



No.: 111000/2017/VAMA

Hanoi, November 10th, 2017

Re: VAMA sales report – October 2017

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

SALES REPORT (OCTOBER 2017)

**The October industry is at 21,868 units.
The October 2017 volume is up 3% versus September 2017 and
down 22% versus October 2016.**

Would you please find October 2017 Total Industry¹ & VAMA members only figures¹.

1) October Total Industry results in details:

- Total industry is at 21,868 units of which 12,012 units were Passenger Cars; 8,968 units were Commercial Vehicles and 888 units were Special-Purpose Vehicles.
- Passenger Cars were up 3% versus last month; Commercial Vehicles were up 3% and Special-Purpose Vehicles were up 1%.
- CKD volume was 15,498 units, up 5% versus last month and CBU was 6,370 units, down 2% versus last month.

Of which, October 2017 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 10/2017.

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

No	Vehicle Type	North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,768	683	2,626	6,077	25,787	7,510	24,915	58,212
2	Sport utility vehicles (SUV)	794	272	1,031	2,097	10,635	3,659	13,841	28,135
3	Cross-over cars	681	123	354	1,158	3,799	720	2,391	6,910
4	Multi-purpose vehicles (MPV)	150	72	691	913	2,511	851	8,790	12,152
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	499	32	262	793	5,610	575	3,308	9,493
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	278	76	249	603	2,144	569	2,138	4,851
9	Lexus's PC subtotal	27	-	30	57	344	-	365	709
10	Thaco Peugeot's PC subtotal	7	1	8	16	89	29	110	228
	Subtotal	5,294	1,239	5,251	11,714	50,919	13,913	55,858	128,690
	In percentage (%)	44.43%	10.75%	44.83%	100.00%	42.19%	11.53%	46.28%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,013	319	884	2,216	9,447	2,954	7,351	19,752
12	Vans	148	14	31	193	1,194	143	348	1,685
13	Small trucks (G.V.M ≤ 5,000 Kg)	920	169	1,094	2,183	9,556	1,753	10,114	21,423
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	639	210	759	1,608	6,395	2,445	7,336	16,176
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	145	7	61	213	1,408	81	574	2,063
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	135	29	247	411	970	287	1,940	3,197
19	Mercedes-Benz's CV (FUSO) subtotal	14	3	60	77	131	68	570	769
	Subtotal	3,014	751	3,136	6,901	29,101	7,731	28,233	65,065
	In percentage (%)	43.67%	10.88%	45.44%	100.00%	44.73%	11.88%	43.39%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	113	35	232	380	2,040	427	2,717	5,184
21	Medium buses / Coaches [(17-30) seats]	28	17	39	84	243	109	348	700
22	Large buses / Coaches [(31-55) seats]	310	39	116	465	2,333	385	1,790	4,508
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	94	94	-	10	822	832
	Subtotal	451	91	387	929	4,616	921	4,855	10,292
	In percentage (%)	48.55%	9.80%	41.66%	100.00%	44.42%	8.86%	46.72%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	205	90	309	604	3,224	1,382	4,154	8,760
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	2	2	2	6	10	8	28	46
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	1	1	-	1	31	32
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	1	7	8
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	1	1
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	1	1	-	-	1	1
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	207	92	313	612	3,235	1,393	4,235	8,852
	In percentage (%)	33.82%	15.03%	51.14%	100.00%	36.55%	15.73%	47.73%	100.00%
	Grand-total	8876	2193	9087	20156	87871	23957	93171	204999
	In percentage (%)	44.04%	10.88%	45.08%	100.00%	42.86%	11.69%	45.45%	100.00%

