



No.: 101001/2020/VAMA

Hanoi, October 10th, 2020

Re: VAMA sales report – September 2020

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

SALES REPORT (SEPTEMBER 2020)

**The September industry is at 27,252 units.
The September 2020 volume is up 32% versus August 2020 and
down 2% versus September 2019.**

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

1) September Total Industry results in details:

- Total industry is at 27,252 units of which 20,630 units were Passenger Cars; 6,396 units were Commercial Vehicles and 226 units were Special-Purpose Vehicles.
- Passenger Cars were up 34% versus last month; Commercial Vehicles were up 29% and Special-Purpose Vehicles were down 16%
- CKD volume was 17,826 units, up 28% versus last month and CBU was 9,426 units, up 41% versus last month.

Of which, September 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 September 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Sep 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,866	1,306	3,074	8,246	28,218	9,806	22,547	60,571
2	Sport utility vehicles (SUV)	2,678	858	2,655	6,191	13,123	4,474	15,028	32,625
3	Cross-over cars	1,123	368	1,026	2,517	3,933	916	2,781	7,630
4	Multi-purpose vehicles (MPV)	673	294	1,256	2,223	5,349	2,436	10,035	17,820
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	516	61	236	813	3,162	396	1,687	5,245
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	20	-	42	62	528	-	440	968
10	Thaco Peugeot's PC subtotal	171	56	168	395	999	297	981	2,277
	Subtotal	9,047	2,943	8,457	20,447	55,311	18,325	53,099	127,136
	In percentage (%)	44.25%	14.39%	41.36%	100.00%	43.51%	14.41%	42.08%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	758	415	850	2,023	5,167	2,347	4,696	12,210
12	Vans	120	5	127	252	624	14	490	1,128
13	Small trucks (G.V.M ≤ 5,000 Kg)	953	161	1,064	2,178	7,391	1,220	7,663	16,274
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	416	114	647	1,177	3,180	1,170	4,923	9,273
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	76	5	73	154	477	16	463	956
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	72	21	161	254	623	194	1,296	2,113
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,895	721	2,922	6,838	17,462	4,961	19,531	41,954
	In percentage (%)	39.67%	11.94%	48.39%	100.00%	41.62%	11.82%	46.55%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	18	3	50	71	343	56	410	809
22	Medium buses / Coaches [(17-30) seats]	1	-	5	6	20	10	51	81
23	Large buses / Coaches [(31-55) seats]	26	7	53	86	315	83	346	744
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	45	-	-	45
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	176	176
	Subtotal	45	10	108	163	723	149	807	1,679
	In percentage (%)	27.61%	6.13%	66.26%	100.00%	43.06%	8.87%	48.06%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	81	31	86	198	544	333	875	1,752
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	2	2	-	-	2	2
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 chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	1	1
	Subtotal	81	31	88	200	544	333	891	1,768
	In percentage (%)	40.50%	15.50%	44.00%	100.00%	30.77%	18.83%	50.40%	100.00%
	Grand-total	11568	3705	11575	26848	74041	23768	74728	172537
	In percentage (%)	43.09%	13.80%	43.11%	100.00%	42.91%	13.78%	43.31%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Sep-20	Sep-19	Aug-20	Difference September- 20 vs September-	Difference September- 20 vs August-20
Total*	26,848	27,058	19,601	-1%	37%
1. Passenger cars (PC)	20,447	20,411	14,629	0%	40%
2. Commercial vehicles (CV)	6,201	6,421	4,833	-3%	28%
2.1 Trucks	6,038	5,781	4,635	4%	30%
2.2 Buses	163	640	198	-75%	-18%
3. Special-purpose vehicles	200	226	139	-12%	44%
Bus chassis (khung xe buýt)	0	37	0	-100%	#DIV/0!

