



No.: 061001/2021/VAMA

Hanoi, June 10th, 2021

Re: VAMA sales report – May 2021

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

SALES REPORT (MAY 2021)

**The May industry is at 25,585 units.
The May 2021 volume is down 15% versus April 2021 and
up 34% versus May 2020.**

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

1) May Total Industry results in details:

- Total industry is at 25,585 units of which 17,581 units were Passenger Cars; 7,482 units were Commercial Vehicles and 522 units were Special-Purpose Vehicles.
- Passenger Cars were down 14% versus last month; Commercial Vehicles were down 16% and Special-Purpose Vehicles were down 33%
- CKD volume was 13,825 units, down 20% versus last month and CBU was 11,760 units, down 7% versus last month.

Of which, May 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 May 2021.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - May 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,325	1,207	2,472	6,004	13,356	6,466	12,154	31,976
2	Sport utility vehicles (SUV)	1,659	843	2,702	5,204	9,054	4,007	11,149	24,210
3	Cross-over cars	656	422	681	1,759	4,249	2,118	4,036	10,403
4	Multi-purpose vehicles (MPV)	528	244	1,442	2,214	3,454	1,500	6,232	11,186
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	248	33	158	439	1,773	350	844	2,967
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	61	-	48	109	295	-	197	492
10	Thaco Premium subtotal	31	-	47	78	315	-	344	659
11	Thaco Peugeot's PC subtotal	232	56	324	612	1,289	286	1,320	2,895
	Subtotal	5,740	2,805	7,874	16,419	33,785	14,727	36,276	84,788
	In percentage (%)	34.96%	17.08%	47.96%	100.00%	39.85%	17.37%	42.78%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	635	355	628	1,618	3,650	2,063	3,606	9,319
12	Vans	27	4	65	96	263	20	207	490
13	Small trucks (G.V.M ≤ 5,000 Kg)	685	122	929	1,736	4,191	684	4,714	9,589
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	393	137	642	1,172	2,086	715	3,067	5,868
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	80	3	78	161	240	7	242	489
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	133	43	272	448	637	199	1,178	2,014
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,953	664	2,614	5,231	11,068	3,688	11,026	27,782
	In percentage (%)	37.34%	12.69%	49.97%	100.00%	39.84%	13.27%	46.89%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	34	12	64	110	197	33	267	497
22	Medium buses / Coaches [(17-30) seats]	2	-	7	9	3	-	14	17
23	Large buses / Coaches [(31-55) seats]	23	2	5	30	264	25	140	429
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	1	-	-	1	1	-	-	1
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	12	12	-	-	36	36
	Subtotal	60	14	76	150	467	58	421	844
	In percentage (%)	40.00%	9.33%	50.67%	100.00%	49.26%	6.14%	44.60%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	72	60	217	349	427	244	848	1,519
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	3	3	-	-	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	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	72	60	220	352	427	244	859	1,530
	In percentage (%)	20.45%	17.05%	62.50%	100.00%	27.91%	15.95%	56.14%	100.00%
	Grand-total	7825	3543	10784	22152	45745	18717	50582	115044
	In percentage (%)	35.32%	15.99%	48.68%	100.00%	39.76%	16.27%	43.97%	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 May 2021.

² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	May-21	May-20	Apr-21	Difference May-21 vs May-20	Difference May-21 vs April-21
Total*	22,152	18,571	26,409	19%	-16%
1. Passenger cars (PC)	16,419	12,856	18,941	28%	-13%
2. Commercial vehicles (CV)	5,381	5,559	7,019	-3%	-23%
2.1 Trucks	5,231	5,454	6,798	-4%	-23%
2.2 Buses	150	105	221	43%	-32%
3. Special-purpose vehicles	352	156	449	126%	-22%
Bus chassis (khung xe buýt)	12	18	0	-33%	#DIV/0!

