

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

2018 - THÁNG 1/2019

|                             | Jan-19        | Jan-18        | Dec-18        | Difference January-19 vs January-18 | Difference January-19 vs December-18 |
|-----------------------------|---------------|---------------|---------------|-------------------------------------|--------------------------------------|
| <b>Total*</b>               | <b>31,789</b> | <b>25,601</b> | <b>32,511</b> | <b>24%</b>                          | <b>-2%</b>                           |
| 1. Passenger cars (PC)      | 26,286        | 18,433        | 23,032        | 43%                                 | 14%                                  |
| 2. Commercial vehicles (CV) | 5,334         | 6,973         | 9,250         | -24%                                | -42%                                 |
| 2.1 Trucks                  | 4,669         | 6,111         | 8,576         | -24%                                | -46%                                 |
| 2.2 Buses                   | 665           | 862           | 674           | -23%                                | -1%                                  |
| 3. Special-purpose vehicles | 169           | 195           | 229           | -13%                                | -26%                                 |
| Bus chassis (khung xe buýt) | 24            | 88            | 36            | -73%                                | -33%                                 |

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

YTM 2019

|                             | YTM 2019      | YTM 2018      | Difference |
|-----------------------------|---------------|---------------|------------|
| <b>Total*</b>               | <b>31,789</b> | <b>25,601</b> | <b>24%</b> |
| 1. Passenger cars (PC)      | 26,286        | 18,433        | 43%        |
| 2. Commercial vehicles (CV) | 5,334         | 6,973         | -24%       |
| 2.1 Trucks                  | 4,669         | 6,111         | -24%       |
| 2.2 Buses                   | 665           | 862           | -23%       |
| 3. Special-purpose vehicles | 169           | 195           | -13%       |
| Bus chassis (khung xe buýt) | 24            | 88            | -73%       |

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

|                               | Jan-19        |             | Jan-18        |             | Dec-18        |             | Difference January-19 vs January-18 |            | Difference January-19 vs December-18 |            |
|-------------------------------|---------------|-------------|---------------|-------------|---------------|-------------|-------------------------------------|------------|--------------------------------------|------------|
|                               | unit          | %           | unit          | %           | unit          | %           | unit                                | %          | unit                                 | %          |
| Mekong (Fiat, Ssangyong, PMC) | -             | 0.0%        | -             | 0.0%        | -             | 0.0%        | 0                                   | #DIV/0!    | 0                                    | #DIV/0!    |
| GM Vietnam                    | 290           | 0.9%        | 1,138         | 4.4%        | 713           | 2.2%        | (848)                               | -75%       | (423)                                | -59%       |
| Mitsubishi                    | 2,570         | 8.1%        | 1,179         | 4.6%        | 2,034         | 6.3%        | 1391                                | 118%       | 536                                  | 26%        |
| Mercedes-Benz Vietnam         | 566           | 1.8%        | 525           | 2.1%        | 765           | 2.4%        | 41                                  | 8%         | (199)                                | -26%       |
| Visuco (Suzuki)               | 1,053         | 3.3%        | 523           | 2.0%        | 768           | 2.4%        | 530                                 | 101%       | 285                                  | 37%        |
| Toyota                        | 7,599         | 23.9%       | 5,131         | 20.0%       | 8,992         | 27.7%       | 2468                                | 48%        | (1393)                               | -15%       |
| Lexus                         | 291           | 0.9%        | 80            | 0.3%        | 198           | 0.6%        | 211                                 | 264%       | 93                                   | 47%        |
| Isuzu*                        | 303           | 1.0%        | 477           | 1.9%        | 1,095         | 3.4%        | (174)                               | -36%       | (792)                                | -72%       |
| Ford                          | 3,401         | 10.7%       | 2,443         | 9.5%        | 3,959         | 12.2%       | 958                                 | 39%        | (558)                                | -14%       |
| Hino*                         | 64            | 0.2%        | 160           | 0.6%        | 379           | 1.2%        | (96)                                | -60%       | (315)                                | -83%       |
| SAMCO                         | 70            | 0.2%        | 85            | 0.3%        | 87            | 0.3%        | (15)                                | -18%       | (17)                                 | -20%       |
| Thaco Kia                     | 3,463         | 10.9%       | 3,417         | 13.3%       | 3,016         | 9.3%        | 46                                  | 1%         | 447                                  | 15%        |
| Thaco Bus                     | 183           | 0.6%        | 189           | 0.7%        | 135           | 0.4%        | (6)                                 | -3%        | 48                                   | 36%        |
| Thaco Truck                   | 824           | 2.6%        | 2,358         | 9.2%        | 1,499         | 4.6%        | (1534)                              | -65%       | (675)                                | -45%       |
| Vinamazda                     | 5,153         | 16.2%       | 5,040         | 19.7%       | 2,857         | 8.8%        | 113                                 | 2%         | 2296                                 | 80%        |
| Peugeot                       | 659           | 2.1%        | 271           | 1.1%        | 439           | 1.4%        | 388                                 | 143%       | 220                                  | 50%        |
| Total Thaco                   | 10,282        | 32.3%       | 11,275        | 44.0%       | 7,946         | 24.4%       | (993)                               | -9%        | 2336                                 | 29%        |
| Honda                         | 4,348         | 13.7%       | 1,755         | 6.9%        | 3,105         | 9.6%        | 2593                                | 148%       | 1243                                 | 40%        |
| Vinamotor*                    | 37            | 0.1%        | 274           | 1.1%        | 95            | 0.3%        | (237)                               | -86%       | (58)                                 | -61%       |
| VEAM                          | 106           | 0.3%        | 46            | 0.2%        | 1,767         | 5.4%        | 60                                  | 130%       | (1661)                               | -94%       |
| TCIEV                         | 261           | 0.8%        | 175           | 0.7%        | 231           | 0.7%        | 86                                  | 49%        | 30                                   | 13%        |
| Dothan                        | 545           | 1.7%        | 327           | 1.3%        | 315           | 1.0%        | 218                                 | 67%        | 230                                  | 73%        |
| Daewoo Bus                    | 3             | 0.0%        | 2             | 0.0%        | 60            | 0.2%        | 1                                   | 50%        | (57)                                 | -95%       |
| SANYANG                       | -             | 0.0%        | 6             | 0.0%        | 2             | 0.0%        | (6)                                 | -100%      | (2)                                  | -100%      |
| <b>Total</b>                  | <b>31,789</b> | <b>100%</b> | <b>25,601</b> | <b>100%</b> | <b>32,511</b> | <b>100%</b> | <b>6,188</b>                        | <b>24%</b> | <b>(722)</b>                         | <b>-2%</b> |

