



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

Hanoi, 10th December 2014

SALES REPORT – NOVEMBER 2014

**November industry at 15,954 units
 November 2014 up 7% versus October 2014
 November 2014 up 57% versus November 2013**

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

- **This is the 20th consecutive month the industry volume has been higher than same period the previous year.**
- **Full year total industry forecast for 2014 is adjusted up to 150,000 units, a 36% growth from 2013.**

1) November Total Industry results in details:

- Total industry at 15,954 units of which 10,068 units were cars & 5,886 units were trucks.
- Cars were up 9% vs. last month and Trucks were up 3%.
- CKD volume was 11,591 units, down 1% vs. last month and CBU was 4,363 units, up 37% vs last month.

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

	North	Central	South	Total
PC	2,496	597	1,605	4,698
Cross-over	2	6	8	16
MPV	267	57	549	873
SUV	921	218	920	2,059
Minibus, Bus	476	96	399	971
Truck, pick up & Van	1,949	714	2,067	4,730
Other	-	-	-	-
Grand total	6,111	1,688	5,548	13,347
Bus chassis	-	-	50	50

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 11/2014.

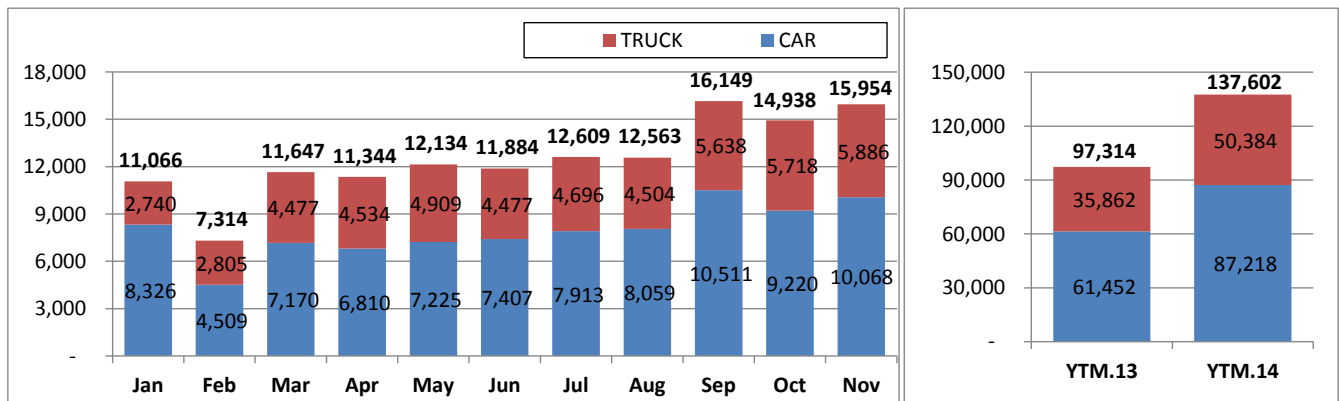
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

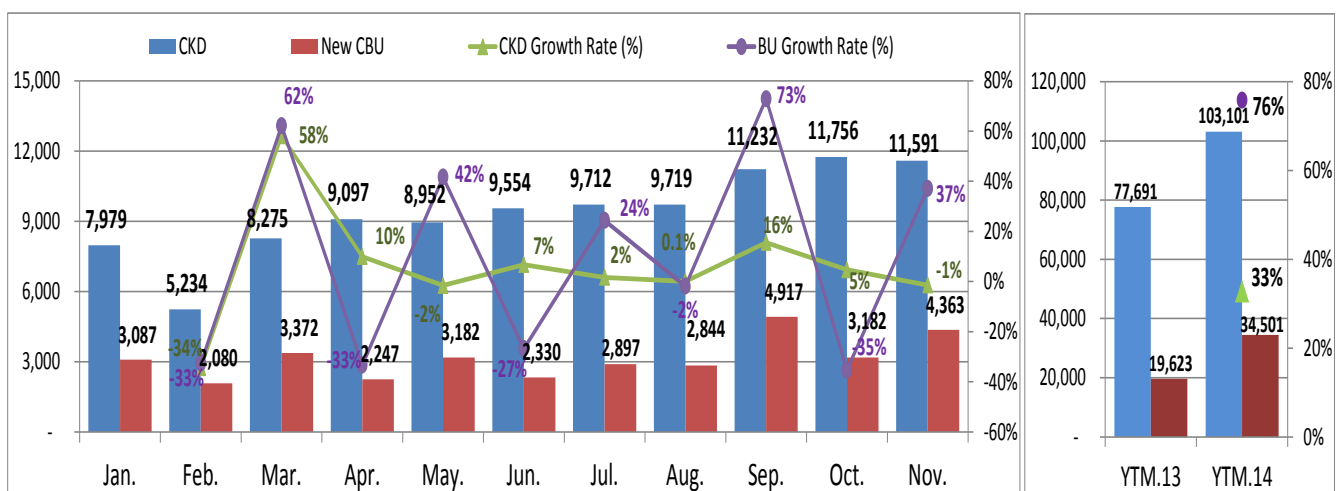
Comparison by month	Nov-14	Nov-13	Oct-14	Difference Nov-14vs Nov-13	Difference Nov-14 vs Oct-14
	Nov-14	Nov-13	Oct-14		
Total (1)	13,689	9,295	13,324	47%	3%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,948	2,230	2,960	32%	0%
Passenger Cars (Xe du lịch)	4,698	3,490	4,558	35%	3%
Comm. Vehicles (Xe thương mại)	5,701	3,412	5,491	67%	4%
Other (Xe loại khác)	0	1	0		

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

- Total Industry in YTM November.2014 is up 41% vs last year.
- Car was up 42% and Truck was up 40% vs last year.



- In YTM November.2014, CKD was up 33% and CBU was up 76% vs last year.



Of which, VAMA only YTM November results:

YTM 2014			
	YTM 2014	YTM 2013	Difference
Total (1)	117,121	85,061	38%
SUV/MPV/Cross-over	26,985	20,713	30%
Passenger Cars	40,583	30,020	35.2%
Comm. Vehicles	46,764	32,800	43%
Other (Xe loại khác)	-	3	-100%

3) 2014 INDUSTRY status:

- Full year total industry forecast for 2014 is adjusted up to 150,000 units, a 36% growth from 2013.

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.