



No.: 101001/2019/VAMA

Hanoi, October 10<sup>th</sup>, 2019

Re: VAMA sales report – September 2019

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

## **SALES REPORT (SEPTEMBER 2019)**

**The September industry is at 27,767 units.  
The September 2019 volume is up 29% versus August 2019 and  
up 11% versus September 2018.**

Would you please find September 2019 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

### **1) September Total Industry results in details:**

- Total industry is at 27,767 units of which 20,916 units were Passenger Cars; 6,532 units were Commercial Vehicles and 319 units were Special-Purpose Vehicles.
- Passenger Cars were up 37% versus last month; Commercial Vehicles were up 10% and Special-Purpose Vehicles were up 10%
- CKD volume was 16,994 units, up 35% versus last month and CBU was 10,773 units, up 21% versus last month.

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

<sup>1</sup> “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 September 2019.

<sup>2</sup> Including Lexus sale’s record.

No	Vehicle Type	Sales - Sep 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,931	1,574	3,584	9,089	31,407	11,851	29,311	72,569
2	Sport utility vehicles (SUV)	2,033	844	2,397	5,274	15,202	6,789	18,856	40,847
3	Cross-over cars	386	80	243	709	4,100	972	2,870	7,942
4	Multi-purpose vehicles (MPV)	861	697	2,063	3,621	5,892	4,299	15,046	25,237
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	680	100	485	1,265	6,447	946	4,089	11,482
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	91	-	50	141	605	-	614	1,219
10	Thaco Peugeot's PC subtotal	121	47	144	312	1,130	349	1,276	2,755
	<b>Subtotal</b>	<b>8,103</b>	<b>3,342</b>	<b>3,966</b>	<b>20,411</b>	<b>65,408</b>	<b>25,412</b>	<b>72,605</b>	<b>163,485</b>
	<b>In percentage (%)</b>	<b>39.70%</b>	<b>16.37%</b>	<b>43.93%</b>	<b>100.00%</b>	<b>40.01%</b>	<b>15.54%</b>	<b>44.45%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	761	338	675	1,774	6,932	2,784	6,349	16,065
12	Vans	126	5	68	199	628	18	398	1,044
13	Small trucks (G.V.M ≤ 5,000 Kg)	909	136	904	1,949	6,076	1,114	7,258	14,448
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	537	177	725	1,439	4,844	1,391	6,062	12,297
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	70	3	72	145	577	15	416	1,008
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	96	29	150	275	507	142	1,012	1,661
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,499</b>	<b>688</b>	<b>2,594</b>	<b>3,781</b>	<b>19,564</b>	<b>5,464</b>	<b>21,495</b>	<b>46,523</b>
	<b>In percentage (%)</b>	<b>43.23%</b>	<b>11.90%</b>	<b>44.87%</b>	<b>100.00%</b>	<b>42.05%</b>	<b>11.74%</b>	<b>46.20%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	191	48	175	414	1,756	466	2,106	4,328
22	Medium buses / Coaches [(17-30) seats]	16	5	14	35	93	40	114	247
23	Large buses / Coaches [(31-55) seats]	84	25	80	189	696	376	880	1,952
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	2	-	-	2	99	-	2	101
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	37	37	-	-	289	289
	<b>Subtotal</b>	<b>293</b>	<b>78</b>	<b>249</b>	<b>640</b>	<b>2,644</b>	<b>882</b>	<b>3,192</b>	<b>6,628</b>
	<b>In percentage (%)</b>	<b>45.78%</b>	<b>12.19%</b>	<b>42.03%</b>	<b>100.00%</b>	<b>39.89%</b>	<b>13.31%</b>	<b>46.80%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	52	45	125	222	774	431	1,319	2,524
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	-	4	4	-	-	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 chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>52</b>	<b>45</b>	<b>129</b>	<b>226</b>	<b>774</b>	<b>431</b>	<b>1,364</b>	<b>2,569</b>
	<b>In percentage (%)</b>	<b>23.01%</b>	<b>19.91%</b>	<b>57.08%</b>	<b>100.00%</b>	<b>30.13%</b>	<b>16.78%</b>	<b>53.09%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>10947</b>	<b>4153</b>	<b>11958</b>	<b>27058</b>	<b>88390</b>	<b>32189</b>	<b>98626</b>	<b>219205</b>
	<b>In percentage (%)</b>	<b>40.46%</b>	<b>15.35%</b>	<b>44.19%</b>	<b>100.00%</b>	<b>40.32%</b>	<b>14.68%</b>	<b>44.99%</b>	<b>100.00%</b>

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<sup>2</sup> Including Lexus sale’s record.

