



No.: 041001/2019/VAMA

Hanoi, April 10th, 2019

Re: VAMA sales report – March 2019

**To: The representatives of Media
Concerned Organizations**

SALES REPORT (MARCH 2019)

**The March industry is at 32,308 units.
The March 2019 volume is up 160% versus February 2019 and
up 54% versus March 2018.**

Would you please find March 2019 Total Industry¹ & VAMA members only figures².

1) March Total Industry results in details:

- Total industry is at 32,308 units of which 22,528 units were Passenger Cars; 8,917 units were Commercial Vehicles and 863 units were Special-Purpose Vehicles.
- Passenger Cars were up 151% versus last month; Commercial Vehicles were up 170% and Special-Purpose Vehicles were up 390%
- CKD volume was 19,769 units, up 157% versus last month and CBU was 12,539 units, up 164% versus last month.

Of which, March 2019 VAMA members' volume was as follows:

¹ “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in 3/2019.

² Including Mercedes-Benz Vietnam and Lexus sale’s records.

No	Vehicle Type	Sales - March 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,660	1,699	3,589	9,948	11,213	3,992	8,693	23,898
2	Sport utility vehicles (SUV)	1,884	777	2,036	4,697	5,654	2,588	6,124	14,366
3	Cross-over cars	420	81	220	721	1,885	416	1,153	3,454
4	Multi-purpose vehicles (MPV)	971	710	2,341	4,022	1,760	1,313	4,543	7,616
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	844	95	452	1,391	2,698	355	1,222	4,275
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	257	86	260	603	625	206	603	1,434
9	Lexus's PC subtotal	75	-	80	155	213	-	254	467
10	Thaco Peugeot's PC subtotal	97	-	126	223	464	-	694	1,158
	Subtotal	9,208	3,448	9,104	21,760	34,512	8,870	33,286	56,668
	In percentage (%)	42.32%	15.85%	41.84%	100.00%	43.26%	15.65%	41.09%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	913	307	726	1,946	2,475	911	2,107	5,493
12	Vans	113	5	12	130	256	9	125	390
13	Small trucks (G.V.M ≤ 5,000 Kg)	945	155	993	2,093	1,544	261	1,705	3,510
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	832	261	1,174	2,267	1,429	430	1,932	3,791
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	116	1	34	151	168	6	70	244
16	Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
18	Other Trucks	74	19	98	191	116	24	183	323
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,993	748	3,037	6,778	5,908	1,641	6,122	13,353
	In percentage (%)	44.16%	11.04%	44.81%	100.00%	43.55%	11.93%	44.52%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	247	81	372	700	532	136	738	1,406
22	Medium buses / Coaches [(17-30) seats]	12	8	14	34	30	17	36	83
23	Large buses / Coaches [(31-55) seats]	88	54	101	243	172	145	227	544
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	16	-	-	16	16	-	2	18
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	96	96	-	-	144	144
	Subtotal	363	143	487	993	750	298	1,003	2,051
	In percentage (%)	36.56%	14.40%	49.04%	100.00%	36.57%	14.53%	48.90%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	125	114	281	520	227	136	445	808
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	4	4	-	-	8	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	6	6
37	Crane trucks	-	-	-	-	-	-	2	2
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	3	3
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	125	114	285	524	227	136	464	827
	In percentage (%)	23.85%	21.76%	54.39%	100.00%	27.45%	16.44%	56.11%	100.00%
	Grand-total	12689	4453	12913	30055	31477	10945	30875	73297
	In percentage (%)	42.22%	14.82%	42.96%	100.00%	42.94%	14.93%	42.12%	100.00%

VAMA volume compared to last month as follows:

	Mar-19	Mar-18	Feb-19	Difference March-19 vs March-18	Difference March-19 vs February-19
Total*	30,055	20,744	11,453	45%	162%
1. Passenger cars (PC)	21,760	12,491	8,622	74%	152%
2. Commercial vehicles (CV)	7,771	6,972	2,697	11%	188%
2.1 Trucks	6,778	5,852	2,304	16%	194%
2.2 Buses	993	1,120	393	-11%	153%
3. Special-purpose vehicles	524	1,281	134	-59%	291%
Bus chassis (khung xe buýt)	96	67	24	43%	300%

***: not including bus chassis**

VAMA only YTM March results:

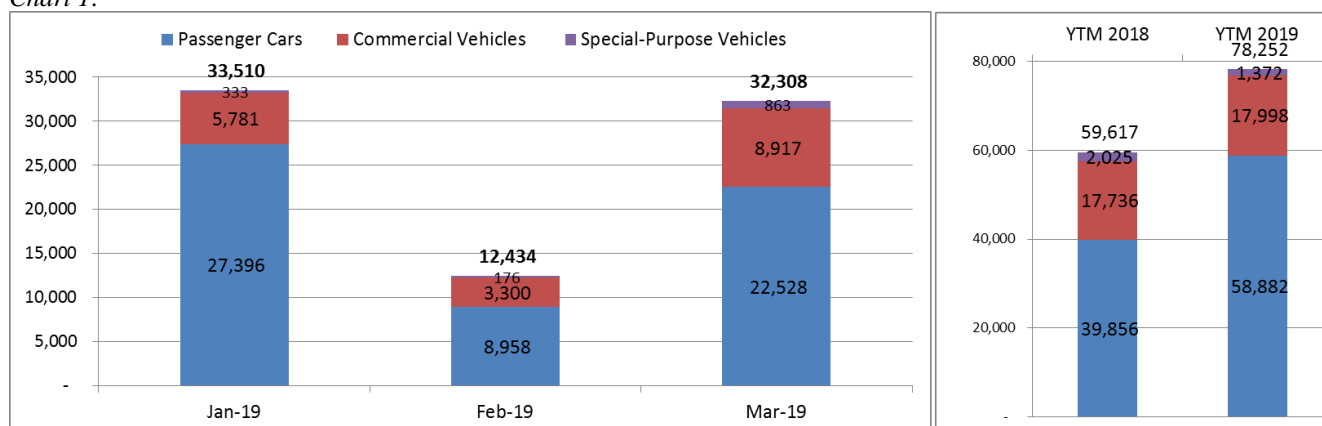
	YTM 2019	YTM 2018	Difference
Total*	73,297	58,541	25%
1. Passenger cars (PC)	56,668	39,558	43%
2. Commercial vehicles (CV)	15,802	17,149	-8%
2.1 Trucks	13,751	14,697	-6%
2.2 Buses	2,051	2,452	-16%
3. Special-purpose vehicles	827	1,834	-55%
Bus chassis (khung xe buýt)	144	227	-37%

***: not including bus chassis**

2) Year-to-Month March Total Industry results in details:

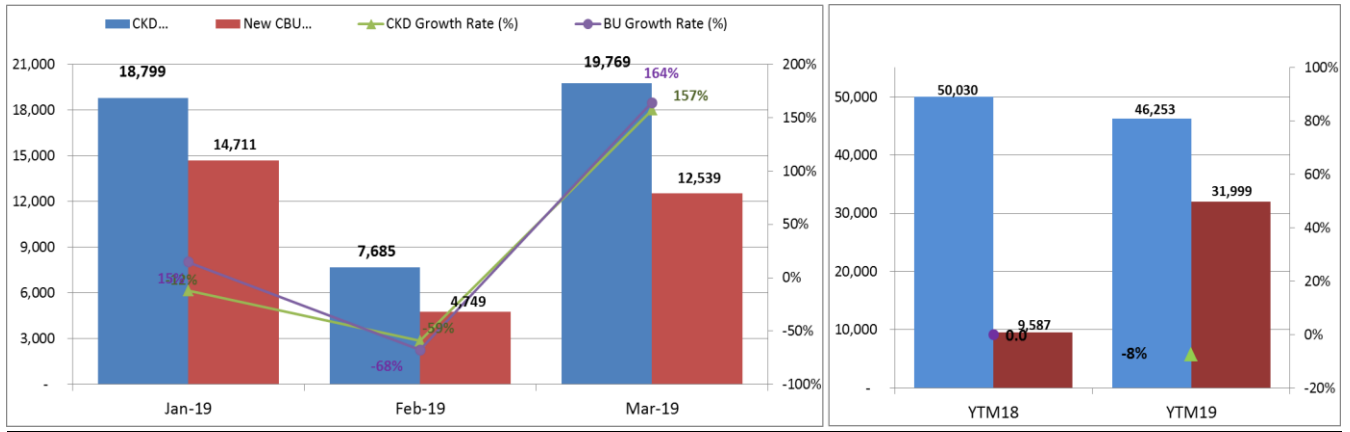
- Total Industry in FY March 2019 is up 31% versus last year.
- Passenger Car was up 48%; Commercial Vehicles was up 1% and Special-Purpose Vehicles was down 32% versus last year

Chart 1:



- In March 2019, CKD was down 8% and CBU was up 234% versus last year.

Chart 2:



For further details, please see the enclosed attachments.

We hope the above information will help you better understand Vietnam automobile industry. Should you have any questions, please do not hesitate to contact us at: Email: Adminofficer@vama.org.vn – Tel: +84 24 6290 7427

VAMA Office