



No.: 0709/2015/VAMA

Re: VAMA sales report – June 2015

Hanoi, 9th July 2015

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

SALES REPORT (JUNE 2015)

**The June industry is at 18,686 units.
The June 2015 volume is up 4% versus May 2015 and
up 57% versus June 2014.**

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

1) June Total Industry results in details:

- Total industry is at 18,686 units of which 9,769 units were Passenger Cars; 7,834 units were Commercial Vehicles and 1,083 units were Special-Purpose Vehicles.
- Passenger Cars were up 9.2% versus last month; Commercial Vehicles were up 0.5% and Special-Purpose Vehicles were down 8.1%.
- CKD volume was 14,448 units, up 3% versus last month and CBU was 4,238 units, up 9% versus last month.

Of which, June 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 6/2015.

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

Vehicle Type	North	Central	South	Total		North	Central	South	Total
Passenger cars (PC)									
Sedans	2,604	757	1,838	5,199		15,307	4,236	9,805	29,348
Sport utility vehicles (SUV)	1,070	254	1,017	2,341		6,324	1,656	5,595	13,575
Cross-over cars	21	9	27	57		127	26	180	333
Multi-purpose vehicles (MPV)	264	52	612	928		1,511	342	3,141	4,994
Convertible cars	-	-	-	-		-	-	-	-
Hatchback	62	12	45	119		434	68	260	762
Others (please specify)	-	-	-	-		-	-	-	-
Mercedes-Benz's PC subtotal	140	37	139	316		700	178	644	1,522
Lexus's PC subtotal	54	-	50	104		329	-	258	587
Thaco Peugeot's PC subtotal	20	9	16	45		115	44	68	227
Subtotal	4,235	1,130	3,744	9,109		24,847	6,550	19,951	51,348
In percentage (%)	46.49%	12.41%	41.10%	100.00%		48.39%	12.76%	38.85%	100.00%
Commercial vehicles (CV)									
Trucks									
Pick-ups	666	190	407	1,263		3,739	931	2,148	6,818
Vans	78	21	57	156		554	117	268	939
Small trucks (G.V.M ≤ 5,000 Kg)	130	25	168	323		798	151	753	1,702
Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,738	388	1,451	3,577		7,122	2,007	6,639	15,768
Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	47	18	105	170		375	158	858	1,391
Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-		-	-	-	-
Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-		-	-	-	-
Other Trucks	169	17	403	589		698	134	1,759	2,591
Mercedes-Benz's CV (FUSO) subtotal	16	10	43	69		47	26	169	242
Subtotal	2,844	669	2,634	6,147		13,333	3,524	12,894	29,451
In percentage (%)	46.27%	10.88%	42.85%	100.00%		45.27%	11.97%	42.76%	100.00%
Buses									
Minibuses [(10-16) seats]	209	49	250	508		1,127	226	1,328	2,681
Medium buses / Coaches [(17-30) seats]	96	22	129	247		663	141	777	1,581
Large buses / Coaches [(31-55) seats]	147	33	119	299		648	188	450	1,286
Sleeping buses	-	-	-	-		-	-	-	-
City buses of all lengths	-	-	-	-		-	-	-	-
Bus rapid transit (BRT)	-	-	-	-		-	-	-	-
Bus chassis (incompletely-built vehicles)	-	-	137	137		-	-	597	597
Subtotal	452	104	498	1,054		2,438	555	2,555	5,548
In percentage (%)	42.88%	9.87%	47.25%	100.00%		43.94%	10.00%	46.05%	100.00%
Special-Purpose Vehicles									
Dump trucks	365	238	355	958		2,080	1,276	1,975	5,331
Concrete mixer trucks	-	-	-	-		-	-	-	-
Tractor trucks	4	-	8	12		4	-	17	21
Tanker trucks	-	-	-	-		-	-	-	-
Refrigerator trucks	-	-	-	-		-	-	-	-
Ambulance	-	-	-	-		-	1	-	1
Fire-fighting trucks	-	-	-	-		-	-	-	-
Garbages	-	1	2	3		-	1	6	7
Sprinklers (road cleaning trucks)	-	-	-	-		-	-	-	-
Crane trucks	-	-	-	-		-	-	2	2
X-Ray medical vehicles	-	-	-	-		-	-	-	-
Truck-mounted concret pumps	-	-	-	-		-	-	-	-
Car transport (carrying) truck	-	-	-	-		-	-	-	-
Hooklift	-	-	-	-		-	-	-	-
Prisoner transport truck	-	-	-	-		-	-	-	-
Sewage suction truck (SPV)	-	-	-	-		-	-	-	-
Vaccum tank truck (SPV)	-	-	-	-		-	-	2	2
Stage truck (SPV)	-	-	-	-		-	-	-	-
Subtotal	369	239	365	973		2,084	1,278	2,002	5,364
In percentage (%)	37.92%	24.56%	37.51%	100.00%		38.85%	23.83%	37.32%	100.00%
Grand-total	7900	2142	7241	17283		42702	11907	37102	91711
In percentage (%)	45.71%	12.39%	41.90%	100.00%		46.56%	12.98%	40.46%	100.00%

