

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

2017 - THÁNG 3/2018

	Mar-18	Mar-17	Feb-18	Difference March-18 vs March-17	Difference March-18 vs Feb-18
Total*	20,956	22,792	12,221	-8%	71%
1. Passenger cars (PC)	12,732	13,328	8,643	-4%	47%
2. Commercial vehicles (CV)	6,939	7,735	3,216	-10%	116%
2.1 Trucks	5,849	6,486	2,749	-10%	113%
2.2 Buses	1,090	1,249	467	-13%	133%
3. Special-purpose vehicles	1,285	1,729	362	-26%	255%
Bus chassis (khung xe buýt)	67	5	72	1240%	-7%

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

YTM 2018

	YTM 2018	YTM 2017	Difference
Total*	58,558	59,566	-2%
1. Passenger cars (PC)	39,631	37,612	5%
2. Commercial vehicles (CV)	17,085	18,691	-9%
2.1 Trucks	14,668	15,957	-8%
2.2 Buses	2,417	2,734	-12%
3. Special-purpose vehicles	1,842	3,263	-44%
Bus chassis (khung xe buýt)	227	183	24%

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

	Mar-18		Mar-17		Feb-18		Difference March-18 vs March-17		Difference March-18 vs Feb-18	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	19	0.1%	-	0.0%	(19)	-100%	0	#DIV/0!
GM Vietnam	862	4.1%	1,001	4.4%	702	5.7%	(139)	-14%	160	23%
Mitsubishi	384	1.8%	471	2.1%	469	3.8%	(87)	-18%	(85)	-18%
Mercedes-Benz Vietnam	585	2.8%	614	2.7%	295	2.4%	(29)	-5%	290	98%
Visuco (Suzuki)	873	4.2%	197	0.9%	329	2.7%	676	343%	544	165%
Toyota	4,500	21.5%	4,679	20.5%	2,865	23.4%	(179)	-4%	1635	57%
Lexus	-	0.0%	83	0.4%	2	0.0%	(83)	-100%	(2)	-100%
Isuzu*	554	2.6%	478	2.1%	162	1.3%	76	16%	392	242%
Ford	1,900	9.1%	2,501	11.0%	1,062	8.7%	(601)	-24%	838	79%
Hino*	289	1.4%	192	0.8%	110	0.9%	97	51%	179	163%
SAMCO	61	0.3%	97	0.4%	43	0.4%	(36)	-37%	18	42%
Thaco Kia	2,110	10.1%	2,228	9.8%	1,495	12.2%	(118)	-5%	615	41%
Thaco Bus	231	1.1%	293	1.3%	85	0.7%	(62)	-21%	146	172%
Thaco Truck	3,774	18.0%	4,724	20.7%	1,319	10.8%	(950)	-20%	2455	186%
Vinamazda	2,128	10.2%	2,202	9.7%	2,004	16.4%	(74)	-3%	124	6%
Peugeot	305	1.5%	21	0.1%	285	2.3%	284	1352%	20	7%
Total Thaco	8,548	40.8%	9,468	41.5%	5,188	42.5%	(920)	-10%	3360	65%
Honda	1,311	6.3%	1,056	4.6%	502	4.1%	255	24%	809	161%
Vinamotor*	339	1.6%	490	2.1%	127	1.0%	(151)	-31%	212	167%
VEAM	111	0.5%	308	1.4%	6	0.0%	(197)	-64%	105	1750%
TCIEV	260	1.2%	710	3.1%	189	1.5%	(450)	-63%	71	38%
Dothanh	370	1.8%	422	1.9%	166	1.4%				
SANYANG	9	0.0%	6	0.0%	4	0.0%	3	50%	5	125%
Total	20,956	100%	22,792	100%	12,221	100%	(1,836)	-8%	8,735	71%

*: 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	0.1%	(69)	-100%
GM Vietnam	2,484	4.2%	2,832	4.8%	(348)	-12%
Mitsubishi	2,032	3.5%	1,615	2.7%	417	26%
Mercedes-Benz Vietnam	1,405	2.4%	1,542	2.6%	(137)	-9%
Visuco (Suzuki)	1,725	2.9%	905	1.5%	820	91%
Toyota	12,496	21.3%	13,576	22.8%	(1080)	-8%
Lexus	82	0.1%	266	0.4%	(184)	-69%
Isuzu*	1,193	2.0%	958	1.6%	235	25%
Ford	5,405	9.2%	6,926	11.6%	(1521)	-22%
Hino*	559	1.0%	472	0.8%	87	18%
SAMCO	189	0.3%	269	0.5%	(80)	-30%
Thaco Kia	7,022	12.0%	6,098	10.2%	924	15%
Thaco Bus	505	0.9%	638	1.1%	(133)	-21%
Thaco Truck	7,451	12.7%	10,008	16.8%	(2557)	-26%
Vinamazda	9,172	15.7%	6,898	11.6%	2274	33%
Peugeot	861	1.5%	67	0.1%	794	1185%
Total Thaco	25,011	42.7%	23,709	39.8%	1302	5%
Honda	3,568	6.1%	2,835	4.8%	733	26%
Vinamotor*	740	1.3%	1,039	1.7%	(299)	-29%
VEAM	163	0.3%	549	0.9%	(386)	-70%
TCIEV	624	1.1%	1,275	2.1%	(651)	-51%
Dothanh	863	1.5%	722	1.2%	141	20%
SANYANG	19	0.0%	7	0.0%	12	171%
Total	58,558	100%	59,566	100%	(1,008)	-2%

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