

**AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN NOVEMBER 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 11/2014**

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

2014 - THÁNG 11/2014

	Nov-14	Nov-13	Oct-14	Difference Nov-14vs Nov-13	Difference Nov-14 vs Oct-14
<b>Total (1)</b>	<b>13,689</b>	<b>9,295</b>	<b>13,324</b>	<b>47%</b>	<b>3%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng)	2,948	2,230	2,960	32%	0%
Passenger Cars (Xe du lịch)	4,698	3,490	4,558	35%	3%
Comm. Vehicles (Xe thương mại)	5,701	3,412	5,491	67%	4%
Other	0	1	0		
Bus chassis (khung xe buýt)	50	84	116	-	-

(1) : Including MBV sale's record and Lexus sale's record

YTM 2014

	YTM 2014	YTM 2013	Difference
<b>Total (1)</b>	<b>117,121</b>	<b>85,061</b>	<b>38%</b>
SUV/MPV/Cross-over	26,985	20,713	30%
Passenger Cars	40,583	30,020	35.2%
Comm. Vehicles	46,764	32,800	43%
Other	-	3	-100%
Bus chassis (khung xe buýt)	892	465	92%

**2. VAMA Complete Vehicles in Nov 2014 vs Nov 2013 vs Oct 2014 - So sánh tháng**

	Nov-14		Nov-13		Oct-14		Difference Nov-14vs Nov-13		Difference Nov-14 vs Oct-14	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	25	0.2%	18	0.2%	21	0.2%	7	39%	4	19%
VMC	-	0.0%	2	0.0%	-	0.0%	(2)	-100%	0	#DIV/0!
GM Vietnam	419	3.1%	449	4.8%	363	2.7%	(30)	-7%	56	15%
VinaStar (Mitsubishi)	250	1.8%	313	3.4%	138	1.0%	(63)	-20%	112	81%
Mercedes-Benz Vietnam	294	2.1%	162	1.7%	270	2.0%	132	81%	24	9%
Visuco (Suzuki)	431	3.1%	445	4.8%	424	3.2%	(14)	-3%	7	2%
Toyota	4,187	30.6%	2,767	29.8%	4,145	31.1%	1420	51%	42	1%
Lexus	48	0.4%		0.0%	45	0.3%	48	#DIV/0!	3	7%
Isuzu*	569	4.2%	218	2.3%	471	3.5%	351	161%	98	21%
Ford	1,552	11.3%	780	8.4%	1,538	11.5%	772	99%	14	1%
Hino*	363	2.7%	141	1.5%	339	2.5%	222	157%	24	7%
SAMCO	103	0.8%	93	1.0%	121	0.9%	10	11%	(18)	-15%
Thaco Kia	1,047	7.6%	1,130	12.2%	1,031	7.7%	(83)	-7%	16	2%
Thaco Bus	155	1.1%	107	1.2%	102	0.8%	48	45%	53	52%
Thaco Truck	2,161	15.8%	1,115	12.0%	2,034	15.3%	1046	94%	127	6%
Vinamazda	1,018	7.4%	570	6.1%	1,015	7.6%	448	79%	3	0%
Peugeot	11	0.1%		0.0%	19	0.1%	11	#DIV/0!	(8)	-42%
<b>Total Thaco</b>	<b>4,392</b>	<b>32.1%</b>	<b>2,922</b>	<b>31.4%</b>	<b>4,201</b>	<b>31.5%</b>	<b>1470</b>	<b>50%</b>	<b>191</b>	<b>5%</b>
Vinacomin - Vinacoal*	-	0.0%	3	0.0%	-	0.0%	(3)	-100%	0	#DIV/0!
Vinaxuki	-	0.0%	-	0.0%	-	0.0%	0	#DIV/0!	0	#DIV/0!
Honda	396	2.9%	709	7.6%	486	3.6%	(313)	-44%	(90)	-19%
Vinamotor*	294	2.1%	105	1.1%	353	2.6%	189	180%	(59)	-17%
VEAM	201	1.5%	150	1.6%	247	1.9%	51	34%	(46)	-19%
TCIEV	148	1.1%		0.0%	132	1.0%	148	#DIV/0!	16	12%
SANYANG	17	0.1%	18	0.2%	30	0.2%	(1)	-6%	(13)	-43%
<b>Total</b>	<b>13,689</b>	<b>100%</b>	<b>9,295</b>	<b>100%</b>	<b>13,324</b>	<b>100%</b>	<b>4,394</b>	<b>47%</b>	<b>365</b>	<b>3%</b>

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

**3. VAMA YTM Complete Vehicle Sales (YTM 2014 vs YTM 2013) -So sánh cùng kỳ**

	YTM 2014		YTM 2013		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	232	0.2%	294	0.3%	(62)	-21%
VMC (BMW, Mazda, Kia)	2	0.0%	61	0.1%	(59)	-97%
GM Vietnam	4,531	3.9%	4,427	5.2%	104	2%
VinaStar (Mitsubishi)	1,971	1.7%	1,939	2.3%	32	2%
Mercedes-Benz Vietnam	2,464	2.1%	1,525	1.8%	939	62%
Visuco (Suzuki)	3,804	3.2%	3,427	4.0%	377	11%
Toyota	36,106	30.8%	29,292	34.4%	6814	23%
Lexus	325	0.3%		0.0%	325	#DIV/0!
Isuzu*	2,947	2.5%	1,736	2.0%	1211	70%
Ford	12,338	10.5%	7,158	8.4%	5180	72%
Hino*	2,403	2.1%	1,240	1.5%	1163	94%
SAMCO	871	0.7%	480	0.6%	391	81%
Thaco Kia	9,756	8.3%	7,756	9.1%	2000	26%
Thaco Bus	1,177	1.0%	872	1.0%	305	35%
Thaco Truck	18,097	15.5%	12,922	15.2%	5175	40%
Vinamazda	8,234	7.0%	3,390	4.0%	4844	143%
Peugeot	30	0.0%		0.0%	30	#DIV/0!
<b>Total Thaco</b>	<b>37,294</b>	<b>31.8%</b>	<b>24,940</b>	<b>29.3%</b>	<b>12354</b>	<b>50%</b>
Vinacomin - Vinacoal*	21	0.0%	33	0.0%	(12)	-36%
Vinaxuki	-	0.0%	1,200	1.4%	(1200)	-100%
Honda	5,655	4.8%	3,883	4.6%	1772	46%
Vinamotor*	2,322	2.0%	1,507	1.8%	815	54%
VEAM	2,301	2.0%	1,633	1.9%	668	41%
TCIEV	1,301	1.1%		0.0%	1301	#DIV/0!
SANYANG	233	0.2%	286	0.3%	(53)	-19%
<b>Total</b>	<b>117,121</b>	<b>100%</b>	<b>85,061</b>	<b>100%</b>	<b>32,060</b>	<b>38%</b>

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

