



No.: 101201/2021/VAMA

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

Re: VAMA sales report – September 2021

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

## **SALES REPORT (SEPTEMBER 2021)**

**The September industry is at 13,537 units.  
The September 2021 volume is up 52% versus August 2021 and  
down 50% versus September 2020.**

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

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

- Total industry is at 13,537 units of which 8,347 units were Passenger Cars; 4,886 units were Commercial Vehicles and 304 units were Special-Purpose Vehicles.
- Passenger Cars were up 34% versus last month; Commercial Vehicles were up 108% and Special-Purpose Vehicles were down 2%
- CKD volume was 7,316 units, up 37% versus last month and CBU was 6,221 units, up 76% versus last month.

**Of which, September 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 September 2021.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

No	Vehicle Type	Sales - Sep 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	1,817	522	367	2,706	22,802	9,471	15,838	48,111
2	Sport utility vehicles (SUV)	1,491	590	356	2,437	15,709	6,417	13,677	35,803
3	Cross-over cars	929	189	421	1,539	7,469	2,822	5,705	15,996
4	Multi-purpose vehicles (MPV)	272	77	97	446	4,558	1,890	7,107	13,555
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	153	11	18	182	2,121	246	714	3,081
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	80	-	-	80	576	-	241	817
10	Thaco Premium subtotal	14	4	13	31	418	4	435	857
11	Thaco Peugeot's PC subtotal	183	60	72	315	2,077	526	1,744	4,347
	<b>Subtotal</b>	<b>4,919</b>	<b>1,483</b>	<b>1,344</b>	<b>7,746</b>	<b>35,730</b>	<b>21,376</b>	<b>43,481</b>	<b>111,587</b>
	<b>In percentage (%)</b>	<b>63.84%</b>	<b>18.78%</b>	<b>17.37%</b>	<b>100.00%</b>	<b>45.47%</b>	<b>17.44%</b>	<b>37.09%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	954	474	342	1,770	6,619	3,828	5,029	15,476
12	Vans	62	7	1	70	482	36	250	768
13	Small trucks (G.V.M ≤ 5,000 Kg)	839	132	510	1,481	7,137	1,135	6,744	15,016
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	249	104	218	571	3,216	1,074	4,008	8,298
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	34	3	15	52	462	18	375	855
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	95	40	95	230	1,028	331	1,774	3,133
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,231</b>	<b>700</b>	<b>1,131</b>	<b>4,174</b>	<b>18,945</b>	<b>6,432</b>	<b>18,182</b>	<b>43,559</b>
	<b>In percentage (%)</b>	<b>53.50%</b>	<b>18.21%</b>	<b>28.29%</b>	<b>100.00%</b>	<b>43.49%</b>	<b>14.74%</b>	<b>41.76%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	25	17	127	169	332	70	514	916
22	Medium buses / Coaches [(17-30) seats]	-	-	-	-	4	1	16	21
23	Large buses / Coaches [(31-55) seats]	7	-	3	10	335	30	160	525
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	1	-	-	1
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	60	60
	<b>Subtotal</b>	<b>31</b>	<b>17</b>	<b>130</b>	<b>179</b>	<b>672</b>	<b>101</b>	<b>690</b>	<b>1,463</b>
	<b>In percentage (%)</b>	<b>17.88%</b>	<b>9.50%</b>	<b>72.63%</b>	<b>100.00%</b>	<b>45.93%</b>	<b>6.90%</b>	<b>47.16%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	92	37	78	207	809	416	1,248	2,473
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	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)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>92</b>	<b>37</b>	<b>78</b>	<b>207</b>	<b>809</b>	<b>416</b>	<b>1,259</b>	<b>2,484</b>
	<b>In percentage (%)</b>	<b>44.44%</b>	<b>17.87%</b>	<b>37.68%</b>	<b>100.00%</b>	<b>32.57%</b>	<b>16.75%</b>	<b>50.68%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>7296</b>	<b>2267</b>	<b>2733</b>	<b>12296</b>	<b>76156</b>	<b>28315</b>	<b>65602</b>	<b>170073</b>
	<b>In percentage (%)</b>	<b>59.34%</b>	<b>18.44%</b>	<b>22.23%</b>	<b>100.00%</b>	<b>44.78%</b>	<b>16.65%</b>	<b>38.57%</b>	<b>100.00%</b>

<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 September 2021.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

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

	Sep-21	Sep-20	Aug-21	Difference September- 21 vs September-	Difference September- 21 vs August-21
<b>Total*</b>	<b>12,296</b>	<b>26,849</b>	<b>7,714</b>	<b>-54%</b>	<b>59%</b>
1. Passenger cars (PC)	7,736	20,447	5,550	-62%	39%
2. Commercial vehicles (CV)	4,353	6,202	1,948	-30%	123%
2.1 Trucks	4,174	6,039	1,801	-31%	132%
2.2 Buses	179	163	147	10%	22%
3. Special-purpose vehicles	207	200	216	3%	-4%
Bus chassis (khung xe buýt)	24	0	0	#DIV/0!	#DIV/0!

