



No.: 081003/2021/VAMA

Hanoi, August 10th, 2021

Re: VAMA sales report – July 2021

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

SALES REPORT (JULY 2021)

**The July industry is at 16,035 units.
The July 2021 volume is down 32% versus June 2021 and
down 33% versus July 2020.**

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

1) July Total Industry results in details:

- Total industry is at 16,035 units of which 10,411 units were Passenger Cars; 5,163 units were Commercial Vehicles and 461 units were Special-Purpose Vehicles.
- Passenger Cars were down 34% versus last month; Commercial Vehicles were down 27% and Special-Purpose Vehicles were down 30%
- CKD volume was 9,024 units, down 32% versus last month and CBU was 7,011 units, down 31% versus last month.

Of which, July 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 July 2021.

² Including Lexus and BMW&Mini sale’s record.

No	Vehicle Type	Sales - Jul 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,724	851	574	4,149	19,552	8,500	15,214	43,266
2	Sport utility vehicles (SUV)	1,990	692	414	3,096	13,013	5,474	13,183	31,670
3	Cross-over cars	766	176	347	1,289	5,841	2,485	4,967	13,293
4	Multi-purpose vehicles (MPV)	316	131	99	546	4,203	1,779	6,983	12,965
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	223	17	22	262	1,885	229	685	2,799
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	66	-	6	72	450	-	240	690
10	Thaco Premium subtotal	33	-	27	60	387	-	409	796
11	Thaco Peugeot's PC subtotal	231	75	91	397	1,760	423	1,619	3,802
	Subtotal	6,349	1,942	1,590	9,871	47,091	18,890	43,300	109,281
	In percentage (%)	64.32%	19.67%	16.01%	100.00%	43.09%	17.29%	39.62%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	870	671	427	1,968	5,302	3,091	4,603	12,996
12	Vans	37	6	-	43	408	29	246	683
13	Small trucks (G.V.M ≤ 5,000 Kg)	698	127	395	1,220	5,930	944	6,070	12,944
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	310	83	136	529	2,746	907	3,699	7,352
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	88	2	46	136	403	14	360	777
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	132	38	205	375	895	273	1,651	2,819
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,135	927	1,398	4,271	15,685	5,258	16,641	37,584
	In percentage (%)	49.99%	21.70%	28.31%	100.00%	41.73%	13.99%	44.28%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	44	2	26	72	263	38	317	618
22	Medium buses / Coaches [(17-30) seats]	-	-	-	-	4	1	16	21
23	Large buses / Coaches [(31-55) seats]	9	1	6	16	312	29	156	497
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	1	-	-	1
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	36	36
	Subtotal	53	3	32	88	580	68	489	1,137
	In percentage (%)	60.23%	3.41%	36.36%	100.00%	51.01%	5.98%	43.01%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	109	45	73	227	630	341	1,079	2,050
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	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	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiển màu lưu động (SPV)	-	-	-	-	-	-	-	-
	Subtotal	109	45	73	227	630	341	1,090	2,061
	In percentage (%)	48.02%	19.82%	32.16%	100.00%	30.57%	16.55%	52.89%	100.00%
	Grand-total	8646	2917	2894	14457	63986	24557	61520	150063
	In percentage (%)	59.80%	20.18%	20.02%	100.00%	42.64%	16.36%	41.00%	100.00%

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² Including Lexus and BMW&Mini sale’s record.

VAMA volume compared to last month as follows:

	Jul-21	Jul-20	Jun-21	Difference July-21 vs July-20	Difference July-21 vs June-21
Total*	14,457	23,368	20,562	-38%	-30%
1. Passenger cars (PC)	9,871	17,422	14,622	-43%	-32%
2. Commercial vehicles (CV)	4,359	5,773	5,636	-24%	-23%
2.1 Trucks	4,271	5,585	5,531	-24%	-23%
2.2 Buses	88	188	105	-53%	-16%
3. Special-purpose vehicles	227	173	304	31%	-25%
Bus chassis (khung xe buýt)	0	42	0	-100%	#DIV/0!

