



No. : 051201/2020/VAMA

Hanoi, May 12th, 2020

Re: VAMA sales report – April 2020

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

SALES REPORT (APRIL 2020)

**The April industry is at 11,761 units.
The April 2020 volume is down 39% versus March 2020 and
down 44% versus April 2019.**

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

1) April Total Industry results in details:

- Total industry is at 11,761 units of which 7,796 units were Passenger Cars; 3,652 units were Commercial Vehicles and 313 units were Special-Purpose Vehicles.
- Passenger Cars were down 40% versus last month; Commercial Vehicles were down 36% and Special-Purpose Vehicles were down 16%
- CKD volume was 7,400 units, down 38% versus last month and CBU was 4,361 units, down 40% versus last month.

Of which, April 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 April 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - Apr 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	1,700	573	1,489	3,762	10,730	3,720	8,429	22,879
2	Sport utility vehicles (SUV)	709	193	789	1,691	4,044	1,451	4,725	10,220
3	Cross-over cars	248	50	161	459	849	177	511	1,537
4	Multi-purpose vehicles (MPV)	392	102	493	987	1,986	951	3,861	6,798
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	185	26	100	311	1,191	148	633	1,972
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	55	-	56	111	181	-	188	369
10	Thaco Peugeot's PC subtotal	45	13	60	118	256	80	294	630
	Subtotal	3,334	957	3,148	7,439	19,237	6,527	18,641	44,405
	In percentage (%)	44.82%	12.86%	42.32%	100.00%	43.32%	14.70%	41.98%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	351	189	316	856	1,794	797	1,448	4,039
12	Vans	3	-	9	12	252	5	147	404
13	Small trucks (G.V.M ≤ 5,000 Kg)	575	85	570	1,230	2,812	481	2,724	6,017
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	252	82	430	764	1,075	437	1,710	3,222
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	28	1	23	52	154	2	108	264
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	56	16	115	187	224	67	502	793
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,265	373	1,463	3,101	6,311	1,789	6,639	14,739
	In percentage (%)	40.79%	12.03%	47.18%	100.00%	42.82%	12.14%	45.04%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	11	2	9	22	120	34	152	306
22	Medium buses / Coaches [(17-30) seats]	1	1	3	5	10	8	33	51
23	Large buses / Coaches [(31-55) seats]	16	2	8	26	195	51	148	394
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	35	-	-	35
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	116	116
	Subtotal	28	5	20	53	360	93	333	786
	In percentage (%)	52.83%	9.43%	37.74%	100.00%	45.80%	11.83%	42.37%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	77	36	109	222	256	192	442	890
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	4	4
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	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
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)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	77	36	110	223	256	192	447	895
	In percentage (%)	34.53%	16.14%	49.33%	100.00%	28.60%	21.45%	49.94%	100.00%
	Grand-total	4704	1371	4741	10816	26164	8601	26060	60825
	In percentage (%)	43.49%	12.68%	43.83%	100.00%	43.02%	14.14%	42.84%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Apr-20	Apr-19	Mar-20	Difference April-20 vs April-19	Difference April-20 vs March-20
Total*	10,816	20,127	18,270	-46%	-41%
1. Passenger cars (PC)	7,439	13,885	12,564	-46%	-41%
2. Commercial vehicles (CV)	3,154	5,829	5,411	-46%	-42%
2.1 Trucks	3,101	5,050	5,242	-39%	-41%
2.2 Buses	53	779	169	-93%	-69%
3. Special-purpose vehicles	223	413	295	-46%	-24%
Bus chassis (khung xe buýt)	24	1	62	2300%	-61%

*: not including bus chassis

VAMA only YTM April results:

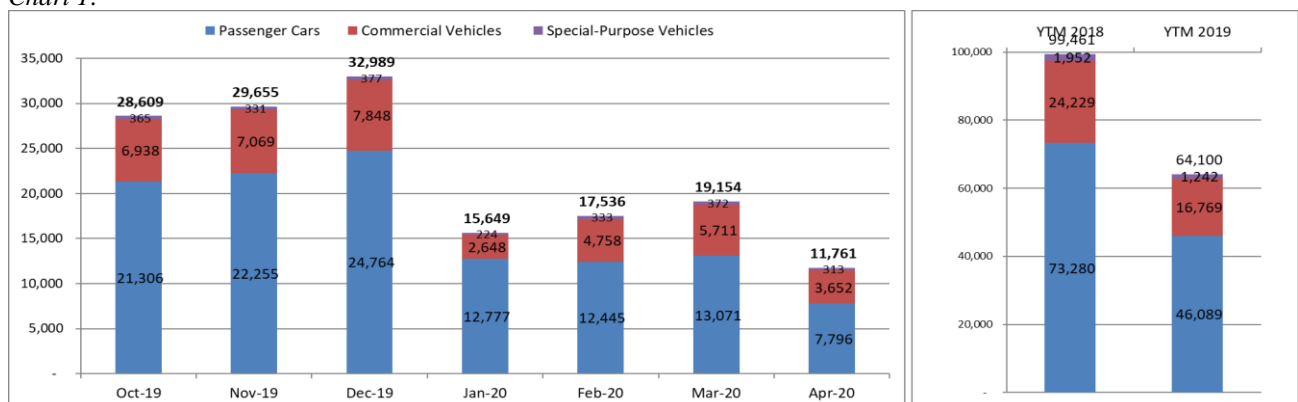
	YTM 2020	YTM 2019	Difference
Total*	60,825	93,591	-35%
1. Passenger cars (PC)	44,405	70,589	-37%
2. Commercial vehicles (CV)	15,525	21,762	-29%
2.1 Trucks	14,739	18,934	-22%
2.2 Buses	786	2,828	-72%
3. Special-purpose vehicles	895	1,240	-28%
Bus chassis (khung xe buýt)	116	145	-20%

*: not including bus chassis

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

- Total Industry in FY April 2020 is down 36% versus last year.
- Passenger Car was down 37%; Commercial Vehicles was down 31% and Special-Purpose Vehicles was down 36% versus last year

Chart 1:

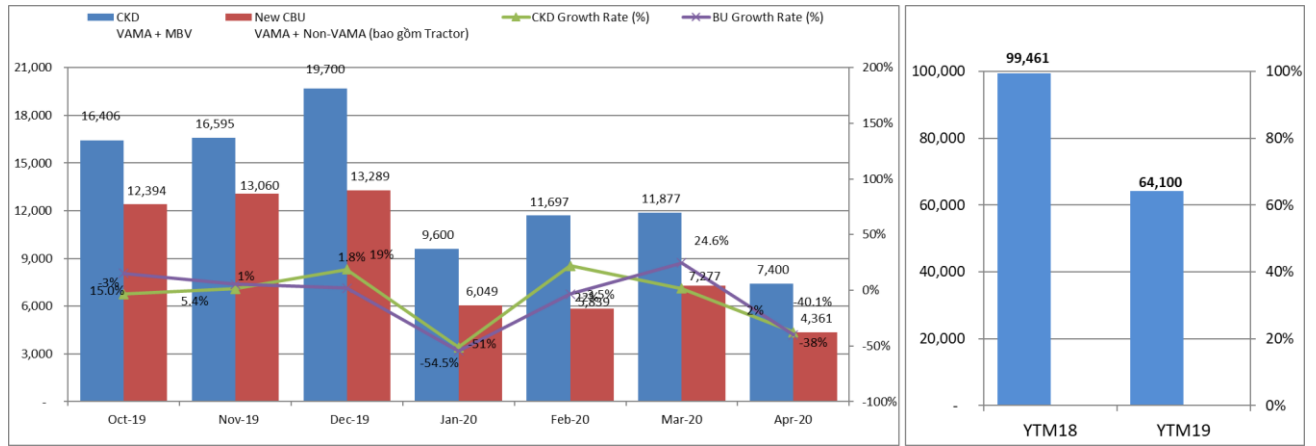


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² Including Lexus sale’s record.

- In April 2020, CKD was down 33% and CBU was down 40% 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