



No.: 091101/2021/VAMA

Hanoi, September 11th, 2021

Re: VAMA sales report – August 2021

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

SALES REPORT (AUGUST 2021)

**The August industry is at 8,884 units.
The August 2021 volume is down 45% versus July 2021 and
down 57% versus August 2020.**

This is the 5th consecutive month that the market has decreased in sales, detail: August sales were 8,884 meaning a decrease by 45% compared to July this year. April 2021 decreases by 3.7% compared to March 2021; May 2021 decreased by 15% compared to April, June decreased by 8% compared to May, July decreased by 32% compared to June and

Also August 2021 is lowest sales record by since the sales history of the Vietnamese market from 2015 to the present. The next lowest sales month in this period was February 2016 (the time of the Lunar New Year) with 11,718 cars sold so August was almost -3000 lower than this previous low record.

Since the fourth outbreak of Covid-19 epidemic, which started from April 27 to now, many factories of VAMA members have to temporarily closed. Others that have reopened now have surplus stock that they can not sell as more than 200 dealers of VAMA members remain closed, more than 200 service workshops cannot operate due to the epidemic. Supply chain has been stagnated; logistics has been seriously affected; some brands have reduced sales by up to 60%.

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

1) August Total Industry results in details:

- Total industry is at 8,884 units of which 6,231 units were Passenger Cars; 2,344 units were Commercial Vehicles and 309 units were Special-Purpose Vehicles.
- Passenger Cars were down 40% versus last month; Commercial Vehicles were down 55% and Special-Purpose Vehicles were down 33%
- Year to date August 2021 compared to the most recent pre-covid year 2019, sales have fallen by -13%
- CKD volume was 5,345 units, down 41% versus last month and CBU was 3,539 units, down 41% versus last month.

Of which, August 2021 VAMA members' volume was as follows:

- Year to date August 2021 compared to the most recent pre-covid year 2019, VAMA members sales have fallen by a staggering -18%

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 August 2021.

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

No	Vehicle Type	Sales - Aug 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	1,433	449	257	2,139	20,985	8,949	15,471	45,405
2	Sport utility vehicles (SUV)	1,205	353	138	1,696	14,218	5,827	13,321	33,366
3	Cross-over cars	699	148	317	1,164	6,540	2,633	5,284	14,457
4	Multi-purpose vehicles (MPV)	83	34	27	144	4,286	1,813	7,010	13,109
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	83	6	11	100	1,968	235	696	2,899
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	46	-	1	47	496	-	241	737
10	Thaco Premium subtotal	17	-	13	30	404	-	422	826
11	Thaco Peugeot's PC subtotal	134	43	53	230	1,894	466	1,672	4,032
	Subtotal	3,798	1,483	817	6,098	80,791	19,923	44,137	114,851
	In percentage (%)	66.67%	18.61%	14.72%	100.00%	44.23%	17.35%	38.42%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	363	263	84	710	5,665	3,354	4,687	13,706
12	Vans	12	-	3	15	420	29	249	698
13	Small trucks (G.V.M ≤ 5,000 Kg)	368	59	164	591	6,298	1,003	6,234	13,535
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	221	63	91	375	2,967	970	3,790	7,727
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	25	1	-	26	428	15	360	803
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	38	18	28	84	933	291	1,679	2,903
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,027	404	370	1,801	16,712	5,662	17,011	39,385
	In percentage (%)	57.02%	22.43%	20.54%	100.00%	42.43%	14.38%	43.19%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	44	15	70	129	307	53	387	747
22	Medium buses / Coaches [(17-30) seats]	-	-	-	-	4	1	16	21
23	Large buses / Coaches [(31-55) seats]	16	1	1	18	328	30	157	515
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	60	16	71	147	630	84	560	1,284
	In percentage (%)	40.82%	10.88%	48.30%	100.00%	49.84%	6.54%	43.61%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	87	38	91	216	717	379	1,170	2,266
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 concretet 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 chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	-	-
	Subtotal	87	38	91	216	717	379	1,181	2,277
	In percentage (%)	40.28%	17.59%	42.13%	100.00%	31.49%	16.64%	51.87%	100.00%
	Grand-total	4874	1491	1349	7714	68860	26048	62869	157777
	In percentage (%)	63.18%	19.33%	17.49%	100.00%	43.64%	16.51%	39.85%	100.00%

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

VAMA volume compared to last month as follows:

	Aug-21	Aug-20	Jul-21	Difference August-21 vs August-20	Difference August-21 vs July-21
Total*	7,714	19,601	14,457	-61%	-47%
1. Passenger cars (PC)	5,550	14,629	9,871	-62%	-44%
2. Commercial vehicles (CV)	1,948	4,833	4,359	-60%	-55%
2.1 Trucks	1,801	4,635	4,271	-61%	-58%
2.2 Buses	147	198	88	-26%	67%
3. Special-purpose vehicles	216	139	227	55%	-5%
Bus chassis (khung xe buýt)	0	0	0	#DIV/0!	#DIV/0!

