



No. : 110901/2019/VAMA
Re: VAMA sales report – October 2019

Hanoi, November 9th, 2019

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

SALES REPORT (OCTOBER 2019)

**The October industry is at 28,948 units.
The October 2019 volume is up 4.3% versus September 2019 and
down 0.3% versus October 2018.**

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

1) October Total Industry results in details:

- Total industry is at 28,948 units of which 21,355 units were Passenger Cars; 7,228 units were Commercial Vehicles and 365 units were Special-Purpose Vehicles.
- Passenger Cars were up 2% versus last month; Commercial Vehicles were up 11% and Special-Purpose Vehicles were up 14%
- CKD volume was 16,406 units, down 3% versus last month and CBU was 12,542 units, up 16% versus last month.

Of which, October 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 October 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Oct 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,844	1,431	3,530	8,805	35,251	13,282	32,841	81,374
2	Sport utility vehicles (SUV)	1,897	900	2,644	5,441	17,099	7,689	21,500	46,288
3	Cross-over cars	381	82	265	728	4,481	1,054	3,135	8,670
4	Multi-purpose vehicles (MPV)	1,229	781	2,514	4,524	7,121	5,080	17,644	29,845
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	549	52	256	857	6,996	998	4,345	12,339
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	53	-	33	86	658	-	647	1,305
10	Thaco Peugeot's PC subtotal	109	42	129	280	1,239	391	1,405	3,035
	Subtotal	8,062	3,288	9,371	20,721	73,470	28,700	82,120	184,290
	In percentage (%)	38.91%	15.87%	45.22%	100.00%	39.87%	15.57%	44.56%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	937	420	848	2,205	7,869	3,204	7,197	18,270
12	Vans	62	-	63	125	690	18	461	1,169
13	Small trucks (G.V.M ≤ 5,000 Kg)	768	151	927	1,846	6,844	1,265	8,185	16,294
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	497	136	651	1,284	5,341	1,527	6,713	13,581
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	70	1	60	131	647	16	476	1,139
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	80	20	194	294	587	162	1,206	1,955
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,414	728	2,743	5,885	21,978	6,192	24,238	52,408
	In percentage (%)	41.02%	12.37%	46.61%	100.00%	41.94%	11.81%	46.25%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	166	43	146	355	1,922	509	2,252	4,683
22	Medium buses / Coaches [(17-30) seats]	14	3	15	32	107	43	129	279
23	Large buses / Coaches [(31-55) seats]	87	31	93	211	783	407	973	2,163
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	99	-	2	101
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	41	41	-	-	330	330
	Subtotal	267	77	254	598	2,911	959	3,356	7,226
	In percentage (%)	44.65%	12.88%	42.47%	100.00%	40.29%	13.27%	46.44%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	52	51	112	215	826	482	1,431	2,739
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	-	-	-	-	-	28	28
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	8	8
37	Crane trucks	-	-	-	-	-	-	3	3
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)	-	-	-	-	-	-	4	4
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	52	51	112	215	826	482	1,476	2,784
	In percentage (%)	24.19%	23.72%	52.09%	100.00%	29.67%	17.31%	53.02%	100.00%
	Grand-total	10795	4144	12480	27419	99185	36333	111190	246708
	In percentage (%)	39.37%	15.11%	45.52%	100.00%	40.20%	14.73%	45.07%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Oct-19	Oct-18	Sep-19	Difference October-19 vs October- 18	Difference October-19 vs September-
Total*	27,419	28,182	27,058	-3%	1%
1. Passenger cars (PC)	20,721	21,175	20,411	-2%	2%
2. Commercial vehicles (CV)	6,483	6,598	6,421	-2%	1%
2.1 Trucks	5,885	5,836	5,781	1%	2%
2.2 Buses	598	762	640	-22%	-7%
3. Special-purpose vehicles	215	409	226	-47%	-5%
Bus chassis (khung xe buýt)	41	36	37	14%	11%

*: not including bus chassis

VAMA only YTM October results:

