



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

SALES REPORT (NOVEMBER 2019)

**The November industry is at 29,846 units.
The November 2019 volume is up 3% versus October 2019 and
down 3% versus November 2018.**

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

1) November Total Industry results in details:

- Total industry is at 29,846 units of which 22,312 units were Passenger Cars; 7,203 units were Commercial Vehicles and 331 units were Special-Purpose Vehicles.
- Passenger Cars were up 4% versus last month; Commercial Vehicles were down 0.3% and Special-Purpose Vehicles were down 9%
- CKD volume was 16,595 units, up 1% versus last month and CBU was 13,251 units, up 5% versus last month.

Of which, November 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 November 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Nov 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,421	1,678	3,528	9,627	39,672	14,960	36,369	91,001
2	Sport utility vehicles (SUV)	1,788	776	2,134	4,698	18,887	8,465	23,634	50,986
3	Cross-over cars	269	82	150	501	4,750	1,136	3,285	9,171
4	Multi-purpose vehicles (MPV)	1,192	724	2,854	4,770	8,313	5,804	20,414	34,531
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	802	88	402	1,292	7,798	1,086	4,747	13,631
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	50	-	39	89	708	-	686	1,394
10	Thaco Peugeot's PC subtotal	119	45	128	292	1,358	436	1,533	3,327
	Subtotal	8,641	3,393	9,238	21,269	82,111	32,093	91,271	205,475
	In percentage (%)	40.63%	15.95%	43.42%	100.00%	39.96%	15.62%	44.42%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	942	411	857	2,210	8,811	3,615	8,054	20,480
12	Vans	78	2	43	123	768	20	504	1,292
13	Small trucks (G.V.M ≤ 5,000 Kg)	757	172	1,048	1,977	7,601	1,437	9,233	18,271
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	449	110	620	1,179	5,790	1,637	7,333	14,760
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	57	-	66	123	704	16	542	1,262
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	77	29	204	310	664	191	1,410	2,265
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,369	724	2,838	5,921	24,338	6,916	27,076	58,330
	In percentage (%)	39.85%	12.23%	47.92%	100.00%	41.72%	11.86%	46.42%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	130	23	88	241	2,052	532	2,340	4,924
22	Medium buses / Coaches [(17-30) seats]	3	2	9	14	110	45	138	293
23	Large buses / Coaches [(31-55) seats]	138	42	99	279	921	449	1,072	2,442
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	39	-	-	39	138	-	2	140
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	23	23	-	-	353	353
	Subtotal	310	67	196	573	3,221	1,026	3,552	7,799
	In percentage (%)	54.10%	11.69%	34.21%	100.00%	41.30%	13.16%	45.54%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	52	37	132	221	878	519	1,563	2,960
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	1	-	-	1	1	-	2	3
34	Garbages	-	-	2	2	-	-	30	30
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	-	-	1	1	-	-	1	1
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 chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	53	37	135	225	879	519	1,611	3,089
	In percentage (%)	23.56%	16.44%	60.00%	100.00%	29.21%	17.25%	53.54%	100.00%
	Grand-total	11364	4221	12404	27989	110549	40554	123510	274613
	In percentage (%)	40.60%	15.08%	44.32%	100.00%	40.26%	14.77%	44.98%	100.00%

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 November 2019.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Nov-19	Nov-18	Oct-19	Difference November- 19 vs November-	Difference November- 19 vs October-18
Total*	27,989	29,709	27,419	-6%	2%
1. Passenger cars (PC)	21,269	21,414	20,721	-1%	3%
2. Commercial vehicles (CV)	6,495	7,954	6,483	-18%	0%
2.1 Trucks	5,922	7,162	5,885	-17%	1%
2.2 Buses	573	792	598	-28%	-4%
3. Special-purpose vehicles	225	341	215	-34%	5%
Bus chassis (khung xe buýt)	23	12	41	92%	-44%

*: not including bus chassis

VAMA only YTM November results:

