



No.: 101000/2017/VAMA

Hanoi, September 10<sup>th</sup>, 2017

Re: VAMA sales report – September 2017

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

## **SALES REPORT (SEPTEMBER 2017)**

**The September industry is at 21,216 units.  
The September 2017 volume is down 4% versus August 2017 and  
down 20% versus September 2016.**

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

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

- Total industry is at 21,216 units of which 11,637 units were Passenger Cars; 8,700 units were Commercial Vehicles and 879 units were Special-Purpose Vehicles.
- Passenger Cars were down 7% versus last month; Commercial Vehicles were as same as last month and Special-Purpose Vehicles were up 4%.
- CKD volume was 14,739 units, down 5% versus last month and CBU was 6,477 units, down 2% versus last month.

**Of which, September 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 9/2017.

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

| No         | Vehicle Type                                      | North         | Central       | South         | Total          | North         | Central       | South         | Total          |
|------------|---|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|
| <b>I</b>   | <b>Passenger cars (PC)</b>                        |               |               |               |                |               |               |               |                |
| 1          | Sedans  | 2,043         | 547           | 2,285         | 4,875          | 23,019        | 6,827         | 22,289        | 52,135         |
| 2          | Sport utility vehicles (SUV)                      | 1,461         | 468           | 1,521         | 3,450          | 9,841         | 3,387         | 12,810        | 26,038         |
| 3          | Cross-over cars                                   | 345           | 65            | 173           | 583            | 3,118         | 597           | 2,037         | 5,752          |
| 4          | Multi-purpose vehicles (MPV)                      | 178           | 70            | 711           | 959            | 2,361         | 779           | 8,099         | 11,239         |
| 5          | Convertible cars                                  | -             | -             | -             | -              | -             | -             | -             | -              |
| 6          | Hatchback   | 454           | 50            | 293           | 797            | 5,111         | 543           | 3,046         | 8,700          |
| 7          | Others (please specify)                           | -             | -             | -             | -              | -             | -             | -             | -              |
| 8          | Mercedes-Benz's PC subtotal                       | 210           | 64            | 276           | 550            | 1,866         | 493           | 1,889         | 4,248          |
| 9          | Lexus's PC subtotal                               | 24            | -             | 21            | 45             | 317           | -             | 335           | 652            |
| 10         | Thaco Peugeot's PC subtotal                       | 8             | 2             | 8             | 18             | 82            | 28            | 102           | 212            |
|            | <b>Subtotal</b>                                   | <b>4,723</b>  | <b>1,266</b>  | <b>5,288</b>  | <b>11,277</b>  | <b>45,715</b> | <b>12,654</b> | <b>50,607</b> | <b>108,976</b> |
|            | <b>In percentage (%)</b>                          | <b>41.88%</b> | <b>11.23%</b> | <b>46.89%</b> | <b>100.00%</b> | <b>41.95%</b> | <b>11.61%</b> | <b>46.44%</b> | <b>100.00%</b> |
| <b>II</b>  | <b>Commercial vehicles (CV)</b>                   |               |               |               |                |               |               |               |                |
|            | <b>Trucks</b>                                     |               |               |               |                |               |               |               |                |
| 11         | Pick-ups  | 871           | 230           | 735           | 1,836          | 8,434         | 2,635         | 6,467         | 17,536         |
| 12         | Vans  | 159           | 26            | 42            | 227            | 1,046         | 129           | 317           | 1,492          |
| 13         | Small trucks (G.V.M ≤ 5,000 Kg)                   | 856           | 147           | 1,061         | 2,064          | 8,636         | 1,584         | 9,020         | 19,240         |
| 14         | Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)       | 641           | 295           | 761           | 1,697          | 5,756         | 2,235         | 6,577         | 14,568         |
| 15         | Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)     | 141           | 9             | 50            | 200            | 1,263         | 74            | 513           | 1,850          |
| 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                                      | 133           | 33            | 228           | 394            | 835           | 258           | 1,693         | 2,786          |
| 19         | Mercedes-Benz's CV (FUSO) subtotal                | 9             | 5             | 58            | 72             | 117           | 65            | 510           | 692            |
|            | <b>Subtotal</b>                                   | <b>2,810</b>  | <b>745</b>    | <b>2,935</b>  | <b>6,490</b>   | <b>26,007</b> | <b>6,980</b>  | <b>25,097</b> | <b>58,164</b>  |
|            | <b>In percentage (%)</b>                          | <b>43.30%</b> | <b>11.48%</b> | <b>45.22%</b> | <b>100.00%</b> | <b>44.85%</b> | <b>12.00%</b> | <b>43.15%</b> | <b>100.00%</b> |
|            | <b>Buses</b>                                      |               |               |               |                |               |               |               |                |
| 20         | Minibuses [(10-16) seats]                         | 177           | 35            | 285           | 497            | 1,927         | 392           | 2,485         | 4,804          |
| 21         | Medium buses / Coaches [(17-30) seats]            | 20            | 15            | 42            | 77             | 215           | 92            | 309           | 616            |
| 22         | Large buses / Coaches [(31-55) seats]             | 212           | 41            | 115           | 368            | 2,023         | 346           | 1,674         | 4,043          |
| 23         | Sleeping buses                                    | -             | -             | -             | -              | -             | -             | -             | -              |
| 24         | City buses of all lengths                         | -             | -             | -             | -              | -             | -             | -             | -              |
| 25         | Bus rapid transit (BRT)                           | -             | -             | -             | -              | -             | -             | -             | -              |
| 26         | Bus chassis (incompletely-built vehicles)         | -             | 1             | 109           | 110            | -             | 10            | 728           | 738            |
|            | <b>Subtotal</b>                                   | <b>409</b>    | <b>91</b>     | <b>442</b>    | <b>942</b>     | <b>4,165</b>  | <b>830</b>    | <b>4,468</b>  | <b>9,463</b>   |
|            | <b>In percentage (%)</b>                          | <b>43.42%</b> | <b>9.66%</b>  | <b>46.92%</b> | <b>100.00%</b> | <b>44.01%</b> | <b>8.77%</b>  | <b>47.22%</b> | <b>100.00%</b> |
| <b>III</b> | <b>Special-Purpose Vehicles</b>                   |               |               |               |                |               |               |               |                |
| 27         | Dump trucks                                       | 191           | 89            | 265           | 545            | 3,019         | 1,292         | 3,845         | 8,156          |
| 28         | Concrete mixer trucks                             | -             | -             | -             | -              | -             | -             | -             | -              |
| 29         | Tractor trucks                                    | -             | -             | -             | -              | 8             | 6             | 26            | 40             |
| 30         | Tanker trucks                                     | -             | -             | -             | -              | -             | -             | -             | -              |
| 31         | Refrigerator trucks                               | -             | -             | -             | -              | -             | -             | -             | -              |
| 32         | Ambulance   | -             | -             | -             | -              | -             | -             | -             | -              |
| 33         | Fire-fighting trucks                              | -             | -             | -             | -              | 1             | -             | -             | 1              |
| 34         | Garbages  | -             | -             | 3             | 3              | -             | 1             | 30            | 31             |
| 35         | Hydraulic crane truck                             | -             | -             | -             | -              | -             | -             | -             | -              |
| 36         | Sprinklers (road cleaning trucks)                 | -             | -             | -             | -              | -             | -             | -             | -              |
| 37         | Crane trucks                                      | -             | -             | -             | -              | -             | 1             | 7             | 8              |
| 38         | X-Ray medical vehicles                            | -             | -             | -             | -              | -             | -             | -             | -              |
| 39         | Truck-mounted concrete 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         | Vacuum tank truck (SPV)                           | -             | -             | -             | -              | -             | -             | 1             | 1              |
| 46         | Stage truck (SPV)                                 | -             | -             | -             | -              | -             | -             | -             | -              |
|            | <b>Subtotal</b>                                   | <b>191</b>    | <b>89</b>     | <b>268</b>    | <b>548</b>     | <b>3,028</b>  | <b>1,300</b>  | <b>3,912</b>  | <b>8,240</b>   |
|            | <b>In percentage (%)</b>                          | <b>34.85%</b> | <b>16.24%</b> | <b>48.91%</b> | <b>100.00%</b> | <b>36.75%</b> | <b>15.78%</b> | <b>47.48%</b> | <b>100.00%</b> |
|            | <b>Grand-total</b>                                | <b>8133</b>   | <b>2191</b>   | <b>8933</b>   | <b>19257</b>   | <b>78995</b>  | <b>21764</b>  | <b>84084</b>  | <b>184843</b>  |
|            | <b>In percentage (%)</b>                          | <b>42.23%</b> | <b>11.38%</b> | <b>46.39%</b> | <b>100.00%</b> | <b>42.74%</b> | <b>11.77%</b> | <b>45.49%</b> | <b>100.00%</b> |

