



No.: 021503/2022/VAMA

Hanoi, February 15th, 2022

Re: VAMA sales report – January 2022

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

SALES REPORT (JANUARY 2022)

**The January 2022 industry is at 30,742 units.
The January 2022 volume is down 34% versus December 2021 and
up 16% versus January 2021.**

Would you please find January 2022 Total Industry¹ & VAMA members only figures².

1) January Total Industry results in details:

- Total industry is at 30,742 units of which 25,279 units were Passenger Cars; 5,177 units were Commercial Vehicles and 286 units were Special-Purpose Vehicles.
- Passenger Cars were down 31% versus last month; Commercial Vehicles were down 44% and Special-Purpose Vehicles were down 53%
- CKD volume was 17,782 units, down 31% versus last month and CBU was 12,960 units, down 38% versus last month.

Of which, January 2022 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 January 2022.

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

No	Vehicle Type	Sales - January 2022				Sales - YTM 2022			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,953	1,782	2,917	8,652	3,953	1,782	2,917	8,652
2	Sport utility vehicles (SUV)	3,543	1,460	2,808	7,811	3,543	1,460	2,808	7,811
3	Cross-over cars	1,800	488	998	3,286	1,800	488	998	3,286
4	Multi-purpose vehicles (MPV)	699	323	1,623	2,645	699	323	1,623	2,645
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	355	44	126	525	355	44	126	525
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	113	-	101	214	113	-	101	214
10	Thaco Premium subtotal	98	14	91	203	98	14	91	203
11	Thaco Peugeot's PC subtotal	523	220	431	1,174	523	220	431	1,174
	Subtotal	11,084	4,331	9,095	24,510	11,084	4,331	9,095	24,510
	In percentage (%)	45.22%	17.67%	37.11%	100.00%	45.22%	17.67%	37.11%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	813	500	422	1,735	813	500	422	1,735
12	Vans	55	1	31	87	55	1	31	87
13	Small trucks (G.V.M ≤ 5,000 Kg)	748	85	442	1,275	748	85	442	1,275
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	242	92	370	704	242	92	370	704
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	30	6	-	36	30	6	-	36
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	314	79	701	1,094	314	79	701	1,094
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,382	783	1,966	4,931	2,382	783	1,966	4,931
	In percentage (%)	44.66%	15.47%	39.87%	100.00%	44.66%	15.47%	39.87%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	27	32	8	67	27	32	8	67
22	Medium buses / Coaches [(17-30) seats]	9	-	-	9	9	-	-	9
23	Large buses / Coaches [(31-55) seats]	7	-	13	20	7	-	13	20
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	-	-	-	-
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	1	1	-	-	1	1
	Subtotal	43	32	21	96	43	32	21	96
	In percentage (%)	44.79%	33.33%	21.88%	100.00%	44.79%	33.33%	21.88%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	44	21	61	126	44	21	61	126
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	8	8	-	-	8	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	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	-	2	-	2	-	2	-	2
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	1	1	-	-	1	1
45	Vaccum 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)	-	-	-	-	-	-	-	-
	Subtotal	44	23	72	139	44	23	72	139
	In percentage (%)	31.65%	16.55%	51.80%	100.00%	31.65%	16.55%	51.80%	100.00%
	Grand-total	13373	5149	11154	29676	13373	5149	11154	29676
	In percentage (%)	45.06%	17.35%	37.59%	100.00%	45.06%	17.35%	37.59%	100.00%

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

VAMA volume compared to last month as follows:

	Jan-22	Jan-21	Dec-21	Difference January-21 vs January-20	Difference January-21 vs December-
Total*	29,676	24,216	43,526	23%	-32%
1. Passenger cars (PC)	24,510	19,615	36,059	25%	-32%
2. Commercial vehicles (CV)	5,027	4,425	7,306	14%	-31%
2.1 Trucks	4,931	4,144	7,114	19%	-31%
2.2 Buses	96	281	192	-66%	-50%
3. Special-purpose vehicles	139	176	161	-21%	-14%
Bus chassis (khung xe buýt)	1	12	0	-92%	#DIV/0!

