



No. : 0408/2016/VAMA

Hanoi, 8<sup>th</sup> April 2016

Re: VAMA sales report – March 2016

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

## **SALES REPORT (MARCH 2016)**

**The March industry is at 24,802 units.  
The March 2016 volume is up 112% versus February 2016 and  
up 51% versus March 2015.**

Would you please find March 2016 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

### **1) March Total Industry results in details:**

- Total industry is at 24.802 units of which 13,246 units were Passenger Cars; 9,206 units were Commercial Vehicles and 2,350 units were Special-Purpose Vehicles.
- Passenger Cars were up 105% versus last month; Commercial Vehicles were up 100% and Special-Purpose Vehicles were up 249%.
- CKD volume was 19,995 units, up 116% versus last month and CBU was 4,807 units, up 94% versus last month.

### **Of which, March VAMA members' volume was as follows:**

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<sup>1</sup> “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 3/2016.

<sup>2</sup> Including Mercedes-Benz Vietnam and Lexus sale’s records.

No	Vehicle Type	Sales - March 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,672	864	2,320	6,856	9,922	2,317	6,083	18,322
2	Sport utility vehicles (SUV)	1,278	316	1,263	2,857	3,352	948	3,211	7,511
3	Cross-over cars	26	15	92	133	73	37	206	316
4	Multi-purpose vehicles (MPV)	507	107	902	1,516	1,146	285	2,033	3,464
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	241	62	134	437	697	184	370	1,251
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	119	31	124	274	340	82	369	791
9	Lexus's PC subtotal	64	-	74	138	255	-	253	508
10	Thaco Peugeot's PC subtotal	27	5	18	50	83	24	50	157
	<b>Subtotal</b>	<b>5,934</b>	<b>1,400</b>	<b>4,927</b>	<b>12,261</b>	<b>15,868</b>	<b>3,877</b>	<b>12,575</b>	<b>32,320</b>
	<b>In percentage (%)</b>	<b>48.40%</b>	<b>11.42%</b>	<b>40.18%</b>	<b>100.00%</b>	<b>49.10%</b>	<b>12.00%</b>	<b>38.91%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	948	288	728	1,964	2,774	722	1,912	5,408
12	Vans	140	26	41	207	302	58	93	453
13	Small trucks (G.V.M ≤ 5,000 Kg)	236	14	170	420	490	36	396	922
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,800	476	1,966	4,242	3,548	962	3,838	8,348
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	148	48	97	293	267	111	336	714
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	125	10	344	479	282	36	796	1,114
19	Mercedes-Benz's CV (FUSO) subtotal	31	12	70	113	45	20	123	188
	<b>Subtotal</b>	<b>3,428</b>	<b>874</b>	<b>3,416</b>	<b>7,718</b>	<b>7,708</b>	<b>1,945</b>	<b>7,394</b>	<b>17,147</b>
	<b>In percentage (%)</b>	<b>44.42%</b>	<b>11.32%</b>	<b>44.26%</b>	<b>100.00%</b>	<b>44.95%</b>	<b>11.34%</b>	<b>43.70%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	202	49	358	609	786	125	896	1,807
21	Medium buses / Coaches [(17-30) seats]	50	23	37	110	104	48	162	314
22	Large buses / Coaches [(31-55) seats]	240	37	161	438	744	131	482	1,357
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	144	144	-	-	414	414
	<b>Subtotal</b>	<b>492</b>	<b>109</b>	<b>556</b>	<b>1,157</b>	<b>1,634</b>	<b>304</b>	<b>1,540</b>	<b>3,478</b>
	<b>In percentage (%)</b>	<b>42.52%</b>	<b>9.42%</b>	<b>48.06%</b>	<b>100.00%</b>	<b>46.98%</b>	<b>8.74%</b>	<b>44.28%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	952	398	698	2,048	1,480	584	1,228	3,292
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	5	5	2	-	17	19
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	3	3
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	1	-	1	-	1	-	1
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
44	Vaccum tank truck (SPV)	-	-	2	2	-	-	3	3
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>952</b>	<b>399</b>	<b>705</b>	<b>2,056</b>	<b>1,482</b>	<b>585</b>	<b>1,232</b>	<b>3,319</b>
	<b>In percentage (%)</b>	<b>46.30%</b>	<b>19.41%</b>	<b>34.29%</b>	<b>100.00%</b>	<b>44.65%</b>	<b>17.63%</b>	<b>37.72%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>10806</b>	<b>2782</b>	<b>9604</b>	<b>23192</b>	<b>26692</b>	<b>6711</b>	<b>22861</b>	<b>56264</b>
	<b>In percentage (%)</b>	<b>46.59%</b>	<b>12.00%</b>	<b>41.41%</b>	<b>100.00%</b>	<b>47.44%</b>	<b>11.93%</b>	<b>40.63%</b>	<b>100.00%</b>

