

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

Hanoi, 14th April 2014

SALES REPORT – MARCH 2014

March industry at 11,647 units
March 2014 up 59% versus February 2014
March 2014 up 39% versus March 2013

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

- This is the twelfth consecutive month the industry volume has been higher than same period last year.
- Full year total industry forecast for 2014 is adjusted up to 125,000 units, a 13% growth from 2013.

1) March Total Industry results in details:

- Total industry at 11,647 units of which 7,170 units were cars & 4,477 units were trucks.
- Cars were up 59% vs. last month and Trucks were up 60%.
- CKD volume was 8,275 units, up 58% vs. last month and CBU was 3,372 units, up 62% vs last month.

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

	North	Central	South	Total
PC	1,663	420	1,139	3,222
Cross-over	-	-	-	-
MPV	219	49	412	680
SUV	646	144	616	1,406
Minibus, Bus	248	60	265	573
Truck, pick up & Van	1,462	573	1,232	3,267
other	-	-	-	-
Grand total	4,238	1,246	3,664	9,313²
Bus chassis	-	-	60	60

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 3/2014.

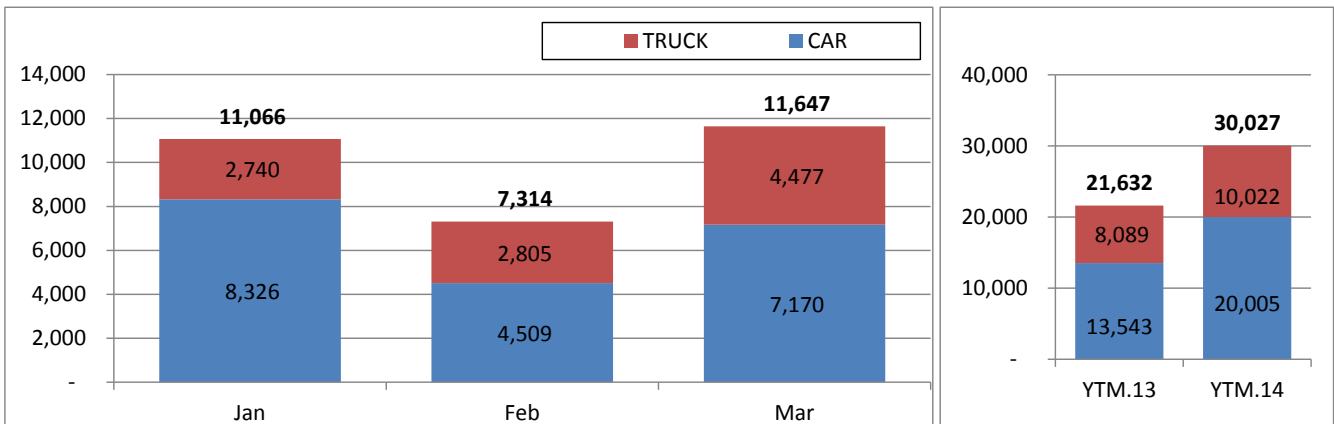
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

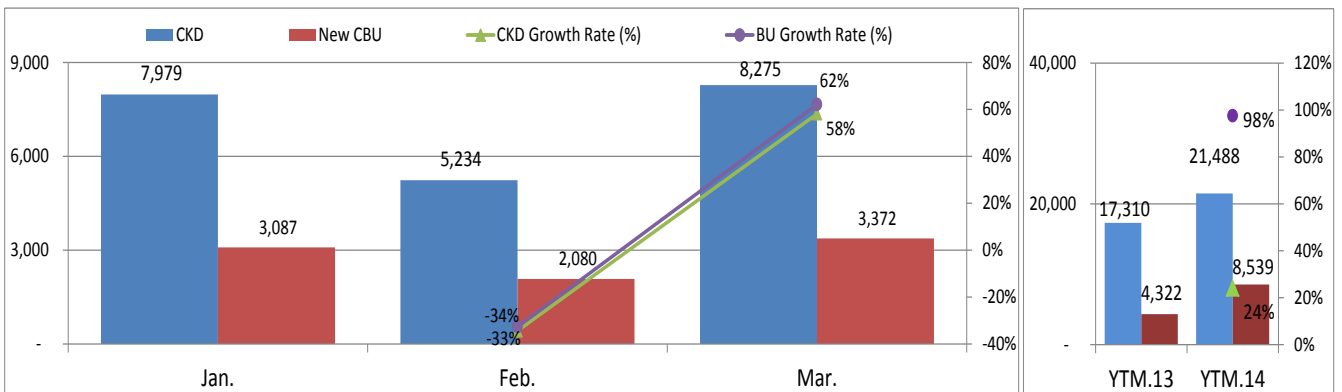
Comparison by month	Mar-14	Mar-13	Feb-14	Difference Mar-14 vs Mar-13	Difference Mar-14 vs. Feb-14
Total (1)	9,313	7,650	5,916	22%	57%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,086	1,792	1,484	16%	41%
Passenger Cars (Xe du lịch)	3,222	2,111	1,657	53%	94%
Comm. Vehicles (Xe thương mại)	3,840	3,633	2,586	6%	48%
Other (Xe loại khác)	0	1	0		

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

- Total Industry in YTM Mar.2014 is up 39% vs last year.
- Car was up 48% and Truck was up 24% vs last year.



- In YTM Mar.2014, CKD was up 98% and CBU was up 24% vs last year.



Of which, VAMA only YTM March results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	24,168	18,692	29%
SUV/MPV/Cross-over	6,294	4,138	52%
Passenger Cars	8,465	6,679	26.7%
Comm. Vehicles	8,811	7,537	17%
Other (Xe loại khác)	-	1	

3) 2014 INDUSTRY status:

- Full year total industry for 2014 is forecasted at 125,000 units, a growth of 13% YOY.

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 No. Arias Jr.