



No.: 120900/2017/VAMA

Hanoi, December 12th, 2017

Re: VAMA sales report – November 2017

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

SALES REPORT (NOVEMBER 2017)

**The November industry is at 24,752 units.
The November 2017 volume is up 13% versus October 2017 and
down 13% versus November 2016.**

Would you please find November 2017 Total Industry¹ & VAMA members only figures¹.

1) November Total Industry results in details:

- Total industry is at 24,752 units of which 12,774 units were Passenger Cars; 10,513 units were Commercial Vehicles and 1,465 units were Special-Purpose Vehicles.
- Passenger Cars were up 6% versus last month; Commercial Vehicles were up 15% and Special-Purpose Vehicles were up 65%.
- CKD volume was 17,697 units, up 14% versus last month and CBU was 7,055 units, up 10% versus last month.

Of which, November 2017 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 11/2017.

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

No	Vehicle Type	Sales - Nov 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,275	910	3,037	7,222	29,062	8,420	27,952	65,434
2	Sport utility vehicles (SUV)	696	189	704	1,589	11,331	3,848	14,545	29,724
3	Cross-over cars	397	82	233	712	4,196	802	2,624	7,622
4	Multi-purpose vehicles (MPV)	266	100	1,074	1,440	2,777	951	9,864	13,592
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	470	63	261	794	6,080	638	3,569	10,287
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	234	85	248	567	2,378	654	2,386	5,418
9	Lexus's PC subtotal	47	-	53	100	391	-	418	809
10	Thaco Peugeot's PC subtotal	11	1	13	25	100	30	123	253
	Subtotal	5,396	1,439	5,623	12,449	56,315	15,343	61,481	133,139
	In percentage (%)	43.34%	11.49%	45.17%	100.00%	42.30%	11.52%	46.18%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	922	322	894	2,138	10,369	3,276	8,245	21,890
12	Vans	94	6	9	109	1,288	149	357	1,794
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,127	209	1,167	2,503	10,683	1,962	11,281	23,926
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	726	214	807	1,747	7,121	2,659	8,143	17,923
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	155	15	56	226	1,563	96	630	2,289
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	282	32	435	749	1,252	319	2,375	3,946
19	Mercedes-Benz's CV (FUSO) subtotal	10	4	42	56	141	72	612	825
	Subtotal	3,316	802	3,410	7,528	32,417	8,533	31,643	72,593
	In percentage (%)	44.05%	10.65%	45.30%	100.00%	44.66%	11.75%	43.59%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	171	24	230	425	2,211	451	2,947	5,609
21	Medium buses / Coaches [(17-30) seats]	51	19	44	114	294	128	392	814
22	Large buses / Coaches [(31-55) seats]	263	51	194	508	2,596	436	1,984	5,016
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	36	36	-	10	858	868
	Subtotal	485	94	468	1,047	5,101	1,015	5,323	11,439
	In percentage (%)	46.32%	8.98%	44.70%	100.00%	44.59%	8.87%	46.53%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	207	73	346	626	3,431	1,455	4,500	9,386
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	2	-	1	3	12	8	29	49
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	1	1	1	-	1	2
34	Garbages	-	-	6	6	-	1	37	38
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
37	Crane trucks	-	-	-	-	-	1	7	8
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	1	1
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	1	1
47	Stage truck (SPV)	-	-	1	1	-	-	1	1
	Subtotal	209	73	356	638	3,444	1,465	4,581	9,490
	In percentage (%)	32.76%	11.44%	55.80%	100.00%	36.29%	15.44%	48.27%	100.00%
	Grand-total	9406	2399	9857	21662	97277	26356	103028	226661
	In percentage (%)	43.42%	11.07%	45.50%	100.00%	42.92%	11.63%	45.45%	100.00%