*: not including bus chassis

VAMA only YTM July results:

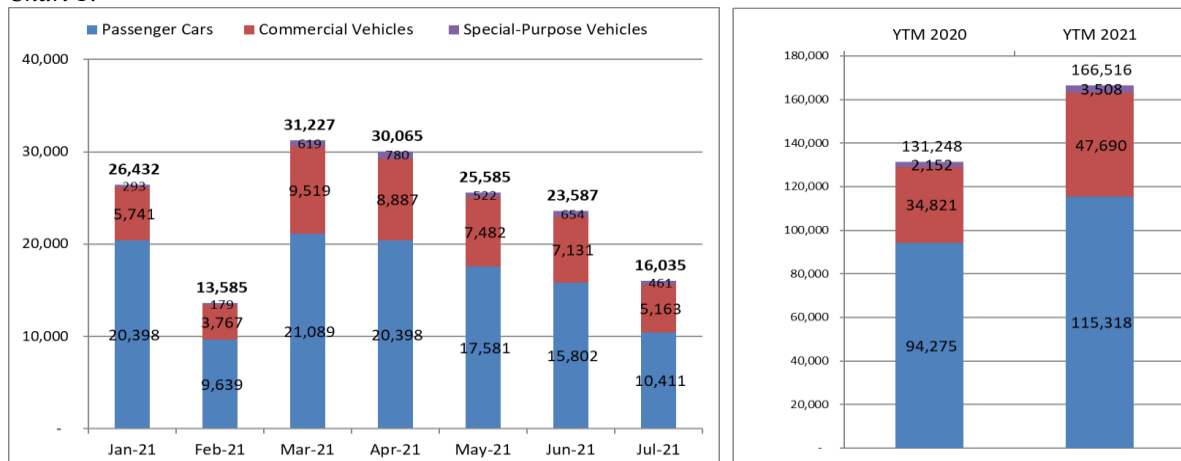
	YTM 2021	YTM 2020	Difference
Total*	150,063	126,088	19%
1. Passenger cars (PC)	109,281	92,060	19%
2. Commercial vehicles (CV)	38,721	32,599	19%
2.1 Trucks	37,584	31,281	20%
2.2 Buses	1,137	1,318	-14%
3. Special-purpose vehicles	2,061	1,429	44%
Bus chassis (khung xe buýt)	36	176	-80%

*: not including bus chassis

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

- Total Industry in FY July 2021 is up 27% versus last year.
- Passenger Car was up 22%; Commercial Vehicles was up 37% and Special-Purpose Vehicles was up 63% versus last year.

Chart 1:

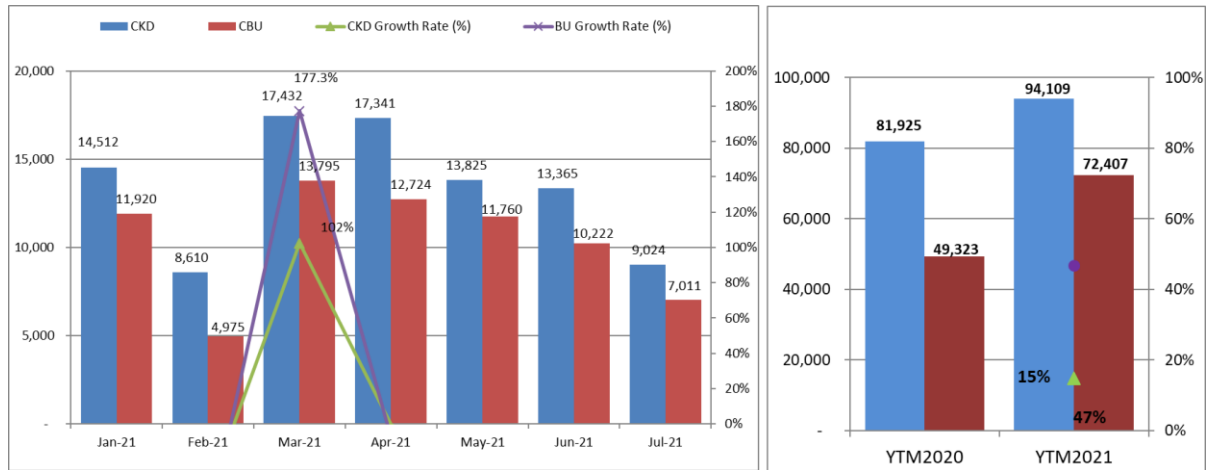


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² Including Lexus and BMW&Mini sale’s record.

- In July 2021, CKD was up 15% and CBU was up 47% 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;