



No.: 011100/2017/VAMA

Hanoi, 11<sup>th</sup> January 2017

Re: VAMA sales report – December 2016

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

## **SALES REPORT (DECEMBER 2016)**

**The December industry is at 33,295 units.  
The December 2016 volume is up 17% versus November 2016 and  
up 13% versus December 2015.**

Would you please find December 2016 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

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

- Total industry is at 33,295 units of which 22,838 units were Passenger Cars; 9,372 units were Commercial Vehicles and 1,085 units were Special-Purpose Vehicles.
- Passenger Cars were up 27% versus last month; Commercial Vehicles were up 1% and Special-Purpose Vehicles were down 4%.
- CKD volume was 23,565 units, up 7.3% versus last month and CBU was 9,730 units, up 50% versus last month.

**Of which, December 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 12/2016.

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

No	Vehicle Type	Sales - Dec 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	4,293	1,392	3,540	9,225	38,770	11,066	29,072	78,908
2	Sport utility vehicles (SUV)	1,635	484	1,285	3,404	13,245	4,058	15,142	32,445
3	Cross-over cars	628	114	317	1,059	5,002	890	2,938	8,830
4	Multi-purpose vehicles (MPV)	433	212	1,646	2,291	4,747	1,358	10,517	16,622
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,126	133	584	1,843	9,021	867	6,116	16,004
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	324	74	220	618	2,057	484	1,860	4,401
9	Lexus's PC subtotal	55	-	35	90	959	-	706	1,665
10	Thaco Peugeot's PC subtotal	21	10	22	53	286	93	247	626
	<b>Subtotal</b>	<b>8,315</b>	<b>2,419</b>	<b>7,649</b>	<b>18,383</b>	<b>74,087</b>	<b>18,816</b>	<b>66,298</b>	<b>159,501</b>
	<b>In percentage (%)</b>	<b>45.82%</b>	<b>13.02%</b>	<b>41.16%</b>	<b>100.00%</b>	<b>46.45%</b>	<b>11.80%</b>	<b>41.75%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,159	401	849	2,409	11,088	3,403	8,608	23,099
12	Vans	181	28	92	301	1,608	236	620	2,464
13	Small trucks (G.V.M ≤ 5,000 Kg)	808	130	1,065	2,003	12,533	2,062	14,004	28,599
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	715	236	933	1,884	9,223	3,209	9,875	22,307
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	250	18	113	381	1,429	143	797	2,369
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	129	49	227	405	1,179	223	2,422	3,824
19	Mercedes-Benz's CV (FUSO) subtotal	29	20	97	146	361	159	1,006	1,526
	<b>Subtotal</b>	<b>3,271</b>	<b>882</b>	<b>3,376</b>	<b>7,529</b>	<b>37,431</b>	<b>9,435</b>	<b>37,333</b>	<b>84,188</b>
	<b>In percentage (%)</b>	<b>43.45%</b>	<b>11.71%</b>	<b>44.84%</b>	<b>100.00%</b>	<b>44.45%</b>	<b>11.21%</b>	<b>44.34%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	212	26	246	484	2,722	574	3,950	7,246
21	Medium buses / Coaches [(17-30) seats]	28	6	26	60	490	216	604	1,310
22	Large buses / Coaches [(31-55) seats]	286	65	310	661	3,170	677	2,367	6,214
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	84	84	16	-	1,461	1,477
	<b>Subtotal</b>	<b>526</b>	<b>97</b>	<b>582</b>	<b>1,205</b>	<b>6,902</b>	<b>1,407</b>	<b>6,921</b>	<b>14,770</b>
	<b>In percentage (%)</b>	<b>43.65%</b>	<b>8.05%</b>	<b>48.30%</b>	<b>100.00%</b>	<b>43.21%</b>	<b>9.93%</b>	<b>46.86%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	321	128	379	828	5,691	2,104	5,453	13,248
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	2	2	4	9	2	54	65
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	1	-	1	1	1	4	6
33	Fire-fighting trucks	-	1	1	2	-	1	2	3
34	Garbages	-	2	9	11	-	3	27	30
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
37	Crane trucks	-	-	-	-	-	1	2	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	5	5
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1
	<b>Subtotal</b>	<b>311</b>	<b>134</b>	<b>393</b>	<b>847</b>	<b>5,791</b>	<b>3,113</b>	<b>5,561</b>	<b>13,371</b>
	<b>In percentage (%)</b>	<b>37.90%</b>	<b>15.82%</b>	<b>46.28%</b>	<b>100.00%</b>	<b>42.63%</b>	<b>15.79%</b>	<b>41.58%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>12633</b>	<b>3532</b>	<b>11999</b>	<b>28164</b>	<b>123591</b>	<b>31830</b>	<b>116412</b>	<b>271833</b>
	<b>In percentage (%)</b>	<b>44.86%</b>	<b>12.54%</b>	<b>42.60%</b>	<b>100.00%</b>	<b>45.47%</b>	<b>11.71%</b>	<b>42.82%</b>	<b>100.00%</b>

