



No. : 081101/2020/VAMA

Hanoi, August 11<sup>th</sup>, 2020

Re: VAMA sales report – July 2020

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

## **SALES REPORT (JULY 2020)**

**The July industry is at 24,065 units.  
The July 2020 volume is up 0.3% versus June 2020 and  
down 13% versus July 2019.**

Would you please find July 2020 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

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

- Total industry is at 24,065 units of which 17,593 units were Passenger Cars; 6,133 units were Commercial Vehicles and 339 units were Special-Purpose Vehicles.
- Passenger Cars were up 0.1% versus last month; Commercial Vehicles were up 0.4% and Special-Purpose Vehicles were up 10%
- CKD volume was 16,088 units, up 2% versus last month and CBU was 7,977 units, down 2% versus last month.

**Of which, July 2020 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 July 2020.

<sup>2</sup> Including Lexus sale’s record.

No	Vehicle Type	Sales - Jul 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	4,087	1,210	3,054	8,351	21,189	7,583	16,833	45,605
2	Sport utility vehicles (SUV)	1,521	538	1,862	3,921	8,707	3,130	10,414	22,251
3	Cross-over cars	643	91	298	1,032	2,263	449	1,338	4,050
4	Multi-purpose vehicles (MPV)	894	439	1,607	2,940	4,156	1,930	7,833	13,919
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	381	60	267	708	2,321	280	1,216	3,817
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	102	-	53	155	473	-	358	831
10	Thaco Peugeot's PC subtotal	136	35	144	315	696	217	674	1,587
	<b>Subtotal</b>	<b>7,764</b>	<b>2,373</b>	<b>7,285</b>	<b>17,422</b>	<b>39,805</b>	<b>13,589</b>	<b>30,666</b>	<b>92,060</b>
	<b>In percentage (%)</b>	<b>44.56%</b>	<b>13.62%</b>	<b>41.81%</b>	<b>100.00%</b>	<b>43.24%</b>	<b>14.76%</b>	<b>42.00%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	598	298	548	1,444	3,888	1,734	3,163	8,785
12	Vans	60	1	77	138	388	6	274	668
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,003	128	1,019	2,150	5,603	959	5,771	12,333
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	516	172	761	1,449	2,478	966	3,724	7,168
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	71	2	72	145	363	10	317	690
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	79	17	163	259	482	152	1,003	1,637
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,327</b>	<b>618</b>	<b>2,640</b>	<b>5,585</b>	<b>13,282</b>	<b>3,827</b>	<b>14,252</b>	<b>31,281</b>
	<b>In percentage (%)</b>	<b>41.67%</b>	<b>11.07%</b>	<b>47.27%</b>	<b>100.00%</b>	<b>42.20%</b>	<b>12.23%</b>	<b>45.56%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	41	3	53	97	251	52	307	610
22	Medium buses / Coaches [(17-30) seats]	2	-	5	7	15	10	41	66
23	Large buses / Coaches [(31-55) seats]	29	8	47	84	271	72	264	607
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	35	-	-	35
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	42	42	-	-	176	176
	<b>Subtotal</b>	<b>72</b>	<b>11</b>	<b>105</b>	<b>188</b>	<b>572</b>	<b>134</b>	<b>612</b>	<b>1,318</b>
	<b>In percentage (%)</b>	<b>38.30%</b>	<b>5.85%</b>	<b>55.85%</b>	<b>100.00%</b>	<b>43.40%</b>	<b>10.17%</b>	<b>46.43%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	55	28	85	168	425	283	707	1,415
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	6	6
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concert pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	4	4	-	-	4	4
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	1	1
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	1	1	-	-	1	1
	<b>Subtotal</b>	<b>55</b>	<b>28</b>	<b>90</b>	<b>173</b>	<b>425</b>	<b>283</b>	<b>721</b>	<b>1,429</b>
	<b>In percentage (%)</b>	<b>31.79%</b>	<b>16.18%</b>	<b>52.02%</b>	<b>100.00%</b>	<b>29.74%</b>	<b>19.80%</b>	<b>50.45%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>10218</b>	<b>3030</b>	<b>10120</b>	<b>23368</b>	<b>54004</b>	<b>17833</b>	<b>54251</b>	<b>126088</b>
	<b>In percentage (%)</b>	<b>43.73%</b>	<b>12.97%</b>	<b>43.31%</b>	<b>100.00%</b>	<b>42.83%</b>	<b>14.14%</b>	<b>43.03%</b>	<b>100.00%</b>

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<sup>2</sup> Including Lexus sale’s record.

