



No.: 0216/2016/VAMA

Hanoi, 16th February 2016

Re: VAMA sales report – January 2016

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

SALES REPORT (JANUARY 2016)

**The January industry is at 23,165 units.
The January 2016 volume is up 16% versus January 2015 and
down 21% versus December 2015.**

Would you please find January 2016 Total Industry¹ & VAMA members only figures¹.

1) January Total Industry results in details:

- Total industry is at 23,165 units of which 14,090 units were Passenger Cars; 8,200 units were Commercial Vehicles and 875 units were Special-Purpose Vehicles.
- Passenger Cars were down 16% versus last month; Commercial Vehicles were down 28.4% and Special-Purpose Vehicles were down 24%.
- CKD volume was 17,379 units, down 7.5% versus last month and CBU was 5,786 units, down 45% versus last month.

Of which, January 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 1/2016.

² Including Mercedes-Benz Vietnam and Lexus sale’s records.

No	Vehicle Type	Sales - January 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,238	1,103	2,649	7,990	4,238	1,103	2,649	7,990
2	Sport utility vehicles (SUV)	1,297	427	1,305	3,029	1,297	427	1,305	3,029
3	Cross-over cars	38	16	88	142	38	16	88	142
4	Multi-purpose vehicles (MPV)	411	118	754	1,283	411	118	754	1,283
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	333	96	185	614	333	96	185	614
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	128	32	155	315	128	32	155	315
9	Lexus's PC subtotal	84	-	142	226	84	-	142	226
10	Thaco Peugeot's PC subtotal	41	17	22	80	41	17	22	80
	Subtotal	6,570	1,809	5,300	13,679	6,570	1,809	5,300	13,679
	In percentage (%)	48.03%	13.22%	38.75%	100.00%	48.03%	13.22%	38.75%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,240	287	816	2,343	1,240	287	816	2,343
12	Vans	83	18	34	135	83	18	34	135
13	Small trucks (G.V.M ≤ 5,000 Kg)	144	13	145	302	144	13	145	302
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,128	342	1,414	2,884	1,128	342	1,414	2,884
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	47	28	70	145	47	28	70	145
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	84	23	257	364	84	23	257	364
19	Mercedes-Benz's CV (FUSO) subtotal	2	5	27	34	2	5	27	34
	Subtotal	2,728	716	2,763	6,207	2,728	716	2,763	6,207
	In percentage (%)	43.95%	11.54%	44.51%	100.00%	43.95%	11.54%	44.51%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	270	48	292	610	270	48	292	610
21	Medium buses / Coaches [(17-30) seats]	36	15	93	144	36	15	93	144
22	Large buses / Coaches [(31-55) seats]	309	76	231	616	309	76	231	616
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassises (incompletely-built vehicles)	-	-	186	186	-	-	186	186
	Subtotal	615	139	616	1,370	615	139	616	1,370
	In percentage (%)	44.89%	10.15%	44.96%	100.00%	44.89%	10.15%	44.96%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	258	79	267	604	258	79	267	604
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	2	-	12	14	2	-	12	14
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	3	3	-	-	3	3
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	1	1	-	-	1	1
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
44	Vaccum tank truck (SPV)	-	-	1	1	-	-	1	1
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	260	79	284	623	260	79	284	623
	In percentage (%)	41.73%	12.68%	45.59%	100.00%	41.73%	12.68%	45.59%	100.00%
	Grand-total	10173	2743	8963	21879	10173	2743	8963	21879
	In percentage (%)	46.50%	12.54%	40.97%	100.00%	46.50%	12.54%	40.97%	100.00%

