



No.: 091100/2017/VAMA

Hanoi, August 11<sup>th</sup>, 2017

Re: VAMA sales report – August 2017

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

## **SALES REPORT (AUGUST 2017)**

**The August industry is at 22,099 units.  
The August 2017 volume is up 7% versus July 2017 and  
down 6% versus August 2016.**

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

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

- Total industry is at 22,099 units of which 12,568 units were Passenger Cars; 8,687 units were Commercial Vehicles and 844 units were Special-Purpose Vehicles.
- Passenger Cars were up 12% versus last month; Commercial Vehicles were up 2% and Special-Purpose Vehicles were down 14%.
- CKD volume was 15,494 units, up 5% versus last month and CBU was 6,605 units, up 12% versus last month.

**Of which, August 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 8/2017.

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

No	Vehicle Type	Sales - Aug 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	2,501	712	2,650	5,863	20,976	6,280	20,004	47,260
2	Sport utility vehicles (SUV)	858	348	1,800	3,006	8,380	2,919	11,289	22,588
3	Cross-over cars	411	78	315	804	2,773	532	1,864	5,169
4	Multi-purpose vehicles (MPV)	269	80	938	1,287	2,183	709	7,388	10,280
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	442	46	289	777	4,657	493	2,753	7,903
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	196	46	199	441	1,656	429	1,613	3,698
9	Lexus's PC subtotal	16	-	27	43	293	-	314	607
10	Thaco Peugeot's PC subtotal	6	3	13	22	74	26	94	194
	<b>Subtotal</b>	<b>4,699</b>	<b>1,313</b>	<b>6,231</b>	<b>12,243</b>	<b>40,992</b>	<b>11,388</b>	<b>45,319</b>	<b>97,699</b>
	<b>In percentage (%)</b>	<b>38.38%</b>	<b>10.72%</b>	<b>50.89%</b>	<b>100.00%</b>	<b>41.96%</b>	<b>11.66%</b>	<b>46.39%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,045	279	778	2,102	7,563	2,405	5,732	15,700
12	Vans	118	8	16	142	887	103	275	1,265
13	Small trucks (G.V.M ≤ 5,000 Kg)	840	146	1,069	2,055	7,780	1,437	7,959	17,176
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	732	297	855	1,884	5,115	1,940	5,816	12,871
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	151	6	52	209	1,122	65	463	1,650
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	107	30	255	392	702	225	1,465	2,392
19	Mercedes-Benz's CV (FUSO) subtotal	10	7	66	83	108	60	452	620
	<b>Subtotal</b>	<b>3,063</b>	<b>773</b>	<b>3,091</b>	<b>6,867</b>	<b>23,277</b>	<b>6,235</b>	<b>22,162</b>	<b>51,674</b>
	<b>In percentage (%)</b>	<b>43.73%</b>	<b>11.26%</b>	<b>45.01%</b>	<b>100.00%</b>	<b>45.05%</b>	<b>12.07%</b>	<b>42.89%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	202	53	324	579	1,750	357	2,200	4,307
21	Medium buses / Coaches [(17-30) seats]	24	16	29	69	195	77	267	539
22	Large buses / Coaches [(31-55) seats]	245	32	188	465	1,811	305	1,559	3,675
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	109	109	-	9	619	628
	<b>Subtotal</b>	<b>471</b>	<b>101</b>	<b>541</b>	<b>1,113</b>	<b>3,756</b>	<b>739</b>	<b>4,026</b>	<b>8,521</b>
	<b>In percentage (%)</b>	<b>42.32%</b>	<b>9.07%</b>	<b>48.61%</b>	<b>100.00%</b>	<b>44.08%</b>	<b>8.67%</b>	<b>47.25%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	173	80	264	517	2,828	1,203	3,580	7,611
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	2	-	-	2	8	6	26	40
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	4	4	-	1	27	28
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	1	7	8
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concert 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	Vaccum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Stage truck (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>175</b>	<b>80</b>	<b>268</b>	<b>523</b>	<b>2,837</b>	<b>1,211</b>	<b>3,644</b>	<b>7,692</b>
	<b>In percentage (%)</b>	<b>33.46%</b>	<b>15.30%</b>	<b>51.24%</b>	<b>100.00%</b>	<b>36.88%</b>	<b>15.74%</b>	<b>47.37%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>8348</b>	<b>2267</b>	<b>10131</b>	<b>20746</b>	<b>70862</b>	<b>19573</b>	<b>75151</b>	<b>165586</b>
	<b>In percentage (%)</b>	<b>40.24%</b>	<b>10.93%</b>	<b>48.83%</b>	<b>100.00%</b>	<b>42.79%</b>	<b>11.82%</b>	<b>45.38%</b>	<b>100.00%</b>

