



No.: 080801/2017/VAMA

Hanoi, August 08<sup>th</sup>, 2017

Re: VAMA sales report – July 2017

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

## **SALES REPORT (JULY 2017)**

**The July industry is at 20.662 units.  
The July 2017 volume is down 15% versus June 2017 and  
down 27% versus June 2016.**

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

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

- Total industry is at 20.662 units of which 11.195 units were Passenger Cars; 8.489 units were Commercial Vehicles and 978 units were Special-Purpose Vehicles.
- Passenger Cars were down 21% versus last month; Commercial Vehicles were down 7% and Special-Purpose Vehicles were down 7%.
- CKD volume was 14.779 units, down 14% versus last month and CBU was 5.883 units, down 17% versus last month.

### **Of which, July 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 7/2017.

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

No	Vehicle Type	Sales - Jul 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
<b>I Passenger cars (PC)</b>									
1	Sedans	2,326	873	2,387	5,586	18,475	5,568	17,354	41,397
2	Sport utility vehicles (SUV)	914	327	1,108	2,349	7,522	2,571	9,489	19,582
3	Cross-over cars	330	70	247	647	2,362	454	1,549	4,365
4	Multi-purpose vehicles (MPV)	195	97	673	965	1,914	629	6,450	8,993
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	637	54	298	989	4,215	447	2,464	7,126
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	153	45	161	359	1,460	383	1,414	3,257
9	Lexus's PC subtotal	36	-	48	84	277	-	287	564
10	Thaco Peugeot's PC subtotal	15	4	12	31	68	23	81	172
Subtotal		4,808	1,477	4,794	11,079	26,171	10,073	29,200	76,156
In percentage (%)		41.83%	13.35%	44.81%	100.00%	42.47%	11.79%	45.74%	100.00%
<b>II Commercial vehicles (CV)</b>									
<b>Trucks</b>									
11	Pick-ups	1,040	321	731	2,092	6,518	2,126	4,954	13,598
12	Vans	179	9	55	243	769	95	259	1,123
13	Small trucks (G.V.M ≤ 5,000 Kg)	950	186	996	2,132	6,940	1,291	6,890	15,121
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	530	214	737	1,481	4,383	1,643	4,961	10,987
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	125	7	66	198	971	59	411	1,441
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	91	30	172	293	595	195	1,210	2,000
19	Mercedes-Benz's CV (FUSO) subtotal	8	6	46	60	98	53	386	537
Subtotal		2,823	573	2,569	5,965	26,171	5,461	19,117	44,897
In percentage (%)		44.98%	11.89%	43.13%	100.00%	45.25%	12.19%	42.56%	100.00%
<b>Buses</b>									
20	Minibuses [(10-16) seats]	191	50	325	566	1,548	304	1,876	3,728
21	Medium buses / Coaches [(17-30) seats]	22	11	32	65	171	61	238	470
22	Large buses / Coaches [(31-55) seats]	267	47	284	598	1,566	273	1,371	3,210
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	95	95	-	9	510	519
Subtotal		480	108	641	1,229	3,285	638	3,485	7,488
In percentage (%)		39.06%	8.79%	52.16%	100.00%	44.34%	8.61%	47.04%	100.00%
<b>III Special-Purpose Vehicles</b>									
27	Dump trucks	177	92	323	592	2,655	1,123	3,316	7,094
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	1	-	3	4	6	6	26	38
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	6	6	-	1	23	24
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	5	5	-	1	7	8
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	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)	-	-	-	-	-	-	-	-
Subtotal		178	92	329	607	2,661	1,134	3,376	7,148
In percentage (%)		29.32%	15.16%	55.52%	100.00%	37.13%	15.78%	47.09%	100.00%
Grand-total		8187	2443	8715	19345	62514	17306	65020	144840
In percentage (%)		42.32%	12.63%	45.05%	100.00%	43.16%	11.95%	44.89%	100.00%

