

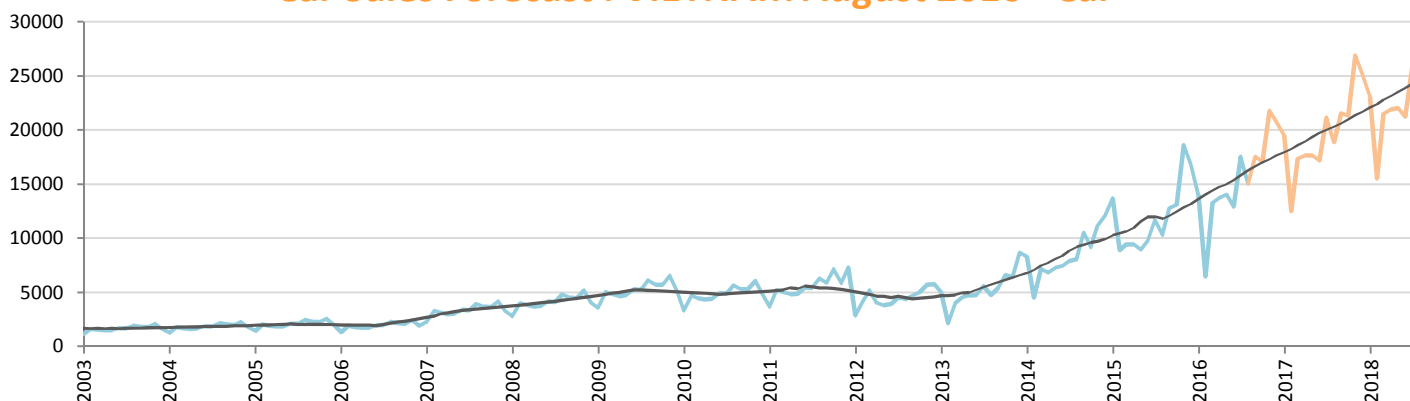
# Car Sales Forecast : VIETNAM August 2016

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	139,299	237,580
2016	22,226	11,045	22,452	23,406	24,351	23,241	26,848	22,580	26,297	26,361	32,317	32,676	176,149	293,801
YTY (%)	11.2	-10.4	36.9	28.8	45.4	24.4	37.6	29.2	29.0	23.6	14.1	15.7	26.5	23.7

Comment: In August the car sales increase by 29,2%. 2016 forecast is an increase of 23,7%.

Trend FY 2017 : 362,000 23.2

## Car Sales Forecast : VIETNAM August 2016 - Car

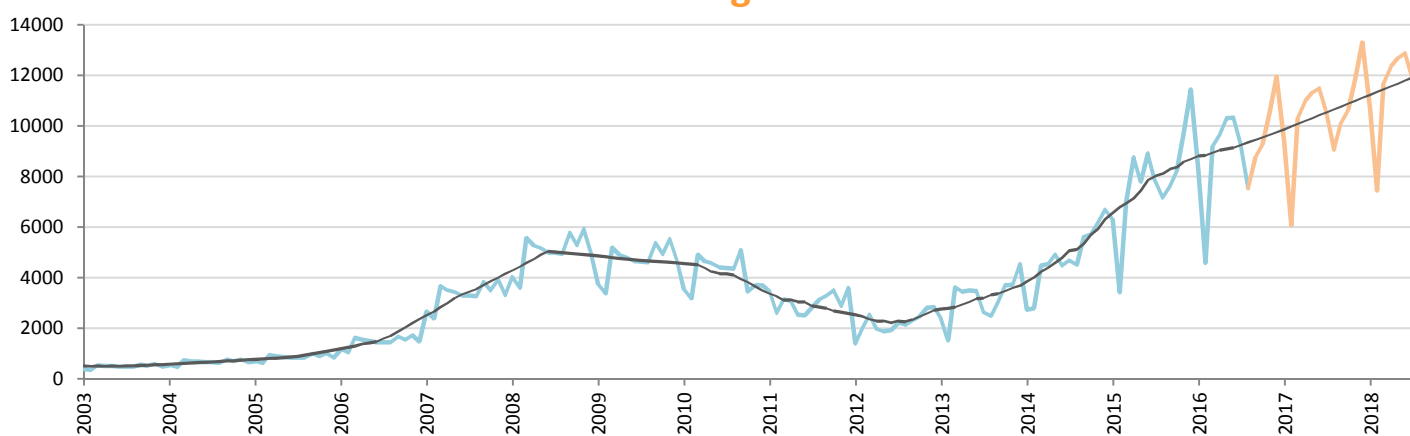


Data processing and forecast by CORAM

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	82,088	143,392
2016	14,013	6,446	13,246	13,743	14,039	12,916	17,514	15,033	17,529	17,080	21,807	20,730	106,950	184,096
YTY (%)	2.4	-27.6	40.7	45.8	56.9	32.2	50.4	45.8	37.1	30.3	17.2	23.4	30.3	28.4

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

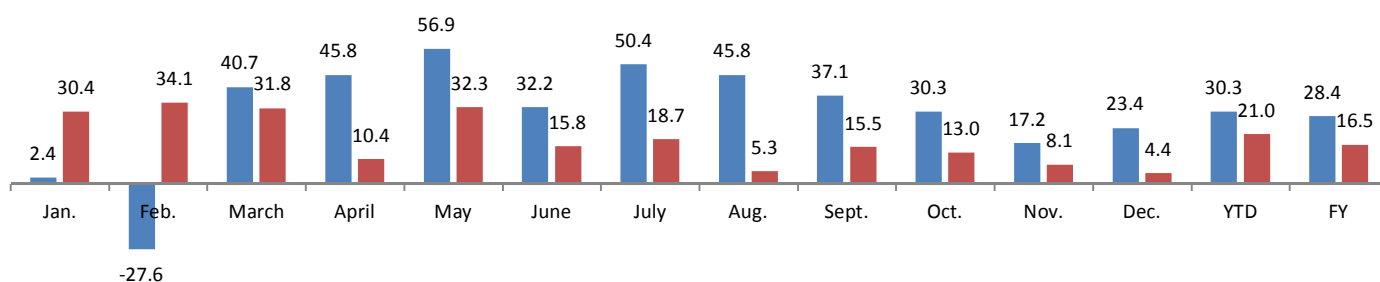


Data processing and forecast by CORAM

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	57,211	94,188
2016	8,213	4,599	9,206	9,663	10,312	10,325	9,334	7,547	8,768	9,281	10,510	11,947	69,199	109,705
YTY (%)	30.4	34.1	31.8	10.4	32.3	15.8	18.7	5.3	15.5	13.0	8.1	4.4	21.0	16.5

## YTY variations



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