



No.: 031001/2018/VAMA

Hanoi, March 10<sup>th</sup>, 2018

Re: VAMA sales report – February 2018

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

### **SALES REPORT (FEBRUARY 2018)**

**The February industry is at 12,394 units.  
The February 2018 volume is down 52% versus January 2018 and  
down 29% versus February 2017.**

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

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

- Total industry is at 12,394 units of which 8,660 units were Passenger Cars; 3,324 units were Commercial Vehicles and 410 units were Special-Purpose Vehicles.
- Passenger Cars were down 53% versus last month; Commercial Vehicles were down 55% and Special-Purpose Vehicles were up 35%.
- CKD volume was 10,686 units, down 48% versus last month and CBU was 1,708 units, down 68% versus last month.

**Of which, February 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 2/2018.

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

No	Vehicle Type	Sales - Feb 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	2,380	793	1,759	4,932	6,140	3,142	5,473	14,755
2	Sport utility vehicles (SUV)	285	117	259	661	1,341	505	1,183	3,029
3	Cross-over cars	481	74	304	859	1,081	701	888	2,670
4	Multi-purpose vehicles (MPV)	213	73	672	958	483	253	1,967	2,703
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	405	64	182	651	1,130	581	573	2,284
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	113	43	139	295	333	125	362	820
9	Lexus's PC subtotal	2	-	-	2	32	-	50	82
10	Thaco Peugeot's PC subtotal	88	34	163	285	192	77	287	556
	<b>Subtotal</b>	<b>3,967</b>	<b>1,198</b>	<b>3,478</b>	<b>8,643</b>	<b>10,732</b>	<b>5,384</b>	<b>10,783</b>	<b>26,899</b>
	<b>In percentage (%)</b>	<b>45.90%</b>	<b>13.86%</b>	<b>40.24%</b>	<b>100.00%</b>	<b>39.90%</b>	<b>20.02%</b>	<b>40.09%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	501	169	315	985	1,578	676	1,152	3,406
12	Vans	109	11	15	135	224	22	44	290
13	Small trucks (G.V.M ≤ 5,000 Kg)	374	105	552	1,031	1,219	208	1,461	2,888
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	168	53	200	421	630	185	908	1,723
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	46	5	16	67	187	13	42	242
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	22	12	76	110	62	26	182	270
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>1,220</b>	<b>355</b>	<b>1,174</b>	<b>2,749</b>	<b>3,900</b>	<b>1,130</b>	<b>3,789</b>	<b>8,819</b>
	<b>In percentage (%)</b>	<b>44.38%</b>	<b>12.91%</b>	<b>42.71%</b>	<b>100.00%</b>	<b>44.22%</b>	<b>12.81%</b>	<b>42.96%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	85	18	171	274	289	66	405	760
21	Medium buses / Coaches [(17-30) seats]	7	8	10	25	25	21	47	93
22	Large buses / Coaches [(31-55) seats]	117	9	42	168	302	33	139	474
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	72	72	-	-	160	160
	<b>Subtotal</b>	<b>209</b>	<b>35</b>	<b>223</b>	<b>467</b>	<b>616</b>	<b>120</b>	<b>591</b>	<b>1,327</b>
	<b>In percentage (%)</b>	<b>44.75%</b>	<b>7.49%</b>	<b>47.75%</b>	<b>100.00%</b>	<b>46.42%</b>	<b>9.04%</b>	<b>44.54%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	83	68	205	356	129	89	328	546
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	4	-	-	4	4	-	-	4
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	1	1	2	-	1	5	6
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
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	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>87</b>	<b>68</b>	<b>204</b>	<b>362</b>	<b>133</b>	<b>90</b>	<b>334</b>	<b>557</b>
	<b>In percentage (%)</b>	<b>24.03%</b>	<b>19.06%</b>	<b>56.91%</b>	<b>100.00%</b>	<b>23.88%</b>	<b>16.16%</b>	<b>59.96%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>5483</b>	<b>1657</b>	<b>5081</b>	<b>12221</b>	<b>15381</b>	<b>6724</b>	<b>15497</b>	<b>37602</b>
	<b>In percentage (%)</b>	<b>44.87%</b>	<b>13.56%</b>	<b>41.58%</b>	<b>100.00%</b>	<b>40.90%</b>	<b>17.88%</b>	<b>41.21%</b>	<b>100.00%</b>

