



No.: 0806/2015/VAMA

Hanoi, 6<sup>th</sup> August

2015

Re: VAMA sales report – July 2015

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

## **SALES REPORT (JULY 2015)**

**The July industry is at 20,349 units.  
The July 2015 volume is up 9% versus June 2015 and  
up 61% versus July 2014.**

Would you please find July 2015 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

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

- Total industry is at 20,349 units of which 11,647 units were Passenger Cars; 7,862 units were Commercial Vehicles and 840 units were Special-Purpose Vehicles.
- Passenger Cars were up 19.2% versus last month; Commercial Vehicles were up 0.4% and Special-Purpose Vehicles were down 22.4%.
- CKD volume was 15,013 units, up 4% versus last month and CBU was 5,336 units, up 26% versus last month.

### **Of which, July 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 7/2015.

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

No	Vehicle Type	North	Central	South	Total	North	Central	South	Total
<b>I Passenger cars (PC)</b>									
1	Sedans	2,933	771	1,861	5,565	18,240	5,007	11,666	34,913
2	Sport utility vehicles (SUV)	1,145	252	987	2,384	7,469	1,908	6,582	15,959
3	Cross-over cars	18	9	44	71	145	35	224	404
4	Multi-purpose vehicles (MPV)	392	73	618	1,083	1,903	415	3,759	6,077
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	166	56	155	377	600	124	415	1,139
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	152	35	146	333	852	213	790	1,855
9	Lexus's PC subtotal	45	-	43	88	374	-	301	675
10	Thaco Peugeot's PC subtotal	16	3	13	32	131	47	81	259
	<b>Subtotal</b>	<b>4,367</b>	<b>1,199</b>	<b>3,867</b>	<b>9,333</b>	<b>29,714</b>	<b>7,749</b>	<b>23,318</b>	<b>61,281</b>
	<b>In percentage (%)</b>	<b>49.00%</b>	<b>12.07%</b>	<b>38.93%</b>	<b>100.00%</b>	<b>48.49%</b>	<b>12.65%</b>	<b>38.87%</b>	<b>100.00%</b>
<b>II Commercial vehicles (CV)</b>									
<b>Trucks</b>									
11	Pick-ups	591	124	302	1,017	4,330	1,055	2,450	7,835
12	Vans	109	28	57	194	663	145	325	1,133
13	Small trucks (G.V.M ≤ 5,000 Kg)	148	26	142	316	946	177	895	2,018
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,762	474	1,522	3,758	8,884	2,481	8,161	19,526
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	43	20	188	251	418	178	1,046	1,642
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	126	18	296	440	824	152	2,055	3,031
19	Mercedes-Benz's CV (FUSO) subtotal	5	9	51	65	52	35	220	307
	<b>Subtotal</b>	<b>2,784</b>	<b>699</b>	<b>2,558</b>	<b>6,041</b>	<b>16,117</b>	<b>4,223</b>	<b>15,152</b>	<b>35,492</b>
	<b>In percentage (%)</b>	<b>46.09%</b>	<b>11.57%</b>	<b>42.34%</b>	<b>100.00%</b>	<b>45.41%</b>	<b>11.90%</b>	<b>42.69%</b>	<b>100.00%</b>
<b>Buses</b>									
20	Minibuses [(10-16) seats]	210	47	191	448	1,337	273	1,519	3,129
21	Medium buses / Coaches [(17-30) seats]	117	37	134	288	780	178	911	1,869
22	Large buses / Coaches [(31-55) seats]	199	44	70	313	847	232	520	1,599
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	132	132	-	-	729	729
	<b>Subtotal</b>	<b>526</b>	<b>128</b>	<b>395</b>	<b>1,049</b>	<b>2,964</b>	<b>683</b>	<b>3,950</b>	<b>6,597</b>
	<b>In percentage (%)</b>	<b>50.14%</b>	<b>12.20%</b>	<b>37.65%</b>	<b>100.00%</b>	<b>44.93%</b>	<b>10.35%</b>	<b>44.72%</b>	<b>100.00%</b>
<b>III Special-Purpose Vehicles</b>									
27	Dump trucks	221	114	319	654	2,301	1,390	2,294	5,985
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	7	-	3	10	11	-	20	31
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	1	-	1
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	1	7	8
35	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
36	Crane trucks	-	-	-	-	-	-	2	2
37	X-Ray medical vehicles	-	-	-	-	-	-	-	-
38	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
39	Car transport (carrying) truck	-	-	-	-	-	-	-	-
40	Hooklift	-	-	-	-	-	-	-	-
41	Prisoner transport truck	-	-	-	-	-	-	-	-
42	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
43	Vaccum tank truck (SPV)	-	-	-	-	-	-	2	2
44	Stage truck (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>228</b>	<b>114</b>	<b>323</b>	<b>665</b>	<b>2,312</b>	<b>1,392</b>	<b>2,325</b>	<b>6,029</b>
	<b>In percentage (%)</b>	<b>34.29%</b>	<b>17.14%</b>	<b>48.57%</b>	<b>100.00%</b>	<b>38.35%</b>	<b>23.09%</b>	<b>38.56%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>8405</b>	<b>2140</b>	<b>7143</b>	<b>17688</b>	<b>51107</b>	<b>14047</b>	<b>44245</b>	<b>109399</b>
	<b>In percentage (%)</b>	<b>47.52%</b>	<b>12.10%</b>	<b>40.38%</b>	<b>100.00%</b>	<b>46.72%</b>	<b>12.84%</b>	<b>40.44%</b>	<b>100.00%</b>

