



No. : 041001/2020/VAMA  
Re: VAMA sales report – March 2020

Hanoi, April 10<sup>th</sup>, 2020

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

### **SALES REPORT (MARCH 2020)**

**The March industry is at 19,154 units.  
The March 2020 volume is up 8% versus February 2020 and  
down 41% versus March 2019.**

Would you please find March 2020 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

#### **1) March Total Industry results in details:**

- Total industry is at 19,154 units of which 13,071 units were Passenger Cars; 5,711 units were Commercial Vehicles and 372 units were Special-Purpose Vehicles.
- Passenger Cars were up 5% versus last month; Commercial Vehicles were up 18% and Special-Purpose Vehicles were up 12%
- CKD volume was 11,878 units, up 2% versus last month and CBU was 7,276 units, up 22% versus last month.

**Of which, March 2020 VAMA members' volume was as follows:**

<sup>1</sup> “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 March 2020.

<sup>2</sup> Including Lexus sale’s record.

No	Vehicle Type	Sales - March 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,302	1,157	2,294	6,753	9,030	3,147	6,939	19,116
2	Sport utility vehicles (SUV)	1,283	470	1,268	3,021	3,335	1,258	3,937	8,530
3	Cross-over cars	159	28	94	281	601	127	350	1,078
4	Multi-purpose vehicles (MPV)	475	252	1,038	1,765	1,594	849	3,368	5,811
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	312	31	191	534	1,006	122	533	1,661
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	42	-	36	78	126	-	132	258
10	Thaco Peugeot's PC subtotal	65	18	49	132	211	67	234	512
	<b>Subtotal</b>	<b>5,638</b>	<b>1,956</b>	<b>4,970</b>	<b>12,564</b>	<b>13,903</b>	<b>5,370</b>	<b>13,493</b>	<b>36,966</b>
	<b>In percentage (%)</b>	<b>44.87%</b>	<b>15.57%</b>	<b>39.56%</b>	<b>100.00%</b>	<b>43.02%</b>	<b>15.07%</b>	<b>41.91%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	714	225	442	1,381	1,443	608	1,132	3,183
12	Vans	90	1	37	128	249	5	138	392
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,068	179	1,039	2,286	2,237	396	2,154	4,787
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	360	135	544	1,039	823	355	1,280	2,458
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	61	1	50	112	126	1	85	212
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	86	26	184	296	168	51	387	606
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,379</b>	<b>567</b>	<b>2,296</b>	<b>5,242</b>	<b>5,046</b>	<b>1,416</b>	<b>5,176</b>	<b>11,638</b>
	<b>In percentage (%)</b>	<b>45.38%</b>	<b>10.82%</b>	<b>43.80%</b>	<b>100.00%</b>	<b>43.36%</b>	<b>12.17%</b>	<b>44.47%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	18	10	42	70	109	32	143	284
22	Medium buses / Coaches [(17-30) seats]	-	-	7	7	9	7	30	46
23	Large buses / Coaches [(31-55) seats]	64	5	16	85	179	49	140	368
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	7	-	-	7	35	-	-	35
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	62	62	-	-	92	92
	<b>Subtotal</b>	<b>89</b>	<b>15</b>	<b>65</b>	<b>169</b>	<b>332</b>	<b>88</b>	<b>313</b>	<b>733</b>
	<b>In percentage (%)</b>	<b>52.66%</b>	<b>8.88%</b>	<b>38.46%</b>	<b>100.00%</b>	<b>45.29%</b>	<b>12.01%</b>	<b>42.70%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	69	76	149	294	179	156	333	668
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	3	3
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concrete 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)	-	-	1	1	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>69</b>	<b>76</b>	<b>150</b>	<b>295</b>	<b>179</b>	<b>156</b>	<b>337</b>	<b>672</b>
	<b>In percentage (%)</b>	<b>23.39%</b>	<b>25.76%</b>	<b>50.85%</b>	<b>100.00%</b>	<b>26.64%</b>	<b>23.21%</b>	<b>50.15%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>8175</b>	<b>2614</b>	<b>7481</b>	<b>18270</b>	<b>21460</b>	<b>7230</b>	<b>21319</b>	<b>50009</b>
	<b>In percentage (%)</b>	<b>44.75%</b>	<b>14.31%</b>	<b>40.95%</b>	<b>100.00%</b>	<b>42.91%</b>	<b>14.46%</b>	<b>42.63%</b>	<b>100.00%</b>

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<sup>2</sup> Including Lexus sale’s record.

**VAMA volume compared to last month as follows:**

	Mar-20	Mar-19	Feb-20	Difference March-20 vs March-19	Difference March-20 vs February-20
<b>Total*</b>	<b>18,270</b>	<b>30,199</b>	<b>16,616</b>	<b>-40%</b>	<b>10%</b>
1. Passenger cars (PC)	12,564	21,795	11,942	-42%	5%
2. Commercial vehicles (CV)	5,411	7,880	4,403	-31%	23%
2.1 Trucks	5,242	6,887	4,156	-24%	26%
2.2 Buses	169	993	247	-83%	-32%
3. Special-purpose vehicles	295	524	271	-44%	9%
Bus chassis (khung xe buýt)	62	96	0	-35%	#DIV/0!

