



UNIVERSITI TEKNOLOGI MARA

**THE DETERMINANTS OF PASSENGER CAR
SALES IN MALAYSIA**

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AUTHOR'S DECLARATION

I declare that the work in this final year project paper was carried out in accordance with the regulations of Universiti Teknologi MARA. It is original and is the results of my own work, unless otherwise indicated or acknowledged as referenced work. This thesis has not been submitted to any other academic institution or non-academic institution for any degree or qualification.

I, hereby, acknowledge that I have been supplied with the Academic Rules and Regulations for Undergraduate, Universiti Teknologi MARA, regulating the conduct of my study and research.


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ABSTRACT

This paper aims to investigate the determinants of passenger car sales in Malaysia. The study will focus on the sales of the national car sales in Malaysia that are Proton and Perodua. The sales can be affected by the independent variables by how the car sold for each year. The economic variables included in this studies are Gross Domestic Product, Interest Rate and Consumer Price Index. The purpose of the studies is to find the relationship between dependent variable and independent variable, whether they have any correlation between each other or not. The studies used quantitative secondary data which is time series data and multiple regression models. The data had taken over the period of 30 years that is from 1988 to 2017. The expected finding showed Gross Domestic Product, Interest Rate, and Consumer Price Index have a significant influence on the movement of the passenger car sales. This showed that macroeconomics variable is very important to indicate the performance of both automobile producers. Therefore, automobile producer should be aware of mechanics that affecting the car sales, so that the movement of any determinants will not run adverse to the market mechanism.

Keywords: Passenger Car Sales, Gross Domestic Product, Interest Rate, Consumer Price Index

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