\*: 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) | -             | 0.0%        | -             | 0.0%        | 0            | #DIV/0!    |
| GM Vietnam                    | 290           | 0.9%        | 1,138         | 4.4%        | (848)        | -75%       |
| Mitsubishi                    | 2,570         | 8.1%        | 1,179         | 4.6%        | 1391         | 118%       |
| Mercedes-Benz Vietnam         | 566           | 1.8%        | 525           | 2.1%        | 41           | 8%         |
| Visuco (Suzuki)               | 1,053         | 3.3%        | 523           | 2.0%        | 530          | 101%       |
| Toyota                        | 7,599         | 23.9%       | 5,131         | 20.0%       | 2468         | 48%        |
| Lexus                         | 291           | 0.9%        | 80            | 0.3%        | 211          | 264%       |
| Isuzu*                        | 303           | 1.0%        | 477           | 1.9%        | (174)        | -36%       |
| Ford                          | 3,401         | 10.7%       | 2,443         | 9.5%        | 958          | 39%        |
| Hino*                         | 64            | 0.2%        | 160           | 0.6%        | (96)         | -60%       |
| SAMCO                         | 70            | 0.2%        | 85            | 0.3%        | (15)         | -18%       |
| Thaco Kia                     | 3,463         | 10.9%       | 3,417         | 13.3%       | 46           | 1%         |
| Thaco Bus                     | 183           | 0.6%        | 189           | 0.7%        | (6)          | -3%        |
| Thaco Truck                   | 824           | 2.6%        | 2,358         | 9.2%        | (1534)       | -65%       |
| Vinamazda                     | 5,153         | 16.2%       | 5,040         | 19.7%       | 113          | 2%         |
| Peugeot                       | 659           | 2.1%        | 271           | 1.1%        | 388          | 143%       |
| Total Thaco                   | 10,282        | 32.3%       | 11,275        | 44.0%       | (993)        | -9%        |
| Honda                         | 4,348         | 13.7%       | 1,755         | 6.9%        | 2593         | 148%       |
| Vinamotor*                    | 37            | 0.1%        | 274           | 1.1%        | (237)        | -86%       |
| VEAM                          | 106           | 0.3%        | 46            | 0.2%        | 60           | 130%       |
| TCIEV                         | 261           | 0.8%        | 175           | 0.7%        | 86           | 49%        |
| Dothan                        | 545           | 1.7%        | 327           | 1.3%        | 218          | 67%        |
| Daewoo Bus                    | 3             | 0.0%        | 2             | 0.0%        | 1            | 50%        |
| SANYANG                       | -             | 0.0%        | 6             | 0.0%        | (6)          | -100%      |
| <b>Total</b>                  | <b>31,789</b> | <b>100%</b> | <b>25,601</b> | <b>100%</b> | <b>6,188</b> | <b>24%</b> |

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