



No.: 071001/2018/VAMA

Hanoi, July 10th, 2018

Re: VAMA sales report – June 2018

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

SALES REPORT (JUNE 2018)

**The June industry is at 21,913 units.
The June 2018 volume is down 5% versus May 2018 and
up 10% versus June 2017.**

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

1) June Total Industry results in details:

- Total industry is at 21,913 units of which 15,185 units were Passenger Cars; 6,281 units were Commercial Vehicles and 447 units were Special-Purpose Vehicles.
- Passenger Cars were down 1% versus last month; Commercial Vehicles were down 8% and Special-Purpose Vehicles were down 42%.
- CKD volume was 19,194 units, down 1% versus last month and CBU was 2,719 units, down 24% versus last month.

Of which, June 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 6/2018.

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

No	Vehicle Type	Sales - Jun 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,435	1,142	3,260	7,837	19,302	7,552	17,453	44,307
2	Sport utility vehicles (SUV)	819	362	821	2,002	4,572	1,939	4,450	10,961
3	Cross-over cars	544	99	487	1,130	2,842	1,064	2,357	6,263
4	Multi-purpose vehicles (MPV)	330	143	1,161	1,634	1,892	812	7,058	9,762
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	604	81	435	1,120	3,387	851	2,008	6,246
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	316	83	392	791	1,211	357	1,374	2,942
9	Lexus's PC subtotal	1	-	-	1	34	-	50	84
10	Thaco Peugeot's PC subtotal	145	68	210	423	661	307	1,057	2,025
	Subtotal	6,194	1,978	6,766	14,938	33,901	12,882	35,807	82,590
	In percentage (%)	41.46%	13.24%	45.29%	100.00%	41.05%	15.60%	43.36%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	167	43	127	337	2,719	1,036	2,133	5,888
12	Vans	254	28	70	352	1,062	89	239	1,390
13	Small trucks (G.V.M ≤ 5,000 Kg)	712	148	1,022	1,882	5,446	1,138	5,708	12,292
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	955	200	1,078	2,233	3,724	998	4,253	8,975
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	130	21	76	227	575	65	218	858
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	67	32	166	265	318	135	936	1,389
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,285	473	2,539	5,396	13,844	3,461	13,487	30,792
	In percentage (%)	43.15%	8.91%	47.94%	100.00%	44.96%	11.24%	43.80%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	196	68	299	563	1,252	311	1,591	3,154
21	Medium buses / Coaches [(17-30) seats]	16	13	24	53	90	62	137	289
22	Large buses / Coaches [(31-55) seats]	181	35	104	320	1,340	199	675	2,214
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	84	84	-	-	377	377
	Subtotal	393	116	427	936	2,683	572	2,403	5,657
	In percentage (%)	41.99%	12.39%	45.62%	100.00%	47.41%	10.11%	42.48%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	106	48	227	381	1,102	588	2,284	3,974
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	1	-	15	16	6	-	25	31
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	1	-	-	1	1	-	-	1
34	Garbages	1	-	-	1	1	1	6	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	3	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	1	-	-	1	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	2	-	-	2
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	111	48	242	401	1,113	589	2,319	4,021
	In percentage (%)	27.68%	11.97%	60.35%	100.00%	27.68%	14.65%	57.67%	100.00%
	Grand-total	8983	2614	9974	21571	51540	17504	54016	123060
	In percentage (%)	41.64%	12.12%	46.24%	100.00%	41.88%	14.22%	43.89%	100.00%

VAMA volume compared to last month as follows:

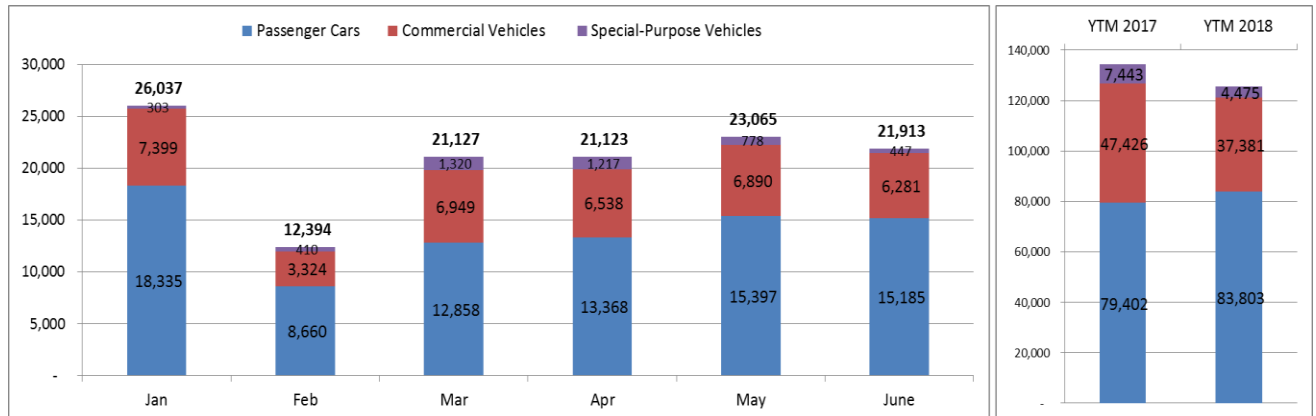
	Jun-18	Jun-17	May-18	Difference June-18 vs June-17	Difference June-18 vs May-18
Total*	21,571	22,750	22,374	-5%	-4%
1. Passenger cars (PC)	14,938	13,736	14,892	9%	0%
2. Commercial vehicles (CV)	6,232	8,262	6,853	-25%	-9%
2.1 Trucks	5,296	7,264	5,782	-27%	-8%
2.2 Buses	936	998	1,071	-6%	-13%
3. Special-purpose vehicles	401	752	629	-47%	-36%
Bus chassis (khung xe buýt)	84	125	0	-33%	#DIV/0!

*: not including bus chassis

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

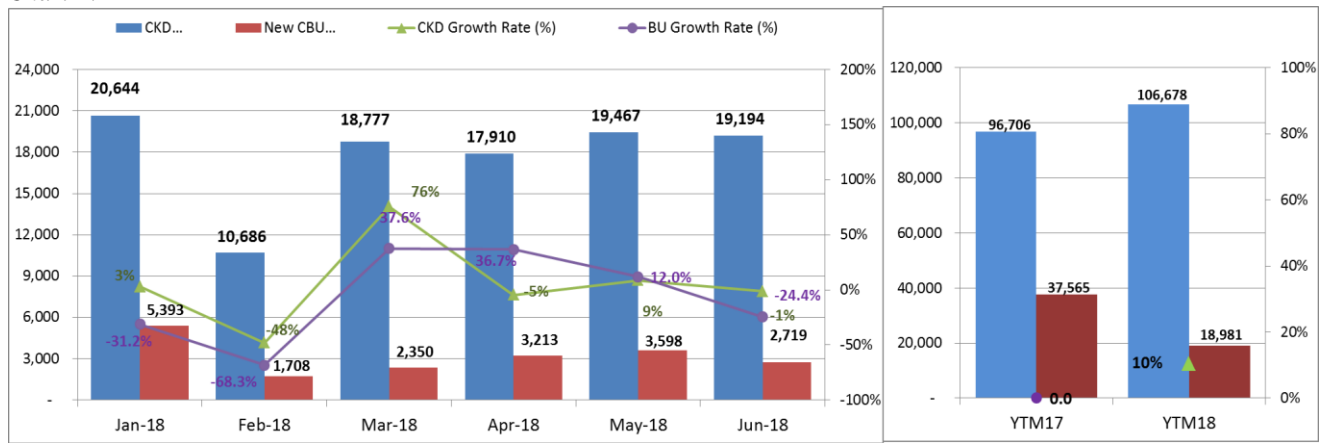
- Total Industry in FY June 2018 is down 6% versus last year.
- Passenger Car was up 6%; Commercial Vehicles was down 21% and Special-Purpose Vehicles was down 40% versus last year

Chart 1:



- In June 2018, CKD was up 10% and CBU was down 49% versus last year.

Chart 2:



Of which, VAMA only YTM June results:

	YTM 2018	YTM 2017	Difference
Total*	123,060	125,490	-2%
1. Passenger cars (PC)	82,590	74,441	11%
2. Commercial vehicles (CV)	36,449	44,487	-18%
2.1 Trucks	30,792	38,308	-20%
2.2 Buses	5,657	6,179	-8%
3. Special-purpose vehicles	4,021	6,562	-39%
Bus chassis (khung xe buýt)	377	424	-11%

***: 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