



No.: 061101/2018/VAMA

Hanoi, June 11th, 2018

Re: VAMA sales report – May 2018

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

SALES REPORT (MAY 2018)

**The May industry is at 23,065 units.
The May 2018 volume is up 9% versus April 2018 and
as same as May 2017.**

Would you please find May 2018 Total Industry¹ & VAMA members only figures¹.

1) May Total Industry results in details:

- Total industry is at 23,065 units of which 15,397 units were Passenger Cars; 6,890 units were Commercial Vehicles and 778 units were Special-Purpose Vehicles.
- Passenger Cars were up 13% versus last month; Commercial Vehicles were down 8% and Special-Purpose Vehicles were down 36%.
- CKD volume was 19,467 units, up 9% versus last month and CBU was 3,598 units, up 12% versus last month.

Of which, May 2018 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 5/2018.

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

No	Vehicle Type	Sales - May 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,648	1,281	3,253	8,182	15,867	6,410	14,193	36,470
2	Sport utility vehicles (SUV)	727	379	879	1,985	3,753	1,577	3,629	8,959
3	Cross-over cars	521	118	416	1,055	2,298	965	1,870	5,133
4	Multi-purpose vehicles (MPV)	381	153	1,319	1,853	1,562	669	5,897	8,128
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	547	66	391	1,004	2,783	770	1,573	5,126
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	175	57	182	414	895	274	982	2,151
9	Lexus's PC subtotal	-	-	-	-	33	-	50	83
10	Thaco Peugeot's PC subtotal	123	66	210	399	516	239	847	1,602
	Subtotal	6,122	2,129	6,650	14,892	27,707	10,904	29,941	67,652
	In percentage (%)	41.11%	14.24%	44.65%	100.00%	40.96%	16.12%	42.93%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	316	115	305	736	2,552	993	2,006	5,551
12	Vans	134	12	40	186	808	61	169	1,038
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,082	234	1,049	2,365	4,734	990	4,686	10,410
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	934	217	942	2,093	2,769	798	3,175	6,742
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	85	10	43	138	445	44	142	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	58	19	187	264	251	103	770	1,124
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,609	607	2,366	5,782	11,359	2,989	10,948	25,496
	In percentage (%)	45.12%	10.50%	44.38%	100.00%	45.34%	11.72%	42.94%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	255	49	311	615	1,056	243	1,292	2,591
21	Medium buses / Coaches [(17-30) seats]	19	10	21	50	74	49	113	236
22	Large buses / Coaches [(31-55) seats]	258	36	112	406	1,159	164	571	1,894
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	293	293
	Subtotal	532	95	444	1,071	2,289	456	1,976	4,721
	In percentage (%)	49.67%	8.87%	41.46%	100.00%	48.49%	9.66%	41.86%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	164	68	389	621	996	540	2,057	3,593
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	4	4	5	-	10	15
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	1	6	7
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	3	3	-	-	3	3
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
45	Vaccum tank truck (SPV)	1	-	-	1	1	-	-	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	165	68	396	629	1,002	541	2,077	3,629
	In percentage (%)	26.23%	10.81%	62.96%	100.00%	27.68%	14.94%	57.38%	100.00%
	Grand-total	9428	2890	10056	22374	42557	14890	44042	101489
	In percentage (%)	42.14%	12.92%	44.95%	100.00%	41.93%	14.67%	43.40%	100.00%

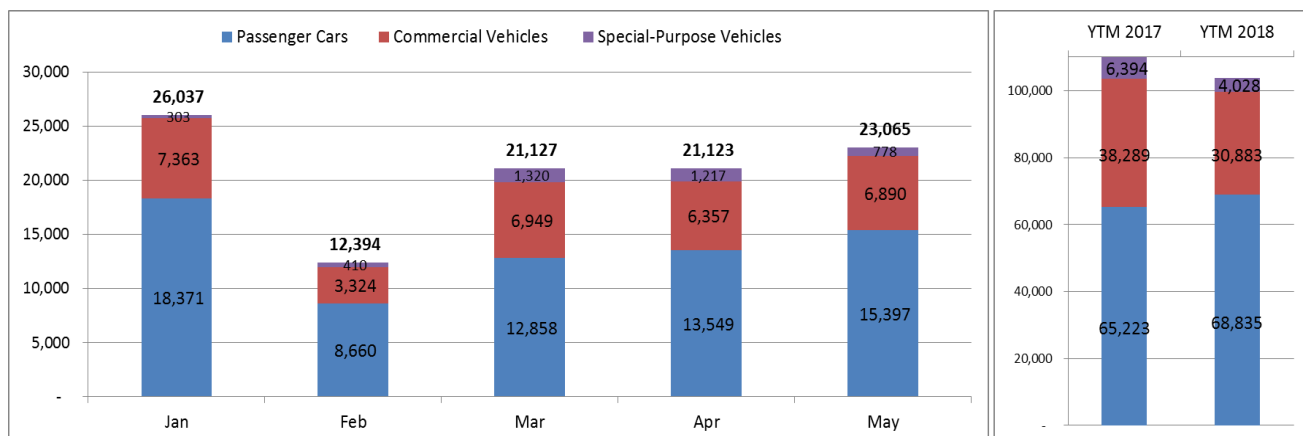
VAMA volume compared to last month as follows:

