

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

2017 - THÁNG 11/2017

	Nov-17	Nov-16	Oct-17	Difference Nov-17 vs Nov-16	Difference Nov-17 vs Oct-17
<b>Total*</b>	<b>21,662</b>	<b>26,284</b>	<b>20,156</b>	<b>-18%</b>	<b>7%</b>
1. Passenger cars (PC)	12,449	16,375	11,714	-24%	6%
2. Commercial vehicles (CV)	8,575	8,949	7,830	-4%	10%
2.1 Trucks	7,528	7,772	6,901	-3%	9%
2.2 Buses	1,047	1,177	929	-11%	13%
3. Special-purpose vehicles	638	960	612	-34%	4%
Bus chassis (khung xe buýt)	36	138	94	-74%	-62%

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

YTM 2017

	YTM 2017	YTM 2016	Difference
<b>Total*</b>	<b>226,661</b>	<b>243,670</b>	<b>-7%</b>
1. Passenger cars (PC)	133,139	140,917	-6%
2. Commercial vehicles (CV)	84,032	90,293	-7%
2.1 Trucks	72,593	76,728	-5%
2.2 Buses	11,439	13,565	-16%
3. Special-purpose vehicles	9,490	12,460	-24%
Bus chassis (khung xe buýt)	868	1,393	-38%

### 2. VAMA Complete Vehicles in November 2017 vs November 2016 vs October 2017 - So sánh tháng

	Nov-17		Nov-16		Oct-17		Difference Nov-17 vs Nov-16		Difference Nov-17 vs Oct-17	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	39	0.1%	-	0.0%	(39)	-100%	0	#DIV/0!
GM Vietnam	866	4.0%	876	3.3%	783	3.9%	(10)	-1%	83	11%
Mitsubishi	570	2.6%	581	2.2%	670	3.3%	(11)	-2%	(100)	-15%
Mercedes-Benz Vietnam	623	2.9%	618	2.4%	680	3.4%	5	1%	(57)	-8%
Visuco (Suzuki)	666	3.1%	708	2.7%	664	3.3%	(42)	-6%	2	0%
Toyota	5,374	24.8%	6,130	23.3%	4,397	21.8%	(756)	-12%	977	22%
Lexus	100	0.5%	109	0.4%	57	0.3%	(9)	-8%	43	75%
Isuzu*	1,035	4.8%	960	3.7%	892	4.4%	75	8%	143	16%
Ford	2,413	11.1%	2,585	9.8%	2,282	11.3%	(172)	-7%	131	6%
Hino*	749	3.5%	296	1.1%	411	2.0%	453	153%	338	82%
SAMCO	199	0.9%	181	0.7%	106	0.5%	18	10%	93	88%
Thaco Kia	1,637	7.6%	3,458	13.2%	1,537	7.6%	(1821)	-53%	100	7%
Thaco Bus	267	1.2%	306	1.2%	258	1.3%	(39)	-13%	9	3%
Thaco Truck	3,010	13.9%	3,532	13.4%	2,759	13.7%	(522)	-15%	251	9%
Vinamazda	2,385	11.0%	2,653	10.1%	2,612	13.0%	(268)	-10%	(227)	-9%
Peugeot	25	0.1%	52	0.2%	16	0.1%	(27)	-52%	9	56%
<b>Total Thaco</b>	<b>7,324</b>	<b>33.8%</b>	<b>10,001</b>	<b>38.0%</b>	<b>7,182</b>	<b>35.6%</b>	<b>(2677)</b>	<b>-27%</b>	<b>142</b>	<b>2%</b>
Honda	707	3.3%	1,303	5.0%	1,011	5.0%	(596)	-46%	(304)	-30%
Vinamotor*	303	1.4%	475	1.8%	328	1.6%	(172)	-36%	(25)	-8%
VEAM	174	0.8%	478	1.8%	232	1.2%	(304)	-64%	(58)	-25%
TCIEV	50	0.2%	397	1.5%	71	0.4%	(347)	-87%	(21)	-30%
Dothan	505	2.3%	544	2.1%	389	1.9%				
SANYANG	4	0.0%	3	0.0%	1	0.0%	1	33%	3	300%
<b>Total</b>	<b>21,662</b>	<b>100%</b>	<b>26,284</b>	<b>100%</b>	<b>20,156</b>	<b>100%</b>	<b>(4,622)</b>	<b>-18%</b>	<b>1,506</b>	<b>7%</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)	69	0.0%	406	0.2%	(337)	-83%
GM Vietnam	9,746	4.3%	8,642	3.5%	1104	13%
Mitsubishi	5,902	2.6%	5,185	2.1%	717	14%
Mercedes-Benz Vietnam	6,243	2.8%	5,163	2.1%	1080	21%
Visuco (Suzuki)	5,710	2.5%	6,997	2.9%	(1287)	-18%
Toyota	53,603	23.6%	50,703	20.8%	2900	6%
Lexus	809	0.4%	1,575	0.6%	(766)	-49%
Isuzu*	7,053	3.1%	6,753	2.8%	300	4%
Ford	26,047	11.5%	26,111	10.7%	(64)	0%
Hino*	3,946	1.7%	3,419	1.4%	527	15%
SAMCO	1,156	0.5%	1,764	0.7%	(608)	-34%
Thaco Kia	19,957	8.8%	29,456	12.1%	(9499)	-32%
Thaco Bus	2,761	1.2%	3,010	1.2%	(249)	-8%
Thaco Truck	34,978	15.4%	41,110	16.9%	(6132)	-15%
Vinamazda	23,153	10.2%	28,351	11.6%	(5198)	-18%
Peugeot	253	0.1%	573	0.2%	(320)	-56%
<b>Total Thaco</b>	<b>81,102</b>	<b>35.8%</b>	<b>102,500</b>	<b>42.1%</b>	<b>(21398)</b>	<b>-21%</b>
Honda	11,474	5.1%	10,167	4.2%	1307	13%
Vinamotor*	3,793	1.7%	3,350	1.4%	443	13%
VEAM	2,806	1.2%	3,650	1.5%	(844)	-23%
TCIEV	2,172	1.0%	1,731	0.7%	441	25%
Dothan	5,012	2.2%	5,524	2.3%	(512)	-9%
SANYANG	18	0.0%	30	0.0%	(12)	-40%
<b>Total</b>	<b>226,661</b>	<b>100%</b>	<b>243,670</b>	<b>100%</b>	<b>(17,009)</b>	<b>-7%</b>

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