



No.: 041301/2021/VAMA

Hanoi, April 13th, 2021

Re: VAMA sales report – March 2021

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

SALES REPORT (MARCH 2021)

**The March industry is at 30,935 units.
The March 2021 volume is up 127% versus February 2021 and
up 61% versus March 2020.**

Would you please find March 2021 Total Industry¹ & VAMA members only figures².

1) March Total Industry results in details:

- Total industry is at 30,935 units of which 21,089 units were Passenger Cars; 9,227 units were Commercial Vehicles and 619 units were Special-Purpose Vehicles.
- Passenger Cars were up 119% versus last month; Commercial Vehicles were up 145% and Special-Purpose Vehicles were up 246%
- CKD volume was 17,140 units, up 99% versus last month and CBU was 13,795 units, up 177% versus last month.

Of which, March 2021 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 March 2021.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - March 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,275	1,518	2,861	7,654	7,785	3,786	7,019	18,590
2	Sport utility vehicles (SUV)	2,442	1,046	2,798	6,286	5,320	2,253	5,986	13,559
3	Cross-over cars	1,191	385	1,028	2,604	2,757	1,159	2,493	6,409
4	Multi-purpose vehicles (MPV)	676	324	1,242	2,242	2,274	959	3,454	6,687
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	373	126	170	669	1,137	262	505	1,904
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	97	-	55	152	170	-	110	280
10	Thaco Premium subtotal	78	-	49	127	229	-	230	459
11	Thaco Peugeot's PC subtotal	315	67	265	647	731	157	652	1,540
	Subtotal	8,447	3,466	8,468	20,381	20,403	8,576	20,449	49,428
	In percentage (%)	41.45%	17.01%	41.55%	100.00%	41.28%	17.35%	41.37%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,142	604	1,152	2,898	2,134	1,213	2,097	5,444
12	Vans	122	3	74	199	201	8	117	326
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,447	209	1,452	3,108	2,413	386	2,599	5,398
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	416	172	647	1,235	1,079	379	1,482	2,940
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	68	2	54	124	110	3	110	223
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	131	47	291	469	353	108	656	1,117
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	3,336	1,037	3,670	8,033	6,291	2,097	7,073	15,461
	In percentage (%)	41.40%	12.91%	45.69%	100.00%	40.69%	13.56%	45.75%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	47	5	79	131	124	11	133	268
22	Medium buses / Coaches [(17-30) seats]	-	-	1	1	1	-	5	6
23	Large buses / Coaches [(31-55) seats]	59	3	10	72	186	14	99	299
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	12	12	-	-	24	24
	Subtotal	106	8	90	204	311	25	237	573
	In percentage (%)	51.96%	3.92%	44.12%	100.00%	54.28%	4.36%	41.36%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	106	61	251	418	223	111	388	722
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	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
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)	-	-	-	-	-	-	-	-
	Subtotal	106	61	251	418	223	111	395	729
	In percentage (%)	25.36%	14.59%	60.05%	100.00%	30.59%	15.23%	54.18%	100.00%
	Grand-total	11985	4572	12479	29036	27228	10809	28154	66191
	In percentage (%)	41.28%	15.75%	42.98%	100.00%	41.14%	16.33%	42.53%	100.00%

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 March 2021.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	Mar-21	Mar-20	Feb-21	Difference March-21 vs March-20	Difference March-21 vs February-21
Total*	29,036	18,270	12,939	59%	124%
1. Passenger cars (PC)	20,381	12,564	9,432	62%	116%
2. Commercial vehicles (CV)	8,237	5,411	3,372	52%	144%
2.1 Trucks	8,033	5,242	3,284	53%	145%
2.2 Buses	204	169	88	21%	132%
3. Special-purpose vehicles	418	295	135	42%	210%
Bus chassis (khung xe buýt)	12	62	0	-81%	#DIV/0!