\*: not including bus chassis

**VAMA only YTM March results:**

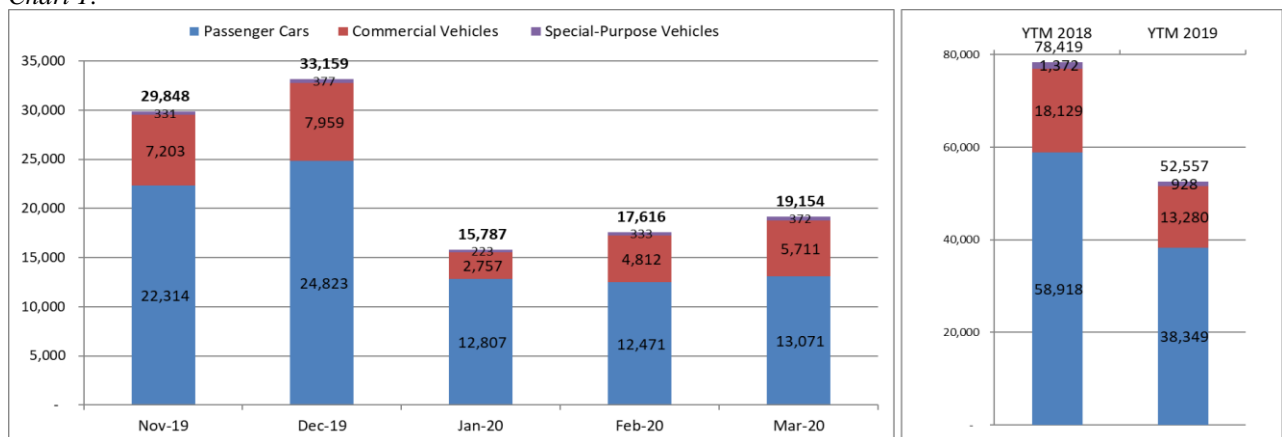
	YTM 2020	YTM 2019	Difference
<b>Total*</b>	<b>50,009</b>	<b>73,464</b>	<b>-32%</b>
1. Passenger cars (PC)	36,966	56,704	-35%
2. Commercial vehicles (CV)	12,371	15,933	-22%
2.1 Trucks	11,638	13,884	-16%
2.2 Buses	733	2,049	-64%
3. Special-purpose vehicles	672	827	-19%
Bus chassis (khung xe buýt)	92	144	-36%

\*: not including bus chassis

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

- Total Industry in FY March 2020 is down 33% versus last year.
- Passenger Car was down 35%; Commercial Vehicles was down 26% and Special-Purpose Vehicles was down 32% versus last year

Chart 1:

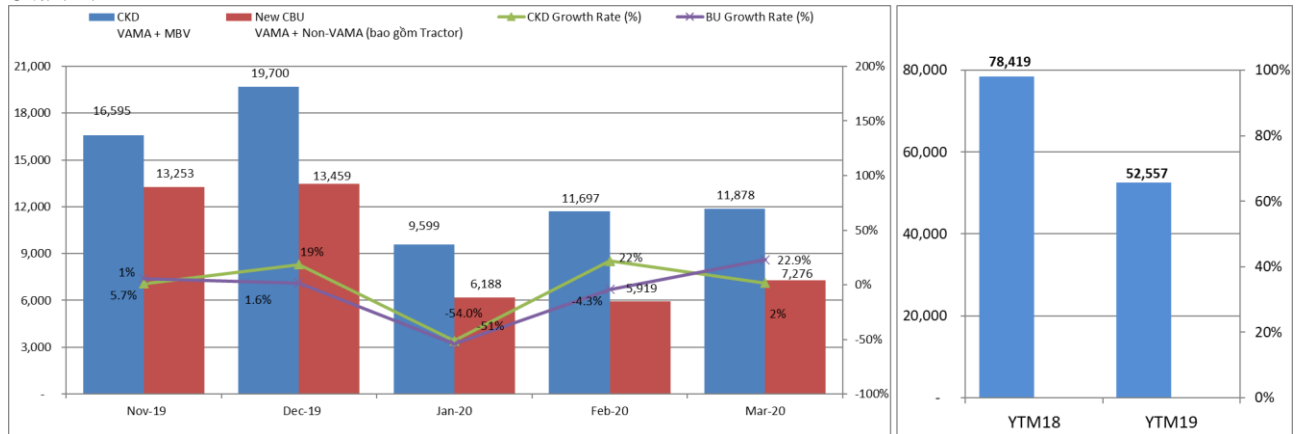


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<sup>2</sup> Including Lexus sale’s record.

- In March 2020, CKD was down 28% and CBU was down 39% 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](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

**VAMA Office**