



No. : 031101/2020/VAMA

Hanoi, March 11th, 2020

Re: VAMA sales report – February 2020

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

SALES REPORT (FEBRUARY 2020)

**The February industry is at 17,616 units.
The February 2020 volume is up 11% versus January 2020 and
up 41% versus February 2019.**

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

1) February Total Industry results in details:

- Total industry is at 17,616 units of which 12,471 units were Passenger Cars; 4,812 units were Commercial Vehicles and 333 units were Special-Purpose Vehicles.
- Passenger Cars were down 3% versus last month; Commercial Vehicles were up 74% and Special-Purpose Vehicles were up 49%
- CKD volume was 11,697 units, up 22% versus last month and CBU was 5,919 units, down 4% versus last month.

Of which, February 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 February 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Feb 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,040	880	2,271	6,191	5,728	1,990	4,645	12,363
2	Sport utility vehicles (SUV)	908	366	1,218	2,492	2,071	803	2,691	5,565
3	Cross-over cars	188	41	140	369	442	99	256	797
4	Multi-purpose vehicles (MPV)	556	317	1,255	2,128	1,119	597	2,330	4,046
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	371	35	156	562	694	91	342	1,127
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	18	-	30	48	84	-	96	180
10	Thaco Peugeot's PC subtotal	78	20	80	178	146	49	185	380
	Subtotal	5,159	1,639	5,159	11,968	10,284	3,639	10,545	24,468
	In percentage (%)	43.11%	13.86%	43.03%	100.00%	42.05%	14.84%	43.11%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	412	186	338	936	767	412	736	1,915
12	Vans	137	4	92	233	159	4	101	264
13	Small trucks (G.V.M ≤ 5,000 Kg)	920	137	829	1,886	1,169	217	1,115	2,501
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	282	125	511	918	463	220	736	1,419
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	28	-	25	53	65	-	35	100
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	47	12	125	184	82	25	203	310
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,826	404	1,920	4,210	2,705	878	2,926	6,509
	In percentage (%)	43.37%	11.02%	45.61%	100.00%	41.56%	13.49%	44.95%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	62	11	83	156	91	22	101	214
22	Medium buses / Coaches [(17-30) seats]	4	4	7	15	9	7	23	39
23	Large buses / Coaches [(31-55) seats]	30	9	24	63	115	44	124	283
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	13	-	-	13	28	-	-	28
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	30	30
	Subtotal	109	24	114	247	243	73	248	564
	In percentage (%)	44.13%	9.72%	46.15%	100.00%	43.09%	12.94%	43.97%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	79	59	131	269	110	80	184	374
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	3	3
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concert pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	79	59	133	271	110	80	187	377
	In percentage (%)	29.15%	21.77%	49.08%	100.00%	29.18%	21.22%	49.60%	100.00%
	Grand-total	7173	2206	7317	16696	13342	4660	13906	31908
	In percentage (%)	42.96%	13.21%	43.82%	100.00%	41.81%	14.60%	43.58%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Feb-20	Feb-19	Jan-20	Difference February-20 vs February-19	Difference February-20 vs January-20
Total*	16,696	11,466	15,212	46%	10%
1. Passenger cars (PC)	11,968	8,623	12,490	39%	-4%
2. Commercial vehicles (CV)	4,457	2,709	2,616	65%	70%
2.1 Trucks	4,210	2,316	2,299	82%	83%
2.2 Buses	247	393	317	-37%	-22%
3. Special-purpose vehicles	271	134	106	102%	156%
Bus chassis (khung xe buýt)	0	24	30	-100%	-100%

*: not including bus chassis

VAMA only YTM February results:

