



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

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

## SALES REPORT – SEPTEMBER 2014

**September industry at 16,149 units  
September 2014 up 29% versus August 2014  
September 2014 up 65% versus September 2013**

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

- **This is the 18th consecutive month the industry volume has been higher than same period the previous year.**
- **Full year total industry forecast for 2014 is at 145,000 units, or a 32% growth from 2013.**

### 1) September Total Industry results in details:

- Total industry at 16,149 units of which 10,511 units were cars & 5,638 units were trucks.
- Cars were up 30% vs. last month and Trucks were up 25%.
- CKD volume was 11,232 units, up 16% vs. last month and CBU was 4,917 units, up 73% vs last month.

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

	North	Central	South	Total
<b>PC</b>	2,359	584	1,563	4,506
<b>Cross-over</b>	-	-	-	-
<b>MPV</b>	241	58	501	800
<b>SUV</b>	1,007	215	977	2,199
<b>Minibus, Bus</b>	425	60	357	842
<b>Truck, pick up &amp; Van</b>	1,838	589	1,873	4,300
<b>other</b>	-	-	-	-
<b>Grand total</b>	<b>5,870</b>	<b>1,506</b>	<b>5,271</b>	<b>12,647</b>
<b>Bus chassis</b>	-	-	87	87

<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 9/2014.

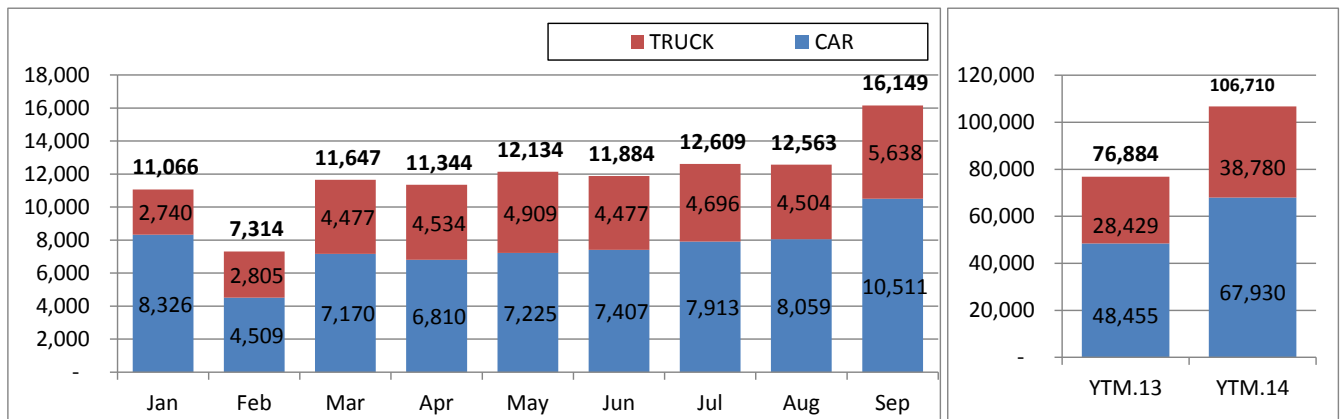
<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

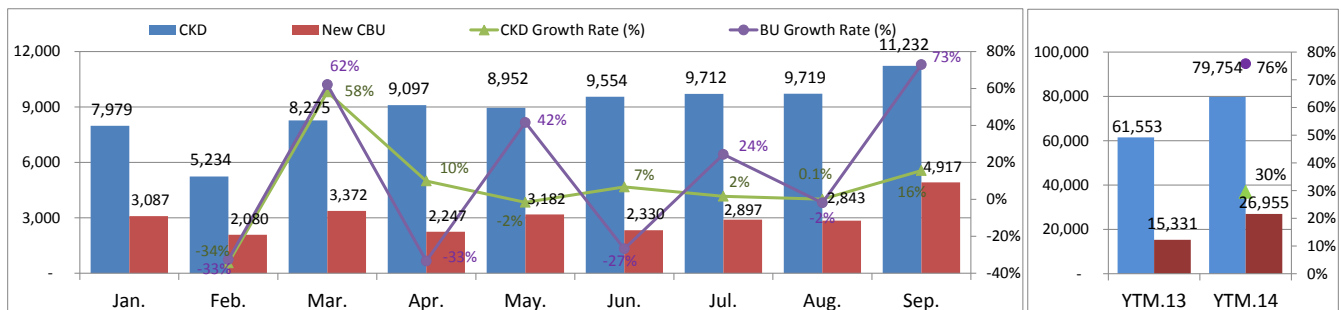
Comparison by month	Sep-14	Sep-13	Aug-14	Difference Sep-14vs Sep-13	Difference Sep-14 vs Aug-14
<b>Total (1)</b>	<b>12,940</b>	<b>8,466</b>	<b>10,991</b>	<b>53%</b>	<b>18%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,999	2,120	2,639	41%	14%
Passenger Cars (Xe du lịch)	4,506	3,112	3,771	45%	19%
Comm. Vehicles (Xe thương mại)	5,142	3,054	4,311	68%	19%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM September.2014 is up 39% vs last year.
- Car was up 40% and Truck was up 36% vs last year.



- In YTM September.2014, CKD was up 30% and CBU was up 76% vs last year.



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

<b>YTM 2014</b>			
	<b>YTM 2014</b>	<b>YTM 2013</b>	<b>Difference</b>
<b>Total (1)</b>	<b>90,108</b>	<b>67,046</b>	<b>34%</b>
SUV/MPV/Cross-over	<b>21,077</b>	<b>16,170</b>	30%
Passenger Cars	<b>31,327</b>	<b>23,591</b>	32.8%
Comm. Vehicles	<b>35,572</b>	<b>26,126</b>	36%
Other (Xe loại khác)	-	<b>1</b>	-100%

**3) 2014 INDUSTRY status:**

- Full year total industry for 2014 is forecasted at 145,000 units, a growth of 32% 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.**