

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

2017 - THÁNG 12/2018

	Dec-18	Dec-17	Nov-18	Difference December-18 vs December-17	Difference December-18 vs November-18
Total*	32,511	23,963	29,709	36%	9%
1. Passenger cars (PC)	23,032	13,860	21,414	66%	8%
2. Commercial vehicles (CV)	9,250	9,431	7,954	-2%	16%
2.1 Trucks	8,576	8,387	7,162	2%	20%
2.2 Buses	674	1,044	792	-35%	-15%
3. Special-purpose vehicles	229	672	341	-66%	-33%
Bus chassis (khung xe buýt)	36	14	12	157%	200%

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

YTM 2018

	YTM 2018	YTM 2017	Difference
Total*	276,817	250,619	10%
1. Passenger cars (PC)	192,084	146,994	31%
2. Commercial vehicles (CV)	78,982	93,512	-16%
2.1 Trucks	68,530	81,029	-15%
2.2 Buses	10,452	12,483	-16%
3. Special-purpose vehicles	5,751	10,113	-43%
Bus chassis (khung xe buýt)	592	882	-33%

2. VAMA Complete Vehicles in December 2018 vs December 2017 vs November 2018 - So sánh tháng

	Dec-18		Dec-17		Nov-18		Difference December-18 vs December-17		Difference December-18 vs November-18	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	-	0.0%	-	0.0%	0	#DIV/0!	0	#DIV/0!
GM Vietnam	713	2.2%	830	3.5%	1,849	6.2%	(117)	-14%	(1136)	-61%
Mitsubishi	2,034	6.3%	770	3.2%	1,665	5.6%	1264	164%	369	22%
Mercedes-Benz Vietnam	765	2.4%	870	3.6%	684	2.3%	(105)	-12%	81	12%
Visuco (Suzuki)	768	2.4%	366	1.5%	549	1.8%	402	110%	219	40%
Toyota	8,992	27.7%	5,752	24.0%	7,430	25.0%	3240	56%	1562	21%
Lexus	198	0.6%	139	0.6%	107	0.4%	59	42%	91	85%
Isuzu*	1,095	3.4%	912	3.8%	745	2.5%	183	20%	350	47%
Ford	3,959	12.2%	2,541	10.6%	3,466	11.7%	1418	56%	493	14%
Hino*	379	1.2%	787	3.3%	257	0.9%	(408)	-52%	122	47%
SAMCO	87	0.3%	241	1.0%	44	0.1%	(154)	-64%	43	98%
Thaco Kia	3,016	9.3%	2,179	9.1%	2,660	9.0%	837	38%	356	13%
Thaco Bus	135	0.4%	244	1.0%	174	0.6%	(109)	-45%	(39)	-22%
Thaco Truck	1,499	4.6%	3,045	12.7%	1,915	6.4%	(1546)	-51%	(416)	-22%
Vinamazda	2,857	8.8%	2,864	12.0%	3,706	12.5%	(7)	0%	(849)	-23%
Peugeot	439	1.4%	168	0.7%	406	1.4%	271	161%	33	8%
Total Thaco	7,946	24.4%	8,500	35.5%	8,861	29.8%	(554)	-7%	(915)	-10%
Honda	3,105	9.6%	660	2.8%	2,940	9.9%	2445	370%	165	6%
Vinamotor*	95	0.3%	342	1.4%	128	0.4%	(247)	-72%	(33)	-26%
VEAM	1,767	5.4%	815	3.4%	97	0.3%	952	117%	1670	1722%
TCIEV	231	0.7%	30	0.1%	280	0.9%	201	670%	(49)	-18%
Dothan	315	1.0%	399	1.7%	551	1.9%	(84)	-21%	(236)	-43%
Daewoo Bus	60	0.2%	-	0.0%	55	0.2%	60	#DIV/0!	5	9%
SANYANG	2	0.0%	9	0.0%	1	0.0%	(7)	-78%	1	100%
Total	32,511	100%	23,963	100%	29,709	100%	8,548	36%	2,802	9%

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

3. VAMA YTM Complete Vehicle Sales (YTM 2018 vs YTM 2017) -So sánh cùng kỳ

	YTM 2018		YTM 2017		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	69	0.0%	(69)	-100%
GM Vietnam	12,334	4.5%	10,576	4.2%	1758	17%
Mitsubishi	10,278	3.7%	6,672	2.7%	3606	54%
Mercedes-Benz Vietnam	6,269	2.3%	7,108	2.8%	(839)	-12%
Visuco (Suzuki)	6,897	2.5%	6,076	2.4%	821	14%
Toyota	65,856	23.8%	59,355	23.7%	6501	11%
Lexus	588	0.2%	948	0.4%	(360)	-38%
Isuzu*	7,375	2.7%	7,965	3.2%	(590)	-7%
Ford	24,636	8.9%	28,588	11.4%	(3952)	-14%
Hino*	2,860	1.0%	4,733	1.9%	(1873)	-40%
SAMCO	777	0.3%	1,397	0.6%	(620)	-44%
Thaco Kia	28,986	10.5%	22,136	8.8%	6850	31%
Thaco Bus	2,019	0.7%	3,005	1.2%	(986)	-33%
Thaco Truck	27,931	10.1%	38,023	15.2%	(10092)	-27%
Vinamazda	32,728	11.8%	26,017	10.4%	6711	26%
Peugeot	4,463	1.6%	421	0.2%	4042	960%
Total Thaco	96,127	34.7%	89,602	35.8%	6525	7%
Honda	27,099	9.8%	12,134	4.8%	14965	123%
Vinamotor*	2,515	0.9%	4,135	1.6%	(1620)	-39%
VEAM	3,370	1.2%	3,621	1.4%	(251)	-7%
TCIEV	2,680	1.0%	2,202	0.9%	478	22%
Dothan	6,790	2.5%	5,411	2.2%	1379	25%
Daewoo Bus	258	0.1%	-	0.0%	258	#DIV/0!
SANYANG	108	0.0%	27	0.0%	81	300%
Total	276,817	100%	250,619	100%	26,198	10%

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