



No.: 020901/2021/VAMA

Hanoi, February 9<sup>th</sup>, 2021

Re: VAMA sales report – January 2021

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

### **SALES REPORT (JANUARY 2021)**

**The January industry is at 26,432 units.  
The January 2021 volume is down 45% versus December 2020 and  
up 69% versus January 2020.**

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

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

- Total industry is at 26,432 units of which 20,398 units were Passenger Cars; 5,741 units were Commercial Vehicles and 293 units were Special-Purpose Vehicles.
- Passenger Cars were down 45% versus last month; Commercial Vehicles were down 46% and Special-Purpose Vehicles were down 13%
- CKD volume was 14,512 units, down 51% versus last month and CBU was 11,920 units, down 35% versus last month.

**Of which, January 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 January 2021.

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

No	Vehicle Type	Sales - January 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,084	1,616	2,926	7,626	3,084	1,616	2,926	7,626
2	Sport utility vehicles (SUV)	1,825	743	2,132	4,700	1,825	743	2,132	4,700
3	Cross-over cars	852	538	852	2,242	852	538	852	2,242
4	Multi-purpose vehicles (MPV)	1,343	483	1,652	3,478	1,343	483	1,652	3,478
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	535	65	236	836	535	65	236	836
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	48	-	40	88	48	-	40	88
	Thaco Premium subtotal	105	-	152	257	105	-	152	257
10	Thaco Peugeot's PC subtotal	170	38	180	388	170	38	180	388
	<b>Subtotal</b>	<b>7,962</b>	<b>3,483</b>	<b>8,179</b>	<b>19,615</b>	<b>7,962</b>	<b>3,483</b>	<b>8,179</b>	<b>19,615</b>
	<b>In percentage (%)</b>	<b>40.59%</b>	<b>17.76%</b>	<b>41.65%</b>	<b>100.00%</b>	<b>40.59%</b>	<b>17.76%</b>	<b>41.65%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	574	375	508	1,457	574	375	508	1,457
12	Vans	41	5	16	62	41	5	16	62
13	Small trucks (G.V.M ≤ 5,000 Kg)	484	107	615	1,206	484	107	615	1,206
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	356	116	477	949	356	116	477	949
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	30	1	35	66	30	1	35	66
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	122	40	229	391	122	40	229	391
19	Tractor trucks	1	-	12	13	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>1,608</b>	<b>644</b>	<b>1,892</b>	<b>4,144</b>	<b>1,608</b>	<b>644</b>	<b>1,892</b>	<b>4,144</b>
	<b>In percentage (%)</b>	<b>38.80%</b>	<b>15.54%</b>	<b>45.66%</b>	<b>100.00%</b>	<b>38.80%</b>	<b>15.54%</b>	<b>45.66%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	37	4	37	78	37	4	37	78
22	Medium buses / Coaches [(17-30) seats]	1	-	3	4	1	-	3	4
23	Large buses / Coaches [(31-55) seats]	111	9	79	199	102	9	79	199
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	12	12	-	-	12	12
	<b>Subtotal</b>	<b>149</b>	<b>13</b>	<b>119</b>	<b>281</b>	<b>140</b>	<b>13</b>	<b>119</b>	<b>281</b>
	<b>In percentage (%)</b>	<b>53.02%</b>	<b>4.63%</b>	<b>42.35%</b>	<b>100.00%</b>	<b>49.82%</b>	<b>4.63%</b>	<b>42.35%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	68	24	79	171	68	24	79	171
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	4	4	-	-	4	4
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
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	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>68</b>	<b>24</b>	<b>84</b>	<b>176</b>	<b>68</b>	<b>24</b>	<b>84</b>	<b>176</b>
	<b>In percentage (%)</b>	<b>38.64%</b>	<b>13.64%</b>	<b>47.73%</b>	<b>100.00%</b>	<b>38.64%</b>	<b>13.64%</b>	<b>47.73%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>9787</b>	<b>4164</b>	<b>10265</b>	<b>24216</b>	<b>9778</b>	<b>4164</b>	<b>10265</b>	<b>24216</b>
	<b>In percentage (%)</b>	<b>40.42%</b>	<b>17.20%</b>	<b>42.39%</b>	<b>100.00%</b>	<b>40.38%</b>	<b>17.20%</b>	<b>42.39%</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 January 2021.

