



No.: 070901/2019/VAMA

Hanoi, July 9th, 2019

Re: VAMA sales report – June 2019

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

SALES REPORT (JUNE 2019)

**The June industry is at 27,520 units.
The June 2019 volume is up 0.1% versus May 2019 and
up 19% versus June 2018.**

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

1) June Total Industry results in details:

- Total industry is at 27,520 units of which 20,287 units were Passenger Cars; 6,649 units were Commercial Vehicles and 584 units were Special-Purpose Vehicles.
- Passenger Cars were up 3% versus last month; Commercial Vehicles were down 9% and Special-Purpose Vehicles were up 14%
- CKD volume was 16,162 units, up 6% versus last month and CBU was 11,358 units, down 7% versus last month.

Of which, June 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 June 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Jun 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,034	1,637	4,137	9,808	21,119	7,920	18,866	47,905
2	Sport utility vehicles (SUV)	1,559	728	2,306	4,593	10,197	4,714	12,340	27,251
3	Cross-over cars	419	90	323	832	3,214	741	2,205	6,160
4	Multi-purpose vehicles (MPV)	639	546	1,816	3,001	3,727	2,751	9,610	16,088
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	573	80	395	1,048	4,579	627	2,580	7,786
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	86	-	107	193	406	-	465	871
10	Thaco Peugeot's PC subtotal	95	29	126	250	807	242	879	1,928
	Subtotal	7,805	3,118	9,210	19,725	44,674	17,201	47,548	109,423
	In percentage (%)	37.54%	15.77%	46.69%	100.00%	40.83%	15.72%	43.45%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	758	282	714	1,754	4,473	1,756	4,058	10,287
12	Vans	78	-	79	157	434	12	285	731
13	Small trucks (G.V.M ≤ 5,000 Kg)	758	141	958	1,857	3,914	722	4,705	9,341
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	533	163	672	1,368	3,083	963	4,148	8,194
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	27	2	51	80	398	11	222	631
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	19	138	210	274	80	593	947
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,207	607	2,612	5,426	12,576	3,544	14,011	30,131
	In percentage (%)	40.67%	11.19%	48.14%	100.00%	41.74%	11.76%	46.50%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	230	57	247	534	1,180	302	1,475	2,957
22	Medium buses / Coaches [(17-30) seats]	9	3	6	18	56	31	72	159
23	Large buses / Coaches [(31-55) seats]	117	41	115	273	458	284	537	1,279
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	19	-	-	19	53	-	2	55
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	157	157
	Subtotal	375	101	368	844	1,747	617	2,086	4,450
	In percentage (%)	44.43%	11.97%	43.60%	100.00%	39.26%	13.87%	46.88%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	30	41	139	210	539	274	971	1,784
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	10	10
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	7	7
37	Crane trucks	-	-	-	-	-	-	2	2
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concretet pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	4	4
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	30	41	141	212	539	274	994	1,807
	In percentage (%)	14.15%	19.34%	66.51%	100.00%	29.83%	15.16%	55.01%	100.00%
	Grand-total	10017	3859	12331	26207	59536	21636	64639	145811
	In percentage (%)	38.22%	14.73%	47.05%	100.00%	40.83%	14.84%	44.33%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Jun-19	Jun-18	May-19	Difference June-19 vs June-18	Difference June-19 vs May-19
Total*	26,207	21,453	26,201	22%	0%
1. Passenger cars (PC)	19,725	14,798	19,145	33%	3%
2. Commercial vehicles (CV)	6,270	6,270	6,701	0%	-6%
2.1 Trucks	5,426	5,308	5,925	2%	-8%
2.2 Buses	844	962	776	-12%	9%
3. Special-purpose vehicles	212	385	355	-45%	-40%
Bus chassis (khung xe buýt)	0	84	12	-100%	-100%

*: not including bus chassis

VAMA only YTM June results:

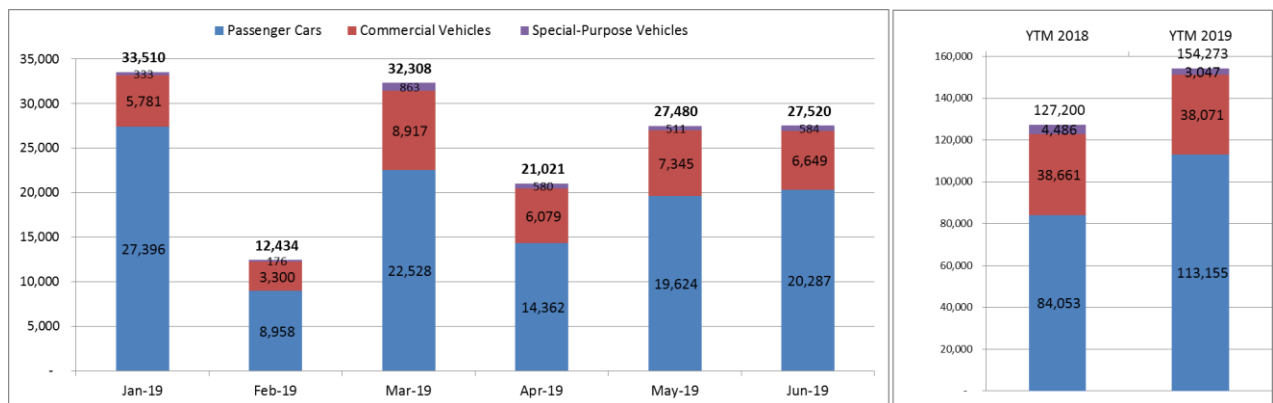
	YTM 2019	YTM 2018	Difference
Total*	145,811	123,112	18%
1. Passenger cars (PC)	109,423	82,378	33%
2. Commercial vehicles (CV)	34,581	36,744	-6%
2.1 Trucks	30,131	31,002	-3%
2.2 Buses	4,450	5,742	-23%
3. Special-purpose vehicles	1,807	3,990	-55%
Bus chassis (khung xe buýt)	157	436	-64%

*: not including bus chassis

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

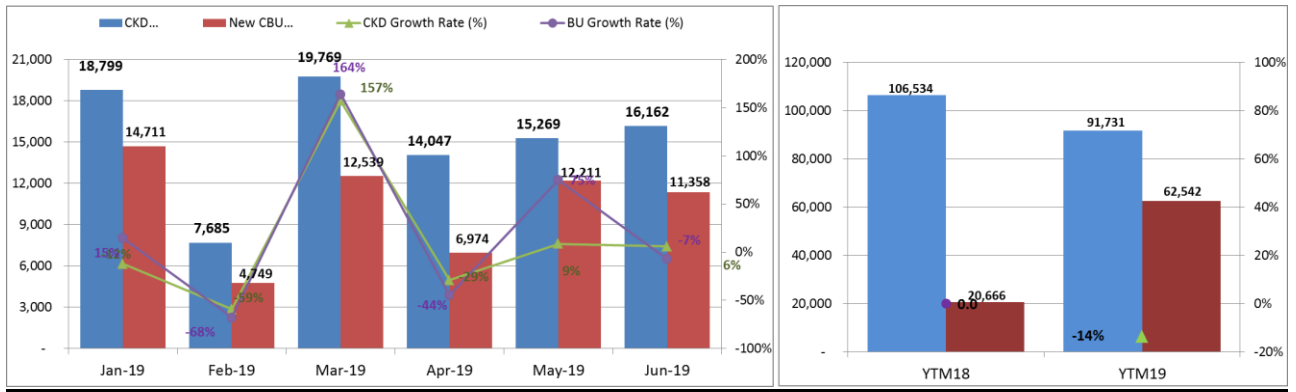
- Total Industry in FY June 2019 is up 21% versus last year.
- Passenger Car was up 35%; Commercial Vehicles was down 1.5% and Special-Purpose Vehicles was down 32% versus last year

Chart 1:



- In June 2019, CKD was down 14% and CBU was up 203% 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