



No.: 031101/2021/VAMA

Hanoi, March 11<sup>th</sup>, 2021

Re: VAMA sales report – February 2021

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

### **SALES REPORT (FEBRUARY 2021)**

**The February industry is at 13,585 units.  
The February 2021 volume is down 22% versus January 2021 and  
down 48% versus February 2020.**

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

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

- Total industry is at 13,585 units of which 9,639 units were Passenger Cars; 3,767 units were Commercial Vehicles and 179 units were Special-Purpose Vehicles.
- Passenger Cars were down 53% versus last month; Commercial Vehicles were down 34% and Special-Purpose Vehicles were down 39%
- CKD volume was 8,610 units, down 41% versus last month and CBU was 4,975 units, down 58% versus last month.

**Of which, February 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 February 2021.

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

No	Vehicle Type	Sales - Feb 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	1,426	652	1,232	3,310	4,510	2,268	4,158	10,936
2	Sport utility vehicles (SUV)	1,053	464	1,056	2,573	2,878	1,207	3,188	7,273
3	Cross-over cars	714	236	613	1,563	1,566	774	1,465	3,805
4	Multi-purpose vehicles (MPV)	255	152	560	967	1,598	635	2,212	4,445
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	229	71	99	399	764	136	335	1,235
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	25	-	15	40	73	-	55	128
10	Thaco Premium subtotal	46	-	29	75	151	-	181	332
11	Thaco Peugeot's PC subtotal	246	52	207	505	416	90	387	893
	Subtotal	3,994	1,637	3,811	9,442	11,956	5,110	11,981	29,047
	In percentage (%)	42.35%	17.25%	40.41%	100.00%	41.16%	17.59%	41.25%	100.00%
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	418	234	437	1,089	992	609	945	2,546
12	Vans	38	-	27	65	79	5	43	127
13	Small trucks (G.V.M ≤ 5,000 Kg)	482	70	532	1,084	966	177	1,147	2,290
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	307	91	358	756	663	207	835	1,705
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	12	-	21	33	42	1	56	99
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	100	21	136	257	222	61	365	648
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,357	416	1,511	3,284	2,965	1,066	3,003	7,428
	In percentage (%)	41.32%	12.67%	46.01%	100.00%	39.92%	14.27%	45.81%	100.00%
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	40	2	17	59	77	6	54	137
22	Medium buses / Coaches [(17-30) seats]	-	-	1	1	1	-	4	5
23	Large buses / Coaches [(31-55) seats]	16	2	10	28	118	11	89	227
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	12	12
	Subtotal	56	4	28	88	196	17	147	360
	In percentage (%)	63.64%	4.55%	31.82%	100.00%	53.12%	4.61%	39.84%	100.00%
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	49	26	58	133	117	50	137	304
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	5	5
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	-	-	1	1
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 chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	-	-
	Subtotal	49	26	60	135	117	50	144	311
	In percentage (%)	36.30%	19.26%	44.44%	100.00%	37.62%	16.08%	46.30%	100.00%
	<b>Grand-total</b>	5456	2073	5410	12939	15234	6237	15675	37155
	In percentage (%)	42.17%	16.02%	41.81%	100.00%	41.00%	16.79%	42.19%	100.00%

<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 February 2021.

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

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

	Feb-21	Feb-20	Jan-21	Difference February-21 vs February-20	Difference February-21 vs January-21
<b>Total*</b>	<b>12,939</b>	<b>16,616</b>	<b>24,216</b>	<b>-22%</b>	<b>-47%</b>
1. Passenger cars (PC)	9,432	11,942	19,615	-21%	-52%
2. Commercial vehicles (CV)	3,372	4,403	4,425	-23%	-24%
2.1 Trucks	3,284	4,156	4,144	-21%	-21%
2.2 Buses	88	247	281	-64%	-69%
3. Special-purpose vehicles	135	271	176	-50%	-23%
Bus chassis (khung xe buýt)	0	0	12	#DIV/0!	-100%

