



No.: 0908/2015/VAMA

Hanoi, 8th August 2015

Re: VAMA sales report – August 2015

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

SALES REPORT (AUGUST 2015)

**The August industry is at 18,236 units.
The August 2015 volume is down 10% versus July 2015 and
up 45% versus August 2014.**

Would you please find August 2015 Total Industry¹ & VAMA members only figures¹.

1) August Total Industry results in details:

- Total industry is at 18,236 units of which 10,309 units were Passenger Cars; 7,168 units were Commercial Vehicles and 759 units were Special-Purpose Vehicles.
- Passenger Cars were down 11.5% versus last month; Commercial Vehicles were down 8.8% and Special-Purpose Vehicles were down 9.6%.
- CKD volume was 13,516 units, down 10% versus last month and CBU was 4,732 units, down 11% versus last month.

Of which, August 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 8/2015.

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

No	Vehicle Type	Sales - Aug 2015				Sales - YTM 2015			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,499	525	1,914	4,938	20,739	5,532	13,580	39,851
2	Sport utility vehicles (SUV)	926	240	956	2,122	8,395	2,148	7,538	18,081
3	Cross-over cars	15	3	47	65	160	38	271	469
4	Multi-purpose vehicles (MPV)	371	59	505	935	2,274	474	4,264	7,012
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	143	36	143	322	743	160	558	1,461
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	116	35	129	280	968	248	919	2,135
9	Lexus's PC subtotal	16	-	33	49	390	-	334	724
10	Thaco Peugeot's PC subtotal	17	6	18	41	148	53	99	300
	Subtotal	4,183	904	3,745	8,752	33,817	8,653	27,563	70,033
	In percentage (%)	46.88%	10.33%	42.79%	100.00%	48.29%	12.36%	39.36%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	487	115	339	941	4,817	1,170	2,789	8,776
12	Vans	78	33	70	181	741	178	395	1,314
13	Small trucks (G.V.M ≤ 5,000 Kg)	112	14	149	275	1,058	191	1,044	2,293
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,357	358	1,554	3,269	10,241	2,839	9,715	22,795
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	60	74	201	335	478	252	1,247	1,977
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	133	36	349	518	957	188	2,404	3,549
19	Mercedes-Benz's CV (FUSO) subtotal	22	3	51	76	74	38	271	383
	Subtotal	2,209	633	2,713	5,595	18,366	4,856	17,865	41,087
	In percentage (%)	40.20%	11.31%	48.49%	100.00%	44.70%	11.82%	43.48%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	205	48	313	566	1,542	321	1,832	3,695
21	Medium buses / Coaches [(17-30) seats]	92	16	122	230	872	194	1,033	2,099
22	Large buses / Coaches [(31-55) seats]	140	39	105	284	987	271	625	1,883
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	135	135	-	-	864	864
	Subtotal	437	103	540	1,080	3,401	786	3,490	7,677
	In percentage (%)	40.46%	9.54%	50.00%	100.00%	44.30%	10.24%	45.46%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	187	148	244	579	2,488	1,538	2,538	6,564
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	5	5	11	-	25	36
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	1	-	1
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	1	9	10
35	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
36	Crane trucks	-	-	2	2	-	-	4	4
37	X-Ray medical vehicles	-	-	-	-	-	-	-	-
38	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
39	Car transport (carrying) truck	-	-	2	2	-	-	2	2
40	Hooklift	-	-	-	-	-	-	-	-
41	Prisoner transport truck	-	-	-	-	-	-	-	-
42	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
43	Vaccum tank truck (SPV)	-	-	1	1	-	-	3	3
44	Stage truck (SPV)	-	-	-	-	-	-	-	-
	Subtotal	187	148	257	592	2,499	1,540	2,582	6,621
	In percentage (%)	31.59%	25.00%	43.41%	100.00%	37.74%	23.26%	39.00%	100.00%
	Grand-total	6976	1788	7255	16019	58083	15835	51500	125418
	In percentage (%)	43.55%	11.16%	45.29%	100.00%	46.31%	12.63%	41.06%	100.00%