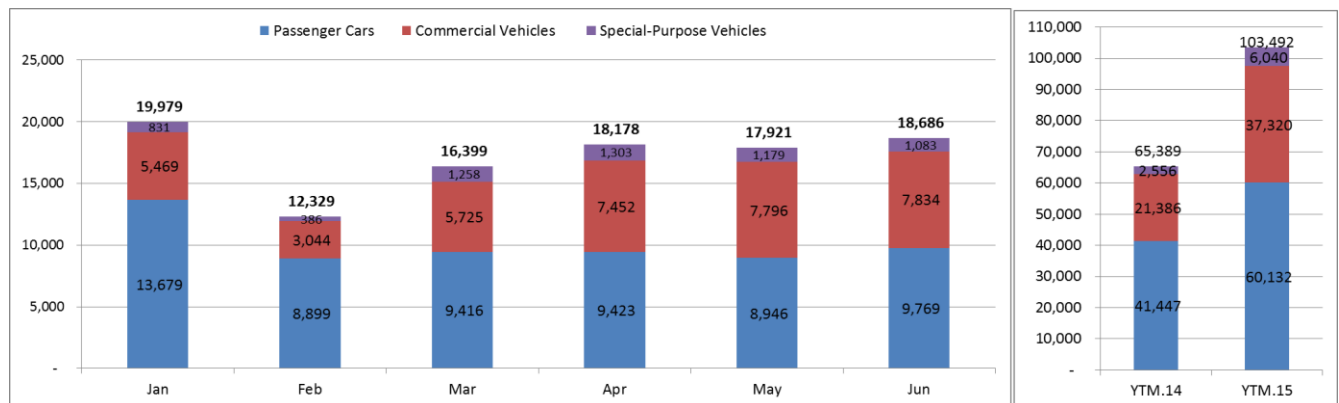
VAMA volume compared to last month as follows:

	Jun-15	May-15	Difference June-15 vs May-15
Total*	17,283	16,946	2%
1. Passenger cars (PC)	9,109	8,503	7%
2. Commercial vehicles (CV)	7,201	7,370	-2%
2.1 Trucks	6,147	6,279	-2%
2.2 Buses	1,054	1,091	-3%
3. Special-purpose vehicles	973	1,073	-9%
Bus chassis (khung xe buýt)	137	113	21%

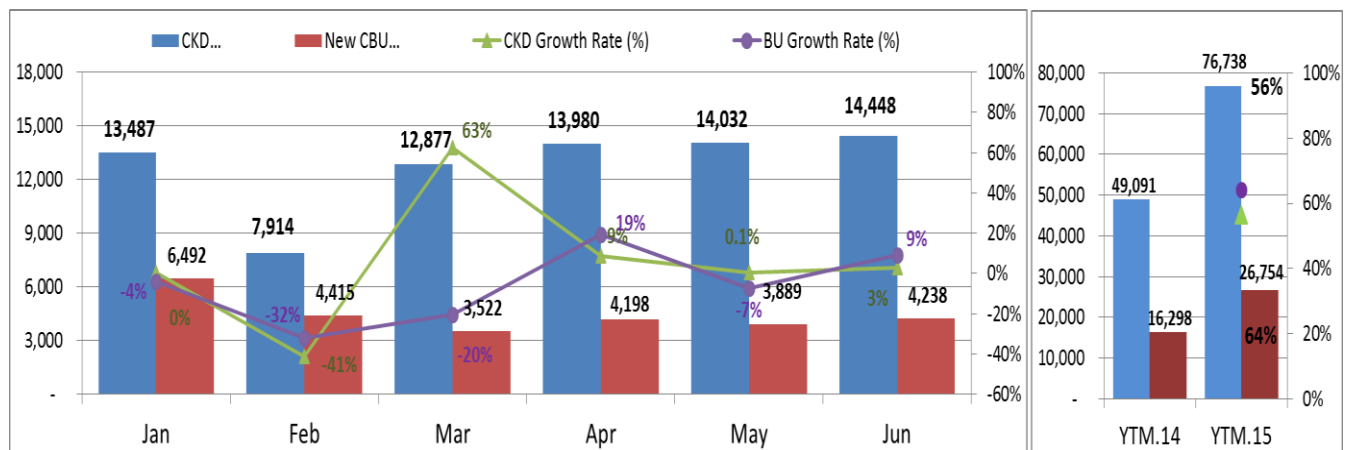
*: not including bus chassis

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

- Total Industry in FY June 2015 is up 58% versus last year.
- Passenger Car was up 45%; Commercial Vehicles was up 75% and Special-Purpose Vehicles was up 136% versus last year



- In FY.2015, CKD was up 56% and CBU was up 64% versus last year.



Of which, VAMA only YTM May results:

	YTM 2015
Total*	91,711
1. Passenger cars (PC)	51,348
2. Commercial vehicles (CV)	34,999
2.1 Trucks	29,451
2.2 Buses	5,548
3. Special-purpose vehicles	5,364
Bus chassis (khung xe buýt)	597

***: 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