



No.: 101000/2016/VAMA

Hanoi, 10th October 2016

Re: VAMA sales report – September 2016

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

SALES REPORT (SEPTEMBER 2016)

**The September industry is at 26,551 units.
The September 2016 volume is up 13% versus August 2016 and
up 24% versus September 2015.**

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

1) September Total Industry results in details:

- Total industry is at 26,551 units of which 16,327 units were Passenger Cars; 9,117 units were Commercial Vehicles and 1107 units were Special-Purpose Vehicles.
- Passenger Cars were up 9% versus last month; Commercial Vehicles were up 21% and Special-Purpose Vehicles were up 15%.
- CKD volume was 20,566 units, up 17% versus last month and CBU was 5,985 units, approximate 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 9/2016.

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

No	Vehicle Type	Sales - Sep 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,822	1,000	2,775	7,597	27,010	7,499	19,361	53,870
2	Sport utility vehicles (SUV)	1,158	311	1,555	3,024	8,808	2,650	10,556	22,014
3	Cross-over cars	429	73	282	784	3,472	615	2,084	6,171
4	Multi-purpose vehicles (MPV)	334	107	641	1,082	3,695	930	7,147	11,772
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	985	88	664	1,737	5,804	574	4,234	10,612
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	154	46	138	338	1,356	317	1,331	3,004
9	Lexus's PC subtotal	59	-	32	91	743	-	598	1,341
10	Thaco Peugeot's PC subtotal	24	6	20	50	228	67	186	481
	Subtotal	6,965	1,631	6,107	14,703	51,116	12,652	45,397	109,265
	In percentage (%)	47.37%	11.09%	41.54%	100.00%	46.78%	11.58%	41.64%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	849	200	682	1,731	8,042	2,399	6,364	16,805
12	Vans	128	17	54	199	1,157	167	393	1,717
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,440	192	1,303	2,935	9,311	1,521	10,488	21,320
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	759	205	777	1,741	7,067	2,475	7,191	16,733
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	121	12	36	169	856	101	518	1,475
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	90	11	131	232	877	119	1,824	2,820
19	Mercedes-Benz's CV (FUSO) subtotal	25	22	98	145	264	114	700	1,078
	Subtotal	3,412	659	3,081	7,152	27,574	6,896	27,378	61,948
	In percentage (%)	47.71%	9.21%	43.08%	100.00%	44.51%	11.13%	44.36%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	252	55	382	689	2,101	453	3,100	5,654
21	Medium buses / Coaches [(17-30) seats]	55	16	72	143	389	187	489	1,065
22	Large buses / Coaches [(31-55) seats]	252	69	148	469	2,375	492	1,613	4,480
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	91	91	10	-	951	961
	Subtotal	559	140	602	1,301	4,865	1,132	5,202	11,199
	In percentage (%)	42.97%	10.76%	46.27%	100.00%	43.44%	10.11%	46.45%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	425	120	418	963	4,554	1,759	4,141	10,454
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	7	7	5	-	46	51
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	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	-	-	4	4	-	-	5	5
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1
	Subtotal	425	120	429	974	4,559	1,760	4,220	10,539
	In percentage (%)	43.63%	12.32%	44.05%	100.00%	43.26%	16.70%	40.04%	100.00%
	Grand-total	11361	2550	10219	24130	88114	22440	82397	192951
	In percentage (%)	47.08%	10.57%	42.35%	100.00%	45.67%	11.63%	42.70%	100.00%