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

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

	Jan-21	Jan-20	Dec-20	Difference January-21 vs January- 20	Difference January-21 vs December-
<b>Total*</b>	<b>24,216</b>	<b>15,123</b>	<b>44,978</b>	<b>60%</b>	<b>-46%</b>
1. Passenger cars (PC)	19,615	12,460	36,123	57%	-46%
2. Commercial vehicles (CV)	4,425	2,557	8,643	73%	-49%
2.1 Trucks	4,144	2,240	8,227	85%	-50%
2.2 Buses	281	317	416	-11%	-32%
3. Special-purpose vehicles	176	106	212	66%	-17%
Bus chassis (khung xe buýt)	12	30	60	-60%	-80%

\*: not including bus chassis

**VAMA only YTM January results:**

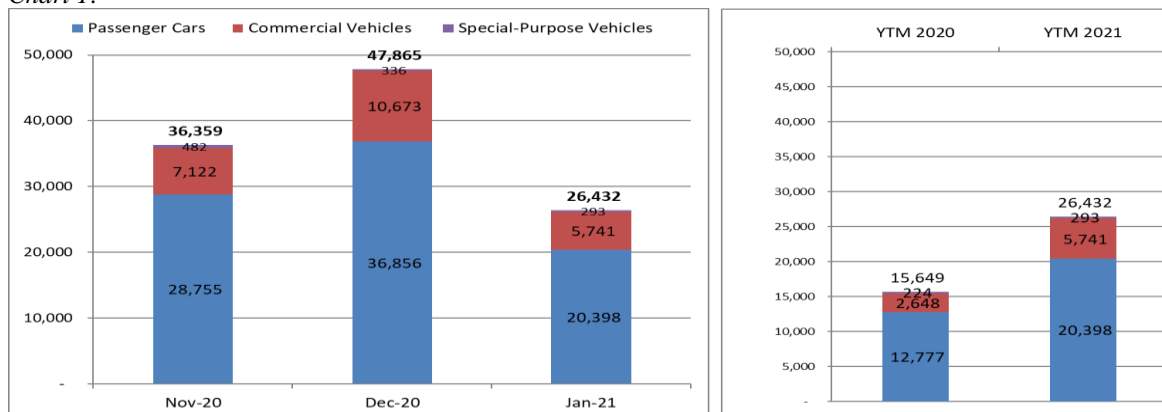
	YTM 2021	YTM 2020	Difference
<b>Total*</b>	<b>24,216</b>	<b>15,123</b>	<b>60%</b>
1. Passenger cars (PC)	19,615	12,460	57%
2. Commercial vehicles (CV)	4,425	2,557	73%
2.1 Trucks	4,144	2,240	85%
2.2 Buses	281	317	-11%
3. Special-purpose vehicles	176	106	66%
Bus chassis (khung xe buýt)	12	30	-60%

\*: not including bus chassis

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

- Total Industry in FY January 2021 is up 69% versus last year.
- Passenger Car was up 60%; Commercial Vehicles was up 116% and Special-Purpose Vehicles was up 31% versus last year

Chart 1:

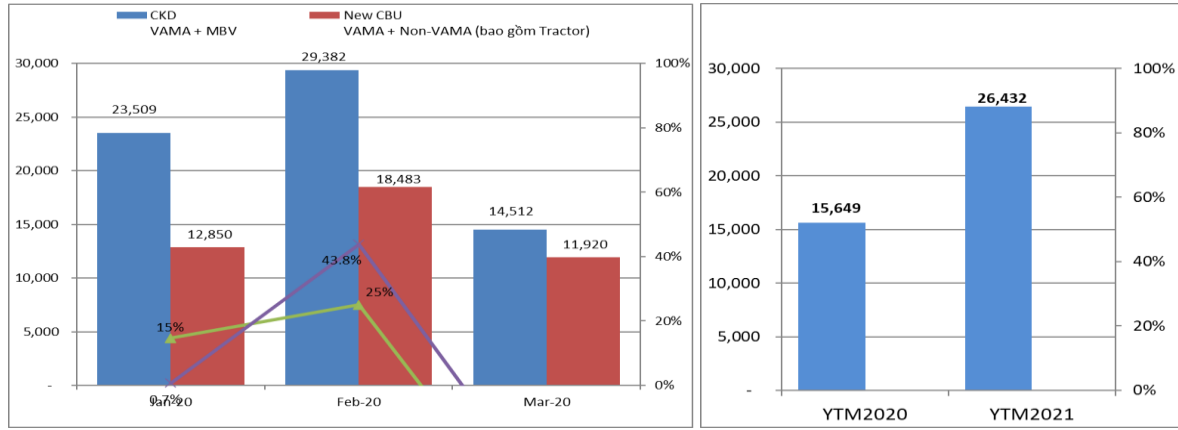


- In January 2021, CKD was up 56% and CBU was up 88% versus last year.

<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 January 2021.

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

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**