



No.: 041301/2022/VAMA

Hanoi, April 13th, 2022

Re: VAMA sales report – March 2022

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

SALES REPORT (MARCH 2022)

**The March 2022 industry is at 36,962 units.
The March 2022 volume is up 60% versus February 2022 and
up 17% versus March 2021.**

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

1) March Total Industry results in details:

- Total industry is at 36,962 units of which 28,491 units were Passenger Cars; 7,794 units were Commercial Vehicles and 677 units were Special-Purpose Vehicles.
- Passenger Cars were up 62% versus last month; Commercial Vehicles were up 63% and Special-Purpose Vehicles were up 41%
- CKD volume was 21,863 units, up 50% versus last month and CBU was 15,099 units, up 82% versus last month.

Of which, March 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 March 2022.

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

No	Vehicle Type	Sales - March 2022				Sales - YTM 2022			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,553	1,612	3,042	9,207	11,476	4,360	7,996	23,832
2	Sport utility vehicles (SUV)	3,828	1,452	3,218	8,498	9,513	3,695	7,779	20,987
3	Cross-over cars	1,923	394	881	3,198	5,211	1,326	2,734	9,271
4	Multi-purpose vehicles (MPV)	1,343	510	2,300	4,153	2,606	990	5,043	8,639
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	491	42	190	723	1,179	117	430	1,726
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	63	-	57	120	211	-	183	394
10	Thaco Premium subtotal	50	9	61	120	189	27	208	424
11	Thaco Peugeot's PC subtotal	488	204	429	1,121	1,432	582	1,170	3,184
	Subtotal	12,739	4,223	18,178	27,140	31,817	11,097	25,543	68,457
	In percentage (%)	46.94%	15.56%	37.50%	100.00%	46.48%	16.21%	37.31%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	602	341	599	1,542	1,664	981	1,294	3,939
12	Vans	124	3	149	276	190	6	189	385
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,191	106	1,058	2,355	2,624	295	2,074	4,993
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	473	160	526	1,159	1,068	365	1,338	2,771
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	25	-	-	25	70	6	-	76
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	500	126	1,055	1,681	1,063	261	2,222	3,546
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,915	736	1,387	7,038	6,679	1,914	7,117	15,710
	In percentage (%)	41.42%	10.46%	48.12%	100.00%	42.51%	12.18%	45.30%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	35	14	136	185	93	66	210	369
22	Medium buses / Coaches [(17-30) seats]	-	-	2	2	10	-	2	12
23	Large buses / Coaches [(31-55) seats]	18	1	13	32	36	3	36	75
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	7	-	-	7
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	1	1
	Subtotal	53	15	151	219	146	69	248	463
	In percentage (%)	24.20%	6.85%	68.95%	100.00%	31.53%	14.90%	53.56%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	178	85	358	621	328	163	660	1,151
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	2	2	-	-	10	10
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
41	Hooklift	-	-	-	-	-	2	-	2
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	1	1	-	-	2	2
45	Vaccum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
49	Xe hiến máu lưu động (SPV)	-	-	-	-	-	-	-	-
	Subtotal	178	85	361	624	328	165	674	1,167
	In percentage (%)	28.53%	13.62%	57.85%	100.00%	28.11%	14.14%	57.75%	100.00%
	Grand-total	15885	5059	14077	35021	38970	13245	33582	85797
	In percentage (%)	45.36%	14.45%	40.20%	100.00%	45.42%	15.44%	39.14%	100.00%

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

VAMA volume compared to last month as follows:

	Mar-22	Mar-21	Feb-22	Difference March-22 vs March-21	Difference March-22 vs February-22
Total*	35,021	29,329	21,100	19%	66%
1. Passenger cars (PC)	27,140	20,382	16,807	33%	61%
2. Commercial vehicles (CV)	7,257	8,529	3,889	-15%	87%
2.1 Trucks	7,038	8,325	3,741	-15%	88%
2.2 Buses	219	204	148	7%	48%
3. Special-purpose vehicles	624	418	404	49%	54%
Bus chassis (khung xe buýt)	0	12	0	-100%	#DIV/0!

