

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

2017 - THÁNG 2/2017

	Feb-17	Feb-16	Jan-17	Difference February-17 vs February-16	Difference February-17 vs January-17
<b>Total*</b>	<b>17,160</b>	<b>11,169</b>	<b>19,613</b>	<b>54%</b>	<b>-13%</b>
1. Passenger cars (PC)	9,777	6,384	14,506	53%	-33%
2. Commercial vehicles (CV)	6,173	4,145	4,783	49%	29%
2.1 Trucks	5,426	3,194	4,045	70%	34%
2.2 Buses	747	951	738	-21%	1%
3. Special-purpose vehicles	1,210	640	324	89%	273%
Bus chassis (khung xe buýt)	82	84	96	-2%	-15%

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

YTM 2017

	YTM 2017	YTM 2016	Difference
<b>Total*</b>	<b>36,773</b>	<b>33,074</b>	<b>11%</b>
1. Passenger cars (PC)	24,283	20,063	21%
2. Commercial vehicles (CV)	10,956	11,748	-7%
2.1 Trucks	9,471	9,427	0%
2.2 Buses	1,485	2,321	-36%
3. Special-purpose vehicles	1,534	1,263	21%
Bus chassis (khung xe buýt)	178	270	-34%

### 2. VAMA Complete Vehicles in February 2017 vs February 2016 vs January 2017 - So sánh tháng

	Feb-17		Feb-16		Jan-17		Difference February-17 vs February-16		Difference February-17 vs January-17	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	22	0.1%	26	0.2%	28	0.1%	(4)	-15%	(6)	-21%
GM Vietnam	829	4.8%	459	4.1%	1,002	5.1%	370	81%	(173)	-17%
Mitsubishi	380	2.2%	225	2.0%	764	3.9%	155	69%	(384)	-50%
Mercedes-Benz Vietnam	400	2.3%	243	2.2%	533	2.7%	157	65%	(133)	-25%
Visuco (Suzuki)	287	1.7%	336	3.0%	421	2.1%	(49)	-15%	(134)	-32%
Toyota	3,579	20.9%	2,367	21.2%	5,318	27.1%	1212	51%	(1739)	-33%
Lexus	48	0.3%	144	1.3%	135	0.7%	(96)	-67%	(87)	-64%
Isuzu*	286	1.7%	157	1.4%	194	1.0%	129	82%	92	47%
Ford	1,881	11.0%	1,524	13.6%	2,544	13.0%	357	23%	(663)	-26%
Hino*	155	0.9%	271	2.4%	125	0.6%	(116)	-43%	30	24%
SAMCO	62	0.4%	55	0.5%	110	0.6%	7	13%	(48)	-44%
Thaco Kia	1,763	10.3%	1,240	11.1%	2,107	10.7%	523	42%	(344)	-16%
Thaco Bus	119	0.7%	109	1.0%	226	1.2%	10	9%	(107)	-47%
Thaco Truck	4,000	23.3%	1,555	13.9%	1,284	6.5%	2445	157%	2716	212%
Vinamazda	1,816	10.6%	1,255	11.2%	2,874	14.7%	561	45%	(1058)	-37%
Peugeot	26	0.2%	25	0.2%	20	0.1%	1	4%	6	30%
<b>Total Thaco</b>	<b>7,724</b>	<b>45.0%</b>	<b>4,184</b>	<b>37.5%</b>	<b>6,511</b>	<b>33.2%</b>	<b>3540</b>	<b>85%</b>	<b>1213</b>	<b>19%</b>
Honda	547	3.2%	477	4.3%	1,232	6.3%	70	15%	(685)	-56%
Vinamotor*	333	1.9%	250	2.2%	216	1.1%	83	33%	117	54%
VEAM	85	0.5%	220	2.0%	156	0.8%	(135)	-61%	(71)	-46%
TCIEV	309	1.8%	78	0.7%	256	1.3%	231	296%	53	21%
Dothan	232	1.4%	152	1.4%	68	0.3%				
SANYANG	1	0.0%	1	0.0%	-	0.0%	0	0%	1	#DIV/0!
<b>Total</b>	<b>17,160</b>	<b>100%</b>	<b>11,169</b>	<b>100%</b>	<b>19,613</b>	<b>100%</b>	<b>5,991</b>	<b>54%</b>	<b>(2,453)</b>	<b>-13%</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)	50	0.1%	62	0.2%	(12)	-19%
GM Vietnam	1,831	5.0%	1,290	3.9%	541	42%
Mitsubishi	1,144	3.1%	896	2.7%	248	28%
Mercedes-Benz Vietnam	933	2.5%	593	1.8%	340	57%
Visuco (Suzuki)	708	1.9%	801	2.4%	(93)	-12%
Toyota	8,897	24.2%	7,368	22.3%	1529	21%
Lexus	183	0.5%	370	1.1%	(187)	-51%
Isuzu*	480	1.3%	644	1.9%	(164)	-25%
Ford	4,425	12.0%	4,109	12.4%	316	8%
Hino*	280	0.8%	635	1.9%	(355)	-56%
SAMCO	172	0.5%	229	0.7%	(57)	-25%
Thaco Kia	3,870	10.5%	4,243	12.8%	(373)	-9%
Thaco Bus	345	0.9%	468	1.4%	(123)	-26%
Thaco Truck	5,284	14.4%	4,138	12.5%	1146	28%
Vinamazda	4,690	12.8%	4,163	12.6%	527	13%
Peugeot	46	0.1%	107	0.3%	(61)	-57%
<b>Total Thaco</b>	<b>14,235</b>	<b>38.7%</b>	<b>13,119</b>	<b>39.7%</b>	<b>1116</b>	<b>9%</b>
Honda	1,779	4.8%	1,274	3.9%	505	40%
Vinamotor*	549	1.5%	504	1.5%	45	9%
VEAM	241	0.7%	340	1.0%	(99)	-29%
TCIEV	565	1.5%	238	0.7%	327	137%
Dothan	300	0.8%	601	1.8%	(301)	-50%
SANYANG	1	0.0%	1	0.0%	0	0%
<b>Total</b>	<b>36,773</b>	<b>100%</b>	<b>33,074</b>	<b>100%</b>	<b>3,699</b>	<b>11%</b>

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