

# Vietnam Autos Report Q1 2016

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## Abstracts

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**BMI View:** Driven by Vietnam's industrial, largely export-oriented growth commercial vehicles will outperform passenger car sales in 2016. However, both segments will post historically high growth rates and volumes.

Commercial Vehicles to outperform as a result of strong export, investment and freight growth

Falling tariffs between ASEAN members to lead to downward price movements up to 2019

Long-term sustainability of production still limited given movement toward ASEAN free trade and failed upstream investments

Short-term production to gain a boost from new market entrants

Rising pressure on automakers to adhere to tax and transfer pricing rules

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