



No.: 041001/2018/VAMA

Hanoi, April 10th, 2018

Re: VAMA sales report – March 2018

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

SALES REPORT (MARCH 2018)

**The March industry is at 21,127 units.
The March 2018 volume is up 70% versus February 2018 and
down 21% versus March 2017.**

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

1) March Total Industry results in details:

- Total industry is at 21,127 units of which 12,858 units were Passenger Cars; 6,949 units were Commercial Vehicles and 1,320 units were Special-Purpose Vehicles.
- Passenger Cars were up 48% versus last month; Commercial Vehicles were up 109% and Special-Purpose Vehicles were up 222%.
- CKD volume was 18,777 units, up 76% versus last month and CBU was 2,350 units, up 37% versus last month.

Of which, March 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 3/2018.

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

No	Vehicle Type	Sales - March 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,015	946	2,709	6,670	9,155	4,088	8,182	21,425
2	Sport utility vehicles (SUV)	635	251	623	1,509	1,976	756	1,806	4,538
3	Cross-over cars	361	78	263	702	1,442	779	1,151	3,372
4	Multi-purpose vehicles (MPV)	388	142	1,462	1,992	871	395	3,429	4,695
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	600	55	314	969	1,730	636	887	3,253
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	251	53	281	585	584	178	643	1,405
9	Lexus's PC subtotal	-	-	-	-	32	-	50	82
10	Thaco Peugeot's PC subtotal	101	41	163	305	293	118	450	861
	Subtotal	5,351	1,566	5,815	12,733	16,083	6,950	16,598	39,631
	In percentage (%)	42.03%	12.30%	45.67%	100.00%	40.58%	17.54%	41.88%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	512	149	399	1,060	2,090	825	1,551	4,466
12	Vans	277	11	53	341	501	33	97	631
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,206	237	1,022	2,465	2,425	445	2,483	5,353
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	641	222	702	1,565	1,271	407	1,610	3,288
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	91	12	26	129	278	25	68	371
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	60	26	203	289	122	52	385	559
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,787	657	2,405	5,849	6,687	1,787	6,194	14,668
	In percentage (%)	47.65%	11.23%	41.12%	100.00%	45.59%	12.18%	42.23%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	227	65	257	549	516	131	662	1,309
21	Medium buses / Coaches [(17-30) seats]	8	4	13	25	33	25	60	118
22	Large buses / Coaches [(31-55) seats]	293	50	173	516	595	83	312	990
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	67	67	-	-	227	227
	Subtotal	528	119	443	1,090	1,144	239	1,034	2,417
	In percentage (%)	48.44%	10.92%	40.64%	100.00%	47.33%	9.89%	42.78%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	360	216	704	1,280	489	305	1,032	1,826
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	4	4	4	-	4	8
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	1	6	7
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	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	360	216	709	1,285	493	306	1,043	1,842
	In percentage (%)	28.02%	16.81%	55.18%	100.00%	26.76%	16.61%	56.62%	100.00%
	Grand-total	9026	2558	9372	20956	24407	9282	24869	58558
	In percentage (%)	43.07%	12.21%	44.72%	100.00%	41.68%	15.85%	42.47%	100.00%

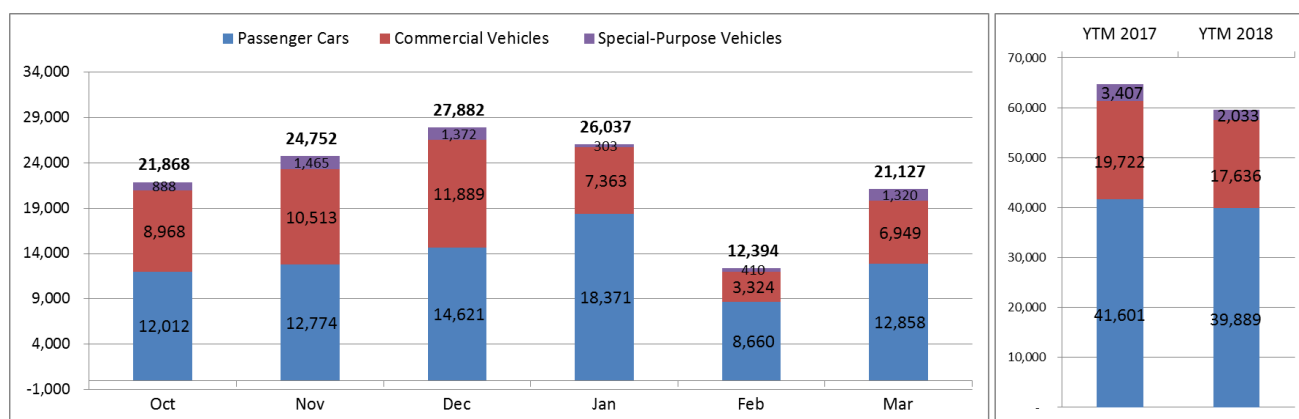
VAMA volume compared to last month as follows:

	Mar-18	Mar-17	Feb-18	Difference March-18 vs March-17	Difference March-18 vs Feb-18
Total*	20,956	22,792	12,221	-8%	71%
1. Passenger cars (PC)	12,732	13,328	8,643	-4%	47%
2. Commercial vehicles (CV)	6,939	7,735	3,216	-10%	116%
2.1 Trucks	5,849	6,486	2,749	-10%	113%
2.2 Buses	1,090	1,249	467	-13%	133%
3. Special-purpose vehicles	1,285	1,729	362	-26%	255%
Bus chassis (khung xe buýt)	67	5	72	1240%	-7%

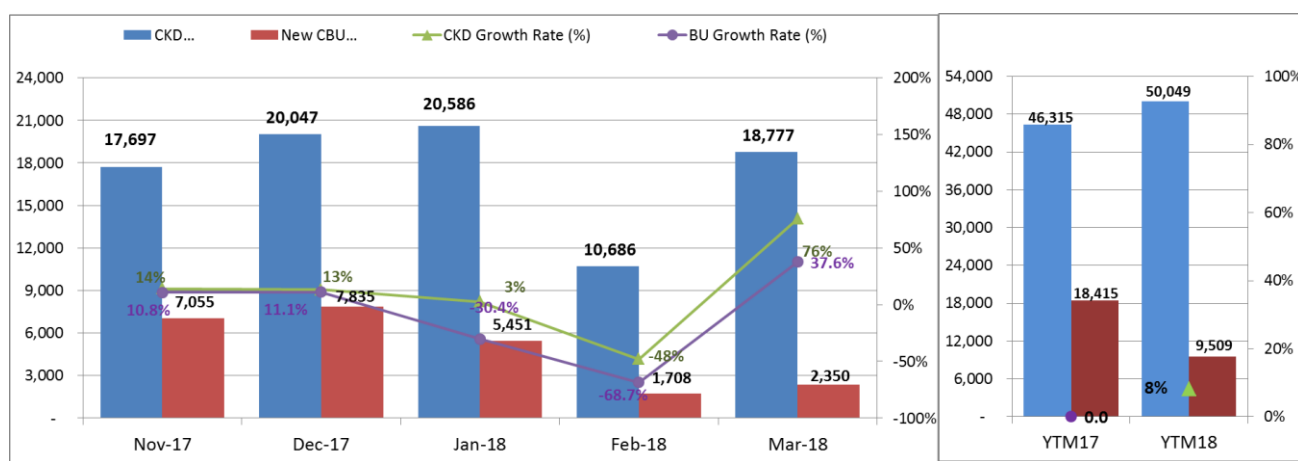
*: not including bus chassis

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

- Total Industry in FY March 2018 is down 8% versus last year.
- Passenger Car was down 4%; Commercial Vehicles was down 11% and Special-Purpose Vehicles was down 40% versus last year



- In March 2018, CKD was up 8% and CBU was down 48% versus last year.



Of which, VAMA only YTM March results:

		YTM 2018	YTM 2017	Difference
Total*		58,558	59,566	-2%
1. Passenger cars (PC)		39,631	37,612	5%
2. Commercial vehicles (CV)		17,085	18,691	-9%
2.1 Trucks		14,668	15,957	-8%
2.2 Buses		2,417	2,734	-12%
3. Special-purpose vehicles		1,842	3,263	-44%
Bus chassis (khung xe buýt)		227	183	24%

*: 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