



No.: 151004/2021/VAMA

Hanoi, November 15th, 2021

Re: VAMA sales report – October 2021

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

SALES REPORT (OCTOBER 2021)

**The October industry is at 29,797 units.
The October 2021 volume is up 120% versus September 2021 and
down 10.4% versus October 2020.**

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

1) October Total Industry results in details:

- Total industry is at 29,797 units of which 19,865 units were Passenger Cars; 9,492 units were Commercial Vehicles and 404 units were Special-Purpose Vehicles.
- Passenger Cars were up 138% versus last month; Commercial Vehicles were up 94% and Special-Purpose Vehicles were up 45%
- CKD volume was 15,344 units, up 110% versus last month and CBU was 14,453 units, up 132% versus last month.
- The increased volume in October comes from 2 main factors: the resume of operation of all auto dealers nationwide, also a faster recovery of CBU up 132% already from last month and recently the news from the Government for 50% OT reduction to be applied from November 15th 2021. However the volume is still down 10.4% down versus October 2020. YTM sales volume of the market is still below the level of the time before the Pandemic (YTM 2021 vs YTM 2019: -16%).

Of which, October 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 October 2021.

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

No	Vehicle Type	Sales - Oct 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,831	1,279	2,245	6,355	25,633	10,750	18,083	54,466
2	Sport utility vehicles (SUV)	2,371	1,097	2,355	5,823	18,080	7,514	16,032	41,626
3	Cross-over cars	775	503	1,246	2,524	8,244	3,325	6,951	18,520
4	Multi-purpose vehicles (MPV)	654	265	1,218	2,137	5,212	2,155	8,325	15,692
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	178	47	104	329	2,299	293	818	3,410
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	91	-	107	198	667	-	348	1,015
10	Thaco Premium subtotal	45	6	51	102	463	10	486	959
11	Thaco Peugeot's PC subtotal	235	104	206	545	2,312	630	1,950	4,892
	Subtotal	7,180	3,301	7,332	18,013	62,910	24,677	52,993	140,580
	In percentage (%)	39.86%	18.33%	41.81%	100.00%	44.75%	17.55%	37.70%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,289	775	1,684	3,748	7,908	4,603	6,713	19,224
12	Vans	135	-	115	250	617	36	365	1,018
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,158	198	1,408	2,764	8,295	1,333	8,152	17,780
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	402	175	624	1,201	3,618	1,249	4,632	9,499
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	75	5	61	141	537	23	436	996
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	159	79	302	540	1,187	410	2,076	3,673
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	3,318	1,332	4,194	8,644	22,163	7,664	22,886	52,303
	In percentage (%)	37.23%	14.25%	48.52%	100.00%	42.46%	14.66%	42.88%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	78	4	91	173	410	74	605	1,089
22	Medium buses / Coaches [(17-30) seats]	1	-	-	1	5	1	16	22
23	Large buses / Coaches [(31-55) seats]	11	-	3	14	346	30	163	539
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	1	-	-	1
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	84	84
	Subtotal	90	4	94	188	762	105	784	1,651
	In percentage (%)	47.87%	2.13%	50.00%	100.00%	46.15%	6.36%	47.49%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	109	59	121	289	918	475	1,369	2,762
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	1	1	-	-	1	1
34	Garbages	-	-	8	8	-	-	17	17
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	-	-	1	1	-	-	1	1
41	Hooklift	-	-	-	-	-	-	1	1
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	4	4	-	-	4	4
45	Vaccum tank truck (SPV)	-	-	1	1	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	-	-
	Subtotal	109	59	136	304	918	475	1,395	2,788
	In percentage (%)	35.86%	19.41%	44.74%	100.00%	32.93%	17.04%	50.04%	100.00%
	Grand-total	10597	4596	11956	27149	86753	32911	77558	197222
	In percentage (%)	39.03%	16.93%	44.04%	100.00%	43.99%	16.69%	39.33%	100.00%

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

VAMA volume compared to last month as follows:

	Oct-21	Oct-20	Sep-21	Difference October-21 vs October- 20	Difference October-21 vs September-
Total*	27,149	31,607	12,296	-14%	121%
1. Passenger cars (PC)	18,013	24,524	7,736	-27%	133%
2. Commercial vehicles (CV)	8,832	6,871	4,353	29%	103%
2.1 Trucks	8,644	6,685	4,174	29%	107%
2.2 Buses	188	186	179	1%	5%
3. Special-purpose vehicles	304	212	207	43%	47%
Bus chassis (khung xe buýt)	24	0	24	#DIV/0!	0%

*: not including bus chassis

VAMA only YTM October results:

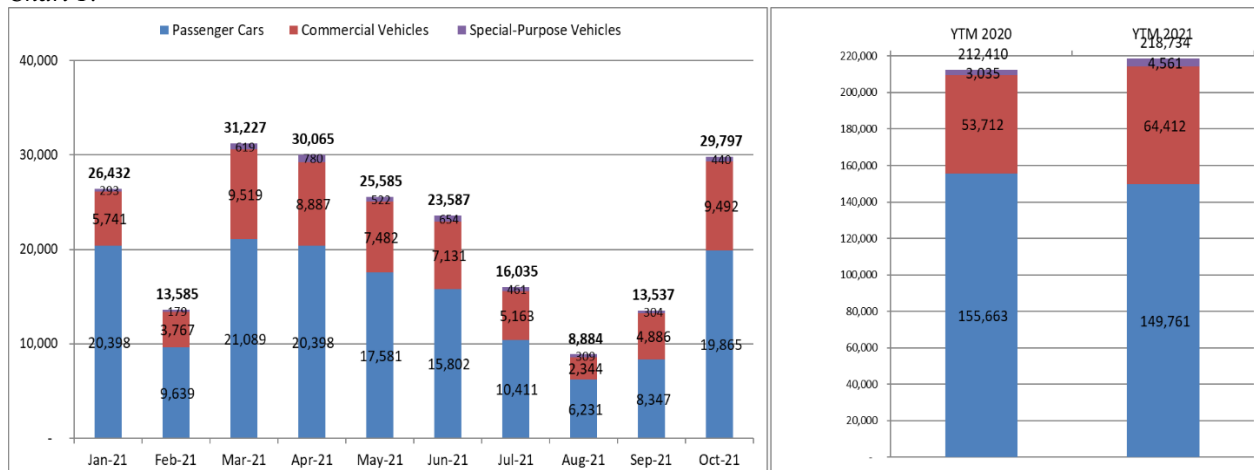
	YTM 2021	YTM 2020	Difference
Total*	197,222	204,145	-3%
1. Passenger cars (PC)	140,580	151,660	-7%
2. Commercial vehicles (CV)	53,854	50,505	7%
2.1 Trucks	52,203	48,640	7%
2.2 Buses	1,651	1,865	-11%
3. Special-purpose vehicles	2,788	1,980	41%
Bus chassis (khung xe buýt)	84	176	-52%

*: not including bus chassis

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

- Total Industry in FY October 2021 up 3% versus 2020
- Passenger Car was down 4%; Commercial Vehicles was up 20% and Special-Purpose Vehicles was up 50% versus 2020.

Chart 1:

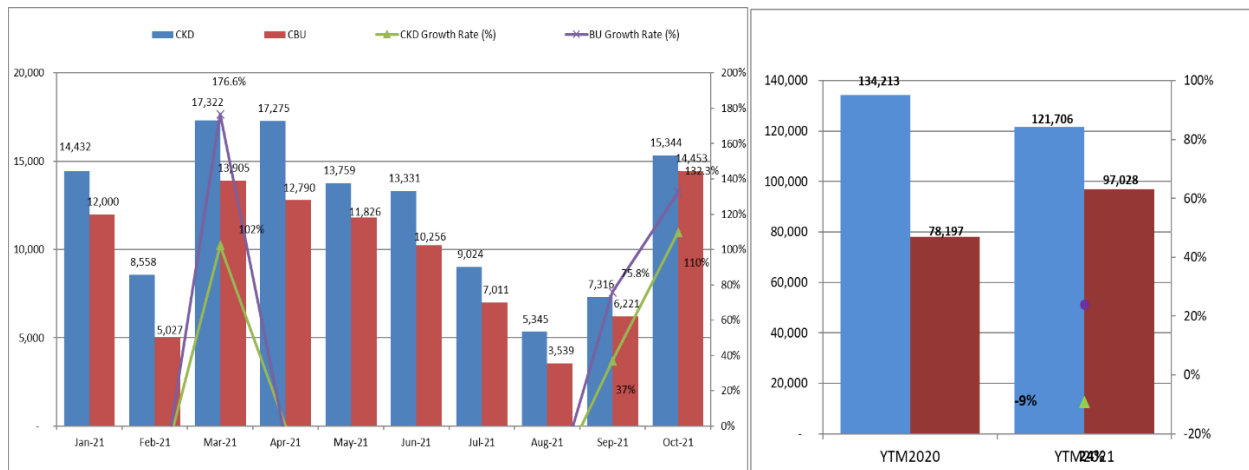


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² Including Lexus and BMW&Mini sale’s record.

- Until October 2021, CKD was down 9% and CBU was up 24% 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;