



No.: 0809/2016/VAMA

Hanoi, 9th August 2016

Re: VAMA sales report – July 2016

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

SALES REPORT (JULY 2016)

**The July industry is at 28,004 units.
The July 2016 volume is up 15% versus June 2016 and
up 38% versus July 2015.**

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

1) July Total Industry results in details:

- Total industry is at 28,004 units of which 17,514 units were Passenger Cars; 9,334 units were Commercial Vehicles and 1,156 units were Special-Purpose Vehicles.
- Passenger Cars were up 36% versus last month; Commercial Vehicles were down 10% and Special-Purpose Vehicles were down 2%.
- CKD volume was 20,726 units, up 15% versus last month and CBU was 7,278 units, up 14% versus last month.

Of which, July 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 7/2016.

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

Vehicle Type	Sales - Jul 2016				Sales - YTM 2016			
	North	Central	South	Total	North	Central	South	Total
Passenger cars (PC)								
Sedans	4,716	1,178	3,344	9,238	22,994	5,770	15,941	44,705
Sport utility vehicles (SUV)	1,052	337	1,229	2,618	6,846	2,088	7,685	16,619
Cross-over cars	323	83	283	689	2,777	572	2,034	5,383
Multi-purpose vehicles (MPV)	318	52	647	1,017	2,755	591	4,908	8,254
Convertible cars	-	-	-	-	-	-	-	-
Hatchback	288	72	256	616	1,507	410	1,066	2,983
Others (please specify)	-	-	-	-	-	-	-	-
Mercedes-Benz's PC subtotal	226	50	213	489	1,056	230	1,032	2,318
Lexus's PC subtotal	9	-	15	24	663	-	532	1,195
Thaco Peugeot's PC subtotal	17	2	16	35	195	54	145	394
Subtotal	6,949	1,774	6,003	14,726	38,793	9,715	33,343	81,851
In percentage (%)	47.19%	12.05%	40.76%	100.00%	47.39%	11.87%	40.74%	100.00%
Commercial vehicles (CV)								
Trucks								
Pick-ups	867	295	728	1,890	6,489	1,932	5,031	13,452
Vans	137	24	51	212	873	140	286	1,299
Small trucks (G.V.M ≤ 5,000 Kg)	1,016	199	1,462	2,677	6,972	1,177	8,052	16,201
Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	858	357	874	2,089	5,777	2,060	5,696	13,533
Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	18	5	27	50	531	72	413	1,016
Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
Other Trucks	101	9	118	228	729	95	1,604	2,428
Mercedes-Benz's CV (FUSO) subtotal	34	16	120	170	229	75	504	808
Subtotal	3,031	905	3,380	7,316	21,600	5,551	21,586	48,737
In percentage (%)	41.43%	12.37%	46.20%	100.00%	44.32%	11.39%	44.29%	100.00%
Buses								
Minibuses [(10-16) seats]	204	72	483	759	1,654	344	2,345	4,343
Medium buses / Coaches [(17-30) seats]	50	22	89	161	279	155	338	772
Large buses / Coaches [(31-55) seats]	145	51	184	380	1,714	352	1,263	3,329
Sleeping buses	-	-	-	-	-	-	-	-
City buses of all lengths	-	-	-	-	-	-	-	-
Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
Bus chassis (incompletely-built vehicles)	10	-	108	118	10	-	858	868
Subtotal	399	145	756	1,300	3,647	851	3,946	8,444
In percentage (%)	30.69%	11.15%	58.15%	100.00%	43.19%	10.08%	46.73%	100.00%
Special-Purpose Vehicles								
Dump trucks	326	140	340	806	3,808	1,538	3,375	8,721
Concrete mixer trucks	-	-	-	-	-	-	-	-
Tractor trucks	-	-	1	1	5	-	33	38
Tanker trucks	-	-	-	-	-	-	-	-
Refrigerator trucks	-	-	-	-	-	-	-	-
Ambulance	-	-	-	-	-	-	-	-
Fire-fighting trucks	-	-	-	-	-	-	-	-
Garbages	-	-	1	1	-	-	11	11
Hydraulic crane truck	-	-	-	-	-	-	-	-
Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
Crane trucks	-	-	-	-	-	1	2	3
X-Ray medical vehicles	-	-	-	-	-	-	-	-
Truck-mounted concret pumps	-	-	-	-	-	-	-	-
Car transport (carrying) truck	-	-	-	-	-	-	1	1
Hooklift	-	-	-	-	-	-	1	1
Prisoner transport truck	-	-	-	-	-	-	-	-
Mobile Sewer Jetting Machine (SPV)	-	-	2	2	-	-	2	2
Sewage suction truck (SPV)	-	-	1	1	-	-	1	1
Vaccum tank truck (SPV)	-	-	-	-	-	-	4	4
Stage truck (SPV)	-	-	-	-	-	-	-	-
Subtotal	326	140	345	811	3,813	1,539	3,430	8,782
In percentage (%)	40.20%	17.26%	42.54%	100.00%	43.42%	17.52%	39.06%	100.00%
Grand-total	10705	2964	10484	24153	67853	17656	62305	147814
In percentage (%)	44.32%	12.27%	43.41%	100.00%	45.90%	11.94%	42.15%	100.00%

