



No.: 1008/2015/VAMA

Hanoi, 8th October 2015

Re: VAMA sales report – September 2015

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

SALES REPORT (SEPTEMBER 2015)

**The September industry is at 21,366 units.
The September 2015 volume is up 17% versus August 2015 and
up 32% versus September 2014.**

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

1) September Total Industry results in details:

- Total industry is at 21,366 units of which 12,789 units were Passenger Cars; 7,594 units were Commercial Vehicles and 983 units were Special-Purpose Vehicles.
- Passenger Cars were up 24% versus last month; Commercial Vehicles were up 5.9% and Special-Purpose Vehicles were up 29.5%.
- CKD volume was 15,936 units, up 18% versus last month and CBU was 5,430 units, up 15% versus last month.

Of which, September 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 9/2015.

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

Vehicle Type	Sales - Sep 2015				Sales - YTM 2015			
	North	Central	South	Total	North	Central	South	Total
Passenger cars (PC)								
Sedans	3,616	925	2,356	6,897	24,355	6,457	15,936	46,748
Sport utility vehicles (SUV)	1,069	269	971	2,309	9,464	2,417	8,509	20,390
Cross-over cars	31	17	67	115	191	55	338	584
Multi-purpose vehicles (MPV)	288	55	667	1,010	2,562	529	4,931	8,022
Convertible cars	-	-	-	-	-	-	-	-
Hatchback	224	31	124	379	967	191	682	1,840
Others (please specify)	-	-	-	-	-	-	-	-
Mercedes-Benz's PC subtotal	187	43	150	380	1,155	291	1,069	2,515
Lexus's PC subtotal	31	-	25	56	421	-	359	780
Thaco Peugeot's PC subtotal	26	8	21	55	174	61	120	355
Subtotal	5,472	1,348	4,381	11,281	39,289	10,001	31,944	81,234
In percentage (%)	48.85%	12.03%	39.11%	100.00%	48.37%	12.31%	39.32%	100.00%
Commercial vehicles (CV)								
Trucks								
Pick-ups	701	196	526	1,423	5,518	1,366	3,315	10,199
Vans	150	22	53	225	891	200	448	1,539
Small trucks (G.V.M ≤ 5,000 Kg)	200	15	169	384	1,258	206	1,213	2,677
Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,330	339	1,626	3,295	11,571	3,178	11,341	26,090
Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	62	52	270	384	540	304	1,517	2,361
Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
Other Trucks	114	47	339	500	1,071	235	2,743	4,049
Mercedes-Benz's CV (FUSO) subtotal	22	2	56	80	96	40	327	463
Subtotal	2,579	673	3,039	6,291	20,945	5,529	20,904	47,378
In percentage (%)	41.00%	10.70%	48.31%	100.00%	44.21%	11.67%	44.12%	100.00%
Buses								
Minibuses [(10-16) seats]	202	53	255	510	1,744	374	2,087	4,205
Medium buses / Coaches [(17-30) seats]	116	36	122	274	988	230	1,155	2,373
Large buses / Coaches [(31-55) seats]	136	35	71	242	1,123	306	696	2,125
Sleeping buses	-	-	-	-	-	-	-	-
City buses of all lengths	-	-	-	-	-	-	-	-
Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
Bus chassis (incompletely-built vehicles)	-	-	131	131	-	-	995	995
Subtotal	454	124	448	1,026	3,855	910	3,938	8,703
In percentage (%)	44.25%	12.09%	43.66%	100.00%	44.30%	10.46%	45.25%	100.00%
Special-Purpose Vehicles								
Dump trucks	262	117	350	729	2,750	1,655	2,888	7,293
Concrete mixer trucks	-	-	-	-	-	-	-	-
Tractor trucks	1	-	6	7	12	-	31	43
Tanker trucks	-	-	-	-	-	-	-	-
Refrigerator trucks	-	-	-	-	-	-	-	-
Ambulance	-	-	-	-	-	1	-	1
Fire-fighting trucks	-	-	-	-	-	-	-	-
Garbages	-	-	1	1	-	1	10	11
Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
Crane trucks	-	-	-	-	-	-	4	4
X-Ray medical vehicles	-	-	-	-	-	-	-	-
Truck-mounted concret pumps	-	-	-	-	-	-	-	-
Car transport (carrying) truck	-	-	-	-	-	-	2	2
Hooklift	-	-	-	-	-	-	-	-
Prisoner transport truck	-	-	-	-	-	-	-	-
Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
Vaccum tank truck (SPV)	-	-	1	1	-	-	4	4
Stage truck (SPV)	-	-	-	-	-	-	-	-
Subtotal	263	117	358	738	2,762	1,657	2,940	7,359
In percentage (%)	35.64%	15.85%	48.51%	100.00%	37.53%	22.52%	39.95%	100.00%
Grand-total	8768	2262	8226	19256	66851	18097	59726	144674
In percentage (%)	45.53%	11.75%	42.72%	100.00%	46.21%	12.51%	41.28%	100.00%

