

# Vietnam Autos Report Q3 2016

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## Abstracts

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**BMI View:** Proposed cuts to the tax rates levied on smaller cars should provide fresh impetus to the new vehicle sales market over H216. We still expect a slowing in growth from the elevated levels seen across 2015. We forecast 15.9% growth for the sector in 2016, with commercial vehicles to outperform passenger cars.

### Key Views

Over our forecast period of 2016-2020 we expect 63% growth in new auto sales, to nearly 400,000 units.

We expect stronger growth in passenger car sales than in commercial vehicle sales over the 2016-2020 period, as incomes rise and tariffs on imported cars continue to fall.

Luxury tax proposals will dampen demand in the premium segment over 2016 and 2017.

## Contents

BMI Industry View

Key Views

SWOT

SWOT

Industry Forecast

Table: Autos Total Market - Historical Data And Forecasts (Vietnam 2014-2020)

Latest Developments

Structural Trends

Passenger Vehicles

Table: Vietnam Passenger Car Market - Historical Data And Forecasts

Latest Developments

Table: Vietnam, Top 10 Brands (all segments), 2015

Commercial Vehicles

Table: Commercial Vehicle Market - Historical Data And Forecasts (Vietnam 2014-2020)

Latest Developments

Industry Risk/Reward Index

Mature Hubs Out In Front

South East Asia On The Bubble

Improved Volumes Lift Sri Lanka

Company Profile

GM Vietnam

Mercedes-Benz Vietnam

Regional Overview

Industry Trend Analysis

Table: Asia Autos Production Investments

Thailand And Malaysia Look To Exports

Investment Targets Chinese Growth Segments

Myanmar A Work In Progress

Demographic Forecast

Table: Population Headline Indicators (Vietnam 1990-2025)

Table: Key Population Ratios (Vietnam 1990-2025)

Table: Urban/Rural Population & Life Expectancy (Vietnam 1990-2025)

Table: Population By Age Group (Vietnam 1990-2025)

Table: Population By Age Group % (Vietnam 1990-2025)

Methodology

Industry Forecasts

Sector-Specific Methodology

Sources

Risk/Reward Index Methodology

Table: Automotive Risk/Reward Index Indicators And Weighting Of Indicators

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