



No.: 032803/2019/VAMA

Hanoi, 28 March 2019

Re: VAMA sales report – December 2017

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

SALES REPORT (DECEMBER 2017)

**The December industry is at 27,882 units.
The December 2017 volume is up 13% versus November 2017 and
down 16% versus December 2016.**

Would you please find December 2017 Total Industry¹ & VAMA members only figures¹.

1) December Total Industry results in details:

- Total industry is at 27,882 units of which 14,621 units were Passenger Cars; 11,893 units were Commercial Vehicles and 1,368 units were Special-Purpose Vehicles.
- Passenger Cars were up 14% versus last month; Commercial Vehicles were up 13% and Special-Purpose Vehicles were down 6%.
- CKD volume was 20,047 units, up 13% versus last month and CBU was 7,835 units, up 11% versus last month.

Of which, December 2017 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 12/2017.

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

No	Vehicle Type	Sales - Dec 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,551	1,018	2,943	7,512	32,613	9,438	30,895	72,946
2	Sport utility vehicles (SUV)	657	192	499	1,348	11,988	4,040	15,044	31,072
3	Cross-over cars	773	130	478	1,381	4,969	932	3,102	9,003
4	Multi-purpose vehicles (MPV)	438	105	1,166	1,709	3,215	1,056	11,030	15,301
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	628	61	299	988	6,708	699	3,868	11,275
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	302	83	230	615	2,678	736	2,614	6,028
9	Lexus's PC subtotal	61	-	78	139	452	-	496	948
10	Thaco Peugeot's PC subtotal	84	22	62	168	184	52	185	421
	Subtotal	8,494	1,611	5,755	11,860	61,897	16,373	67,734	146,994
	In percentage (%)	46.85%	11.62%	41.52%	100.00%	42.73%	11.53%	45.74%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,235	397	851	2,483	11,604	3,673	9,096	24,373
12	Vans	87	8	26	121	1,375	157	383	1,915
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,091	223	1,191	2,505	11,774	2,185	12,472	26,431
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	681	222	1,084	1,987	7,802	2,881	9,227	19,910
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	151	12	82	245	1,714	108	712	2,534
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	194	73	520	787	1,446	392	2,895	4,733
19	Tractor trucks	-	-	4	4	12	8	33	53
20	Mercedes-Benz's CV (FUSO) subtotal	29	11	215	255	170	83	827	1,080
	Subtotal	3,408	946	3,971	8,325	35,897	9,897	35,645	81,829
	In percentage (%)	41.35%	11.28%	47.37%	100.00%	44.30%	11.71%	43.99%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	197	23	200	420	2,408	474	3,147	6,029
22	Medium buses / Coaches [(17-30) seats]	29	14	56	99	323	142	448	913
23	Large buses / Coaches [(31-55) seats]	219	64	242	525	2,815	500	2,226	5,541
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	14	14	-	10	872	882
	Subtotal	445	101	496	1,044	5,246	1,116	5,821	12,483
	In percentage (%)	42.62%	9.67%	47.70%	100.00%	44.43%	8.94%	46.63%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	203	60	384	647	3,634	1,515	4,884	10,033
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	2	2	1	-	3	4
34	Garbages	-	-	5	5	-	1	42	43
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	2	2	-	-	3	3
37	Crane trucks	-	-	1	1	-	1	8	9
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret 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)	-	-	2	2	-	-	3	3
45	Vacuum tank truck (SPV)	-	-	12	12	-	-	13	13
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	1	1
47	Stage truck (SPV)	-	-	-	-	-	-	1	1
48	Xe chi huy chữa cháy (SPV)	-	-	1	1	-	-	1	1
	Subtotal	203	60	406	672	3,635	1,517	4,981	10,113
	In percentage (%)	30.21%	8.93%	60.86%	100.00%	35.94%	15.00%	49.06%	100.00%
	Grand-total	10610	2718	10635	23963	107885	29073	113661	250619
	In percentage (%)	44.28%	11.34%	44.38%	100.00%	43.05%	11.60%	45.35%	100.00%

VAMA volume compared to last month as follows:

	Dec-17	Dec-16	Nov-17	Difference Dec-17 vs Dec-16	Difference Dec-17 vs Nov-17
Total*	23,963	28,164	21,662	-15%	11%
1. Passenger cars (PC)	13,860	18,583	12,449	-25%	11%
2. Commercial vehicles (CV)	9,431	8,738	8,578	8%	10%
2.1 Trucks	8,387	7,533	7,531	11%	11%
2.2 Buses	1,044	1,205	1,047	-13%	0%
3. Special-purpose vehicles	672	843	635	-20%	6%
Bus chassis (khung xe buýt)	14	84	36	-83%	-61%

