



No.: 120901/2020/VAMA

Hanoi, December 9th, 2020

Re: VAMA sales report – November 2020

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

SALES REPORT (NOVEMBER 2020)

**The November industry is at 36,359 units.
The November 2020 volume is up 9% versus October 2020 and
up 22% versus November 2019.**

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

1) November Total Industry results in details:

- Total industry is at 36,359 units of which 28,755 units were Passenger Cars; 7,122 units were Commercial Vehicles and 482 units were Special-Purpose Vehicles.
- Passenger Cars were up 13% versus last month; Commercial Vehicles were down 5% and Special-Purpose Vehicles were up 25%
- CKD volume was 23,509 units, up 15% versus last month and CBU was 12,850 units, up 0.7% versus last month.

Of which, November 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 November 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Nov 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	5,416	1,715	3,668	10,799	38,253	12,953	29,950	81,156
2	Sport utility vehicles (SUV)	3,384	1,236	3,557	8,177	19,530	6,779	22,006	48,315
3	Cross-over cars	1,953	480	1,286	3,719	7,515	1,670	5,237	14,422
4	Multi-purpose vehicles (MPV)	1,042	559	2,179	3,780	7,270	3,304	13,647	24,221
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	575	86	281	942	4,226	557	2,313	7,096
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	96	-	62	158	680	-	552	1,232
10	Thaco Peugeot's PC subtotal	265	57	228	550	1,498	415	1,430	3,343
	Subtotal	12,711	4,133	11,261	28,125	78,972	23,678	75,135	178,785
	In percentage (%)	45.27%	14.70%	40.04%	100.00%	43.93%	14.28%	41.79%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	873	436	846	2,155	6,899	3,259	6,441	16,599
12	Vans	33	1	59	93	764	16	604	1,384
13	Small trucks (G.V.M ≤ 5,000 Kg)	995	182	1,114	2,291	9,659	1,592	9,969	21,220
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	381	192	602	1,175	3,973	1,465	6,113	11,551
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	71	3	80	154	627	22	639	1,288
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	107	32	222	361	828	254	1,744	2,826
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,460	846	2,923	6,229	22,750	6,608	25,510	54,868
	In percentage (%)	39.49%	13.58%	46.93%	100.00%	41.46%	12.04%	46.49%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	86	12	84	182	462	74	553	1,089
22	Medium buses / Coaches [(17-30) seats]	-	-	-	-	21	10	59	90
23	Large buses / Coaches [(31-55) seats]	33	9	31	73	379	101	416	896
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	32	-	-	45
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	60	60	-	-	236	236
	Subtotal	119	31	115	255	804	185	1,038	2,129
	In percentage (%)	46.67%	8.24%	45.10%	100.00%	42.17%	8.73%	48.49%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	95	47	104	246	724	412	1,072	2,208
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	4	1	5	-	4	9	13
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	95	51	105	251	724	416	1,091	2,231
	In percentage (%)	37.85%	20.32%	41.83%	100.00%	32.45%	18.65%	48.90%	100.00%
	Grand-total	15405	5051	14404	34860	103340	32887	102764	239004
	In percentage (%)	44.19%	14.49%	41.32%	100.00%	43.24%	13.76%	43.00%	100.00%

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 November 2020.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Nov-20	Nov-19	Oct-20	Difference November- 20 vs November-	Difference November- 20 vs October-20
Total*	34,860	27,798	31,607	25%	10%
1. Passenger cars (PC)	28,125	21,212	24,524	33%	15%
2. Commercial vehicles (CV)	6,484	6,361	6,871	2%	-6%
2.1 Trucks	6,229	5,788	6,685	8%	-7%
2.2 Buses	255	573	186	-55%	37%
3. Special-purpose vehicles	251	225	212	12%	18%
Bus chassis (khung xe buýt)	60	23	0	161%	#DIV/0!

