



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

SALES REPORT (DECEMBER 2019)

**The December industry is at 33,159 units.
The December 2019 volume is up 11% versus November 2019 and
down 3% versus December 2018.**

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

1) December Total Industry results in details:

- Total industry is at 33,159 units of which 24,823 units were Passenger Cars; 7,959 units were Commercial Vehicles and 377 units were Special-Purpose Vehicles.
- Passenger Cars were up 11% versus last month; Commercial Vehicles were up 10.5% and Special-Purpose Vehicles were up 14%
- CKD volume was 19,700 units, up 19% versus last month and CBU was 13,459 units, up 1.6% versus last month.

Of which, December 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 December 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Dec 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,571	1,903	4,039	10,513	44,271	16,863	40,408	####
2	Sport utility vehicles (SUV)	2,173	1,001	2,721	5,895	21,064	9,466	26,355	56,885
3	Cross-over cars	494	165	401	1,060	5,244	1,301	3,686	10,231
4	Multi-purpose vehicles (MPV)	1,382	740	2,877	4,999	9,698	6,544	23,291	39,533
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	690	107	506	1,303	8,488	1,193	5,253	14,934
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	46	-	69	115	755	-	756	1,511
10	Thaco Peugeot's PC subtotal	130	39	140	309	1,488	475	1,673	3,636
	Subtotal	9,486	3,955	10,753	24,194	91,633	36,648	102,025	229,706
	In percentage (%)	39.21%	16.35%	44.44%	100.00%	39.89%	15.69%	44.42%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,041	384	862	2,287	9,852	3,999	8,916	22,767
12	Vans	59	3	32	94	827	23	536	1,386
13	Small trucks (G.V.M ≤ 5,000 Kg)	851	174	1,090	2,115	8,452	1,611	10,323	20,386
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	572	129	599	1,300	6,362	1,766	7,932	16,060
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	76	3	108	187	780	19	650	1,449
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	97	26	258	381	761	217	1,668	2,646
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,696	719	2,349	5,364	27,034	7,635	30,025	64,694
	In percentage (%)	42.36%	11.30%	46.34%	100.00%	41.79%	11.80%	46.41%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	185	15	99	299	2,237	547	2,439	5,223
22	Medium buses / Coaches [(17-30) seats]	2	3	7	12	112	48	145	305
23	Large buses / Coaches [(31-55) seats]	97	59	153	309	1,018	508	1,225	2,751
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	65	-	-	65	203	-	-	203
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	1	-	25	26	1	-	378	379
	Subtotal	340	77	259	676	3,570	1,103	3,809	8,482
	In percentage (%)	50.95%	11.24%	37.81%	100.00%	42.09%	13.00%	44.91%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	69	23	78	170	947	542	1,641	3,130
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	2	3
34	Garbages	-	-	9	9	-	-	39	39
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	8	8
37	Crane trucks	-	-	1	1	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	1	1	-	-	2	2
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	1	1	-	-	5	5
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	69	23	90	182	948	542	1,701	3,191
	In percentage (%)	37.91%	12.64%	49.45%	100.00%	29.71%	16.99%	53.31%	100.00%
	Grand-total	12600	4774	14051	31425	123185	45328	137560	306073
	In percentage (%)	40.10%	15.19%	44.71%	100.00%	40.25%	14.81%	44.94%	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 December 2019.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Dec-19	Dec-18	Nov-19	Difference December- 19 vs December-	Difference December- 19 vs November-
Total*	31,425	32,511	27,991	-3%	12%
1. Passenger cars (PC)	24,194	23,032	21,271	5%	14%
2. Commercial vehicles (CV)	7,049	9,250	6,495	-24%	9%
2.1 Trucks	6,364	8,576	5,922	-26%	7%
2.2 Buses	685	674	573	2%	20%
3. Special-purpose vehicles	182	229	225	-21%	-19%
Bus chassis (khung xe buýt)	26	36	23	-28%	13%

*: not including bus chassis

VAMA only YTM December results:

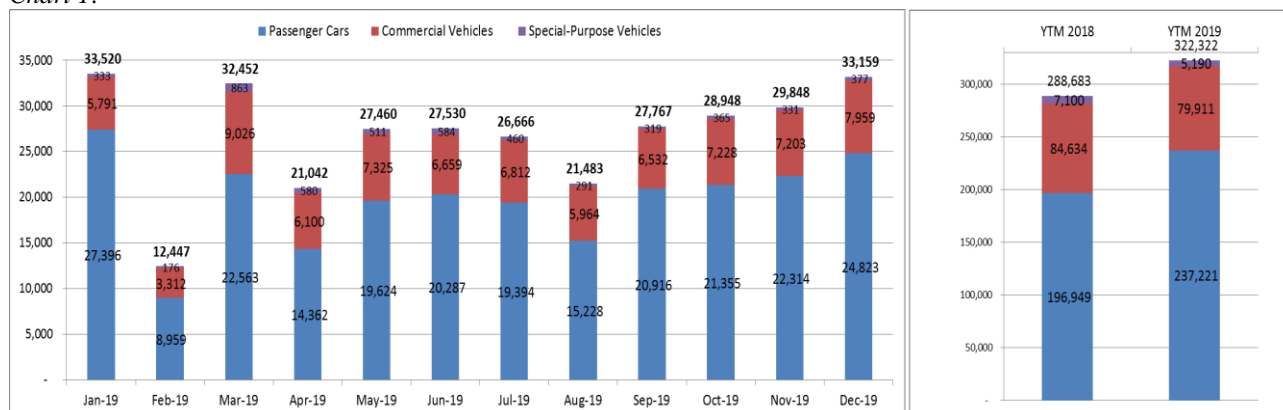
	YTM 2019	YTM 2018	Difference
Total*	306,073	276,817	11%
1. Passenger cars (PC)	229,706	192,084	20%
2. Commercial vehicles (CV)	73,176	78,982	-7%
2.1 Trucks	64,694	68,530	-6%
2.2 Buses	8,482	10,452	-19%
3. Special-purpose vehicles	3,191	5,751	-45%
Bus chassis (khung xe buýt)	379	592	-36%

*: not including bus chassis

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

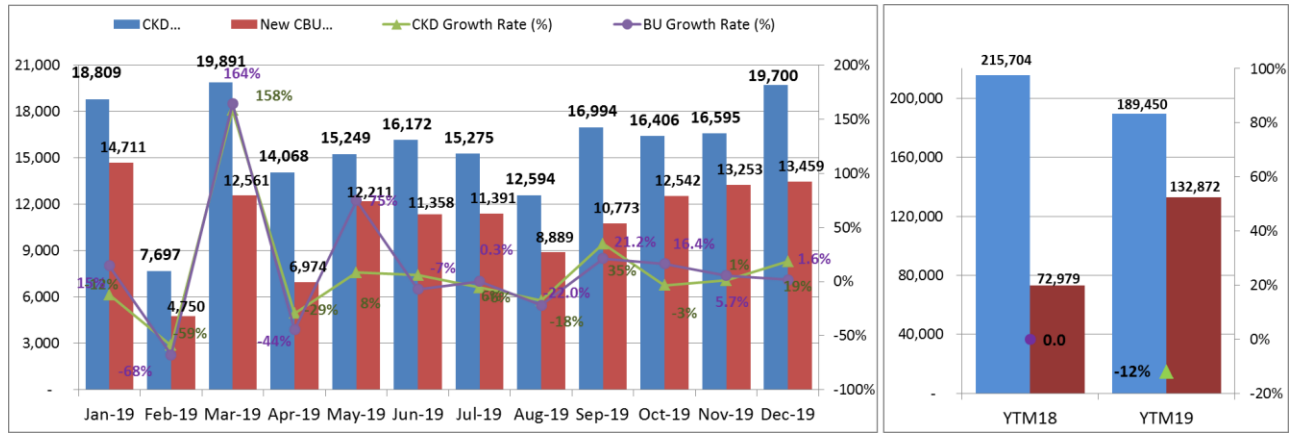
- Total Industry in FY December 2019 is up 12% versus last year.
- Passenger Car was up 20%; Commercial Vehicles was down 5.6% and Special-Purpose Vehicles was down 27% versus last year

Chart 1:



- In December 2019, CKD was down 12% and CBU was up 82% 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