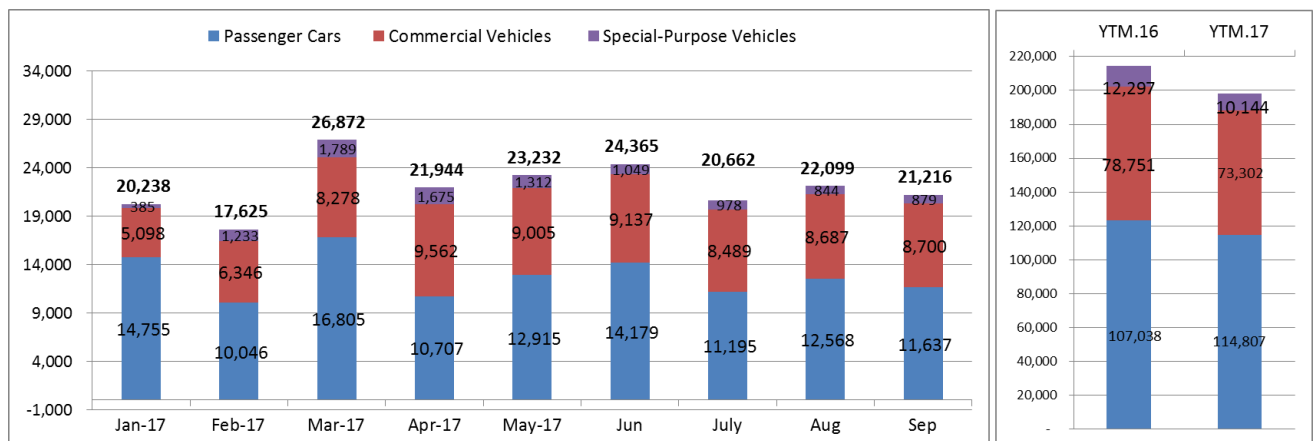
**VAMA volume compared to last month as follows:**

