

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

Hanoi, 10<sup>th</sup> July 2014

## **SALES REPORT – JUNE 2014**

**June industry at 11,884 units  
June 2014 down 2% versus May 2014  
June 2014 up 23% versus June 2013**

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

- **This is the 15th consecutive month the industry volume has been higher than same period last year.**
- **Full year total industry forecast for 2014 is adjusted up to 130,000 units, a 18% growth from 2013.**

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

- Total industry at 11,884 units of which 7,407 units were cars & 4,477 units were trucks.
- Cars were up 3% vs. last month and Trucks were down 9%.
- CKD volume was 9,554 units, up 7% vs. last month and CBU was 2,330 units, down 27% vs last month.

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

	<b>North</b>	<b>Central</b>	<b>South</b>	<b>Total</b>
<b>PC</b>	2,013	503	1,280	3,796
<b>Cross-over</b>	-	-	-	-
<b>MPV</b>	234	76	455	765
<b>SUV</b>	714	141	730	1,585
<b>Minibus, Bus</b>	263	57	266	586
<b>Truck, pick up &amp; Van</b>	1,578	502	1,770	3,850
<b>other</b>	-	-	-	-
<b>Grand total</b>	<b>4,802</b>	<b>1,279</b>	<b>4,501</b>	<b>10,582</b>
<b>Bus chassis</b>	-	-	96	96

<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 6/2014.

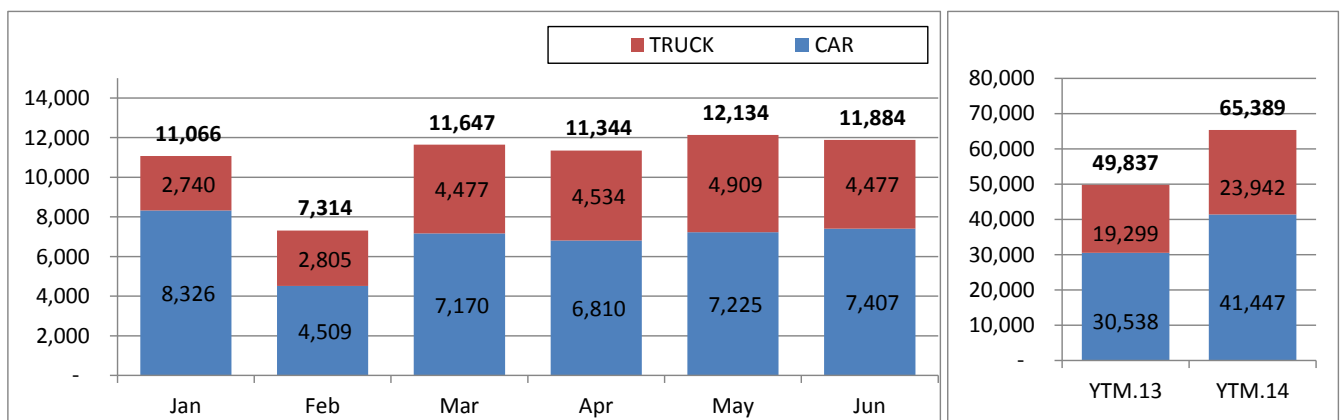
<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

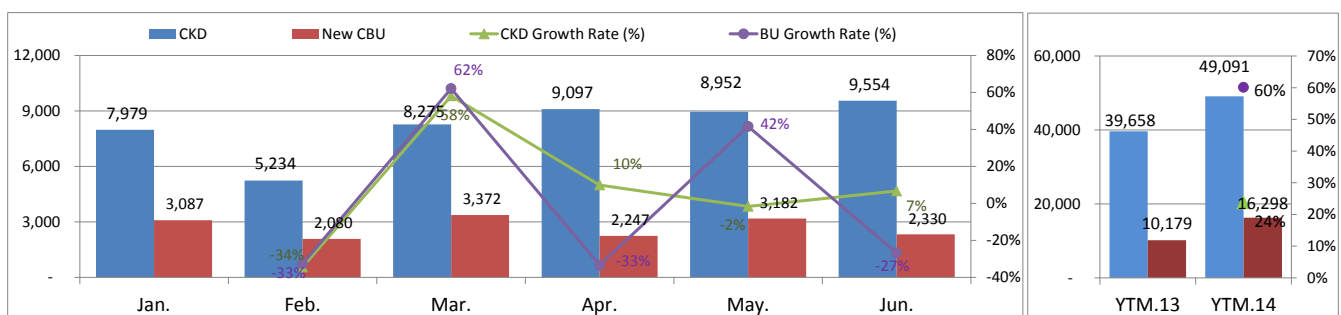
Comparison by month	June-14	June-13	May-14	Difference June-14vs June-13	Difference June-14 vs May-14
	June-14	June-13	May-14		
<b>Total (1)</b>	<b>10,853</b>	<b>8,239</b>	<b>9,849</b>	<b>32%</b>	<b>10%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,350	1,831	2,095	28%	12%
Passenger Cars (Xe du lịch)	3,796	2,819	3,314	35%	15%
Comm. Vehicles (Xe thương mại)	4,436	3,468	4,224	28%	5%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM June.2014 is up 31% vs last year.
- Car was up 36% and Truck was up 24% vs last year.



- In YTM June.2014, CKD was up 24% and CBU was up 60% vs last year.



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

<b>YTM 2014</b>			
	<b>YTM 2014</b>	<b>YTM 2013</b>	<b>Difference</b>
<b>Total (1)</b>	<b>54,986</b>	<b>43,135</b>	<b>27%</b>
SUV/MPV/Cross-over	<b>13,000</b>	<b>9,849</b>	32%
Passenger Cars	<b>19,011</b>	<b>14,667</b>	29.6%
Comm. Vehicles	<b>21,711</b>	<b>17,954</b>	21%
Other (Xe loại khác)	-	<b>1</b>	-100%

**3) 2014 INDUSTRY status:**

- Full year total industry for 2014 is forecasted at 130,000 units, a growth of 18% 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](mailto:Generalofficer@vama.org.vn) – Tel: 04 6290 7427

Yours faithfully,

**VAMA Chairman**

**Jesus Metelo N. Arias Jr.**