*: not including bus chassis

VAMA only YTM August results:

Compare to 2019 – Year without Covid-19:

	YTM 2021	YTM 2019	Difference
Total*	157,777	192,147	-18%
1. Passenger cars (PC)	114,831	143,074	-20%
2. Commercial vehicles (CV)	40,669	46,730	-13%
2.1 Trucks	39,385	40,742	-3%
2.2 Buses	1,284	5,988	-79%
3. Special-purpose vehicles	2,277	2,343	-3%
Bus chassis (khung xe buýt)	36	252	-86%

	YTM 2021	YTM 2020	Difference
Total*	157,777	145,689	8%
1. Passenger cars (PC)	114,831	106,689	8%
2. Commercial vehicles (CV)	40,669	37,432	9%
2.1 Trucks	39,385	35,916	10%
2.2 Buses	1,284	1,516	-15%
3. Special-purpose vehicles	2,277	1,568	45%
Bus chassis (khung xe buýt)	36	176	-80%

*: not including bus chassis

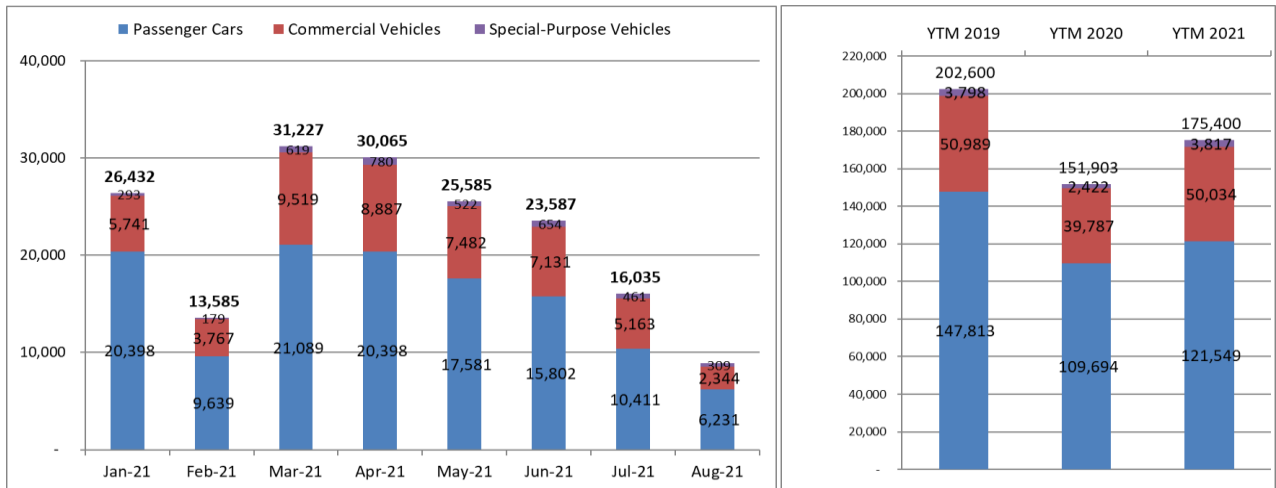
2) Year-to-Month August Total Industry results in details:

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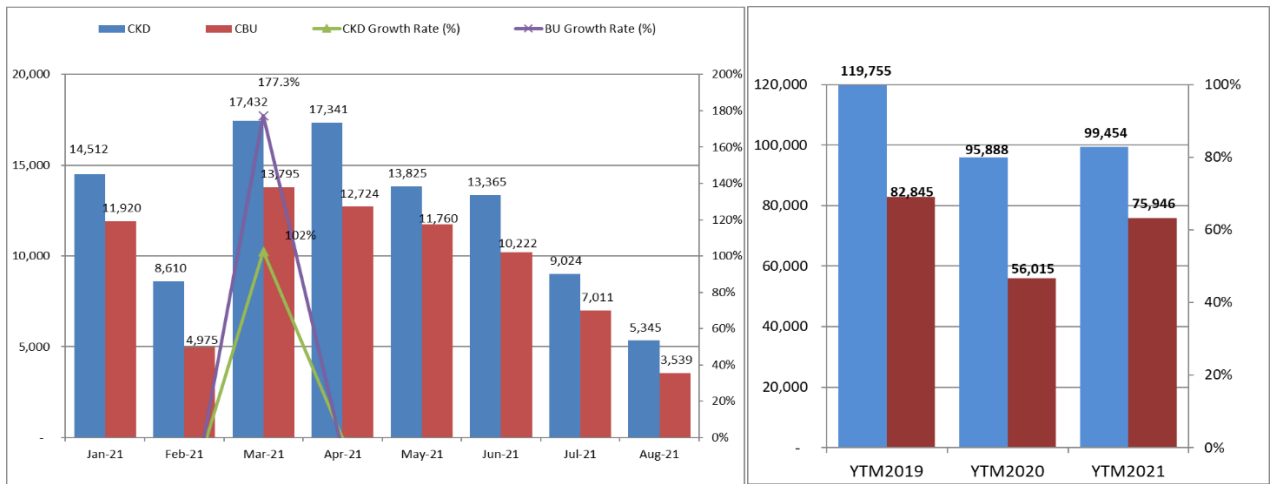
- Total Industry in FY August 2021 down 13% versus 2019 (year without Covid-19),
- Passenger Car was down 18%; Commercial Vehicles was down 2% and Special-Purpose Vehicles was up 1% versus 2019 (year without Covid-19) ;

Chart 1:



- Until August 2021 CKD was down 17% and CBU was down 8% compared 2019
- Until August 2021, CKD was up 4% and CBU was up 36% 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;
- This month, Samco and Daewoo Bus reported with no sales recorded.