

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

2017 - THÁNG 1/2018

	Jan-18	Jan-17	Dec-17	Difference Jan-18 vs Jan-17	Jan-18 vs Dec-17
<b>Total*</b>	<b>25,381</b>	<b>19,614</b>	<b>23,963</b>	<b>29%</b>	<b>6%</b>
1. Passenger cars (PC)	18,256	14,507	13,860	26%	32%
2. Commercial vehicles (CV)	6,930	4,783	9,427	45%	-26%
2.1 Trucks	6,070	4,045	8,383	50%	-28%
2.2 Buses	860	738	1,044	17%	-18%
3. Special-purpose vehicles	195	324	676	-40%	-71%
Bus chassis (khung xe buýt)	88	96	14	-8%	529%

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

YTM 2018

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<b>Total*</b>	<b>25,381</b>	<b>19,614</b>	<b>29%</b>
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2.2 Buses	860	738	17%
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Bus chassis (khung xe buýt)	88	96	-8%

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

	Jan-18		Jan-17		Dec-17		Difference Jan-18 vs Jan-17		Jan-18 vs Dec-17	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	28	0.1%	-	0.0%	(28)	-100%	0	#DIV/0!
GM Vietnam	920	3.6%	1,002	5.1%	830	3.5%	(82)	-8%	90	11%
Mitsubishi	1,179	4.6%	764	3.9%	770	3.2%	415	54%	409	53%
Mercedes-Benz Vietnam	525	2.1%	528	2.7%	870	3.6%	(3)	-1%	(345)	-40%
Visuco (Suzuki)	523	2.1%	421	2.1%	366	1.5%	102	24%	157	43%
Toyota	5,131	20.2%	5,318	27.1%	5,752	24.0%	(187)	-4%	(621)	-11%
Lexus	80	0.3%	135	0.7%	139	0.6%	(55)	-41%	(59)	-42%
Isuzu*	477	1.9%	194	1.0%	912	3.8%	283	146%	(435)	-48%
Ford	2,443	9.6%	2,544	13.0%	2,541	10.6%	(101)	-4%	(98)	-4%
Hino*	160	0.6%	125	0.6%	787	3.3%	35	28%	(627)	-80%
SAMCO	85	0.3%	110	0.6%	241	1.0%	(25)	-23%	(156)	-65%
Thaco Kia	3,417	13.5%	2,107	10.7%	2,179	9.1%	1310	62%	1238	57%
Thaco Bus	189	0.7%	226	1.2%	244	1.0%	(37)	-16%	(55)	-23%
Thaco Truck	2,358	9.3%	1,284	6.5%	3,045	12.7%	1074	84%	(687)	-23%
Vinamazda	5,040	19.9%	2,880	14.7%	2,864	12.0%	2160	75%	2176	76%
Peugeot	271	1.1%	20	0.1%	168	0.7%	251	1255%	103	61%
<b>Total Thaco</b>	<b>11,275</b>	<b>44.4%</b>	<b>6,517</b>	<b>33.2%</b>	<b>8,500</b>	<b>35.5%</b>	<b>4758</b>	<b>73%</b>	<b>2775</b>	<b>33%</b>
Honda	1,755	6.9%	1,232	6.3%	660	2.8%	523	42%	1095	166%
Vinamotor*	274	1.1%	216	1.1%	342	1.4%	58	27%	(68)	-20%
VEAM	46	0.2%	156	0.8%	815	3.4%	(110)	-71%	(769)	-94%
TCIEV	175	0.7%	256	1.3%	30	0.1%	(81)	-32%	145	483%
Dothan	327	1.3%	68	0.3%	399	1.7%				
SANYANG	6	0.0%	-	0.0%	9	0.0%	6	#DIV/0!	(3)	-33%
<b>Total</b>	<b>25,381</b>	<b>100%</b>	<b>19,614</b>	<b>100%</b>	<b>23,963</b>	<b>100%</b>	<b>5,767</b>	<b>29%</b>	<b>1,418</b>	<b>6%</b>

\*: 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%	28	0.1%	(28)	-100%
GM Vietnam	920	3.6%	1,002	5.1%	(82)	-8%
Mitsubishi	1,179	4.6%	764	3.9%	415	54%
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Thaco Bus	189	0.7%	226	1.2%	(37)	-16%
Thaco Truck	2,358	9.3%	1,284	6.5%	1074	84%
Vinamazda	5,040	19.9%	2,880	14.7%	2160	75%
Peugeot	271	1.1%	20	0.1%	251	1255%
<b>Total Thaco</b>	<b>11,275</b>	<b>44.4%</b>	<b>6,517</b>	<b>33.2%</b>	<b>4758</b>	<b>73%</b>
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TCIEV	175	0.7%	256	1.3%	(81)	-32%
Dothan	327	1.3%	68	0.3%	259	381%
SANYANG	6	0.0%	-	0.0%	6	#DIV/0!
<b>Total</b>	<b>25,381</b>	<b>100%</b>	<b>19,614</b>	<b>100%</b>	<b>5,767</b>	<b>29%</b>

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