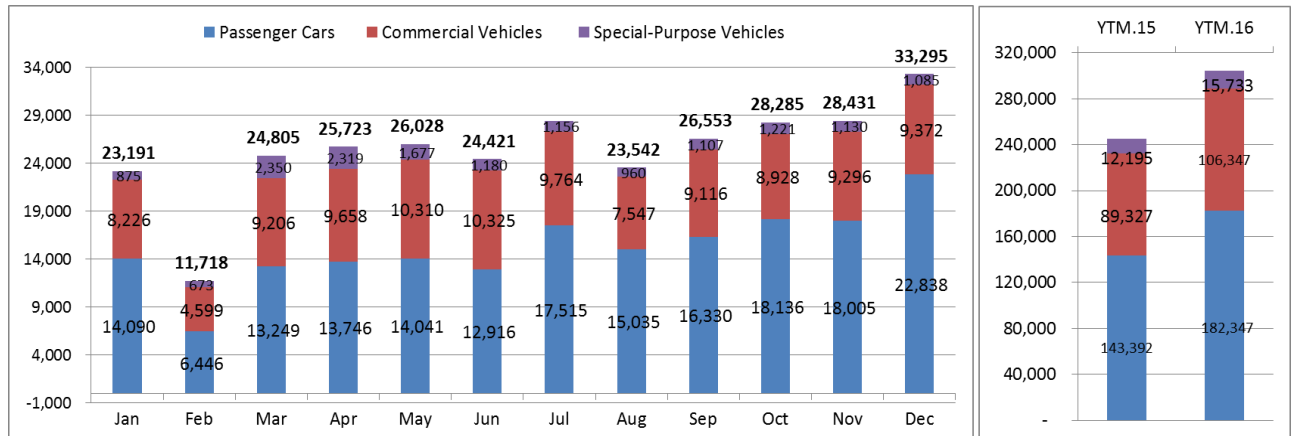
**VAMA volume compared to last month as follows:**

	Dec-16	Dec-15	Nov-16	Difference December-16 vs December-	Difference December-16 vs November-
<b>Total*</b>	<b>28,164</b>	<b>23,775</b>	<b>26,284</b>	<b>18%</b>	<b>7%</b>
1. Passenger cars (PC)	18,583	13,779	16,375	35%	13%
2. Commercial vehicles (CV)	8,734	9,174	8,949	-5%	-2%
2.1 Trucks	7,529	7,854	7,772	-4%	-3%
2.2 Buses	1,205	1,320	1,177	-9%	2%
3. Special-purpose vehicles	847	822	960	3%	-12%
Bus chassis (khung xe buýt)	0	37	138	-100%	-100%

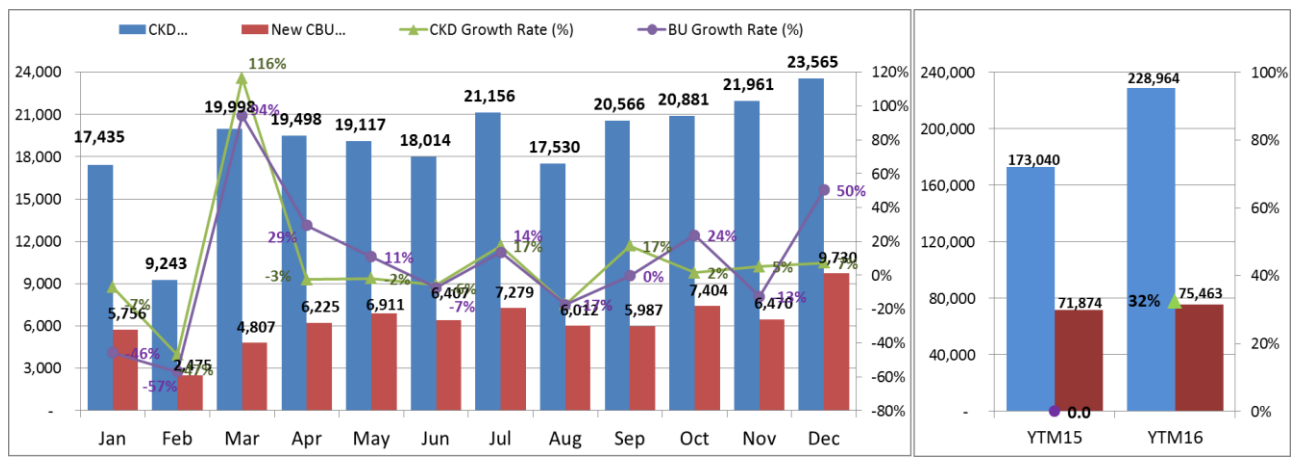
\*: not including bus chassis

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

- Total Industry in 2016 is at 304,427 units, up 24% versus last year. The forecast for 2017 sales volume is about 10% higher than 2016.
- Passenger Car was up 27%; Commercial Vehicles was up 19% and Special-Purpose Vehicles was up 29% versus last year



- In FY.2016, CKD was up 32% and CBU was up 5% versus last year.



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

	<b>YTM 2016</b>	<b>YTM 2015</b>	<b>Difference</b>
<b>Total*</b>	<b>271,833</b>	<b>208,566</b>	<b>30%</b>
1. Passenger cars (PC)	159,501	117,288	36%
2. Commercial vehicles (CV)	98,958	81,310	22%
2.1 Trucks	84,188	69,132	22%
2.2 Buses	14,770	12,178	21%
3. Special-purpose vehicles	13,374	9,968	34%
Bus chassis (khung xe buýt)	1,477	1,236	19%

\*: 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: 04 6290 7427

**VAMA office**