

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

2017 - THÁNG 2/2018

	Feb-18	Feb-17	Jan-18	Difference Feb-18 vs Feb-17	Difference Feb-18 vs Jan-18
Total*	12,221	17,160	25,381	-29%	-52%
1. Passenger cars (PC)	8,643	9,777	18,256	-12%	-53%
2. Commercial vehicles (CV)	3,216	6,173	6,930	-48%	-54%
2.1 Trucks	2,749	5,426	6,070	-49%	-55%
2.2 Buses	467	747	860	-37%	-46%
3. Special-purpose vehicles	362	1,210	195	-70%	86%
Bus chassis (khung xe buýt)	72	82	88	-12%	-18%

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

YTM 2018

	YTM 2018	YTM 2017	Difference
Total*	37,602	36,774	2%
1. Passenger cars (PC)	26,899	24,284	11%
2. Commercial vehicles (CV)	10,146	10,956	-7%
2.1 Trucks	8,819	9,471	-7%
2.2 Buses	1,327	1,485	-11%
3. Special-purpose vehicles	557	1,534	-64%
Bus chassis (khung xe buýt)	160	178	-10%

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

	Feb-18		Feb-17		Jan-18		Difference Feb-18 vs Feb-17		Difference Feb-18 vs Jan-18	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	22	0.1%	-	0.0%	(22)	-100%	0	#DIV/0!
GM Vietnam	702	5.7%	829	4.8%	920	3.6%	(127)	-15%	(218)	-24%
Mitsubishi	469	3.8%	380	2.2%	1,179	4.6%	89	23%	(710)	-60%
Mercedes-Benz Vietnam	295	2.4%	400	2.3%	525	2.1%	(105)	-26%	(230)	-44%
Visuco (Suzuki)	329	2.7%	287	1.7%	523	2.1%	42	15%	(194)	-37%
Toyota	2,865	23.4%	3,579	20.9%	5,131	20.2%	(714)	-20%	(2266)	-44%
Lexus	2	0.0%	48	0.3%	80	0.3%	(46)	-96%	(78)	-98%
Isuzu*	162	1.3%	286	1.7%	477	1.9%	(124)	-43%	(315)	-66%
Ford	1,062	8.7%	1,881	11.0%	2,443	9.6%	(819)	-44%	(1381)	-57%
Hino*	110	0.9%	155	0.9%	160	0.6%	(45)	-29%	(50)	-31%
SAMCO	43	0.4%	62	0.4%	85	0.3%	(19)	-31%	(42)	-49%
Thaco Kia	1,495	12.2%	1,763	10.3%	3,417	13.5%	(268)	-15%	(1922)	-56%
Thaco Bus	85	0.7%	119	0.7%	189	0.7%	(34)	-29%	(104)	-55%
Thaco Truck	1,319	10.8%	4,000	23.3%	2,358	9.3%	(2681)	-67%	(1039)	-44%
Vinamazda	2,004	16.4%	1,816	10.6%	5,040	19.9%	188	10%	(3036)	-60%
Peugeot	285	2.3%	26	0.2%	271	1.1%	259	996%	14	5%
Total Thaco	5,188	42.5%	7,724	45.0%	11,275	44.4%	(2536)	-33%	(6087)	-54%
Honda	502	4.1%	547	3.2%	1,755	6.9%	(45)	-8%	(1253)	-71%
Vinamotor*	127	1.0%	333	1.9%	274	1.1%	(206)	-62%	(147)	-54%
VEAM	6	0.0%	85	0.5%	46	0.2%	(79)	-93%	(40)	-87%
TCIEV	189	1.5%	309	1.8%	175	0.7%	(120)	-39%	14	8%
Dothanh	166	1.4%	232	1.4%	327	1.3%				
SANYANG	4	0.0%	1	0.0%	6	0.0%	3	300%	(2)	-33%
Total	12,221	100%	17,160	100%	25,381	100%	(4,939)	-29%	(13,160)	-52%

*: 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%	50	0.1%	(50)	-100%
GM Vietnam	1,622	4.3%	1,831	5.0%	(209)	-11%
Mitsubishi	1,648	4.4%	1,144	3.1%	504	44%
Mercedes-Benz Vietnam	820	2.2%	928	2.5%	(108)	-12%
Visuco (Suzuki)	852	2.3%	708	1.9%	144	20%
Toyota	7,996	21.3%	8,897	24.2%	(901)	-10%
Lexus	82	0.2%	183	0.5%	(101)	-55%
Isuzu*	639	1.7%	480	1.3%	159	33%
Ford	3,505	9.3%	4,425	12.0%	(920)	-21%
Hino*	270	0.7%	280	0.8%	(10)	-4%
SAMCO	128	0.3%	172	0.5%	(44)	-26%
Thaco Kia	4,912	13.1%	3,870	10.5%	1042	27%
Thaco Bus	274	0.7%	345	0.9%	(71)	-21%
Thaco Truck	3,677	9.8%	5,284	14.4%	(1607)	-30%
Vinamazda	7,044	18.7%	4,696	12.8%	2348	50%
Peugeot	556	1.5%	46	0.1%	510	1109%
Total Thaco	16,463	43.8%	14,241	38.7%	2222	16%
Honda	2,257	6.0%	1,779	4.8%	478	27%
Vinamotor*	401	1.1%	549	1.5%	(148)	-27%
VEAM	52	0.1%	241	0.7%	(189)	-78%
TCIEV	364	1.0%	565	1.5%	(201)	-36%
Dothanh	493	1.3%	300	0.8%	193	64%
SANYANG	10	0.0%	1	0.0%	9	900%
Total	37,602	100%	36,774	100%	828	2%

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