



No.: 011204/2021/VAMA

Hanoi, January 12th, 2020

Re: VAMA sales report – December 2020

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

SALES REPORT (DECEMBER 2020)

**The December industry is at 47,865 units.
The December 2020 volume is up 31.6% versus November 2020 and
up 45% versus December 2019.**

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

1) December Total Industry results in details:

- Total industry is at 47,865 units of which 36,856 units were Passenger Cars; 10,673 units were Commercial Vehicles and 336 units were Special-Purpose Vehicles.
- Passenger Cars were up 28% versus last month; Commercial Vehicles were up 50% and Special-Purpose Vehicles were down 30%
- CKD volume was 29,382 units, up 25% versus last month and CBU was 18,483 units, up 44% versus last month.

Of which, December 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 December 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Dec 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	5,682	2,272	4,736	12,690	43,919	15,222	34,764	93,905
2	Sport utility vehicles (SUV)	5,150	2,297	4,962	12,409	24,734	9,112	27,034	60,880
3	Cross-over cars	1,348	670	1,428	3,446	8,863	2,340	6,665	17,868
4	Multi-purpose vehicles (MPV)	1,362	685	2,507	4,554	8,594	3,956	16,010	28,560
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	859	230	655	1,744	5,085	787	2,968	8,840
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	138	-	74	212	818	-	626	1,444
10	Thaco Peugeot's PC subtotal	479	138	451	1,068	1,977	553	1,881	4,411
	Subtotal	15,018	6,292	14,813	36,123	93,990	31,970	89,948	215,908
	In percentage (%)	41.57%	17.42%	41.01%	100.00%	43.53%	14.81%	41.66%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,218	661	1,219	3,098	8,117	3,920	7,660	19,697
12	Vans	110	2	35	147	874	18	639	1,531
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,123	204	1,345	2,672	10,782	1,796	11,315	23,893
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	589	164	845	1,598	4,562	1,629	6,958	13,149
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	107	-	106	213	734	22	745	1,501
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	153	47	299	499	981	301	2,043	3,325
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	3,300	1,078	3,849	8,227	26,050	7,686	29,360	63,096
	In percentage (%)	40.11%	13.10%	46.78%	100.00%	41.29%	12.18%	46.53%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	74	17	144	235	536	91	697	1,324
22	Medium buses / Coaches [(17-30) seats]	-	-	10	10	21	10	69	100
23	Large buses / Coaches [(31-55) seats]	64	17	70	151	443	118	486	1,047
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	20	-	-	20	52	-	-	65
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	60	60	-	-	296	296
	Subtotal	158	34	234	416	1,052	219	1,252	2,336
	In percentage (%)	37.98%	8.17%	53.85%	100.00%	41.48%	8.64%	49.37%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	46	27	136	209	770	439	1,208	2,417
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	-	3	3	-	4	12	16
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
	Subtotal	46	27	139	212	770	443	1,230	2,443
	In percentage (%)	21.70%	12.74%	65.57%	100.00%	31.52%	18.13%	50.35%	100.00%
	Grand-total	18522	7431	19025	44978	121862	40318	121790	283983
	In percentage (%)	41.18%	16.52%	42.30%	100.00%	42.91%	14.20%	42.89%	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 December 2020.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Dec-20	Dec-19	Nov-20	Difference December- 20 vs December-	Difference December- 20 vs November-
Total*	44,978	31,255	34,860	44%	29%
1. Passenger cars (PC)	36,123	24,135	28,125	50%	28%
2. Commercial vehicles (CV)	8,643	6,938	6,484	25%	33%
2.1 Trucks	8,227	6,253	6,229	32%	32%
2.2 Buses	416	685	255	-39%	63%
3. Special-purpose vehicles	212	182	251	16%	-16%
Bus chassis (khung xe buýt)	60	26	60	131%	0%

*: not including bus chassis

VAMA only YTM December results:

