



No.: 051201/2022/VAMA

Hanoi, May 12<sup>th</sup>, 2022

Re: VAMA sales report – April 2022

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

## **SALES REPORT (APRIL 2022)**

**The April 2022 industry is at 42,359 units.  
The April 2022 volume is up 14% versus March 2022 and  
up 40% versus April 2021.**

Would you please find April 2022 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

### **1) April Total Industry results in details:**

- Total industry is at 42,359 units of which 33,588 units were Passenger Cars; 7,795 units were Commercial Vehicles and 776 units were Special-Purpose Vehicles.
- Passenger Cars were up 18% versus last month; Commercial Vehicles were up 2.6% and Special-Purpose Vehicles were up 15%
- CKD volume was 25,269 units, up 16% versus last month and CBU was 17,090 units, up 13% versus last month.

**Of which, April 2022 VAMA members' volume was as follows:**

<sup>1</sup> “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 April 2022.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

No	Vehicle Type	Sales - Apr 2022				Sales - YTM 2022			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	5,653	2,233	4,117	12,003	17,129	6,593	12,113	35,835
2	Sport utility vehicles (SUV)	4,289	1,641	3,376	9,306	13,802	5,336	11,155	30,293
3	Cross-over cars	2,651	340	1,269	4,260	7,862	1,666	4,003	13,531
4	Multi-purpose vehicles (MPV)	1,211	620	2,105	3,936	3,817	1,610	7,148	12,575
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	593	24	183	800	1,772	141	613	2,526
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	144	-	87	231	355	-	270	625
10	Thaco Premium subtotal	48	13	57	118	237	40	265	542
11	Thaco Peugeot's PC subtotal	489	187	409	1,085	1,921	769	1,579	4,269
	<b>Subtotal</b>	<b>13,078</b>	<b>5,038</b>	<b>11,603</b>	<b>31,739</b>	<b>46,895</b>	<b>16,155</b>	<b>37,146</b>	<b>100,196</b>
	<b>In percentage (%)</b>	<b>47.51%</b>	<b>15.94%</b>	<b>36.56%</b>	<b>100.00%</b>	<b>46.80%</b>	<b>16.12%</b>	<b>37.07%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	574	374	694	1,642	2,238	1,355	1,988	5,581
12	Vans	129	8	126	263	319	14	315	648
13	Small trucks (G.V.M ≤ 5,000 Kg)	653	110	526	1,289	3,277	405	2,600	6,282
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	437	161	521	1,119	1,505	526	1,859	3,890
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	30	-	-	30	100	6	-	106
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	397	110	814	1,321	1,460	371	3,036	4,867
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>1,220</b>	<b>763</b>	<b>2,681</b>	<b>5,664</b>	<b>8,899</b>	<b>2,677</b>	<b>9,798</b>	<b>21,334</b>
	<b>In percentage (%)</b>	<b>39.19%</b>	<b>13.47%</b>	<b>47.33%</b>	<b>100.00%</b>	<b>41.63%</b>	<b>12.52%</b>	<b>45.84%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	66	20	126	212	159	86	336	581
22	Medium buses / Coaches [(17-30) seats]	2	-	-	2	12	-	2	14
23	Large buses / Coaches [(31-55) seats]	14	4	25	43	50	7	61	118
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	7	-	-	7
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	1	1
	<b>Subtotal</b>	<b>82</b>	<b>24</b>	<b>151</b>	<b>257</b>	<b>228</b>	<b>93</b>	<b>399</b>	<b>720</b>
	<b>In percentage (%)</b>	<b>31.91%</b>	<b>9.34%</b>	<b>58.75%</b>	<b>100.00%</b>	<b>31.67%</b>	<b>12.92%</b>	<b>55.42%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	147	52	269	468	475	215	929	1,619
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	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	-	6	-	6	-	8	-	8
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	2	2
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)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>147</b>	<b>58</b>	<b>269</b>	<b>474</b>	<b>475</b>	<b>223</b>	<b>943</b>	<b>1,641</b>
	<b>In percentage (%)</b>	<b>31.01%</b>	<b>12.24%</b>	<b>56.75%</b>	<b>100.00%</b>	<b>28.95%</b>	<b>13.59%</b>	<b>57.46%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>17527</b>	<b>5903</b>	<b>14704</b>	<b>38134</b>	<b>56497</b>	<b>19148</b>	<b>48286</b>	<b>123931</b>
	<b>In percentage (%)</b>	<b>45.96%</b>	<b>15.48%</b>	<b>38.56%</b>	<b>100.00%</b>	<b>45.59%</b>	<b>15.45%</b>	<b>38.96%</b>	<b>100.00%</b>

<sup>1</sup> “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 April 2022.

<sup>2</sup> Including Lexus and BMW&Mini sale’s record.

**VAMA volume compared to last month as follows:**

	Apr-22	Apr-21	Mar-22	Difference April-22 vs April-21	Difference April-22 vs March-22
<b>Total*</b>	<b>38,134</b>	<b>26,409</b>	<b>35,021</b>	<b>44%</b>	<b>9%</b>
1. Passenger cars (PC)	31,739	18,941	27,140	68%	17%
2. Commercial vehicles (CV)	5,921	7,019	7,257	-16%	-18%
2.1 Trucks	5,664	6,798	7,038	-17%	-20%
2.2 Buses	257	221	219	16%	17%
3. Special-purpose vehicles	474	449	624	6%	-24%
Bus chassis (khung xe buýt)	0	0	0	#DIV/0!	#DIV/0!

