



No.: 051201/2021/VAMA

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

Re: VAMA sales report – April 2021

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

### **SALES REPORT (APRIL 2021)**

**The April industry is at 30,065 units.  
The April 2021 volume is down 3% versus March 2021 and  
up 155% versus April 2020.**

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

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

- Total industry is at 30,065 units of which 20,398 units were Passenger Cars; 8,887 units were Commercial Vehicles and 780 units were Special-Purpose Vehicles.
- Passenger Cars were down 3% versus last month; Commercial Vehicles were down 6% and Special-Purpose Vehicles were up 26%
- CKD volume was 17,341 units, down 1% versus last month and CBU was 12,724 units, down 8% versus last month.

**Of which, April 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 April 2021.

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

No	Vehicle Type	Sales - Apr 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,246	1,473	2,663	7,382	11,031	5,259	9,682	25,972
2	Sport utility vehicles (SUV)	2,075	911	2,461	5,447	7,395	3,164	8,447	19,006
3	Cross-over cars	836	537	862	2,235	3,593	1,696	3,355	8,644
4	Multi-purpose vehicles (MPV)	652	297	1,336	2,285	2,926	1,256	4,790	8,972
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	388	55	181	624	1,525	317	686	2,528
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	64	-	39	103	234	-	149	383
10	Thaco Premium subtotal	55	-	67	122	284	-	297	581
11	Thaco Peugeot's PC subtotal	326	73	344	743	1,057	230	996	2,283
	<b>Subtotal</b>	<b>7,642</b>	<b>3,346</b>	<b>7,953</b>	<b>18,941</b>	<b>28,045</b>	<b>11,932</b>	<b>28,402</b>	<b>68,379</b>
	<b>In percentage (%)</b>	<b>40.35%</b>	<b>17.67%</b>	<b>41.99%</b>	<b>100.00%</b>	<b>41.02%</b>	<b>17.44%</b>	<b>41.54%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	881	495	881	2,257	3,015	1,708	2,978	7,701
12	Vans	35	8	25	68	236	16	142	394
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,093	176	1,186	2,455	3,506	562	3,785	7,853
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	497	171	796	1,464	1,693	578	2,425	4,696
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	50	1	54	105	160	4	164	328
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	151	48	250	449	504	156	906	1,566
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>3,707</b>	<b>899</b>	<b>3,192</b>	<b>6,798</b>	<b>9,115</b>	<b>3,034</b>	<b>10,412</b>	<b>22,551</b>
	<b>In percentage (%)</b>	<b>39.82%</b>	<b>13.22%</b>	<b>46.95%</b>	<b>100.00%</b>	<b>40.42%</b>	<b>13.41%</b>	<b>46.17%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	39	10	70	119	163	21	203	387
22	Medium buses / Coaches [(17-30) seats]	-	-	2	2	1	-	7	8
23	Large buses / Coaches [(31-55) seats]	55	9	36	100	241	23	135	399
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	24	24
	<b>Subtotal</b>	<b>94</b>	<b>19</b>	<b>108</b>	<b>221</b>	<b>405</b>	<b>44</b>	<b>345</b>	<b>794</b>
	<b>In percentage (%)</b>	<b>42.53%</b>	<b>8.60%</b>	<b>48.87%</b>	<b>100.00%</b>	<b>51.01%</b>	<b>5.54%</b>	<b>43.45%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	132	73	243	448	355	184	631	1,170
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	6	6
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 chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>132</b>	<b>73</b>	<b>244</b>	<b>449</b>	<b>355</b>	<b>184</b>	<b>639</b>	<b>1,178</b>
	<b>In percentage (%)</b>	<b>29.40%</b>	<b>16.26%</b>	<b>54.34%</b>	<b>100.00%</b>	<b>30.14%</b>	<b>15.62%</b>	<b>54.24%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>10575</b>	<b>4337</b>	<b>11497</b>	<b>26409</b>	<b>37920</b>	<b>15174</b>	<b>39798</b>	<b>92892</b>
	<b>In percentage (%)</b>	<b>40.04%</b>	<b>16.42%</b>	<b>43.53%</b>	<b>100.00%</b>	<b>40.82%</b>	<b>16.34%</b>	<b>42.84%</b>	<b>100.00%</b>

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

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

	Apr-21	Apr-20	Mar-21	Difference April-21 vs April-20	Difference April-21 vs March-21
<b>Total*</b>	<b>26,409</b>	<b>10,816</b>	<b>29,328</b>	<b>144%</b>	<b>-10%</b>
1. Passenger cars (PC)	18,941	7,439	20,381	155%	-7%
2. Commercial vehicles (CV)	7,019	3,154	8,529	123%	-18%
2.1 Trucks	6,798	3,101	8,325	119%	-18%
2.2 Buses	221	53	204	317%	8%
3. Special-purpose vehicles	449	223	418	101%	7%
Bus chassis (khung xe buýt)	0	24	12	-100%	-100%

