



No.: 091200/2016/VAMA

Hanoi, 12th September 2016

Re: VAMA sales report – August 2016

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

SALES REPORT (AUGUST 2016)

**The August industry is at 23,540 units.
The August 2016 volume is down 17% versus July 2016 and
up 29% versus August 2015.**

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

1) August Total Industry results in details:

- Total industry is at 23,540 units of which 15,033 units were Passenger Cars; 7,547 units were Commercial Vehicles and 960 units were Special-Purpose Vehicles.
- Passenger Cars were down 14% versus last month; Commercial Vehicles were down 22% and Special-Purpose Vehicles were down 17%.
- CKD volume was 17,531 units, down 17% versus last month and CBU was 6,009 units, down 17% 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 8/2016.

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

No	Vehicle Type	Sales - Jul 2016				Sales - Aug 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)												
1	Sedans	4,086	1,127	2,861	8,074	2,748	748	2,542	6,038	23,188	6,499	16,586	46,273
2	Sport utility vehicles (SUV)	1,052	337	1,229	2,618	804	251	1,316	2,371	7,650	2,339	9,001	18,990
3	Cross-over cars	290	58	168	516	510	92	410	1,012	3,043	542	1,802	5,387
4	Multi-purpose vehicles (MPV)	351	77	762	1,190	362	110	956	1,428	3,361	823	6,506	10,690
5	Convertible cars	-	-	-	-	-	-	-	-	-	-	-	-
6	Hatchback	918	123	739	1,780	758	57	607	1,422	4,819	486	3,570	8,875
7	Others (please specify)	-	-	-	-	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	226	50	213	489	146	41	161	348	1,202	271	1,193	2,666
9	Lexus's PC subtotal	9	-	15	24	21	-	34	55	684	-	566	1,250
10	Thaco Peugeot's PC subtotal	17	2	16	35	9	7	21	37	204	61	166	431
	Subtotal	6,349	1,772	6,003	14,726	5,358	1,306	6,047	12,711	44,181	11,021	39,390	94,582
	In percentage (%)	47.19%	12.05%	40.76%	100.00%	42.15%	10.27%	47.57%	100.00%	46.69%	11.65%	41.66%	100.00%
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups	867	295	728	1,890	704	267	651	1,622	7,193	2,199	5,682	15,074
12	Vans	137	24	51	212	156	10	53	219	1,029	150	339	1,518
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,016	199	1,462	2,677	899	152	1,133	2,184	7,871	1,329	9,185	18,385
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	858	357	874	2,089	531	210	718	1,459	6,308	2,270	6,414	14,992
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	179	14	66	259	43	8	30	81	735	89	482	1,306
16	Heavy-duty trucks (24,000 Kg < G.V.M ≤ 40,000 Kg)	-	-	-	-	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 40,000 Kg)	-	-	-	-	-	-	-	-	-	-	-	-
18	Other Trucks	101	9	118	228	58	13	89	160	787	108	1,693	2,588
19	Mercedes-Benz's CV (FUSO) subtotal	34	16	120	170	10	17	98	125	239	92	602	933
	Subtotal	3,192	914	3,419	7,525	2,401	677	2,772	5,850	24,162	6,237	24,397	54,796
	In percentage (%)	42.42%	12.15%	45.44%	100.00%	41.04%	11.57%	47.38%	100.00%	44.09%	11.38%	44.52%	100.00%
	Buses												
20	Minibuses [(10-16) seats]	204	72	483	759	195	54	373	622	1,849	398	2,718	4,965
21	Medium buses / Coaches [(17-30) seats]	50	22	89	161	55	16	79	150	334	171	417	922
22	Large buses / Coaches [(31-55) seats]	318	56	237	611	236	66	149	451	2,123	423	1,465	4,011
23	Sleeping buses	-	-	-	-	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicle)	10	-	108	118	-	-	2	2	10	-	860	870
	Subtotal	572	150	809	1,531	486	136	601	1,223	4,306	992	4,600	9,898
	In percentage (%)	37.36%	9.80%	52.84%	100.00%	39.74%	11.12%	49.14%	100.00%	43.50%	10.02%	46.47%	100.00%
III	Special-Purpose Vehicles												
27	Dump trucks	326	140	340	806	321	101	348	770	4,129	1,639	3,723	9,491
28	Concrete mixer trucks	-	-	-	-	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	1	1	-	-	6	6	5	-	39	44
30	Tanker trucks	-	-	-	-	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	2	2	-	-	13	13
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
42	Prisoner transport truck	-	-	-	-	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	2	2	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	1	1	-	-	-	-	-	-	1	1
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	4	4	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1	-	-	1	1
	Subtotal	326	140	345	811	321	101	361	783	4,134	1,640	3,791	9,585
	In percentage (%)	40.20%	17.26%	42.54%	100.00%	41.00%	12.90%	46.10%	100.00%	43.22%	17.15%	39.63%	100.00%
	Grand-total	11039	2978	10576	24593	8566	2220	9781	20567	76753	19890	72178	168821
	In percentage (%)	44.89%	12.11%	43.00%	100.00%	41.65%	10.79%	47.56%	100.00%	45.46%	11.78%	42.75%	100.00%

