



No.: 0410/2015/VAMA

Re: VAMA sales report – March 2015

Hanoi, 10<sup>th</sup> April 2015

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

### **SALES REPORT (MAR 2015)**

**The March industry is at 16,399 units.  
The March 2015 volume is up 33% versus February 2015 and  
up 41% versus March 2014.**

Would you please find March 2015 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

#### **1) March Total Industry results in details:**

- Total industry is at 16,399 units of which 9,416 units were Passenger Cars & 6,983 units were Commercial Vehicles.
- Passenger Cars were up 6% versus last month and Commercial Vehicles were up 104%.
- CKD volume was 12,877 units, up 63% versus last month and CBU was 3,522 units, down 20% versus last month.

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

	<b>North</b>	<b>Central</b>	<b>South</b>	<b>Total</b>
<b>PC</b>	2,656	652	1,526	4,834
<b>Cross-over</b>	19	5	30	54
<b>MPV</b>	306	67	515	888
<b>SUV</b>	1,166	243	976	2,385
<b>Minibus, Bus</b>	384	110	391	885
<b>Truck, pick up &amp; Van</b>	2,468	933	2,374	5,775
<b>Other</b>	-	-	1	1
<b>Grand total</b>	<b>6,999</b>	<b>2,010</b>	<b>5,813</b>	<b>14,822</b>
<b>Bus chassis</b>	-	-	93	93

<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 3/2015.

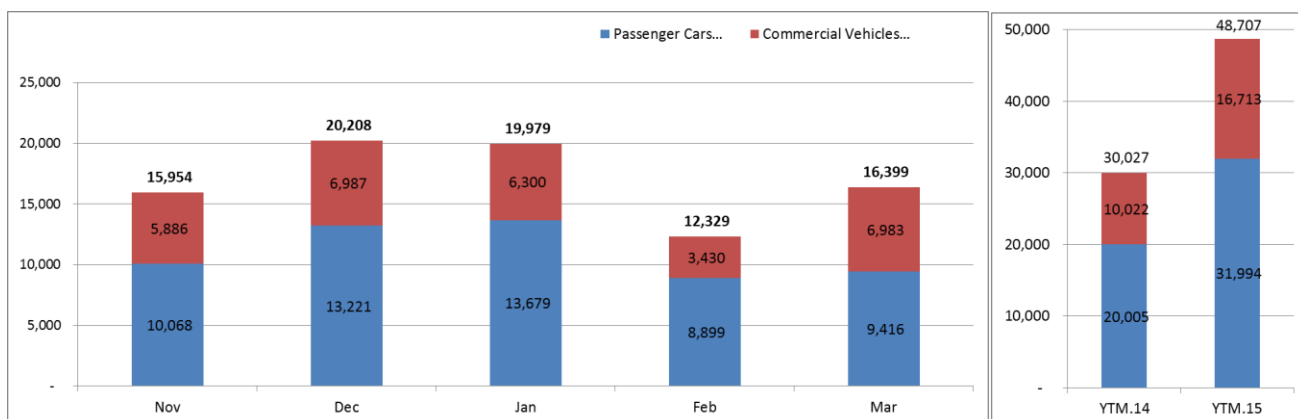
<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

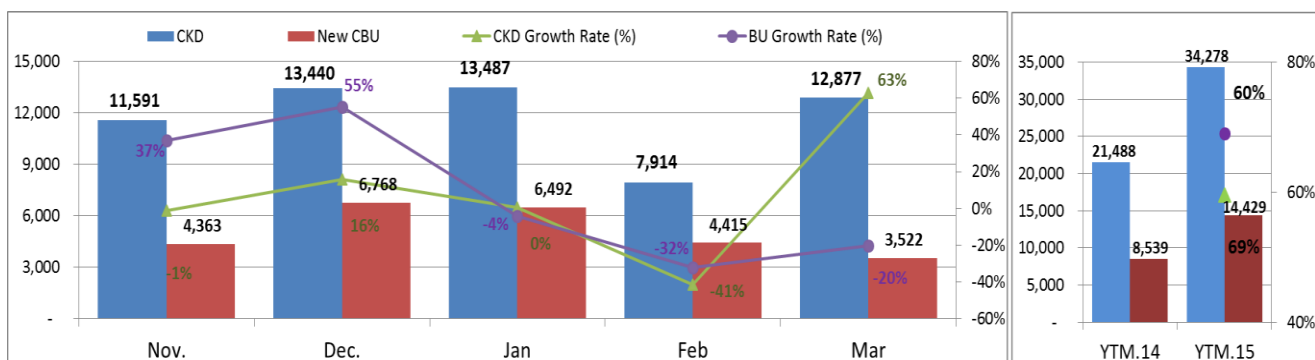
Comparison by month	Mar-15	Mar-14	Feb-15	Difference March-15 vs March-14	Difference March-15 vs Feb-15
	Mar-15	Mar-14	Feb-15		
<b>Total (1)</b>	<b>15,201</b>	<b>9,316</b>	<b>9,607</b>	<b>63%</b>	<b>58%</b>
SUV/MPV/Cross-over	3,327	2,086	2,258	59%	47%
Passenger Cars	4,834	3,222	3,892	50%	24%
Comm. Vehicles	6,660	3,843	3,149	73%	111%
Other	1	0	0		

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

- Total Industry in FY March 2015 is up 62% versus last year.
- Passenger Car was up 60% and Commercial Vehicles was up 67% versus last year.



- In FY.2015, CKD was up 60% and CBU was up 69% versus last year.



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

<b>YTM 2015</b>			
	<b>YTM 2015</b>	<b>YTM 2014</b>	<b>Difference</b>
<b>Total (1)</b>	<b>40,834</b>	<b>24,177</b>	<b>69%</b>
SUV/MPV/Cross-over	<b>9,235</b>	6,294	47%
Passenger Cars	<b>14,929</b>	8,463	76.4%
Comm. Vehicles	<b>15,570</b>	8,821	77%
Other	<b>1</b>	0	#DIV/0!

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](mailto:Generalofficer@vama.org.vn) – Tel: 04 6290 7427

Yours faithfully,

**VAMA Chairman**

**Yoshihisa Maruta**