*: not including bus chassis

VAMA only YTM November results:

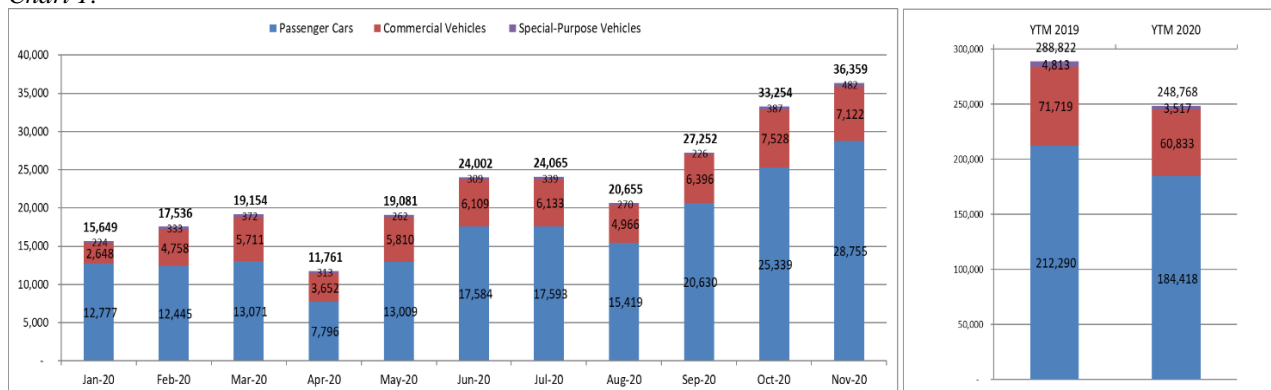
	YTM 2020	YTM 2019	Difference
Total*	239,004	274,307	-13%
1. Passenger cars (PC)	179,785	205,404	-12%
2. Commercial vehicles (CV)	56,988	65,894	-14%
2.1 Trucks	54,868	58,097	-6%
2.2 Buses	2,120	7,797	-73%
3. Special-purpose vehicles	2,231	3,009	-26%
Bus chassis (khung xe buýt)	236	353	-33%

*: not including bus chassis

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

- Total Industry in FY November 2020 is down 14% versus last year.
- Passenger Car was down 13%; Commercial Vehicles was down 15% and Special-Purpose Vehicles was down 27% versus last year

Chart 1:

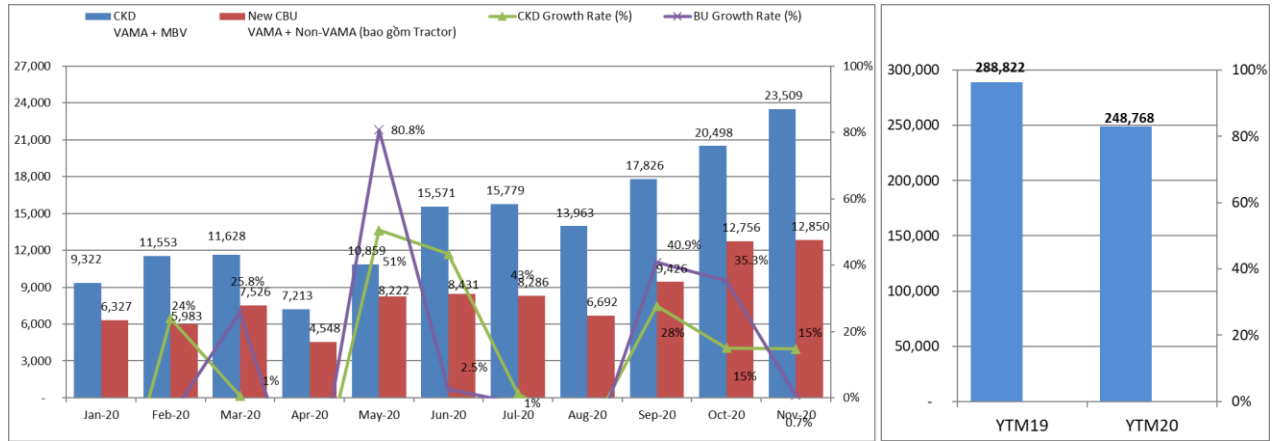


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² Including Lexus sale’s record.

- In November 2020, CKD was down 7% and CBU was down 24% 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