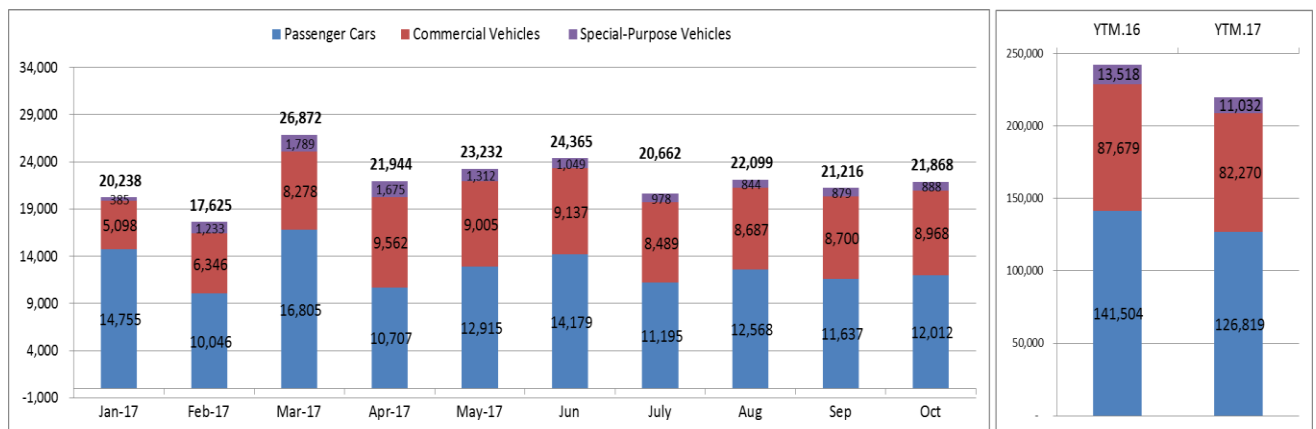
VAMA volume compared to last month as follows:

	Oct-17	Oct-16	Sep-17	Difference Oct-17 vs Oct-16	Difference Oct-17 vs Sep-17
Total*	20,156	24,441	19,257	-18%	5%
1. Passenger cars (PC)	11,714	15,270	11,277	-23%	4%
2. Commercial vehicles (CV)	7,830	8,143	7,432	-4%	5%
2.1 Trucks	6,901	6,954	6,490	-1%	6%
2.2 Buses	929	1,189	942	-22%	-1%
3. Special-purpose vehicles	612	1,028	548	-40%	12%
Bus chassis (khung xe buýt)	94	138	110	-32%	-15%

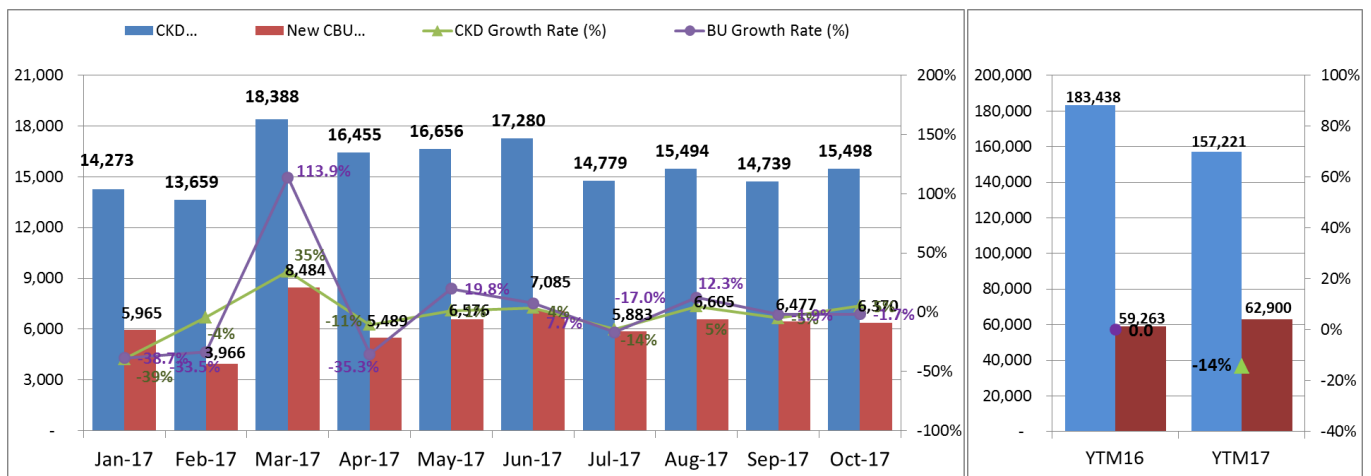
*: not including bus chassis

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

- Total Industry in FY October 2017 is down 9% versus last year.
- Passenger Car was down 10%; Commercial Vehicles was down 6% and Special-Purpose Vehicles was down 18% versus last year



- In October 2017, CKD was down 14% and CBU was up 6% versus last year.



Of which, VAMA only YTM October results:

	YTM 2017	YTM 2016	Difference
Total*	204,942	217,386	-6%
1. Passenger cars (PC)	120,633	124,542	-3%
2. Commercial vehicles (CV)	75,457	81,344	-7%
2.1 Trucks	65,065	68,956	-6%
2.2 Buses	10,392	12,388	-16%
3. Special-purpose vehicles	8,852	11,500	-23%
Bus chassis (khung xe buýt)	832	1,255	-34%

***: 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