



No.: 110900/2016/VAMA

Hanoi, 9th November 2016

Re: VAMA sales report – October 2016

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

SALES REPORT (OCTOER 2016)

**The October industry is at 28,283 units.
The October 2016 volume is up 7% versus September 2016 and
up 26% versus October 2015.**

Would you please find October 2016 Total Industry¹ & VAMA members only figures¹.

1) October Total Industry results in details:

- Total industry is at 28,283 units of which 18,134 units were Passenger Cars; 8,928 units were Commercial Vehicles and 1,221 units were Special-Purpose Vehicles.
- Passenger Cars were up 11% versus last month; Commercial Vehicles were down 2% and Special-Purpose Vehicles were up 10%.
- CKD volume was 20,879 units, up 1.5% versus last month and CBU was 7,404 units, up 24% 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 10/2016.

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

No	Vehicle Type	Sales - Oct 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,566	1,059	3,199	7,824	30,450	8,489	22,489	61,428
2	Sport utility vehicles (SUV)	1,288	437	1,566	3,291	10,222	3,156	12,193	25,571
3	Cross-over cars	483	80	292	855	3,955	695	2,376	7,026
4	Multi-purpose vehicles (MPV)	286	86	828	1,200	3,981	1,016	7,975	12,972
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	963	68	610	1,641	6,767	642	4,844	12,253
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	124	33	139	296	1,480	350	1,470	3,300
9	Lexus's PC subtotal	77	-	44	121	820	-	642	1,462
10	Thaco Peugeot's PC subtotal	14	7	19	40	242	74	205	521
	Subtotal	6,801	1,770	6,697	15,268	57,917	14,422	52,194	124,333
	In percentage (%)	44.54%	11.59%	43.86%	100.00%	46.51%	11.58%	41.91%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	910	298	612	1,820	8,952	2,697	6,976	18,625
12	Vans	132	18	71	221	1,289	185	464	1,938
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,218	215	1,231	2,664	10,529	1,736	11,719	23,984
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	668	230	700	1,598	7,735	2,705	7,891	18,331
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	112	8	51	171	968	109	569	1,646
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	103	36	176	315	968	155	2,000	3,123
19	Mercedes-Benz's CV (FUSO) subtotal	46	10	109	165	310	124	809	1,243
	Subtotal	3,189	815	2,950	6,954	30,751	7,711	30,428	68,890
	In percentage (%)	45.86%	11.73%	42.42%	100.00%	44.64%	11.19%	44.17%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	219	52	354	625	2,320	505	3,454	6,279
21	Medium buses / Coaches [(17-30) seats]	44	14	64	122	433	201	553	1,187
22	Large buses / Coaches [(31-55) seats]	212	55	175	442	2,587	547	1,788	4,922
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	6	-	132	138	16	-	1,083	1,099
	Subtotal	475	121	593	1,189	5,340	1,253	5,795	12,388
	In percentage (%)	39.95%	10.18%	49.87%	100.00%	43.11%	10.11%	46.78%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	450	115	454	1,019	5,004	1,874	4,595	11,473
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	1	-	4	5	6	-	50	56
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	1	3	4	-	1	16	17
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	1	2	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	5	5
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1
	Subtotal	451	116	461	1,028	5,010	1,876	4,681	11,567
	In percentage (%)	43.87%	11.28%	44.84%	100.00%	43.31%	16.22%	40.47%	100.00%
	Grand-total	10916	2822	10701	24439	99018	25262	93098	217378
	In percentage (%)	44.67%	11.55%	43.78%	100.00%	45.55%	11.62%	42.83%	100.00%

