



No.: 100904/2018/VAMA

Hanoi, October 11<sup>th</sup>, 2018

Re: VAMA sales report – September 2018

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

## **SALES REPORT (SEPTEMBER 2018)**

**The September industry is at 25,351 units.  
The September 2018 volume is up 24% versus August 2018 and  
up 19% versus September 2017.**

Would you please find September 2018 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

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

- Total industry is at 25,351 units of which 17,213 units were Passenger Cars; 7,625 units were Commercial Vehicles and 513 units were Special-Purpose Vehicles.
- Passenger Cars were up 24% versus last month; Commercial Vehicles were up 21% and Special-Purpose Vehicles were up 36%.
- CKD volume was 17,325 units, up 16% versus last month and CBU was 8,026 units, up 42% versus last month.

**Of which, September 2018 VAMA members' volume was as follows:**

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<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 9/2018.

<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

Vehicle Type	Sales - Sep 2018				Sales - YTM 2018			
	North	Central	South	Total	North	Central	South	Total
<b>Passenger cars (PC)</b>								
Sedans	3,878	1,423	2,947	8,248	29,359	11,350	25,974	66,683
Sport utility vehicles (SUV)	1,613	694	1,778	4,085	7,818	3,469	8,038	19,325
Cross-over cars	435	82	334	851	4,218	1,315	3,318	8,851
Multi-purpose vehicles (MPV)	291	119	1,109	1,519	2,700	1,172	10,432	14,304
Convertible cars	-	-	-	-	-	-	-	-
Hatchback	628	94	349	1,071	5,180	1,115	3,087	9,382
Others (please specify)	-	-	-	-	-	-	-	-
Mercedes-Benz's PC subtotal	180	63	192	435	1,789	562	2,106	4,457
Lexus's PC subtotal	39	-	44	83	85	-	106	191
Thaco Peugeot's PC subtotal	174	66	149	389	1,117	482	1,626	3,225
<b>Subtotal</b>	<b>7,238</b>	<b>2,541</b>	<b>6,992</b>	<b>16,681</b>	<b>52,266</b>	<b>19,465</b>	<b>54,687</b>	<b>126,418</b>
<b>In percentage (%)</b>	<b>43.39%</b>	<b>15.23%</b>	<b>41.38%</b>	<b>100.00%</b>	<b>41.34%</b>	<b>15.40%</b>	<b>43.26%</b>	<b>100.00%</b>
<b>Commercial vehicles (CV)</b>								
<b>Trucks</b>								
Pick-ups	825	299	748	1,872	4,263	1,650	3,613	9,526
Vans	251	29	75	355	1,657	149	410	2,216
Small trucks (G.V.M ≤ 5,000 Kg)	869	122	1,102	2,093	7,488	1,485	8,583	17,556
Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	595	169	818	1,582	5,767	1,546	7,045	14,358
Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	103	21	64	188	873	120	357	1,350
Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
Other Trucks	62	17	131	210	490	176	1,304	1,970
Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
<b>Subtotal</b>	<b>2,705</b>	<b>657</b>	<b>2,338</b>	<b>6,300</b>	<b>30,538</b>	<b>5,126</b>	<b>21,312</b>	<b>46,976</b>
<b>In percentage (%)</b>	<b>42.94%</b>	<b>10.43%</b>	<b>46.63%</b>	<b>100.00%</b>	<b>43.72%</b>	<b>10.91%</b>	<b>45.37%</b>	<b>100.00%</b>
<b>Buses</b>								
Minibuses [(10-16) seats]	194	43	247	484	1,894	461	2,461	4,816
Medium buses / Coaches [(17-30) seats]	14	9	19	42	138	84	209	431
Large buses / Coaches [(31-55) seats]	81	23	74	178	1,681	277	943	2,901
Sleeping buses	-	-	-	-	-	-	-	-
City buses of all lengths	23	-	-	23	73	-	-	73
Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	449	449
<b>Subtotal</b>	<b>312</b>	<b>75</b>	<b>340</b>	<b>727</b>	<b>3,786</b>	<b>822</b>	<b>3,613</b>	<b>8,221</b>
<b>In percentage (%)</b>	<b>42.92%</b>	<b>10.32%</b>	<b>46.77%</b>	<b>100.00%</b>	<b>46.05%</b>	<b>10.00%</b>	<b>43.95%</b>	<b>100.00%</b>
<b>Special-Purpose Vehicles</b>								
Dump trucks	61	31	216	308	1,262	683	2,808	4,753
Concrete mixer trucks	-	-	-	-	-	-	-	-
Tractor trucks	-	-	-	-	6	-	29	35
Tanker trucks	-	-	-	-	-	-	-	-
Refrigerator trucks	-	-	-	-	-	-	-	-
Ambulance	-	-	-	-	-	-	-	-
Fire-fighting trucks	-	-	-	-	1	-	-	1
Garbages	-	-	1	1	1	1	7	9
Hydraulic crane truck	-	-	-	-	-	-	-	-
Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
Crane trucks	-	-	-	-	-	-	3	3
X-Ray medical vehicles	-	-	-	-	-	-	-	-
Truck-mounted concret pumps	-	-	-	-	-	-	-	-
Car transport (carrying) truck	-	-	1	1	-	-	1	1
Hooklift	-	-	-	-	1	-	-	1
Prisoner transport truck	-	-	-	-	-	-	-	-
Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
Vaccum tank truck (SPV)	-	-	-	-	2	-	-	2
Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
Stage truck (SPV)	-	-	-	-	-	-	-	-
Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
<b>Subtotal</b>	<b>61</b>	<b>31</b>	<b>218</b>	<b>310</b>	<b>1,273</b>	<b>684</b>	<b>2,859</b>	<b>4,897</b>
<b>In percentage (%)</b>	<b>19.68%</b>	<b>10.00%</b>	<b>70.32%</b>	<b>100.00%</b>	<b>26.48%</b>	<b>14.23%</b>	<b>59.29%</b>	<b>100.00%</b>
<b>Grand-total</b>	<b>10316</b>	<b>3304</b>	<b>10398</b>	<b>24018</b>	<b>77863</b>	<b>26097</b>	<b>82462</b>	<b>186422</b>
<b>In percentage (%)</b>	<b>42.95%</b>	<b>13.76%</b>	<b>43.29%</b>	<b>100.00%</b>	<b>41.77%</b>	<b>14.00%</b>	<b>44.23%</b>	<b>100.00%</b>

