



No.: 070700/2017/VAMA

Hanoi, July 07<sup>th</sup>, 2017

Re: VAMA sales report – June 2017

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

## **SALES REPORT (JUNE 2017)**

**The June industry is at 24.365 units.  
The June 2017 volume is up 5% versus May 2017 and  
down 0.2% versus June 2016.**

Would you please find June 2017 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

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

- Total industry is at 24.365 units of which 14.179 units were Passenger Cars; 9.137 units were Commercial Vehicles and 1.049 units were Special-Purpose Vehicles.
- Passenger Cars were up 10% versus last month; Commercial Vehicles were up 1.5% and Special-Purpose Vehicles were down 20%.
- CKD volume was 17.280 units, up 4% versus last month and CBU was 7.085 units, up 8% versus last month.

**Of which, June 2017 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 6/2017.

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

No	Vehicle Type	Sales - Jun 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	2,936	847	2,906	6,689	16,137	4,693	14,953	35,783
2	Sport utility vehicles (SUV)	1,067	375	1,657	3,099	6,618	2,245	8,394	17,257
3	Cross-over cars	379	71	274	724	2,029	384	1,301	3,714
4	Multi-purpose vehicles (MPV)	304	111	1,187	1,602	1,719	532	5,777	8,028
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	553	58	353	964	3,578	393	2,166	6,137
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	249	63	230	542	1,307	338	1,253	2,898
9	Lexus's PC subtotal	49	-	50	99	241	-	239	480
10	Thaco Peugeot's PC subtotal	4	3	10	17	53	19	69	141
	<b>Subtotal</b>	<b>5,841</b>	<b>1,528</b>	<b>8,687</b>	<b>13,796</b>	<b>31,682</b>	<b>8,694</b>	<b>34,151</b>	<b>74,438</b>
	<b>In percentage (%)</b>	<b>40.34%</b>	<b>11.12%</b>	<b>48.54%</b>	<b>100.00%</b>	<b>42.56%</b>	<b>11.56%</b>	<b>45.88%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,016	329	889	2,234	5,478	1,805	4,223	11,506
12	Vans	168	20	81	269	590	86	204	880
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,004	195	1,113	2,312	5,990	1,105	5,894	12,989
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	699	258	833	1,790	3,853	1,429	4,224	9,506
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	140	7	51	198	846	52	345	1,243
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	89	28	239	356	504	165	1,038	1,707
19	Mercedes-Benz's CV (FUSO) subtotal	28	6	71	105	90	47	340	477
	<b>Subtotal</b>	<b>1,144</b>	<b>481</b>	<b>3,277</b>	<b>5,344</b>	<b>17,381</b>	<b>4,288</b>	<b>18,288</b>	<b>28,389</b>
	<b>In percentage (%)</b>	<b>43.28%</b>	<b>11.61%</b>	<b>45.11%</b>	<b>100.00%</b>	<b>45.29%</b>	<b>12.24%</b>	<b>42.47%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	213	45	221	479	1,357	254	1,551	3,162
21	Medium buses / Coaches [(17-30) seats]	26	12	35	73	149	50	206	405
22	Large buses / Coaches [(31-55) seats]	246	32	168	446	1,299	226	1,087	2,612
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	2	123	125	-	9	415	424
	<b>Subtotal</b>	<b>487</b>	<b>89</b>	<b>534</b>	<b>998</b>	<b>3,805</b>	<b>338</b>	<b>2,944</b>	<b>6,178</b>
	<b>In percentage (%)</b>	<b>48.60%</b>	<b>8.92%</b>	<b>42.48%</b>	<b>100.00%</b>	<b>45.40%</b>	<b>8.58%</b>	<b>46.03%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	252	125	362	739	2,478	1,031	2,993	6,502
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	2	-	9	11	5	6	23	34
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	1	-	-	1	1	-	-	1
34	Garbages	-	-	-	-	-	1	17	18
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	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Stage truck (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>254</b>	<b>125</b>	<b>372</b>	<b>752</b>	<b>2,484</b>	<b>1,039</b>	<b>3,019</b>	<b>6,582</b>
	<b>In percentage (%)</b>	<b>33.91%</b>	<b>16.62%</b>	<b>49.47%</b>	<b>100.00%</b>	<b>37.85%</b>	<b>15.83%</b>	<b>46.31%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>9425</b>	<b>2585</b>	<b>10740</b>	<b>22750</b>	<b>54322</b>	<b>14862</b>	<b>56303</b>	<b>125487</b>
	<b>In percentage (%)</b>	<b>41.43%</b>	<b>11.36%</b>	<b>47.21%</b>	<b>100.00%</b>	<b>43.29%</b>	<b>11.84%</b>	<b>44.87%</b>	<b>100.00%</b>