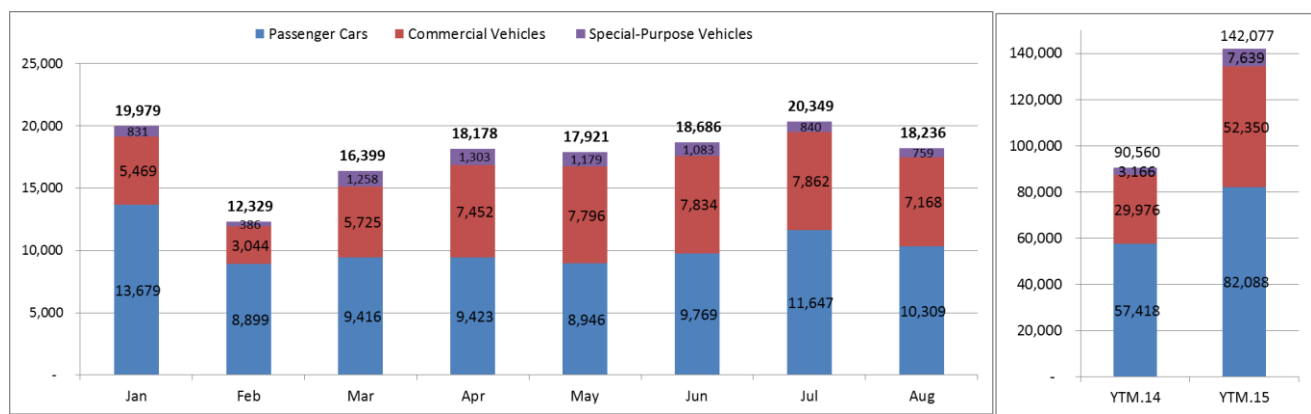
VAMA volume compared to last month as follows:

	Aug-15	Aug-14	Jul-15	Difference August-15vs August-14	Difference August-15 vs July-15
Total*	16,019	11,001	17,688	46%	-9%
1. Passenger cars (PC)	8,752	6,642	9,933	32%	-12%
2. Commercial vehicles (CV)	6,675	4,005	7,090	67%	-6%
2.1 Trucks	5,595	3,234	6,041	73%	-7%
2.2 Buses	1,080	771	1,049	40%	3%
3. Special-purpose vehicles	592	354	665	67%	-11%
Bus chassis (khung xe buýt)	135	99	132	36%	2%

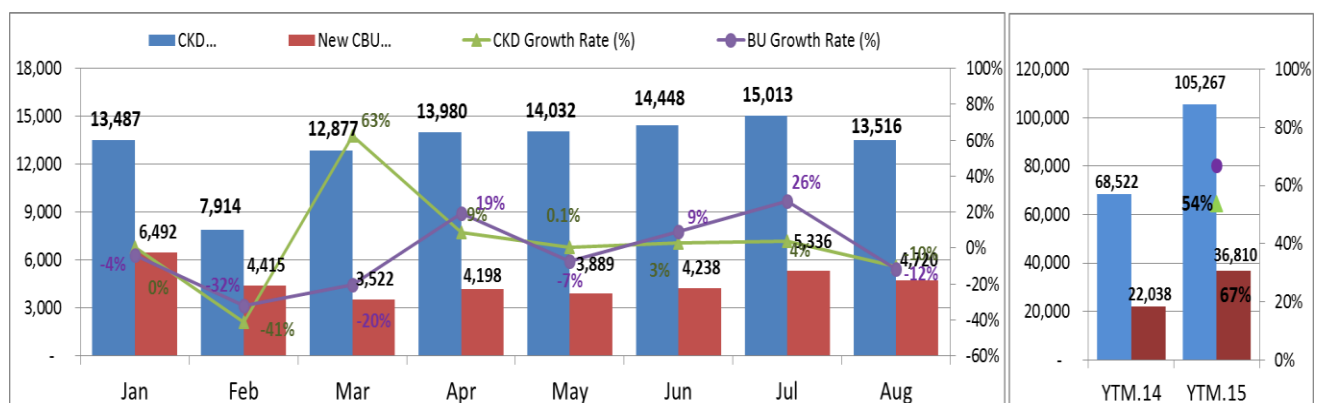
*: not including bus chassis

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

- Total Industry in FY August 2015 is up 57% versus last year.
- Passenger Car was up 43%; Commercial Vehicles was up 75% and Special-Purpose Vehicles was up 141% versus last year



- In FY.2015, CKD was up 54% and CBU was up 67% versus last year.



Of which, VAMA only YTM August results:

	YTM 2015	YTM 2014	Difference
Total*	125,418	77,191	62%
1. Passenger cars (PC)	70,033	46,673	50%
2. Commercial vehicles (CV)	48,764	27,838	75%
2.1 Trucks	41,087	22,746	81%
2.2 Buses	7,677	5,092	51%
3. Special-purpose vehicles	6,621	2,680	147%
Bus chassis (khung xe buýt)	864	639	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 – Tel: 04 6290 7427

Yours faithfully,
VAMA Chairman

Yoshihisa Maruta