



No.: 1107/2015/VAMA

Hanoi, 7th November 2015

Re: VAMA sales report – October 2015

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

SALES REPORT (OCTOBER 2015)

**The October industry is at 22,368 units.
The October 2015 volume is up 5% versus September 2015 and
up 50% versus October 2014.**

Would you please find October 2015 Total Industry¹ & VAMA members only figures¹.

1) October Total Industry results in details:

- Total industry is at 22,368 units of which 13,109 units were Passenger Cars; 8,213 units were Commercial Vehicles and 1,046 units were Special-Purpose Vehicles.
- Passenger Cars were up 2.5% versus last month; Commercial Vehicles were up 8.2% and Special-Purpose Vehicles were up 6.4%.
- CKD volume was 15,925 units, down 0.1% versus last month and CBU was 6,443 units, up 19% versus last month.

Of which, October 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 10/2015.

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

No	Vehicle Type	Sales - Oct 2015				Sales - YTM 2015			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,082	788	2,171	6,041	27,437	7,245	18,107	52,789
2	Sport utility vehicles (SUV)	1,283	303	986	2,572	10,747	2,720	9,495	22,962
3	Cross-over cars	38	12	60	110	229	67	398	694
4	Multi-purpose vehicles (MPV)	273	67	727	1,067	2,835	596	5,658	9,089
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	188	51	129	368	1,155	242	811	2,208
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	158	45	152	355	1,313	336	1,221	2,870
9	Lexus's PC subtotal	24	-	21	45	445	-	380	825
10	Thaco Peugeot's PC subtotal	21	1	24	46	195	62	144	401
	Subtotal	5,967	1,267	4,279	10,604	44,356	11,268	36,214	91,838
	In percentage (%)	47.78%	11.95%	40.27%	100.00%	48.30%	12.27%	39.43%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	997	209	617	1,823	6,515	1,575	3,932	12,022
12	Vans	157	31	48	236	1,048	231	496	1,775
13	Small trucks (G.V.M ≤ 5,000 Kg)	180	6	120	306	1,438	212	1,333	2,983
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,273	376	1,407	3,056	12,844	3,554	12,748	29,146
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	74	37	363	474	614	341	1,880	2,835
16	Heavy-duty trucks (24,000 Kg < G.V.M ≤ 40,000 Kg)	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 40,000 Kg)	-	-	-	-	-	-	-	-
18	Other Trucks	150	51	340	541	1,221	286	3,083	4,590
19	Mercedes-Benz's CV (FUSO) subtotal	10	1	84	95	106	41	411	558
	Subtotal	2,841	711	2,979	6,531	23,786	6,340	23,883	53,909
	In percentage (%)	43.50%	10.89%	45.61%	100.00%	44.12%	11.58%	44.30%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	265	61	292	618	2,009	435	2,379	4,823
21	Medium buses / Coaches [(17-30) seats]	108	26	103	237	1,096	256	1,258	2,610
22	Large buses / Coaches [(31-55) seats]	155	31	76	262	1,278	337	772	2,387
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicle)	-	-	120	120	-	-	1,115	1,115
	Subtotal	528	118	471	1,117	4,383	1,028	4,409	9,829
	In percentage (%)	47.27%	10.56%	42.17%	100.00%	44.63%	10.47%	44.90%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	360	127	434	921	3,110	1,782	3,322	8,214
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	1	4	5	12	1	35	48
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	1	-	1
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	1	11	12
35	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
36	Crane trucks	-	-	-	-	-	-	4	4
37	X-Ray medical vehicles	-	-	-	-	-	-	-	-
38	Truck-mounted concrete pumps	-	-	-	-	-	-	-	-
39	Car transport (carrying) truck	-	-	-	-	-	-	2	2
40	Hooklift	-	-	-	-	-	-	-	-
41	Prisoner transport truck	-	-	-	-	-	-	-	-
42	Sewage suction truck (SPV)	-	-	1	1	-	-	1	1
43	Vaccum tank truck (SPV)	-	-	1	1	-	-	5	5
44	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	360	128	441	929	3,122	1,785	3,381	8,288
	In percentage (%)	38.75%	13.78%	47.47%	100.00%	37.67%	21.54%	40.79%	100.00%
	Grand-total	8796	2224	8161	19181	75647	20321	67887	163855
	In percentage (%)	45.86%	11.59%	42.55%	100.00%	46.17%	12.40%	41.43%	100.00%