\*: not including bus chassis

**VAMA only YTM February results:**

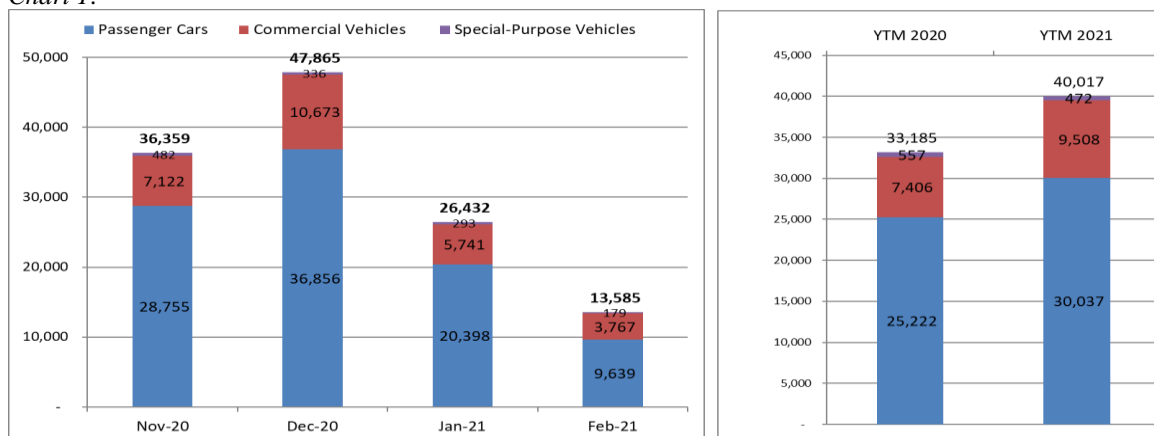
	YTM 2021	YTM 2020	Difference
<b>Total*</b>	<b>37,155</b>	<b>31,739</b>	<b>17%</b>
1. Passenger cars (PC)	29,047	24,402	19%
2. Commercial vehicles (CV)	7,797	6,960	12%
2.1 Trucks	7,428	6,396	16%
2.2 Buses	369	564	-35%
3. Special-purpose vehicles	311	377	-18%
Bus chassis (khung xe buýt)	12	30	-60%

\*: not including bus chassis

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

- Total Industry in FY February 2021 is up 21% versus last year.
- Passenger Car was up 19%; Commercial Vehicles was up 28% and Special-Purpose Vehicles was down 15% versus last year

Chart 1:

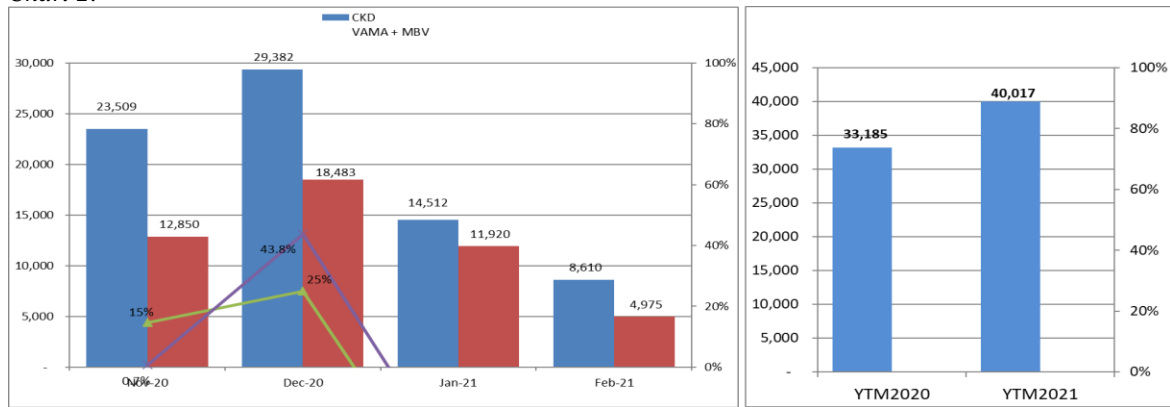


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<sup>2</sup> Including Lexus sale’s record.

- In February 2021, CKD was up 11% and CBU was up 37% 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**