

**AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMERS IN FEBRUARY 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 2/2014**

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

2014 - THÁNG 2/2014

|   | Feb-14       | Feb-13       | Jan-14       | Difference Feb-14vs Feb-13 | Difference Feb-14 vs Jan-14 |
|---|--------------|--------------|--------------|----------------------------|-----------------------------|
| <b>Total (1)</b>                              | <b>5,908</b> | <b>3,679</b> | <b>8,939</b> | <b>61%</b>                 | <b>-34%</b>                 |
| SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng) | 1,476        | 783          | 2,724        | 89%                        | -46%                        |
| Passenger Cars (Xe du lịch)                   | 1,666        | 1,286        | 3,586        | 30%                        | -54%                        |
| Comm. Vehicles (Xe thương mại)                | 2,577        | 1,519        | 2,385        | 70%                        | 8%                          |
| Other   | 0            | 0            | 0            |                            |                             |

|                             |    |   |    |   |   |
|-----------------------------|----|---|----|---|---|
| Bus chassis (khung xe buýt) | 48 | 0 | 48 | - | - |
|-----------------------------|----|---|----|---|---|

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

YTM 2013

|                    | YTM 2014      | YTM 2013      | Difference |
|--------------------|---------------|---------------|------------|
| <b>Total (1)</b>   | <b>14,847</b> | <b>11,042</b> | <b>34%</b> |
| SUV/MPV/Cross-over | 4,200         | 2,346         | 79%        |
| Passenger Cars     | 5,252         | 4,568         | 15.0%      |
| Comm. Vehicles     | 4,962         | 3,904         | 27%        |
| Other              | -             | -             |            |

|                             |    |    |      |
|-----------------------------|----|----|------|
| Bus chassis (khung xe buýt) | 96 | 36 | 167% |
|-----------------------------|----|----|------|