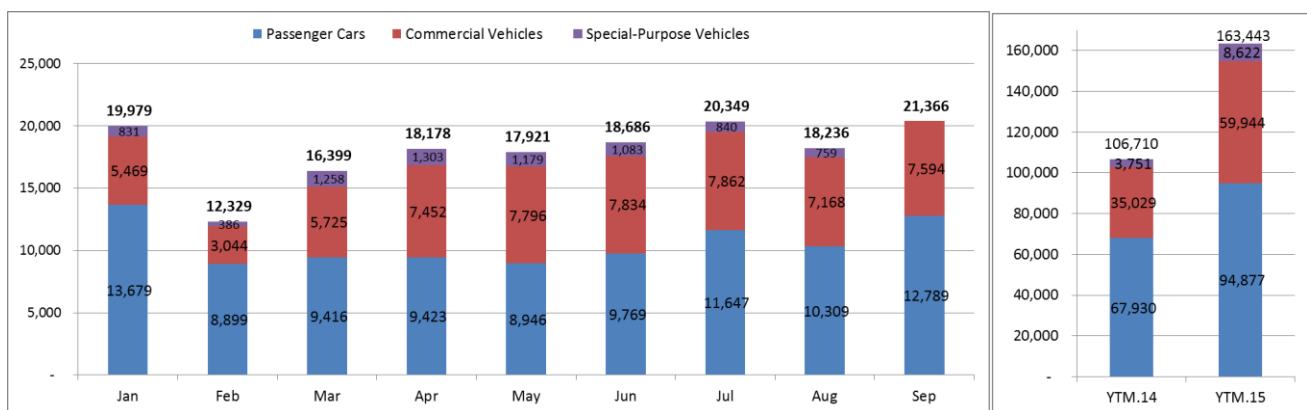
VAMA volume compared to last month as follows:

	Sep-15	Sep-14	Aug-15	Difference September- 15vs September-	Difference September- 15 vs August-15
Total*	19,256	12,948	16,019	49%	20%
1. Passenger cars (PC)	11,201	7,733	8,752	45%	28%
2. Commercial vehicles (CV)	7,317	4,800	6,675	52%	10%
2.1 Trucks	6,291	3,958	5,595	59%	12%
2.2 Buses	1,026	842	1,080	22%	-5%
3. Special-purpose vehicles	738	415	592	78%	25%
Bus chassis (khung xe buýt)	131	87	135	51%	-3%

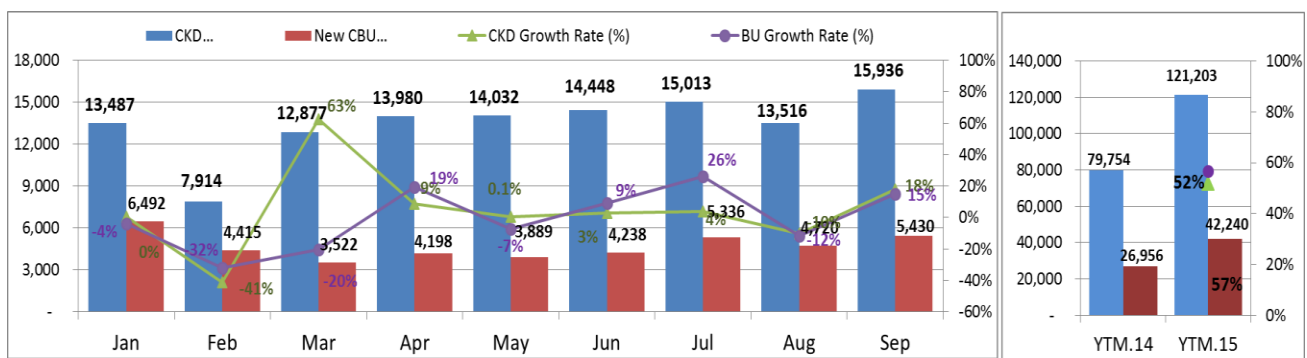
*: not including bus chassis

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

- Total Industry in FY September 2015 is up 53% versus last year.
- Passenger Car was up 40%; Commercial Vehicles was up 71% and Special-Purpose Vehicles was up 130% versus last year



- In FY.2015, CKD was up 52% and CBU was up 57% versus last year.



Of which, VAMA only YTM September results:

	YTM 2015	YTM 2014	Difference
Total*	144,674	90,139	61%
1. Passenger cars (PC)	81,234	54,406	49%
2. Commercial vehicles (CV)	56,081	32,638	72%
2.1 Trucks	47,378	26,704	77%
2.2 Buses	8,703	5,934	47%
3. Special-purpose vehicles	7,359	3,095	138%
Bus chassis (khung xe buýt)	995	726	37%

*: 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