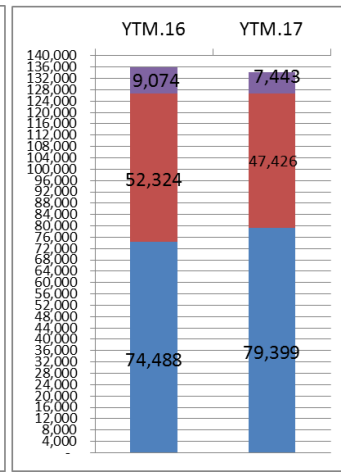
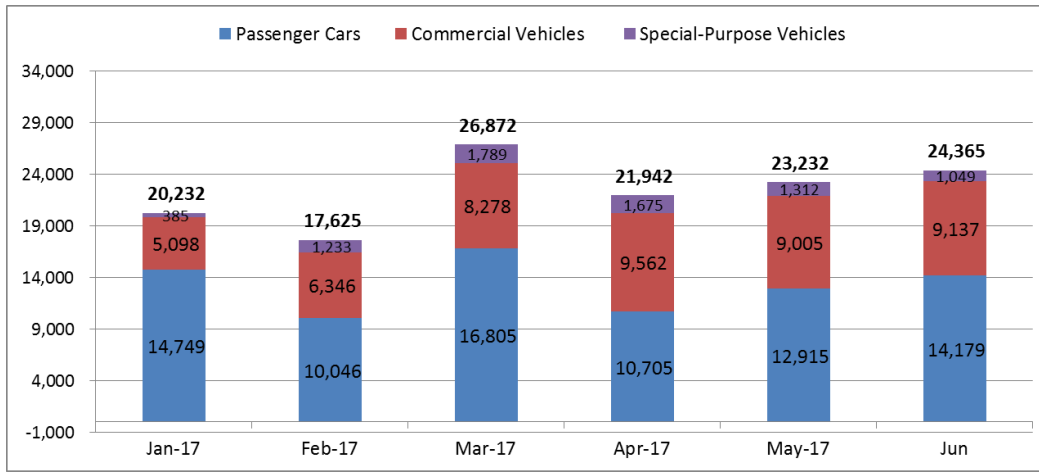
### VAMA volume compared to last month as follows:

	Jun-17	Jun-16	May-17	Difference June-17 vs June-16	Difference June-17 vs May-17
<b>Total*</b>	<b>22,750</b>	<b>21,861</b>	<b>21,829</b>	<b>4%</b>	<b>4%</b>
1. Passenger cars (PC)	13,736	10,961	12,441	25%	10%
2. Commercial vehicles (CV)	8,262	9,764	8,332	-15%	-1%
2.1 Trucks	7,264	8,729	7,169	-17%	1%
2.2 Buses	998	1,035	1,163	-4%	-14%
3. Special-purpose vehicles	752	1,136	1,056	-34%	-29%
Bus chassis (khung xe buýt)	125	96	102	30%	23%

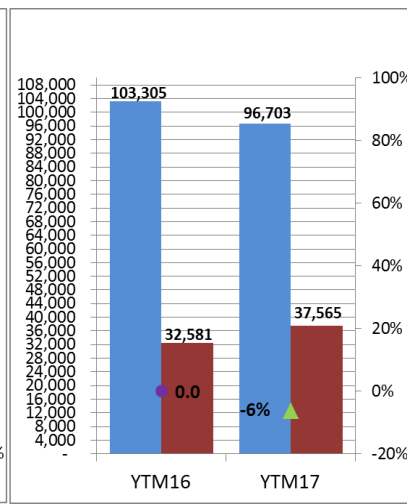
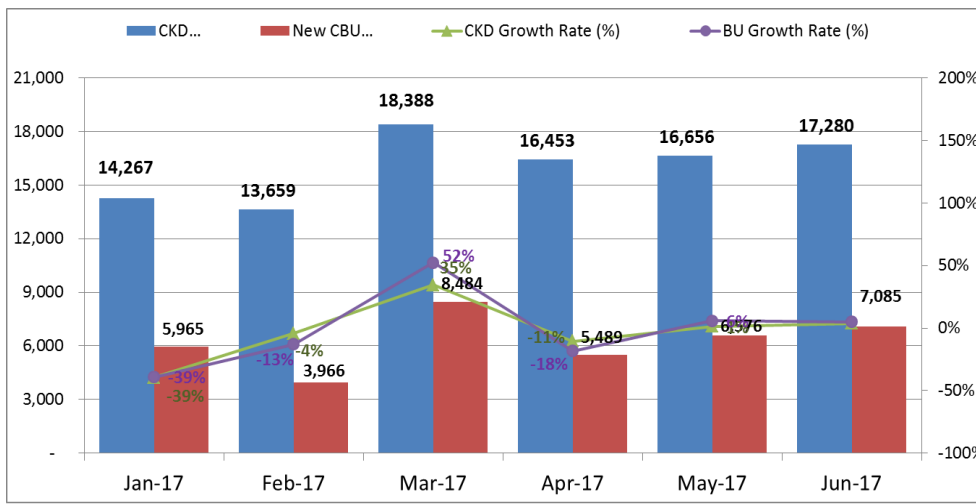
\*: not including bus chassis

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

- Total Industry in FY June 2017 is down 1% versus last year.
- Passenger Car was up 7%; Commercial Vehicles was down 9% and Special-Purpose Vehicles was down 18% versus last year



- In June 2017, CKD was down 6% and CBU was up 15% versus last year.



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

	YTM 2017	YTM 2016	Difference
<b>Total*</b>	<b>125,487</b>	<b>123,660</b>	<b>1%</b>
1. Passenger cars (PC)	74,438	67,126	11%
2. Commercial vehicles (CV)	44,487	48,630	-9%
2.1 Trucks	38,308	41,486	-8%
2.2 Buses	6,179	7,144	-14%
3. Special-purpose vehicles	6,562	7,904	-17%
Bus chassis (khung xe buýt)	424	750	-43%

\*: 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**