



No. : 071001/2020/VAMA

Hanoi, June 11th, 2020

Re: VAMA sales report – June 2020

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

SALES REPORT (JUNE 2020)

**The June industry is at 24,002 units.
The June 2020 volume is up 26% versus May 2020 and
down 13% versus June 2019.**

Would you please find June 2020 Total Industry¹ & VAMA members only figures².

1) June Total Industry results in details:

- Total industry is at 24,002 units of which 17,584 units were Passenger Cars; 6,109 units were Commercial Vehicles and 309 units were Special-Purpose Vehicles.
- Passenger Cars were up 35% versus last month; Commercial Vehicles were up 5% and Special-Purpose Vehicles were up 18%
- CKD volume was 15,847 units, up 43% versus last month and CBU was 8,155 units, up 21% versus last month.

Of which, June 2020 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 June 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Jun 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,774	1,597	3,143	8,514	17,102	6,373	13,779	37,254
2	Sport utility vehicles (SUV)	1,408	528	1,983	3,919	7,186	2,592	8,552	18,330
3	Cross-over cars	514	123	371	1,008	1,620	358	1,040	3,018
4	Multi-purpose vehicles (MPV)	793	332	1,583	2,708	3,262	1,491	6,226	10,979
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	437	36	185	658	1,940	220	949	3,109
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	102	-	61	163	371	-	305	676
10	Thaco Peugeot's PC subtotal	210	66	131	407	560	182	530	1,272
	Subtotal	7,238	2,582	7,487	17,377	32,941	11,216	31,391	74,638
	In percentage (%)	41.65%	15.43%	42.91%	100.00%	42.93%	15.03%	42.04%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	664	272	558	1,494	3,290	1,436	2,615	7,341
12	Vans	17	-	33	50	328	5	197	530
13	Small trucks (G.V.M ≤ 5,000 Kg)	938	171	986	2,095	4,600	831	4,752	10,183
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	486	207	671	1,364	1,962	794	2,963	5,719
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	78	4	89	171	292	8	245	545
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	104	38	187	329	403	135	840	1,378
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,287	692	2,534	5,503	10,875	3,209	11,612	25,696
	In percentage (%)	41.56%	12.57%	45.87%	100.00%	42.32%	12.49%	45.19%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	65	13	63	141	210	49	254	513
22	Medium buses / Coaches [(17-30) seats]	1	1	2	4	13	10	36	59
23	Large buses / Coaches [(31-55) seats]	29	8	57	94	242	64	217	523
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	35	-	-	35
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	134	134
	Subtotal	95	22	122	239	500	123	507	1,130
	In percentage (%)	39.75%	9.21%	51.05%	100.00%	44.25%	10.88%	44.87%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	76	38	89	203	370	255	622	1,247
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	6	6
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	1	1	-	-	1	1
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	76	38	91	205	370	255	631	1,256
	In percentage (%)	37.07%	18.54%	44.39%	100.00%	29.46%	20.30%	50.24%	100.00%
	Grand-total	9696	3434	10194	23324	43786	14803	44131	102720
	In percentage (%)	41.57%	14.72%	43.71%	100.00%	42.63%	14.41%	42.96%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Jun-20	Jun-19	May-20	Difference June-20 vs June-19	Difference June-20 vs May-20
Total*	23,324	26,217	18,571	-11%	26%
1. Passenger cars (PC)	17,377	19,725	12,856	-12%	35%
2. Commercial vehicles (CV)	5,742	6,280	5,559	-9%	3%
2.1 Trucks	5,503	5,436	5,454	1%	1%
2.2 Buses	239	844	105	-72%	128%
3. Special-purpose vehicles	205	212	156	-3%	31%
Bus chassis (khung xe buýt)	0	0	18	#DIV/0!	-100%

*: not including bus chassis

VAMA only YTM June results:

