

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

Hanoi, 10<sup>th</sup> January 2015

## **SALES REPORT – DECEMBER 2014**

**December industry at 20,208 units  
December 2014 up 27% versus November 2014  
December 2014 up 53% versus December 2013**

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

- **This is the 21th consecutive month the industry volume has been higher than same period the previous year.**
- **Full year total industry for 2014 is 157,810 units, a 43% growth from 2013.**

### **1) December Total Industry results in details:**

- Total industry at 20,208 units of which 13,221 units were cars & 6,987 units were trucks.
- Cars were up 31% vs. last month and Trucks were up 19%.
- CKD volume was 13,440 units, up 16% vs. last month and CBU was 6,768 units, up 55% vs last month.

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

	<b>North</b>	<b>Central</b>	<b>South</b>	<b>Total</b>
<b>PC</b>	3,170	856	1,910	5,936
<b>Cross-over</b>	15	9	26	50
<b>MPV</b>	260	127	451	838
<b>SUV</b>	1,184	316	1,117	2,617
<b>Minibus, Bus</b>	404	131	388	923
<b>Truck, pick up &amp; Van</b>	2,377	781	2,475	5,633
<b>Other</b>	1	2	3	6
<b>Grand total</b>	<b>7,411</b>	<b>2,222</b>	<b>6,370</b>	<b>16,003</b>
<b>Bus chassis</b>	-	-	105	105

<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 12/2014.

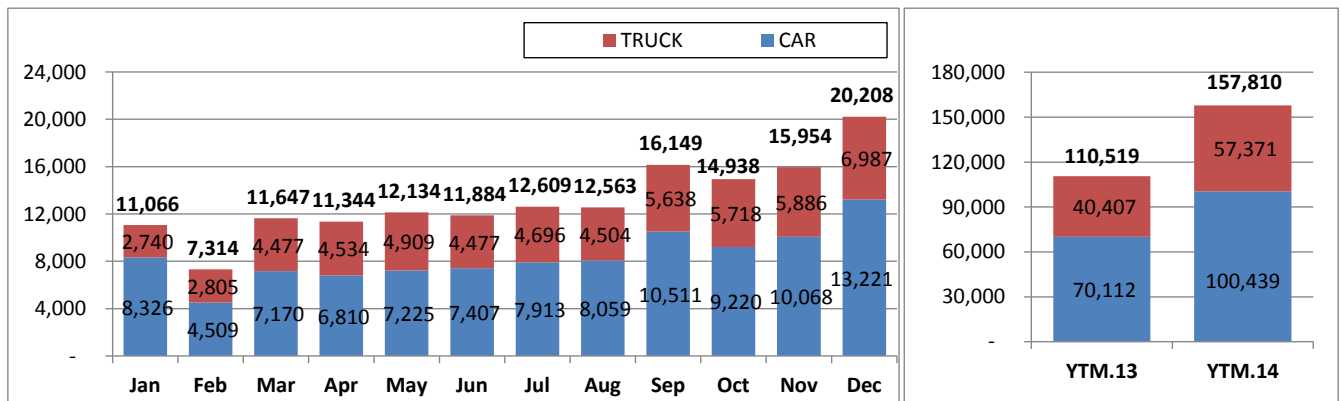
<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

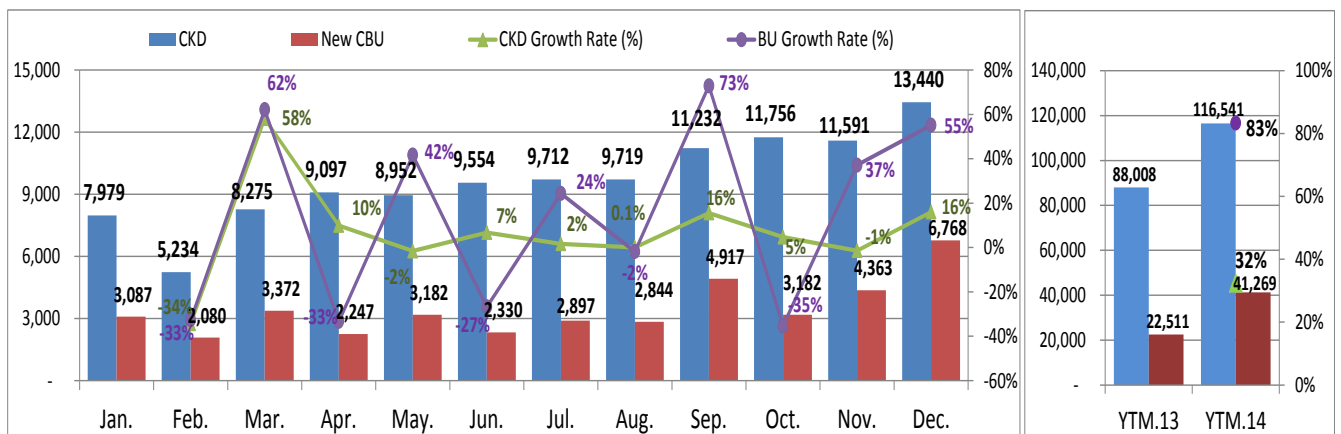
Comparison by month	Nov-14	Nov-13	Oct-14	Difference Nov-14vs Nov-13	Difference Nov-14 vs Oct-14
	Nov-14	Nov-13	Oct-14		
<b>Total (1)</b>	<b>16,413</b>	<b>11,631</b>	<b>13,689</b>	<b>41%</b>	<b>20%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	3,505	3,078	2,948	14%	19%
Passenger Cars (Xe du lịch)	5,936	4,329	4,698	37%	26%
Comm. Vehicles (Xe thương mại)	6,556	4,024	5,701	63%	15%
Other (Xe loại khác)	6	0	0		

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

- Total Industry in FY December.2014 is up 43% vs last year.
- Car was up 43% and Truck was up 42% vs last year.



- In FY.2014, CKD was up 32% and CBU was up 83% vs last year.



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

<b>YTM 2014</b>			
	<b>YTM 2014</b>	<b>YTM 2013</b>	<b>Difference</b>
<b>Total (1)</b>	<b>133,588</b>	<b>96,692</b>	<b>38%</b>
SUV/MPV/Cross-over	<b>30,490</b>	<b>23,791</b>	28%
Passenger Cars	<b>46,519</b>	<b>34,349</b>	35.4%
Comm. Vehicles	<b>53,379</b>	<b>36,824</b>	45%
Other (Xe loại khác)	<b>6</b>	<b>3</b>	100%

**3) 2014 INDUSTRY status:**

- Full year total industry for 2014 is 157,810 units, a 43% 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](mailto:Generalofficer@vama.org.vn) – Tel: 04 6290 7427

Yours faithfully,

**VAMA Chairman**

**Jesus Metelo N. Arias Jr.**