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Kancil

PERODUA EXPECTS KANCIL SALES TO PICK UP

ALOR SETAR, May 3 (Bernama) -- Perodua, the manufacturer of the local car, Kancil, said today its sales picked up last month and the trend is expected to continue in the following months.

Perodua managing director Datuk Abdul Rahman Omar said the introduction of the new model, EX-extra, today, coupled with the last week's announcement by Bank Negara on the relaxation of conditions on vehicle purchase could help increase the sales.

"We hope to sell between 4,000 and 5,000 units monthly starting this month compared with 2,000 units for January and February respectively this year," he told a news conference after unveiling the new model at the opening of the Perodua sales branch here.

He said Perodua received more than 3,000 bookings last month after launching its limited edition of EX-B model, which was sold at RM19,980 per unit.

The new EX-extra, a 660cc manually-operated car, is priced from RM21,770 (without optional accessories) to RM25,540 (with optional accessories like air-conditioner, radio, alarm system, central locking system, wheelcaps and anti-rust).

Between 7,000 and 8,000 units of Kancil cars were sold a month before the economic downturn.

Bank Negara allowed an increase in end financing from 70 per cent to 85 per cent and extended the repayment period from five years to seven years for cars below RM40,000 last week.

Abdul Rahman said Perodua had decided not to retrench any of its staff during the current economic slowdown but to instead train about 300 production workers to be its dealers and mechanics.

On the export market, he said Perodua would focus more on West Asia due to the increasing demand.

For example, he said, Perodua sold 80 units of Kancil in Cairo in March and there were bookings for another 280 units.

"However, we have some difficulties transporting the 280 units there in time because of the problem of shipment schedule," he said.

Prime Minister Datuk Seri Dr Mahathir Mohamad is scheduled to open the Kancil dealer office in Cairo on Saturday.

The Kancil is currently exported to 11 countries, including the United Kingdom.

-- BERNAMA

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