



No.: 032804/2019/VAMA

Hanoi, 28 March 2019

Re: VAMA sales report – December 2018

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

## **SALES REPORT (DECEMBER 2018)**

**The December industry is at 34,234 units.  
The December 2018 volume is up 10.8% versus November 2018 and  
up 22.8% versus December 2017.**

Would you please find December 2018 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

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

- Total industry is at 34,234 units of which 23,984 units were Passenger Cars; 9,745 units were Commercial Vehicles and 505 units were Special-Purpose Vehicles.
- Passenger Cars were up 9.3% versus last month; Commercial Vehicles were up 14.5% and Special-Purpose Vehicles were up 15.8%.
- CKD volume was 21,407 units, up 10.2% versus last month and CBU was 12,827 units, up 11.7% versus last month.

**Of which, December 2018 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 12/2018.

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

No	Vehicle Type	Sales - Dec 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	4,991	2,034	3,973	10,998	44,138	17,106	37,647	98,891
2	Sport utility vehicles (SUV)	2,162	1,015	2,531	5,708	13,981	6,394	15,183	35,558
3	Cross-over cars	652	110	344	1,106	6,245	1,681	4,317	12,243
4	Multi-purpose vehicles (MPV)	399	311	1,381	2,091	3,954	1,950	14,401	20,305
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,036	154	537	1,727	7,842	1,490	4,435	13,767
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	362	102	301	765	2,570	810	2,889	6,269
9	Lexus's PC subtotal	108	-	90	198	288	-	300	588
10	Thaco Peugeot's PC subtotal	174	-	265	439	1,584	482	2,397	4,463
	<b>Subtotal</b>	<b>8,884</b>	<b>3,726</b>	<b>9,422</b>	<b>23,032</b>	<b>80,602</b>	<b>29,013</b>	<b>81,569</b>	<b>192,084</b>
	<b>In percentage (%)</b>	<b>42.91%</b>	<b>16.18%</b>	<b>40.91%</b>	<b>100.00%</b>	<b>41.96%</b>	<b>15.57%</b>	<b>42.47%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	1,547	502	1,299	3,348	8,038	3,137	7,316	18,491
12	Vans	52	2	57	111	2,109	233	641	2,983
13	Small trucks (G.V.M ≤ 5,000 Kg)	683	90	812	1,585	9,461	1,813	10,974	22,248
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	2,107	143	646	2,896	8,921	1,999	9,069	19,989
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	196	8	53	257	1,260	148	515	1,923
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	159	48	172	379	834	287	1,739	2,860
19	Tractor trucks	-	-	-	-	7	-	29	36
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>4,744</b>	<b>793</b>	<b>3,039</b>	<b>8,576</b>	<b>30,630</b>	<b>7,617</b>	<b>30,283</b>	<b>68,530</b>
	<b>In percentage (%)</b>	<b>55.32%</b>	<b>9.25%</b>	<b>35.44%</b>	<b>100.00%</b>	<b>44.70%</b>	<b>11.11%</b>	<b>44.19%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	200	25	149	374	2,452	545	3,164	6,161
22	Medium buses / Coaches [(17-30) seats]	6	2	1	9	170	106	251	527
23	Large buses / Coaches [(31-55) seats]	123	31	110	264	1,975	376	1,254	3,605
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	25	-	2	27	157	-	2	159
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	36	36	-	-	592	592
	<b>Subtotal</b>	<b>354</b>	<b>58</b>	<b>262</b>	<b>674</b>	<b>4,754</b>	<b>1,027</b>	<b>4,671</b>	<b>10,452</b>
	<b>In percentage (%)</b>	<b>52.52%</b>	<b>8.61%</b>	<b>38.87%</b>	<b>100.00%</b>	<b>45.48%</b>	<b>9.83%</b>	<b>44.69%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	76	16	132	224	1,570	756	3,391	5,717
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	-	-	7	1	11	19
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	2	2
37	Crane trucks	-	-	1	1	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	1	1	1	-	1	2
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	1	1	-	-	2	2
45	Vaccum tank truck (SPV)	-	-	1	1	2	-	1	3
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>76</b>	<b>16</b>	<b>137</b>	<b>229</b>	<b>1,591</b>	<b>757</b>	<b>3,413</b>	<b>5,751</b>
	<b>In percentage (%)</b>	<b>33.19%</b>	<b>6.99%</b>	<b>59.83%</b>	<b>100.00%</b>	<b>27.49%</b>	<b>13.16%</b>	<b>59.35%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>15058</b>	<b>4593</b>	<b>12860</b>	<b>32511</b>	<b>117567</b>	<b>39314</b>	<b>119936</b>	<b>276817</b>
	<b>In percentage (%)</b>	<b>46.32%</b>	<b>14.13%</b>	<b>39.56%</b>	<b>100.00%</b>	<b>42.47%</b>	<b>14.20%</b>	<b>43.33%</b>	<b>100.00%</b>

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

	Dec-18	Dec-17	Nov-18	Difference December- 18 vs December-	Difference December- 18 vs November-
<b>Total*</b>	<b>32,511</b>	<b>23,963</b>	<b>29,709</b>	<b>36%</b>	<b>9%</b>
1. Passenger cars (PC)	23,032	13,860	21,414	66%	8%
2. Commercial vehicles (CV)	9,250	9,431	7,954	-2%	16%
2.1 Trucks	8,576	8,387	7,162	2%	20%
2.2 Buses	674	1,044	792	-35%	-15%
3. Special-purpose vehicles	229	672	341	-66%	-33%
Bus chassis (khung xe buýt)	36	14	12	157%	200%

