



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

Hanoi, 13th June 2014

SALES REPORT – MAY 2014

**May industry at 12,134 units
May 2014 up 7% versus April 2014
May 2014 up 25% versus May 2013**

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

- **This is the 14th 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 14% growth from 2013.**

1) May Total Industry results in details:

- Total industry at 12,134 units of which 7,225 units were cars & 4,909 units were trucks.
- Cars were up 6% vs. last month and Trucks were up 8%.
- CKD volume was 8,952 units, down 2% vs. last month and CBU was 3,182 units, up 42% vs last month.

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

	North	Central	South	Total
PC	1,711	418	1,185	3,314
Cross-over	-	-	-	-
MPV	198	38	355	591
SUV	636	173	695	1,504
Minibus, Bus	243	105	263	611
Truck, pick up & Van	1,427	660	1,526	3,613
other	-	-	-	-
Grand total	4,215	1,394	4,024	9,633
Bus chassis	-	-	72	72

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 5/2014.

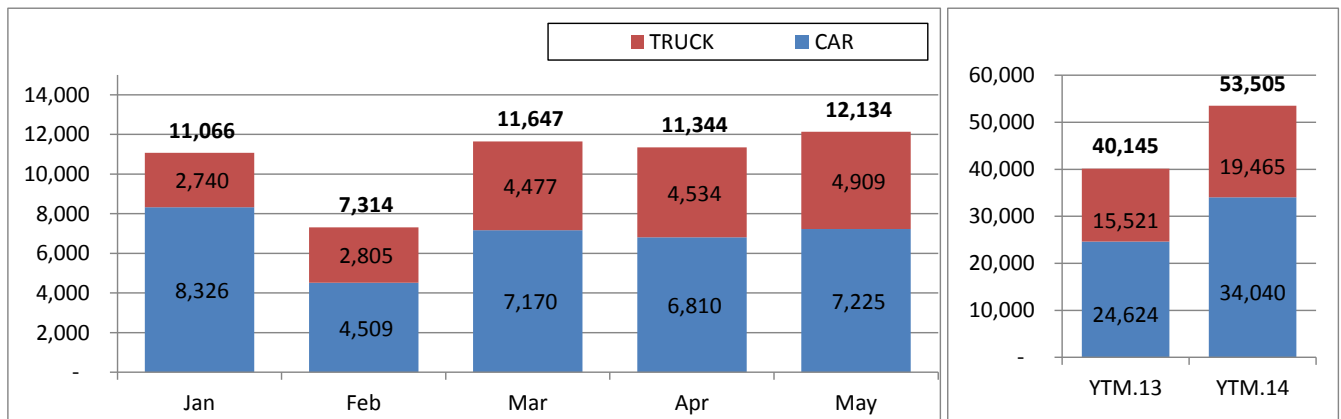
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

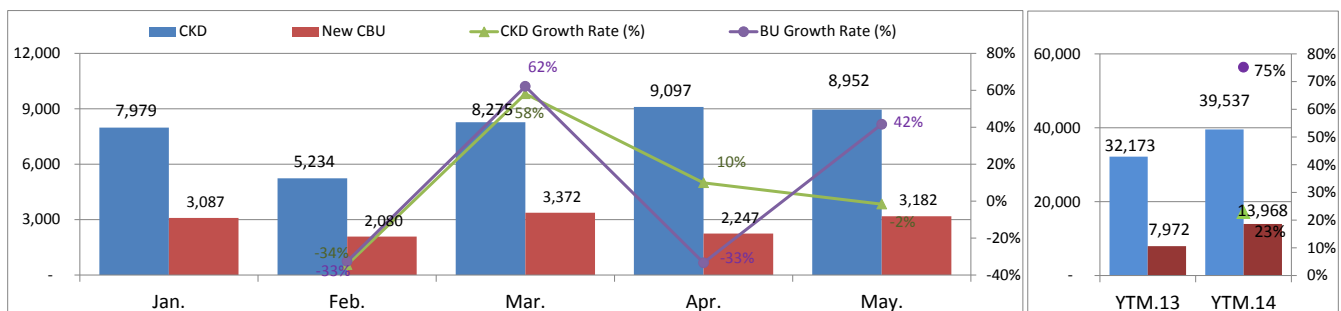
Comparison by month	May-14	May-13	May-14	Difference May-14vs May-13	Difference May-14 vs April-14
	9,849	8,202	10,116	20%	-3%
Total (1)	9,849	8,202	10,116	20%	-3%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,095	2,011	2,261	4%	-7%
Passenger Cars (Xe du lịch)	3,314	2,591	3,436	28%	-4%
Comm. Vehicles (Xe thương mại)	4,224	3,496	4,240	21%	0%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM May.2014 is up 33% vs last year.
- Car was up 38% and Truck was up 25% vs last year.



- In YTM May.2014, CKD was up 23% and CBU was up 75% vs last year.



Of which, VAMA only YTM May results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	44,133	34,896	26%
SUV/MPV/Cross-over	10,650	8,018	33%
Passenger Cars	15,215	11,848	28.4%
Comm. Vehicles	17,275	14,486	19%
Other (Xe loại khác)	-	1	

3) 2014 INDUSTRY status:

- Full year total industry for 2014 is forecasted at 125,000 units, a growth of 14% 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 N. Arias Jr.