



No.: 071201/2021/VAMA

Hanoi, July 12<sup>th</sup>, 2021

Re: VAMA sales report – June 2021

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

## **SALES REPORT (JUNE 2021)**

**The June industry is at 23,587 units.  
The June 2021 volume is down 8% versus May 2021 and  
down 2% versus June 2020.**

Would you please find June 2021 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

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

- Total industry is at 23,587 units of which 15,802 units were Passenger Cars; 7,131 units were Commercial Vehicles and 654 units were Special-Purpose Vehicles.
- Passenger Cars were down 10% versus last month; Commercial Vehicles were down 5% and Special-Purpose Vehicles were down 25%
- CKD volume was 13,365 units, down 3% versus last month and CBU was 10,222 units, down 13% versus last month.

**Of which, June 2021 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 June 2021.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

| No         | Vehicle Type                                      | Sales - Jun 2021 |               |               |                | Sales - YTM 2021 |               |               |                |
|------------|---|------------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|
|            |   | North            | Central       | South         | Total          | North            | Central       | South         | Total          |
| <b>I</b>   | <b>Passenger cars (PC)</b>                        |                  |               |               |                |                  |               |               |                |
| 1          | Sedans  | 3,078            | 1,035         | 2,186         | 6,299          | 16,828           | 7,649         | 14,640        | 39,117         |
| 2          | Sport utility vehicles (SUV)                      | 1,969            | 774           | 1,621         | 4,364          | 11,023           | 4,781         | 12,770        | 28,574         |
| 3          | Cross-over cars                                   | 826              | 191           | 584           | 1,601          | 5,075            | 2,309         | 4,620         | 12,004         |
| 4          | Multi-purpose vehicles (MPV)                      | 433              | 148           | 652           | 1,233          | 3,887            | 1,648         | 6,884         | 12,419         |
| 5          | Convertible cars                                  | -                | -             | -             | -              | -                | -             | -             | -              |
| 6          | Hatchback   | 283              | 10            | 119           | 412            | 1,662            | 212           | 663           | 2,537          |
| 7          | Others (please specify)                           | -                | -             | -             | -              | -                | -             | -             | -              |
| 8          | Mercedes-Benz's PC subtotal                       | -                | -             | -             | -              | -                | -             | -             | -              |
| 9          | Lexus's PC subtotal                               | 89               | -             | 37            | 126            | 384              | -             | 234           | 618            |
| 10         | Thaco Premium subtotal                            | 39               | -             | 38            | 77             | 354              | -             | 382           | 736            |
| 11         | Thaco Peugeot's PC subtotal                       | 240              | 62            | 208           | 510            | 1,529            | 348           | 1,528         | 3,405          |
|            | <b>Subtotal</b>                                   | <b>6,987</b>     | <b>2,220</b>  | <b>5,445</b>  | <b>14,632</b>  | <b>40,743</b>    | <b>16,947</b> | <b>41,721</b> | <b>99,410</b>  |
|            | <b>In percentage (%)</b>                          | <b>47.58%</b>    | <b>15.18%</b> | <b>37.24%</b> | <b>100.00%</b> | <b>40.98%</b>    | <b>17.05%</b> | <b>41.97%</b> | <b>100.00%</b> |
| <b>II</b>  | <b>Commercial vehicles (CV)</b>                   |                  |               |               |                |                  |               |               |                |
|            | <b>Trucks</b>                                     |                  |               |               |                |                  |               |               |                |
| 11         | Pick-ups  | 782              | 357           | 570           | 1,709          | 4,432            | 2,420         | 4,176         | 11,028         |
| 12         | Vans  | 108              | 3             | 39            | 150            | 371              | 23            | 246           | 640            |
| 13         | Small trucks (G.V.M ≤ 5,000 Kg)                   | 1,041            | 133           | 961           | 2,135          | 5,232            | 817           | 5,675         | 11,724         |
| 14         | Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)       | 350              | 109           | 496           | 955            | 2,436            | 824           | 3,563         | 6,823          |
| 15         | Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)     | 75               | 5             | 72            | 152            | 315              | 12            | 314           | 641            |
| 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                                      | 126              | 36            | 268           | 430            | 763              | 235           | 1,446         | 2,444          |
| 19         | Tractor trucks                                    | -                | -             | -             | -              | 1                | -             | 12            | 13             |
| 20         | Mercedes-Benz's CV (FUSO) subtotal                | -                | -             | -             | -              | -                | -             | -             | -              |
|            | <b>Subtotal</b>                                   | <b>2,483</b>     | <b>643</b>    | <b>2,406</b>  | <b>5,531</b>   | <b>13,550</b>    | <b>4,331</b>  | <b>15,332</b> | <b>33,313</b>  |
|            | <b>In percentage (%)</b>                          | <b>44.87%</b>    | <b>11.63%</b> | <b>43.50%</b> | <b>100.00%</b> | <b>40.67%</b>    | <b>13.00%</b> | <b>46.32%</b> | <b>100.00%</b> |
|            | <b>Buses</b>                                      |                  |               |               |                |                  |               |               |                |
| 21         | Minibuses [(10-16) seats]                         | 22               | 3             | 24            | 49             | 219              | 36            | 291           | 546            |