*: not including bus chassis

VAMA only YTM January results:

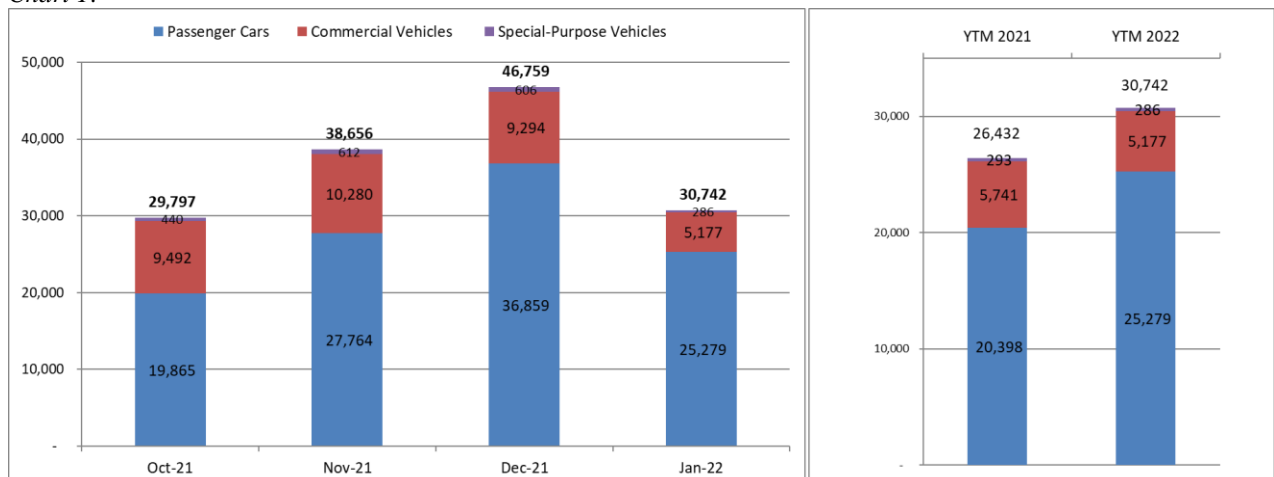
	YTM 2022	YTM 2021	Difference
Total*	29,676	24,216	23%
1. Passenger cars (PC)	24,510	19,615	25%
2. Commercial vehicles (CV)	5,027	4,425	14%
2.1 Trucks	4,931	4,144	19%
2.2 Buses	96	281	-66%
3. Special-purpose vehicles	139	176	-21%
Bus chassis (khung xe buýt)	1	12	-92%

*: not including bus chassis

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

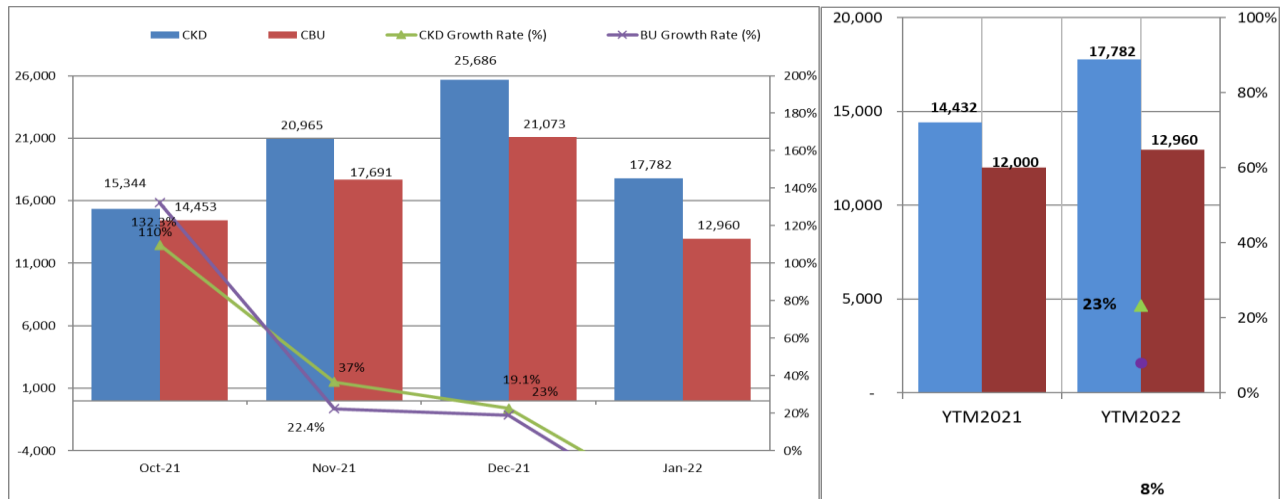
- Total Industry in FY January 2022 up 16% versus 2021.
- Passenger Car was up 24%; Commercial Vehicles was down 10% and Special-Purpose Vehicles was down 2% versus 2021.

Chart 1:



- Until January 2022, CKD was up 23% and CBU was up 8% 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 January (stop producing) until new data recorded;