



No.: 081201/2019/VAMA

Hanoi, August 12th, 2019

Re: VAMA sales report – July 2019

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

SALES REPORT (JULY 2019)

**The July industry is at 26,666 units.
The July 2019 volume is down 3% versus June 2019 and
Up 23% versus July 2018.**

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

1) July Total Industry results in details:

- Total industry is at 26,666 units of which 19,394 units were Passenger Cars; 6,812 units were Commercial Vehicles and 460 units were Special-Purpose Vehicles.
- Passenger Cars were down 4% versus last month; Commercial Vehicles were up 2% and Special-Purpose Vehicles were down 21%
- CKD volume was 15,275 units, down 5% versus last month and CBU was 11,391 units, down 0.3% versus last month.

Of which, July 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 July 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Jul 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,619	1,499	4,055	9,173	24,738	9,419	22,921	57,078
2	Sport utility vehicles (SUV)	1,751	734	2,278	4,763	11,949	5,448	14,618	32,015
3	Cross-over cars	313	108	264	685	3,527	849	2,469	6,845
4	Multi-purpose vehicles (MPV)	506	402	1,558	2,466	4,233	3,153	11,168	18,554
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	607	116	566	1,289	5,186	743	3,146	9,075
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	89	-	66	155	495	-	531	1,026
10	Thaco Peugeot's PC subtotal	118	37	147	302	925	279	1,026	2,230
	Subtotal	7,003	2,896	8,934	18,833	51,678	20,097	56,483	128,357
	In percentage (%)	37.18%	15.38%	47.44%	100.00%	40.29%	15.67%	44.04%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	936	383	876	2,195	5,409	2,139	4,934	12,482
12	Vans	43	-	17	60	477	12	302	791
13	Small trucks (G.V.M ≤ 5,000 Kg)	757	165	984	1,906	4,671	887	5,689	11,247
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	573	123	630	1,326	3,656	1,086	4,778	9,520
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	68	1	75	144	466	12	297	775
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	54	22	155	231	328	102	748	1,178
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,431	694	2,737	5,862	15,007	4,238	16,748	35,993
	In percentage (%)	41.47%	11.84%	46.69%	100.00%	41.69%	11.77%	46.53%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	223	58	224	505	1,403	360	1,699	3,462
22	Medium buses / Coaches [(17-30) seats]	14	4	25	43	70	35	97	202
23	Large buses / Coaches [(31-55) seats]	65	40	123	228	523	324	660	1,507
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	21	-	-	21	74	-	2	76
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	47	47	-	-	204	204
	Subtotal	323	102	372	797	2,070	719	2,458	5,347
	In percentage (%)	40.53%	12.80%	46.68%	100.00%	39.45%	13.70%	46.85%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	112	76	137	325	651	350	1,108	2,109
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	1	1	-	-	1	1
34	Garbages	-	-	9	9	-	-	19	19
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	8	8
37	Crane trucks	-	-	-	-	-	-	2	2
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concrete 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	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	112	76	148	336	651	350	1,142	2,143
	In percentage (%)	33.33%	22.62%	44.05%	100.00%	30.38%	16.33%	53.29%	100.00%
	Grand-total	9869	3768	12191	25828	69406	25404	76830	171640
	In percentage (%)	38.21%	14.59%	47.20%	100.00%	40.44%	14.80%	44.76%	100.00%

VAMA volume compared to last month as follows:

	Jul-19	Jul-18	Jun-19	Difference July-19 vs July-18	Difference July-19 vs June-19
Total*	25,828	20,212	26,207	28%	-1%
1. Passenger cars (PC)	18,833	14,075	19,725	34%	-5%
2. Commercial vehicles (CV)	6,659	5,864	6,270	14%	6%
2.1 Trucks	5,862	5,013	5,426	17%	8%
2.2 Buses	797	851	844	-6%	-6%
3. Special-purpose vehicles	336	273	212	23%	58%
Bus chassis (khung xe buýt)	47	36	0	31%	#DIV/0!

