



No.: 031301/2019/VAMA

Hanoi, March 13<sup>th</sup>, 2019

Re: VAMA sales report – February 2019

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

## **SALES REPORT (FEBRUARY 2019)**

**The February industry is at 13,143 units.  
The February 2019 volume is down 61% versus January 2019 and  
up 6% versus February 2018.**

Would you please find February 2019 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

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

- Total industry is at 13,143 units of which 9,157 units were Passenger Cars; 3,810 units were Commercial Vehicles and 176 units were Special-Purpose Vehicles.
- Passenger Cars were down 67% versus last month; Commercial Vehicles were down 34% and Special-Purpose Vehicles were down 47%.
- CKD volume was 7,685 units, down 59% versus last month and CBU was 5,458 units, down 63% versus last month.

**Of which, February 2019 VAMA members' volume was as follows:**

<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 2/2019.

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

No	Vehicle Type	Sales - Feb 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	1,551	529	1,414	3,494	6,553	2,293	5,104	13,950
2	Sport utility vehicles (SUV)	989	423	1,058	2,470	3,770	1,811	4,088	9,669
3	Cross-over cars	278	69	263	610	1,465	335	933	2,733
4	Multi-purpose vehicles (MPV)	144	50	545	739	789	603	2,202	3,594
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	464	65	218	747	1,854	260	770	2,884
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	126	28	111	265	368	120	343	831
9	Lexus's PC subtotal	9	-	12	21	138	-	174	312
10	Thaco Peugeot's PC subtotal	125	-	151	276	367	-	568	935
	<b>Subtotal</b>	<b>3,686</b>	<b>1,164</b>	<b>3,772</b>	<b>8,622</b>	<b>15,304</b>	<b>5,432</b>	<b>14,182</b>	<b>34,908</b>
	<b>In percentage (%)</b>	<b>42.75%</b>	<b>13.50%</b>	<b>43.75%</b>	<b>100.00%</b>	<b>43.84%</b>	<b>15.53%</b>	<b>40.63%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	452	162	411	1,025	1,562	604	1,381	3,547
12	Vans	21	1	16	38	143	4	113	260
13	Small trucks (G.V.M ≤ 5,000 Kg)	244	54	359	657	599	106	712	1,417
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	193	52	228	473	597	169	758	1,524
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	27	-	16	43	52	5	36	93
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	20	2	46	68	42	5	85	132
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>957</b>	<b>271</b>	<b>1,076</b>	<b>2,304</b>	<b>2,995</b>	<b>893</b>	<b>3,085</b>	<b>6,973</b>
	<b>In percentage (%)</b>	<b>41.54%</b>	<b>11.76%</b>	<b>46.70%</b>	<b>100.00%</b>	<b>42.95%</b>	<b>12.81%</b>	<b>44.24%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	146	15	137	298	285	55	366	706
22	Medium buses / Coaches [(17-30) seats]	3	2	5	10	18	9	22	49
23	Large buses / Coaches [(31-55) seats]	19	27	39	85	84	91	126	301
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	2	2
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	48	48
	<b>Subtotal</b>	<b>168</b>	<b>44</b>	<b>181</b>	<b>393</b>	<b>387</b>	<b>155</b>	<b>516</b>	<b>1,058</b>
	<b>In percentage (%)</b>	<b>42.75%</b>	<b>11.20%</b>	<b>46.06%</b>	<b>100.00%</b>	<b>36.58%</b>	<b>14.65%</b>	<b>48.77%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	49	12	67	128	102	22	164	288
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	4	4
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	4	4	-	-	6	6
37	Crane trucks	-	-	-	-	-	-	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
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>49</b>	<b>12</b>	<b>73</b>	<b>134</b>	<b>102</b>	<b>22</b>	<b>179</b>	<b>303</b>
	<b>In percentage (%)</b>	<b>36.57%</b>	<b>8.96%</b>	<b>54.48%</b>	<b>100.00%</b>	<b>33.66%</b>	<b>7.26%</b>	<b>59.08%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>4860</b>	<b>1491</b>	<b>5102</b>	<b>11453</b>	<b>18788</b>	<b>6492</b>	<b>17962</b>	<b>43242</b>
	<b>In percentage (%)</b>	<b>42.43%</b>	<b>13.02%</b>	<b>44.55%</b>	<b>100.00%</b>	<b>43.45%</b>	<b>15.01%</b>	<b>41.54%</b>	<b>100.00%</b>