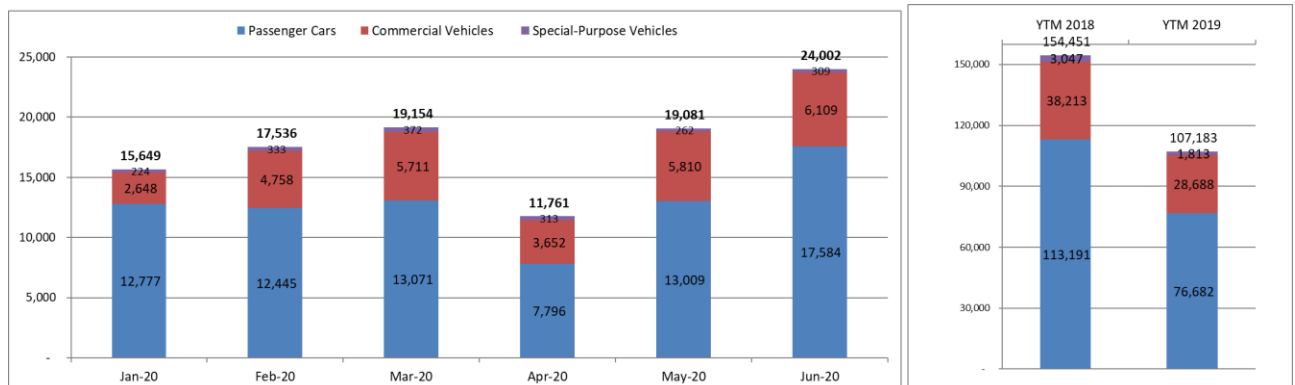
	YTM 2020	YTM 2019	Difference
Total*	102,720	145,989	-30%
1. Passenger cars (PC)	74,638	109,459	-32%
2. Commercial vehicles (CV)	26,826	34,723	-23%
2.1 Trucks	25,696	30,275	-15%
2.2 Buses	1,130	4,448	-75%
3. Special-purpose vehicles	1,256	1,807	-30%
Bus chassis (khung xe buýt)	134	157	-15%

*: not including bus chassis

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

- Total Industry in FY June 2020 is down 31% versus last year.
- Passenger Car was down 32%; Commercial Vehicles was down 25% and Special-Purpose Vehicles was down 40% versus last year

Chart 1:

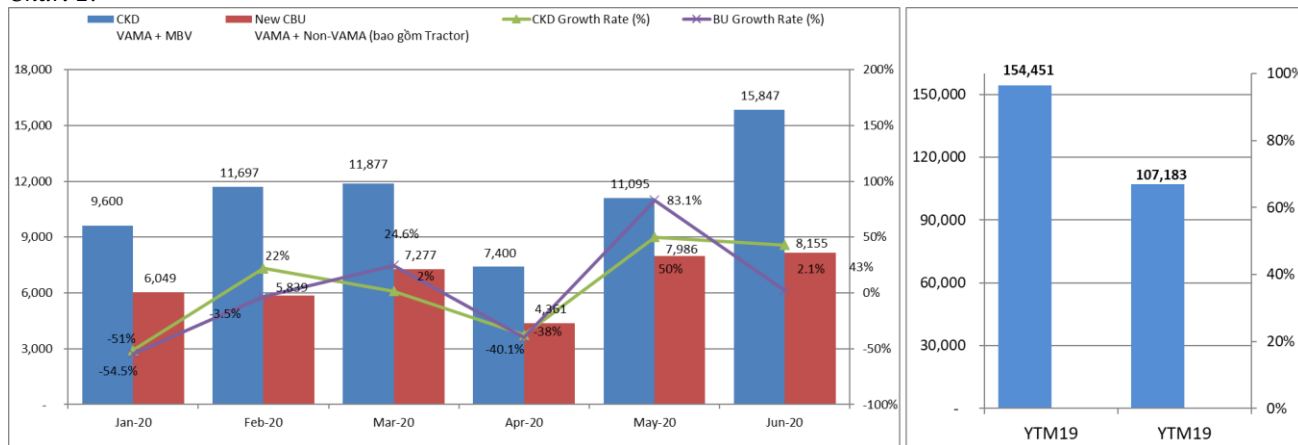


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² Including Lexus sale’s record.

- In June 2020, CKD was up 43% and CBU was up 21% 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 – Tel: +84 24 6290 7427

VAMA Office