



No.: 031001/2022/VAMA

Hanoi, March 10th, 2022

Re: VAMA sales report – February 2022

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

SALES REPORT (FEBRUARY 2022)

**The February 2022 industry is at 22,802 units.
The February 2022 volume is down 26% versus January 2022 and
up 68% versus February 2021.**

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

1) February Total Industry results in details:

- Total industry is at 22,802 units of which 17,541 units were Passenger Cars; 4,782 units were Commercial Vehicles and 479 units were Special-Purpose Vehicles.
- Passenger Cars were down 31% versus last month; Commercial Vehicles were down 7.6% and Special-Purpose Vehicles were up 67%
- CKD volume was 14,528 units, down 18% versus last month and CBU was 8,274 units, down 36% versus last month.

Of which, February 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 February 2022.

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

| No | Vehicle Type | Sales - Feb 2022 | | | | Sales - YTM 2022 | | | |
|------------|---|------------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|
| | | North | Central | South | Total | North | Central | South | Total |
| I | Passenger cars (PC) | | | | | | | | |
| 1 | Sedans | 2,970 | 966 | 2,037 | 5,973 | 6,923 | 2,748 | 4,954 | 14,625 |
| 2 | Sport utility vehicles (SUV) | 2,142 | 783 | 1,753 | 4,678 | 5,685 | 2,243 | 4,561 | 12,489 |
| 3 | Cross-over cars | 1,488 | 444 | 855 | 2,787 | 3,288 | 932 | 1,853 | 6,073 |
| 4 | Multi-purpose vehicles (MPV) | 564 | 157 | 1,120 | 1,841 | 1,263 | 480 | 2,743 | 4,486 |
| 5 | Convertible cars | - | - | - | - | - | - | - | - |
| 6 | Hatchback | 333 | 31 | 114 | 478 | 688 | 75 | 240 | 1,003 |
| 7 | Others (please specify) | - | - | - | - | - | - | - | - |
| 8 | Mercedes-Benz's PC subtotal | - | - | - | - | - | - | - | - |
| 9 | Lexus's PC subtotal | 35 | - | 25 | 60 | 148 | - | 126 | 274 |
| 10 | Thaco Premium subtotal | 41 | 4 | 56 | 101 | 139 | 18 | 147 | 304 |
| 11 | Thaco Peugeot's PC subtotal | 421 | 158 | 310 | 889 | 944 | 378 | 741 | 2,063 |
| | Subtotal | 7,994 | 2,243 | 6,278 | 16,807 | 19,978 | 6,874 | 15,385 | 41,317 |
| | In percentage (%) | 47.56% | 15.13% | 37.31% | 100.00% | 46.17% | 16.64% | 37.19% | 100.00% |
| II | Commercial vehicles (CV) | | | | | | | | |
| | Trucks | | | | | | | | |
| 11 | Pick-ups | 249 | 140 | 273 | 662 | 1,062 | 640 | 695 | 2,397 |
| 12 | Vans | 11 | 2 | 9 | 22 | 66 | 3 | 40 | 109 |
| 13 | Small trucks (G.V.M ≤ 5,000 Kg) | 685 | 104 | 574 | 1,363 | 1,433 | 189 | 1,016 | 2,638 |
| 14 | Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg) | 353 | 113 | 442 | 908 | 595 | 205 | 812 | 1,612 |
| 15 | Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg) | 15 | - | - | 15 | 45 | 6 | - | 51 |
| 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 | 249 | 56 | 466 | 771 | 563 | 135 | 1,167 | 1,865 |
