



No.: 0511/2015/VAMA

Re: VAMA sales report – April 2015

Hanoi, 11th May 2015

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

SALES REPORT (APRIL 2015)

**The April industry is at 18,178 units.
The April 2015 volume is up 11% versus March 2015 and
up 60% versus April 2014.**

Would you please find April 2015 Total Industry¹ & VAMA members only figures¹.

1) April Total Industry results in details:

- Total industry is at 18,178 units of which 9,423 units were Passenger Cars & 8,755 units were Commercial Vehicles.
- Passenger Cars were up 0.1% versus last month and Commercial Vehicles were up 25%.
- CKD volume was 13,980 units, up 9% versus last month and CBU was 4,198 units, up 19% versus last month.

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

	North	Central	South	Total
PC	2,667	663	1,726	5,056
Cross-over	23	2	42	67
MPV	315	68	536	919
SUV	984	288	956	2,228
Minibus, Bus	454	96	488	1,038
Truck, pick up & Van	3,109	937	2,960	7,006
Other	-	-	-	-
Grand total	7,552	2,054	6,708	16,314
Bus chassis	-	-	120	120

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 4/2015.

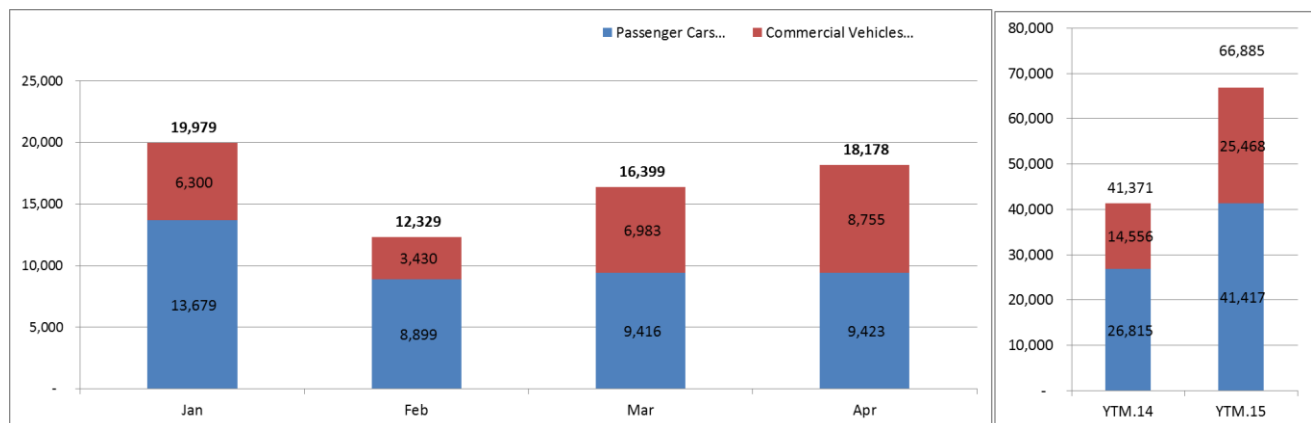
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

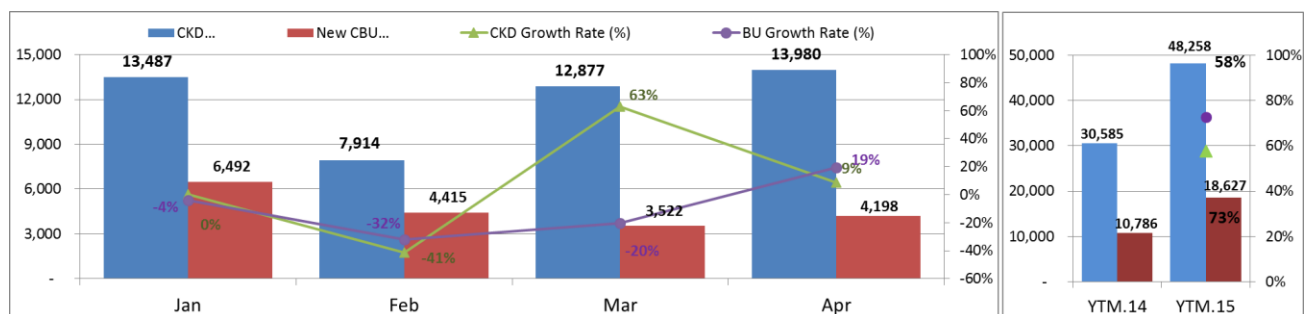
Comparison by month	Apr-15	Apr-14	Mar-15	Difference Apr-15vs Apr-14	Difference Apr-15 vs Mar-15
Total (1)	16,643	10,115	15,201	65%	9%
SUV/MPV/Cross-over	3,214	2,261	3,327	42%	-3%
Passenger Cars	5,056	3,436	4,834	47%	5%
Comm. Vehicles	8,044	4,239	6,660	90%	21%
Other	0	0	1		

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

- Total Industry in FY April 2015 is up 62% versus last year.
- Passenger Car was up 54% and Commercial Vehicles was up 75% versus last year.



- In FY.2015, CKD was up 58% and CBU was up 73% versus last year.



Of which, VAMA only YTM April results:

YTM 2015			
	YTM 2015	YTM 2014	Difference
Total (1)	57,477	34,292	68%
SUV/MPV/Cross-over	12,449	8,555	46%
Passenger Cars	19,985	11,899	68.0%
Comm. Vehicles	23,614	13,060	81%
Other	1	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 – Tel: 04 6290 7427

Yours faithfully,
VAMA Chairman

Yoshihisa Maruta