

1. VAMA Sales Figures - Total market and segment - Sản Lượng Bán Hàng

2018 - THÁNG 12/2019

	Dec-19	Dec-18	Nov-19	Difference December-19 vs December-18	Difference December-19 vs November-19
Total*	31,425	32,511	27,991	-3%	12%
1. Passenger cars (PC)	24,194	23,032	21,271	5%	14%
2. Commercial vehicles (CV)	7,049	9,250	6,495	-24%	9%
2.1 Trucks	6,364	8,576	5,922	-26%	7%
2.2 Buses	685	674	573	2%	20%
3. Special-purpose vehicles	182	229	225	-21%	-19%
Bus chassis (khung xe buýt)	26	36	23	-28%	13%

*: not including bus chassis - chưa bao gồm chassis xe buýt

YTM 2019

	YTM 2019	YTM 2018	Difference
Total*	306,073	276,817	11%
1. Passenger cars (PC)	229,706	192,084	20%
2. Commercial vehicles (CV)	73,176	78,982	-7%
2.1 Trucks	64,694	68,530	-6%
2.2 Buses	8,482	10,452	-19%
3. Special-purpose vehicles	3,191	5,751	-45%
Bus chassis (khung xe buýt)	379	592	-36%

2. VAMA Complete Vehicles in December 2019 vs December 2018 vs November 2019 - So sánh tháng

	Dec-19		Dec-18		Nov-19		Difference December-19 vs December-18		Difference December-19 vs November-19	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	124	0.4%	-	0.0%	-	0.0%	124	#DIV/0!	124	#DIV/0!
Vinfast (Chevrolet)	170	0.5%	713	2.2%	193	0.7%	(543)	-76%	(23)	-12%
Mitsubishi	3,877	12.3%	2,034	6.3%	3,750	13.4%	1843	91%	127	3%
Mercedes-Benz Vietnam	-	0.0%	765	2.4%	-	0.0%	(765)	-100%	0	#DIV/0!
Visuco (Suzuki)	1,320	4.2%	768	2.4%	1,712	6.1%	552	72%	(392)	-23%
Toyota	8,660	27.6%	8,992	27.7%	6,612	23.6%	(332)	-4%	2048	31%
Lexus	115	0.4%	198	0.6%	91	0.3%	(83)	-42%	24	26%
Isuzu*	1,086	3.5%	1,095	3.4%	893	3.2%	(9)	-1%	193	22%
Ford	3,095	9.8%	3,959	12.2%	2,646	9.5%	(864)	-22%	449	17%
Hino*	381	1.2%	379	1.2%	310	1.1%	2	1%	71	23%
SAMCO	93	0.3%	87	0.3%	57	0.2%	6	7%	36	63%
Thaco Kia	3,203	10.2%	3,016	9.3%	3,136	11.2%	187	6%	67	2%
Thaco Mazda	3,233	10.3%	2,857	8.8%	2,414	8.6%	376	13%	819	34%
Peugeot	309	1.0%	439	1.4%	292	1.0%	(130)	-30%	17	6%
Thaco Truck	1,902	6.1%	1,499	4.6%	1,945	6.9%	403	27%	(43)	-2%
Bus Thaco	235	0.7%	135	0.4%	215	0.8%	100	74%	20	9%
Total Thaco	8,882	28.3%	7,946	24.4%	8,002	28.6%	936	12%	880	11%
Honda	2,989	9.5%	3,105	9.6%	3,063	10.9%	(116)	-4%	(74)	-2%
Vinamotor*	44	0.1%	95	0.3%	61	0.2%	(51)	-54%	(17)	-28%
VEAM	45	0.1%	1,767	5.4%	47	0.2%	(1722)	-97%	(2)	-4%
TCIEV	218	0.7%	231	0.7%	165	0.6%	(13)	-6%	53	32%
Dothan	261	0.8%	315	1.0%	349	1.2%	(54)	-17%	(88)	-25%
Daewoo Bus	65	0.2%	60	0.2%	40	0.1%	5	8%	25	63%
Total	31,425	100%	32,511	100%	27,991	100%	(1,086)	-3%	3,434	12%

*: not including bus chassis - chưa bao gồm chassis xe buýt

3. VAMA YTM Complete Vehicle Sales (YTM 2019 vs YTM 2018) -So sánh cùng kỳ

	YTM 2019		YTM 2018		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	367	0.1%	-	0.0%	367	#DIV/0!
Vinfast (Chevrolet)	2,657	0.9%	12,334	4.5%	(9677)	-78%
Mitsubishi	30,642	10.0%	10,278	3.7%	20364	198%
Mercedes-Benz Vietnam	1,434	0.5%	6,269	2.3%	(4835)	-77%
Visuco (Suzuki)	11,786	3.9%	6,897	2.5%	4889	71%
Toyota	79,328	25.9%	65,856	23.8%	13472	20%
Lexus	1,511	0.5%	588	0.2%	923	157%
Isuzu*	8,333	2.7%	7,375	2.7%	958	13%
Ford	32,175	10.5%	24,636	8.9%	7539	31%
Hino*	2,646	0.9%	2,860	1.0%	(214)	-7%
SAMCO	665	0.2%	777	0.3%	(112)	-14%
Thaco Kia	30,103	9.8%	28,986	10.5%	1117	4%
Thaco Mazda	32,731	10.7%	32,728	11.8%	3	0%
Peugeot	3,636	1.2%	4,463	1.6%	(827)	-19%
Thaco Truck	23,004	7.5%	27,931	10.1%	(4927)	-18%
Bus Thaco	2,236	0.7%	2,019	0.7%	217	11%
Total Thaco	91,710	30.0%	96,127	34.7%	(4417)	-5%
Honda	33,102	10.8%	27,099	9.8%	6003	22%
Vinamotor*	761	0.2%	2,515	0.9%	(1754)	-70%
VEAM	1,000	0.3%	3,370	1.2%	(2370)	-70%
TCIEV	2,605	0.9%	2,680	1.0%	(75)	-3%
Dothan	5,118	1.7%	6,790	2.5%	(1672)	-25%
Daewoo Bus	233	0.1%	258	0.1%	(25)	-10%
			108	0.0%	(108)	-100%
Total	306,073	100%	276,817	100%	29,256	11%

*: not including bus chassis - chưa bao gồm chassis xe buýt