\*: not including bus chassis

**VAMA only YTM April results:**

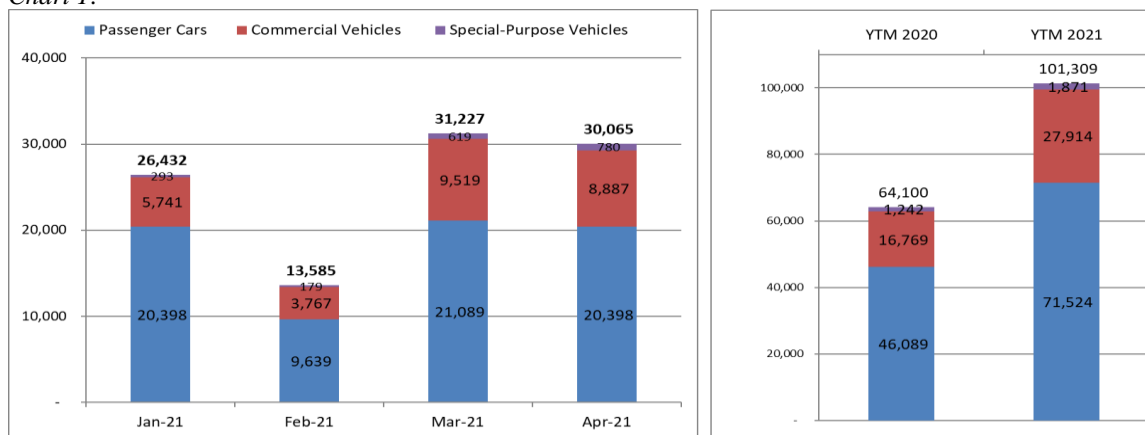
	YTM 2021	YTM 2020	Difference
<b>Total*</b>	<b>92,892</b>	<b>60,825</b>	<b>53%</b>
1. Passenger cars (PC)	68,369	44,405	54%
2. Commercial vehicles (CV)	23,345	15,525	50%
2.1 Trucks	22,551	14,739	53%
2.2 Buses	794	786	1%
3. Special-purpose vehicles	1,178	895	32%
Bus chassis (khung xe buýt)	24	116	-79%

\*: not including bus chassis

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

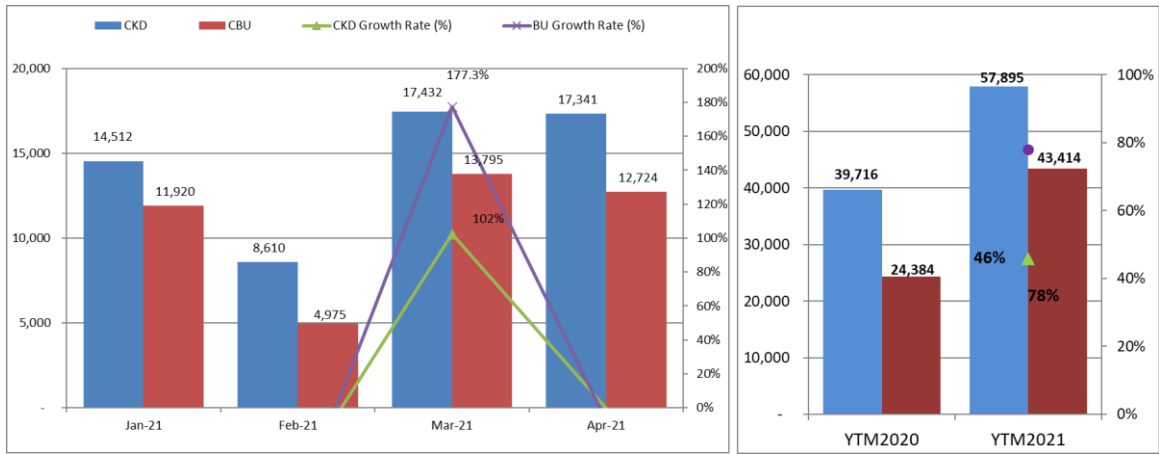
- Total Industry in FY April 2021 is up 58% versus last year.
- Passenger Car was up 55%; Commercial Vehicles was up 66% and Special-Purpose Vehicles was up 51% versus last year

Chart 1:



- In April 2021, CKD was up 46% and CBU was up 78% 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: Update March 2021 with Do Thanh sales record*