\*: not including bus chassis

**VAMA only YTM April results:**

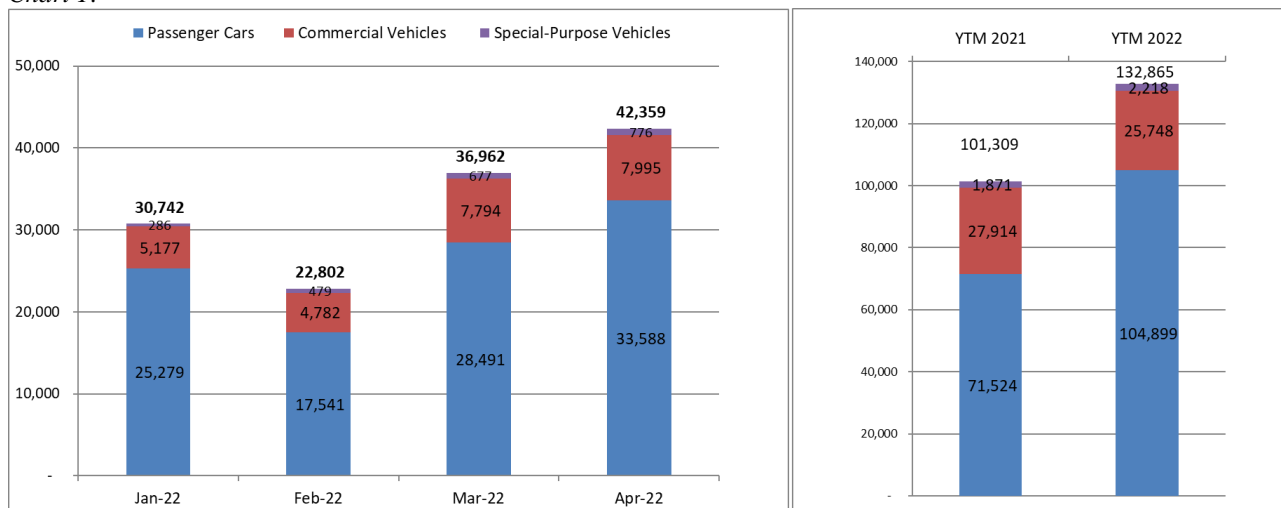
	YTM 2022	YTM 2021	Difference
<b>Total*</b>	<b>123,931</b>	<b>92,893</b>	<b>33%</b>
1. Passenger cars (PC)	100,196	68,370	47%
2. Commercial vehicles (CV)	22,094	23,345	-5%
2.1 Trucks	21,374	22,551	-5%
2.2 Buses	720	794	-9%
3. Special-purpose vehicles	1,641	1,178	39%
Bus chassis (khung xe buýt)	1	24	-96%

\*: not including bus chassis

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

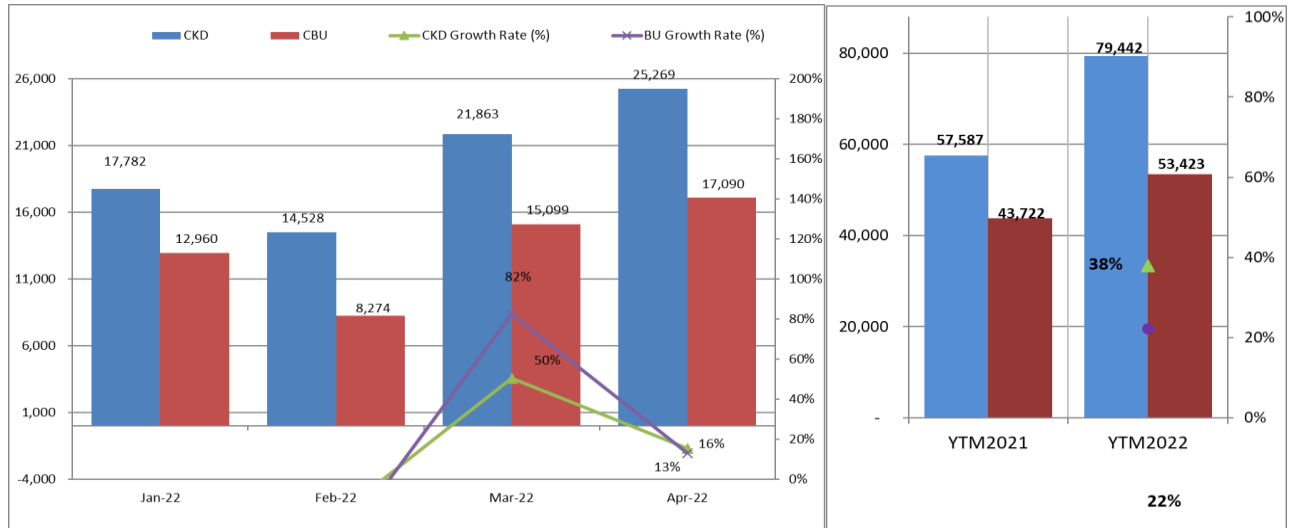
- Total Industry in FY April 2022 up 31% versus 2021.
- Passenger Car was up 47%; Commercial Vehicles was down 8% and Special-Purpose Vehicles was up 19% versus 2021.

Chart 1:



- Until April 2022, CKD was up 38% and CBU was up 22% 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](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

## VAMA Office

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### Note:

- Mekong, TCIE, Daewoo Bus have no record;