



No. : 111101/2020/VAMA
Re: VAMA sales report – October 2020

Hanoi, November 11th, 2020

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

SALES REPORT (OCTOBER 2020)

**The October industry is at 33,254 units.
The October 2020 volume is up 22% versus September 2020 and
up 15% versus October 2019.**

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

1) October Total Industry results in details:

- Total industry is at 33,254 units of which 25,339 units were Passenger Cars; 7,528 units were Commercial Vehicles and 387 units were Special-Purpose Vehicles.
- Passenger Cars were up 23% versus last month; Commercial Vehicles were up 17% and Special-Purpose Vehicles were up 71%
- CKD volume was 20,498 units, up 15% versus last month and CBU was 12,756 units, up 35% versus last month.

Of which, October 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 October 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Oct 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,619	1,432	3,735	9,786	32,837	11,238	26,282	70,357
2	Sport utility vehicles (SUV)	3,023	1,069	3,421	7,513	16,146	5,543	18,449	40,138
3	Cross-over cars	1,629	274	1,170	3,073	5,562	1,190	3,951	10,703
4	Multi-purpose vehicles (MPV)	879	309	1,433	2,621	6,228	2,745	11,468	20,441
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	489	75	345	909	3,651	471	2,032	6,154
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	56	-	50	106	584	-	490	1,074
10	Thaco Peugeot's PC subtotal	234	61	221	516	1,233	358	1,202	2,793
	Subtotal	10,929	3,229	10,375	24,524	66,341	21,545	63,874	151,660
	In percentage (%)	44.56%	13.13%	42.31%	100.00%	43.68%	14.21%	42.12%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	859	476	899	2,234	6,026	2,823	5,595	14,444
12	Vans	107	1	55	163	731	15	545	1,291
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,273	190	1,192	2,655	8,664	1,410	8,855	18,929
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	412	103	588	1,103	3,592	1,273	5,511	10,376
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	79	3	96	178	556	19	559	1,134
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	98	28	226	352	721	222	1,522	2,465
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,828	684	3,056	6,455	28,290	5,762	22,587	48,639
	In percentage (%)	42.30%	11.98%	45.71%	100.00%	41.72%	11.85%	46.44%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	33	6	59	98	376	62	469	907
22	Medium buses / Coaches [(17-30) seats]	1	-	8	9	21	10	59	90
23	Large buses / Coaches [(31-55) seats]	31	9	39	79	346	92	385	823
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	65	15	106	186	788	164	913	1,863
	In percentage (%)	34.95%	8.06%	56.99%	100.00%	42.25%	8.79%	48.95%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	85	32	93	210	629	365	968	1,962
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	-	2	2	-	-	8	8
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	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
	Subtotal	85	32	95	212	629	365	986	1,988
	In percentage (%)	40.09%	15.09%	44.81%	100.00%	31.77%	18.43%	49.80%	100.00%
	Grand-total	13907	4068	13632	31607	87948	27836	88360	204144
	In percentage (%)	44.00%	12.87%	43.13%	100.00%	43.08%	13.64%	43.28%	100.00%

VAMA volume compared to last month as follows:

	Oct-20	Oct-19	Sep-20	Difference October-20 vs October- 19	Difference October-20 vs September-
Total*	31,607	27,271	26,848	16%	18%
1. Passenger cars (PC)	24,524	20,672	20,447	19%	20%
2. Commercial vehicles (CV)	6,871	6,384	6,201	8%	11%
2.1 Trucks	6,685	5,786	6,038	16%	11%
2.2 Buses	186	598	163	-69%	14%
3. Special-purpose vehicles	212	215	200	-1%	6%
Bus chassis (khung xe buýt)	0	41	0	-100%	#DIV/0!

