

**AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN APRIL 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 4/2014**

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

2014 - THÁNG 4/2014

	Apr-14	Apr-13	Mar-14	Difference April-14vs April-13	Difference April-14 vs March-14
<b>Total (1)</b>	<b>10,116</b>	<b>8,002</b>	<b>9,313</b>	<b>26%</b>	<b>9%</b>
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng)	2,261	1,869	2,086	21%	8%
Passenger Cars (Xe du lịch)	3,436	2,578	3,222	33%	7%
Comm. Vehicles (Xe thương mại)	4,240	3,453	3,840	23%	10%
Other	0	0	0		
Bus chassis (khung xe buýt)	72	37	60	-	-

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

YTM 2013

	YTM 2014	YTM 2013	Difference
<b>Total (1)</b>	<b>34,284</b>	<b>26,694</b>	<b>28%</b>
SUV/MPV/Cross-over	<b>8,555</b>	<b>6,007</b>	42%
Passenger Cars	<b>11,901</b>	<b>9,257</b>	28.6%
Comm. Vehicles	<b>13,051</b>	<b>10,990</b>	19%
Other	-	<b>1</b>	
Bus chassis (khung xe buýt)	<b>228</b>	<b>98</b>	133%

**2. VAMA Complete Vehicles in April 2014 vs April 2013 vs March 2014 - So sánh tháng**

	Apr-14		Apr-13		Mar-14		Difference April-14vs April-13		Difference April-14 vs March-14	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	15	0.1%	23	0.3%	21	0.2%	(8)	-35%	(6)	-29%
VMC	-	0.0%	11	0.1%	-	0.0%	(11)	-100%	0	#DIV/0!
GM Vietnam	386	3.8%	400	5.0%	431	4.6%	(14)	-4%	(45)	-10%
VinaStar (Mitsubishi)	275	2.7%	131	1.6%	139	1.5%	144	110%	136	98%
Mercedes-Benz Vietnam	161	1.6%	102	1.3%	140	1.5%	59	58%	21	15%
Visuco (Suzuki)	317	3.1%	391	4.9%	345	3.7%	(74)	-19%	(28)	-8%
Toyota	3,001	29.7%	2,772	34.6%	2,712	29.1%	229	8%	289	11%
Lexus	18	0.2%		0.0%	25	0.3%	18	#DIV/0!	(7)	-28%
Isuzu*	164	1.6%	182	2.3%	149	1.6%	(18)	-10%	15	10%
Ford	939	9.3%	686	8.6%	817	8.8%	253	37%	122	15%
Hino*	163	1.6%	83	1.0%	130	1.4%	80	96%	33	25%
SAMCO	90	0.9%	41	0.5%	68	0.7%	49	120%	22	32%
Thaco Kia	947	9.4%	569	7.1%	852	9.1%	378	66%	95	11%
Thaco Bus	92	0.9%	56	0.7%	77	0.8%	36	64%	15	19%
Thaco Truck	1,872	18.5%	1,645	20.6%	1,731	18.6%	227	14%	141	8%
Vinamazda	615	6.1%	225	2.8%	676	7.3%	390	173%	(61)	-9%
Vinacom - Vinacoal*	3	0.0%	-	0.0%	-	0.0%	3	#DIV/0!	3	#DIV/0!
Vinaxuki	-	0.0%	138	1.7%	-	0.0%	(138)	-100%	0	#DIV/0!
Honda	531	5.2%	168	2.1%	559	6.0%	363	216%	(28)	-5%
Vinamotor*	135	1.3%	154	1.9%	138	1.5%	(19)	-12%	(3)	-2%
VEAM	251	2.5%	186	2.3%	168	1.8%	65	35%	83	49%
TCIEV	110	1.1%		0.0%	112	1.2%	110	#DIV/0!	(2)	-2%
SANYANG	31	0.3%	39	0.5%	23	0.2%	(8)	-21%	8	35%
<b>Total</b>	<b>10,116</b>	<b>100%</b>	<b>8,002</b>	<b>100%</b>	<b>9,313</b>	<b>100%</b>	<b>2,114</b>	<b>26%</b>	<b>803</b>	<b>9%</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)	63	0.2%	76	0.3%	(13)	-17%
VMC (BMW, Mazda, Kia)	2	0.0%	38	0.1%	(36)	-95%
GM Vietnam	1,590	4.6%	1,601	6.0%	(11)	-1%
VinaStar (Mitsubishi)	831	2.4%	515	1.9%	316	61%
Mercedes-Benz Vietnam	682	2.0%	439	1.6%	243	55%
Visuco (Suzuki)	1,122	3.3%	1,121	4.2%	1	0%
Toyota	10,428	30.4%	9,249	34.6%	1179	13%
Lexus	95	0.3%		0.0%	95	#DIV/0!
Isuzu*	539	1.6%	417	1.6%	122	29%
Ford	3,360	9.8%	2,225	8.3%	1135	51%
Hino*	571	1.7%	296	1.1%	275	93%
SAMCO	233	0.7%	122	0.5%	111	91%
Thaco Kia	3,121	9.1%	2,209	8.3%	912	41%
Thaco Bus	359	1.0%	308	1.2%	51	17%
Thaco Truck	5,040	14.7%	4,587	17.2%	453	10%
Vinamazda	2,274	6.6%	725	2.7%	1549	214%
Vinacom - Vinacoal*	6	0.0%	9	0.0%	(3)	-33%
Vinaxuki	-	0.0%	918	3.4%	(918)	-100%
Honda	2,274	6.6%	622	2.3%	1652	266%
Vinamotor*	622	1.8%	655	2.5%	(33)	-5%
VEAM	566	1.7%	449	1.7%	117	26%
TCIEV	430	1.3%		0.0%	430	#DIV/0!
SANYANG	76	0.2%	113	0.4%	(37)	-33%
<b>Total</b>	<b>34,284</b>	<b>100%</b>	<b>26,694</b>	<b>100%</b>	<b>7,590</b>	<b>28%</b>

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

