



**To: The representatives of Media
 Concerned Organizations**

Hanoi, 10th November 2014

SALES REPORT – OCTOBER 2014

**October industry at 14,938 units
 October 2014 down 7% versus September 2014
 October 2014 up 45% versus October 2013**

Would you please find October 2014 Total Industry¹ & VAMA members only figures¹.

- **This is the 19th consecutive month the industry volume has been higher than same period the previous year.**
- **Full year total industry forecast for 2014 will be announced in the Vietnam Motor Show in 19th November 2014**

1) October Total Industry results in details:

- Total industry at 14,938 units of which 9,220 units were cars & 5,718 units were trucks.
- Cars were down 12% vs. last month and Trucks were up 1%.
- CKD volume was 11,756 units, up 5% vs. last month and CBU was 3,182 units, down 35% vs last month.

Of which, October VAMA members' volume was as follows:

	North	Central	South	Total
PC	2,418	598	1,561	4,577
Cross-over	-	-	-	-
MPV	265	55	487	807
SUV	1,024	221	908	2,153
Minibus, Bus	405	71	470	946
Truck, pick up & Van	1,839	702	1,985	4,526
other	-	-	-	-
Grand total	5,951	1,647	5,411	13,009
Bus chassis	3	-	113	116

¹ “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in 10/2014.

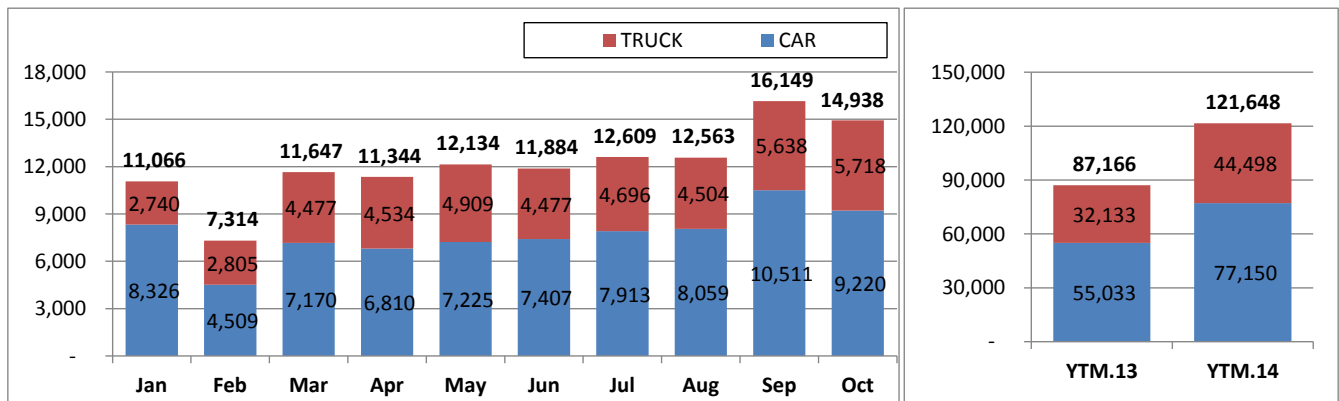
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

VAMA volume compared to last month & last year as follows:

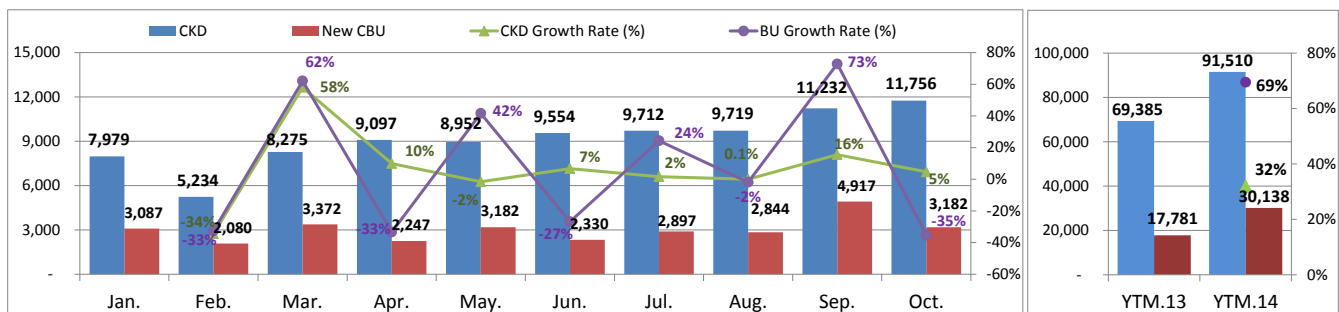
Comparison by month	Oct-14	Oct-13	Sep-14	Difference Oct-14vs Oct-13	Difference Oct-14 vs Sep-14
	Oct-14	Oct-13	Sep-14		
Total (1)	13,324	8,720	12,940	53%	3%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,960	2,313	2,999	28%	-1%
Passenger Cars (Xe du lịch)	4,577	2,939	4,506	56%	2%
Comm. Vehicles (Xe thương mại)	5,472	3,262	5,142	68%	6%
Other (Xe loại khác)	0	1	0		

2) Year-to-Month October Total Industry results in details:

- Total Industry in YTM October.2014 is up 40% vs last year.
- Car was up 40% and Truck was up 38% vs last year.



- In YTM October.2014, CKD was up 32% and CBU was up 69% vs last year.



Of which, VAMA only YTM October results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	103,432	75,766	37%
SUV/MPV/Cross-over	24,037	18,483	30%
Passenger Cars	35,904	26,530	35.3%
Comm. Vehicles	41,044	29,388	40%
Other (Xe loại khác)	-	2	-100%

3) 2014 INDUSTRY status:

- **Full year total industry forecast for 2014 will be announced in the Vietnam Motor Show in 19th November 2014**

For further details, please see the enclosed attachments.

We hope the above information will help you better understand Vietnam automobile industry. Should you have any questions, please do not hesitate to contact us at: Email: Generalofficer@vama.org.vn – Tel: 04 6290 7427

Yours faithfully,

VAMA Chairman

Jesus Metelo N. Arias Jr.