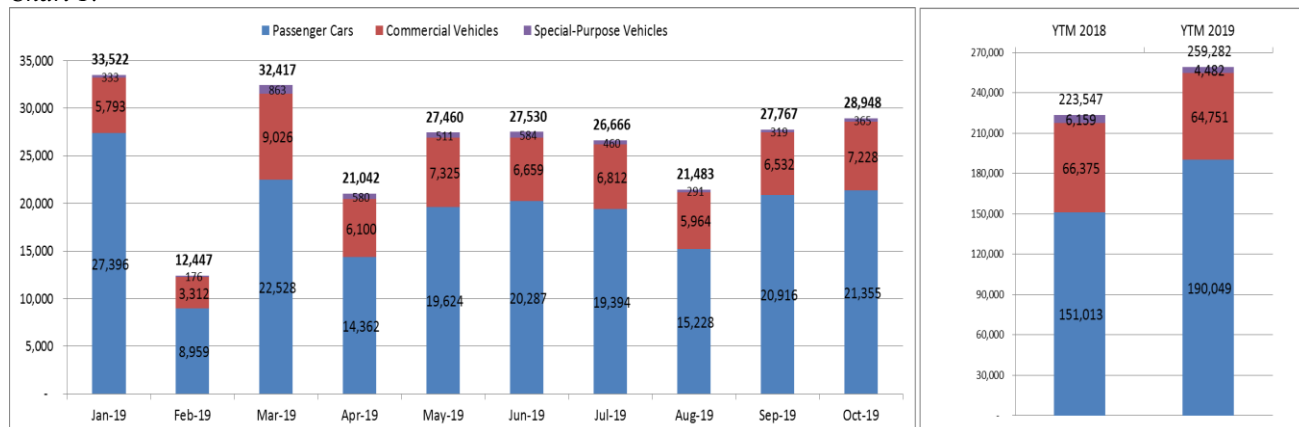
	YTM 2019	YTM 2018	Difference
Total*	246,624	214,597	15%
1. Passenger cars (PC)	184,206	147,638	25%
2. Commercial vehicles (CV)	59,634	61,778	-3%
2.1 Trucks	52,408	52,792	-1%
2.2 Buses	7,226	8,986	-20%
3. Special-purpose vehicles	2,784	5,181	-46%
Bus chassis (khung xe buýt)	330	544	-39%

*: not including bus chassis

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

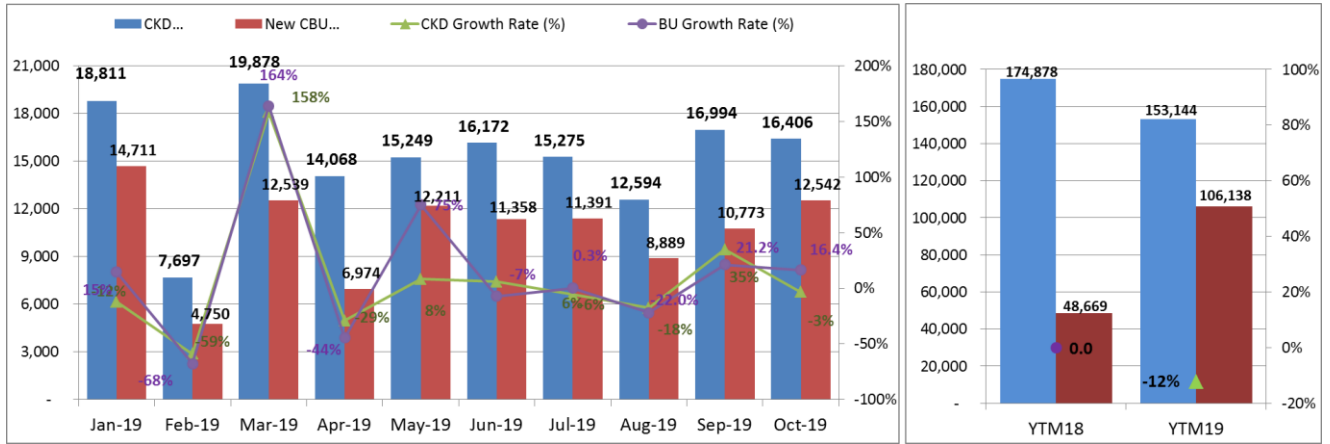
- Total Industry in FY October 2019 is up 16% versus last year.
- Passenger Car was up 26%; Commercial Vehicles was down 2% and Special-Purpose Vehicles was down 27% versus last year

Chart 1:



- In October 2019, CKD was down 12% and CBU was up 118% 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