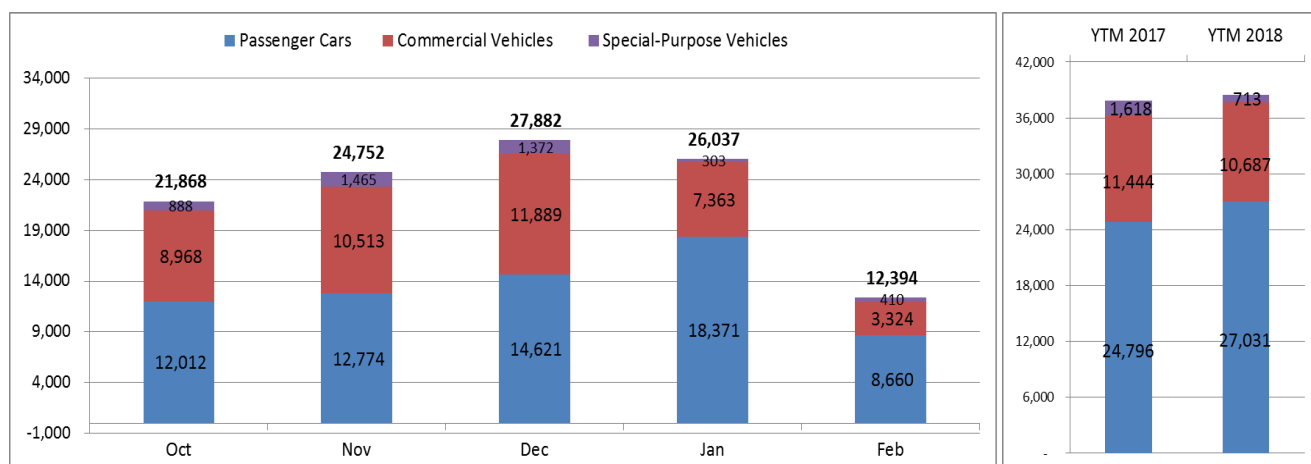
**VAMA volume compared to last month as follows:**

	Feb-18	Feb-17	Jan-18	Difference Feb-18 vs Feb-17	Difference Feb-18 vs Jan-18
<b>Total*</b>	<b>12,221</b>	<b>17,160</b>	<b>25,381</b>	<b>-29%</b>	<b>-52%</b>
1. Passenger cars (PC)	8,643	9,777	18,256	-12%	-53%
2. Commercial vehicles (CV)	3,216	6,173	6,930	-48%	-54%
2.1 Trucks	2,749	5,426	6,070	-49%	-55%
2.2 Buses	467	747	860	-37%	-46%
3. Special-purpose vehicles	362	1,210	195	-70%	86%
Bus chassis (khung xe buýt)	72	82	88	-12%	-18%

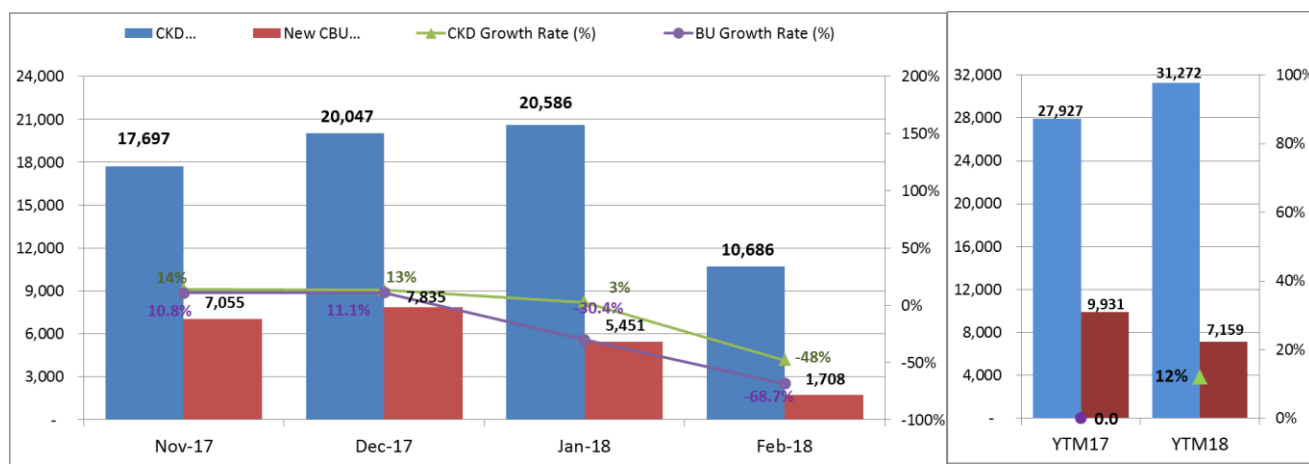
\*: not including bus chassis

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

- Total Industry in FY February 2018 is up 2% versus last year.
- Passenger Car was up 9%; Commercial Vehicles was down 7% and Special-Purpose Vehicles was down 56% versus last year



- In February 2018, CKD was up 12% and CBU was down 28% versus last year.



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

	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>37,602</b>	<b>36,774</b>	<b>2%</b>
1. Passenger cars (PC)	26,899	24,284	11%
2. Commercial vehicles (CV)	10,146	10,956	-7%
2.1 Trucks	8,819	9,471	-7%
2.2 Buses	1,327	1,485	-11%
3. Special-purpose vehicles	557	1,534	-64%
Bus chassis (khung xe buýt)	160	178	-10%

\*: 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**