

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

2019 - THÁNG 3/2020

	Mar-20	Mar-19	Feb-20	Difference March-20 vs March-19	Difference March-20 vs February-20
<b>Total*</b>	<b>18,270</b>	<b>30,199</b>	<b>16,616</b>	<b>-40%</b>	<b>10%</b>
1. Passenger cars (PC)	12,564	21,795	11,942	-42%	5%
2. Commercial vehicles (CV)	5,411	7,880	4,403	-31%	23%
2.1 Trucks	5,242	6,887	4,156	-24%	26%
2.2 Buses	169	993	247	-83%	-32%
3. Special-purpose vehicles	295	524	271	-44%	9%
Bus chassis (khung xe buýt)	62	96	0	-35%	#DIV/0!

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

YTM 2019

	YTM 2020	YTM 2019	Difference
<b>Total*</b>	<b>50,009</b>	<b>73,464</b>	<b>-32%</b>
1. Passenger cars (PC)	36,966	56,704	-35%
2. Commercial vehicles (CV)	12,371	15,933	-22%
2.1 Trucks	11,638	13,884	-16%
2.2 Buses	733	2,049	-64%
3. Special-purpose vehicles	672	827	-19%
Bus chassis (khung xe buýt)	92	144	-36%

**2. VAMA Complete Vehicles in March 2020 vs March 2019 vs February 2020 - So sánh tháng**

	Mar-20		Mar-19		Feb-20		Difference March-20 vs March-19		Difference March-20 vs February-20	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	108	0.4%	-	0.0%	(108)	-100%	0	#DIV/0!
GMV (Chevrolet)		0.0%	336	1.1%		0.0%	(336)	-100%	0	#DIV/0!
Mitsubishi	1,779	9.7%	2,585	8.6%	1,552	9.3%	(806)	-31%	227	15%
Mercedes-Benz Vietnam	-	0.0%	603	2.0%	-	0.0%	(603)	-100%	0	#DIV/0!
Visuco (Suzuki)	1,078	5.9%	1,058	3.5%	1,000	6.0%	20	2%	78	8%
Toyota	5,143	28.1%	9,103	30.1%	4,682	28.2%	(3960)	-44%	461	10%
Lexus	78	0.4%	155	0.5%	48	0.3%	(77)	-50%	30	63%
Isuzu*	764	4.2%	623	2.1%	450	2.7%	141	23%	314	70%
Ford	1,356	7.4%	2,501	8.3%	1,259	7.6%	(1145)	-46%	97	8%
Hino*	296	1.6%	191	0.6%	184	1.1%	105	55%	112	61%
SAMCO	56	0.3%	46	0.2%	28	0.2%	10	22%	28	100%
Thaco Kia	1,822	10.0%	2,553	8.5%	1,833	11.0%	(731)	-29%	(11)	-1%
Thaco Mazda	1,355	7.4%	2,643	8.8%	1,663	10.0%	(1288)	-49%	(308)	-19%
Peugeot	132	0.7%	223	0.7%	178	1.1%	(91)	-41%	(46)	-26%
Thaco Truck	2,065	11.3%	2,463	8.2%	1,960	11.8%	(398)	-16%	105	5%
Bus Thaco	35	0.2%	205	0.7%	50	0.3%	(170)	-83%	(15)	-30%
<b>Total Thaco</b>	<b>5,409</b>	<b>29.6%</b>	<b>8,087</b>	<b>26.8%</b>	<b>5,684</b>	<b>34.2%</b>	<b>(2678)</b>	<b>-33%</b>	<b>(275)</b>	<b>-5%</b>
Honda	1,968	10.8%	2,714	9.0%	1,406	8.5%	(746)	-27%	562	40%
Vinamotor*	15	0.1%	140	0.5%	25	0.2%	(125)	-89%	(10)	-40%
VEAM	29	0.2%	97	0.3%	64	0.4%	(68)	-70%	(35)	-55%
TCIEV	132	0.7%	648	2.1%	68	0.4%	(516)	-80%	64	94%
Dothan	160	0.9%	1,188	3.9%	153	0.9%	(1028)	-87%	7	5%
Daewoo Bus	7	0.0%	16	0.1%	13	0.1%	(9)	-56%	(6)	-46%
<b>Total</b>	<b>18,270</b>	<b>100%</b>	<b>30,199</b>	<b>100%</b>	<b>16,616</b>	<b>100%</b>	<b>(11,929)</b>	<b>-40%</b>	<b>1,654</b>	<b>10%</b>

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

**3. VAMA YTM Complete Vehicle Sales (YTM 2020 vs YTM 2019) -So sánh cùng kỳ**

	YTM 2020		YTM 2019		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	132	0.2%	(132)	-100%
GMV (Chevrolet)		0.0%	728	1.0%	(728)	-100%
Mitsubishi	5,001	10.0%	5,575	7.6%	(574)	-10%
Mercedes-Benz Vietnam	-	0.0%	1,434	2.0%	(1434)	-100%
Visuco (Suzuki)	2,394	4.8%	2,390	3.3%	4	0%
Toyota	13,748	27.5%	19,002	25.9%	(5254)	-28%
Lexus	258	0.5%	467	0.6%	(209)	-45%
Isuzu*	1,453	2.9%	1,145	1.6%	308	27%
Ford	3,883	7.8%	7,501	10.2%	(3618)	-48%
Hino*	606	1.2%	323	0.4%	283	88%
SAMCO	138	0.3%	143	0.2%	(5)	-3%
Thaco Kia	5,627	11.3%	7,489	10.2%	(1862)	-25%
Thaco Mazda	4,889	9.8%	9,497	12.9%	(4608)	-49%
Peugeot	512	1.0%	1,158	1.6%	(646)	-56%
Thaco Truck	4,846	9.7%	4,036	5.5%	810	20%
Bus Thaco	275	0.5%	456	0.6%	(181)	-40%
<b>Total Thaco</b>	<b>16,149</b>	<b>32.3%</b>	<b>22,636</b>	<b>30.8%</b>	<b>(6487)</b>	<b>-29%</b>
Honda	5,290	10.6%	8,687	11.8%	(3397)	-39%
Vinamotor*	65	0.1%	209	0.3%	(144)	-69%
VEAM	96	0.2%	263	0.4%	(167)	-63%
TCIEV	408	0.8%	971	1.3%	(563)	-58%
Dothan	485	1.0%	1,841	2.5%	(1356)	-74%
Daewoo Bus	35	0.1%	17	0.0%	18	106%

Total	50,009	100%	73,464	100%	(23,455)	-32%
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\*: not including bus chassis - chưa bao gồm chassis xe buýt