



No.: 1209/2015/VAMA

Hanoi, 9th December 2015

Re: VAMA sales report – November 2015

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

SALES REPORT (NOVEMBER 2015)

**The November industry is at 29,706 units.
The November 2015 volume is up 33% versus October 2015 and
up 86% versus November 2014.**

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

1) November Total Industry results in details:

- Total industry is at 29,706 units of which 18,611 units were Passenger Cars; 9,723 units were Commercial Vehicles and 1,372 units were Special-Purpose Vehicles.
- Passenger Cars were up 42% versus last month; Commercial Vehicles were up 18.4% and Special-Purpose Vehicles were up 31.2%.
- CKD volume was 17,129 units, up 7.6% versus last month and CBU was 12,577 units, up 95% versus last month.

Of which, November 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 11/2015.

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

No	Vehicle Type	Sales - Nov 2015				Sales - YTM 2015			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,295	853	2,465	6,613	30,732	8,098	20,572	59,402
2	Sport utility vehicles (SUV)	1,354	339	1,179	2,872	12,108	3,059	10,678	25,845
3	Cross-over cars	24	14	62	100	253	81	460	794
4	Multi-purpose vehicles (MPV)	367	124	672	1,163	3,202	720	6,330	10,252
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	237	46	163	446	1,392	288	974	2,654
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	156	34	160	350	1,469	370	1,381	3,220
9	Lexus's PC subtotal	29	-	27	56	474	-	407	881
10	Thaco Peugeot's PC subtotal	23	7	24	54	218	69	168	455
	Subtotal	5,485	1,417	4,752	11,654	49,848	12,485	48,970	103,593
	In percentage (%)	47.07%	12.16%	40.78%	100.00%	48.16%	12.26%	39.58%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,103	324	812	2,239	7,618	1,899	4,744	14,261
12	Vans	147	44	53	244	1,195	275	549	2,019
13	Small trucks (G.V.M ≤ 5,000 Kg)	143	9	143	295	1,581	221	1,476	3,278
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,345	325	1,626	3,296	14,189	3,879	14,374	32,442
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	71	34	344	449	685	375	2,224	3,284
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	201	55	491	747	1,422	341	3,574	5,337
19	Mercedes-Benz's CV (FUSO) subtotal	5	6	90	101	111	47	501	659
	Subtotal	3,015	797	3,559	7,371	26,801	7,037	27,442	61,280
	In percentage (%)	40.90%	10.81%	48.28%	100.00%	43.74%	11.48%	44.78%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	198	65	322	585	2,207	500	2,701	5,408
21	Medium buses / Coaches [(17-30) seats]	79	34	88	201	1,175	290	1,346	2,811
22	Large buses / Coaches [(31-55) seats]	136	41	75	252	1,414	378	847	2,639
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	84	84	-	-	1,199	1,199
	Subtotal	413	140	485	1,038	4,796	1,168	4,894	10,858
	In percentage (%)	39.79%	13.49%	46.72%	100.00%	44.17%	10.76%	45.07%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	354	160	339	853	3,464	1,942	3,661	9,067
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	1	-	-	1	13	1	35	49
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	1	-	1
33	Fire-fighting trucks	-	-	1	1	-	-	1	1
34	Garbages	-	-	1	1	-	1	12	13
35	Hydraulic crane truck	-	-	1	1	-	-	1	1
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	2	2
37	Crane trucks	-	-	-	-	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	2	2
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
44	Vaccum tank truck (SPV)	-	-	-	-	-	-	5	5
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	355	160	343	858	3,477	1,945	3,724	9,146
	In percentage (%)	41.38%	18.65%	39.98%	100.00%	38.02%	21.27%	40.72%	100.00%
	Grand-total	9268	2514	9139	20921	84922	22835	77030	184787
	In percentage (%)	44.30%	12.02%	43.68%	100.00%	45.96%	12.36%	41.69%	100.00%