*: not including bus chassis

VAMA only YTM October results:

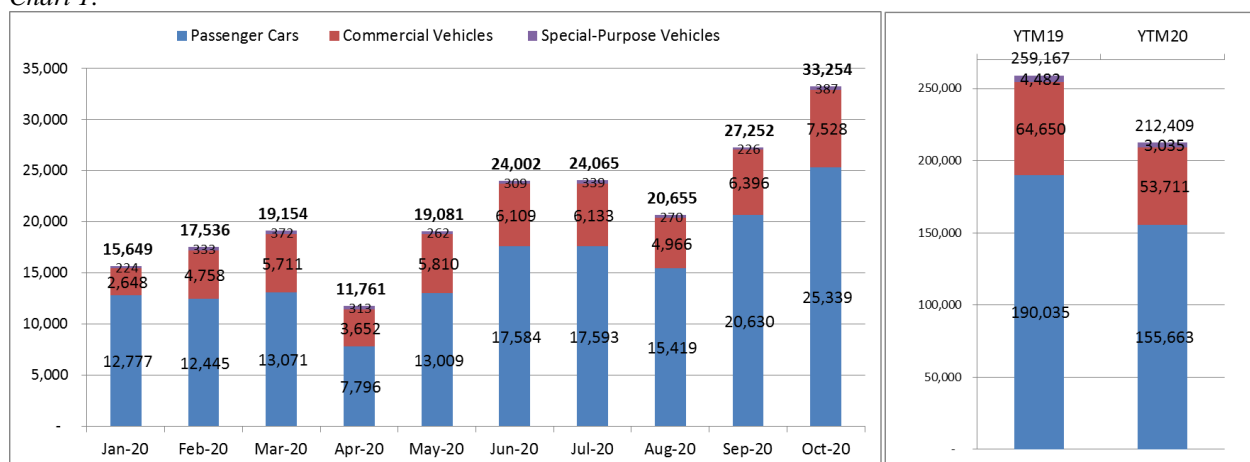
	YTM 2020	YTM 2019	Difference
Total*	204,144	246,509	-17%
1. Passenger cars (PC)	151,660	184,192	-18%
2. Commercial vehicles (CV)	50,504	59,533	-15%
2.1 Trucks	48,639	52,309	-7%
2.2 Buses	1,865	7,224	-74%
3. Special-purpose vehicles	1,980	2,784	-29%
Bus chassis (khung xe buýt)	176	330	-47%

*: not including bus chassis

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

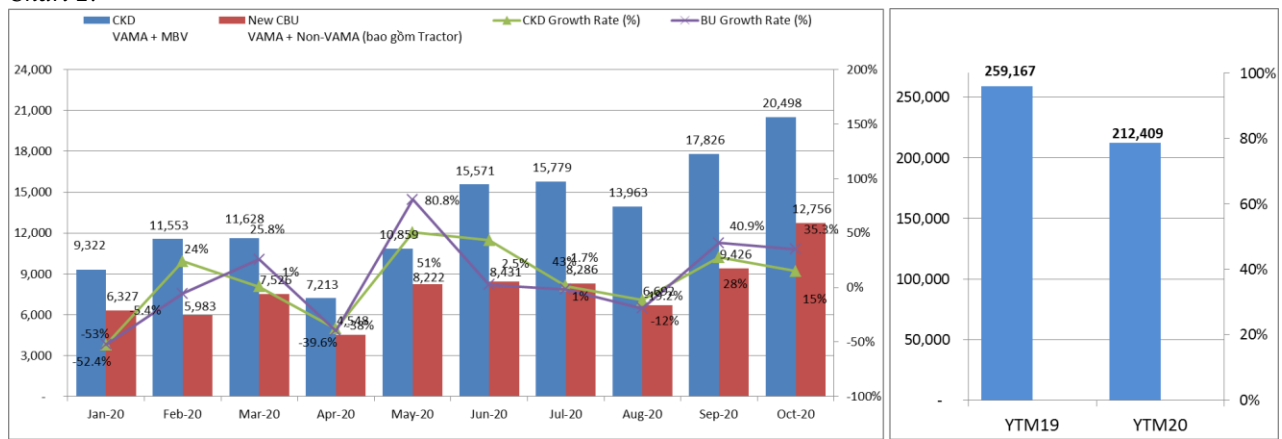
- Total Industry in FY October 2020 is down 18% versus last year.
- Passenger Car was down 18%; Commercial Vehicles was down 17% and Special-Purpose Vehicles was down 32% versus last year

Chart 1:



- In October 2020, CKD was down 12% and CBU was down 26% 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