



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

Hanoi, 14th August 2014

SALES REPORT – JULY 2014

**July industry at 12,609 units
July 2014 up 2% versus June 2014
July 2014 up 35% versus July 2013**

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

- **This is the 16th consecutive month the industry volume has been higher than same period the previous year.**
- **Full year total industry forecast for 2014 is at 130,000 units, or a 18% growth from 2013.**

1) July Total Industry results in details:

- Total industry at 12,609 units of which 7,913 units were cars & 4,696 units were trucks.
- Cars were up 7% vs. last month and Trucks were up 5%.
- CKD volume was 9,712 units, up 2% vs. last month and CBU was 2,897 units, up 24% vs last month.

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

	North	Central	South	Total
PC	2,101	527	1,411	4,039
Cross-over	-	-	-	-
MPV	206	68	410	684
SUV	734	186	817	1,737
Minibus, Bus	311	82	448	841
Truck, pick up & Van	1,445	598	1,524	3,567
other	-	-	-	-
Grand total	4,797	1,461	4,610	10,868
Bus chassis	-	-	144	144

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 7/2014.

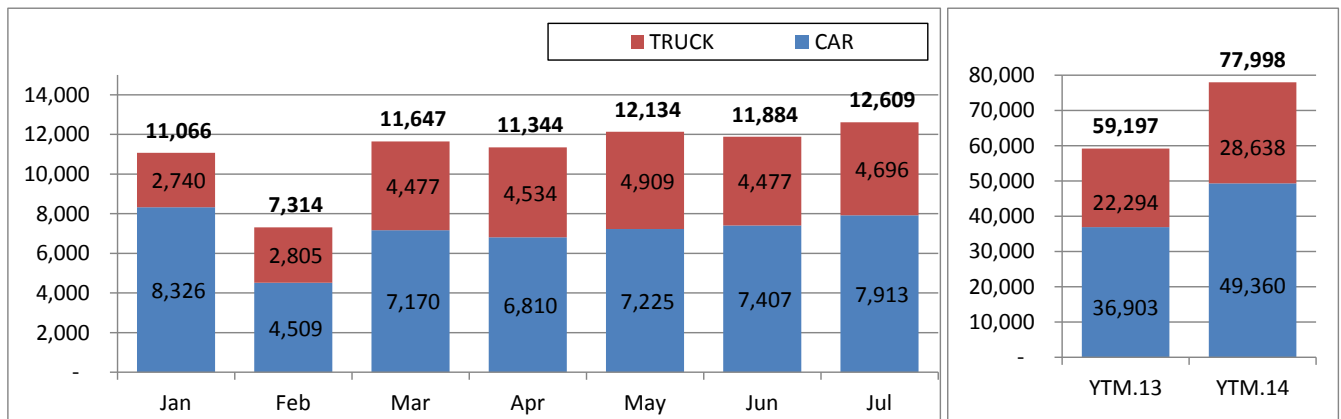
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

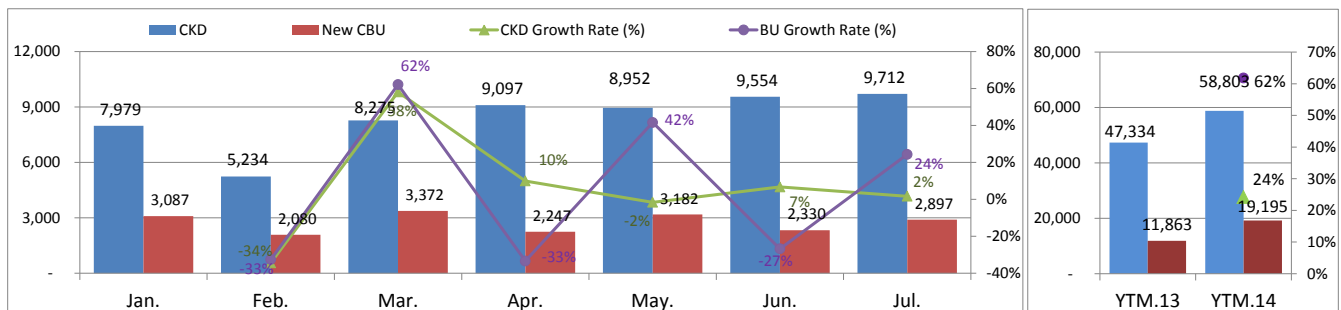
Comparison by month	Jul-14	Jul-13	Jun-14	Difference July-14vs July-13	Difference July-14 vs June-14
	11,173	8,209	10,853		
Total (1)	11,173	8,209	10,853	36%	3%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,421	2,200	2,350	10%	3%
Passenger Cars (Xe du lịch)	4,039	3,219	3,796	25%	6%
Comm. Vehicles (Xe thương mại)	4,408	2,630	4,436	68%	-1%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM July.2014 is up 32% vs last year.
- Car was up 34% and Truck was up 28% vs last year.



- In YTM July.2014, CKD was up 24% and CBU was up 62% vs last year.



Of which, VAMA only YTM July results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	66,159	51,344	29%
SUV/MPV/Cross-over	15,421	12,049	28%
Passenger Cars	23,050	17,886	28.9%
Comm. Vehicles	26,119	20,584	27%
Other (Xe loại khác)	-	1	-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 – Tel: 04 6290 7427

Yours faithfully,

VAMA Chairman

Jesus Metelo N. Arias Jr.