



No.: 011101/2021/VAMA

Hanoi, January 11th, 2022

Re: VAMA sales report – December 2021

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

SALES REPORT (DECEMBER 2021)

**The December industry is at 46,759 units.
The December 2021 volume is up 21% versus November 2021 and
down 2.3% versus December 2020.**

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

1) December Total Industry results in details:

- Total industry is at 46,759 units of which 36,859 units were Passenger Cars; 9,294 units were Commercial Vehicles and 606 units were Special-Purpose Vehicles.
- Passenger Cars were up 33% versus last month; Commercial Vehicles were down 10% and Special-Purpose Vehicles were down 1%
- CKD volume was 25,686 units, up 23% versus last month and CBU was 21,073 units, up 19% versus last month.

Of which, December 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 December 2021.

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

No	Vehicle Type	Sales - Dec 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	5,620	2,552	4,015	12,187	35,390	15,056	25,142	75,588
2	Sport utility vehicles (SUV)	5,404	2,581	4,699	12,684	27,807	11,881	24,403	64,091
3	Cross-over cars	2,613	786	2,059	5,458	12,707	4,633	10,754	28,094
4	Multi-purpose vehicles (MPV)	1,616	436	1,684	3,736	7,932	2,931	11,188	22,051
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	337	65	223	625	2,883	399	1,175	4,457
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	102	-	116	218	860	-	609	1,469
10	Thaco Premium subtotal	61	18	96	175	569	41	652	1,262
11	Thaco Peugeot's PC subtotal	466	118	392	976	3,201	855	2,698	6,754
	Subtotal	16,219	6,536	13,384	36,899	91,349	35,796	78,621	201,766
	In percentage (%)	44.98%	18.18%	36.84%	100.00%	44.83%	17.57%	37.60%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,115	601	982	2,698	10,325	5,952	9,048	25,325
12	Vans	100	1	91	192	903	38	595	1,536
13	Small trucks (G.V.M ≤ 5,000 Kg)	862	134	1,305	2,301	10,444	1,723	11,105	23,272
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	457	114	560	1,131	4,481	1,533	5,787	11,801
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	108	7	95	210	720	33	619	1,372
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	140	78	364	582	1,483	556	2,776	4,815
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,982	935	3,397	7,114	28,357	9,835	29,942	68,134
	In percentage (%)	39.11%	13.14%	47.75%	100.00%	41.62%	14.43%	43.95%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	106	2	45	153	587	84	712	1,383
22	Medium buses / Coaches [(17-30) seats]	1	-	-	1	7	2	17	26
23	Large buses / Coaches [(31-55) seats]	14	1	5	20	387	32	192	611
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	18	-	-	18	19	-	-	19
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	108	108
	Subtotal	139	3	50	192	1,000	118	921	2,039
	In percentage (%)	72.40%	1.56%	26.04%	100.00%	49.04%	5.79%	45.17%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	51	29	69	149	1,075	535	1,609	3,219
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	1	1
34	Garbages	-	-	2	2	-	-	26	26
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
37	Crane trucks	-	-	1	1	-	-	1	1
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	9	-	9	-	9	1	10
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	4	4
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	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	51	28	72	161	1,075	544	1,645	3,264
	In percentage (%)	31.68%	23.60%	44.72%	100.00%	32.94%	16.67%	50.40%	100.00%
	Grand-total	19191	7532	16803	43526	121781	46293	109129	277203
	In percentage (%)	44.09%	17.30%	38.60%	100.00%	43.93%	16.70%	39.37%	100.00%

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

VAMA volume compared to last month as follows:

	Dec-21	Dec-20	Nov-21	Difference December- 21 vs December-	Difference December- 21 vs November-
Total*	43,526	44,978	36,454	-3%	19%
1. Passenger cars (PC)	36,059	36,123	27,126	0%	33%
2. Commercial vehicles (CV)	7,306	8,643	9,013	-15%	-19%
2.1 Trucks	7,114	8,227	8,817	-14%	-19%
2.2 Buses	192	416	196	-54%	-2%
3. Special-purpose vehicles	161	212	315	-24%	-49%
Bus chassis (khung xe buýt)	0	60	24	-100%	-100%

*: not including bus chassis

VAMA only YTM December results:

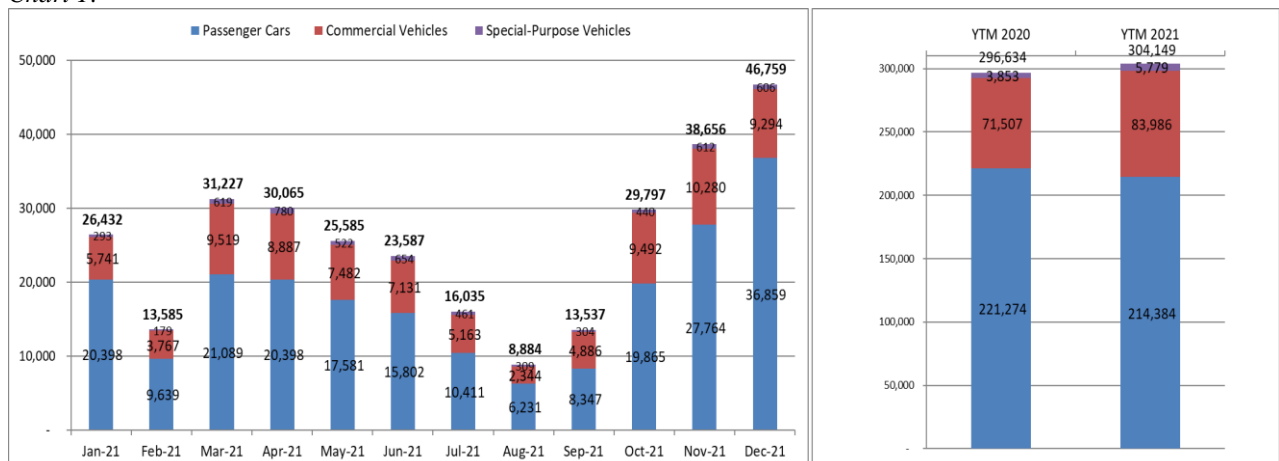
	YTM 2021	YTM 2020	Difference
Total*	277,203	283,983	-2%
1. Passenger cars (PC)	203,766	215,908	-6%
2. Commercial vehicles (CV)	70,173	65,632	7%
2.1 Trucks	68,134	63,096	8%
2.2 Buses	2,039	2,536	-20%
3. Special-purpose vehicles	3,264	2,443	34%
Bus chassis (khung xe buýt)	108	296	-64%

*: not including bus chassis

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

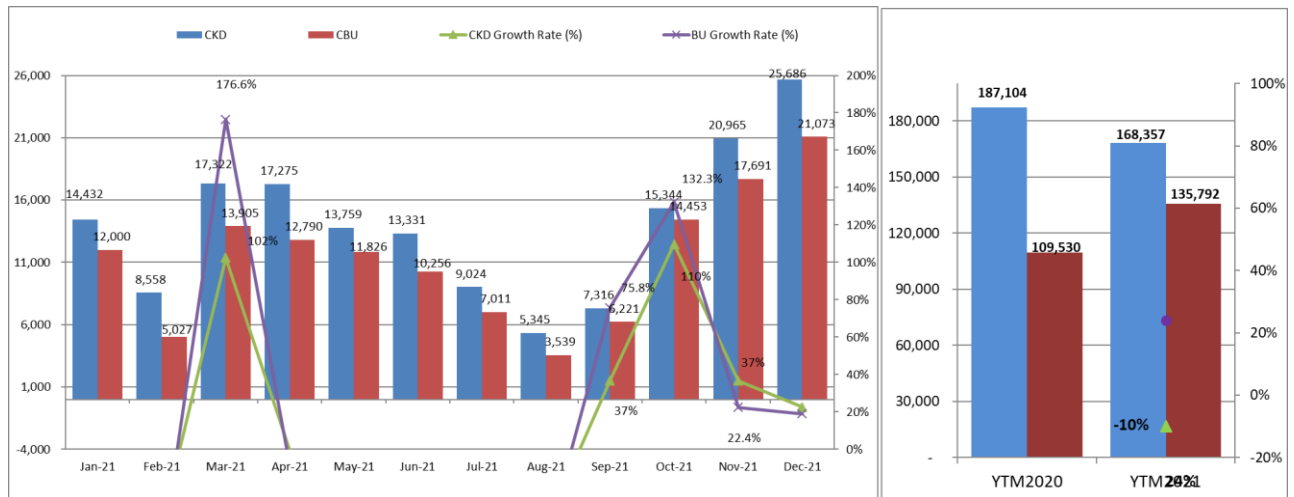
- Total Industry in FY December 2021 up 3% versus 2020
- Passenger Car was down 3%; Commercial Vehicles was up 17% and Special-Purpose Vehicles was up 50% versus 2020.

Chart 1:



- Until December 2021, CKD was down 10% 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 December (stop producing) until new data recorded;