\*: not including bus chassis

**VAMA YTM December results:**

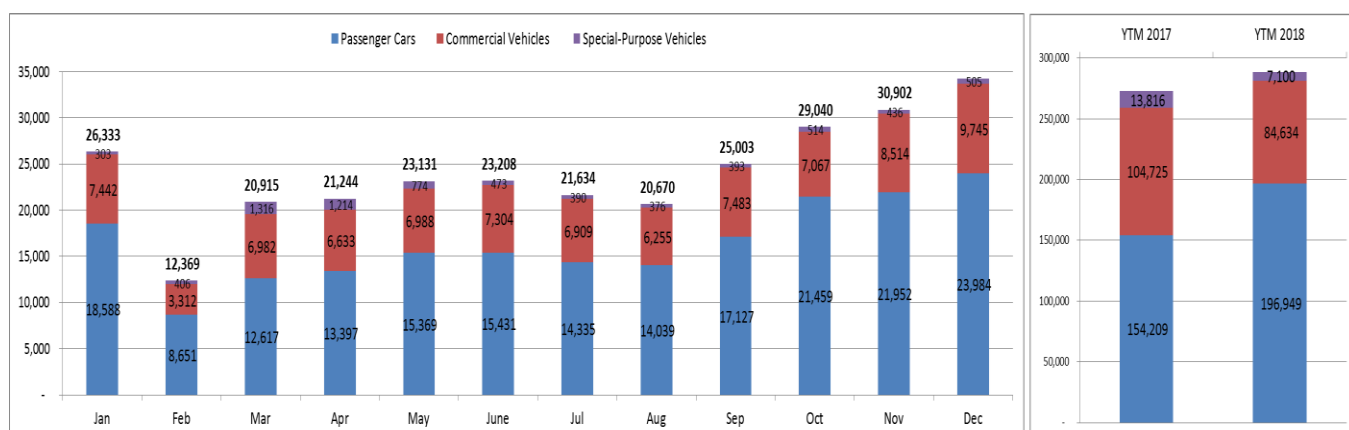
	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>276,817</b>	<b>250,619</b>	<b>10%</b>
1. Passenger cars (PC)	192,084	146,994	31%
2. Commercial vehicles (CV)	78,982	93,512	-16%
2.1 Trucks	68,530	81,029	-15%
2.2 Buses	10,452	12,483	-16%
3. Special-purpose vehicles	5,751	10,113	-43%
Bus chassis (khung xe buýt)	592	882	-33%

\*: not including bus chassis

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

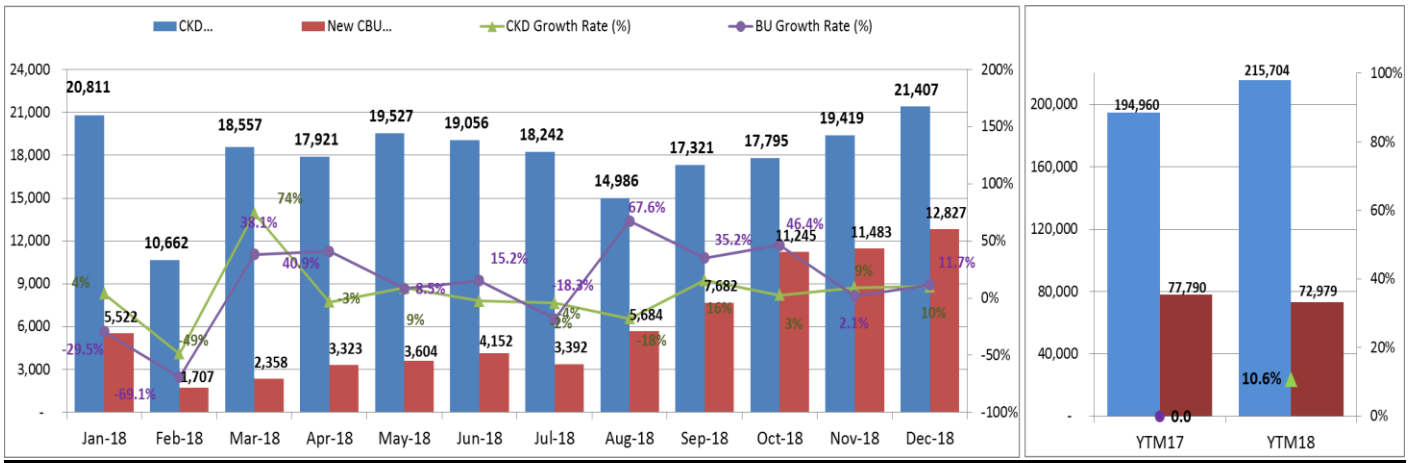
- Total Industry in FY December 2018 is up 5.8% versus last year.
- Passenger Car was up 27.7%; Commercial Vehicles was down 19.2% and Special-Purpose Vehicles was down 48.6% versus last year

Chart 1:



- In December 2018, CKD was up 10.6% and CBU was down 6.2% versus last year.

Chart 2:



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: +84 24 6290 7427

**VAMA Office**