



No.: 020901/2018/VAMA

Hanoi, February 9<sup>th</sup>, 2018

Re: VAMA sales report – January 2018

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

## **SALES REPORT (JANUARY 2018)**

**The January industry is at 26,037 units.  
The January 2018 volume is down 7% versus December 2018 and  
up 28% versus January 2017.**

Would you please find January 2018 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

### **1) January Total Industry results in details:**

- Total industry is at 26,037 units of which 18,371 units were Passenger Cars; 7,363 units were Commercial Vehicles and 303 units were Special-Purpose Vehicles.
- Passenger Cars were up 25% versus last month; Commercial Vehicles were down 38% and Special-Purpose Vehicles were down 78%.
- CKD volume was 20,586 units, up 3% versus last month and CBU was 5,451 units, down 30% versus last month.

**Of which, January 2018 VAMA members' volume was as follows:**

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<sup>1</sup> “**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 1/2018.

<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

No	Vehicle Type	Sales - January 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,760	2,349	3,714	9,823	3,760	2,349	3,714	9,823
2	Sport utility vehicles (SUV)	1,056	388	924	2,368	1,056	388	924	2,368
3	Cross-over cars	600	627	584	1,811	600	627	584	1,811
4	Multi-purpose vehicles (MPV)	270	180	1,295	1,745	270	180	1,295	1,745
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	725	517	391	1,633	725	517	391	1,633
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	220	82	223	525	220	82	223	525
9	Lexus's PC subtotal	30	-	50	80	30	-	50	80
10	Thaco Peugeot's PC subtotal	104	43	124	271	104	43	124	271
	<b>Subtotal</b>	<b>6,765</b>	<b>4,186</b>	<b>7,305</b>	<b>18,256</b>	<b>6,765</b>	<b>4,186</b>	<b>7,305</b>	<b>18,256</b>
	<b>In percentage (%)</b>	<b>37.06%</b>	<b>22.93%</b>	<b>40.01%</b>	<b>100.00%</b>	<b>37.06%</b>	<b>22.93%</b>	<b>40.01%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,077	507	837	2,421	1,077	507	837	2,421
12	Vans	115	11	29	155	115	11	29	155
13	Small trucks (G.V.M ≤ 5,000 Kg)	845	103	909	1,857	845	103	909	1,857
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	462	132	708	1,302	462	132	708	1,302
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	141	8	26	175	141	8	26	175
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	40	14	106	160	40	14	106	160
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,680</b>	<b>775</b>	<b>2,615</b>	<b>6,070</b>	<b>2,680</b>	<b>775</b>	<b>2,615</b>	<b>6,070</b>
	<b>In percentage (%)</b>	<b>44.15%</b>	<b>12.77%</b>	<b>43.08%</b>	<b>100.00%</b>	<b>44.15%</b>	<b>12.77%</b>	<b>43.08%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	204	48	234	486	204	48	234	486
21	Medium buses / Coaches [(17-30) seats]	18	13	37	68	18	13	37	68
22	Large buses / Coaches [(31-55) seats]	185	24	97	306	185	24	97	306
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	88	88	-	-	88	88
	<b>Subtotal</b>	<b>407</b>	<b>85</b>	<b>368</b>	<b>860</b>	<b>407</b>	<b>85</b>	<b>368</b>	<b>860</b>
	<b>In percentage (%)</b>	<b>47.33%</b>	<b>9.88%</b>	<b>42.79%</b>	<b>100.00%</b>	<b>47.33%</b>	<b>9.88%</b>	<b>42.79%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	46	21	123	190	46	21	123	190
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	4	4	-	-	4	4
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concrete 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	-	-	1	1
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>46</b>	<b>21</b>	<b>128</b>	<b>195</b>	<b>46</b>	<b>21</b>	<b>128</b>	<b>195</b>
	<b>In percentage (%)</b>	<b>23.59%</b>	<b>10.77%</b>	<b>65.64%</b>	<b>100.00%</b>	<b>23.59%</b>	<b>10.77%</b>	<b>65.64%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>9898</b>	<b>5067</b>	<b>10416</b>	<b>25381</b>	<b>9898</b>	<b>5067</b>	<b>10416</b>	<b>25381</b>
	<b>In percentage (%)</b>	<b>39.00%</b>	<b>19.96%</b>	<b>41.04%</b>	<b>100.00%</b>	<b>39.00%</b>	<b>19.96%</b>	<b>41.04%</b>	<b>100.00%</b>