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

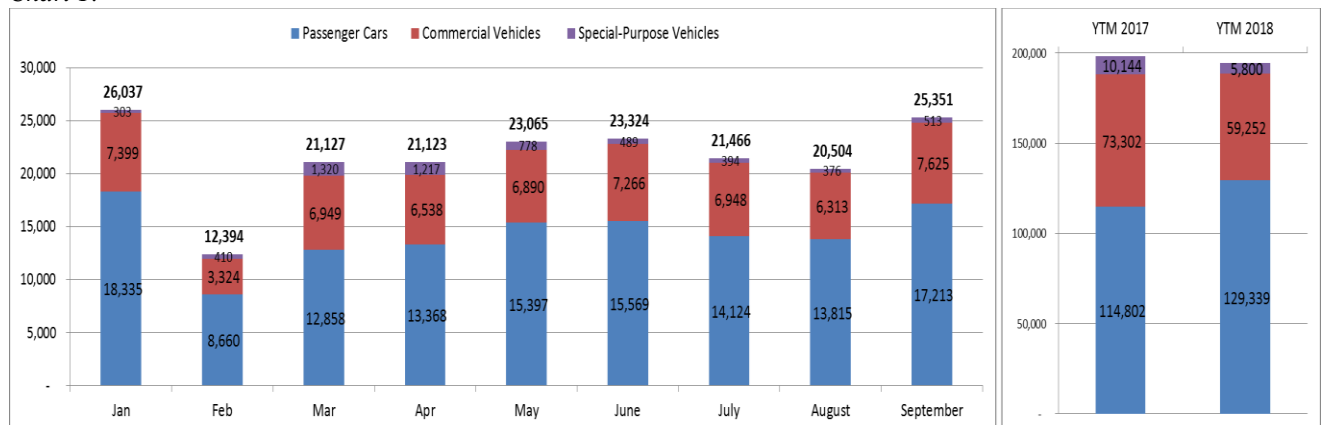
	Sep-18	Sep-17	Aug-18	September-18 vs September-17	Difference September-18 vs August-18
<b>Total*</b>	<b>24,018</b>	<b>19,257</b>	<b>19,213</b>	<b>25%</b>	<b>25%</b>
1. Passenger cars (PC)	16,681	11,277	13,283	48%	26%
2. Commercial vehicles (CV)	7,027	7,432	5,731	-5%	23%
2.1 Trucks	6,300	6,490	4,832	-3%	30%
2.2 Buses	727	942	899	-23%	-19%
3. Special-purpose vehicles	310	548	199	-43%	56%
Bus chassis (khung xe buýt)	24	110	12	-78%	100%

