

AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN DECEMBER 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 12/2014

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

2014 - THÁNG 12/2014

	Dec-14	Dec-13	Nov-14	Difference Dec-14vs Dec-13	Difference Dec-14 vs Nov-14
Total (1)	16,413	11,631	13,689	41%	20%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng)	3,505	3,078	2,948	14%	19%
Passenger Cars (Xe du lịch)	5,936	4,329	4,698	37%	26%
Comm. Vehicles (Xe thương mại)	6,556	4,024	5,701	63%	15%
Other	6	0	0		
Bus chassis (khung xe buýt)	105	1	50	-	-

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

YTM 2014

	YTM 2014	YTM 2013	Difference
Total (1)	133,588	96,692	38%
SUV/MPV/Cross-over	30,490	23,791	28%
Passenger Cars	46,519	34,349	35.4%
Comm. Vehicles	53,379	36,824	45%
Other	6	3	100%
Bus chassis (khung xe buýt)	997	466	114%

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

	Dec-14		Dec-13		Nov-14		Difference Dec-14vs Dec-13		Difference Dec-14 vs Nov-14	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	32	0.2%	17	0.1%	25	0.2%	15	88%	7	28%
VMC	-	0.0%	2	0.0%	-	0.0%	(2)	-100%	0	#DIV/0!
GM Vietnam	603	3.7%	751	6.5%	419	3.1%	(148)	-20%	184	44%
VinaStar (Mitsubishi)	331	2.0%	247	2.1%	250	1.8%	84	34%	81	32%
Mercedes-Benz Vietnam	351	2.1%	200	1.7%	294	2.1%	151	76%	57	19%
Visuco (Suzuki)	582	3.5%	338	2.9%	431	3.1%	244	72%	151	35%
Toyota	4,714	28.7%	3,996	34.4%	4,187	30.6%	718	18%	527	13%
Lexus	59	0.4%		0.0%	48	0.4%	59	#DIV/0!	11	23%
Isuzu*	819	5.0%	303	2.6%	569	4.2%	516	170%	250	44%
Ford	1,650	10.1%	1,008	8.7%	1,552	11.3%	642	64%	98	6%
Hino*	353	2.2%	169	1.5%	363	2.7%	184	109%	(10)	-3%
SAMCO	119	0.7%	26	0.2%	103	0.8%	93	358%	16	16%
Thaco Kia	1,456	8.9%	1,135	9.8%	1,047	7.6%	321	28%	409	39%
Thaco Bus	158	1.0%	211	1.8%	155	1.1%	(53)	-25%	3	2%
Thaco Truck	2,157	13.1%	1,318	11.3%	2,161	15.8%	839	64%	(4)	0%
Vinamazda	1,204	7.3%	699	6.0%	1,018	7.4%	505	72%	186	18%
Peugeot	17	0.1%		0.0%	11	0.1%	17	#DIV/0!	6	55%
Total Thaco	4,992	30.4%	3,363	28.9%	4,392	32.1%	1629	48%	600	14%
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	837	5.1%	710	6.1%	396	2.9%	127	18%	441	111%
Vinamotor*	364	2.2%	219	1.9%	294	2.1%	145	66%	70	24%
VEAM	108	0.7%	276	2.4%	201	1.5%	(168)	-61%	(93)	-46%
TCIEV	221	1.3%		0.0%	148	1.1%	221	#DIV/0!	73	49%
Dothanh	262	1.6%		0.0%	-	0.0%				
SANYANG	16	0.1%	3	0.0%	17	0.1%	13	433%	(1)	-6%
Total	16,413	100%	11,631	100%	13,689	100%	4,782	41%	2,724	20%

*: 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)	264	0.2%	311	0.3%	(47)	-15%
VMC (BMW, Mazda, Kia)	2	0.0%	63	0.1%	(61)	-97%
GM Vietnam	5,134	3.8%	5,178	5.4%	(44)	-1%
VinaStar (Mitsubishi)	2,302	1.7%	2,186	2.3%	116	5%
Mercedes-Benz Vietnam	2,815	2.1%	1,725	1.8%	1090	63%
Visuco (Suzuki)	4,386	3.3%	3,765	3.9%	621	16%
Toyota	40,820	30.6%	33,288	34.4%	7532	23%
Lexus	385	0.3%		0.0%	385	#DIV/0!
Isuzu*	3,766	2.8%	2,039	2.1%	1727	85%
Ford	13,988	10.5%	8,166	8.4%	5822	71%
Hino*	2,756	2.1%	1,409	1.5%	1347	96%
SAMCO	990	0.7%	506	0.5%	484	96%
Thaco Kia	11,212	8.4%	8,891	9.2%	2321	26%
Thaco Bus	1,335	1.0%	1,083	1.1%	252	23%
Thaco Truck	20,254	15.2%	14,240	14.7%	6014	42%
Vinamazda	9,438	7.1%	4,089	4.2%	5349	131%
Peugeot	100	0.1%		0.0%	100	#DIV/0!
Total Thaco	42,339	31.6%	28,303	29.3%	14036	50%
Vinacomin - Vinacoal*	21	0.0%	36	0.0%	(15)	-42%
Vinaxuki	-	0.0%	1,200	1.2%	(1200)	-100%
Honda	6,492	4.9%	4,593	4.8%	1899	41%
Vinamotor*	2,686	2.0%	1,726	1.8%	960	56%
VEAM	2,409	1.8%	1,909	2.0%	500	26%
TCIEV	1,522	1.1%		0.0%	1522	#DIV/0!
Dothanh VAMAsentto media_Dec14	262	0.2%		0.0%	262	#DIV/0!

SANYANG	249	0.2%	289	0.3%	(40)	-14%
Total	133,588	100%	96,692	100%	36,896	38%

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