	May-18	May-17	Apr-18	Difference May-18 vs May-17	Difference May-18 vs April-18
Total*	22,374	21,829	20,557	2%	9%
1. Passenger cars (PC)	14,892	12,441	13,129	20%	13%
2. Commercial vehicles (CV)	6,853	8,332	6,279	-18%	9%
2.1 Trucks	5,782	7,169	5,046	-19%	15%
2.2 Buses	1,071	1,163	1,233	-8%	-13%
3. Special-purpose vehicles	629	1,056	1,149	-40%	-45%
Bus chassis (khung xe buýt)	0	102	66	-100%	-100%

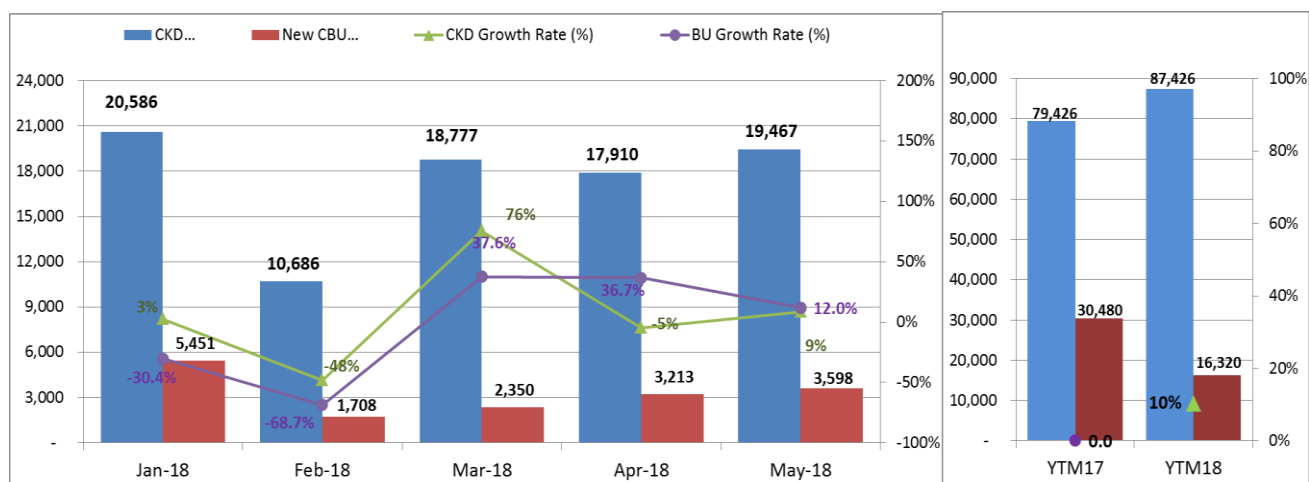
*: not including bus chassis

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

- Total Industry in FY May 2018 is down 6% versus last year.
- Passenger Car was up 6%; Commercial Vehicles was down 19% and Special-Purpose Vehicles was down 37% versus last year



- In May 2018, CKD was up 10% and CBU was down 46% versus last year.



Of which, VAMA only YTM May results:

	YTM 2018	YTM 2017	Difference
Total*	101,489	102,740	-1%
1. Passenger cars (PC)	67,652	60,705	11%
2. Commercial vehicles (CV)	30,217	36,225	-17%
2.1 Trucks	25,496	31,044	-18%
2.2 Buses	4,721	5,181	-9%
3. Special-purpose vehicles	3,620	5,810	-38%
Bus chassis (khung xe buýt)	293	299	-2%

*: 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