



No.: 0611/2015/VAMA

Re: VAMA sales report – May 2015

Hanoi, 11th June 2015

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

SALES REPORT (MAY 2015)

**The May industry is at 17,921 units.
The May 2015 volume is down 1% versus April 2015 and
up 47.69% versus May 2014.**

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

1) May Total Industry results in details:

- Total industry is at 17,921 units of which 8,946 units were Passenger Cars; 7,796 units were Commercial Vehicles and 1,179 units were Special-Purpose Vehicles.
- Passenger Cars were down 5.1% versus last month; Commercial Vehicles were up 5% and Special-Purpose Vehicles were down 10%.
- CKD volume was 14,032 units, up 0.4% versus last month and CBU was 3,889 units, down 7% versus last month.

Of which, May 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 5/2015.

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

No	Vehicle Type	North	Central	South	Total
I	Passenger cars (PC)				
1	Sedans	2,465	636	1,728	4,829
2	Sport utility vehicles (SUV)	1,016	276	938	2,230
3	Cross-over cars	23	4	38	65
4	Multi-purpose vehicles (MPV)	249	55	535	839
5	Convertible cars	-	-	-	-
6	Hatchback	69	10	31	110
7	Others (please specify)	-	-	-	-
8	Mercedes-Benz's PC subtotal	143	36	93	272
9	Lexus's PC subtotal	64	-	50	114
10	Thaco Peugeot's PC subtotal	24	8	12	44
	Subtotal	4,053	1,025	3,425	8,503
	In percentage (%)	47.67%	12.05%	40.28%	100.00%
II	Commercial vehicles (CV)				
	Trucks				
11	Pick-ups	816	196	484	1,496
12	Vans	111	21	70	202
13	Small trucks (G.V.M ≤ 5,000 Kg)	179	36	156	371
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,532	378	1,461	3,371
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	54	45	220	319
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	145	44	283	472
19	Mercedes-Benz's CV (FUSO) subtotal	10	6	32	48
	Subtotal	2,847	726	2,706	6,279
	In percentage (%)	45.34%	11.56%	43.10%	100.00%
	Buses				
20	Minibuses [(10-16) seats]	185	44	267	496
21	Medium buses / Coaches [(17-30) seats]	96	24	158	278
22	Large buses / Coaches [(31-55) seats]	188	41	88	317
23	Sleeping buses	-	-	-	-
24	City buses of all lengths	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	113	113
	Subtotal	469	109	513	1,091
	In percentage (%)	42.99%	9.99%	47.02%	100.00%
III	Special-Purpose Vehicles				
27	Dump trucks	418	277	367	1,062
28	Concrete mixer trucks	-	-	-	-
29	Tractor trucks	-	-	8	8
30	Tanker trucks	-	-	-	-
31	Refrigerator trucks	-	-	-	-
32	Ambulance	-	-	-	-
33	Fire-fighting trucks	-	-	-	-
34	Garbages	-	-	1	1
35	Sprinklers (road cleaning trucks)	-	-	-	-
36	Crane trucks	-	-	2	2
37	X-Ray medical vehicles	-	-	-	-
38	Truck-mounted concrete pumps	-	-	-	-
39	Car transport (carrying) truck	-	-	-	-
40	Hooklift	-	-	-	-
41	Prisoner transport truck	-	-	-	-
42	Sewage suction truck (SPV)	-	-	-	-
43	Vacuum tank truck (SPV)	-	-	-	-
44	Stage truck (SPV)	-	-	-	-
	Subtotal	418	277	378	1,073
	In percentage (%)	38.96%	25.82%	35.23%	100.00%
	Grand-total	7787	2137	7022	16946
	In percentage (%)	45.95%	12.61%	41.44%	100.00%