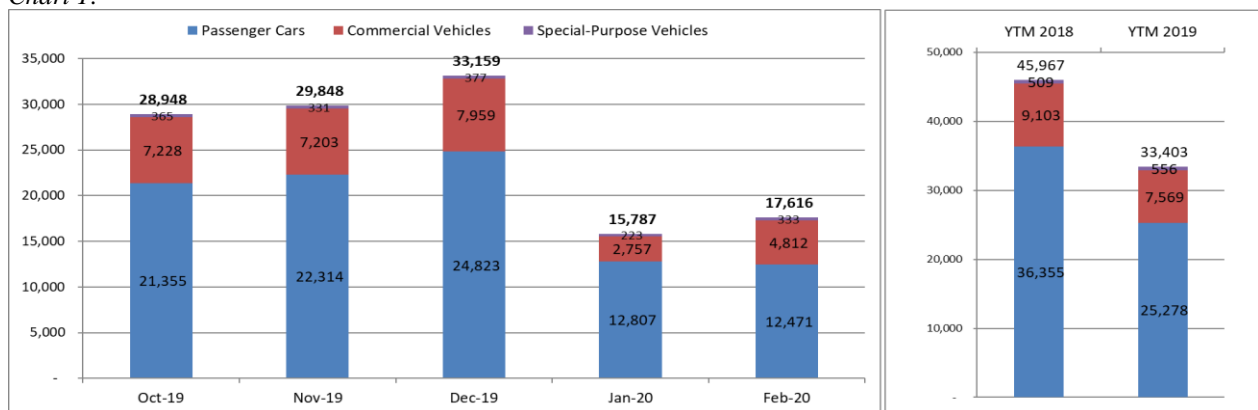
	YTM 2020	YTM 2019	Difference
Total*	31,908	43,265	-26%
1. Passenger cars (PC)	24,458	34,909	-30%
2. Commercial vehicles (CV)	7,073	8,053	-12%
2.1 Trucks	6,509	6,997	-7%
2.2 Buses	564	1,056	-47%
3. Special-purpose vehicles	377	303	24%
Bus chassis (khung xe buýt)	30	48	-38%

*: not including bus chassis

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

- Total Industry in FY February 2020 is down 27% versus last year.
- Passenger Car was down 30%; Commercial Vehicles was down 17% and Special-Purpose Vehicles was up 9% versus last year

Chart 1:

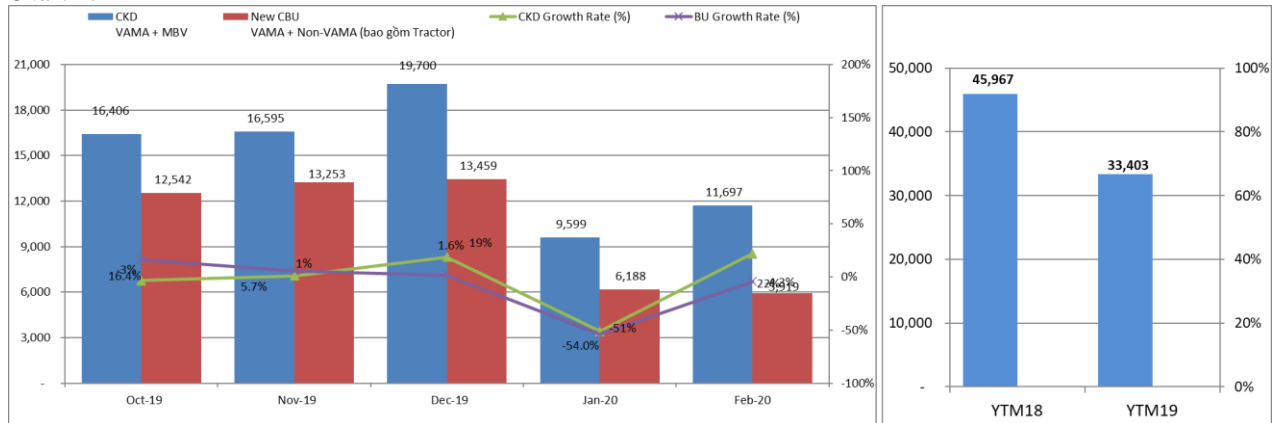


¹ “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in February 2020.

² Including Lexus sale’s record.

- In February 2020, CKD was down 20% and CBU was down 38% 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