



No.: 091003/2020/VAMA

Hanoi, August 10<sup>th</sup>, 2020

Re: VAMA sales report – August 2020

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

## **SALES REPORT (AUGUST 2020)**

**The August industry is at 20,655 units.  
The August 2020 volume is down 14% versus July 2020 and  
down 4% versus August 2019.**

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

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

- Total industry is at 20,655 units of which 15,419 units were Passenger Cars; 4,966 units were Commercial Vehicles and 270 units were Special-Purpose Vehicles.
- Passenger Cars were down 12% versus last month; Commercial Vehicles were down 19% and Special-Purpose Vehicles were down 20%
- CKD volume was 12,869 units, down 20% versus last month and CBU was 7,786 units, down 2% versus last month.

**Of which, August 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 August 2020.

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

No	Vehicle Type	Sales - Aug 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,163	917	2,640	6,720	24,352	8,500	19,473	52,325
2	Sport utility vehicles (SUV)	1,738	486	1,959	4,183	10,445	3,616	12,373	26,434
3	Cross-over cars	547	99	417	1,063	2,810	548	1,755	5,113
4	Multi-purpose vehicles (MPV)	520	212	946	1,678	4,676	2,142	8,779	15,597
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	325	55	235	615	2,646	335	1,451	4,432
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	35	-	40	75	508	-	398	906
10	Thaco Peugeot's PC subtotal	132	24	139	295	828	241	813	1,882
	<b>Subtotal</b>	<b>6,460</b>	<b>1,793</b>	<b>6,376</b>	<b>14,629</b>	<b>46,265</b>	<b>15,382</b>	<b>45,843</b>	<b>106,489</b>
	<b>In percentage (%)</b>	<b>44.16%</b>	<b>12.26%</b>	<b>43.58%</b>	<b>100.00%</b>	<b>43.36%</b>	<b>14.42%</b>	<b>42.22%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	521	198	683	1,402	4,409	1,932	3,846	10,187
12	Vans	116	3	89	208	504	9	363	876
13	Small trucks (G.V.M ≤ 5,000 Kg)	835	100	828	1,763	6,438	1,059	6,599	14,096
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	286	90	552	928	2,764	1,056	4,276	8,096
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	38	1	73	112	401	11	390	802
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	69	21	132	222	551	173	1,135	1,859
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>1,865</b>	<b>413</b>	<b>2,357</b>	<b>4,635</b>	<b>15,067</b>	<b>4,240</b>	<b>16,609</b>	<b>35,916</b>
	<b>In percentage (%)</b>	<b>40.24%</b>	<b>8.91%</b>	<b>50.85%</b>	<b>100.00%</b>	<b>41.95%</b>	<b>11.81%</b>	<b>46.24%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	74	1	53	128	325	53	360	738
22	Medium buses / Coaches [(17-30) seats]	4	-	5	9	19	10	46	75
23	Large buses / Coaches [(31-55) seats]	18	4	29	51	289	76	293	658
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	10	-	-	10	45	-	-	45
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	176	176
	<b>Subtotal</b>	<b>106</b>	<b>5</b>	<b>87</b>	<b>198</b>	<b>678</b>	<b>130</b>	<b>699</b>	<b>1,516</b>
	<b>In percentage (%)</b>	<b>53.54%</b>	<b>2.53%</b>	<b>43.94%</b>	<b>100.00%</b>	<b>44.72%</b>	<b>9.17%</b>	<b>46.11%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	38	19	82	139	463	302	789	1,554
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 concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	4	4
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
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	1	1
	<b>Subtotal</b>	<b>38</b>	<b>19</b>	<b>82</b>	<b>139</b>	<b>463</b>	<b>302</b>	<b>803</b>	<b>1,568</b>
	<b>In percentage (%)</b>	<b>27.34%</b>	<b>13.67%</b>	<b>58.99%</b>	<b>100.00%</b>	<b>29.53%</b>	<b>19.26%</b>	<b>51.21%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>8469</b>	<b>2230</b>	<b>8902</b>	<b>19601</b>	<b>62473</b>	<b>20063</b>	<b>63153</b>	<b>145689</b>
	<b>In percentage (%)</b>	<b>43.21%</b>	<b>11.38%</b>	<b>45.42%</b>	<b>100.00%</b>	<b>42.88%</b>	<b>13.77%</b>	<b>43.35%</b>	<b>100.00%</b>

<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 August 2020.