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

	Jul-20	Jul-19	Jun-20	Difference July-20 vs July-19	Difference July-20 vs June-20
<b>Total*</b>	<b>23,368</b>	<b>25,828</b>	<b>23,324</b>	<b>-10%</b>	<b>0%</b>
1. Passenger cars (PC)	17,422	18,833	17,377	-7%	0%
2. Commercial vehicles (CV)	5,773	6,659	5,742	-13%	1%
2.1 Trucks	5,585	5,862	5,503	-5%	1%
2.2 Buses	188	797	239	-76%	-21%
3. Special-purpose vehicles	173	336	205	-49%	-16%
Bus chassis (khung xe buýt)	42	47	0	-11%	#DIV/0!

\*: not including bus chassis

**VAMA only YTM July results:**

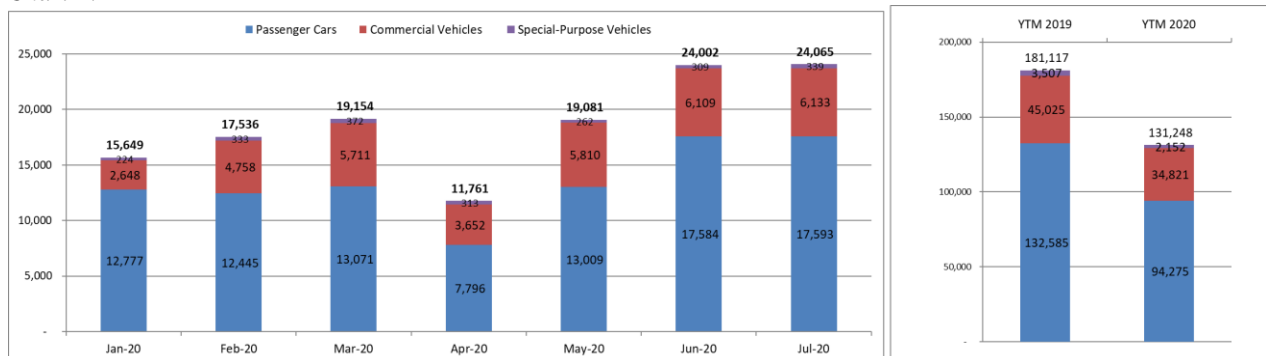
	YTM 2020	YTM 2019	Difference
<b>Total*</b>	<b>126,088</b>	<b>171,817</b>	<b>-27%</b>
1. Passenger cars (PC)	92,060	128,292	-28%
2. Commercial vehicles (CV)	32,599	41,382	-21%
2.1 Trucks	31,281	36,137	-13%
2.2 Buses	1,318	5,245	-75%
3. Special-purpose vehicles	1,429	2,143	-33%
Bus chassis (khung xe buýt)	176	204	-14%

\*: not including bus chassis

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

- Total Industry in FY July 2020 is down 28% versus last year.
- Passenger Car was down 29%; Commercial Vehicles was down 23% and Special-Purpose Vehicles was down 39% versus last year

Chart 1:

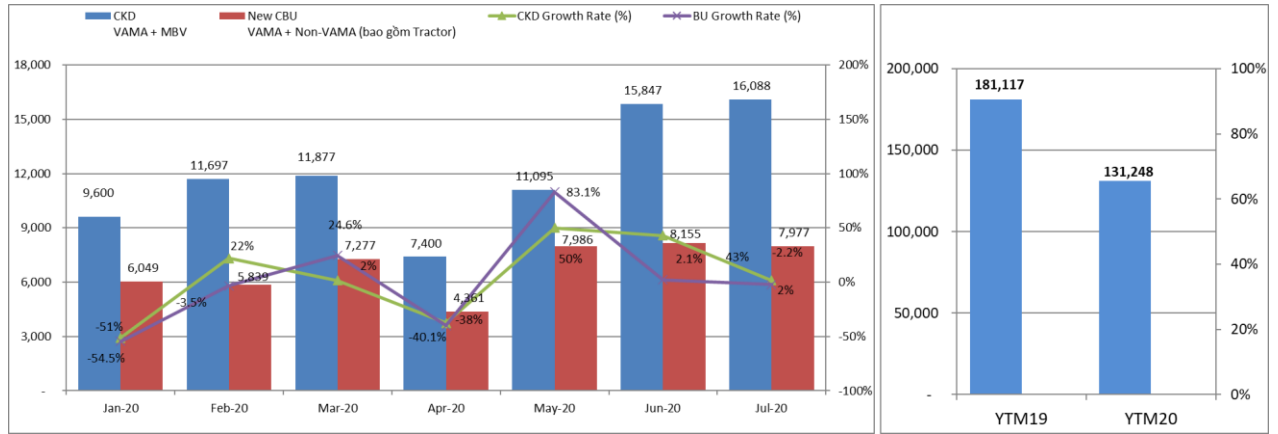


- In July 2020, CKD was down 22% and CBU was down 36% versus last year.

<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 July 2020.

<sup>2</sup> Including Lexus sale’s record.

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**