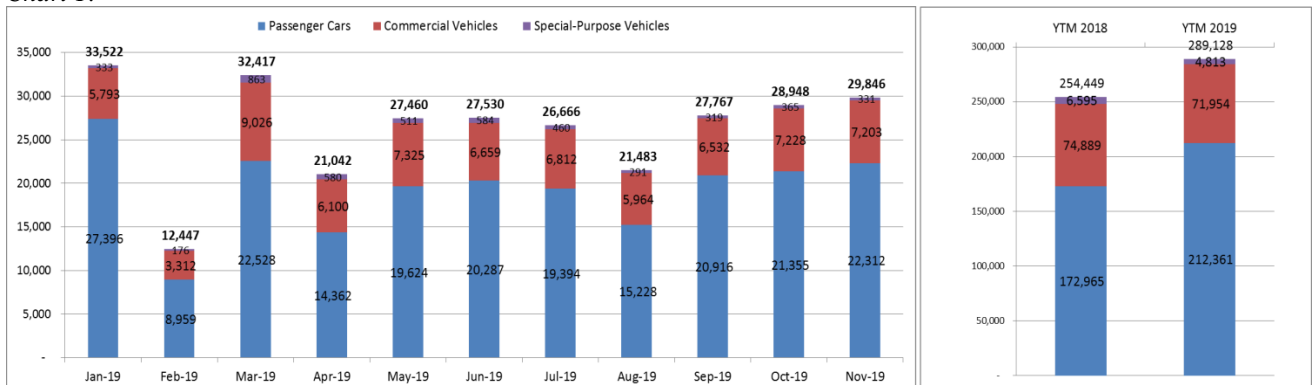
	YTM 2019	YTM 2018	Difference
Total*	274,613	244,306	12%
1. Passenger cars (PC)	205,475	169,052	22%
2. Commercial vehicles (CV)	66,129	69,732	-5%
2.1 Trucks	58,330	59,954	-3%
2.2 Buses	7,799	9,778	-20%
3. Special-purpose vehicles	3,009	5,522	-46%
Bus chassis (khung xe buýt)	353	556	-37%

*: not including bus chassis

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

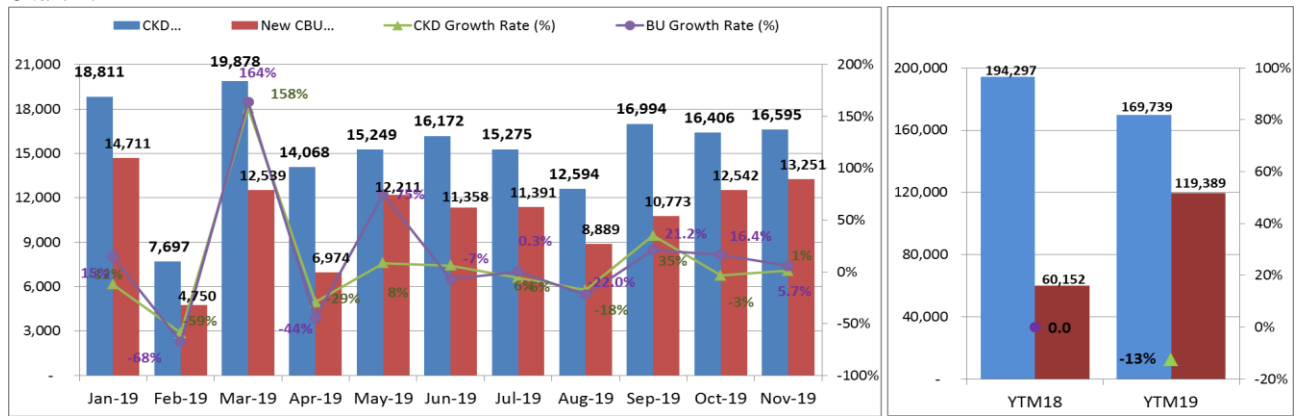
- Total Industry in FY November 2019 is up 14% versus last year.
- Passenger Car was up 23%; Commercial Vehicles was down 3.9% and Special-Purpose Vehicles was down 27% versus last year

Chart 1:



- In November 2019, CKD was down 13% and CBU was up 98% 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