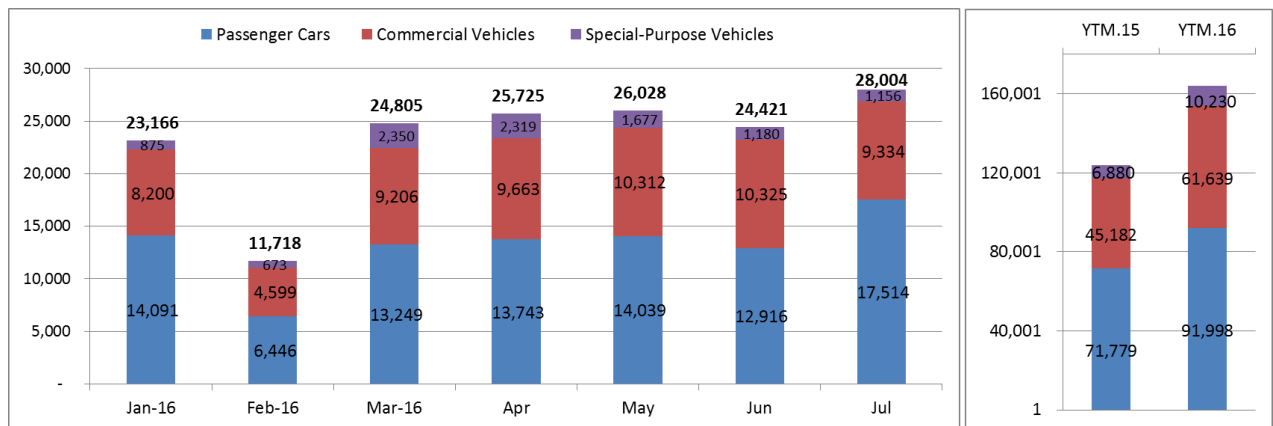
VAMA volume compared to last month as follows:

	Jul-16	Jul-15	Jun-16	Difference July-16 vs July-15	Difference July-16 vs June-16
Total*	24,153	17,688	21,861	37%	10%
1. Passenger cars (PC)	14,726	9,933	10,961	48%	34%
2. Commercial vehicles (CV)	8,616	7,090	9,764	22%	-12%
2.1 Trucks	7,316	6,041	8,729	21%	-16%
2.2 Buses	1,300	1,049	1,035	24%	26%
3. Special-purpose vehicles	811	665	1,136	22%	-29%
Bus chassis (khung xe buýt)	0	132	96	-100%	-100%

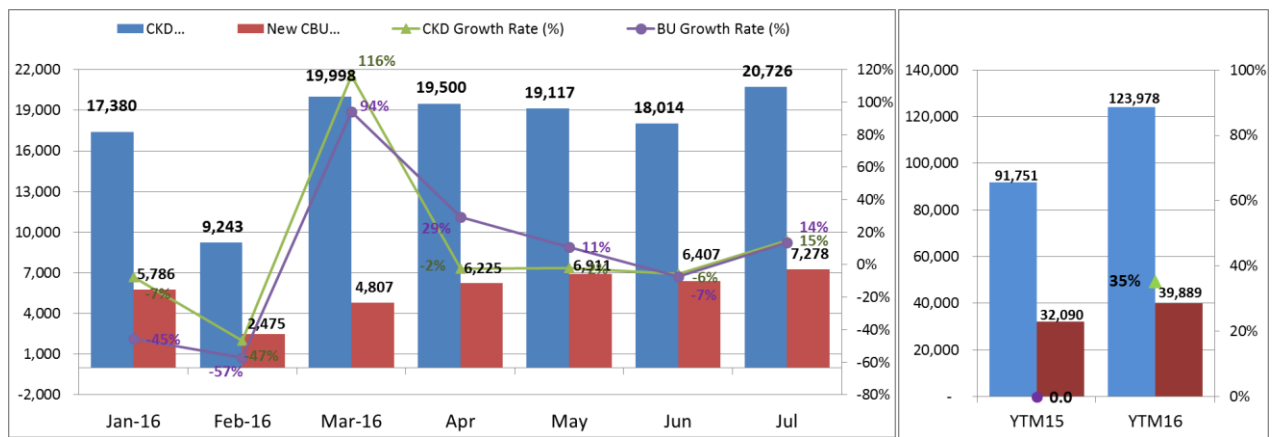
*: not including bus chassis

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

- Total Industry in FY July 2016 is up 32% versus last year.
- Passenger Car was up 28%; Commercial Vehicles was up 36% and Special-Purpose Vehicles was up 49% versus last year



- In FY.2016, CKD was up 35% and CBU was up 24% versus last year.



Of which, VAMA only YTM July results:

	YTM 2016	YTM 2015	Difference
Total*	147,814	109,396	35%
1. Passenger cars (PC)	81,851	61,280	34%
2. Commercial vehicles (CV)	57,181	42,087	36%
2.1 Trucks	48,737	35,490	37%
2.2 Buses	8,444	6,597	28%
3. Special-purpose vehicles	8,782	6,029	46%
Bus chassis (khung xe buýt)	868	729	19%

*: 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