



No.: 032801/2019/VAMA

Hanoi, 28 March 2019

Re: VAMA sales report – December 2015

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

## **SALES REPORT (DECEMBER 2015)**

**The December industry is at 29,397 units.  
The December 2015 volume is down 1% versus November 2015 and  
up 45% versus December 2014.**

Would you please find December 2015 Total Industry<sup>1</sup> & VAMA members only figures<sup>1</sup>.

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

- Total industry is at 29,397 units of which 16,795 units were Passenger Cars; 11,469 units were Commercial Vehicles and 1,133 units were Special-Purpose Vehicles.
- Passenger Cars were down 9.8% versus last month; Commercial Vehicles were up 17.9% and Special-Purpose Vehicles were down 17.4%.
- CKD volume was 18,783 units, up 9.7% versus last month and CBU was 10,614 units, down 16% versus last month.

**Of which, December VAMA members' volume was as follows:**

<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 12/2015.

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

No	Vehicle Type	Sales - Dec 2015				Sales - YTM 2015			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	4,111	1,010	2,716	7,837	34,821	9,107	23,282	67,210
2	Sport utility vehicles (SUV)	1,204	367	1,220	2,791	10,807	2,987	10,758	24,552
3	Cross-over cars	426	70	267	763	3,206	591	1,877	5,674
4	Multi-purpose vehicles (MPV)	487	166	638	1,291	3,689	886	6,968	11,543
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	297	68	188	553	1,689	356	1,162	3,207
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	196	36	143	375	1,665	406	1,526	3,597
9	Lexus's PC subtotal	36	-	44	80	510	-	451	961
10	Thaco Peugeot's PC subtotal	43	4	42	89	261	73	210	544
	<b>Subtotal</b>	<b>6,800</b>	<b>1,721</b>	<b>5,258</b>	<b>13,779</b>	<b>56,648</b>	<b>14,406</b>	<b>46,234</b>	<b>117,288</b>
	<b>In percentage (%)</b>	<b>49.35%</b>	<b>12.49%</b>	<b>38.16%</b>	<b>100.00%</b>	<b>48.30%</b>	<b>12.28%</b>	<b>39.42%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,266	357	857	2,480	8,884	2,256	5,601	16,741
12	Vans	161	27	76	264	1,356	302	625	2,283
13	Small trucks (G.V.M ≤ 5,000 Kg)	983	160	1,268	2,411	9,989	2,268	11,189	23,446
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	872	263	736	1,871	7,500	2,417	7,983	17,900
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	76	16	61	153	897	229	967	2,093
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	148	37	385	570	1,570	378	3,959	5,907
19	Tractor trucks	4	-	18	22	17	1	53	71
20	Mercedes-Benz's CV (FUSO) subtotal	21	9	75	105	132	56	576	764
	<b>Subtotal</b>	<b>3,531</b>	<b>869</b>	<b>3,476</b>	<b>7,876</b>	<b>30,345</b>	<b>7,907</b>	<b>30,953</b>	<b>69,205</b>
	<b>In percentage (%)</b>	<b>44.83%</b>	<b>11.03%</b>	<b>44.13%</b>	<b>100.00%</b>	<b>43.85%</b>	<b>11.43%</b>	<b>44.73%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	316	56	327	699	2,523	556	3,028	6,107
22	Medium buses / Coaches [(17-30) seats]	96	55	82	233	1,271	345	1,428	3,044
23	Large buses / Coaches [(31-55) seats]	177	59	152	388	1,591	437	999	3,027
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	37	37	-	-	1,236	1,236
	<b>Subtotal</b>	<b>589</b>	<b>170</b>	<b>561</b>	<b>1,320</b>	<b>5,385</b>	<b>1,338</b>	<b>5,455</b>	<b>13,178</b>
	<b>In percentage (%)</b>	<b>44.62%</b>	<b>12.88%</b>	<b>42.50%</b>	<b>100.00%</b>	<b>44.22%</b>	<b>10.99%</b>	<b>44.79%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	374	107	311	792	3,838	2,049	3,972	9,859
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	1	-	1
33	Fire-fighting trucks	-	-	-	-	-	-	1	1
34	Garbages	-	-	4	4	-	1	16	17
35	Hydraulic crane truck	-	-	1	1	-	-	2	2
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	2	2
37	Crane trucks	-	-	-	-	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	2	2
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	1	1	-	-	2	2
44	Vaccum tank truck (SPV)	-	-	1	1	-	-	6	6
45	Stage truck (SPV)	-	-	1	1	-	-	1	1
	<b>Subtotal</b>	<b>374</b>	<b>107</b>	<b>319</b>	<b>800</b>	<b>3,838</b>	<b>2,051</b>	<b>4,008</b>	<b>9,897</b>
	<b>In percentage (%)</b>	<b>46.75%</b>	<b>13.38%</b>	<b>39.88%</b>	<b>100.00%</b>	<b>38.78%</b>	<b>20.72%</b>	<b>40.50%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>11294</b>	<b>2867</b>	<b>9614</b>	<b>23775</b>	<b>96216</b>	<b>25702</b>	<b>86650</b>	<b>208568</b>
	<b>In percentage (%)</b>	<b>47.50%</b>	<b>12.06%</b>	<b>40.44%</b>	<b>100.00%</b>	<b>46.13%</b>	<b>12.32%</b>	<b>41.55%</b>	<b>100.00%</b>