*: not including bus chassis

VAMA only YTM March results:

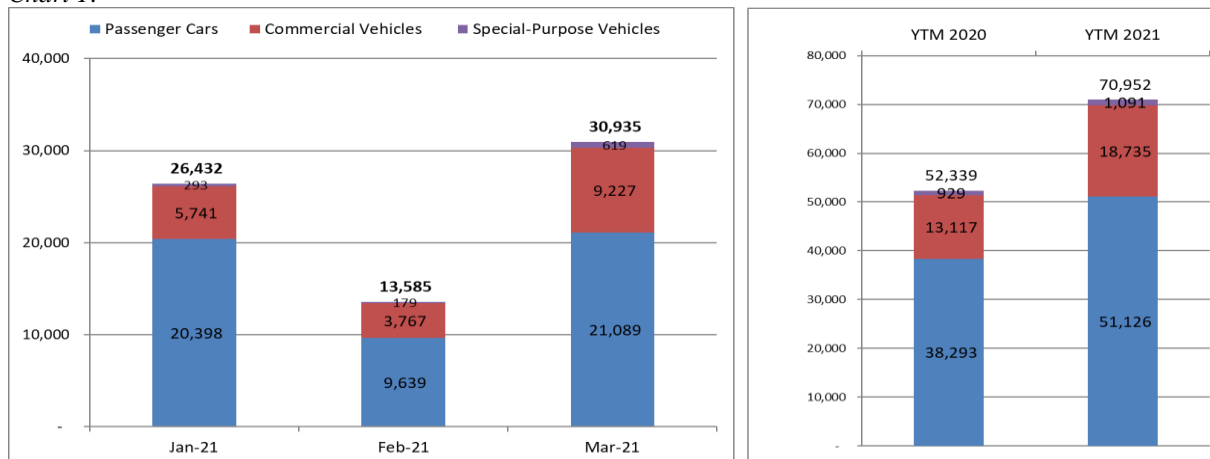
	YTM 2021	YTM 2020	Difference
Total*	66,191	50,009	32%
1. Passenger cars (PC)	49,428	36,966	34%
2. Commercial vehicles (CV)	16,034	12,371	30%
2.1 Trucks	15,461	11,638	33%
2.2 Buses	573	733	-22%
3. Special-purpose vehicles	729	672	8%
Bus chassis (khung xe buýt)	24	92	-74%

*: not including bus chassis

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

- Total Industry in FY March 2021 is up 36% versus last year.
- Passenger Car was up 34%; Commercial Vehicles was up 43% and Special-Purpose Vehicles was up 17% versus last year

Chart 1:

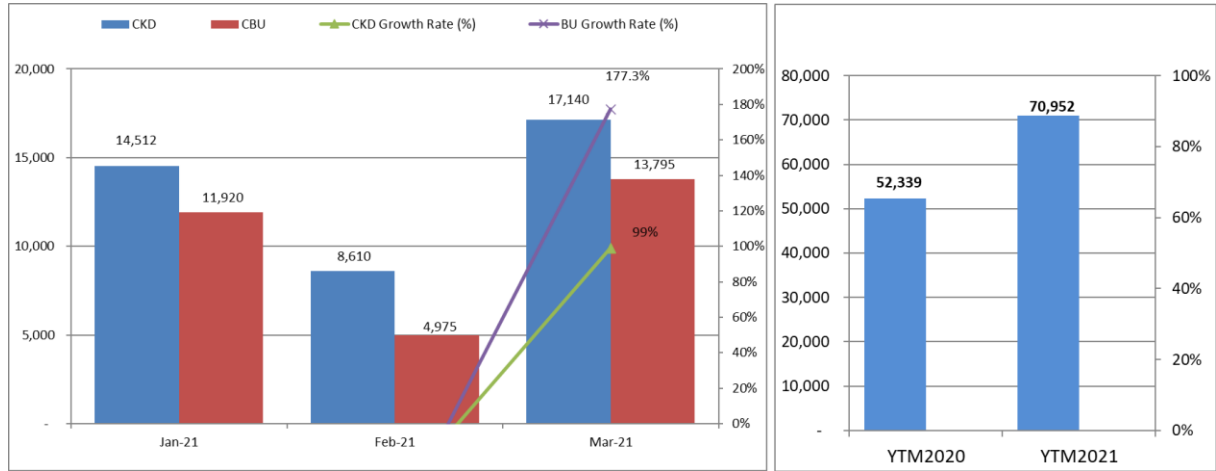


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² Including Lexus sale’s record.

- In March 2021, CKD was up 24% and CBU was up 55% 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