



No.: 051301/2019/VAMA

Hanoi, May 13th, 2019

Re: VAMA sales report – April 2019

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

SALES REPORT (APRIL 2019)

**The April industry is at 21,021 units.
The April 2019 volume is down 35% versus March 2019 and
down 1% versus April 2018.**

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

1) April Total Industry results in details:

- Total industry is at 21,021 units of which 14,362 units were Passenger Cars; 6,079 units were Commercial Vehicles and 580 units were Special-Purpose Vehicles.
- Passenger Cars were down 36% versus last month; Commercial Vehicles were down 32% and Special-Purpose Vehicles were down 33%
- CKD volume was 14,047 units, down 29% versus last month and CBU was 6,947 units, down 44% versus last month.

Of which, April 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 4/2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Apr 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,579	936	2,427	5,942	13,792	4,928	11,120	29,840
2	Sport utility vehicles (SUV)	1,301	626	1,614	3,541	6,955	3,214	7,738	17,907
3	Cross-over cars	448	97	424	969	2,333	513	1,577	4,423
4	Multi-purpose vehicles (MPV)	415	323	1,072	1,810	2,175	1,636	5,615	9,426
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	624	80	502	1,206	3,322	435	1,724	5,481
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	62	-	63	125	275	-	317	592
10	Thaco Peugeot's PC subtotal	146	33	113	292	610	33	807	1,450
	Subtotal	5,575	2,095	6,215	13,885	30,087	10,965	29,501	70,553
	In percentage (%)	40.15%	15.09%	44.76%	100.00%	42.64%	15.54%	41.81%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	495	205	490	1,190	2,970	1,116	2,597	6,683
12	Vans	2	-	10	12	258	9	135	402
13	Small trucks (G.V.M ≤ 5,000 Kg)	795	183	982	1,960	2,339	444	2,687	5,470
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	578	157	807	1,542	2,007	587	2,739	5,333
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	77	-	50	127	245	6	120	371
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	53	22	123	198	169	46	306	521
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,000	567	2,462	5,029	7,908	2,208	8,584	18,780
	In percentage (%)	39.77%	11.27%	48.96%	100.00%	42.53%	11.76%	45.71%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	215	63	236	514	747	199	974	1,920
22	Medium buses / Coaches [(17-30) seats]	6	8	16	30	36	25	52	113
23	Large buses / Coaches [(31-55) seats]	80	43	102	225	252	188	329	769
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	10	-	-	10	26	-	2	28
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	1	1	-	-	145	145
	Subtotal	311	114	354	779	1,061	412	1,357	2,830
	In percentage (%)	39.92%	14.63%	45.44%	100.00%	37.49%	14.56%	47.95%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	170	44	198	412	397	180	643	1,220
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	8	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	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)	-	-	1	1	-	-	4	4
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	170	44	199	413	397	180	663	1,240
	In percentage (%)	41.16%	10.65%	48.18%	100.00%	32.02%	14.52%	53.47%	100.00%
	Grand-total	8056	2820	9230	20106	39533	13765	40105	93403
	In percentage (%)	40.07%	14.03%	45.91%	100.00%	42.33%	14.74%	42.94%	100.00%

VAMA volume compared to last month as follows:

	Apr-19	Apr-18	Mar-19	Difference April-19 vs April-18	Difference April-19 vs March-19
Total*	20,106	20,678	30,055	-3%	-33%
1. Passenger cars (PC)	13,885	13,158	21,760	6%	-36%
2. Commercial vehicles (CV)	5,808	6,374	7,771	-9%	-25%
2.1 Trucks	5,029	5,141	6,778	-2%	-26%
2.2 Buses	779	1,233	993	-37%	-22%
3. Special-purpose vehicles	413	1,146	524	-64%	-21%
Bus chassis (khung xe buýt)	1	66	96	-98%	-99%

*: not including bus chassis

VAMA only YTM April results:

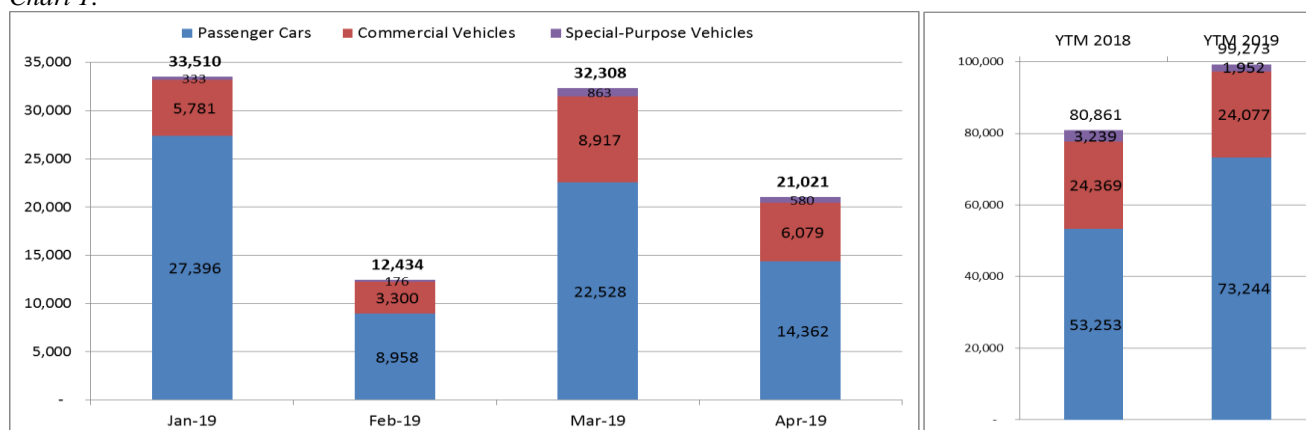
	YTM 2019	YTM 2018	Difference
Total*	93,403	79,219	18%
1. Passenger cars (PC)	70,553	52,716	34%
2. Commercial vehicles (CV)	21,610	23,523	-8%
2.1 Trucks	18,780	19,838	-5%
2.2 Buses	2,830	3,685	-23%
3. Special-purpose vehicles	1,240	2,980	-58%
Bus chassis (khung xe buýt)	145	293	-51%

*: not including bus chassis

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

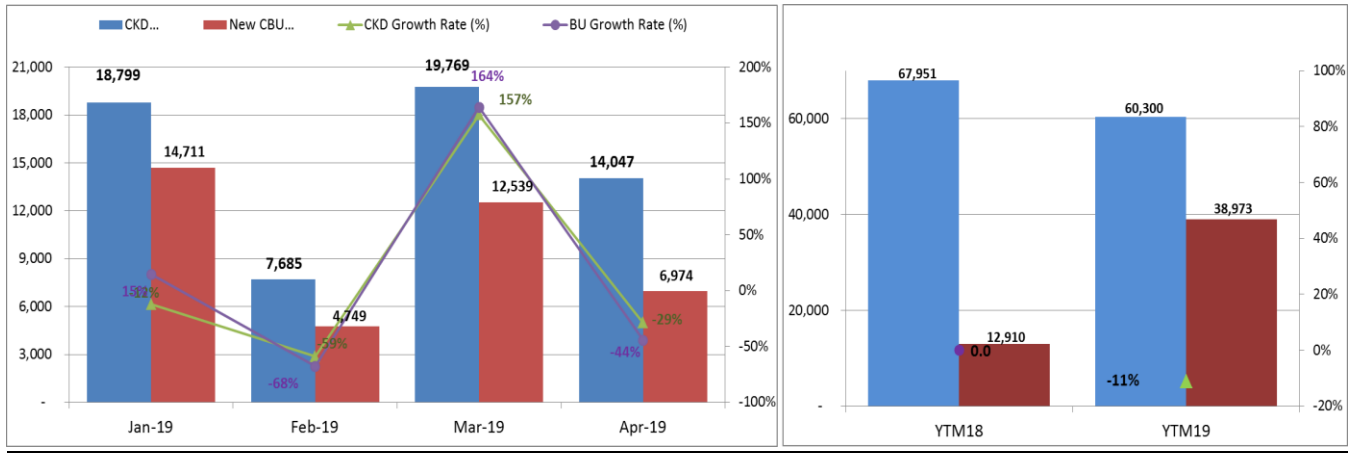
- Total Industry in FY April 2019 is up 23% versus last year.
- Passenger Car was up 38%; Commercial Vehicles was down 1% and Special-Purpose Vehicles was down 40% versus last year

Chart 1:



- In April 2019, CKD was down 11% and CBU was up 202% versus last year.

Chart 2:



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