



INTRODUCTION TO VAMA and THE AUTOMOBILE MARKET

**(Vietnam Automobile
Manufacturers' Association)**

VAMA members:



- Daewoo Bus Limited
- Do Thanh Automobile Corporation
- Ford Vietnam Limited
- Mitsubishi Motors Corporation
- Hino Motors Vietnam, Ltd
- Honda Vietnam Co., Ltd.

VAMA members

ISUZU
Always beside you



MEKONG AUTO



Mercedes-Benz



TOYOTA
chuyển động tiên phong



SUZUKI

TCIE

- Isuzu Vietnam Co., Ltd.
- Mekong Auto Corporation
- Mercedes-Benz Vietnam
- Toyota Motor Vietnam
- Vietnam Suzuki Corporation
- TCIE Vietnam

VAMA members

SAMCO

- Saigon Transportation Mechanical Corporation

THACO
TRUONG HAI AUTO

- Truong Hai Automobile Company



- Vietnam Automobile Industry Corporation

VEAM
VEAM MOTOR

- Vietnam Engine and Agricultural Machinery Corp

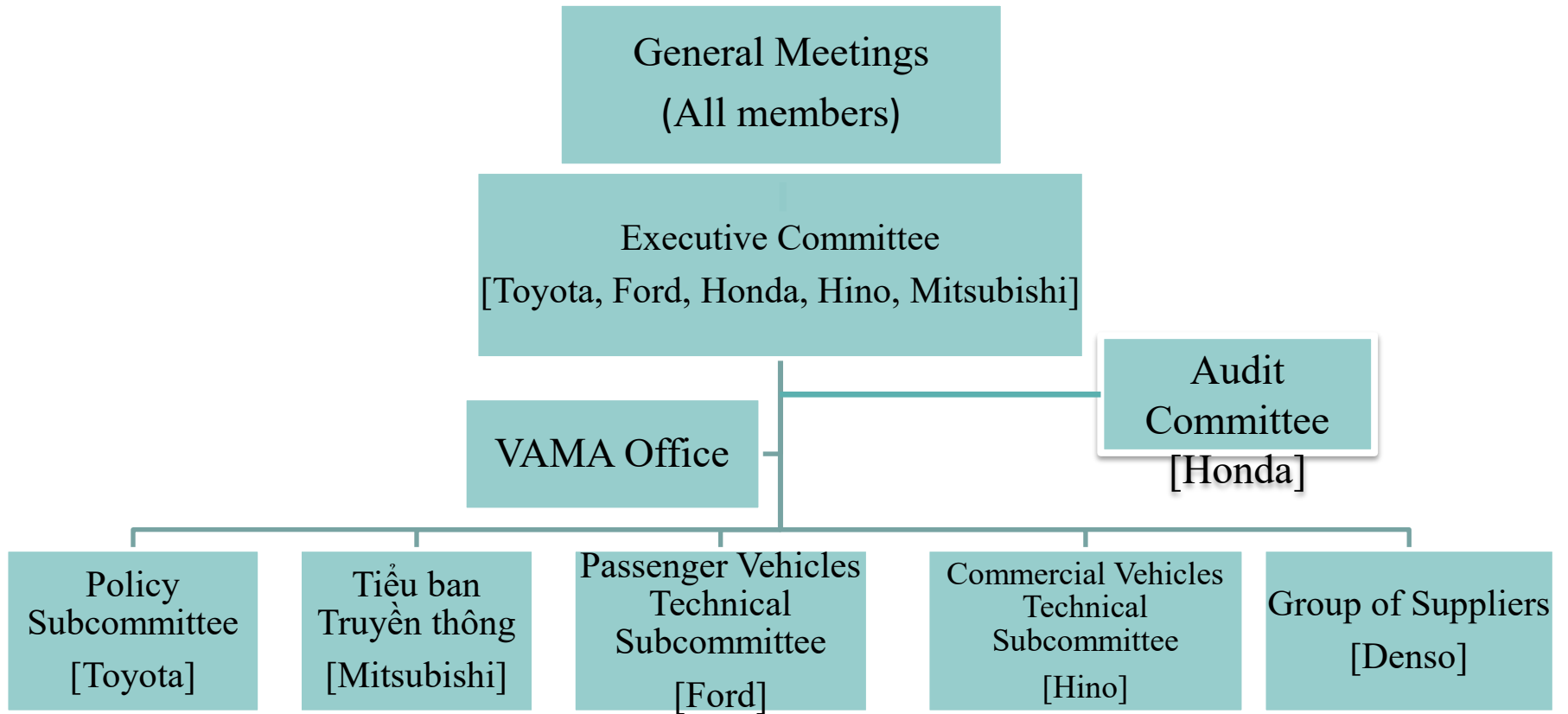

VINFAS

- Vinfast Trading and Production LLC

VAMA Executive Committee for the term 2024-2026

| No. | Executive Committee Members | Position | Representative |
|-----|---------------------------------|--------------------------|---------------------|
| 1 | Toyota Motor Vietnam (TMV) | Chairman | Mr. Nakano Keita |
| 2 | Ford Vietnam Limited (FVL) | The first Vice Chairman | Mr. Ruchik Shah |
| 3 | Honda Vietnam Limited (HVN) | The second Vice Chairman | Mr. Koji Sugita |
| 4 | Hino Motors Vietnam (Hino) | Member | Mr. Yoshio Osaka |
| 5 | Mitsubishi Motors Vietnam (MMV) | Member | Mr. Ryujiro Kobashi |