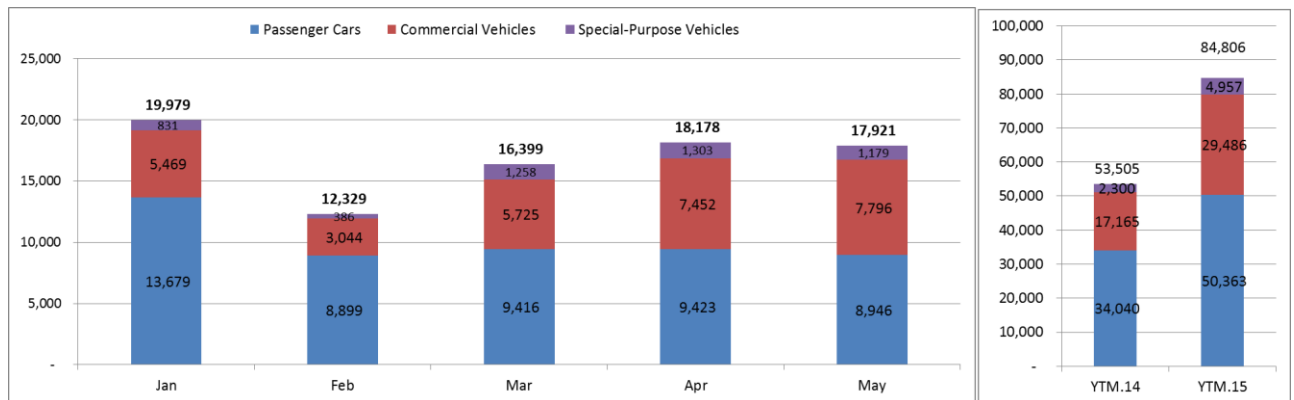
VAMA volume compared to last month & last year as follows:

	May-15	May-14	Apr-15	Difference May-15vs May-14	Difference May-15 vs Apr-15
Total*	16,946	12,071	16,643	40%	2%
1. Passenger cars (PC)	8,503	7,119	8,573	19%	-1%
2. Commercial vehicles (CV)	7,370	4,452	6,876	66%	7%
3. Special-purpose vehicles	1,073	500	1,194	115%	-10%
Bus chassis	113	72	122	57%	-7%

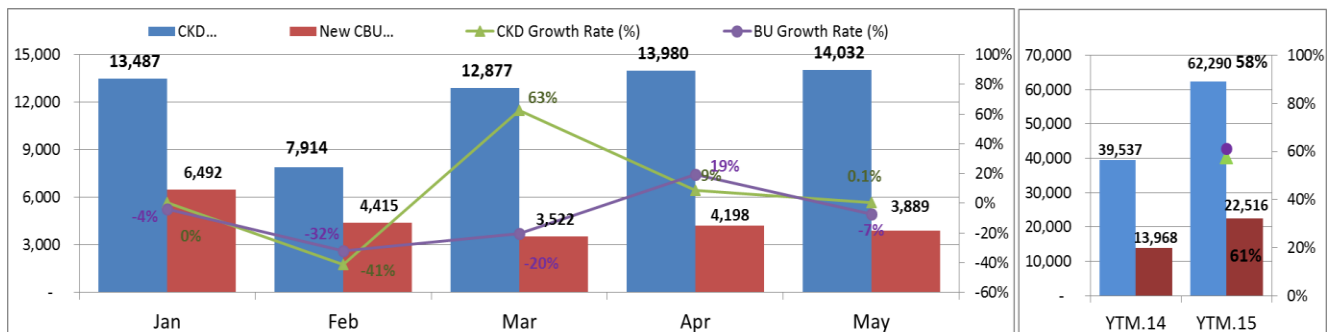
***: not including bus chassis**

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

- Total Industry in FY May 2015 is up 59% versus last year.
- Passenger Car was up 48%; Commercial Vehicles was up 72% and Special-Purpose Vehicles was up 116% versus last year



- In FY.2015, CKD was up 58% and CBU was up 61% versus last year.



Of which, VAMA only YTM May results:

		YTM 2015	YTM 2014	Difference
Total*		74,428	43,671	70%
1. Passenger cars (PC)		42,239	26,815	58%
2. Commercial vehicles (CV)		27,798	14,556	91%
3. Special-purpose vehicles		4,391	2,300	91%
Bus chassis		460	300	53%

***: 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