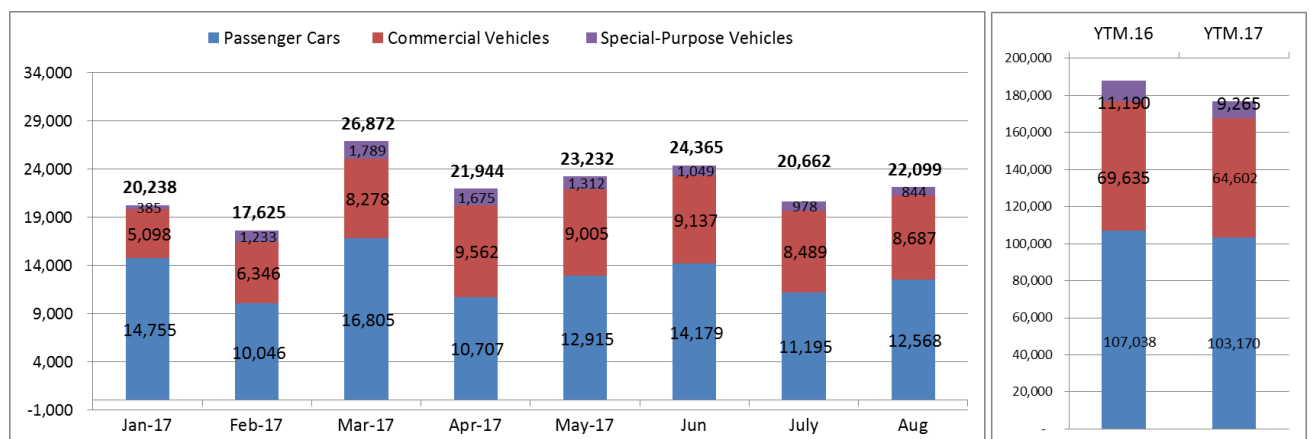
**VAMA volume compared to last month as follows:**

	Aug-17	Aug-16	Jul-17	Difference Aug-17 vs Aug-16	Difference Aug-17 vs July-17
<b>Total*</b>	<b>20,746</b>	<b>20,569</b>	<b>19,345</b>	<b>1%</b>	<b>7%</b>
1. Passenger cars (PC)	12,243	12,713	11,010	-4%	11%
2. Commercial vehicles (CV)	7,980	7,073	7,728	13%	3%
2.1 Trucks	6,867	5,850	6,499	17%	6%
2.2 Buses	1,113	1,223	1,229	-9%	-9%
3. Special-purpose vehicles	523	783	607	-33%	-14%
Bus chassis (khung xe buýt)	109	158	95	-31%	15%

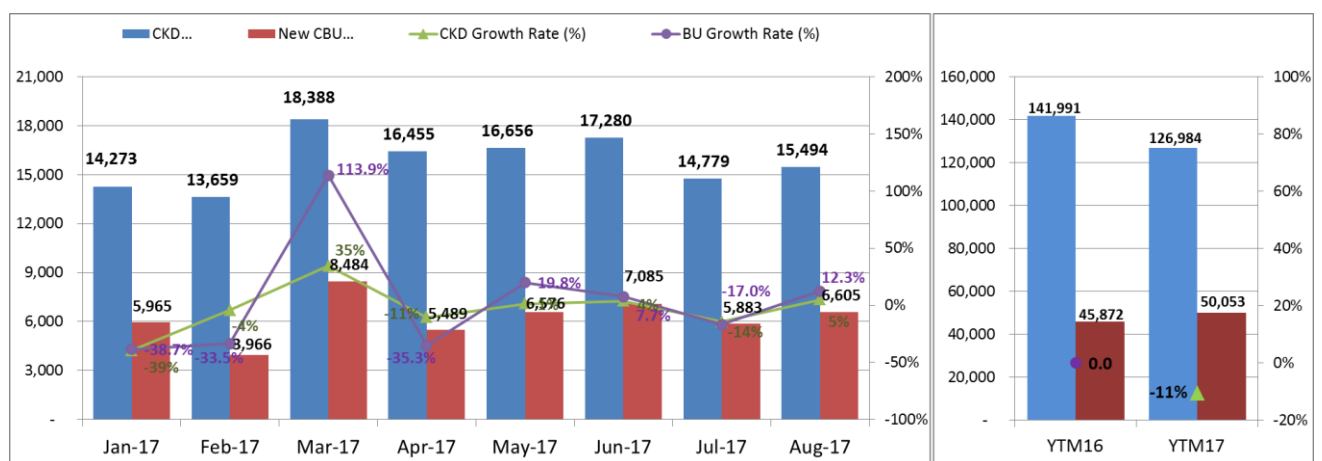
\*: not including bus chassis

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

- Total Industry in FY August 2017 is down 6% versus last year.
- Passenger Car was down 4%; Commercial Vehicles was down 7% and Special-Purpose Vehicles was down 17% versus last year



- In August 2017, CKD was down 11% and CBU was up 10% versus last year.



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

	YTM 2017	YTM 2016	Difference
<b>Total*</b>	<b>165,586</b>	<b>168,813</b>	<b>-2%</b>
1. Passenger cars (PC)	97,699	94,566	3%
2. Commercial vehicles (CV)	60,195	64,749	-7%
2.1 Trucks	51,674	54,851	-6%
2.2 Buses	8,521	9,898	-14%
3. Special-purpose vehicles	7,692	9,498	-19%
Bus chassis (khung xe buýt)	628	1,026	-39%

**\*: 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**