\*: not including bus chassis

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

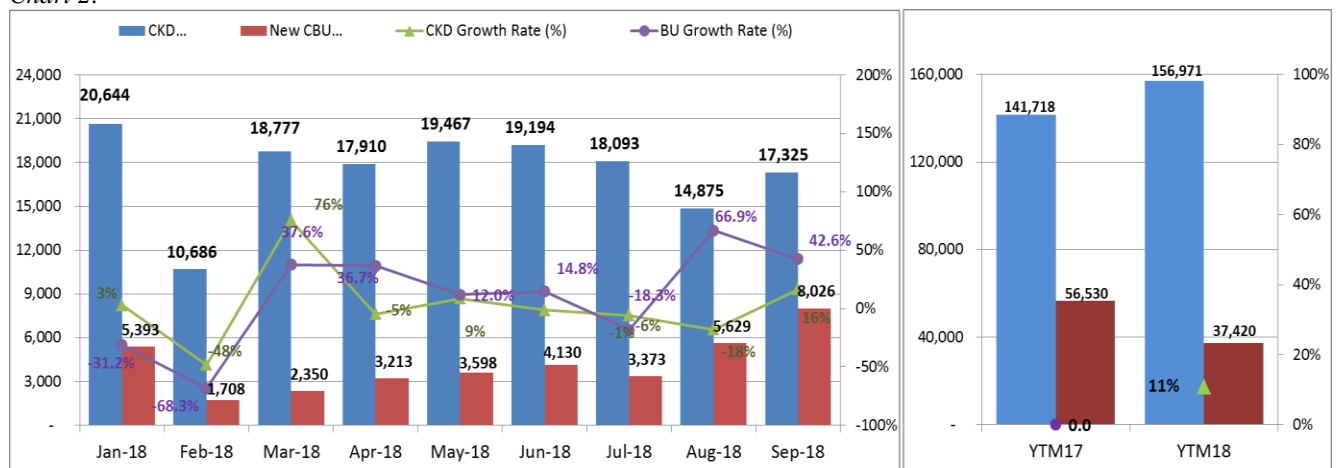
- Total Industry in FY September 2018 is down 2% versus last year.
- Passenger Car was up 13%; Commercial Vehicles was down 19% and Special-Purpose Vehicles was down 43% versus last year

Chart 1:



- In September 2018, CKD was up 11% and CBU was down 34% versus last year.

Chart 2:



**Of which, VAMA only YTM September results:**

	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>186,422</b>	<b>184,838</b>	<b>1%</b>
1. Passenger cars (PC)	126,418	108,971	16%
2. Commercial vehicles (CV)	55,197	67,627	-18%
2.1 Trucks	46,976	58,164	-19%
2.2 Buses	8,221	9,463	-13%
3. Special-purpose vehicles	4,807	8,240	-42%
Bus chassis (khung xe buýt)	449	738	-39%

**\*: 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](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

**VAMA Office**