



No.: 0708/2016/VAMA

Hanoi, 8th July 2016

Re: VAMA sales report – June 2016

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

SALES REPORT (JUNE 2016)

**The June industry is at 24,421 units.
The June 2016 volume is down 6% versus May 2016 and
up 31% versus June 2015.**

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

1) June Total Industry results in details:

- Total industry is at 24,421 units of which 12,916 units were Passenger Cars; 10,325 units were Commercial Vehicles and 1,180 units were Special-Purpose Vehicles.
- Passenger Cars were down 8% versus last month; Commercial Vehicles were up 0.1% and Special-Purpose Vehicles were down 30%.
- CKD volume was 18,014 units, down 6% versus last month and CBU was 6,407 units, down 7% 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 6/2016.

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

No	Vehicle Type	Sales - Jun 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,524	657	2,076	5,257	18,328	4,600	12,638	35,566
2	Sport utility vehicles (SUV)	1,562	357	1,541	3,460	7,987	2,135	7,639	17,761
3	Cross-over cars	47	21	128	196	211	97	527	835
4	Multi-purpose vehicles (MPV)	319	43	556	918	2,437	539	4,261	7,237
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	140	41	118	299	1,219	338	810	2,367
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	237	47	218	502	830	180	819	1,829
9	Lexus's PC subtotal	168	-	74	242	654	-	517	1,171
10	Thaco Peugeot's PC subtotal	34	15	38	87	178	52	129	359
	Subtotal	5,031	1,181	4,749	10,961	31,844	7,941	27,340	67,125
	In percentage (%)	45.90%	10.77%	43.33%	100.00%	47.44%	11.83%	40.73%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,178	366	927	2,471	5,622	1,637	4,303	11,562
12	Vans	158	31	60	249	736	116	235	1,087
13	Small trucks (G.V.M ≤ 5,000 Kg)	176	6	250	432	1,110	66	1,031	2,207
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,960	496	2,072	4,528	9,503	2,376	9,410	21,289
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	133	34	365	532	775	306	1,357	2,438
16	Heavy-duty trucks (24,000 Kg < G.V.M < 40,000 Kg)	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 40,000 Kg)	-	-	-	-	-	-	-	-
18	Other Trucks	98	28	238	364	628	86	1,486	2,200
19	Mercedes-Benz's CV (FUSO) subtotal	41	9	103	153	195	59	384	638
	Subtotal	3,744	970	4,015	8,729	18,569	4,646	18,206	41,421
	In percentage (%)	42.89%	11.11%	46.00%	100.00%	44.83%	11.22%	43.95%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	124	34	230	388	1,450	272	1,862	3,584
21	Medium buses / Coaches [(17-30) seats]	42	34	31	107	229	133	249	611
22	Large buses / Coaches [(31-55) seats]	275	61	204	540	1,569	301	1,079	2,949
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicle)	-	-	96	96	-	-	750	750
	Subtotal	441	129	465	1,035	3,248	706	3,190	7,144
	In percentage (%)	42.61%	12.46%	44.93%	100.00%	45.46%	9.88%	44.65%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	509	178	442	1,129	3,482	1,398	3,035	7,915
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	4	4	5	-	32	37
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	10	10
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	-	-	1	1	-	-	1	1
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
44	Vaccum tank truck (SPV)	-	-	-	-	-	-	4	4
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	509	178	449	1,136	3,487	1,399	3,085	7,971
	In percentage (%)	44.81%	15.67%	39.52%	100.00%	43.75%	17.55%	38.70%	100.00%
	Grand-total	9725	2458	9678	21861	57148	14692	51821	123661
	In percentage (%)	44.49%	11.24%	44.27%	100.00%	46.21%	11.88%	41.91%	100.00%

