



No.: 091101/2019/VAMA

Hanoi, September 11th, 2019

Re: VAMA sales report – August 2019

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

SALES REPORT (AUGUST 2019)

**The August industry is at 21,483 units.
The August 2019 volume is down 19% versus July 2019 and
Up 4% versus August 2018.**

Would you please find August 2019 Total Industry¹ & VAMA members only figures².

1) August Total Industry results in details:

- Total industry is at 21,483 units of which 15,228 units were Passenger Cars; 5,964 units were Commercial Vehicles and 291 units were Special-Purpose Vehicles.
- Passenger Cars were down 21% versus last month; Commercial Vehicles were down 12% and Special-Purpose Vehicles were down 37%
- CKD volume was 12,594 units, down 18% versus last month and CBU was 8,889 units, down 22% versus last month.

Of which, August 2019 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 August 2019.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Aug 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,920	905	3,042	6,867	27,476	10,277	25,727	63,480
2	Sport utility vehicles (SUV)	1,220	497	1,841	3,558	13,169	5,945	16,459	35,573
3	Cross-over cars	187	43	158	388	3,714	892	2,627	7,233
4	Multi-purpose vehicles (MPV)	616	402	1,579	2,597	5,031	3,602	12,983	21,616
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	581	103	458	1,142	5,767	846	3,604	10,217
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	19	-	33	52	514	-	564	1,078
10	Thaco Peugeot's PC subtotal	84	23	106	213	1,009	302	1,132	2,443
	Subtotal	5,627	1,973	7,217	14,817	57,305	22,070	63,009	143,074
	In percentage (%)	37.98%	13.32%	48.71%	100.00%	40.05%	15.43%	44.52%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	762	307	740	1,809	6,171	2,446	5,674	14,291
12	Vans	25	1	28	54	502	13	330	845
13	Small trucks (G.V.M ≤ 5,000 Kg)	496	91	665	1,252	5,167	978	6,354	12,499
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	508	128	558	1,194	4,307	1,214	5,337	10,858
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	40	-	48	88	507	12	344	863
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	83	11	114	208	411	113	862	1,386
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,914	538	2,153	4,605	17,065	4,776	18,901	40,742
	In percentage (%)	41.56%	11.68%	46.75%	100.00%	41.89%	11.72%	46.39%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	162	58	232	452	1,565	418	1,931	3,914
22	Medium buses / Coaches [(17-30) seats]	7	-	3	10	77	35	100	212
23	Large buses / Coaches [(31-55) seats]	89	27	140	256	612	351	800	1,763
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	23	-	-	23	97	-	2	99
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	48	48	-	-	252	252
	Subtotal	281	85	375	741	2,351	804	2,833	5,988
	In percentage (%)	37.92%	11.47%	50.61%	100.00%	39.26%	13.43%	47.31%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	71	36	86	193	722	386	1,194	2,302
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	1	1	-	-	2	2
34	Garbages	-	-	5	5	-	-	24	24
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	8	8
37	Crane trucks	-	-	1	1	-	-	3	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	4	4
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chĩa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	71	36	93	200	722	386	1,235	2,343
	In percentage (%)	35.50%	18.00%	46.50%	100.00%	30.82%	16.47%	52.71%	100.00%
	Grand-total	7893	2632	9838	20363	77443	28036	86668	192147
	In percentage (%)	38.76%	12.93%	48.31%	100.00%	40.30%	14.59%	45.11%	100.00%

VAMA volume compared to last month as follows:

	Aug-19	Aug-18	Jul-19	Difference August-19 vs August-18	Difference August-19 vs July-19
Total*	20,363	19,158	25,828	6%	-21%
1. Passenger cars (PC)	14,817	13,286	18,833	12%	-21%
2. Commercial vehicles (CV)	5,346	5,673	6,659	-6%	-20%
2.1 Trucks	4,605	4,769	5,862	-3%	-21%
2.2 Buses	741	904	797	-18%	-7%
3. Special-purpose vehicles	200	199	336	1%	-40%
Bus chassis (khung xe buýt)	48	12	47	300%	2%

*: not including bus chassis

VAMA only YTM August results:

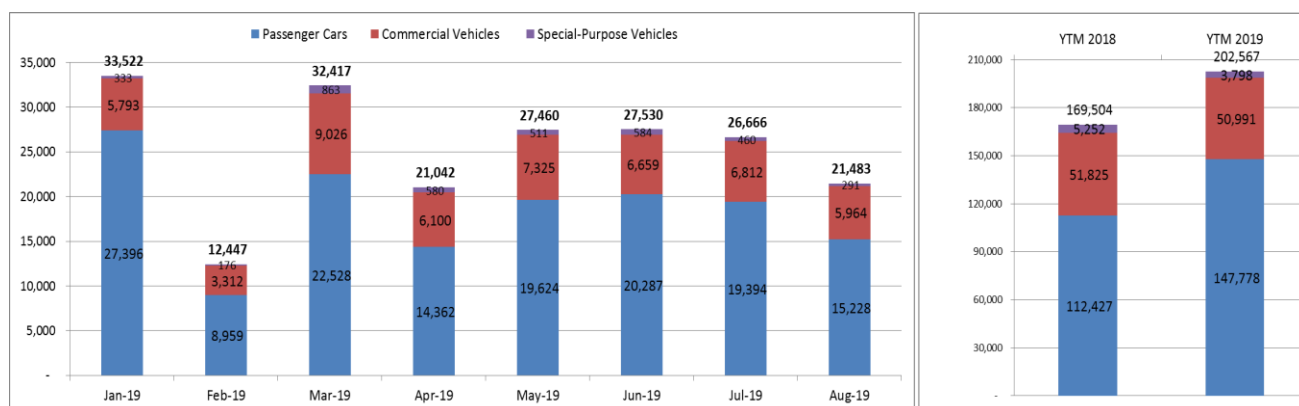
	YTM 2019	YTM 2018	Difference
Total*	192,147	162,482	18%
1. Passenger cars (PC)	143,074	109,739	30%
2. Commercial vehicles (CV)	46,730	48,281	-3%
2.1 Trucks	40,742	40,784	0%
2.2 Buses	5,988	7,497	-20%
3. Special-purpose vehicles	2,343	4,462	-47%
Bus chassis (khung xe buýt)	252	484	-48%

*: not including bus chassis

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

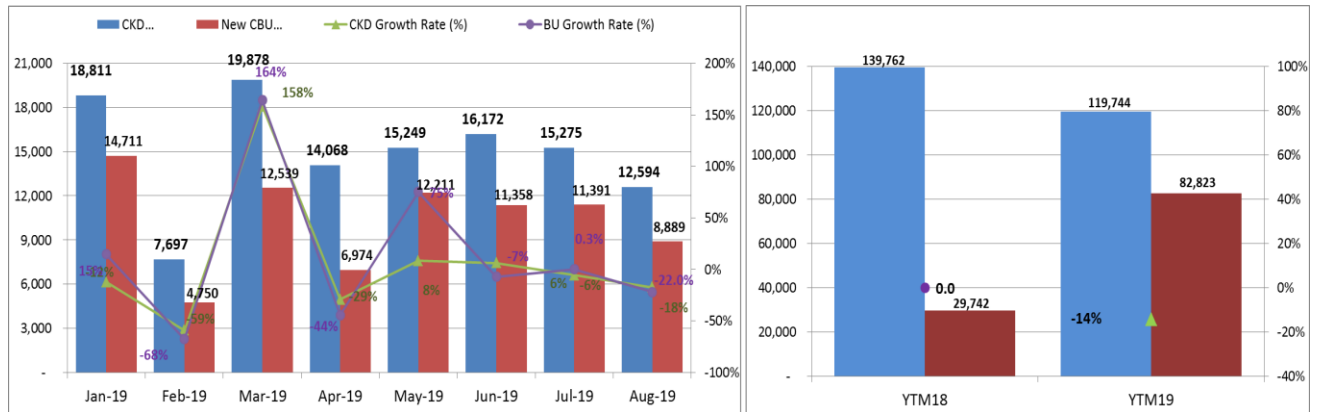
- Total Industry in FY August 2019 is up 20% versus last year.
- Passenger Car was up 31%; Commercial Vehicles was down 1.6% and Special-Purpose Vehicles was down 28% versus last year

Chart 1:



- In August 2019, CKD was down 14% and CBU was up 178% versus last year.

Chart 2:



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: +84 24 6290 7427

VAMA Office