



No.: 022001/2019/VAMA

Hanoi, February 20th, 2019

Re: VAMA sales report – January 2019

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

SALES REPORT (JANUARY 2019)

**The January industry is at 33,510 units.
The January 2019 volume is down 2% versus December 2018 and
up 27% versus January 2018.**

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

1) January Total Industry results in details:

- Total industry is at 33,510 units of which 27,396 units were Passenger Cars; 5,781 units were Commercial Vehicles and 333 units were Special-Purpose Vehicles.
- Passenger Cars were up 14% versus last month; Commercial Vehicles were down 41% and Special-Purpose Vehicles were down 34%.
- CKD volume was 18,799 units, down 12% versus last month and CBU was 14,711 units, up 15% versus last month.

Of which, January 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 1/2019.

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

No	Vehicle Type	Sales - January 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	5,002	1,764	3,690	10,456	5,002	1,764	3,690	10,456
2	Sport utility vehicles (SUV)	2,781	1,388	3,030	7,199	2,781	1,388	3,030	7,199
3	Cross-over cars	1,187	266	670	2,123	1,187	266	670	2,123
4	Multi-purpose vehicles (MPV)	645	553	1,657	2,855	645	553	1,657	2,855
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,390	195	552	2,137	1,390	195	552	2,137
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	242	92	232	566	242	92	232	566
9	Lexus's PC subtotal	129	-	162	291	129	-	162	291
10	Thaco Peugeot's PC subtotal	242	-	417	659	242	-	417	659
	Subtotal	11,618	4,358	10,410	26,286	11,618	4,358	10,410	26,286
	In percentage (%)	44.20%	16.20%	39.60%	100.00%	44.20%	16.20%	39.60%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,110	442	970	2,522	1,110	442	970	2,522
12	Vans	122	3	97	222	122	3	97	222
13	Small trucks (G.V.M ≤ 5,000 Kg)	355	52	353	760	355	52	353	760
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	404	117	530	1,051	404	117	530	1,051
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	25	5	20	50	25	5	20	50
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	22	3	39	64	22	3	39	64
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,038	622	2,009	4,669	2,038	622	2,009	4,669
	In percentage (%)	43.65%	13.32%	43.03%	100.00%	43.65%	13.32%	43.03%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	139	40	229	408	139	40	229	408
22	Medium buses / Coaches [(17-30) seats]	15	7	17	39	15	7	17	39
23	Large buses / Coaches [(31-55) seats]	65	64	87	216	65	64	87	216
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	2	2	-	-	2	2
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	24	24
	Subtotal	219	111	335	665	219	111	335	665
	In percentage (%)	32.93%	16.69%	50.38%	100.00%	32.93%	16.69%	50.38%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	53	10	97	160	53	10	97	160
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	2	2
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	2	2	-	-	2	2
37	Crane trucks	-	-	2	2	-	-	2	2
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)	-	-	3	3	-	-	3	3
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	53	10	106	169	53	10	106	169
	In percentage (%)	31.36%	5.92%	62.72%	100.00%	31.36%	5.92%	62.72%	100.00%
	Grand-total	13928	5001	12860	31789	13928	5001	12860	31789
	In percentage (%)	43.81%	15.73%	40.45%	100.00%	43.81%	15.73%	40.45%	100.00%

VAMA volume compared to last month as follows:

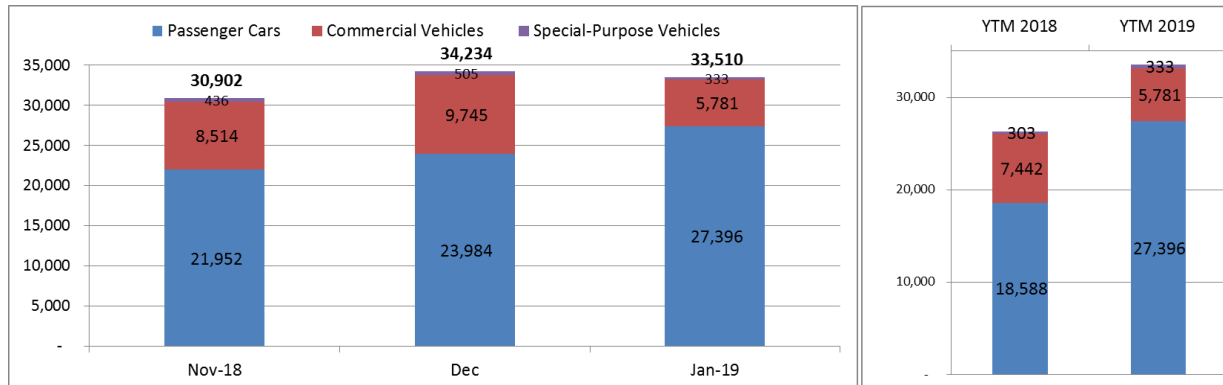
	Jan-19	Jan-18	Dec-18	Difference January-19 vs January- 18	Difference January-19 vs December-
Total*	31,789	25,601	32,511	24%	-2%
1. Passenger cars (PC)	26,286	18,433	23,032	43%	14%
2. Commercial vehicles (CV)	5,334	6,973	9,250	-24%	-42%
2.1 Trucks	4,669	6,111	8,576	-24%	-46%
2.2 Buses	665	862	674	-23%	-1%
3. Special-purpose vehicles	169	195	229	-13%	-26%
Bus chassis (khung xe buýt)	24	88	36	-73%	-33%

*: not including bus chassis

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

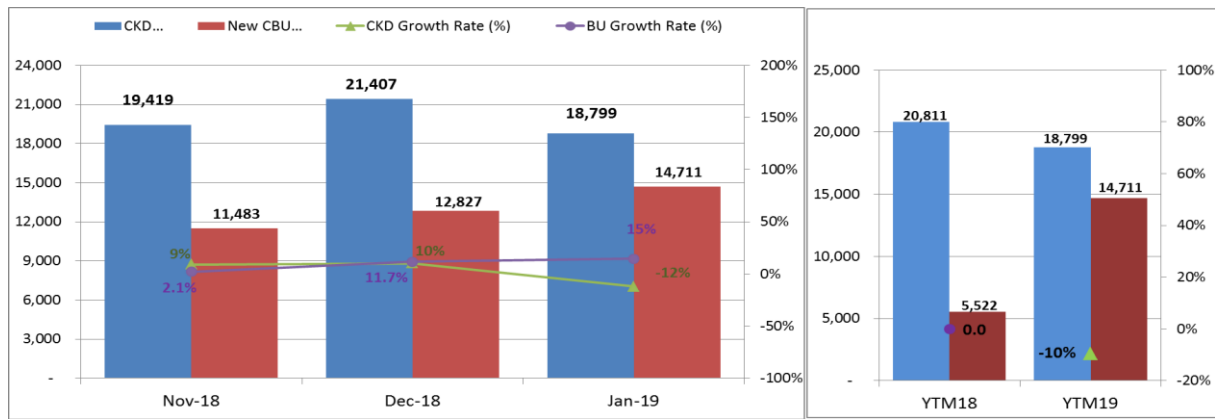
- Total Industry in FY January 2019 is up 27% versus last year.
- Passenger Car was up 47%; Commercial Vehicles was down 22% and Special-Purpose Vehicles was up 10% versus last year

Chart 1:



- In January 2019, CKD was down 10% and CBU was up 166% versus last year.

Chart 2:



Of which, VAMA only YTM January results:

	YTM 2019	YTM 2018	Difference
Total*	31,789	25,601	24%
1. Passenger cars (PC)	26,286	18,433	43%
2. Commercial vehicles (CV)	5,334	6,973	-24%
2.1 Trucks	4,669	6,111	-24%
2.2 Buses	665	862	-23%
3. Special-purpose vehicles	169	195	-13%
Bus chassis (khung xe buýt)	24	88	-73%

***: 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: +84 24 6290 7427

VAMA Office