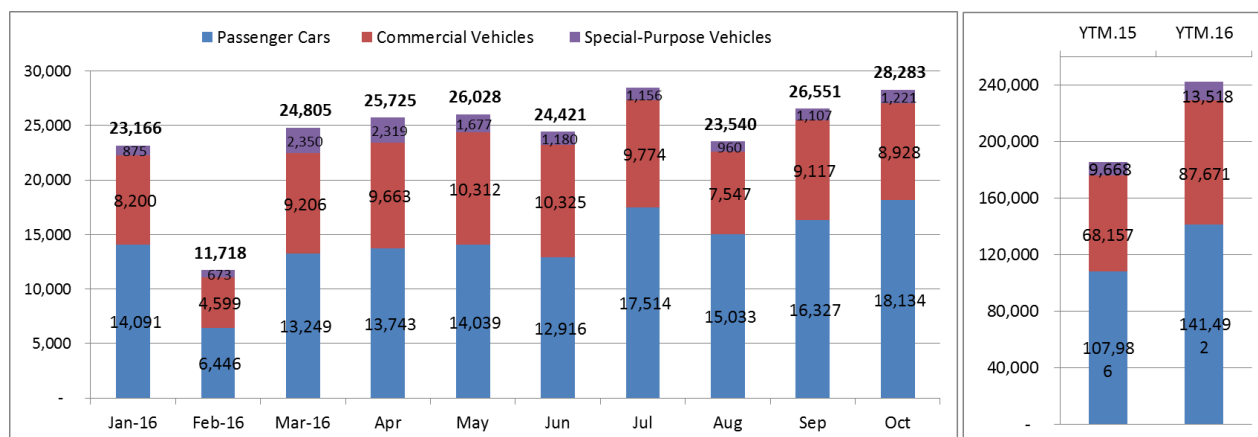
VAMA volume compared to last month as follows:

	Oct-16	Oct-15	Sep-16	Difference October-16 vs October-15	Difference October-16 vs September-
Total*	24,439	19,198	24,130	27%	1%
1. Passenger cars (PC)	15,268	10,621	14,703	44%	4%
2. Commercial vehicles (CV)	8,143	7,648	8,453	6%	-4%
2.1 Trucks	6,954	6,531	7,152	6%	-3%
2.2 Buses	1,189	1,117	1,301	6%	-9%
3. Special-purpose vehicles	1,028	929	974	11%	6%
Bus chassis (khung xe buýt)	0	120	91	-100%	-100%

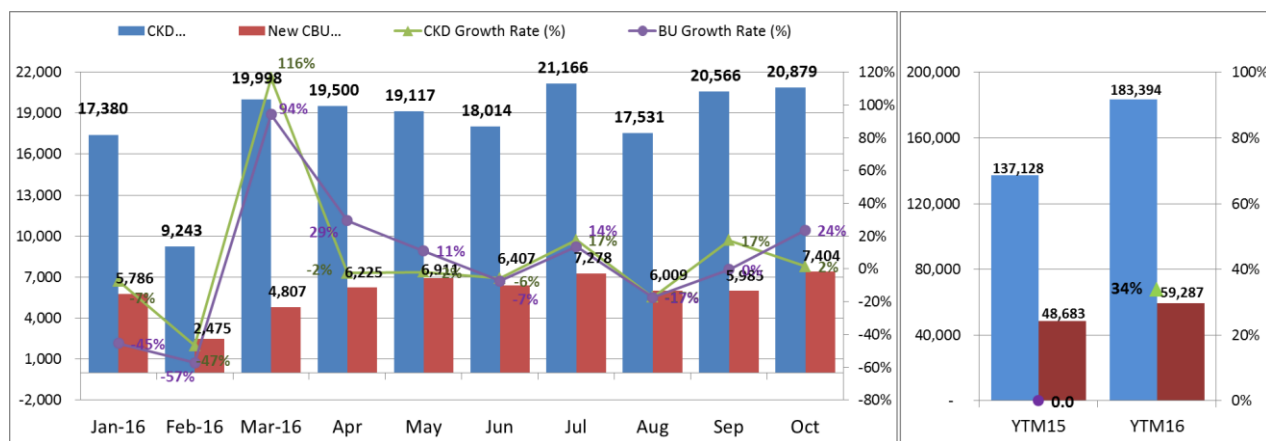
*: not including bus chassis

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

- Total Industry in FY October 2016 is up 30% versus last year.
- Passenger Car was up 31%; Commercial Vehicles was up 29% and Special-Purpose Vehicles was up 40% versus last year



- In FY.2016, CKD was up 34% and CBU was up 22% versus last year.



Of which, VAMA only YTM October results:

	YTM 2016	YTM 2015	Difference
Total*	217,378	163,869	33%
1. Passenger cars (PC)	124,533	91,854	36%
2. Commercial vehicles (CV)	81,278	63,727	28%
2.1 Trucks	68,890	53,907	28%
2.2 Buses	12,388	9,820	26%
3. Special-purpose vehicles	11,567	8,288	40%
Bus chassis (khung xe buýt)	1,099	1,115	-1%

*: 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: 04 6290 7427

VAMA office