



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

Hanoi, 13th February 2015

SALES REPORT – JANUARY 2015

December industry at 19,979 units
January 2015 down 1% versus December 2014
January 2015 up 80% versus January 2014

Would you please find January 2015 Total Industry¹ & VAMA members only figures¹.

1) January Total Industry results in details:

- Total industry at 19,979 units of which 13,679 units were cars & 6,300 units were trucks.
- Cars were up 3% vs. last month and Trucks were down 10%.
- CKD volume was 13,487 units, up 0.3% vs. last month and CBU was 6,492 units, down 4% vs last month.

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

	North	Central	South	Total
PC	3,195	988	2,020	6,203
Cross-over	26	2	33	61
MPV	237	59	598	894
SUV	1,275	360	1,060	2,695
Minibus, Bus	359	100	489	948
Truck, pick up & Van	2,152	663	2,082	4,897
Other	-	-	-	-
Grand total	7,244	2,172	6,282	15,698
Bus chassis	-	-	-	-

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 1/2015.

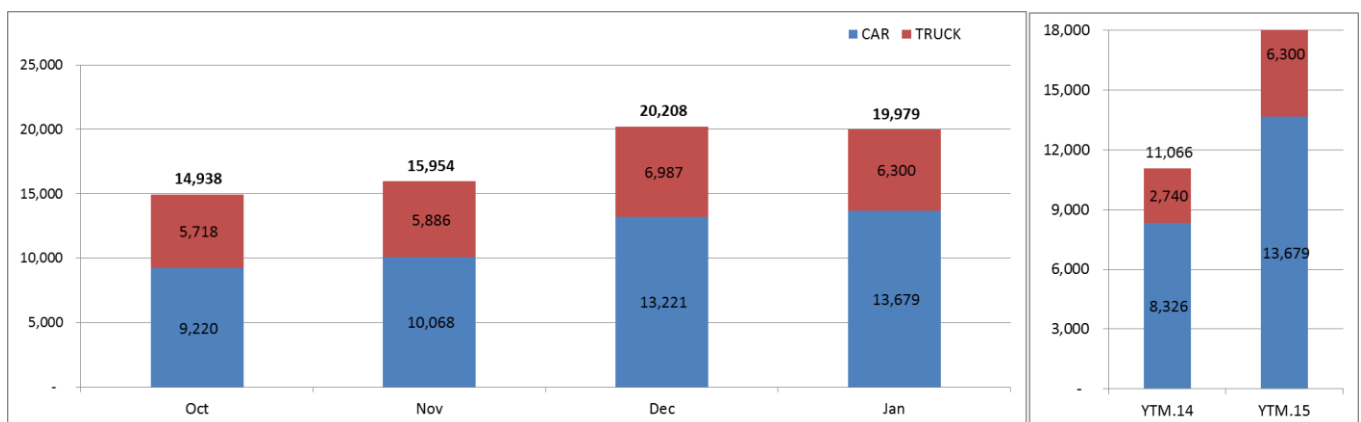
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

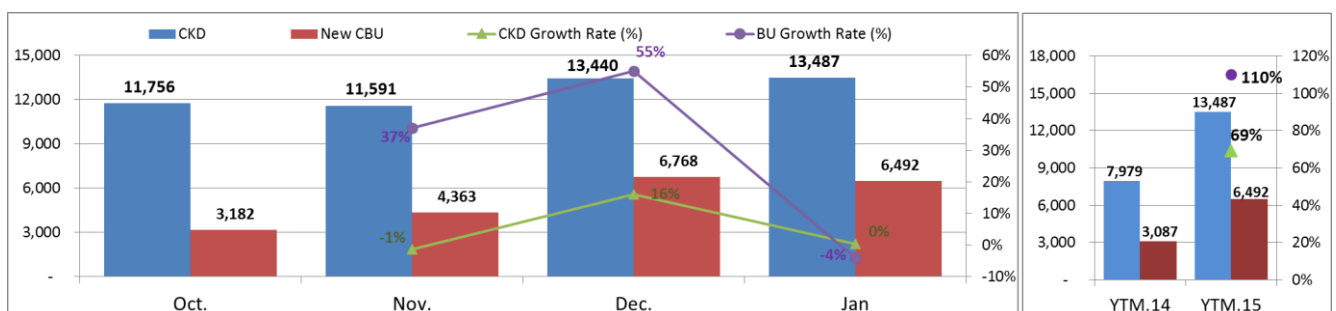
Comparison by month	Jan-15	Jan-14	Dec-14	Difference Jan-15vs Jan-14	Difference Jan-15 vs Dec-15
	Jan-15	Jan-14	Dec-14		
Total (1)	16,110	8,946	16,413	80%	-2%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	3,650	2,724	3,505	34%	4%
Passenger Cars (Xe du lịch)	6,203	3,584	5,936	73%	4%
Comm. Vehicles (Xe thương mại)	5,845	2,394	6,556	144%	-11%
Other (Xe loại khác)	0	48	105	-	-

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

- Total Industry in FY January.2015 is up 80% vs last year.
- Car was up 64% and Truck was up 30% vs last year.



- In FY.2015, CKD was up 69% and CBU was up 110% vs last year.



Of which, VAMA only YTM January results:

YTM 2015			
	YTM 2015	YTM 2014	Difference
Total (1)	16,110	8,946	80%
SUV/MPV/Cross-over	3,650	2,724	34%
Passenger Cars	6,203	3,584	73.1%
Comm. Vehicles	5,845	2,394	144%
Other (Xe loại khác)	-	0	-

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

Yoshihisa Maruta