**2. VAMA Complete Vehicles in Feb 2014 vs Feb 2013 vs Jan 2014 - So sánh tháng**

|                               | Feb-14       |             | Feb-13       |             | Jan-14       |             | Difference Feb-14vs Feb-13 |            | Difference Feb-14 vs Jan-14 |             |
|-------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|----------------------------|------------|-----------------------------|-------------|
|                               | unit         | %           | unit         | %           | unit         | %           | unit                       | %          | unit                        | %           |
| Mekong (Fiat, Ssangyong, PMC) | 10           | 0.2%        | 7            | 0.2%        | 17           | 0.2%        | 3                          | 43%        | (7)                         | -41%        |
| VMC                           | -            | 0.0%        | 5            | 0.1%        | 2            | 0.0%        | (5)                        | -100%      | (2)                         | -100%       |
| GM Vietnam                    | 274          | 4.6%        | 219          | 6.0%        | 491          | 5.5%        | 55                         | 25%        | (217)                       | -44%        |
| VinaStar (Mitsubishi)         | 117          | 2.0%        | 89           | 2.4%        | 300          | 3.4%        | 28                         | 31%        | (183)                       | -61%        |
| Mercedes-Benz Vietnam         | 176          | 3.0%        | 91           | 2.5%        | 205          | 2.3%        | 85                         | 93%        | (29)                        | -14%        |
| Visuco (Suzuki)               | 358          | 6.1%        | 127          | 3.5%        | 102          | 1.1%        | 231                        | 182%       | 256                         | 251%        |
| Toyota                        | 1,570        | 26.6%       | 1,337        | 36.3%       | 3,145        | 35.2%       | 233                        | 17%        | (1575)                      | -50%        |
| Lexus                         | 13           | 0.2%        |              | 0.0%        | 39           | 0.4%        | 13                         | #DIV/0!    | (26)                        | -67%        |
| Isuzu*                        | 103          | 1.7%        | 31           | 0.8%        | 123          | 1.4%        | 72                         | 232%       | (20)                        | -16%        |
| Ford                          | 650          | 11.0%       | 351          | 9.5%        | 954          | 10.7%       | 299                        | 85%        | (304)                       | -32%        |
| Hino*                         | 126          | 2.1%        | 37           | 1.0%        | 152          | 1.7%        | 89                         | 241%       | (26)                        | -17%        |
| SAMCO                         | 40           | 0.7%        | 18           | 0.5%        | 35           | 0.4%        | 22                         | 122%       | 5                           | 14%         |
| Thaco Kia                     | 471          | 8.0%        | 231          | 6.3%        | 851          | 9.5%        | 240                        | 104%       | (380)                       | -45%        |
| Thaco Bus                     | 67           | 1.1%        | 50           | 1.4%        | 123          | 1.4%        | 17                         | 34%        | (56)                        | -46%        |
| Thaco Truck                   | 912          | 15.4%       | 502          | 13.6%       | 525          | 5.9%        | 410                        | 82%        | 387                         | 74%         |
| Vinamazda                     | 356          | 6.0%        | 87           | 2.4%        | 627          | 7.0%        | 269                        | 309%       | (271)                       | -43%        |
| Vinacomin - Vinacoal*         | 3            | 0.1%        | -            | 0.0%        | -            | 0.0%        | 3                          | #DIV/0!    | 3                           | #DIV/0!     |
| Vinaxuki                      | -            | 0.0%        | 271          | 7.4%        | -            | 0.0%        | (271)                      | -100%      | 0                           | #DIV/0!     |
| Honda                         | 381          | 6.4%        | 64           | 1.7%        | 803          | 9.0%        | 317                        | 495%       | (422)                       | -53%        |
| Vinamotor*                    | 137          | 2.3%        | 119          | 3.2%        | 212          | 2.4%        | 18                         | 15%        | (75)                        | -35%        |
| VEAM                          | 63           | 1.1%        | 29           | 0.8%        | 84           | 0.9%        | 34                         | 117%       | (21)                        | -25%        |
| TCIEV                         | 64           | 1.1%        |              | 0.0%        | 144          | 1.6%        | 64                         | #DIV/0!    | (80)                        | -56%        |
| SANYANG                       | 17           | 0.3%        | 14           | 0.4%        | 5            | 0.1%        | 3                          | 21%        | 12                          | 240%        |
| <b>Total</b>                  | <b>5,908</b> | <b>100%</b> | <b>3,679</b> | <b>100%</b> | <b>8,939</b> | <b>100%</b> | <b>2,229</b>               | <b>61%</b> | <b>(3,031)</b>              | <b>-34%</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) | 27            | 0.2%        | 32            | 0.3%        | (5)          | -16%       |
| VMC (BMW, Mazda, Kia)         | 2             | 0.0%        | 25            | 0.2%        | (23)         | -92%       |
| GM Vietnam                    | 765           | 5.2%        | 827           | 7.5%        | (62)         | -7%        |
| VinaStar (Mitsubishi)         | 417           | 2.8%        | 164           | 1.5%        | 253          | 154%       |
| Mercedes-Benz Vietnam         | 381           | 2.6%        | 224           | 2.0%        | 157          | 70%        |
| Visuco (Suzuki)               | 460           | 3.1%        | 249           | 2.3%        | 211          | 85%        |
| Toyota                        | 4,715         | 31.8%       | 4,055         | 36.7%       | 660          | 16%        |
| Lexus                         | 52            | 0.4%        |               | 0.0%        | 52           | #DIV/0!    |
| Isuzu*                        | 226           | 1.5%        | 112           | 1.0%        | 114          | 102%       |
| Ford                          | 1,604         | 10.8%       | 1,041         | 9.4%        | 563          | 54%        |
| Hino*                         | 278           | 1.9%        | 140           | 1.3%        | 138          | 99%        |
| SAMCO                         | 75            | 0.5%        | 60            | 0.5%        | 15           | 25%        |
| Thaco Kia                     | 1,322         | 8.9%        | 1,132         | 10.3%       | 190          | 17%        |
| Thaco Bus                     | 190           | 1.3%        | 166           | 1.5%        | 24           | 14%        |
| Thaco Truck                   | 1,437         | 9.7%        | 1,319         | 11.9%       | 118          | 9%         |
| Vinamazda                     | 983           | 6.6%        | 295           | 2.7%        | 688          | 233%       |
| Vinacomin - Vinacoal*         | 3             | 0.0%        | -             | 0.0%        | 3            | #DIV/0!    |
| Vinaxuki                      | -             | 0.0%        | 529           | 4.8%        | (529)        | -100%      |
| Honda                         | 1,184         | 8.0%        | 241           | 2.2%        | 943          | 391%       |
| Vinamotor*                    | 349           | 2.4%        | 305           | 2.8%        | 44           | 14%        |
| VEAM                          | 147           | 1.0%        | 89            | 0.8%        | 58           | 65%        |
| TCIEV                         | 208           | 1.4%        |               | 0.0%        | 208          | #DIV/0!    |
| SANYANG                       | 22            | 0.1%        | 37            | 0.3%        | (15)         | -41%       |
| <b>Total</b>                  | <b>14,847</b> | <b>100%</b> | <b>11,042</b> | <b>100%</b> | <b>3,805</b> | <b>34%</b> |

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