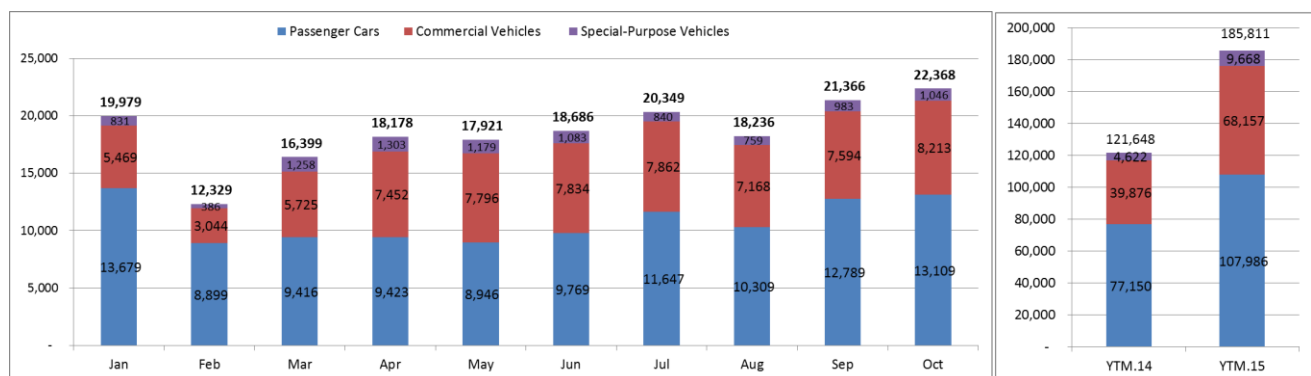
VAMA volume compared to last month as follows:

	Oct-15	Oct-14	Sep-15	Difference October-15vs October-14	Difference October-15 vs September-
Total*	19,181	13,324	19,256	44%	0%
1. Passenger cars (PC)	10,604	7,776	11,201	36%	-5%
2. Commercial vehicles (CV)	7,648	5,005	7,317	53%	5%
2.1 Trucks	6,531	4,059	6,291	61%	4%
2.2 Buses	1,117	946	1,026	18%	9%
3. Special-purpose vehicles	929	543	738	71%	26%
Bus chassis (khung xe buýt)	120	116	131	3%	-8%

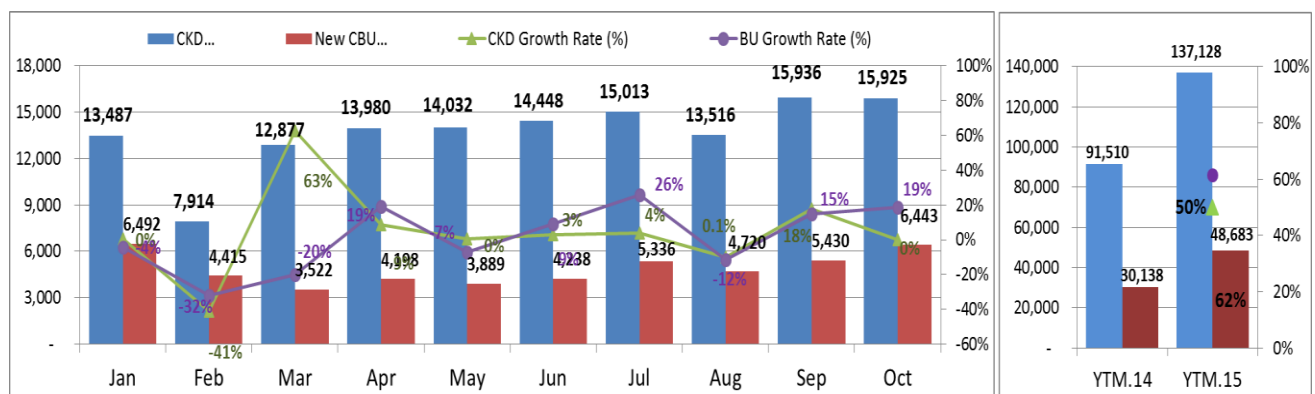
*: not including bus chassis

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

- Total Industry in FY October 2015 is up 53% versus last year.
- Passenger Car was up 40%; Commercial Vehicles was up 71% and Special-Purpose Vehicles was up 109% versus last year



- In FY.2015, CKD was up 50% and CBU was up 62% versus last year.



Of which, VAMA only YTM October results:

	YTM 2015	YTM 2014	Difference
Total*	163,855	103,463	58%
1. Passenger cars (PC)	91,838	62,182	48%
2. Commercial vehicles (CV)	63,729	37,643	69%
2.1 Trucks	53,909	30,763	75%
2.2 Buses	9,820	6,880	43%
3. Special-purpose vehicles	8,288	3,638	128%
Bus chassis (khung xe buýt)	1,115	842	32%

*: 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: Generalofficer@vama.org.vn – Tel: 04 6290 7427

Yours faithfully,
VAMA Chairman

Yoshihisa Maruta