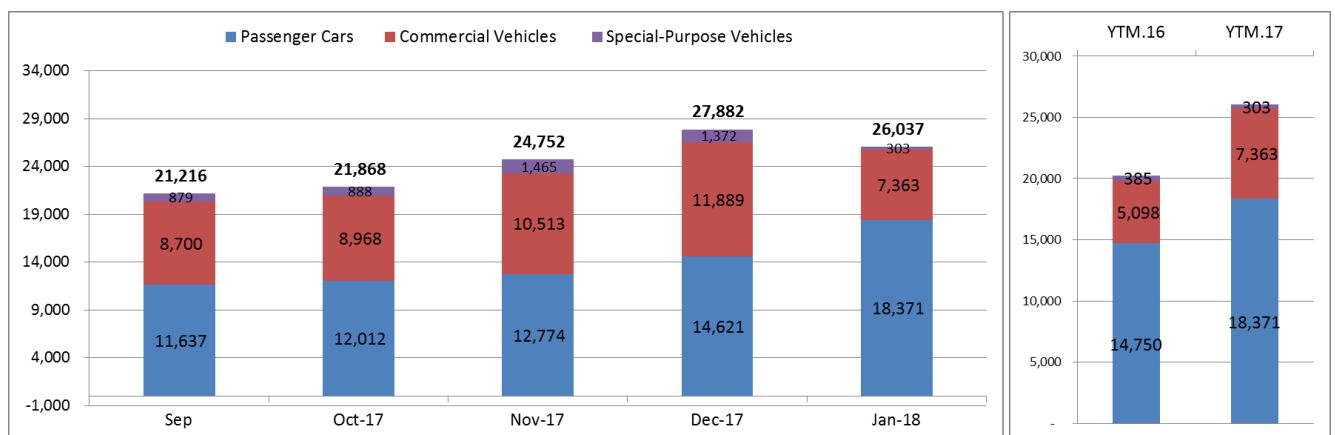
**VAMA volume compared to last month as follows:**

	Jan-18	Jan-17	Dec-17	Difference Jan-18 vs Jan-17	Jan-18 vs Dec-17
<b>Total*</b>	<b>25,381</b>	<b>19,614</b>	<b>23,963</b>	<b>29%</b>	<b>6%</b>
1. Passenger cars (PC)	18,256	14,507	13,860	26%	32%
2. Commercial vehicles (CV)	6,930	4,783	9,427	45%	-26%
2.1 Trucks	6,070	4,045	8,383	50%	-28%
2.2 Buses	860	738	1,044	17%	-18%
3. Special-purpose vehicles	195	324	676	-40%	-71%
Bus chassis (khung xe buýt)	88	96	14	-8%	529%

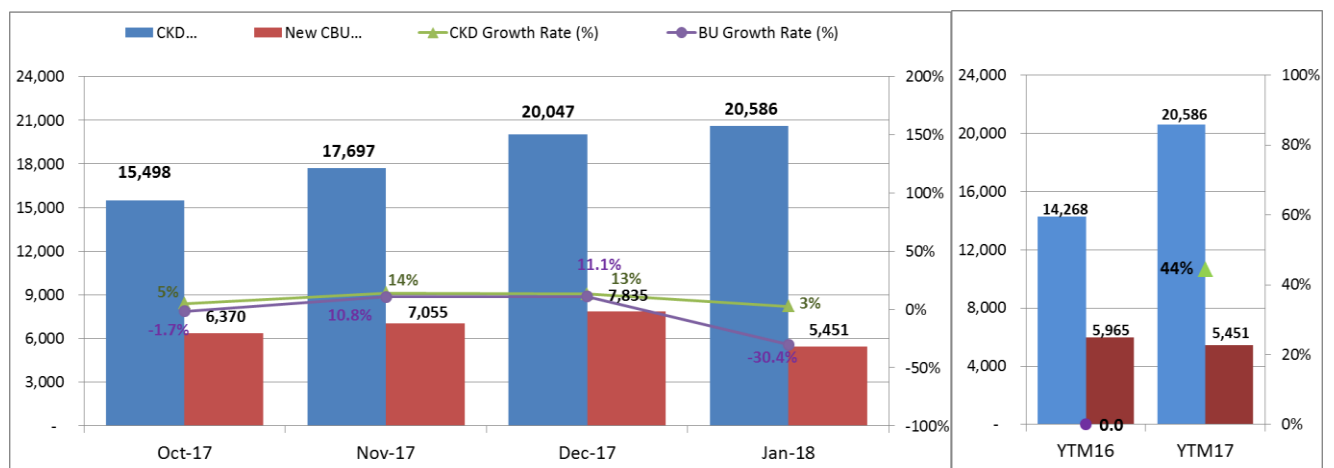
\*: not including bus chassis

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

- Total Industry in FY January 2018 is up 29% versus last year.
- Passenger Car was up 25%; Commercial Vehicles was up 44% and Special-Purpose Vehicles was down 21% versus last year



- In January 2018, CKD was up 44% and CBU was down 9% versus last year.



**Of which, VAMA only YTM January results:**

	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>25,381</b>	<b>19,614</b>	<b>29%</b>
1. Passenger cars (PC)	18,256	14,507	26%
2. Commercial vehicles (CV)	6,930	4,783	45%
2.1 Trucks	6,070	4,045	50%
2.2 Buses	860	738	17%
3. Special-purpose vehicles	195	324	-40%
Bus chassis (khung xe buýt)	88	96	-8%

\*: 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](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

**VAMA Office**