| 19 | Tractor trucks | - | - | - | - | - | - | - | - |
| 20 | Mercedes-Benz's CV (FUSO) subtotal | - | - | - | - | - | - | - | - |
| | Subtotal | 1,562 | 415 | 1,764 | 3,741 | 3,764 | 1,178 | 3,730 | 8,672 |
| | In percentage (%) | 41.75% | 11.09% | 47.15% | 100.00% | 43.40% | 13.58% | 43.01% | 100.00% |
| | Buses | | | | | | | | |
| 21 | Minibuses [(10-16) seats] | 31 | 20 | 66 | 117 | 58 | 52 | 74 | 184 |
| 22 | Medium buses / Coaches [(17-30) seats] | 1 | - | - | 1 | 10 | - | - | 10 |
| 23 | Large buses / Coaches [(31-55) seats] | 11 | 2 | 10 | 23 | 18 | 2 | 23 | 43 |
| 24 | Sleeping buses | - | - | - | - | - | - | - | - |
| 25 | City buses of all lengths | 7 | - | - | 7 | 7 | - | - | 7 |
| 26 | Bus rapid transit (BRT) | - | - | - | - | - | - | - | - |
| 27 | Bus chassis (incompletely-built vehicles) | - | - | - | - | - | - | 1 | 1 |
| | Subtotal | 59 | 22 | 76 | 148 | 93 | 54 | 97 | 244 |
| | In percentage (%) | 33.78% | 14.86% | 51.35% | 100.00% | 38.11% | 22.13% | 39.75% | 100.00% |
| III | Special-Purpose Vehicles | | | | | | | | |
| 28 | Dump trucks | 106 | 57 | 241 | 404 | 150 | 78 | 302 | 530 |
| 29 | Concrete mixer trucks | - | - | - | - | - | - | - | - |
| 30 | Tanker trucks | - | - | - | - | - | - | - | - |
| 31 | Refrigerator trucks | - | - | - | - | - | - | - | - |
| 32 | Ambulance | - | - | - | - | - | - | - | - |
| 33 | Fire-fighting trucks | - | - | - | - | - | - | - | - |
| 34 | Garbages | - | - | - | - | - | - | 8 | 8 |
| 35 | Hydraulic crane truck | - | - | - | - | - | - | - | - |
| 36 | Sprinklers (road cleaning trucks) | - | - | - | - | - | - | 1 | 1 |
| 37 | Crane trucks | - | - | - | - | - | - | - | - |
| 38 | X-Ray medical vehicles | - | - | - | - | - | - | - | - |
| 39 | Truck-mounted concrete pumps | - | - | - | - | - | - | - | - |
| 40 | Car transport (carrying) truck | - | - | - | - | - | - | 1 | 1 |
| 41 | Hooklift | - | - | - | - | - | 2 | - | 2 |
| 42 | Prisoner transport truck | - | - | - | - | - | - | - | - |
| 43 | Mobile Sewer Jetting Machine (SPV) | - | - | - | - | - | - | - | - |
| 44 | Sewage suction truck (SPV) | - | - | - | - | - | - | 1 | 1 |
| 45 | Vacuum tank truck (SPV) | - | - | - | - | - | - | - | - |
| 46 | Aerial Platform Truck (SPV) | - | - | - | - | - | - | - | - |
| 47 | Stage truck (SPV) | - | - | - | - | - | - | - | - |
| 48 | Xe chỉ huy chữa cháy (SPV) | - | - | - | - | - | - | - | - |
| 49 | Xe hiển máu lưu động (SPV) | - | - | - | - | - | - | - | - |
| | Subtotal | 106 | 57 | 241 | 404 | 150 | 80 | 313 | 533 |
| | In percentage (%) | 26.24% | 14.11% | 59.65% | 100.00% | 27.62% | 14.73% | 57.64% | 100.00% |
| | Grand-total | 9712 | 3037 | 8351 | 21100 | 23085 | 8186 | 19505 | 50776 |
| | In percentage (%) | 46.03% | 14.39% | 39.58% | 100.00% | 45.46% | 16.12% | 38.41% | 100.00% |

