



No. : 061101/2020/VAMA

Hanoi, June 11th, 2020

Re: VAMA sales report – May 2020

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

SALES REPORT (MAY 2020)

**The May industry is at 19.081 units.
The May 2020 volume is up 62% versus April 2020 and
down 30% versus May 2019.**

Would you please find May 2020 Total Industry¹ & VAMA members only figures².

1) May Total Industry results in details:

- Total industry is at 19,081 units of which 13,009 units were Passenger Cars; 5,810 units were Commercial Vehicles and 262 units were Special-Purpose Vehicles.
- Passenger Cars were up 67% versus last month; Commercial Vehicles were up 59% and Special-Purpose Vehicles were down 16%
- CKD volume was 11,095 units, up 50% versus last month and CBU was 7,986 units, up 83% versus last month.

Of which, May 2020 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 May 2020.

² Including Lexus sale’s record.

No	Vehicle Type	Sales - May 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	2,598	1,056	2,207	5,861	13,328	4,776	10,636	28,740
2	Sport utility vehicles (SUV)	1,734	613	1,844	4,191	5,778	2,064	6,569	14,411
3	Cross-over cars	257	58	158	473	1,106	235	669	2,010
4	Multi-purpose vehicles (MPV)	483	208	782	1,473	2,469	1,159	4,643	8,271
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	312	36	131	479	1,503	184	764	2,451
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	88	-	56	144	269	-	244	513
10	Thaco Peugeot's PC subtotal	94	36	105	235	350	116	399	865
	Subtotal	5,566	2,007	5,283	12,856	24,803	8,534	23,934	57,281
	In percentage (%)	43.29%	15.61%	41.09%	100.00%	43.32%	14.90%	41.78%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	832	367	609	1,808	2,626	1,164	2,057	5,847
12	Vans	59	-	17	76	311	5	164	480
13	Small trucks (G.V.M ≤ 5,000 Kg)	850	179	1,042	2,071	3,662	660	3,766	8,088
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	401	150	582	1,133	1,476	587	2,292	4,355
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	60	2	48	110	214	4	156	374
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	75	30	151	256	299	97	653	1,049
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,277	728	2,449	5,454	8,588	2,517	9,088	20,193
	In percentage (%)	41.75%	13.35%	44.90%	100.00%	42.53%	12.46%	45.01%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	25	2	39	66	145	36	191	372
22	Medium buses / Coaches [(17-30) seats]	2	1	1	4	12	9	34	55
23	Large buses / Coaches [(31-55) seats]	18	5	12	35	213	56	160	429
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	-	-	-	-	35	-	-	35
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	18	18	-	-	134	134
	Subtotal	45	8	52	105	405	101	385	891
	In percentage (%)	42.86%	7.62%	49.52%	100.00%	45.45%	11.34%	43.21%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	38	25	91	154	294	217	533	1,044
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	-	5	5
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	1	1	-	-	1	1
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	1	1
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	Subtotal	38	25	93	156	294	217	540	1,051
	In percentage (%)	24.36%	16.03%	59.62%	100.00%	27.97%	20.65%	51.38%	100.00%
	Grand-total	7926	2768	7877	18571	34090	11369	33937	79396
	In percentage (%)	42.68%	14.90%	42.42%	100.00%	42.94%	14.32%	42.74%	100.00%

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² Including Lexus sale’s record.

VAMA volume compared to last month as follows:

	May-20	May-19	Apr-20	Difference May-20 vs May-19	Difference May-20 vs April-20
Total*	18,571	26,181	10,816	-29%	72%
1. Passenger cars (PC)	12,856	19,145	7,439	-33%	73%
2. Commercial vehicles (CV)	5,559	6,681	3,154	-17%	76%
2.1 Trucks	5,454	5,905	3,101	-8%	76%
2.2 Buses	105	776	53	-86%	98%
3. Special-purpose vehicles	156	355	223	-56%	-30%
Bus chassis (khung xe buýt)	18	12	24	50%	-25%

*: not including bus chassis

VAMA only YTM May results:

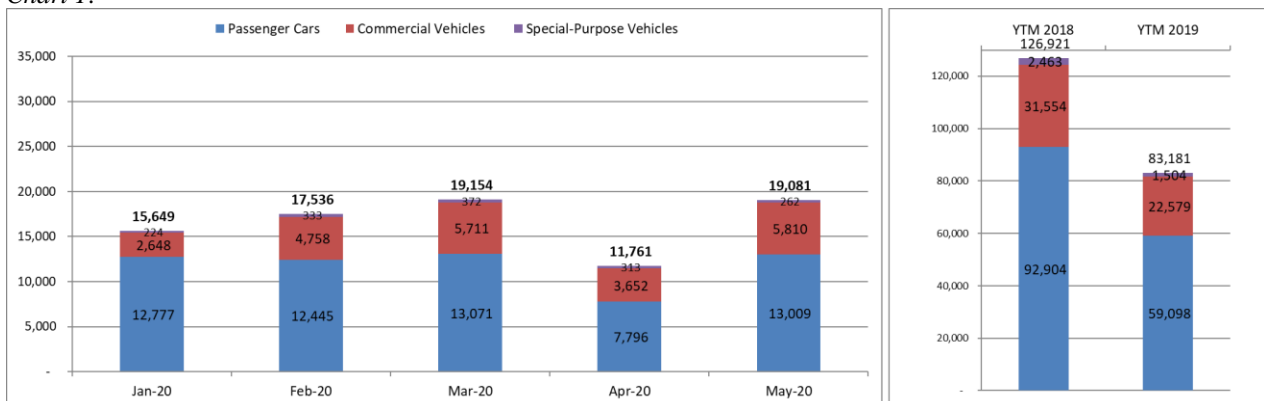
	YTM 2020	YTM 2019	Difference
Total*	79,396	119,772	-34%
1. Passenger cars (PC)	57,261	89,734	-36%
2. Commercial vehicles (CV)	21,084	28,443	-26%
2.1 Trucks	20,193	24,839	-19%
2.2 Buses	891	3,604	-75%
3. Special-purpose vehicles	1,051	1,595	-34%
Bus chassis (khung xe buýt)	134	157	-15%

*: not including bus chassis

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

- Total Industry in FY May 2020 is down 34% versus last year.
- Passenger Car was down 36%; Commercial Vehicles was down 28% and Special-Purpose Vehicles was down 39% versus last year

Chart 1:

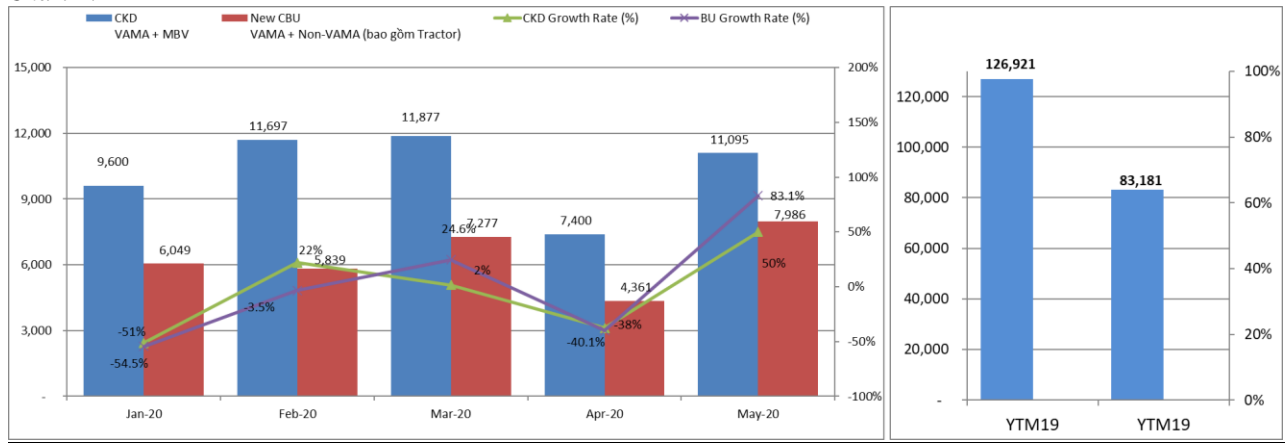


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² Including Lexus sale’s record.

- In May 2020, CKD was down 32% and CBU was down 38% 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