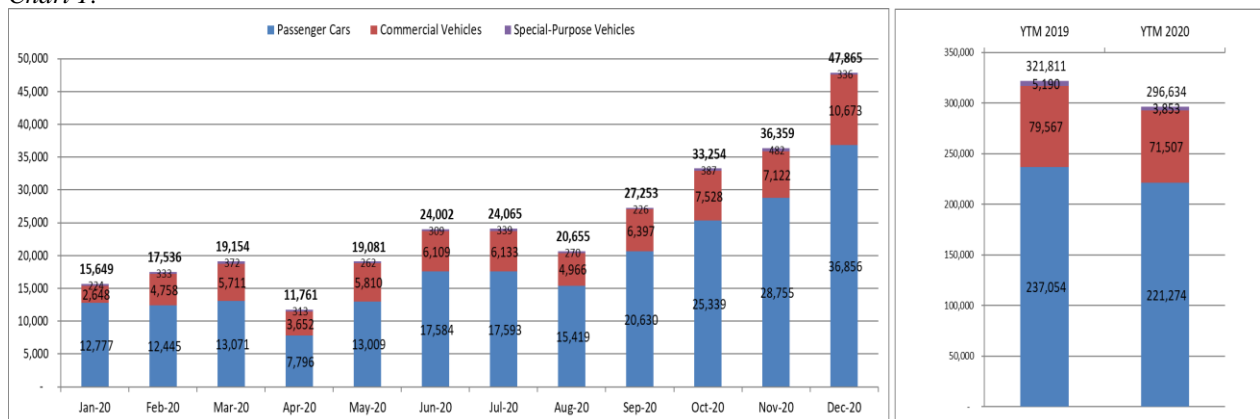
	YTM 2020	YTM 2019	Difference
Total*	283,983	305,562	-7%
1. Passenger cars (PC)	215,908	229,539	-6%
2. Commercial vehicles (CV)	65,632	72,832	-10%
2.1 Trucks	63,096	64,350	-2%
2.2 Buses	2,536	8,482	-70%
3. Special-purpose vehicles	2,443	3,191	-23%
Bus chassis (khung xe buýt)	296	379	-22%

*: not including bus chassis

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

- Total Industry in FY December 2020 is down 8% versus last year.
- Passenger Car was down 7%; Commercial Vehicles was down 10% and Special-Purpose Vehicles was down 26% versus last year

Chart 1:

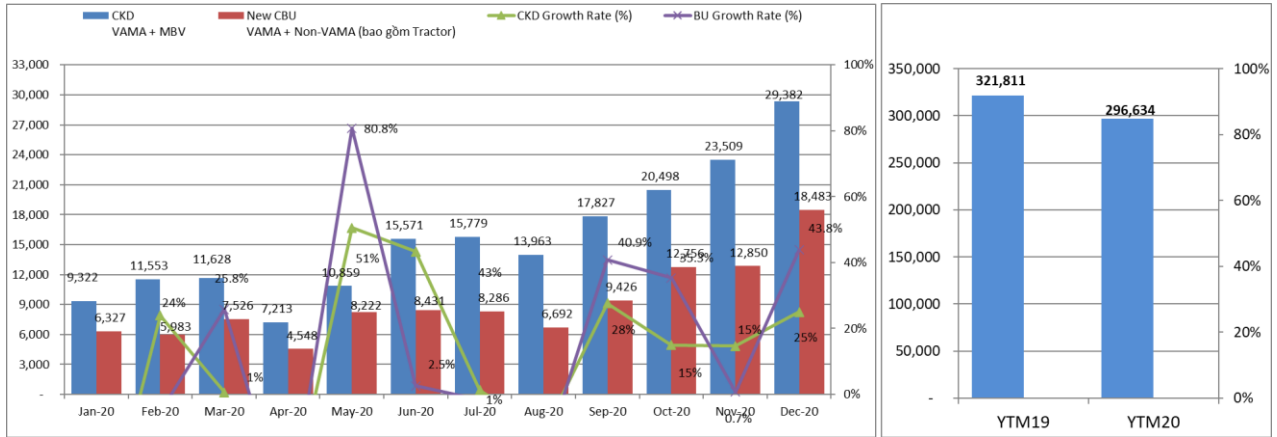


¹ “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in December 2020.

² Including Lexus sale’s record.

- In December 2020, CKD was down 1% and CBU was down 17% 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