**VAMA volume compared to last month as follows:**

	Sep-19	Sep-18	Aug-19	Difference September- 19 vs September-	Difference September- 19 vs August-19
<b>Total*</b>	<b>27,058</b>	<b>23,933</b>	<b>20,363</b>	<b>13%</b>	<b>33%</b>
1. Passenger cars (PC)	20,411	16,724	14,817	22%	38%
2. Commercial vehicles (CV)	6,421	6,899	5,346	-7%	20%
2.1 Trucks	5,781	6,172	4,605	-6%	26%
2.2 Buses	640	727	741	-12%	-14%
3. Special-purpose vehicles	226	310	200	-27%	13%
Bus chassis (khung xe buýt)	37	24	48	54%	-23%

\*: not including bus chassis

**VAMA only YTM September results:**

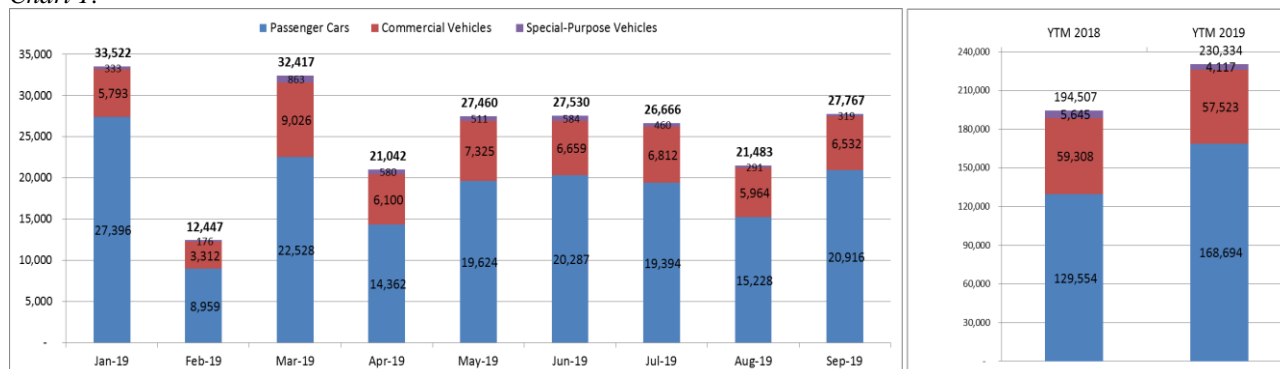
	YTM 2019	YTM 2018	Difference
<b>Total*</b>	<b>219,205</b>	<b>186,415</b>	<b>18%</b>
1. Passenger cars (PC)	163,485	126,463	29%
2. Commercial vehicles (CV)	53,151	55,180	-4%
2.1 Trucks	46,523	46,956	-1%
2.2 Buses	6,628	8,224	-19%
3. Special-purpose vehicles	2,569	4,772	-46%
Bus chassis (khung xe buýt)	289	508	-43%

\*: not including bus chassis

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

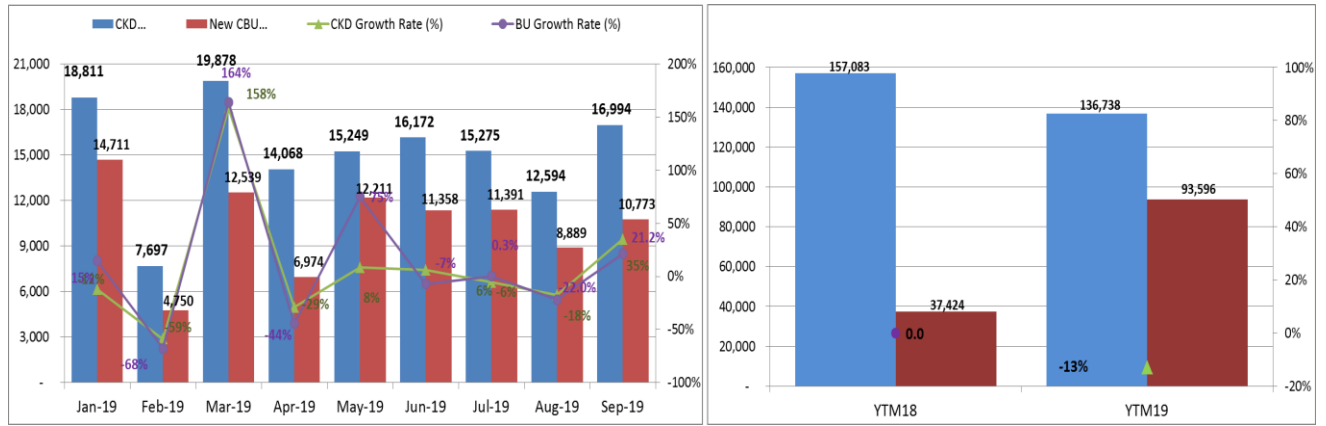
- Total Industry in FY September 2019 is up 18% versus last year.
- Passenger Car was up 30%; Commercial Vehicles was down 3% and Special-Purpose Vehicles was down 27% versus last year

Chart 1:



- In September 2019, CKD was down 13% and CBU was up 150% 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](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

**VAMA Office**