



No.: 0609/2016/VAMA

Hanoi, 9th June 2016

Re: VAMA sales report – May 2016

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

SALES REPORT (MAY 2016)

**The April industry is at 26,028 units.
The May 2016 volume is up 1% versus April 2016 and
up 45% versus May 2015.**

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

1) May Total Industry results in details:

- Total industry is at 26,028 units of which 14,039 units were Passenger Cars; 10,312 units were Commercial Vehicles and 1,677 units were Special-Purpose Vehicles.
- Passenger Cars were up 2.2% versus last month; Commercial Vehicles were up 6.7% and Special-Purpose Vehicles were down 27%.
- CKD volume was 19,117 units, down 2% versus last month and CBU was 6,911 units, up 11% 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 5/2016.

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

No	Vehicle Type	Sales - May 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,885	830	2,349	6,064	15,804	3,943	10,562	30,309
2	Sport utility vehicles (SUV)	1,471	419	1,471	3,361	6,419	1,778	6,098	14,295
3	Cross-over cars	38	21	85	144	164	76	399	639
4	Multi-purpose vehicles (MPV)	349	78	706	1,133	2,118	496	3,705	6,319
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	186	54	162	402	1,079	297	692	2,068
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	187	37	153	377	593	133	601	1,327
9	Lexus's PC subtotal	147	-	122	269	486	-	443	929
10	Thaco Peugeot's PC subtotal	30	2	20	52	144	37	91	272
	Subtotal	5,293	1,441	5,068	11,802	26,807	6,700	22,591	56,158
	In percentage (%)	44.85%	12.21%	42.94%	100.00%	47.73%	12.04%	40.23%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	779	307	709	1,795	4,450	1,271	3,376	9,097
12	Vans	143	19	49	211	578	85	175	838
13	Small trucks (G.V.M ≤ 5,000 Kg)	220	15	184	419	934	60	781	1,775
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	2,106	430	1,917	4,453	7,543	1,880	7,338	16,761
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	209	75	362	646	642	272	992	1,906
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	142	16	215	373	530	58	1,248	1,836
19	Mercedes-Benz's CV (FUSO) subtotal	47	23	80	150	154	50	281	485
	Subtotal	3,446	885	3,514	8,047	14,831	3,076	14,191	32,098
	In percentage (%)	45.31%	11.00%	43.69%	100.00%	45.36%	11.24%	43.40%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	260	53	367	680	1,326	238	1,632	3,196
21	Medium buses / Coaches [(17-30) seats]	37	28	16	81	187	99	218	504
22	Large buses / Coaches [(31-55) seats]	287	43	206	536	1,294	240	875	2,409
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	108	108	-	-	654	654
	Subtotal	584	124	589	1,297	2,807	577	2,725	6,109
	In percentage (%)	45.03%	9.56%	45.41%	100.00%	45.95%	9.45%	44.61%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	606	230	555	1,391	2,973	1,220	2,593	6,786
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	3	-	10	13	5	-	28	33
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	3	3	-	-	8	8
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	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
44	Vaccum tank truck (SPV)	-	-	-	-	-	-	4	4
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	609	230	568	1,407	2,978	1,221	2,636	6,335
	In percentage (%)	43.28%	16.35%	40.37%	100.00%	43.57%	17.86%	38.57%	100.00%
	Grand-total	10132	2680	9741	22553	47423	12234	42143	101800
	In percentage (%)	44.93%	11.88%	43.19%	100.00%	46.58%	12.02%	41.40%	100.00%