| 22         | Medium buses / Coaches [(17-30) seats]            | 1                | 1             | 2             | 4              | 4                | 1             | 16            | 21             |
| 23         | Large buses / Coaches [(31-55) seats]             | 39               | 3             | 10            | 52             | 303              | 28            | 150           | 481            |
| 24         | Sleeping buses                                    | -                | -             | -             | -              | -                | -             | -             | -              |
| 25         | City buses of all lengths                         | -                | -             | -             | -              | 1                | -             | -             | 1              |
| 26         | Bus rapid transit (BRT)                           | -                | -             | -             | -              | -                | -             | -             | -              |
| 27         | Bus chassis (incompletely-built vehicles)         | -                | -             | -             | -              | -                | -             | 36            | 36             |
|            | <b>Subtotal</b>                                   | <b>63</b>        | <b>7</b>      | <b>36</b>     | <b>105</b>     | <b>527</b>       | <b>65</b>     | <b>457</b>    | <b>1,049</b>   |
|            | <b>In percentage (%)</b>                          | <b>59.05%</b>    | <b>6.67%</b>  | <b>34.29%</b> | <b>100.00%</b> | <b>50.24%</b>    | <b>6.20%</b>  | <b>43.57%</b> | <b>100.00%</b> |
| <b>III</b> | <b>Special-Purpose Vehicles</b>                   |                  |               |               |                |                  |               |               |                |
| 28         | Dump trucks                                       | 94               | 52            | 158           | 304            | 521              | 296           | 1,006         | 1,823          |
| 29         | Concrete mixer trucks                             | -                | -             | -             | -              | -                | -             | -             | -              |
| 30         | Tanker trucks                                     | -                | -             | -             | -              | -                | -             | -             | -              |
| 31         | Refrigerator trucks                               | -                | -             | -             | -              | -                | -             | -             | -              |
| 32         | Ambulance   | -                | -             | -             | -              | -                | -             | -             | -              |
| 33         | Fire-fighting trucks                              | -                | -             | -             | -              | -                | -             | -             | -              |
| 34         | Garbages  | -                | -             | -             | -              | -                | -             | 9             | 9              |
| 35         | Hydraulic crane truck                             | -                | -             | -             | -              | -                | -             | -             | -              |
| 36         | Sprinklers (road cleaning trucks)                 | -                | -             | -             | -              | -                | -             | 1             | 1              |
| 37         | Crane trucks                                      | -                | -             | -             | -              | -                | -             | -             | -              |
| 38         | X-Ray medical vehicles                            | -                | -             | -             | -              | -                | -             | -             | -              |
| 39         | Truck-mounted concret pumps                       | -                | -             | -             | -              | -                | -             | -             | -              |
| 40         | Car transport (carrying) truck                    | -                | -             | -             | -              | -                | -             | -             | -              |
| 41         | Hooklift  | -                | -             | -             | -              | -                | -             | 1             | 1              |
| 42         | Prisoner transport truck                          | -                | -             | -             | -              | -                | -             | -             | -              |
| 43         | Mobile Sewer Jetting Machine (SPV)                | -                | -             | -             | -              | -                | -             | -             | -              |
| 44         | Sewage suction truck (SPV)                        | -                | -             | -             | -              | -                | -             | -             | -              |
| 45         | Vaccum tank truck (SPV)                           | -                | -             | -             | -              | -                | -             | -             | -              |
| 46         | Aerial Platform Truck (SPV)                       | -                | -             | -             | -              | -                | -             | -             | -              |
| 47         | Stage truck (SPV)                                 | -                | -             | -             | -              | -                | -             | -             | -              |
| 48         | Xe chỉ huy chữa cháy (SPV)                        | -                | -             | -             | -              | -                | -             | -             | -              |
| 49         | Xe hiến máu lưu động (SPV)                        | -                | -             | -             | -              | -                | -             | -             | -              |
|            | <b>Subtotal</b>                                   | <b>94</b>        | <b>52</b>     | <b>158</b>    | <b>304</b>     | <b>521</b>       | <b>296</b>    | <b>1,017</b>  | <b>1,834</b>   |
|            | <b>In percentage (%)</b>                          | <b>30.92%</b>    | <b>17.11%</b> | <b>51.97%</b> | <b>100.00%</b> | <b>28.41%</b>    | <b>16.14%</b> | <b>55.45%</b> | <b>100.00%</b> |
|            | <b>Grand-total</b>                                | <b>9595</b>      | <b>2922</b>   | <b>8045</b>   | <b>20562</b>   | <b>55340</b>     | <b>21639</b>  | <b>58627</b>  | <b>135606</b>  |
|            | <b>In percentage (%)</b>                          | <b>46.66%</b>    | <b>14.21%</b> | <b>39.13%</b> | <b>100.00%</b> | <b>40.81%</b>    | <b>15.96%</b> | <b>43.23%</b> | <b>100.00%</b> |

