

# Vietnam Autos Report Q4 2016

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## Abstracts

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**BMI View:** This quarter, we maintain our forecast for at least 12.8% growth in Vietnamese new vehicle sales in 2016, with risks to the upside given strong domestic demand.

### Key Views

Cuts to the tax rates levied on smaller cars introduced in July 2016 should provide fresh impetus to Vietnam's new vehicle sales market over H216.

Smaller-sized engine sedans and hatchbacks will see stronger sales gains as tax cuts on these vehicles lead to cheaper prices when compared to those of larger SUVs and crossovers.

We also believe that these lower taxes will lead to a welcome reduction in the age of Vietnam's national automobile fleet.

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