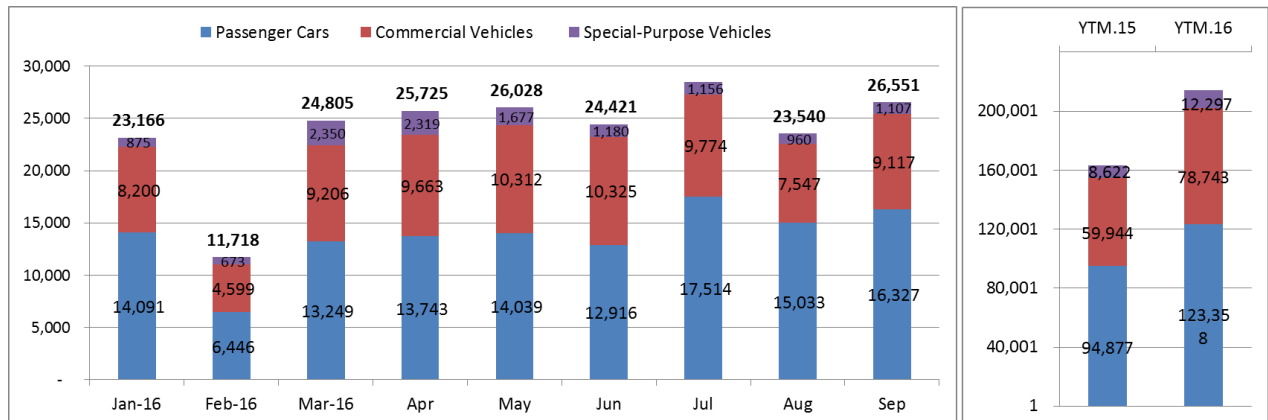
VAMA volume compared to last month as follows:

	Sep-16	Sep-15	Aug-16	Difference September- 16 vs September-	Difference September- 16 vs August-16
Total*	24,130	19,256	20,567	25%	17%
1. Passenger cars (PC)	14,703	11,201	12,711	31%	16%
2. Commercial vehicles (CV)	8,453	7,317	7,073	16%	20%
2.1 Trucks	7,152	6,291	5,850	14%	22%
2.2 Buses	1,301	1,026	1,223	27%	6%
3. Special-purpose vehicles	974	738	783	32%	24%
Bus chassis (khung xe buýt)	0	131	2	-100%	-100%

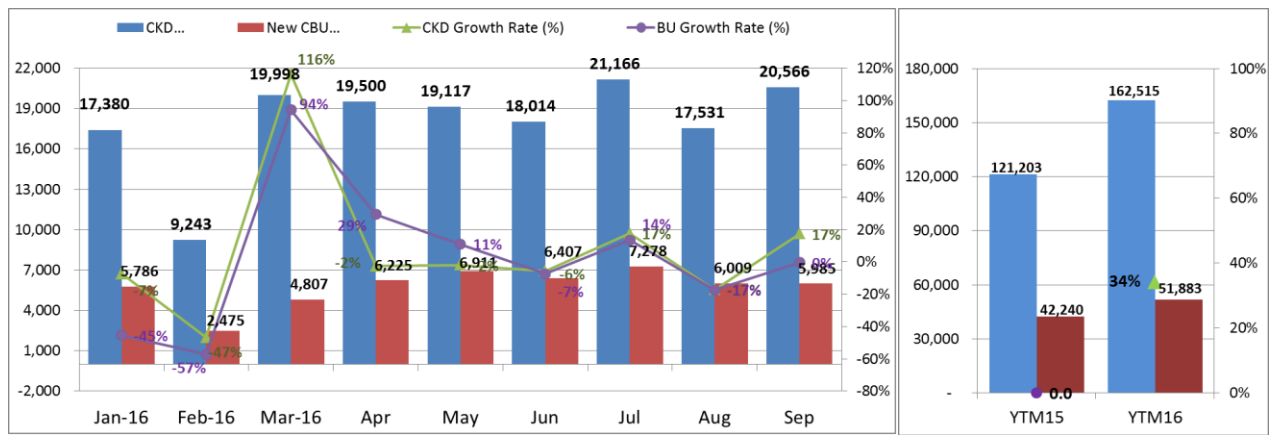
*: not including bus chassis

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

- Total Industry in FY September 2016 is up 31% versus last year.
- Passenger Car was up 30%; Commercial Vehicles was up 31% and Special-Purpose Vehicles was up 43% versus last year



- In FY.2016, CKD was up 29% and CBU was up 10% versus last year.



Of which, VAMA only YTM September results:

	YTM 2016	YTM 2015	Difference
Total*	192,951	144,671	33%
1. Passenger cars (PC)	109,265	81,233	35%
2. Commercial vehicles (CV)	73,147	56,079	30%
2.1 Trucks	61,948	47,376	31%
2.2 Buses	11,199	8,703	29%
3. Special-purpose vehicles	10,539	7,359	43%
Bus chassis (khung xe buýt)	961	995	-3%

*: 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