*: not including bus chassis

VAMA only YTM July results:

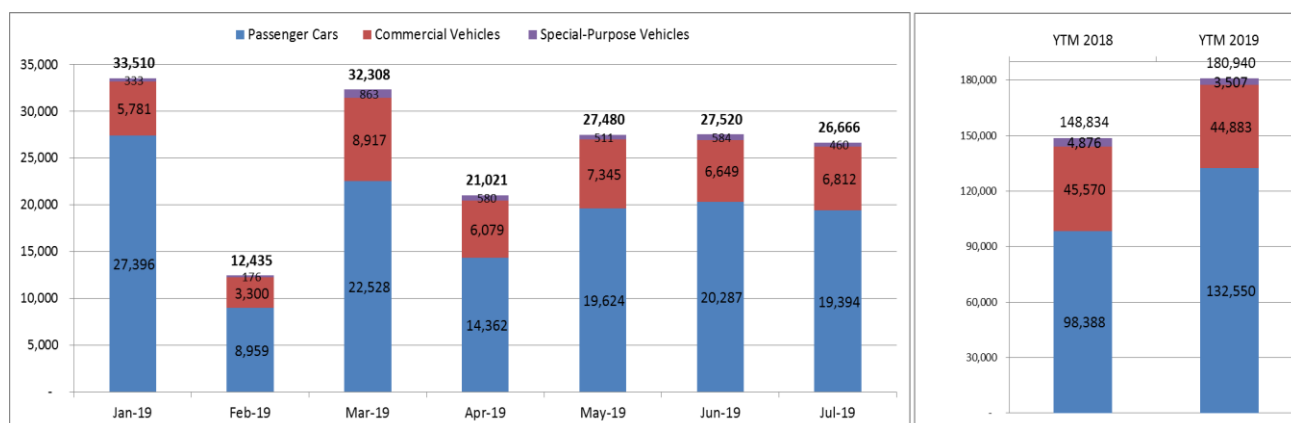
	YTM 2019	YTM 2018	Difference
Total*	171,640	143,324	20%
1. Passenger cars (PC)	128,257	96,453	33%
2. Commercial vehicles (CV)	41,240	42,608	-3%
2.1 Trucks	35,993	36,015	0%
2.2 Buses	5,247	6,593	-20%
3. Special-purpose vehicles	2,143	4,263	-50%
Bus chassis (khung xe buýt)	204	472	-57%

*: not including bus chassis

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

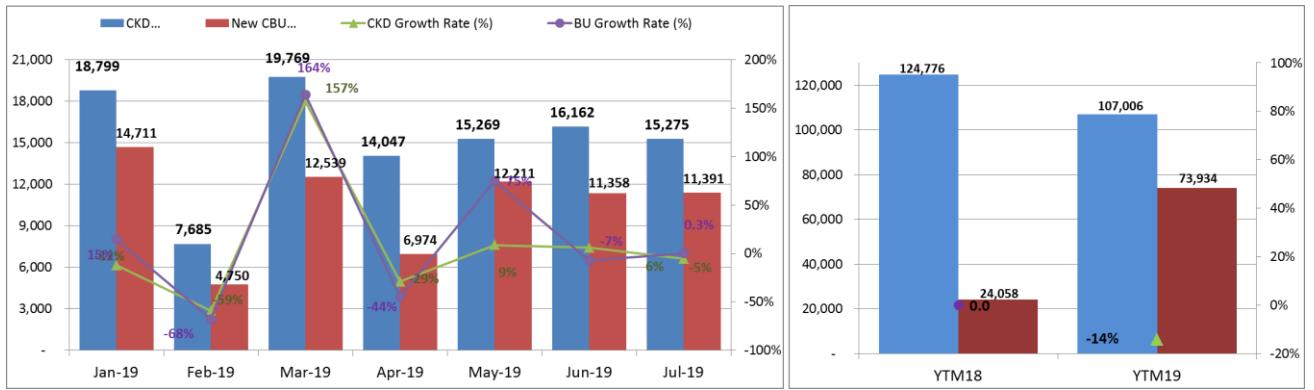
- Total Industry in FY July 2019 is up 22% versus last year.
- Passenger Car was up 35%; Commercial Vehicles was down 1.5% and Special-Purpose Vehicles was down 28% versus last year

Chart 1:



- In July 2019, CKD was down 14% and CBU was up 207% 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