

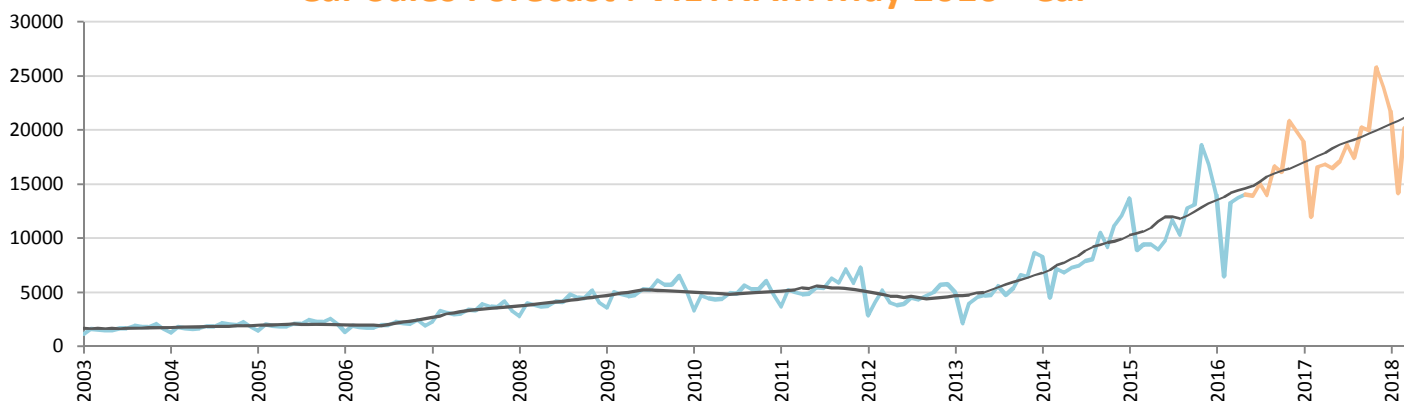
# Car Sales Forecast : VIETNAM May 2016

Total	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	19,979	12,329	16,399	18,178	16,742	18,686	19,509	17,477	20,383	21,322	28,334	28,242	83,627	237,580
2016	22,226	11,045	22,452	23,406	24,351	24,405	24,719	23,097	26,327	26,268	32,293	32,763	103,480	293,350
YTY (%)	11.2	-10.4	36.9	28.8	45.4	30.6	26.7	32.2	29.2	23.2	14.0	16.0	23.7	23.5

Comment: In May the car sales increase by 45,4%. 2016 forecast is an increase of 23,5%.

Trend FY 2017 : 364,000 24.1

## Car Sales Forecast : VIETNAM May 2016 - Car

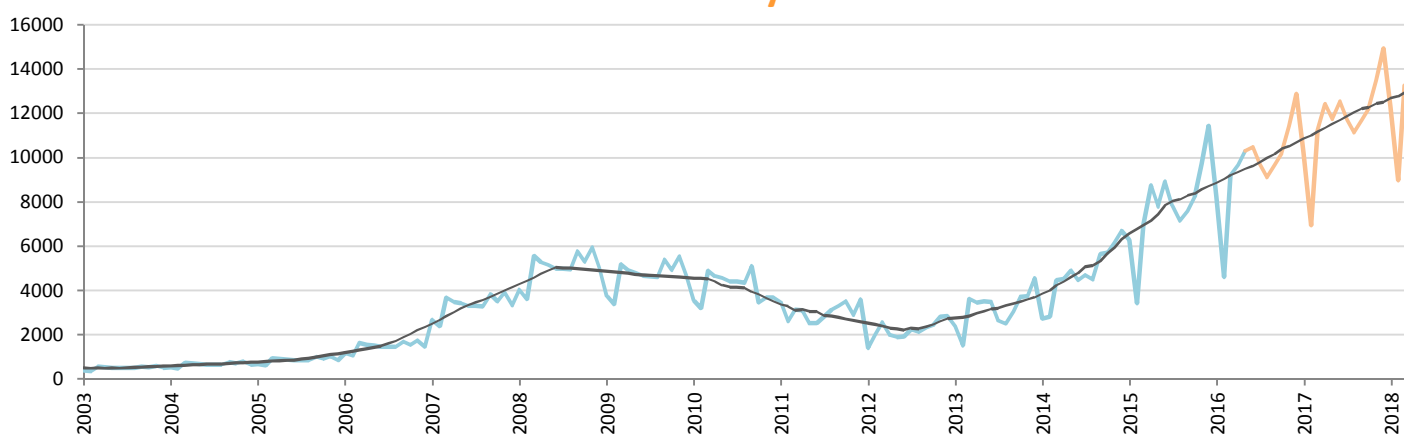


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	13,679	8,899	9,416	9,423	8,946	9,769	11,647	10,309	12,789	13,109	18,611	16,795	50,363	143,392
2016	14,013	6,446	13,246	13,743	14,039	13,912	15,034	13,989	16,666	16,087	20,859	19,870	61,487	177,906
YTY (%)	2.4	-27.6	40.7	45.8	56.9	42.4	29.1	35.7	30.3	22.7	12.1	18.3	22.1	24.1

## Car Sales Forecast : VIETNAM May 2016 - Commercial Veh.

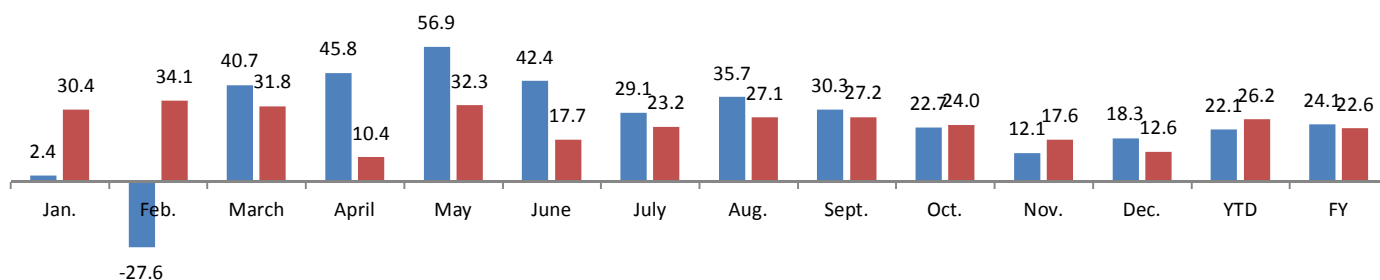


Data processing and forecast by CORAM

CORAM

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD	FY
2015	6,300	3,430	6,983	8,755	7,796	8,917	7,862	7,168	7,594	8,213	9,723	11,447	33,264	94,188
2016	8,213	4,599	9,206	9,663	10,312	10,493	9,685	9,108	9,660	10,180	11,433	12,892	41,993	115,444
YTY (%)	30.4	34.1	31.8	10.4	32.3	17.7	23.2	27.1	27.2	24.0	17.6	12.6	26.2	22.6

## YTY variations



Data source: VAMA. Data processing and forecast by CORAM.