\*: not including bus chassis

**VAMA only YTM September results:**

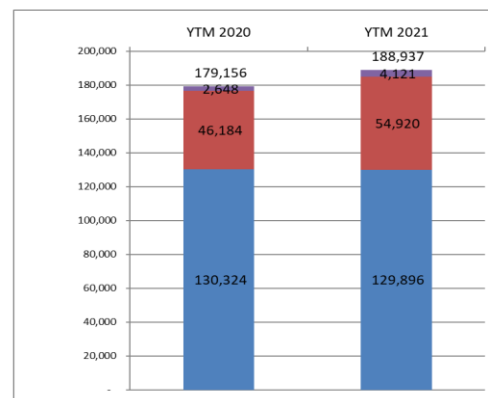
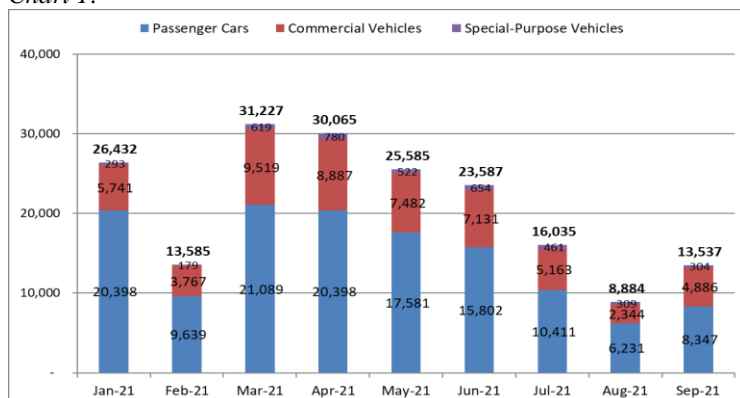
	YTM 2021	YTM 2020	Difference
<b>Total*</b>	<b>170,073</b>	<b>172,538</b>	<b>-1%</b>
1. Passenger cars (PC)	122,567	127,136	-4%
2. Commercial vehicles (CV)	45,022	43,634	3%
2.1 Trucks	43,559	41,955	4%
2.2 Buses	1,463	1,679	-13%
3. Special-purpose vehicles	2,484	1,768	40%
Bus chassis (khung xe buýt)	60	176	-66%

\*: not including bus chassis

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

- Total Industry in FY September 2021 up 5% versus 2020
- Passenger Car was down 0.3%; Commercial Vehicles was up 19% and Special-Purpose Vehicles was up 56% versus 2020.

Chart 1:

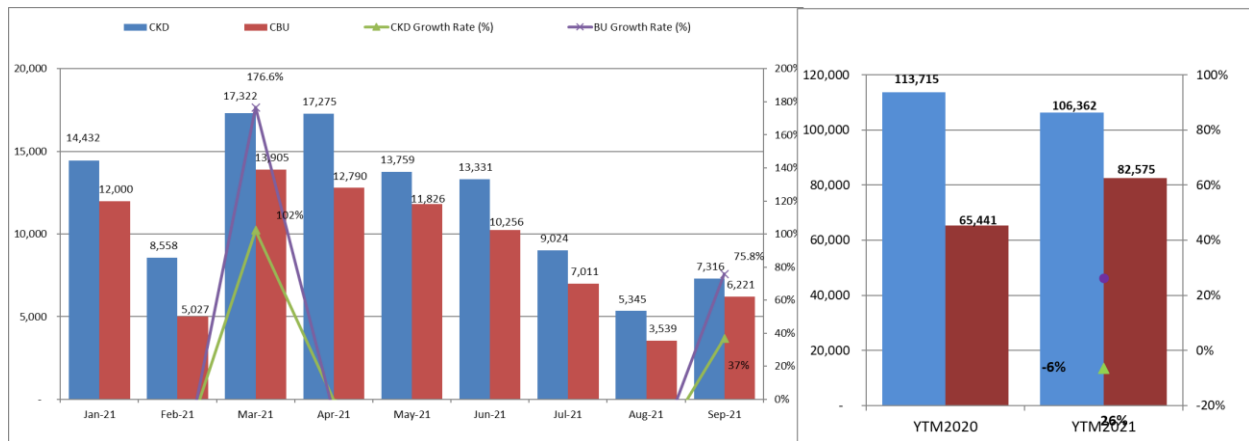


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<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

- Until September 2021, CKD was down 6% and CBU was up 26% 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:

- 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.