



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

Hanoi, 13th May 2014

SALES REPORT – APRIL 2014

April industry at 11,344 units
April 2014 down 3% versus March 2014
April 2014 up 29% versus April 2013

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

- This is the 13th 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) April Total Industry results in details:

- Total industry at 11,344 units of which 6,810 units were cars & 4,534 units were trucks.
- Cars were down 5% vs. last month and Trucks were up 1%.
- CKD volume was 9,097 units, up 10% vs. last month and CBU was 2,247 units, down 33% vs last month.

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

	North	Central	South	Total
PC	1,854	434	1,148	3,436
Cross-over	-	-	-	-
MPV	227	45	1,854	714
SUV	711	184	652	1,547
Minibus, Bus	240	80	281	601
Truck, pick up & Van	1,478	658	1,503	3,639
other	-	-	-	-
Grand total	4,510	1,401	4,026	10,116
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 4/2014.

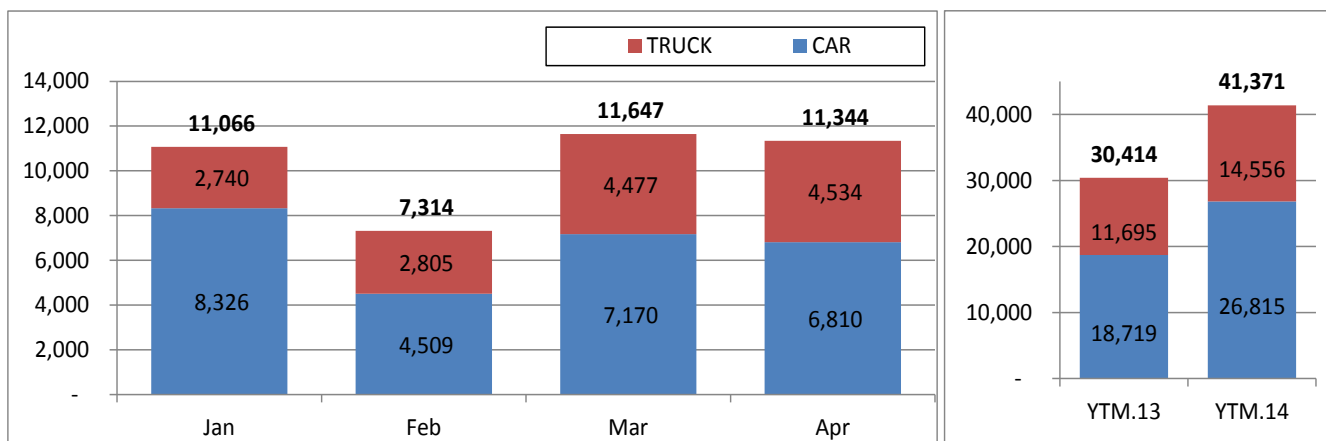
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

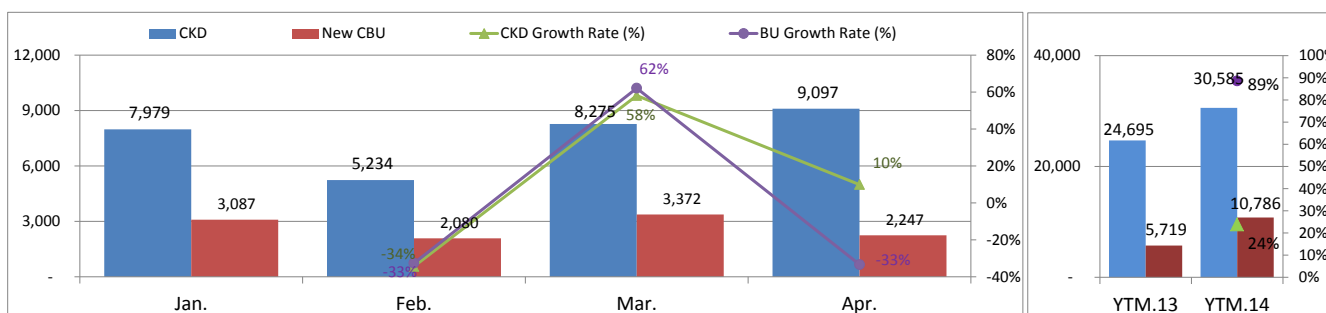
Comparison by month	Apr-14	Apr-13	Mar-14	Difference April-14vs April-13	Difference April-14 vs March-14
	Apr-14	Apr-13	Mar-14		
Total (1)	10,116	8,002	9,313	26%	9%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,261	1,869	2,086	21%	8%
Passenger Cars (Xe du lịch)	3,436	2,578	3,222	33%	7%
Comm. Vehicles (Xe thương mại)	4,240	3,453	3,840	23%	10%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in YTM Apr.2014 is up 36% vs last year.
- Car was up 43% and Truck was up 24% vs last year.



- In YTM Apr.2014, CKD was up 24% and CBU was up 89% vs last year.



Of which, VAMA only YTM April results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	34,284	26,694	28%
SUV/MPV/Cross-over	8,555	6,007	42%
Passenger Cars	11,901	9,257	28.6%
Comm. Vehicles	13,051	10,990	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 No. Arias Jr.