 GLi LE Manual	18,690
Persona 1.6 GLi LE Auto Aeroback	21,690
Persona 1.6 GLi LE Manual Aeroback	19,990

(Source: Proton Cars Australia)

Appendix 6.3a: Prices of Proton Cars in Malaysia (EON)

(OTR with insurance and optional package)

MODEL	PRICE(RM)
	SOLID PAINT/ METALLIC
Saga Iswara 1.3S Sedan	39,527 / 40,172
Saga13.s Aeroback	38,826/-
Wira 1.3GL Sedan	46,690/ 47,359
Wira 1.5GL Sedan	51,195/ 51901
Wira 1.5GL (A)Sedan	54,254/ 54,986
Wira 1.6XLi Sedan	-/ 64,077
Wira 1.8EXi (A)Sedan	-/ 72,057
Wira 1.8EXi DOHC Sedan	-/ 72,235
Wira 2.0 (D)	56,568/ 57,250
Wira 1.5 GL A Executive	-/ 65,602
Wira 1.6 XLi A Executive	-/75,029
Wira 1.6 XLi A/back Executive	-/ 73,951
Wira 1.6 XLi A A/back Executive	-/77,421
Wira 1.6 XLi A Limousine	-/102,731
Wira 1.6 XLi A Grand Limousine	-/166,358
Perdana GLi A Corporate Version	80,000/ 80,000
Perdana V6 A	98,000/ 99,000

Appendix 6.3b: Prices of Proton Cars in Malaysia (USPD)

(OTR with insurance and optional package)

MODEL	PRICE(RM)
Tiara 1.1 GL	-/ 27,879
Satria 1.3 GLi	41,640/ 42,677
Satria 1.6 GLi	-/ 48,614
Satria 1.6 Xi A	-/56,069
Satria GTi	-/68,000
Wira 1.3 GL Aeroback	43,523/ 44,193
Wira 1.5 GL (A) Aeroback	-/ 53,093
Wira 1.6 XLi A/back	-/57,750
Wira 1.6 XLi (A) A/back	-/ 61,689
Putra 1.8EXi DOHC	-/68,442
Putra 1.8EXi DOHC (A)	-/71,556

(Source: Asianauto, 1999)

Appendix 7: Collaborative Agreements with Proton

Source Country	Joint Venture	Technical Assistance	Purchase Agreement	TOTAL
Japan	19	35	4	58
Germany	4	6	-	10
Taiwan	6	1	-	7
Korea	6	-	-	6
Australia	2	1	-	3
Others	9	6	-	15
Total	46	49	4	99

(Source: Corporate Profile, 1998)

Appendix 8: Export figures of Proton Cars

REGION	COUNTRY	1996	1997	1998	1999	TOTAL (1986-1999)
UK	United Kingdom	10,338	12,969	6,157	5,175	120,138
	Eire (incl. in UK)	-	-	-	0	1,340
	SUB TOTAL	10,338	12,969	6,157	5,175	121,478
EUROPE	Malta	-	-	-	0	120
	Cyprus	122	60	40	0	630
	France	-	-	-	0	1,360
	Belgium	2,406	324	598	0	4,385
	Turkey*	-	-	3,227	2,754	5,986
	Germany	4,498	3,377	1,727	1,746	16,567
	Croatia	110	659	-	0	769
	Slovenia	-	100	467	219	786
	Russia	-	-	270	675	945
	SUB TOTAL	7,136	4,520	6,329	5,394	31,548
AFRICA	Mauritius	-	63	127	91	1,060
	Malawi	-	-	-	0	70
	Kenya	-	-	-	0	30
	Zimbabwe*	-	-	-	0	2
	Tanzania	-	-	-	0	28
	Ghana	70	-	-	0	70
	Seychelles	35	-	-	0	51
	SUB TOTAL	168	63	127	91	1,311
MIDDLE EAST	UAE	478	-	50	91	619
	Qatar	3	138	81	105	327
	Kuwait	-	200	351	220	771
	Oman	-	84	30	20	134
	Saudi Arabia	-	30	105	135	270
	Jordan	-	85	246	182	513
	Bahrain	-	10	10	0	20
	Lebanon	-	55	135	0	190
	Libya	-	-	21	0	21
	Egypt	-	-	6	520	526
	SUB TOTAL	481	602	1,035	1,273	3,391

Cont'd

REGION	COUNTRY	1996	1997	1998	1999	TOTAL (1996-1999)
AUSTRALASIA / OCEANIA	New Zealand	-	-	-	0	1,059
	Nauru	-	-	-	0	24
	Fiji	8	6	20	6	91
	Australia	376	4,620	2,417	1,889	11,987
	SUB TOTAL	384	4,626	2,437	1,895	13,161
ASEAN/ASIA & INDIAN SUB- CONTINENT	Bangladesh	60	15	30	6	378
	Sri Lanka	12	1	52	0	236
	Maldives	-	7	8	0	26
	Brunei	60	10	15	174	1,356
	Singapore	1,386	390	897	1,083	15,755
	Philippines (incl. SKD)	577	241	4	0	1,578
	Vietnam (incl. CKD)	8	122	-	0	131
	Indonesia	548	250	-	0	1,000
	Batam Island (incl. in Indonesia)	-	-	-	0	56
	Myanmar	5	-	-	0	27
	Laos	-	8	-	0	8
	China	-	-	-	0	99
	Taiwan	118	796	526	293	1,763
	SUB TOTAL	2,774	1,840	1,532	1,556	22,413
L. AMERICA	Argentina	-	-	421	0	606
	Chile	485	1,051	384	0	2,884
	SUB TOTAL	485	1,051	805	0	3,490
CARIBBEAN	Jamaica	-	-	-	0	403
	Bermuda	5	-	-	35	100
	Trinidad & Tobago	40	15	-	101	321
	Dominican Republic	30	-	-	79	227
	Barbados	50	-	-	44	94
	SUB TOTAL	125	15	-	259	1,145
TOTAL EXPORT		21,891	25,686	18,422	15,643	197,937

(SOURCE : International Business Division, Proton, 2000)

- Turkey - 5 units (test market in 1994)
- Zimbabwe - 2 units (test market)
- Sent 1 unit to Spain in January 1998.
- Sent 1 unit to Pakistan in June 1998.
- Sent 1 unit to Kiribati in November 1998.
- Sent 3 units to Djibouti in Dec '98 on G to G
- Sent 8 units to Burkina Faso in Jan. '99
- Sent 2 units to Madras in Apr. '99
- Sent 1 unit to Myanmar in May '99

Appendix 9: Prices of Perodua Cars in Malaysia

(OTR with insurance and optional package)

MODEL	PRICE(RM) SOLID PAINT/ METALLIC
Kancil EX Extra	25,138/ 25,512
Kancil 2EX	29,468/ 29,842
Kancil 2EZ	33,850/ 34,363

(Source: Asianauto, 1999)

Appendix 10: List Of Agreements Between Malaysia And India (as on November 1999)

AGREEMENT	SIGNED ON
Investment Guarantee Agreement (IGA)	03.08.1995
Avoidance of Double Taxation Agreement(DTA)	25.10.1976
Air Services Agreement (ASA)	22.05.1974
Economic, Technical, Scientific and Cultural Cooperation Agreement (ETSCCA)	24.01.1979

(Source: MITI, 1999)