



No.: 050901/2018/VAMA

Hanoi, May 9th, 2018

Re: VAMA sales report – April 2018

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

SALES REPORT (APRIL 2018)

**The April industry is at 21,123 units.
The April 2018 volume is as same as March 2018 and
down 4% versus April 2017.**

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

1) April Total Industry results in details:

- Total industry is at 21,123 units of which 13,549 units were Passenger Cars; 6,357 units were Commercial Vehicles and 1,217 units were Special-Purpose Vehicles.
- Passenger Cars were up 5% versus last month; Commercial Vehicles were down 8% and Special-Purpose Vehicles were down 8%.
- CKD volume was 17,910 units, down 5% versus last month and CBU was 3,213 units, up 37% versus last month.

Of which, April 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 4/2018.

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

No	Vehicle Type	Sales - Apr 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,064	1,041	2,758	6,863	12,219	5,129	10,940	28,288
2	Sport utility vehicles (SUV)	1,050	442	944	2,436	3,026	1,198	2,750	6,974
3	Cross-over cars	335	68	303	706	1,777	847	1,454	4,078
4	Multi-purpose vehicles (MPV)	310	121	1,149	1,580	1,181	516	4,578	6,275
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	506	68	295	869	2,236	704	1,182	4,122
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	136	39	157	332	720	217	800	1,737
9	Lexus's PC subtotal	1	-	-	1	33	-	50	83
10	Thaco Peugeot's PC subtotal	100	55	187	342	393	173	637	1,203
	Subtotal	5,502	1,834	5,793	13,129	21,585	8,784	21,291	52,760
	In percentage (%)	41.91%	13.97%	44.12%	100.00%	40.91%	16.65%	42.44%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	146	53	150	349	2,236	878	1,701	4,815
12	Vans	173	16	32	221	674	49	129	852
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,227	311	1,154	2,692	3,652	756	3,637	8,045
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	564	174	623	1,361	1,835	581	2,233	4,649
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	82	9	31	122	360	34	99	493
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	71	32	198	301	193	84	583	860
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,263	595	2,188	5,046	8,050	2,382	8,382	18,714
	In percentage (%)	44.85%	11.79%	43.36%	100.00%	45.40%	12.08%	42.52%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	285	63	319	667	801	194	981	1,976
21	Medium buses / Coaches [(17-30) seats]	22	14	32	68	55	39	92	186
22	Large buses / Coaches [(31-55) seats]	306	45	147	498	901	128	459	1,488
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	66	66	-	-	293	293
	Subtotal	613	122	498	1,233	1,757	361	1,532	3,659
	In percentage (%)	49.72%	9.89%	40.39%	100.00%	48.14%	9.89%	41.97%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	343	167	636	1,146	832	472	1,668	2,972
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	1	-	2	3	5	-	6	11
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	1	6	7
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
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	344	167	638	1,149	837	473	1,681	2,991
	In percentage (%)	29.94%	14.53%	55.53%	100.00%	27.98%	15.81%	56.20%	100.00%
	Grand-total	8722	2718	9117	20557	33129	12000	33986	79115
	In percentage (%)	42.43%	13.22%	44.35%	100.00%	41.87%	15.17%	42.96%	100.00%

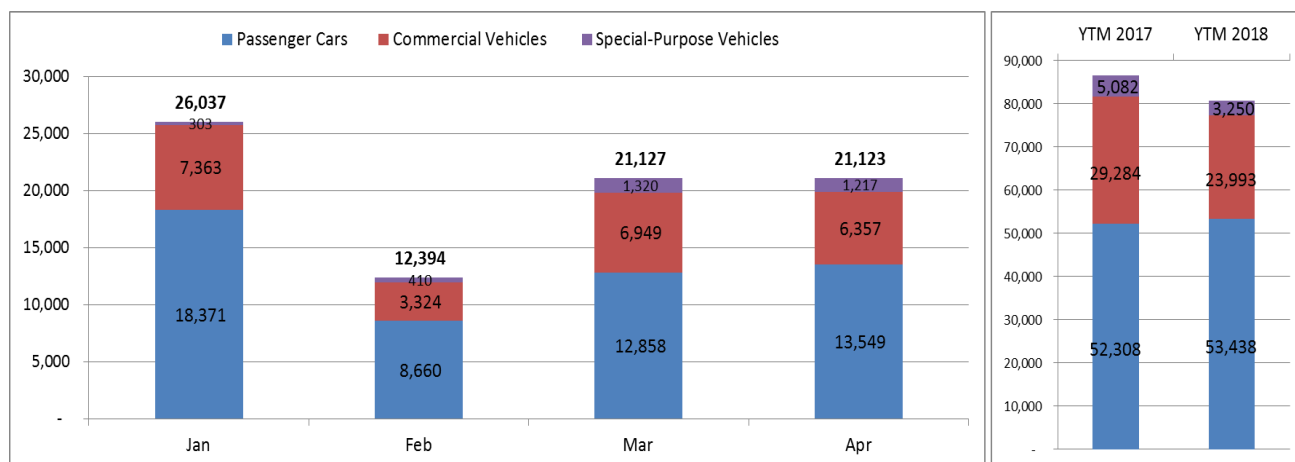
VAMA volume compared to last month as follows:

	Apr-18	Apr-17	Mar-18	Difference April-18 vs April-17	Difference April-18 vs March-18
Total*	20,557	21,345	20,956	-4%	-2%
1. Passenger cars (PC)	13,129	10,652	12,732	23%	3%
2. Commercial vehicles (CV)	6,279	9,202	6,939	-32%	-10%
2.1 Trucks	5,046	7,918	5,849	-36%	-14%
2.2 Buses	1,233	1,284	1,090	-4%	13%
3. Special-purpose vehicles	1,149	1,491	1,285	-23%	-11%
Bus chassis (khung xe buýt)	66	14	67	371%	-1%

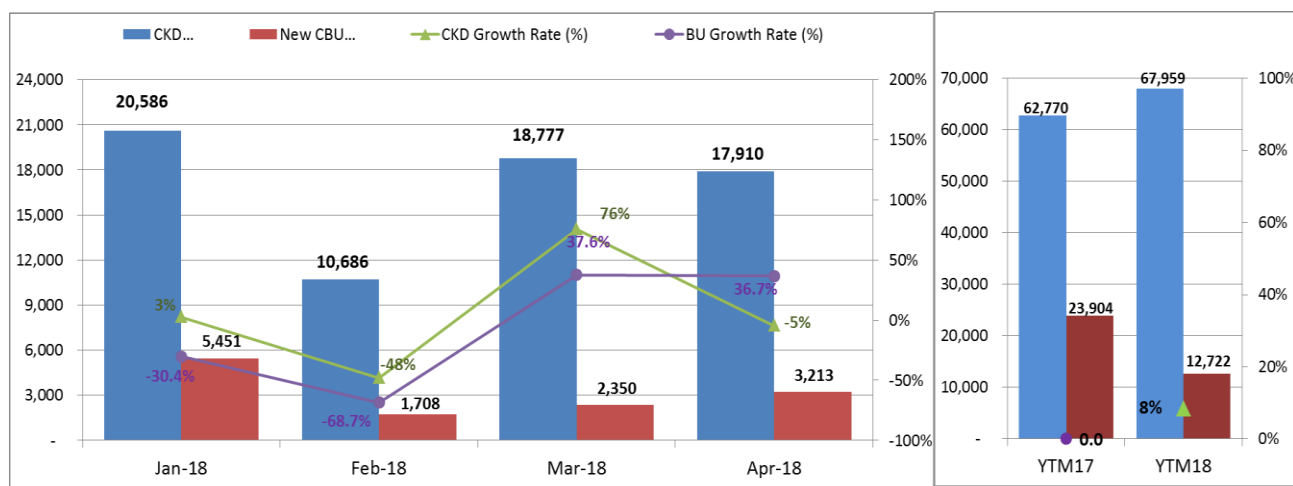
*: not including bus chassis

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

- Total Industry in FY April 2018 is down 7% versus last year.
- Passenger Car was up 2%; Commercial Vehicles was down 18% and Special-Purpose Vehicles was down 36% versus last year



- In April 2018, CKD was up 8% and CBU was down 47% versus last year.



Of which, VAMA only YTM April results:

	YTM 2018	YTM 2017	Difference
Total*	79,115	80,911	-2%
1. Passenger cars (PC)	52,760	48,264	9%
2. Commercial vehicles (CV)	23,364	27,893	-16%
2.1 Trucks	19,714	23,875	-17%
2.2 Buses	3,650	4,018	-9%
3. Special-purpose vehicles	2,991	4,754	-37%
Bus chassis (khung xe buýt)	293	197	49%

*: 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