

AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN JUNE 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 6/2014

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

2014 - THÁNG 6/2014

| | Jun-14 | Jun-13 | May-14 | Difference June-14vs June-13 | Difference June-14 vs May-14 |
|---|---------------|--------------|--------------|------------------------------|------------------------------|
| Total (1) | 10,853 | 8,239 | 9,849 | 32% | 10% |
| SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng) | 2,350 | 1,831 | 2,095 | 28% | 12% |
| Passenger Cars (Xe du lịch) | 3,796 | 2,819 | 3,314 | 35% | 15% |
| Comm. Vehicles (Xe thương mại) | 4,436 | 3,468 | 4,224 | 28% | 5% |
| Other | 0 | 0 | 0 | | |
| Bus chassis (khung xe buýt) | 96 | 36 | 72 | - | - |

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

YTM 2014

| | YTM 2014 | YTM 2013 | Difference |
|-----------------------------|---------------|---------------|------------|
| Total (1) | 54,986 | 43,135 | 27% |
| SUV/MPV/Cross-over | 13,000 | 9,849 | 32% |
| Passenger Cars | 19,011 | 14,667 | 29.6% |
| Comm. Vehicles | 21,711 | 17,954 | 21% |
| Other | - | 1 | -100% |
| Bus chassis (khung xe buýt) | 396 | 158 | 151% |

2. VAMA Complete Vehicles in June 2014 vs June 2013 vs May 2014 - So sánh tháng

| | Jun-14 | | Jun-13 | | May-14 | | Difference June-14vs June-13 | | Difference June-14 vs May-14 | |
|-------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|------------------------------|------------|------------------------------|------------|
| | unit | % | unit | % | unit | % | unit | % | unit | % |
| Mekong (Fiat, Ssangyong, PMC) | 26 | 0.2% | 28 | 0.3% | 19 | 0.2% | (2) | -7% | 7 | 37% |
| VMC | - | 0.0% | 2 | 0.0% | - | 0.0% | (2) | -100% | 0 | #DIV/0! |
| GM Vietnam | 465 | 4.3% | 305 | 3.7% | 412 | 4.2% | 160 | 52% | 53 | 13% |
| VinaStar (Mitsubishi) | 148 | 1.4% | 159 | 1.9% | 143 | 1.5% | (11) | -7% | 5 | 3% |
| Mercedes-Benz Vietnam | 246 | 2.3% | 121 | 1.5% | 184 | 1.9% | 125 | 103% | 62 | 34% |
| Visuco (Suzuki) | 449 | 4.1% | 376 | 4.6% | 347 | 3.5% | 73 | 19% | 102 | 29% |
| Toyota | 3,423 | 31.5% | 2,858 | 34.7% | 2,802 | 28.4% | 565 | 20% | 621 | 22% |
| Lexus | 25 | 0.2% | | 0.0% | 32 | 0.3% | 25 | #DIV/0! | (7) | -22% |
| Isuzu* | 182 | 1.7% | 177 | 2.1% | 184 | 1.9% | 5 | 3% | (2) | -1% |
| Ford | 972 | 9.0% | 581 | 7.1% | 932 | 9.5% | 391 | 67% | 40 | 4% |
| Hino* | 225 | 2.1% | 186 | 2.3% | 121 | 1.2% | 39 | 21% | 104 | 86% |
| SAMCO | 69 | 0.6% | 38 | 0.5% | 84 | 0.9% | 31 | 82% | (15) | -18% |
| Thaco Kia | 902 | 8.3% | 657 | 8.0% | 902 | 9.2% | 245 | 37% | 0 | 0% |
| Thaco Bus | 62 | 0.6% | 43 | 0.5% | 117 | 1.2% | 19 | 44% | (55) | -47% |
| Thaco Truck | 1,839 | 16.9% | 1,366 | 16.6% | 1,890 | 19.2% | 473 | 35% | (51) | -3% |
| Vinamazda | 686 | 6.3% | 298 | 3.6% | 659 | 6.7% | 388 | 130% | 27 | 4% |
| Total Thaco | 3,489 | 32.1% | 2,364 | 28.7% | 3,568 | 36.2% | 1125 | 48% | (79) | -2% |
| Vinacomini - Vinacoal* | 7 | 0.1% | 5 | 0.1% | 8 | 0.1% | 2 | 40% | (1) | -13% |
| Vinaxuki | - | 0.0% | 126 | 1.5% | - | 0.0% | (126) | -100% | 0 | #DIV/0! |
| Honda | 507 | 4.7% | 483 | 5.9% | 457 | 4.6% | 24 | 5% | 50 | 11% |
| Vinamotor* | 182 | 1.7% | 159 | 1.9% | 151 | 1.5% | 23 | 14% | 31 | 21% |
| VEAM | 300 | 2.8% | 241 | 2.9% | 266 | 2.7% | 59 | 24% | 34 | 13% |
| TCIEV | 125 | 1.2% | | 0.0% | 110 | 1.1% | 125 | #DIV/0! | 15 | 14% |
| SANYANG | 13 | 0.1% | 30 | 0.4% | 29 | 0.3% | (17) | -57% | (16) | -55% |
| Total | 10,853 | 100% | 8,239 | 100% | 9,849 | 100% | 2,614 | 32% | 1,004 | 10% |