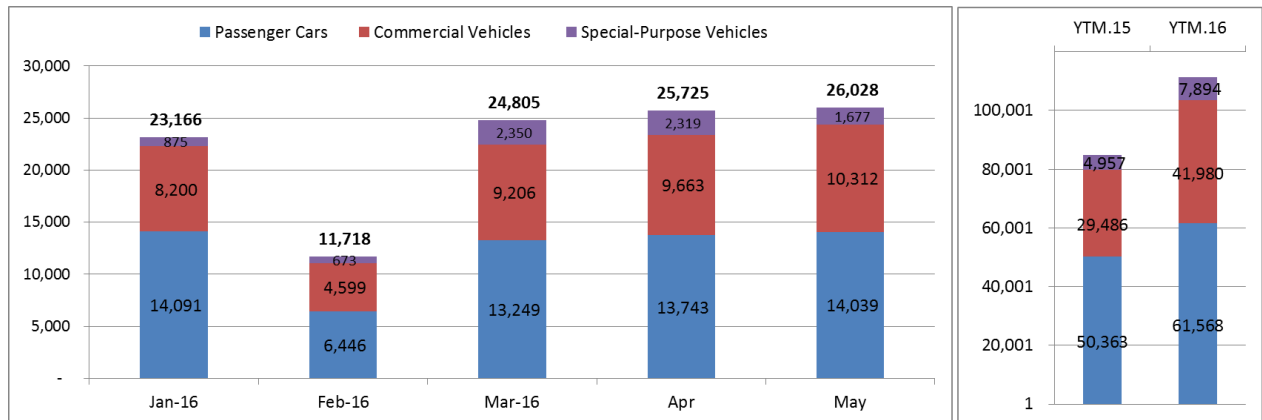
VAMA volume compared to last month as follows:

	May-16	May-15	Apr-16	Difference May-16 vs May-15	Difference May-16 vs April-16
Total*	22,553	16,946	22,979	33%	-2%
1. Passenger cars (PC)	11,802	8,503	12,032	39%	-2%
2. Commercial vehicles (CV)	9,344	7,370	8,838	27%	6%
2.1 Trucks	8,047	6,279	7,504	28%	7%
2.2 Buses	1,297	1,091	1,334	19%	-3%
3. Special-purpose vehicles	1,407	1,073	2,109	31%	-33%
Bus chassis (khung xe buýt)	0	113	132	-100%	-100%

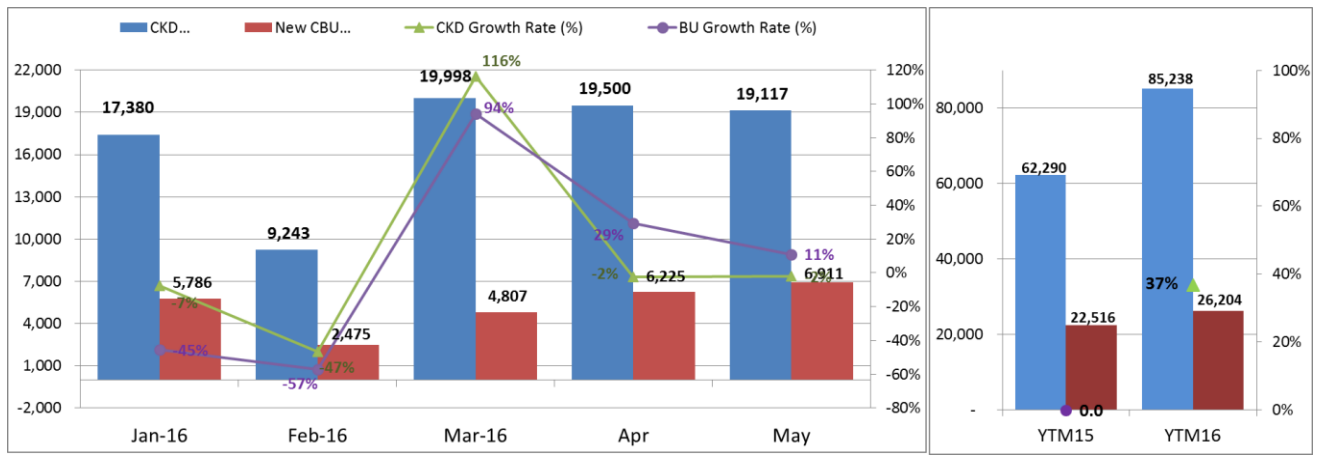
*: not including bus chassis

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

- Total Industry in FY May 2016 is up 31% versus last year.
- Passenger Car was up 22%; Commercial Vehicles was up 42% and Special-Purpose Vehicles was up 59% versus last year



- In FY.2016, CKD was up 37% and CBU was up 16% versus last year.



Of which, VAMA only YTM May results:

	YTM 2016	YTM 2015	Difference
Total*	101,800	74,425	37%
1. Passenger cars (PC)	56,158	42,238	33%
2. Commercial vehicles (CV)	38,807	27,796	40%
2.1 Trucks	32,698	23,302	40%
2.2 Buses	6,109	4,494	36%
3. Special-purpose vehicles	6,835	4,391	56%
Bus chassis (khung xe buýt)	654	460	42%

***: 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