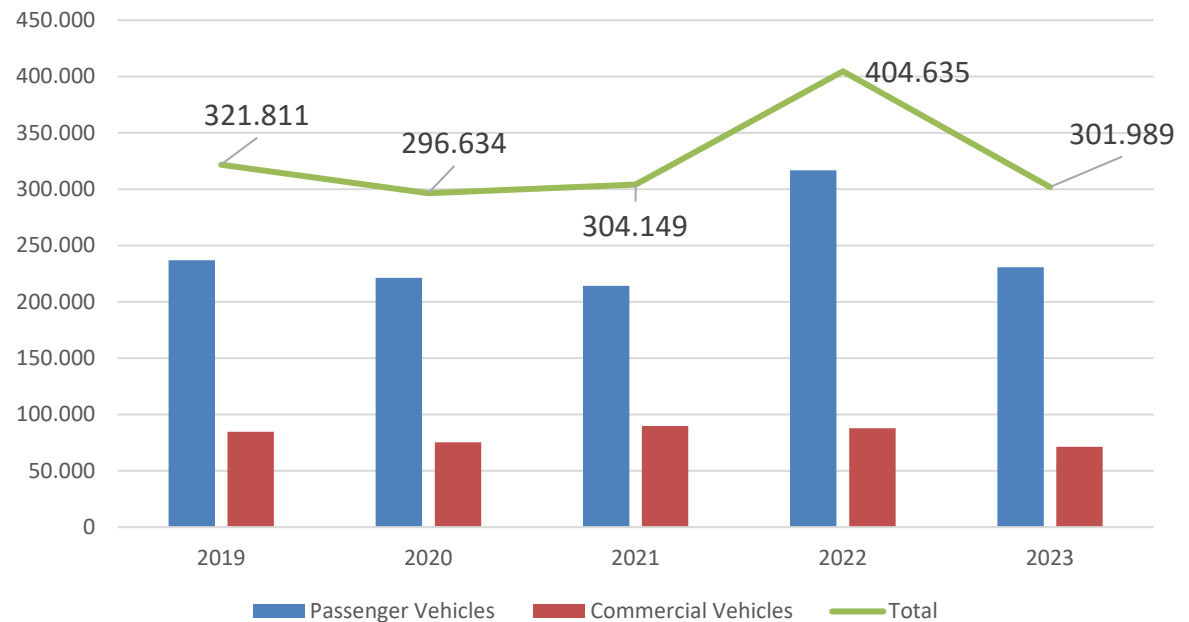
ORGANIZATIONAL CHART



VAMA sales data

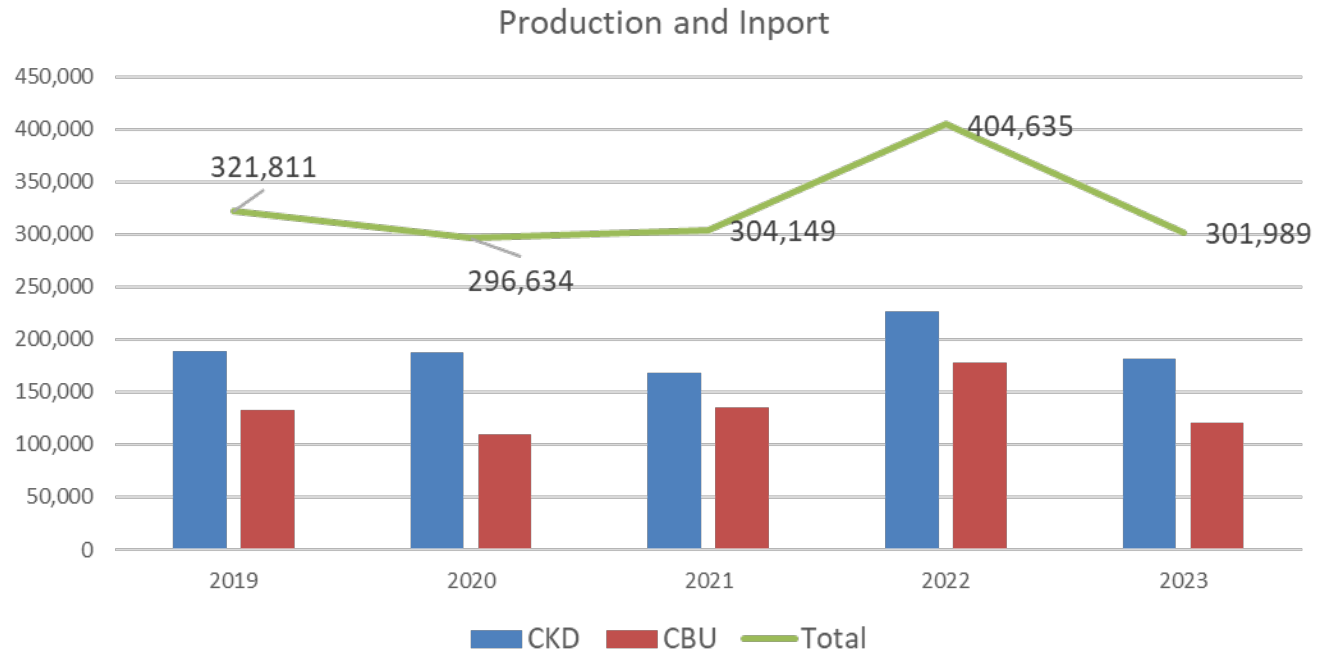
| Data | 2019 | 2020 | 2021 | 2022 | 2023 |
|---------------------|----------------|----------------|----------------|----------------|----------------|
| Passenger vehicles | 237.054 | 221.274 | 214.384 | 316.941 | 230.706 |
| Commercial vehicles | 84.757 | 75.360 | 89.765 | 87.694 | 71.283 |
| Total | 321.811 | 296.634 | 304.149 | 404.635 | 301.989 |

Passenger Vehicles and Commercial vehicles



Comparison CBU – CKD

| Vehicle Data | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------|---------|---------|---------|---------|---------|
| CKD | 189.450 | 187.104 | 168.357 | 226.487 | 181.380 |
| CBU | 132.361 | 109.530 | 135.792 | 178.148 | 120.609 |
| Total | 321.811 | 296.634 | 304.149 | 404.635 | 301.989 |



(Related to petrol and oil)

| In 2019 | | | | In 2020 | | | | In 2021 | | | | In 2022 | | | | In 2023 | | | |
|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|---------|-----|
| 321,811 | | | | 296,634 | | | | 304,149 | | | | 404,635 | | | | 301,989 | | | |
| CKD | | CBU | | CKD | | CBU | | CKD | | CBU | | CKD | | CBU | | CKD | | CBU | |
| 189,450 | | 132,361 | | 187,104 | | 109,530 | | 168,357 | | 135,792 | | 226,487 | | 178,148 | | 181,380 | | 120,609 | |
| Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil | Petrol | Oil |
| 71% | 29% | 62% | 38% | 70% | 30% | 58% | 42% | 67% | 33% | 45% | 55% | 75% | 25% | 91% | 9% | 73% | 27% | 87% | 13% |



Thank you!