



No.: 081002/2018/VAMA

Hanoi, August 10th, 2018

Re: VAMA sales report – July 2018

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

SALES REPORT (JULY 2018)

**The July industry is at 21,466 units.
The July 2018 volume is down 8% versus June 2018 and
up 4% versus July 2017.**

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

1) July Total Industry results in details:

- Total industry is at 21,466 units of which 14,124 units were Passenger Cars; 6,948 units were Commercial Vehicles and 394 units were Special-Purpose Vehicles.
- Passenger Cars were down 9% versus last month; Commercial Vehicles were down 4% and Special-Purpose Vehicles were down 19%.
- CKD volume was 18,093 units, down 6% versus last month and CBU was 3,373 units, down 18% versus last month.

Of which, July 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 7/2018.

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

No	Vehicle Type	North	Central	South	Total	North	Central	South	Total
I Passenger cars (PC)									
1	Sedans	3,553	1,175	2,780	7,508	22,855	8,727	20,233	51,815
2	Sport utility vehicles (SUV)	602	311	581	1,494	5,174	2,250	5,031	12,455
3	Cross-over cars	538	102	355	995	3,380	1,166	2,712	7,258
4	Multi-purpose vehicles (MPV)	293	121	1,282	1,696	2,185	933	8,340	11,458
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	652	90	333	1,075	4,039	941	2,341	7,321
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	259	86	275	620	1,470	443	1,649	3,562
9	Lexus's PC subtotal	12	-	12	24	46	-	62	108
10	Thaco Peugeot's PC subtotal	160	70	222	452	821	377	1,279	2,477
	Subtotal	6,049	1,955	5,940	13,944	39,970	14,837	41,647	96,454
	In percentage (%)	43.78%	14.10%	42.12%	100.00%	41.44%	15.38%	43.18%	100.00%
II Commercial vehicles (CV)									
Trucks									
11	Pick-ups	258	101	275	634	2,977	1,137	2,408	6,522
12	Vans	175	17	45	237	1,237	106	284	1,627
13	Small trucks (G.V.M ≤ 5,000 Kg)	613	133	894	1,640	6,059	1,271	6,602	13,932
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	863	212	1,096	2,171	4,587	1,210	5,349	11,146
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	114	14	32	160	689	79	250	1,018
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	54	16	140	210	372	151	1,076	1,599
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,077	493	2,482	5,052	15,921	3,984	15,969	35,844
	In percentage (%)	41.11%	9.76%	49.13%	100.00%	44.42%	11.03%	44.55%	100.00%
Buses									
20	Minibuses [(10-16) seats]	204	49	291	544	1,456	360	1,882	3,698
21	Medium buses / Coaches [(17-30) seats]	16	7	26	49	106	69	163	338
22	Large buses / Coaches [(31-55) seats]	129	29	100	258	1,469	228	775	2,472
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	36	36	-	-	413	413
	Subtotal	349	85	417	851	3,031	657	2,829	6,598
	In percentage (%)	41.01%	9.99%	49.00%	100.00%	46.57%	10.10%	43.33%	100.00%
III Special-Purpose Vehicles									
27	Dump trucks	59	42	172	273	1,161	630	2,456	4,247
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	4	4	6	-	29	35
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	-	-	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
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vaccum tank truck (SPV)	-	-	-	-	2	-	-	2
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	59	42	176	377	1,172	631	2,495	4,798
	In percentage (%)	21.30%	15.16%	63.54%	100.00%	27.27%	14.68%	58.05%	100.00%
	Grand-total	8554	2575	8915	20044	60094	20079	62931	143104
	In percentage (%)	42.68%	12.85%	44.48%	100.00%	41.99%	14.03%	43.98%	100.00%

VAMA volume compared to last month as follows:

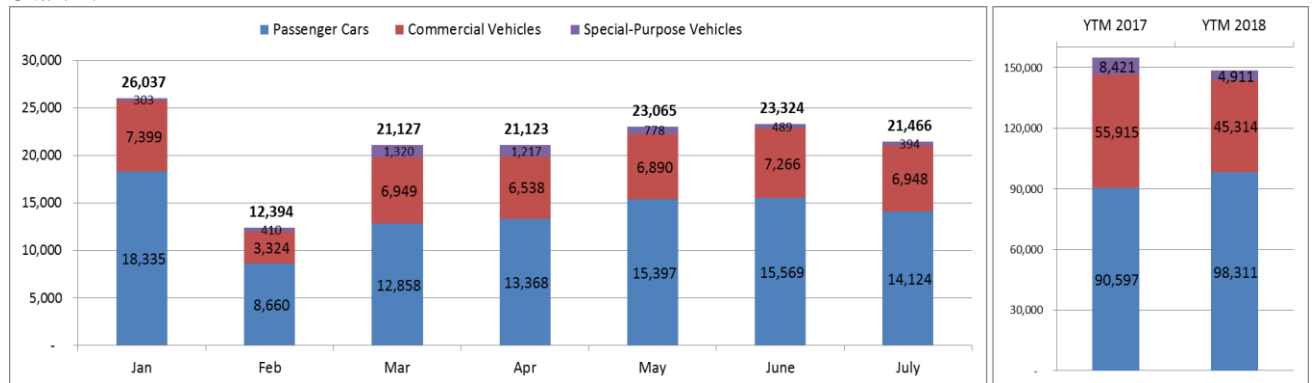
	Jul-18	Jul-17	Jun-18	Difference July-18 vs July-17	Difference July-18 vs June-18
Total*	20,044	19,345	21,571	4%	-7%
1. Passenger cars (PC)	13,864	11,010	14,938	26%	-7%
2. Commercial vehicles (CV)	5,903	7,728	6,232	-24%	-5%
2.1 Trucks	5,052	6,499	5,296	-22%	-5%
2.2 Buses	851	1,229	936	-31%	-9%
3. Special-purpose vehicles	277	607	401	-54%	-31%
Bus chassis (khung xe buýt)	36	95	84	-62%	-57%

*: not including bus chassis

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

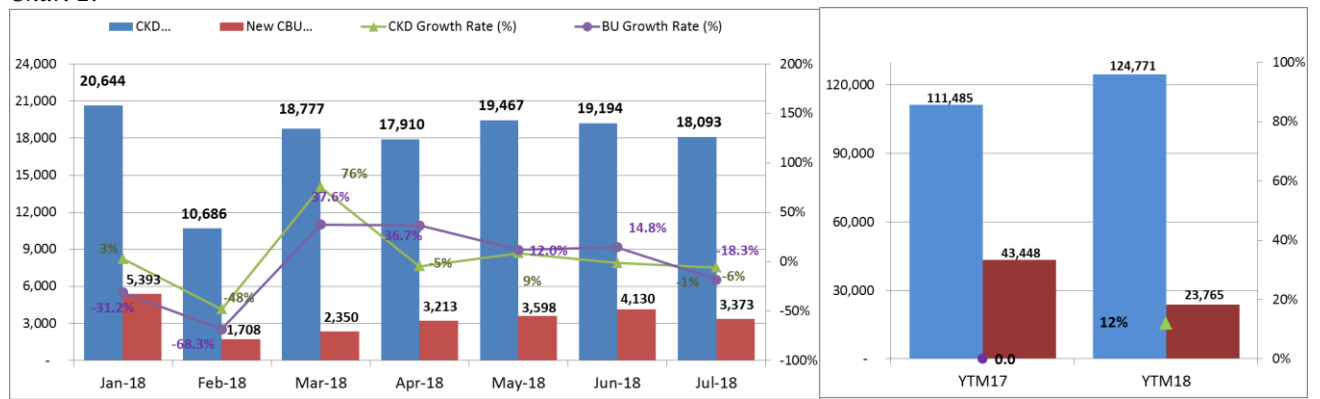
- Total Industry in FY July 2018 is down 4% versus last year.
- Passenger Car was up 9%; Commercial Vehicles was down 19% and Special-Purpose Vehicles was down 42% versus last year

Chart 1:



- In July 2018, CKD was up 12% and CBU was down 45% versus last year.

Chart 2:



Of which, VAMA only YTM July results:

	YTM 2018	YTM 2017	Difference
Total*	143,104	144,835	-1%
1. Passenger cars (PC)	96,454	85,451	13%
2. Commercial vehicles (CV)	42,352	52,215	-19%
2.1 Trucks	35,844	44,807	-20%
2.2 Buses	6,508	7,408	-12%
3. Special-purpose vehicles	4,298	7,169	-40%
Bus chassis (khung xe buýt)	413	519	-20%

***: 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