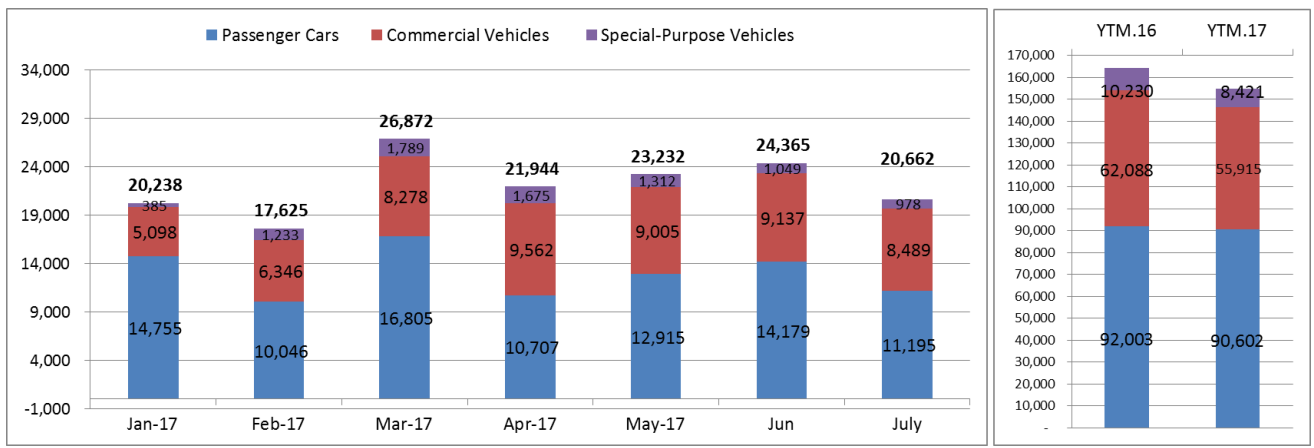
### VAMA volume compared to last month as follows:

	Jul-17	Jul-16	Jun-17	Difference July-17 vs July-16	Difference July-17 vs June-17
<b>Total*</b>	<b>19,345</b>	<b>24,584</b>	<b>22,750</b>	<b>-21%</b>	<b>-15%</b>
1. Passenger cars (PC)	11,010	14,727	13,736	-25%	-20%
2. Commercial vehicles (CV)	7,728	9,046	8,262	-15%	-6%
2.1 Trucks	6,499	7,515	7,264	-14%	-11%
2.2 Buses	1,229	1,531	998	-20%	23%
3. Special-purpose vehicles	607	811	752	-25%	-19%
Bus chassis (khung xe buýt)	95	118	125	-19%	-24%

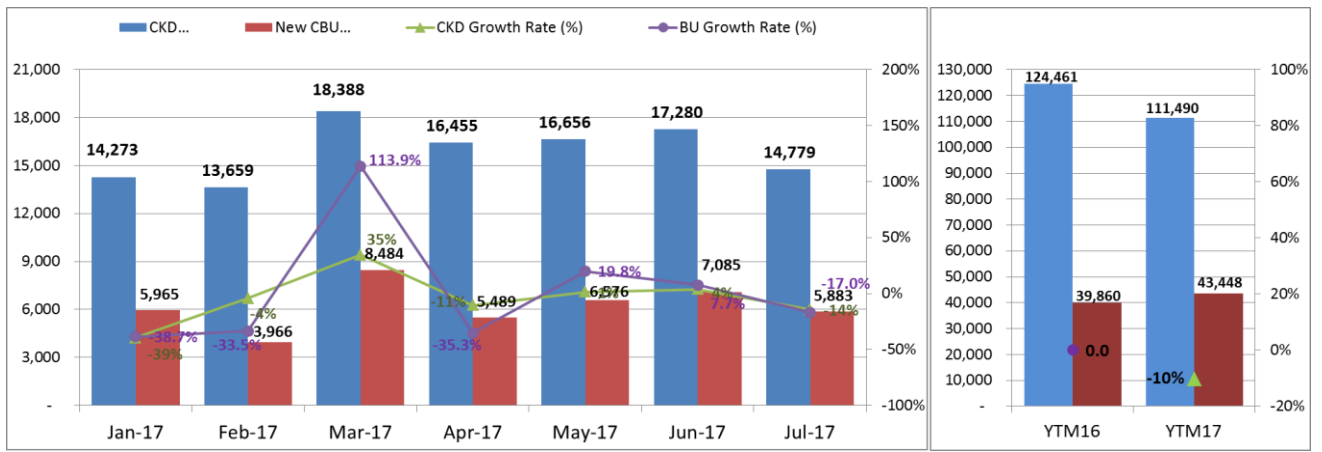
\*: not including bus chassis

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

- Total Industry in FY July 2017 is down 6% versus last year.
- Passenger Car was down 2%; Commercial Vehicles was down 10% and Special-Purpose Vehicles was down 18% versus last year



- In July 2017, CKD was down 10% and CBU was up 9% versus last year.



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

	YTM 2017	YTM 2016	Difference
<b>Total*</b>	<b>144,840</b>	<b>148,244</b>	<b>-2%</b>
1. Passenger cars (PC)	85,456	81,853	4%
2. Commercial vehicles (CV)	52,215	57,676	-9%
2.1 Trucks	44,807	49,001	-9%
2.2 Buses	7,408	8,675	-15%
3. Special-purpose vehicles	7,169	8,715	-18%
Bus chassis (khung xe buýt)	519	868	-40%

\*: 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: 024 6290 7427

**VAMA office**