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 February 2022.

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

VAMA volume compared to last month as follows:

| | Feb-22 | Feb-21 | Jan-22 | Difference February-22 vs February-21 | Difference February-22 vs January-22 |
|-----------------------------|---------------|---------------|---------------|---------------------------------------|--------------------------------------|
| Total* | 21,100 | 12,939 | 29,676 | 63% | -29% |
| 1. Passenger cars (PC) | 16,807 | 9,432 | 24,510 | 78% | -31% |
| 2. Commercial vehicles (CV) | 3,889 | 3,372 | 5,027 | 15% | -23% |
| 2.1 Trucks | 3,741 | 3,284 | 4,931 | 14% | -24% |
| 2.2 Buses | 148 | 88 | 96 | 68% | 54% |
| 3. Special-purpose vehicles | 404 | 135 | 139 | 199% | 191% |
| Bus chassis (khung xe buýt) | 0 | 0 | 1 | #DIV/0! | -100% |

*: not including bus chassis

VAMA only YTM February results:

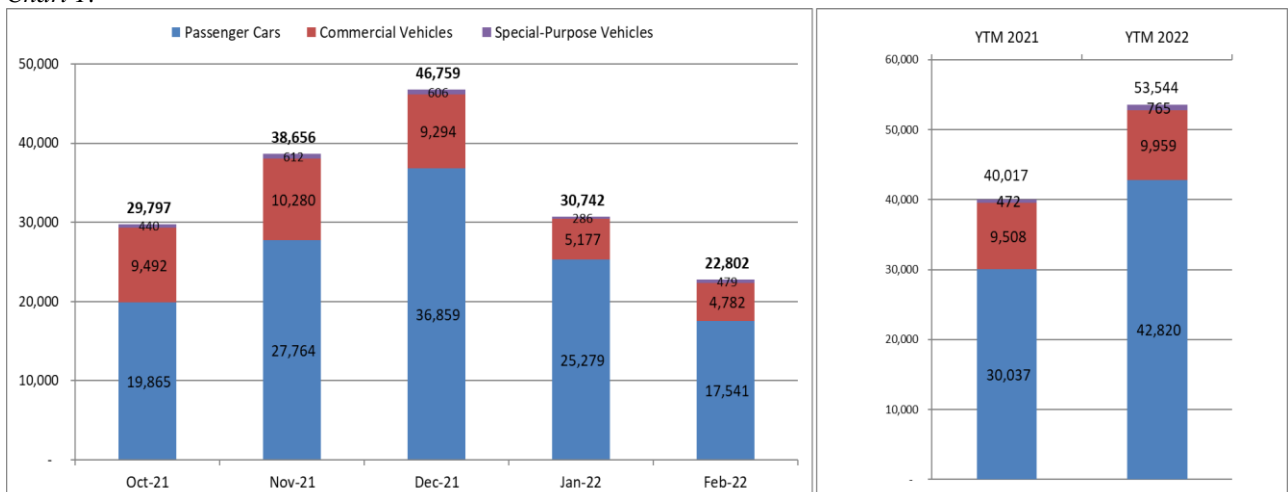
| | YTM 2022 | YTM 2021 | Difference |
|-----------------------------|---------------|---------------|------------|
| Total* | 50,776 | 37,155 | 37% |
| 1. Passenger cars (PC) | 41,317 | 29,047 | 42% |
| 2. Commercial vehicles (CV) | 8,916 | 7,797 | 14% |
| 2.1 Trucks | 8,672 | 7,428 | 17% |
| 2.2 Buses | 244 | 369 | -34% |
| 3. Special-purpose vehicles | 543 | 311 | 75% |
| Bus chassis (khung xe buýt) | 1 | 12 | -92% |

*: not including bus chassis

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

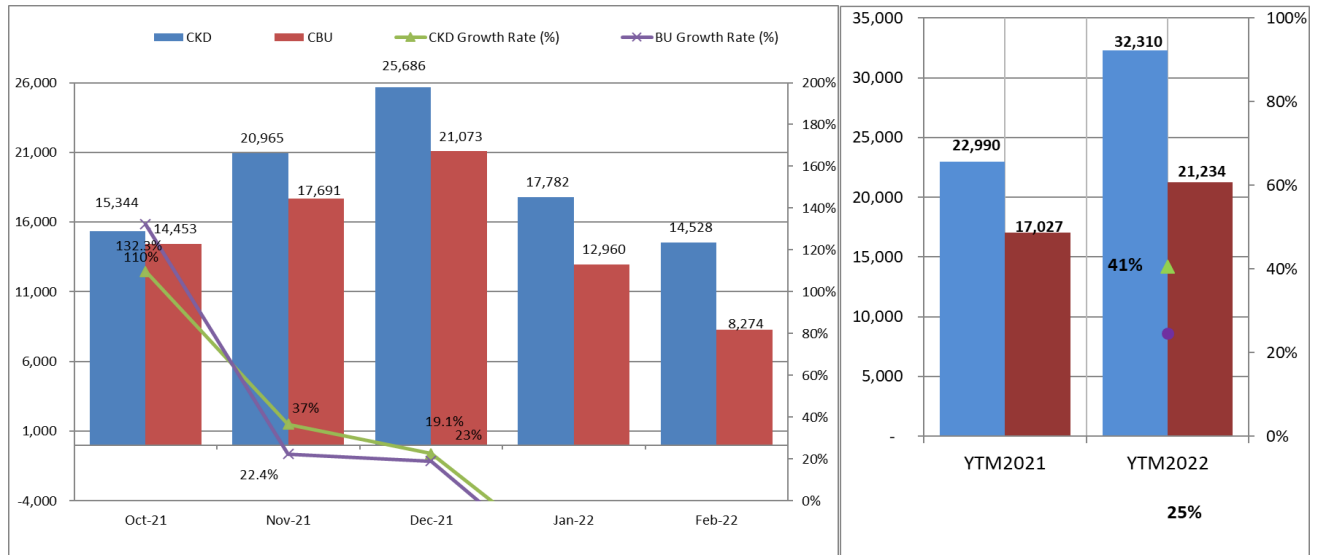
- Total Industry in FY February 2022 up 34% versus 2021.
- Passenger Car was up 42%; Commercial Vehicles was up 4.7% and Special-Purpose Vehicles was up 62% versus 2021.

Chart 1:



- Until February 2022, CKD was up 41% and CBU was up 25% 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 (stop producing) until new data recorded;