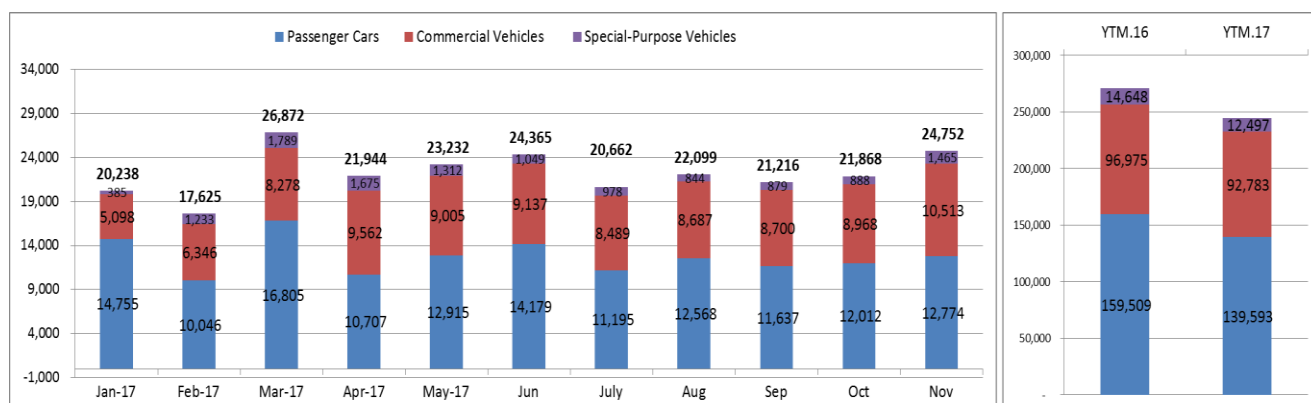
VAMA volume compared to last month as follows:

	Nov-17	Nov-16	Oct-17	Difference Nov-17 vs Nov-16	Difference Nov-17 vs Oct-17
Total*	21,662	26,284	20,156	-18%	7%
1. Passenger cars (PC)	12,449	16,375	11,714	-24%	6%
2. Commercial vehicles (CV)	8,575	8,949	7,830	-4%	10%
2.1 Trucks	7,528	7,772	6,901	-3%	9%
2.2 Buses	1,047	1,177	929	-11%	13%
3. Special-purpose vehicles	638	960	612	-34%	4%
Bus chassis (khung xe buýt)	36	138	94	-74%	-62%

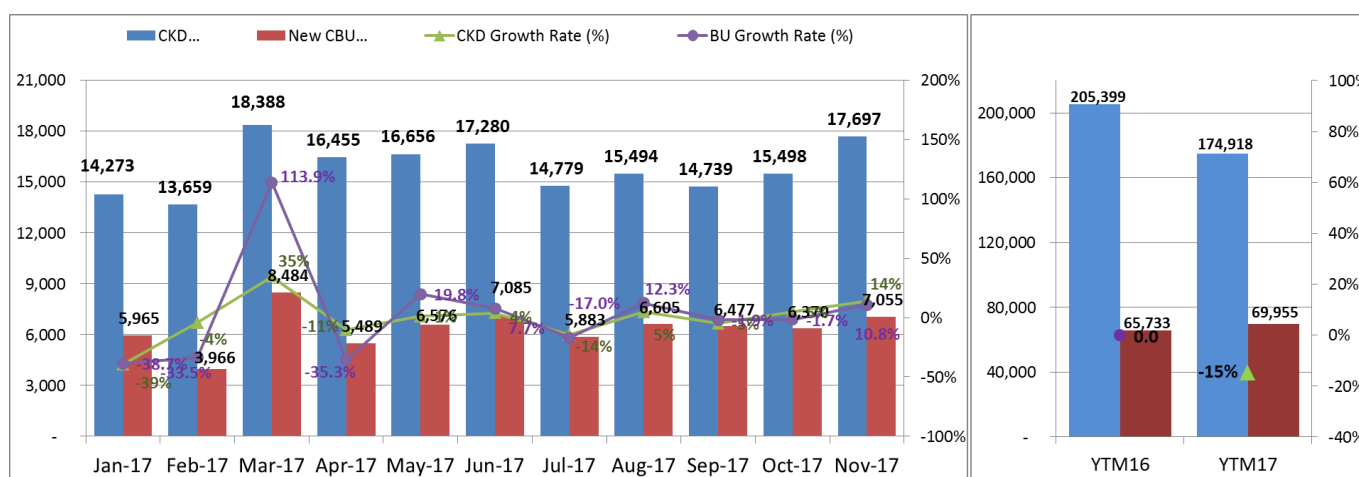
*: not including bus chassis

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

- Total Industry in FY November 2017 is down 10% versus last year.
- Passenger Car was down 12%; Commercial Vehicles was down 5% and Special-Purpose Vehicles was down 15% versus last year



- In November 2017, CKD was down 19% and CBU was up 9% versus last year.



Of which, VAMA only YTM November results:

	YTM 2017	YTM 2016	Difference
Total*	226,661	243,670	-7%
1. Passenger cars (PC)	133,139	140,917	-6%
2. Commercial vehicles (CV)	84,032	90,293	-7%
2.1 Trucks	72,593	76,728	-5%
2.2 Buses	11,439	13,565	-16%
3. Special-purpose vehicles	9,490	12,460	-24%
Bus chassis (khung xe buýt)	868	1,393	-38%

*: 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