

AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN NOVEMBER 2015 - BÁO CÁO BÁN HÀNG VAMA THÁNG 11/2015

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

2015 - THÁNG 11/2015

YTM 2015

	Nov-15	Nov-14	Oct-15	Difference November-15vs November-	Difference November-15 vs October-15
Total*	20,921	13,689	19,192	53%	9%
1. Passenger cars (PC)	11,654	7,898	10,615	48%	10%
2. Commercial vehicles (CV)	8,409	5,203	7,648	62%	10%
2.1 Trucks	7,371	4,243	6,531	74%	13%
2.2 Buses	1,038	960	1,117	8%	-7%
3. Special-purpose vehicles	858	588	929	46%	-8%
Bus chassis (khung xe buýt)	84	50	120	68%	-30%

	YTM 2015	YTM 2014
Total*	184,787	117,152
1. Passenger cars (PC)	103,503	70,080
2. Commercial vehicles (CV)	72,138	42,846
2.1 Trucks	61,280	35,006
2.2 Buses	10,858	7,840
3. Special-purpose vehicles	9,146	4,226
Bus chassis (khung xe buýt)	1,199	892

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

2. VAMA Complete Vehicles in November 2015 vs November 2015 vs October 2015 - So sánh tháng

	Nov-15		Nov-14		Oct-15		Difference November-15vs November-14		Difference November-15 vs October-15	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	36	0.2%	25	0.2%	38	0.2%	11	44%	(2)	-5%
GM Vietnam	739	3.5%	419	3.1%	794	4.1%	320	76%	(55)	-7%
VinaStar (Mitsubishi)	418	2.0%	250	1.8%	349	1.8%	168	67%	69	20%
Mercedes-Benz Vietnam	451	2.2%	294	2.1%	450	2.3%	157	53%	1	0%
Visuco (Suzuki)	500	2.4%	431	3.1%	503	2.6%	69	16%	(3)	-1%
Toyota	4,419	21.1%	4,187	30.6%	4,372	22.8%	232	6%	47	1%
Lexus	56	0.3%	48	0.4%	45	0.2%	8	17%	11	24%
Isuzu*	695	3.3%	569	4.2%	721	3.8%	126	22%	(26)	-4%
Ford	2,369	11.3%	1,552	11.3%	2,139	11.1%	817	53%	230	11%
Hino*	747	3.6%	363	2.7%	541	2.8%	384	106%	206	38%
SAMCO	106	0.5%	103	0.8%	124	0.6%	3	3%	(18)	-15%
Thaco Kia	2,620	12.5%	1,047	7.6%	2,127	11.1%	1573	150%	493	23%
Thaco Bus	182	0.9%	155	1.1%	188	1.0%	27	17%	(6)	-3%
Thaco Truck	3,340	16.0%	2,161	15.8%	3,087	16.1%	1179	55%	253	8%
Vinamazda	2,429	11.6%	1,018	7.4%	1,834	9.6%	1411	139%	595	32%
Peugeot	54	0.3%	11	0.1%	46	0.2%	43	391%	8	17%
Total Thaco	8,625	41.2%	4,392	32.1%	7,282	37.9%	4233	96%	1343	18%
Honda	828	4.0%	396	2.9%	833	4.3%	432	109%	(5)	-1%
Vinamotor*	193	0.9%	294	2.1%	230	1.2%	(101)	-34%	(37)	-16%
VEAM	405	1.9%	201	1.5%	430	2.2%	204	101%	(25)	-6%
TCIEV	121	0.6%	148	1.1%	120	0.6%	(27)	-18%	1	1%
Dothanh	211	1.0%	-	0.0%	221	1.2%				
SANYANG	2	0.0%	17	0.1%	-	0.0%	(15)	-88%	2	#DIV/0!
Total	20,921	100%	13,689	100%	19,192	100%	7,232	53%	1,729	9%

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

3. VAMA YTM Complete Vehicle Sales (YTM 2015 vs YTM 2014) -So sánh cùng kỳ

	YTM 2015		YTM 2014		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	355	0.2%	232	0.2%	123	53%
GM Vietnam	6,480	3.5%	4,531	3.9%	1949	43%
VinaStar (Mitsubishi)	3,402	1.8%	1,971	1.7%	1431	73%
Mercedes-Benz Vietnam	3,879	2.1%	2,464	2.1%	1415	57%
Visuco (Suzuki)	5,106	2.8%	3,804	3.2%	1302	34%
Toyota	44,935	24.3%	36,106	30.8%	8829	24%
Lexus	881	0.5%	326	0.3%	555	170%
Isuzu*	6,268	3.4%	2,947	2.5%	3321	113%
Ford	18,106	9.8%	12,338	10.5%	5768	47%
Hino*	5,337	2.9%	2,403	2.1%	2934	122%
SAMCO	1,197	0.6%	871	0.7%	326	37%
Thaco Kia	18,529	10.0%	9,756	8.3%	8773	90%
Thaco Bus	1,639	0.9%	1,177	1.0%	462	39%
Thaco Truck	32,823	17.8%	18,097	15.4%	14726	81%
Vinamazda	17,639	9.5%	8,234	7.0%	9405	114%
Peugeot	455	0.2%	83	0.1%	372	448%
Total Thaco	71,085	38.2%	37,347	31.8%	33738	90%
Honda	7,408	4.0%	5,655	4.8%	1753	31%
Vinamotor*	2,856	1.5%	2,322	2.0%	534	23%
VEAM	2,948	1.6%	2,301	2.0%	647	28%
TCIEV	1,375	0.7%	1,301	1.1%	74	6%
Dothanh	3,016	1.6%	-	0.0%	3016	#DIV/0!
SANYANG	153	0.1%	233	0.2%	(80)	-34%
Total	184,787	100%	117,152	100%	67,635	58%

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

Difference
58%
48%
68%
75%
38%
116%
34%