*: not including bus chassis

VAMA only YTM September results:

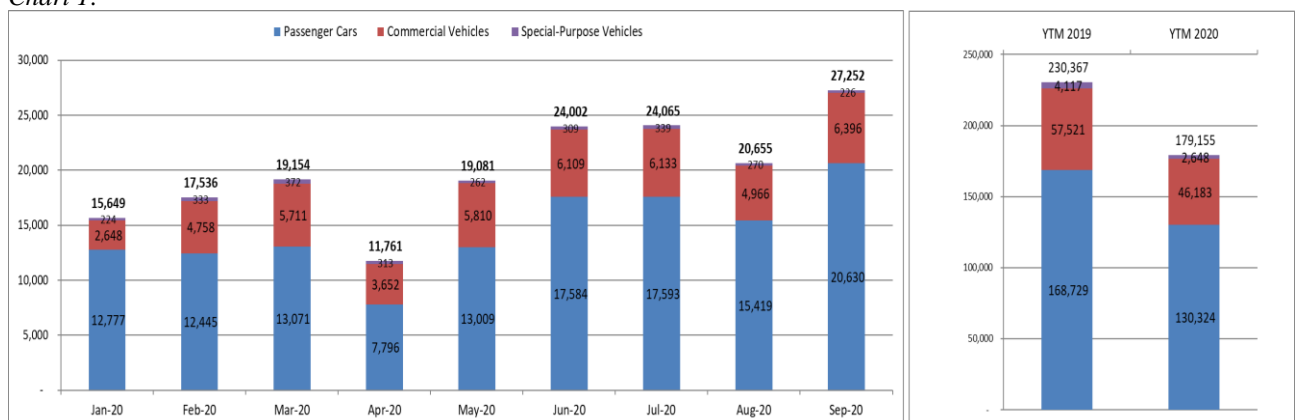
	YTM 2020	YTM 2019	Difference
Total*	172,537	219,238	-21%
1. Passenger cars (PC)	127,136	163,520	-22%
2. Commercial vehicles (CV)	43,633	53,149	-18%
2.1 Trucks	41,954	46,523	-10%
2.2 Buses	1,679	6,626	-75%
3. Special-purpose vehicles	1,768	2,569	-31%
Bus chassis (khung xe buýt)	176	289	-39%

*: not including bus chassis

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

- Total Industry in FY September 2020 is down 22% versus last year.
- Passenger Car was down 23%; Commercial Vehicles was down 20% and Special-Purpose Vehicles was down 36% versus last year

Chart 1:

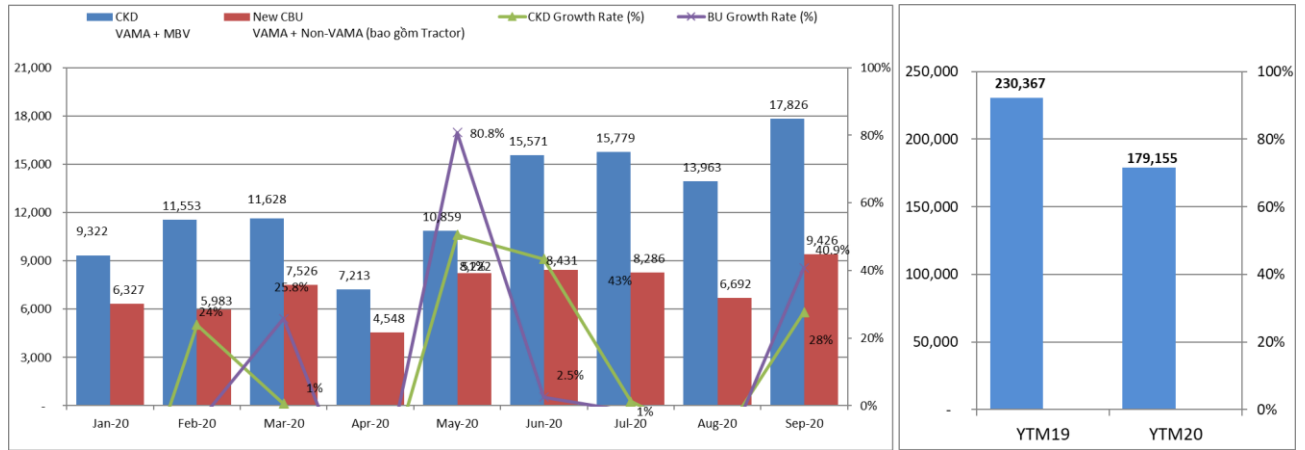


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² Including Lexus sale’s record.

- In September 2020, CKD was down 17% 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 – Tel: +84 24 6290 7427

VAMA Office