<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 June 2021.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

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

|                             | Jun-21        | Jun-20        | May-21        | Difference June-21 vs June-20 | Difference June-21 vs May-21 |
|-----------------------------|---------------|---------------|---------------|-------------------------------|------------------------------|
| <b>Total*</b>               | <b>20,562</b> | <b>23,324</b> | <b>22,152</b> | <b>-12%</b>                   | <b>-7%</b>                   |
| 1. Passenger cars (PC)      | 14,622        | 17,377        | 16,419        | -16%                          | -11%                         |
| 2. Commercial vehicles (CV) | 5,636         | 5,742         | 5,381         | -2%                           | 5%                           |
| 2.1 Trucks                  | 5,531         | 5,503         | 5,231         | 1%                            | 6%                           |
| 2.2 Buses                   | 105           | 239           | 150           | -56%                          | -30%                         |
| 3. Special-purpose vehicles | 304           | 205           | 352           | 48%                           | -14%                         |
| Bus chassis (khung xe buýt) | 0             | 0             | 12            | #DIV/0!                       | -100%                        |

\*: not including bus chassis

**VAMA only YTM June results:**

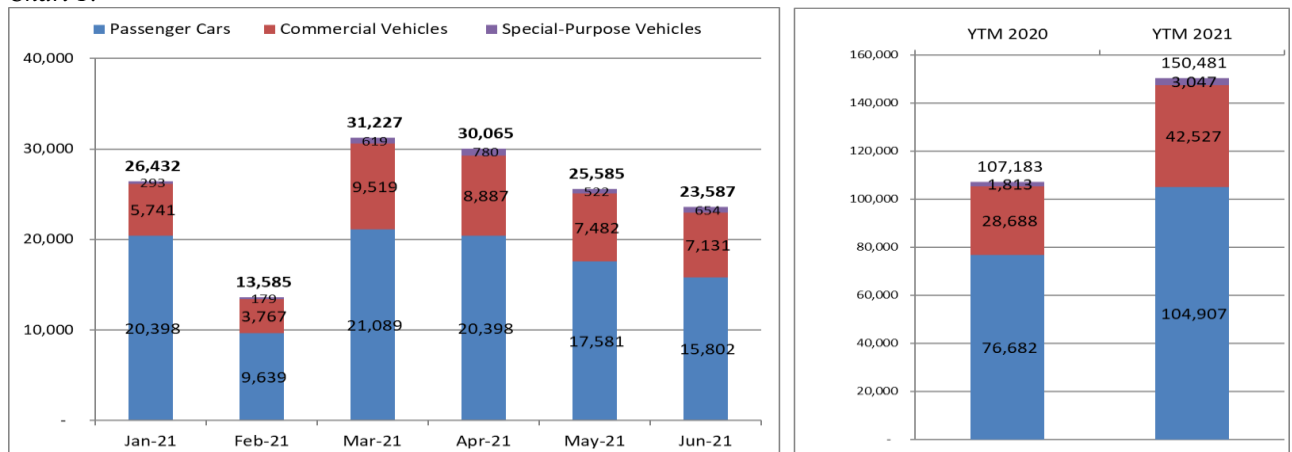