*: not including bus chassis

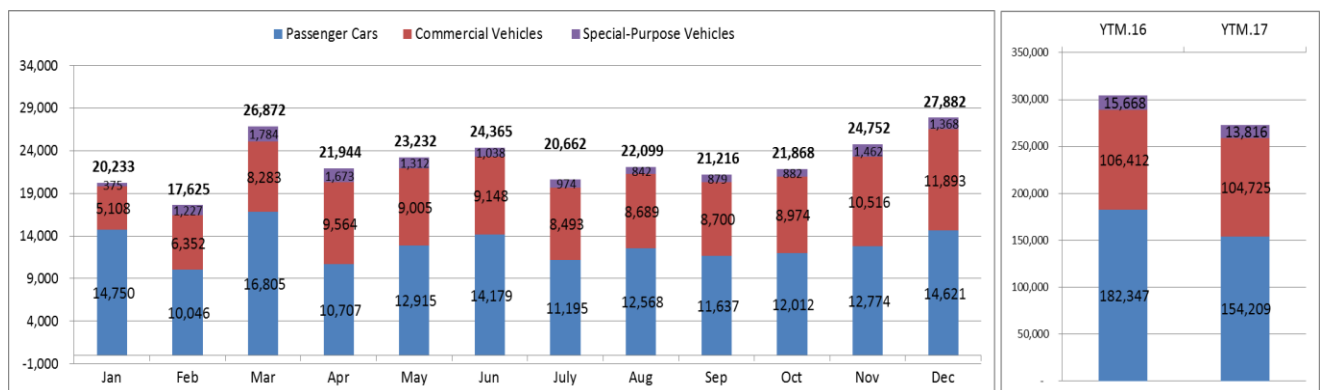
VAMA only YTM December results:

	YTM 2017	YTM 2016	Difference
Total*	250,619	271,833	-8%
1. Passenger cars (PC)	146,994	159,500	-8%
2. Commercial vehicles (CV)	93,512	99,091	-6%
2.1 Trucks	81,029	84,321	-4%
2.2 Buses	12,483	14,770	-15%
3. Special-purpose vehicles	10,113	13,242	-24%
Bus chassis (khung xe buýt)	882	1,477	-40%

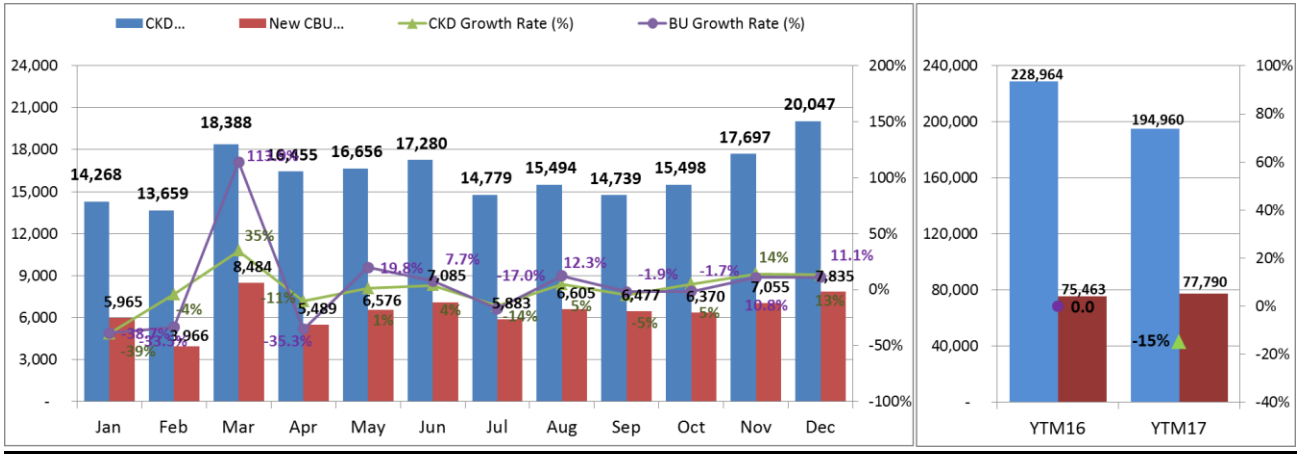
*: not including bus chassis

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

- Total Industry in FY December 2017 is down 10% versus last year.
- Passenger Car was down 15%; Commercial Vehicles was down 2% and Special-Purpose Vehicles was down 12% versus last year



- In December 2017, CKD was down 19% and CBU was up 9% 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 – Tel: +84 24 6290 7427

VAMA Office