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

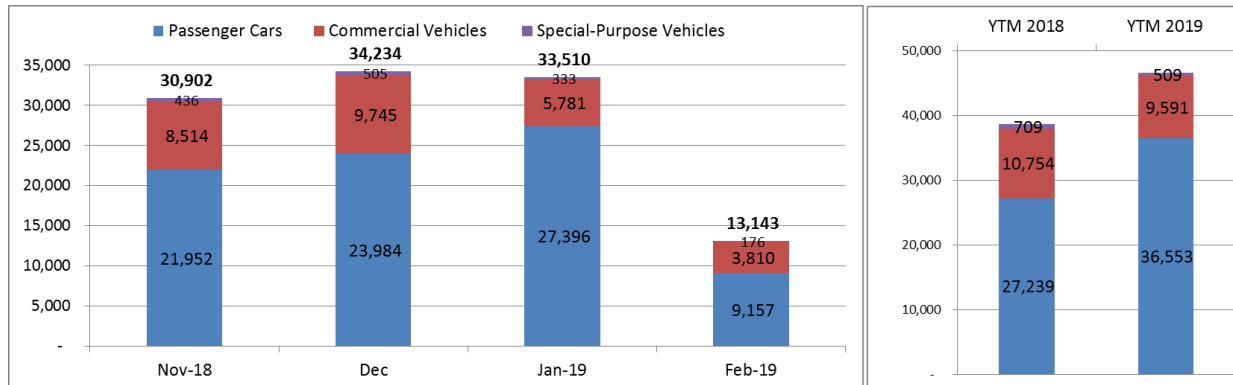
	Feb-19	Feb-18	Jan-19	Difference February-19 vs February-18	Difference February-19 vs January-19
<b>Total*</b>	<b>11,453</b>	<b>12,196</b>	<b>31,789</b>	<b>-6%</b>	<b>-64%</b>
1. Passenger cars (PC)	8,622	8,634	26,286	0%	-67%
2. Commercial vehicles (CV)	2,697	3,204	5,334	-16%	-49%
2.1 Trucks	2,304	2,734	4,669	-16%	-51%
2.2 Buses	393	470	665	-16%	-41%
3. Special-purpose vehicles	134	358	169	-63%	-21%
Bus chassis (khung xe buýt)	24	72	24	-67%	0%

\*: not including bus chassis

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

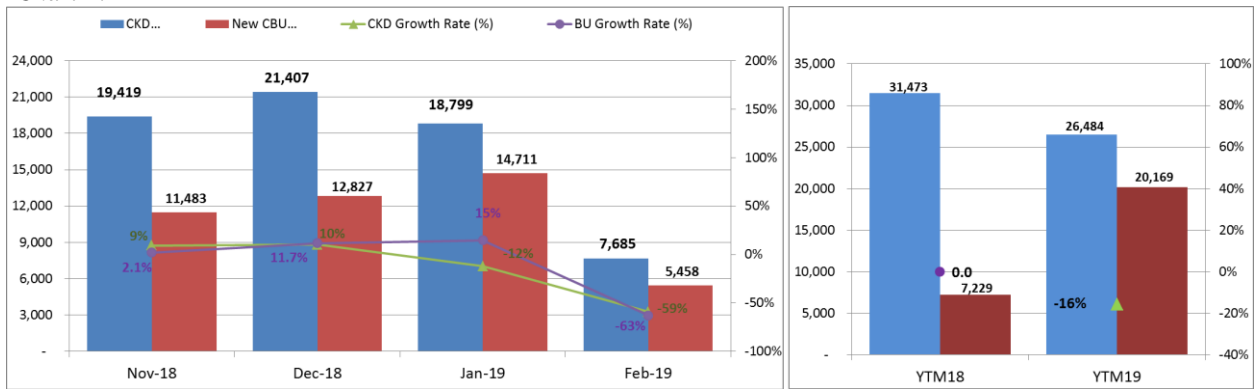
- Total Industry in FY February 2019 is up 21% versus last year.
- Passenger Car was up 34%; Commercial Vehicles was down 11% and Special-Purpose Vehicles was down 28% versus last year

Chart 1:



- In February 2019, CKD was down 16% and CBU was up 179% versus last year.

Chart 2:



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

	YTM 2019	YTM 2018	Difference
<b>Total*</b>	<b>43,242</b>	<b>37,797</b>	<b>14%</b>
1. Passenger cars (PC)	34,908	27,067	29%
2. Commercial vehicles (CV)	8,031	10,177	-21%
2.1 Trucks	6,973	8,845	-21%
2.2 Buses	1,058	1,332	-21%
3. Special-purpose vehicles	303	553	-45%
Bus chassis (khung xe buýt)	48	160	-70%

\*: 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**