|                             | YTM 2021       | YTM 2020       | Difference |
|-----------------------------|----------------|----------------|------------|
| <b>Total*</b>               | <b>135,606</b> | <b>102,720</b> | <b>32%</b> |
| 1. Passenger cars (PC)      | 99,410         | 74,638         | 33%        |
| 2. Commercial vehicles (CV) | 34,362         | 26,826         | 28%        |
| 2.1 Trucks                  | 33,313         | 25,696         | 30%        |
| 2.2 Buses                   | 1,049          | 1,130          | -7%        |
| 3. Special-purpose vehicles | 1,834          | 1,256          | 46%        |
| Bus chassis (khung xe buýt) | 36             | 134            | -73%       |

\*: not including bus chassis

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

- Total Industry in FY June 2021 is up 40% versus last year.
- Passenger Car was up 37%; Commercial Vehicles was up 48% and Special-Purpose Vehicles was up 68% versus last year.

Chart 1:

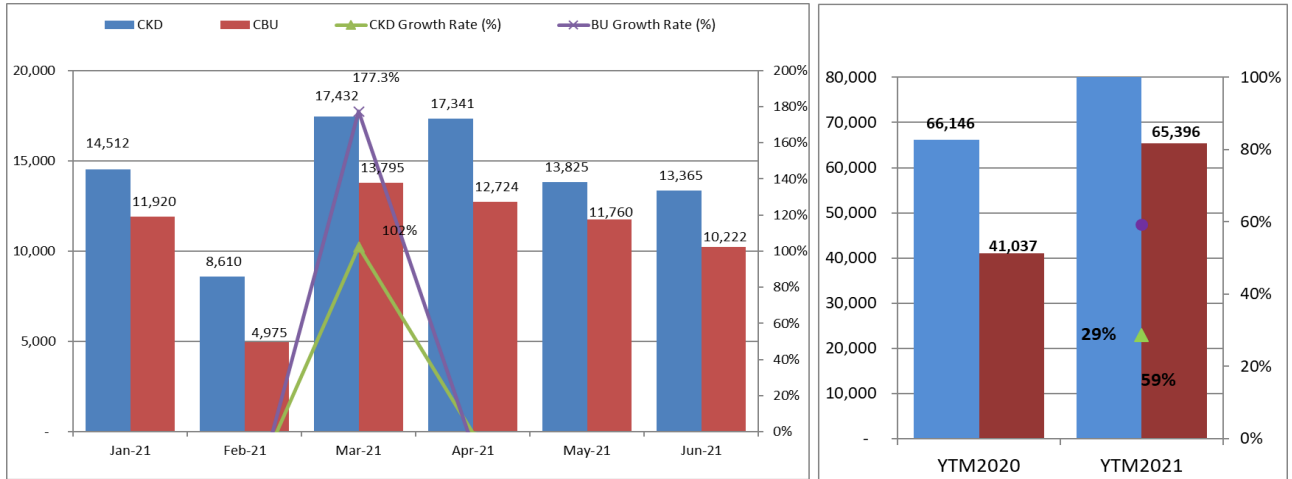


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<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

- In June 2021, CKD was up 29% and CBU was up 59% 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**

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*Note:*

- Mekong has no sales and production data;
- TCIEV temporary stop providing data from October (stop producing) until new data recorded;
- Thaco combines sedan and hatchback category of 2 model Mazda 2 and Mazda 3 from January 2021.