|                             | Sep-17        | Sep-16        | Aug-17        | Difference Sep-17 vs Sep-16 | Difference Sep-17 vs Aug-17 |
|-----------------------------|---------------|---------------|---------------|-----------------------------|-----------------------------|
| <b>Total*</b>               | <b>19,257</b> | <b>24,132</b> | <b>20,746</b> | <b>-20%</b>                 | <b>-7%</b>                  |
| 1. Passenger cars (PC)      | 11,277        | 14,706        | 12,243        | -23%                        | -8%                         |
| 2. Commercial vehicles (CV) | 7,432         | 8,452         | 7,980         | -12%                        | -7%                         |
| 2.1 Trucks                  | 6,490         | 7,151         | 6,867         | -9%                         | -5%                         |
| 2.2 Buses                   | 942           | 1,301         | 1,113         | -28%                        | -15%                        |
| 3. Special-purpose vehicles | 548           | 974           | 523           | -44%                        | 5%                          |
| Bus chassis (khung xe buýt) | 110           | 91            | 109           | 21%                         | 1%                          |

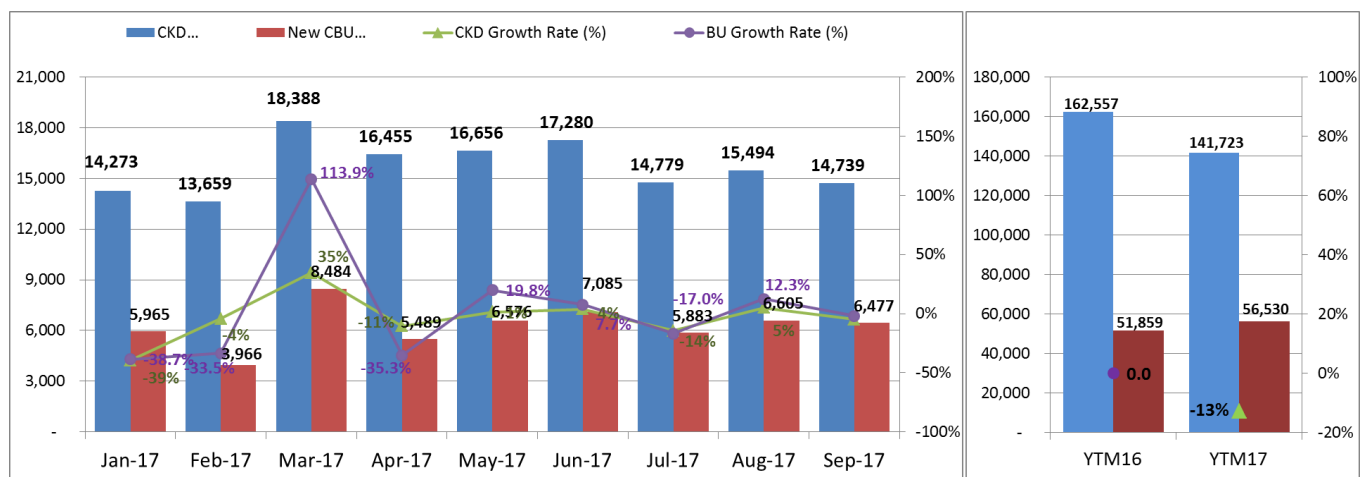
\*: not including bus chassis

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

- Total Industry in FY September 2017 is down 8% versus last year.
- Passenger Car was down 7%; Commercial Vehicles was down 7% and Special-Purpose Vehicles was down 18% versus last year



- In September 2017, CKD was down 28% and CBU was up 8% versus last year.



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

|                             | <b>YTM 2017</b> | <b>YTM 2016</b> | <b>Difference</b> |
|-----------------------------|-----------------|-----------------|-------------------|
| <b>Total*</b>               | <b>184,843</b>  | <b>192,945</b>  | <b>-4%</b>        |
| 1. Passenger cars (PC)      | 108,976         | 109,272         | 0%                |
| 2. Commercial vehicles (CV) | 67,627          | 73,201          | -8%               |
| 2.1 Trucks                  | 58,164          | 62,002          | -6%               |
| 2.2 Buses                   | 9,463           | 11,199          | -16%              |
| 3. Special-purpose vehicles | 8,240           | 10,472          | -21%              |
| Bus chassis (khung xe buýt) | 738             | 1,117           | -34%              |

**\*: 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**