

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

Hanoi, 10th March 2015

SALES REPORT – FEB 2015

**February industry at 12,329 units
February 2015 down 38% versus January 2015
February 2015 up 69% versus February 2014**

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

1) February Total Industry results in details:

- Total industry at 12,329 units of which 8,899 units were Passenger Cars & 3,430 units were Commercial Vehicles.
- Passenger Cars were down 35% vs. last month and Commercial Vehicles were down 46%.
- CKD volume was 7,914 units, down 41% vs. last month and CBU was 4,415 units, down 32% vs last month.

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

	North	Central	South	Total
PC	2,089	613	1,190	3,892
Cross-over	15	4	10	29
MPV	140	41	345	526
SUV	818	236	649	1,703
Minibus, Bus	320	36	260	616
Truck, pick up & Van	1,188	347	998	2,533
Other	-	-	-	-
Grand total	4,570	1,277	3,452	9,299
Bus chassis	-	-	48	48

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 2/2015.

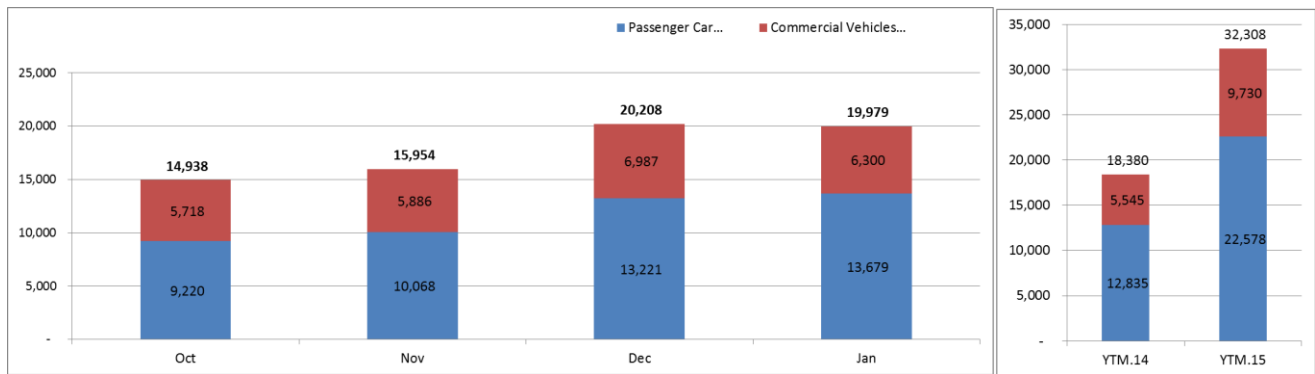
² Including Mercedes-Benz Vietnam and Lexus sale’s records.

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

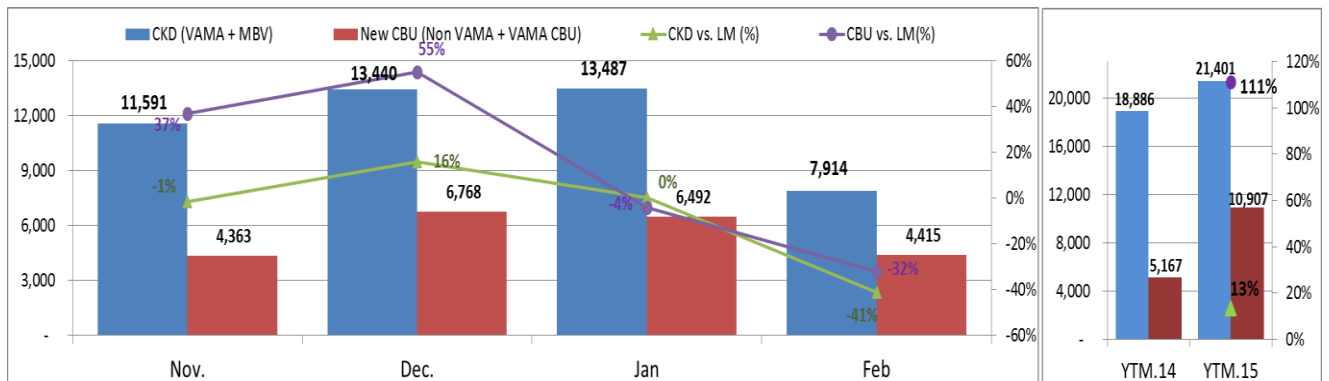
Comparison by month	Feb-15	Feb-14	Jan-15	Difference Feb-15vs Feb-14	Difference Feb-15 vs Jan-15
Total (1)	9,607	5,915	16,026	62%	-40%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa dụng)	2,258	1,484	3,650	52%	-38%
Passenger Cars (Xe du lịch)	3,892	1,657	6,203	135%	-37%
Comm. Vehicles (Xe thương mại)	3,149	2,584	5,761	22%	-45%
Other (Xe loại khác)	0	0	0		

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

- Total Industry in FY February 2015 is up 76% vs last year.
- Passenger Car was up 76% and Commercial Vehicles was up 76% vs last year.



- In FY.2015, CKD was up 13% and CBU was up 111% vs last year.



Of which, VAMA only YTM February results:

YTM 2015			
	YTM 2015	YTM 2014	Difference
Total (1)	25,633	14,861	72%
SUV/MPV/Cross-over	5,908	4,208	40%
Passenger Cars	10,095	5,241	92.6%
Comm. Vehicles	8,910	4,978	79%
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