*: not including bus chassis

VAMA only YTM March results:

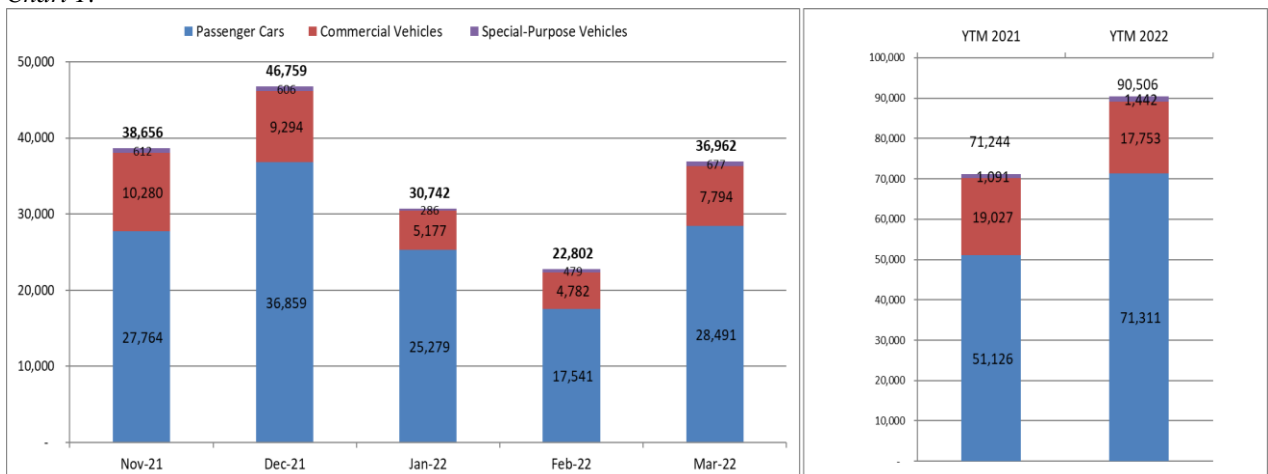
	YTM 2022	YTM 2021	Difference
Total*	85,797	66,484	29%
1. Passenger cars (PC)	68,457	49,429	38%
2. Commercial vehicles (CV)	16,173	16,326	-1%
2.1 Trucks	15,710	15,753	0%
2.2 Buses	463	573	-19%
3. Special-purpose vehicles	1,167	729	60%
Bus chassis (khung xe buýt)	1	24	-96%

*: not including bus chassis

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

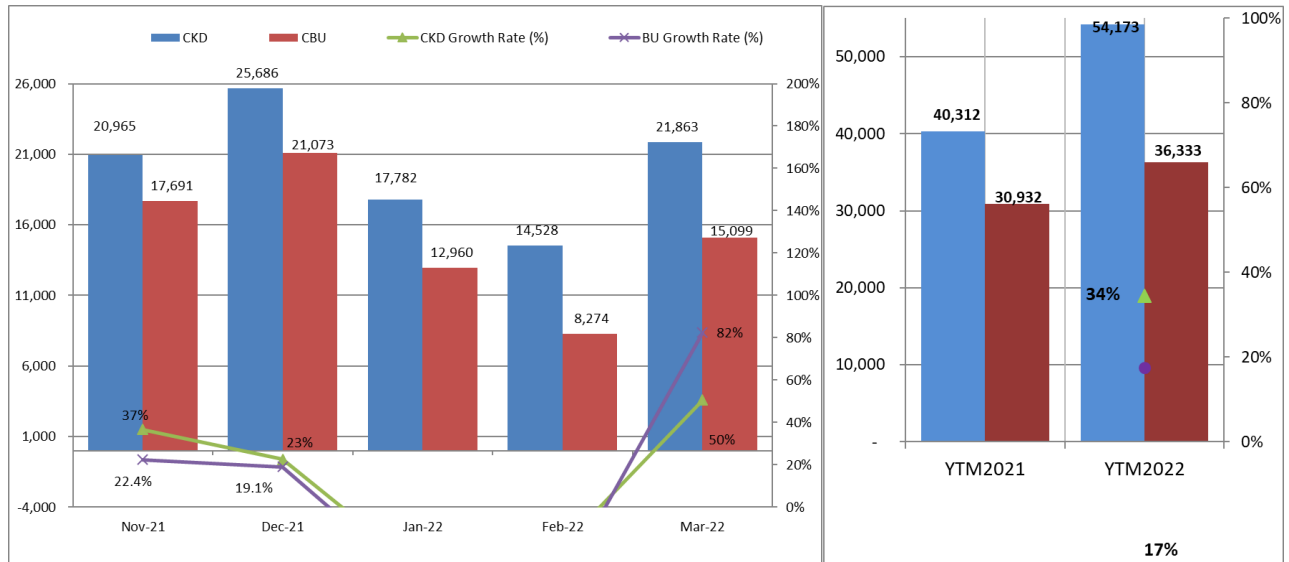
- Total Industry in FY March 2022 up 27% versus 2021.
- Passenger Car was up 39%; Commercial Vehicles was down 7% and Special-Purpose Vehicles was up 32% versus 2021.

Chart 1:



- Until March 2022, CKD was up 34% and CBU was up 17% 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, TCIE, Daewoo Bus have no record;
- Vinamotor has no production;
- Toyota launched new model: Veloz.