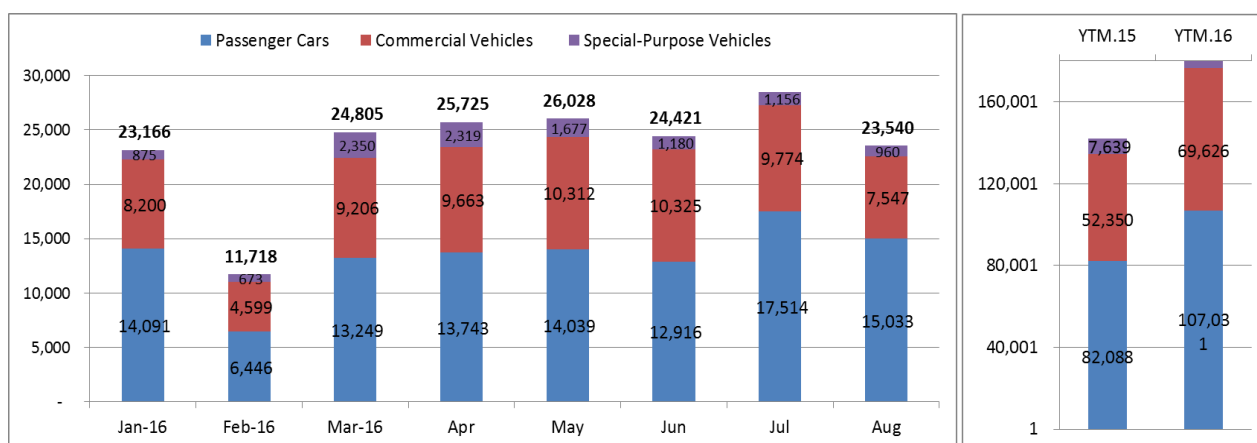
VAMA volume compared to last month as follows:

	Aug-16	Aug-15	Jul-16	Difference August-16 vs August-15	Difference August-16 vs July-16
Total*	20,567	16,019	24,593	28%	-16%
1. Passenger cars (PC)	12,711	8,752	14,726	45%	-14%
2. Commercial vehicles (CV)	7,073	6,675	9,056	6%	-22%
2.1 Trucks	5,850	5,595	7,525	5%	-22%
2.2 Buses	1,223	1,080	1,531	13%	-20%
3. Special-purpose vehicles	783	592	811	32%	-3%
Bus chassis (khung xe buýt)	0	135	118	-100%	-100%

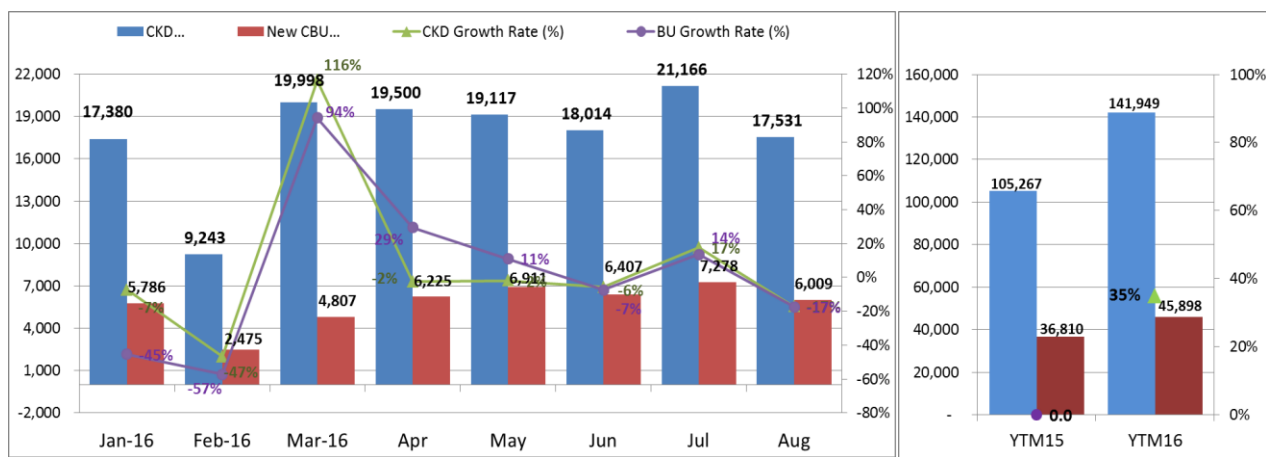
*: not including bus chassis

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

- Total Industry in FY August 2016 is up 32% versus last year.
- Passenger Car was up 30%; Commercial Vehicles was up 33% and Special-Purpose Vehicles was up 46% versus last year



- In FY.2016, CKD was up 35% and CBU was up 25% versus last year.



Of which, VAMA only YTM August results:

	YTM 2016	YTM 2015	Difference
Total*	168,821	125,415	35%
1. Passenger cars (PC)	94,562	70,032	35%
2. Commercial vehicles (CV)	64,694	48,762	33%
2.1 Trucks	54,796	41,085	33%
2.2 Buses	9,898	7,677	29%
3. Special-purpose vehicles	9,565	6,621	44%
Bus chassis (khung xe buýt)	870	864	1%

*: 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