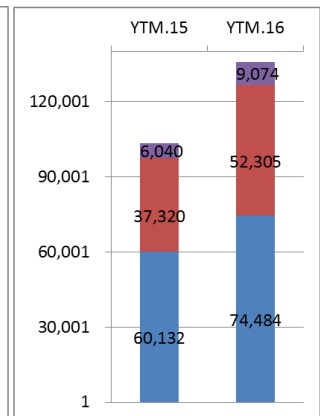
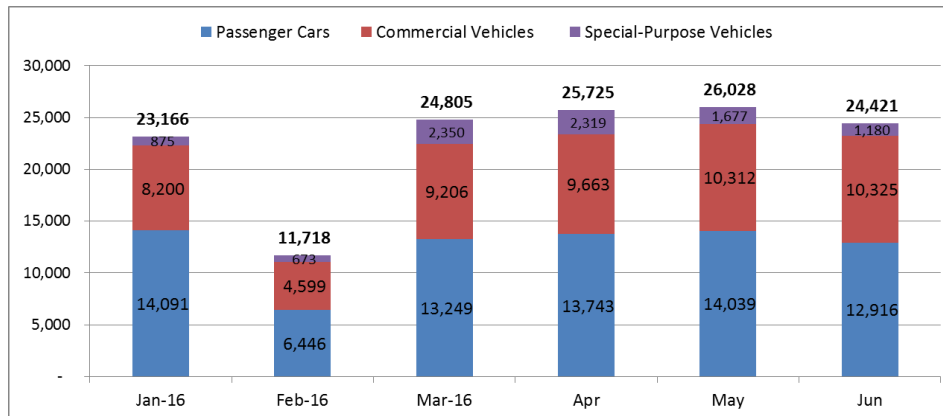
VAMA volume compared to last month as follows:

	Jun-16	Jun-15	May-16	Difference June-16 vs June-15	Difference June-16 vs May-16
Total*	21,861	17,283	22,553	26%	-3%
1. Passenger cars (PC)	10,961	9,109	11,804	20%	-7%
2. Commercial vehicles (CV)	9,764	7,201	9,342	36%	5%
2.1 Trucks	8,729	6,147	8,045	42%	9%
2.2 Buses	1,035	1,054	1,297	-2%	-20%
3. Special-purpose vehicles	1,136	973	1,407	17%	-19%
Bus chassis (khung xe buýt)	0	137	108	-100%	-100%

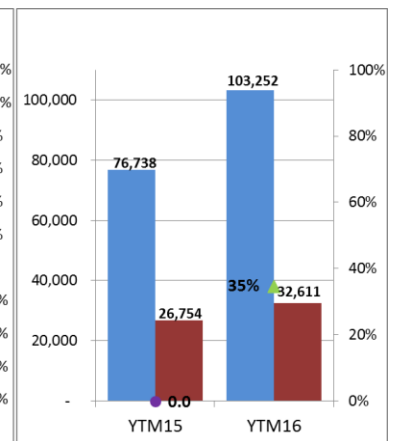
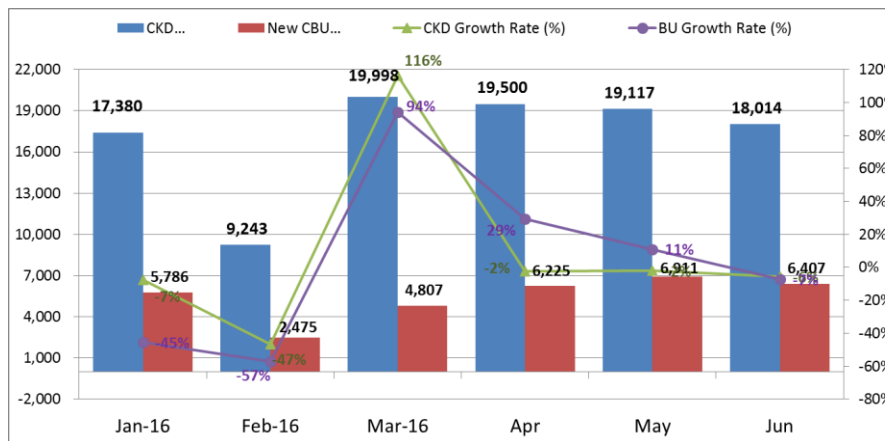
*: not including bus chassis

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

- Total Industry in FY June 2016 is up 31% versus last year.
- Passenger Car was up 24%; Commercial Vehicles was up 40% and Special-Purpose Vehicles was up 50% versus last year



- In FY.2016, CKD was up 35% and CBU was up 22% versus last year.



Of which, VAMA only YTM June results:

	YTM 2016	YTM 2015	Difference
Total*	123,661	91,708	35%
1. Passenger cars (PC)	67,125	51,347	31%
2. Commercial vehicles (CV)	48,565	34,997	39%
2.1 Trucks	41,421	29,449	41%
2.2 Buses	7,144	5,548	29%
3. Special-purpose vehicles	7,971	5,364	49%
Bus chassis (khung xe buýt)	750	597	26%

***: 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