



To: The representatives of Media  
Concerned Organizations

Hanoi, 13<sup>th</sup> March 2014

## SALES REPORT – FEBRUARY 2014

**February industry at 7,314 units**  
**February 2014 down 34% versus January 2014**  
**February 2014 up 72% versus February 2013**

Would you please find February 2014 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

- This is the tenth consecutive month the industry volume has been higher than same period last year.
- Full year total industry forecast for 2014 is still projected at 120,000 units, a 9% growth from 2013.

### 1) February Total Industry results details:

- Total industry at 7,314 units of which 4,509 units were cars & 2,805 units were trucks.
- Cars were down 46% vs. last month and Trucks were up 2%.
- CKD volume was 5,234 units, down 34% vs. last month and CBU was 2,080 units, down 33% vs last month.

### Of which, February VAMA members' volume was as follows:

	North	Central	South	Total
PC	813	209	644	1,666
Cross-over	-	-	-	-
MPV	151	31	427	609
SUV	406	82	379	867
Minibus, Bus	231	42	240	513
Truck, pick up & Van	953	308	803	2,064
other	-	-	-	-
<b>Grand total</b>	<b>2,554</b>	<b>672</b>	<b>2,493</b>	<b>5,908<sup>2</sup></b>
Bus chassis	-	-	48	48

<sup>1</sup> "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 2/2014.

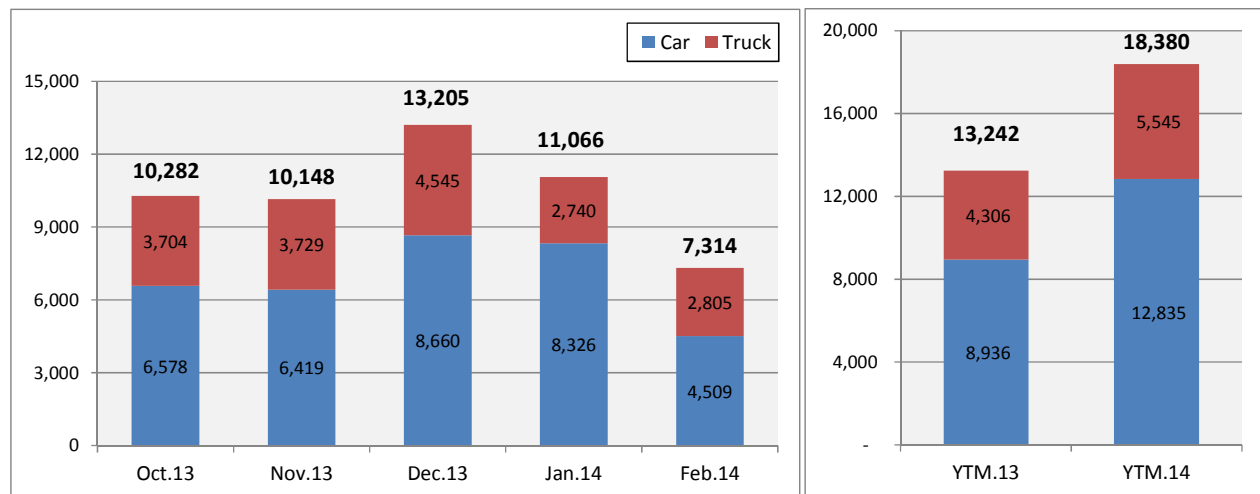
<sup>2</sup> Including Mercedes-Benz Vietnam sale's record.

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

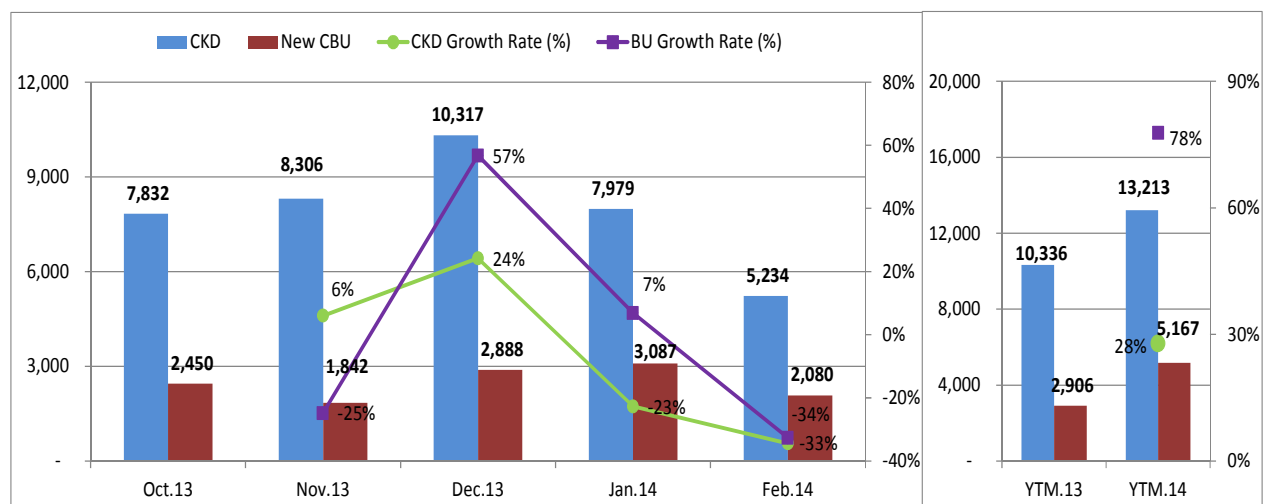
Comparison by month	Feb-14	Feb-13	Jan-14	Difference Feb-14 vs Feb-13	Difference Feb-14 vs. Jan-14
<b>Total (1)</b>	<b>5,908</b>	<b>3,679</b>	<b>8,939</b>	<b>61%</b>	<b>-34%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	1,476	783	2,724	89%	-46%
Passenger Cars (Xe du lịch)	1,666	1,286	3,586	30%	-54%
Comm. Vehicles (Xe thương mại)	2,577	1,519	2,385	70%	8%
Other (Xe loại khác)	0	0	0		

## 2) Year-to-Month February Total Industry results details:

- Total Industry in YTM Feb.2014 is up 39% vs last year.
- Car was up 44% and Truck was up 29% vs last year.



- In YTM Feb.2014, CKD was up 28% and CBU was up 78% vs last year.



**Of which, VAMA only YTM February results:**

<b>YTM 2014</b>			
	<b>YTM 2014</b>	<b>YTM 2013</b>	<b>Difference</b>
<b>Total (1)</b>	<b>14,847</b>	<b>11,042</b>	<b>34%</b>
SUV/MPV/Cross-over	<b>4,200</b>	<b>2,346</b>	79%
Passenger Cars	<b>5,252</b>	<b>4,568</b>	15.0%
Comm. Vehicles	<b>4,962</b>	<b>3,904</b>	27%
Other (Xe loại khác)	-	-	

**3) 2014 INDUSTRY status:**

- Full year total industry for 2014 is still forecasted at 120,000 units, a growth of 9% YOY .

For further details, please see the enclosed attachment.

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:

Yours faithfully,

**VAMA Chairman**

**Jesus Metelo Arias**