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

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

	Aug-20	Aug-19	Jul-20	Difference August-20 vs August-19	Difference August-20 vs July-20
<b>Total*</b>	<b>19,601</b>	<b>20,363</b>	<b>23,368</b>	<b>-4%</b>	<b>-16%</b>
1. Passenger cars (PC)	14,629	14,817	17,422	-1%	-16%
2. Commercial vehicles (CV)	4,833	5,346	5,773	-10%	-16%
2.1 Trucks	4,635	4,605	5,585	1%	-17%
2.2 Buses	198	741	188	-73%	5%
3. Special-purpose vehicles	139	200	173	-31%	-20%
Bus chassis (khung xe buýt)	0	48	42	-100%	-100%

\*: not including bus chassis

**VAMA only YTM August results:**

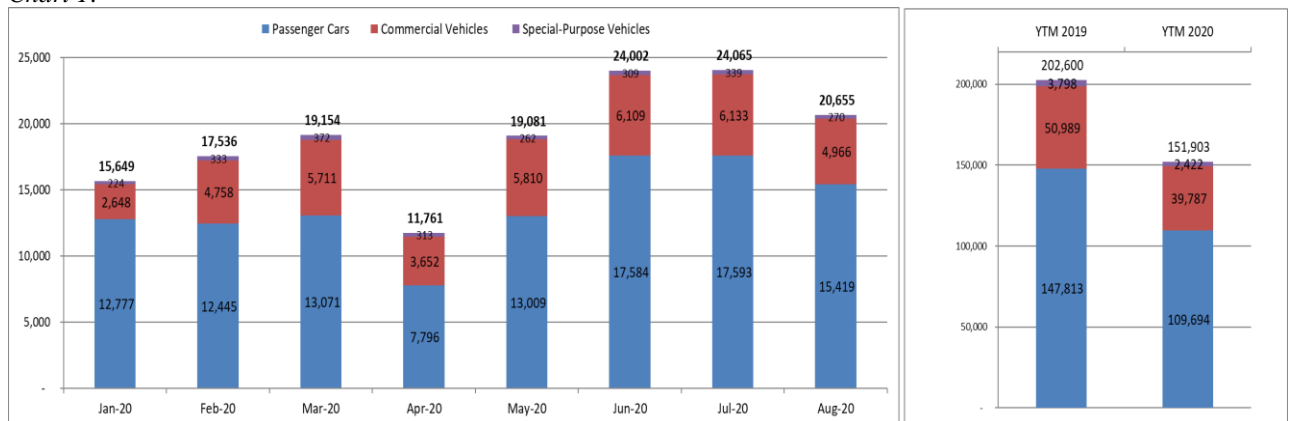
	YTM 2020	YTM 2019	Difference
<b>Total*</b>	<b>145,689</b>	<b>192,180</b>	<b>-24%</b>
1. Passenger cars (PC)	106,689	143,109	-25%
2. Commercial vehicles (CV)	37,432	46,728	-20%
2.1 Trucks	35,916	40,742	-12%
2.2 Buses	1,516	5,986	-75%
3. Special-purpose vehicles	1,568	2,343	-33%
Bus chassis (khung xe buýt)	176	252	-30%

\*: not including bus chassis

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

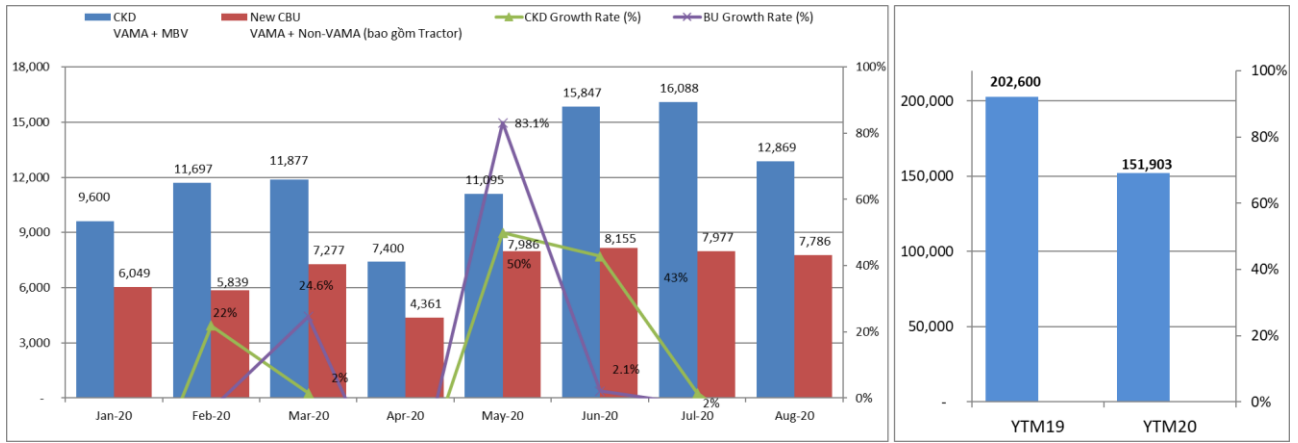
- Total Industry in FY August 2020 is down 25% versus last year.
- Passenger Car was down 26%; Commercial Vehicles was down 22% and Special-Purpose Vehicles was down 36% versus last year

Chart 1:



- In August 2020, CKD was down 19% and CBU was down 33% 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**