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

	Dec-15	Dec-14	Nov-15	Difference December- 15vs December-	Difference December- 15 vs November-
<b>Total*</b>	<b>23,775</b>	<b>16,413</b>	<b>20,922</b>	<b>45%</b>	<b>14%</b>
1. Passenger cars (PC)	13,779	9,733	11,655	42%	18%
2. Commercial vehicles (CV)	9,196	6,099	8,410	51%	9%
2.1 Trucks	7,876	5,193	7,372	52%	7%
2.2 Buses	1,320	906	1,038	46%	27%
3. Special-purpose vehicles	800	581	857	38%	-7%
Bus chassis (khung xe buýt)	37	105	84	-65%	-56%

\*: not including bus chassis

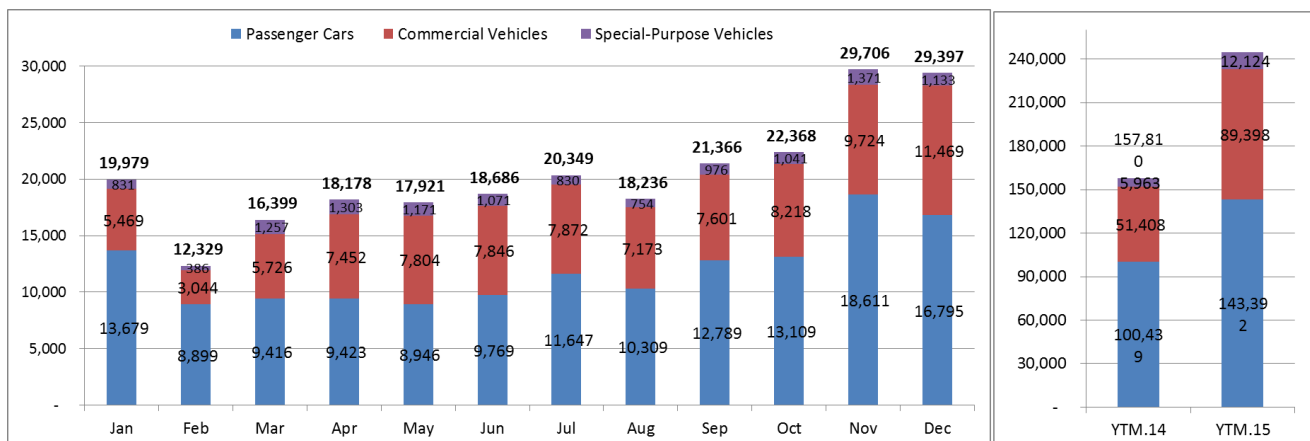
**VAMA YTM December results:**

	YTM 2015	YTM 2014	Difference
<b>Total*</b>	<b>208,566</b>	<b>133,565</b>	<b>56%</b>
1. Passenger cars (PC)	117,288	79,813	47%
2. Commercial vehicles (CV)	81,381	48,945	66%
2.1 Trucks	69,203	40,199	72%
2.2 Buses	12,178	8,746	39%
3. Special-purpose vehicles	9,897	4,807	106%
Bus chassis (khung xe buýt)	1,236	997	24%

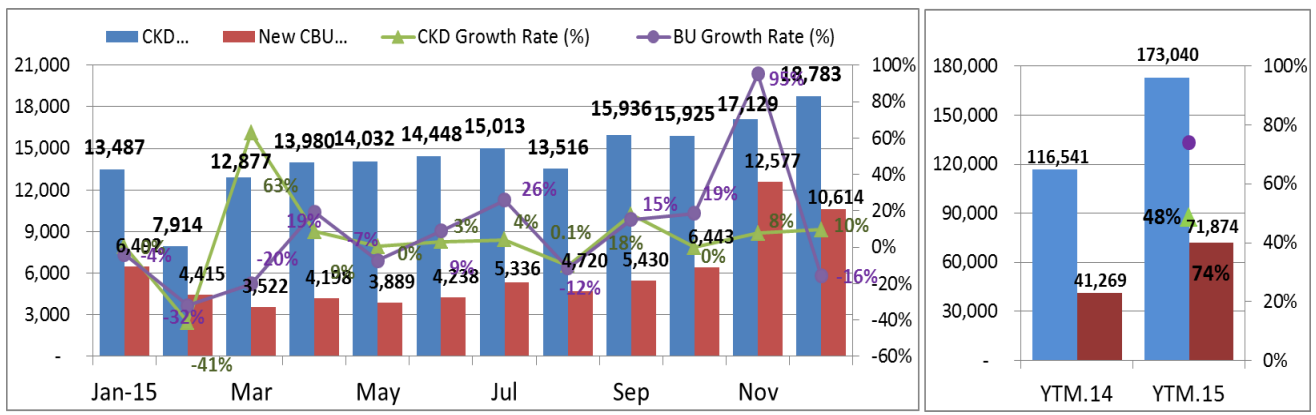
\*: not including bus chassis

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

- Total Industry in FY December 2015 is up 55% versus last year.
- Passenger Car was up 43%; Commercial Vehicles was up 74% and Special-Purpose Vehicles was up 103% versus last year



- In FY.2015, CKD was up 48% and CBU was up 74% versus last year.



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: 04 6290 7427

Yours faithfully,

**VAMA Office**