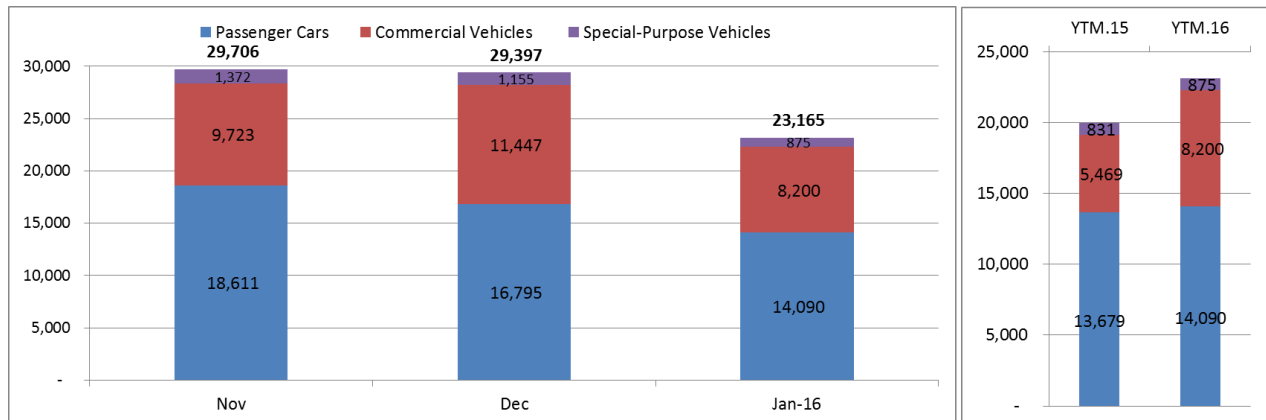
VAMA volume compared to last month as follows:

	Jan-16	Jan-15	Dec-15	Difference January- 16vs January-15	Difference January-16 vs December-
Total*	21,879	16,026	23,775	37%	-8%
1. Passenger cars (PC)	13,679	10,227	13,779	34%	-1%
2. Commercial vehicles (CV)	7,577	5,109	9,174	48%	-17%
2.1 Trucks	6,207	4,245	7,854	46%	-21%
2.2 Buses	1,370	864	1,320	59%	4%
3. Special-purpose vehicles	623	690	822	-10%	-24%
Bus chassis (khung xe buýt)	186	84	37	121%	403%

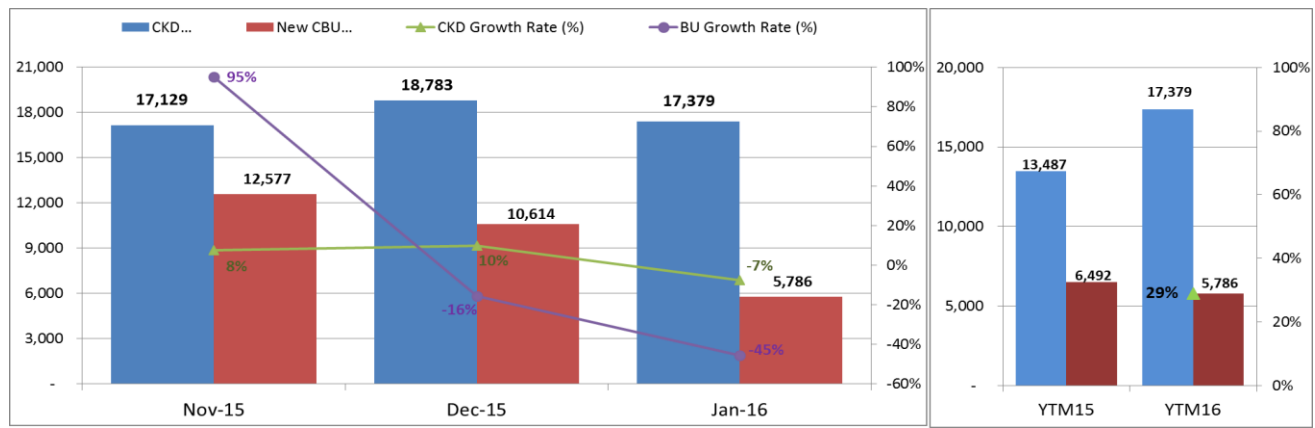
*: not including bus chassis

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

- Total Industry in FY January 2016 is up 16% versus last year.
- Passenger Car was up 3%; Commercial Vehicles was up 50% and Special-Purpose Vehicles was up 5% versus last year



- In FY.2016, CKD was up 29% and CBU was down 11% versus last year.



Of which, VAMA only YTM January results:

	YTM 2016	YTM 2015	Difference
Total*	21,879	16,026	37%
1. Passenger cars (PC)	13,679	10,227	34%
2. Commercial vehicles (CV)	7,577	5,109	48%
2.1 Trucks	6,207	4,245	46%
2.2 Buses	1,370	864	59%
3. Special-purpose vehicles	623	690	-10%
Bus chassis (khung xe buýt)	186	84	121%

*: not including bus chassis

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: 04 6290 7427

Yours faithfully,
VAMA Chairman

Yoshihisa Maruta