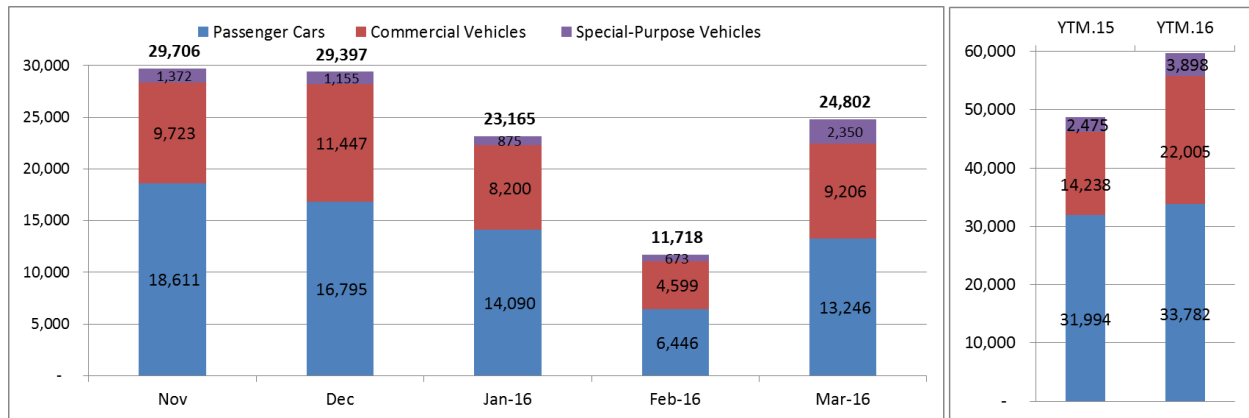
**VAMA volume compared to last month as follows:**

	Mar-16	Mar-15	Feb-16	Difference March-16vs March-15	Difference February-16 vs January-15
<b>Total*</b>	<b>23,192</b>	<b>15,206</b>	<b>11,168</b>	<b>53%</b>	<b>108%</b>
1. Passenger cars (PC)	12,261	8,488	6,384	44%	92%
2. Commercial vehicles (CV)	8,875	5,591	4,144	59%	114%
2.1 Trucks	7,718	4,706	3,193	64%	142%
2.2 Buses	1,157	885	951	31%	22%
3. Special-purpose vehicles	2,056	1,127	640	82%	221%
Bus chassis (khung xe buýt)	144	93	84	55%	71%

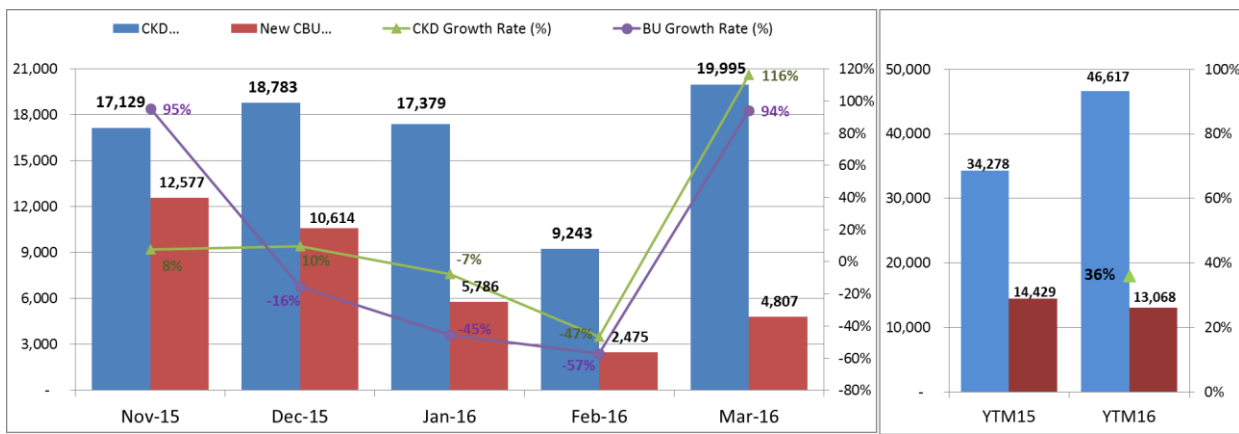
\*: not including bus chassis

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

- Total Industry in FY March 2016 is up 23% versus last year.
- Passenger Car was up 6%; Commercial Vehicles was up 55% and Special-Purpose Vehicles was up 57% versus last year



- In FY.2016, CKD was up 55% and CBU was up 36% versus last year.



**Of which, VAMA only YTM March results:**

	YTM 2016	YTM 2015	Difference
<b>Total*</b>	<b>56,264</b>	<b>40,836</b>	<b>38%</b>
1. Passenger cars (PC)	32,320	25,162	28%
2. Commercial vehicles (CV)	20,625	13,550	52%
2.1 Trucks	17,147	11,185	53%
2.2 Buses	3,478	2,365	47%
3. Special-purpose vehicles	3,319	2,124	56%
Bus chassis (khung xe buýt)	414	225	84%

**\*: 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](mailto:Adminofficer@vama.org.vn) – Tel: 04 6290 7427

**VAMA office**