



No.: 100904/2018/VAMA

Hanoi, October 11th, 2018

Re: VAMA sales report – September 2018

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

SALES REPORT (SEPTEMBER 2018)

**The September industry is at 25,088 units.
The September 2018 volume is up 21% versus August 2018 and
up 18% versus September 2017.**

Would you please find September 2018 Total Industry¹ & VAMA members only figures¹.

1) September Total Industry results in details:

- Total industry is at 25,088 units of which 17,084 units were Passenger Cars; 7,611 units were Commercial Vehicles and 393 units were Special-Purpose Vehicles.
- Passenger Cars were up 21% versus last month; Commercial Vehicles were up 20% and Special-Purpose Vehicles were up 5%.
- CKD volume was 17,325 units, up 16% versus last month and CBU was 7,763 units, up 32% versus last month.

Of which, September 2018 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 9/2018.

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

Vehicle Type	Sales - Sep 2018				Sales - YTM 2018			
	North	Central	South	Total	North	Central	South	Total
Passenger cars (PC)								
Sedans	3,878	1,423	2,947	8,248	29,359	11,350	25,974	66,683
Sport utility vehicles (SUV)	1,613	694	1,778	4,085	7,818	3,469	8,038	19,325
Cross-over cars	435	82	334	851	4,218	1,315	3,318	8,851
Multi-purpose vehicles (MPV)	291	119	1,109	1,519	2,700	1,172	10,432	14,304
Convertible cars	-	-	-	-	-	-	-	-
Hatchback	628	94	349	1,071	5,180	1,115	3,087	9,382
Others (please specify)	-	-	-	-	-	-	-	-
Mercedes-Benz's PC subtotal	180	63	192	435	1,789	562	2,106	4,457
Lexus's PC subtotal	39	-	44	83	85	-	106	191
Thaco Peugeot's PC subtotal	174	66	149	389	1,117	482	1,626	3,225
Subtotal	7,238	2,541	6,992	16,681	52,266	19,465	54,687	126,418
In percentage (%)	43.39%	15.23%	41.38%	100.00%	41.34%	15.40%	43.26%	100.00%
Commercial vehicles (CV)								
Trucks								
Pick-ups	825	299	748	1,872	4,263	1,650	3,613	9,526
Vans	251	29	75	355	1,657	149	410	2,216
Small trucks (G.V.M ≤ 5,000 Kg)	869	122	1,102	2,093	7,488	1,485	8,583	17,556
Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	595	169	818	1,582	5,767	1,546	7,045	14,358
Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	103	21	64	188	873	120	357	1,350
Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
Other Trucks	62	17	131	210	490	176	1,304	1,970
Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
Subtotal	2,705	657	2,338	6,300	30,538	5,126	21,312	46,976
In percentage (%)	42.94%	10.43%	46.63%	100.00%	43.72%	10.91%	45.37%	100.00%
Buses								
Minibuses [(10-16) seats]	194	43	247	484	1,894	461	2,461	4,816
Medium buses / Coaches [(17-30) seats]	14	9	19	42	138	84	209	431
Large buses / Coaches [(31-55) seats]	81	23	74	178	1,681	277	943	2,901
Sleeping buses	-	-	-	-	-	-	-	-
City buses of all lengths	23	-	-	23	73	-	-	73
Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	449	449
Subtotal	312	75	340	727	3,786	822	3,613	8,221
In percentage (%)	42.92%	10.32%	46.77%	100.00%	46.05%	10.00%	43.95%	100.00%
Special-Purpose Vehicles								
Dump trucks	61	31	216	308	1,262	683	2,808	4,753
Concrete mixer trucks	-	-	-	-	-	-	-	-
Tractor trucks	-	-	-	-	6	-	29	35
Tanker trucks	-	-	-	-	-	-	-	-
Refrigerator trucks	-	-	-	-	-	-	-	-
Ambulance	-	-	-	-	-	-	-	-
Fire-fighting trucks	-	-	-	-	1	-	-	1
Garbages	-	-	1	1	1	1	7	9
Hydraulic crane truck	-	-	-	-	-	-	-	-
Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
Crane trucks	-	-	-	-	-	-	3	3
X-Ray medical vehicles	-	-	-	-	-	-	-	-
Truck-mounted concret pumps	-	-	-	-	-	-	-	-
Car transport (carrying) truck	-	-	1	1	-	-	1	1
Hooklift	-	-	-	-	1	-	-	1
Prisoner transport truck	-	-	-	-	-	-	-	-
Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
Vaccum tank truck (SPV)	-	-	-	-	2	-	-	2
Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
Stage truck (SPV)	-	-	-	-	-	-	-	-
Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
Subtotal	61	31	218	310	1,273	684	2,859	4,897
In percentage (%)	19.68%	10.00%	70.32%	100.00%	26.48%	14.23%	59.29%	100.00%
Grand-total	10316	3304	10398	24018	77863	26097	82462	186422
In percentage (%)	42.95%	13.76%	43.29%	100.00%	41.77%	14.00%	44.23%	100.00%

VAMA volume compared to last month as follows:

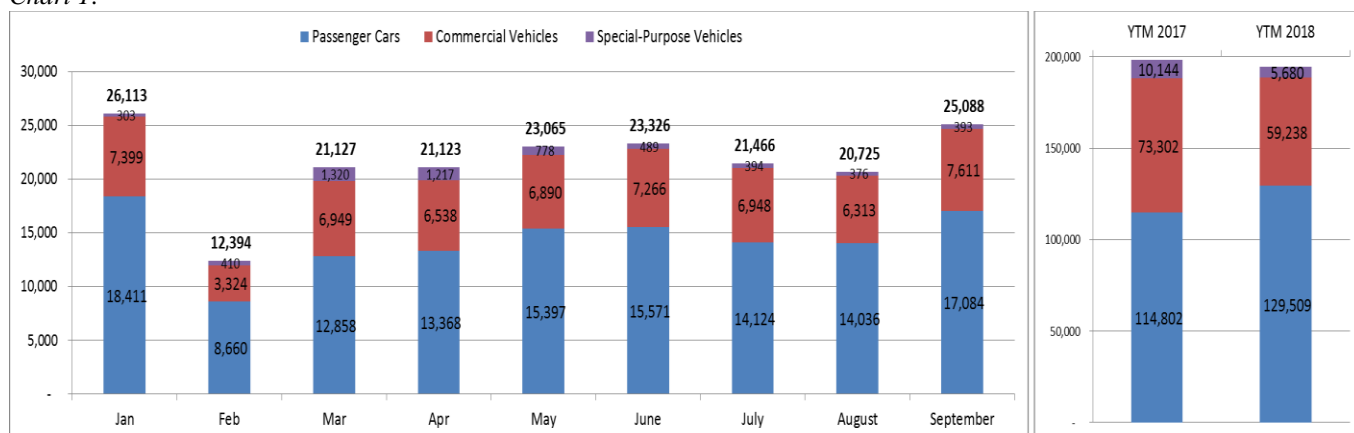
	Sep-18	Sep-17	Aug-18	September-18 vs September-17	Difference September-18 vs August-18
Total*	24,018	19,257	19,213	25%	25%
1. Passenger cars (PC)	16,681	11,277	13,283	48%	26%
2. Commercial vehicles (CV)	7,027	7,432	5,731	-5%	23%
2.1 Trucks	6,300	6,490	4,832	-3%	30%
2.2 Buses	727	942	899	-23%	-19%
3. Special-purpose vehicles	310	548	199	-43%	56%
Bus chassis (khung xe buýt)	24	110	12	-78%	100%

*: not including bus chassis

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

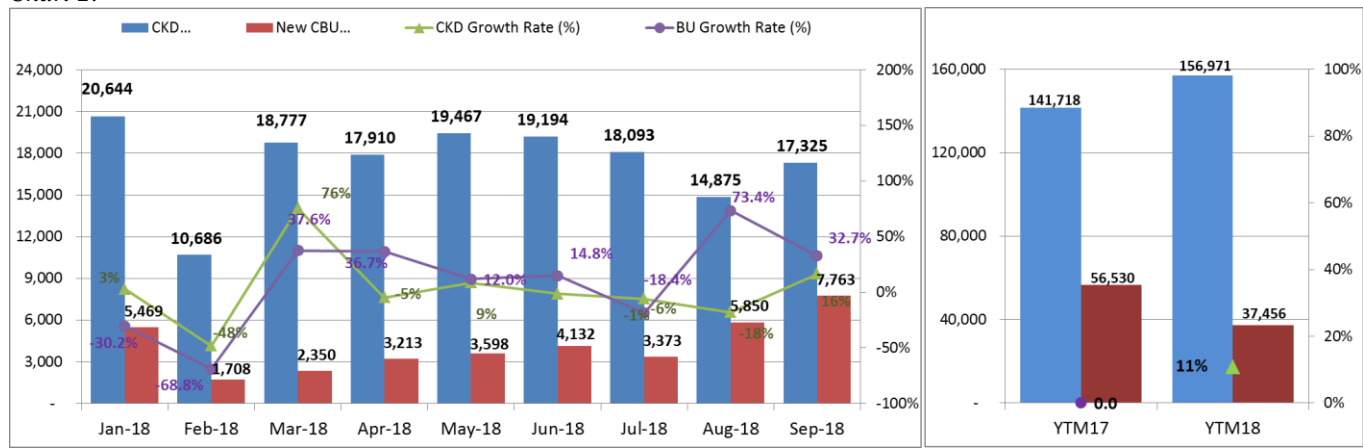
- Total Industry in FY September 2018 is down 2% versus last year.
- Passenger Car was up 13%; Commercial Vehicles was down 19% and Special-Purpose Vehicles was down 44% versus last year

Chart 1:



- In September 2018, CKD was up 11% and CBU was down 34% versus last year.

Chart 2:



Of which, VAMA only YTM September results:

	YTM 2018	YTM 2017	Difference
Total*	186,422	184,838	1%
1. Passenger cars (PC)	126,418	108,971	16%
2. Commercial vehicles (CV)	55,197	67,627	-18%
2.1 Trucks	46,976	58,164	-19%
2.2 Buses	8,221	9,463	-13%
3. Special-purpose vehicles	4,807	8,240	-42%
Bus chassis (khung xe buýt)	449	738	-39%

***: 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: +84 24 6290 7427

VAMA Office