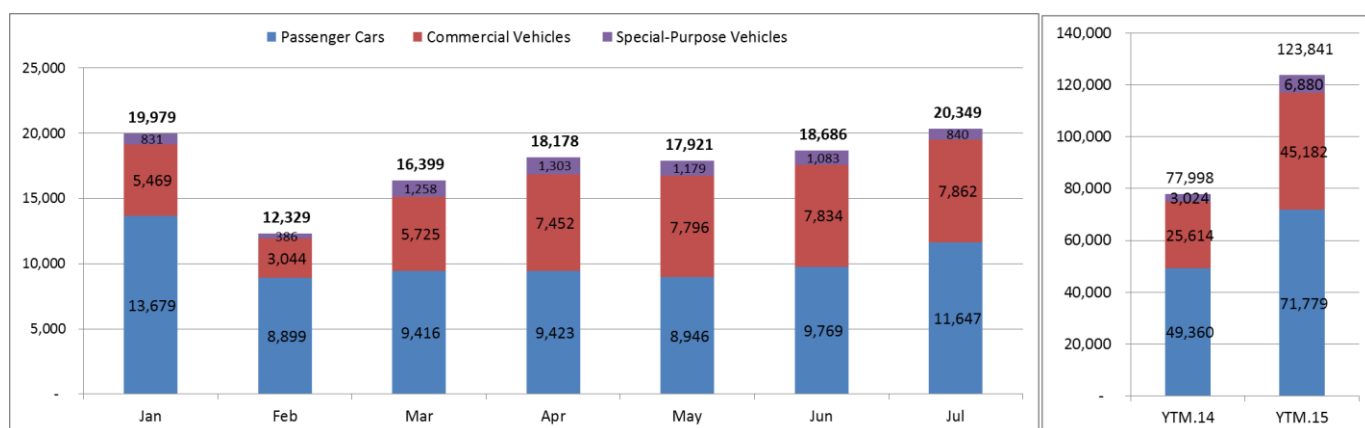
**VAMA volume compared to last month as follows:**

	Jul-15	Jul-14	Jun-15	Difference July-15vs July-14	Difference July-15 vs June-15
<b>Total*</b>	<b>17,688</b>	<b>11,183</b>	<b>17,283</b>	<b>58%</b>	<b>2%</b>
1. Passenger cars (PC)	9,933	6,720	9,109	48%	9%
2. Commercial vehicles (CV)	7,090	4,091	7,201	73%	-2%
2.1 Trucks	6,041	3,250	6,147	86%	-2%
2.2 Buses	1,049	841	1,054	25%	0%
3. Special-purpose vehicles	665	372	973	79%	-32%
Bus chassis (khung xe buýt)	132	144	137	-8%	-4%

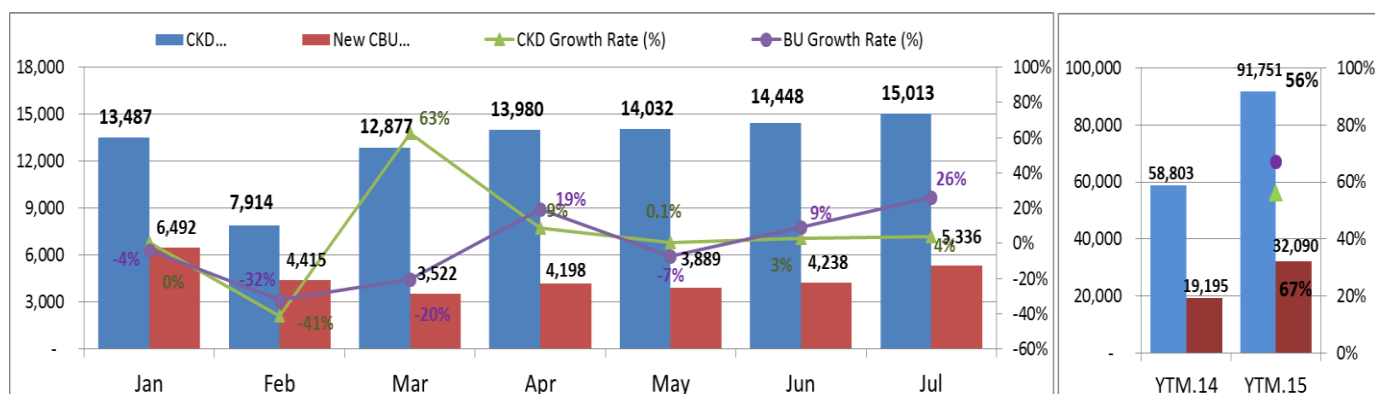
\*: not including bus chassis

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

- Total Industry in FY July 2015 is up 59% versus last year.
- Passenger Car was up 45%; Commercial Vehicles was up 76% and Special-Purpose Vehicles was up 128% versus last year



- In FY.2015, CKD was up 56% and CBU was up 67% versus last year.



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

	YTM 2015	YTM 2014	Difference
<b>Total*</b>	<b>109,399</b>	<b>66,190</b>	<b>65%</b>
1. Passenger cars (PC)	61,281	40,031	53%
2. Commercial vehicles (CV)	42,089	23,833	77%
2.1 Trucks	35,492	19,512	82%
2.2 Buses	6,597	4,321	53%
3. Special-purpose vehicles	6,029	2,326	159%
Bus chassis (khung xe buýt)	729	540	35%

**\*: 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](mailto:Generalofficer@vama.org.vn) – Tel: 04 6290 7427

Yours faithfully,  
**VAMA Chairman**

**Yoshihisa Maruta**