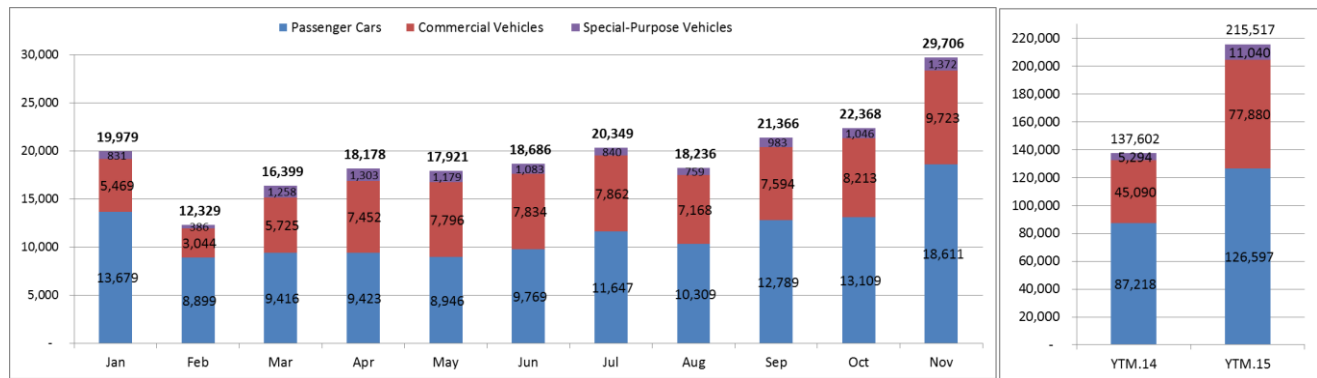
VAMA volume compared to last month as follows:

	Nov-15	Nov-14	Oct-15	Difference November- 15vs November-	Difference November- 15 vs October-15
Total*	20,921	13,689	19,192	53%	9%
1. Passenger cars (PC)	11,654	7,898	10,615	48%	10%
2. Commercial vehicles (CV)	8,409	5,203	7,648	62%	10%
2.1 Trucks	7,371	4,243	6,531	74%	13%
2.2 Buses	1,038	960	1,117	8%	-7%
3. Special-purpose vehicles	858	588	929	46%	-8%
Bus chassis (khung xe buýt)	84	50	120	68%	-30%

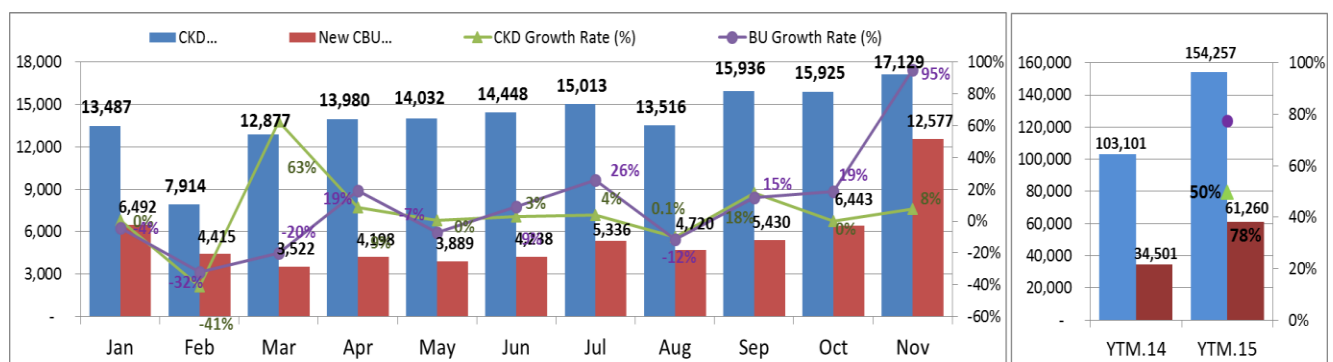
***: not including bus chassis**

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

- Total Industry in FY November 2015 is up 57% versus last year.
- Passenger Car was up 45%; Commercial Vehicles was up 73% and Special-Purpose Vehicles was up 109% versus last year



- In FY.2015, CKD was up 50% and CBU was up 78% versus last year.



Of which, VAMA only YTM November results:

	YTM 2015	YTM 2014	Difference
Total*	184,787	117,152	58%
1. Passenger cars (PC)	103,503	70,080	48%
2. Commercial vehicles (CV)	72,138	42,846	68%
2.1 Trucks	61,280	35,006	75%
2.2 Buses	10,858	7,840	38%
3. Special-purpose vehicles	9,146	4,226	116%
Bus chassis (khung xe buýt)	1,199	892	34%

*: 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