



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

Hanoi, 9<sup>th</sup> September 2014

## **SALES REPORT – AUGUST 2014**

**August industry at 12,562 units  
August 2014 down 0.4% versus July 2014  
August 2014 up 59% versus August 2013**

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

- **This is the 17th 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) August Total Industry results in details:**

- Total industry at 12,562 units of which 8,058 units were cars & 4,504 units were trucks.
- Cars were up 2% vs. last month and Trucks were down 4%.
- CKD volume was 9,719 units, up 0.1% vs. last month and CBU was 2,843 units, down 2% vs last month.

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

	<b>North</b>	<b>Central</b>	<b>South</b>	<b>Total</b>
<b>PC</b>	1,962	506	1,303	3,771
<b>Cross-over</b>	-	-	-	-
<b>MPV</b>	270	64	426	760
<b>SUV</b>	818	175	886	1,879
<b>Minibus, Bus</b>	299	73	399	771
<b>Truck, pick up &amp; Van</b>	1,361	583	1,596	3,540
<b>other</b>	-	-	-	-
<b>Grand total</b>	<b>4,710</b>	<b>1,401</b>	<b>4,610</b>	<b>10,721</b>
<b>Bus chassis</b>	-	-	99	99

<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 8/2014.

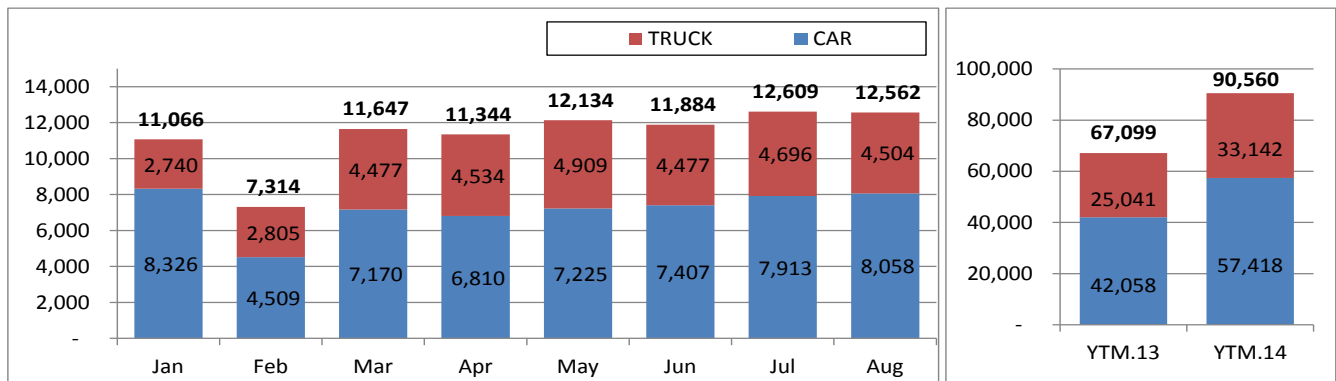
<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

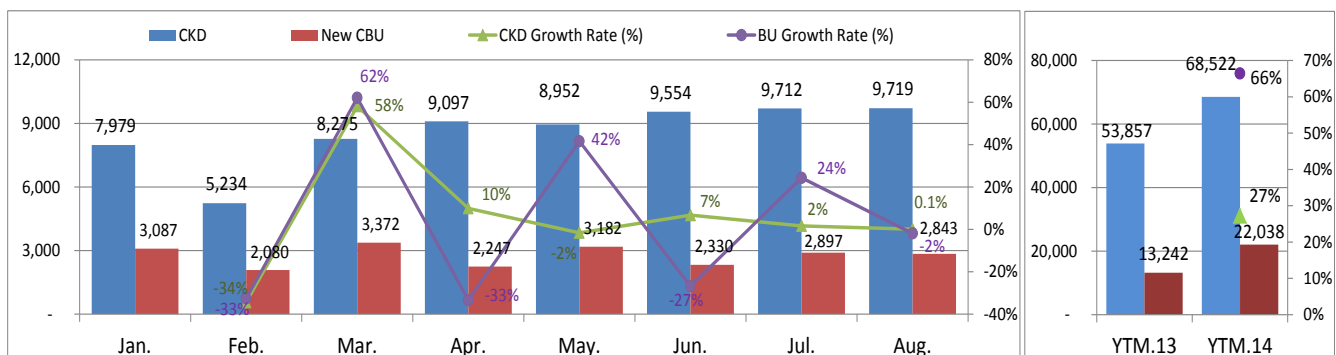
Comparison by month	Aug-14	Aug-13	Jul-14	Difference Aug-14vs Aug-13	Difference Aug-14 vs July-14
	Aug-14	Aug-13	Jul-14	Difference Aug-14vs Aug-13	Difference Aug-14 vs July-14
<b>Total (1)</b>	<b>10,991</b>	<b>7,236</b>	<b>11,173</b>	<b>52%</b>	<b>-2%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,639	2,001	2,421	32%	9%
Passenger Cars (Xe du lịch)	3,771	2,593	4,039	45%	-7%
Comm. Vehicles (Xe thương mại)	4,311	2,488	4,408	73%	-2%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM August.2014 is up 35% vs last year.
- Car was up 37% and Truck was up 32% vs last year.



- In YTM August.2014, CKD was up 27% and CBU was up 66% vs last year.



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

<b>YTM 2014</b>			
	<b>YTM 2014</b>	<b>YTM 2013</b>	<b>Difference</b>
<b>Total (1)</b>	<b>77,150</b>	<b>58,580</b>	<b>32%</b>
SUV/MPV/Cross-over	<b>18,060</b>	<b>14,050</b>	29%
Passenger Cars	<b>26,821</b>	<b>20,479</b>	31.0%
Comm. Vehicles	<b>30,430</b>	<b>23,072</b>	32%
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.**