

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

2017 - THÁNG 1/2017

	Jan-17	Jan-16	Dec-16	Difference January-17 vs January- 16	Difference January-17 vs December-
<b>Total*</b>	<b>19,613</b>	<b>21,905</b>	<b>28,164</b>	<b>-10%</b>	<b>-30%</b>
1. Passenger cars (PC)	14,506	13,679	18,583	6%	-22%
2. Commercial vehicles (CV)	4,783	7,603	8,734	-37%	-45%
2.1 Trucks	4,045	6,233	7,529	-35%	-46%
2.2 Buses	738	1,370	1,205	-46%	-39%
3. Special-purpose vehicles	324	623	847	-48%	-62%
Bus chassis (khung xe buýt)	96	186	84	-48%	14%

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

YTM 2017

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Bus chassis (khung xe buýt)	96	186	-48%

### 2. VAMA Complete Vehicles in January 2017 vs January 2016 vs December 2016 - So sánh tháng

	Jan-17		Jan-16		Dec-16		Difference January-17 vs January-16		Difference January-17 vs December-16	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	28	0.1%	36	0.2%	44	0.2%	(8)	-22%	(16)	-36%
GM Vietnam	1,002	5.1%	831	3.8%	1,084	3.8%	171	21%	(82)	-8%
Mitsubishi	764	3.9%	671	3.1%	928	3.3%	93	14%	(164)	-18%
Mercedes-Benz Vietnam	533	2.7%	350	1.6%	764	2.7%	183	52%	(231)	-30%
Visuco (Suzuki)	421	2.1%	465	2.1%	697	2.5%	(44)	-9%	(276)	-40%
Toyota	5,318	27.1%	5,001	22.8%	6,333	22.5%	317	6%	(1015)	-16%
Lexus	135	0.7%	226	1.0%	90	0.3%	(91)	-40%	45	50%
Isuzu*	194	1.0%	487	2.2%	1,331	4.7%	(293)	-60%	(1137)	-85%
Ford	2,544	13.0%	2,585	11.8%	2,900	10.3%	(41)	-2%	(356)	-12%
Hino*	125	0.6%	364	1.7%	405	1.4%	(239)	-66%	(280)	-69%
SAMCO	110	0.6%	174	0.8%	214	0.8%	(64)	-37%	(104)	-49%
Thaco Kia	2,107	10.7%	3,003	13.7%	3,558	12.6%	(896)	-30%	(1451)	-41%
Thaco Bus	226	1.2%	359	1.6%	302	1.1%	(133)	-37%	(76)	-25%
Thaco Truck	1,284	6.5%	2,583	11.8%	2,677	9.5%	(1299)	-50%	(1393)	-52%
Vinamazda	2,874	14.7%	2,908	13.3%	3,757	13.3%	(34)	-1%	(883)	-24%
Peugeot	20	0.1%	82	0.4%	53	0.2%	(62)	-76%	(33)	-62%
<b>Total Thaco</b>	<b>6,511</b>	<b>33.2%</b>	<b>8,935</b>	<b>40.8%</b>	<b>10,347</b>	<b>36.7%</b>	<b>(2424)</b>	<b>-27%</b>	<b>(3836)</b>	<b>-37%</b>
Honda	1,232	6.3%	797	3.6%	1,334	4.7%	435	55%	(102)	-8%
Vinamotor*	216	1.1%	254	1.2%	461	1.6%	(38)	-15%	(245)	-53%
VEAM	156	0.8%	120	0.5%	510	1.8%	36	30%	(354)	-69%
TCIEV	256	1.3%	160	0.7%	449	1.6%	96	60%	(193)	-43%
Dothan	68	0.3%	449	2.0%	271	1.0%				
SANYANG	-	0.0%	-	0.0%	2	0.0%	0	#DIV/0!	(2)	-100%
<b>Total</b>	<b>19,613</b>	<b>100%</b>	<b>21,905</b>	<b>100%</b>	<b>28,164</b>	<b>100%</b>	<b>(2,292)</b>	<b>-10%</b>	<b>(8,551)</b>	<b>-30%</b>

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

### 3. VAMA YTM Complete Vehicle Sales (YTM 2017 vs YTM 2016) -So sánh cùng kỳ

	YTM 2017		YTM 2016		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	28	0.1%	36	0.2%	(8)	-22%
GM Vietnam	1,002	5.1%	831	3.8%	171	21%
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<b>Total Thaco</b>	<b>6,511</b>	<b>33.2%</b>	<b>8,935</b>	<b>40.8%</b>	<b>(2424)</b>	<b>-27%</b>
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TCIEV	256	1.3%	160	0.7%	96	60%
Dothan	68	0.3%	449	2.0%	(381)	-85%
SANYANG	-	0.0%	-	0.0%	0	#DIV/0!
<b>Total</b>	<b>19,613</b>	<b>100%</b>	<b>21,905</b>	<b>100%</b>	<b>(2,292)</b>	<b>-10%</b>

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