*: 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) | 108 | 0.2% | 172 | 0.4% | (64) | -37% |
| VMC (BMW, Mazda, Kia) | 2 | 0.0% | 41 | 0.1% | (39) | -95% |
| GM Vietnam | 2,467 | 4.5% | 2,234 | 5.2% | 233 | 10% |
| VinaStar (Mitsubishi) | 1,122 | 2.0% | 855 | 2.0% | 267 | 31% |
| Mercedes-Benz Vietnam | 1,112 | 2.0% | 664 | 1.5% | 448 | 67% |
| Visuco (Suzuki) | 1,918 | 3.5% | 1,858 | 4.3% | 60 | 3% |
| Toyota | 16,653 | 30.3% | 14,893 | 34.5% | 1760 | 12% |
| Lexus | 152 | 0.3% | | 0.0% | 152 | #DIV/0! |
| Isuzu* | 905 | 1.6% | 752 | 1.7% | 153 | 20% |
| Ford | 5,264 | 9.6% | 3,424 | 7.9% | 1840 | 54% |
| Hino* | 917 | 1.7% | 601 | 1.4% | 316 | 53% |
| SAMCO | 386 | 0.7% | 191 | 0.4% | 195 | 102% |
| Thaco Kia | 4,925 | 9.0% | 3,604 | 8.4% | 1321 | 37% |
| Thaco Bus | 538 | 1.0% | 411 | 1.0% | 127 | 31% |
| Thaco Truck | 8,769 | 15.9% | 7,493 | 17.4% | 1276 | 17% |
| Vinamazda | 3,619 | 6.6% | 1,274 | 3.0% | 2345 | 184% |
| Total Thaco | 17,851 | 32.5% | 12,782 | 29.6% | 5069 | 40% |
| Vinacomini - Vinacoal* | 21 | 0.0% | 22 | 0.1% | (1) | -5% |
| Vinaxuki | - | 0.0% | 1,200 | 2.8% | (1200) | -100% |
| Honda | 3,238 | 5.9% | 1,392 | 3.2% | 1846 | 133% |
| Vinamotor* | 955 | 1.7% | 911 | 2.1% | 44 | 5% |
| VEAM | 1,132 | 2.1% | 950 | 2.2% | 182 | 19% |
| TCIEV | 665 | 1.2% | | 0.0% | 665 | #DIV/0! |
| SANYANG | 118 | 0.2% | 193 | 0.4% | (75) | -39% |
| Total | 54,986 | 100% | 43,135 | 100% | 11,851 | 27% |

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