*: not including bus chassis

VAMA only YTM May results:

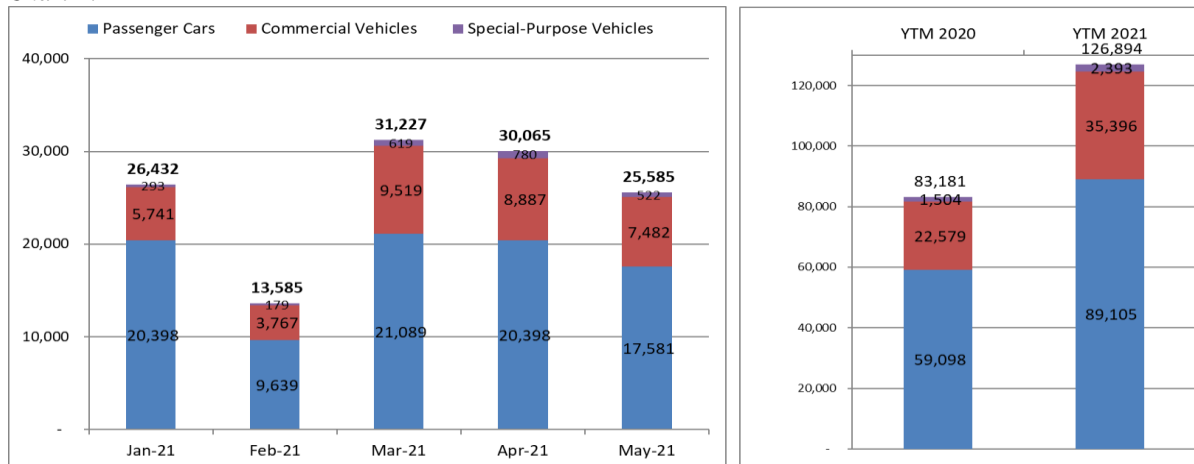
	YTM 2021	YTM 2020	Difference
Total*	115,044	79,396	45%
1. Passenger cars (PC)	84,788	57,261	48%
2. Commercial vehicles (CV)	28,726	21,084	36%
2.1 Trucks	27,782	20,193	38%
2.2 Buses	944	891	6%
3. Special-purpose vehicles	1,530	1,051	46%
Bus chassis (khung xe buýt)	36	134	-73%

*: not including bus chassis

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

- Total Industry in FY May 2021 is up 53% versus last year.
- Passenger Car was up 51%; Commercial Vehicles was up 56% and Special-Purpose Vehicles was up 59% versus last year.

Chart 1:

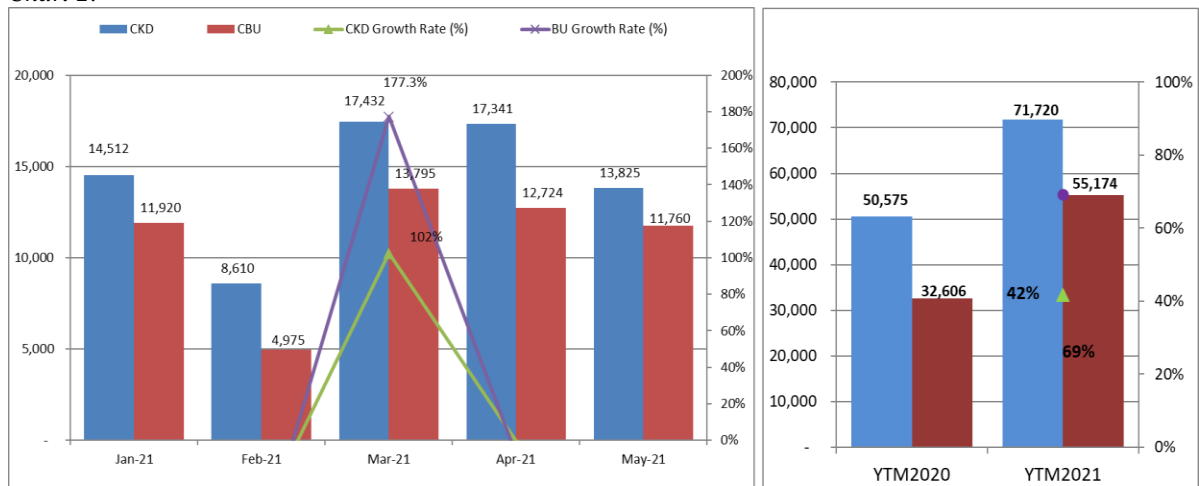


¹ “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in May 2021.

² Including Lexus sale’s record.

- In May 2021, CKD was up 42% and CBU was up 69% 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

Note:

- Mekong has no sales and production data;
- TCIEV temporary stop providing data from October (stop producing) until new data recorded;
- Thaco launched new model: CX-3 and CX-30