

AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN SEPTEMBER 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 9/2014

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

2014 - THÁNG 9/2014

	Sep-14	Sep-13	Aug-14	Difference Sep-14vs Sep-13	Difference Sep-14 vs Aug-14
Total (1)	12,940	8,466	10,991	53%	18%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng)	2,999	2,120	2,639	41%	14%
Passenger Cars (Xe du lịch)	4,506	3,112	3,771	45%	19%
Comm. Vehicles (Xe thương mại)	5,142	3,054	4,311	68%	19%
Other	0	0	0		
Bus chassis (khung xe buýt)	87	37	99	-	-

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

YTM 2014

	YTM 2014	YTM 2013	Difference
Total (1)	90,108	67,046	34%
SUV/MPV/Cross-over	21,077	16,170	30%
Passenger Cars	31,327	23,591	32.8%
Comm. Vehicles	35,572	26,126	36%
Other	-	1	-100%
Bus chassis (khung xe buýt)	726	280	159%

2. VAMA Complete Vehicles in Sep 2014 vs Sep 2013 vs Aug 2014 - So sánh tháng

	Sep-14		Sep-13		Aug-14		Difference Sep-14vs Sep-13		Difference Sep-14 vs Aug-14	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	22	0.2%	37	0.4%	27	0.2%	(15)	-41%	(5)	-19%
VMC	-	0.0%	8	0.1%	-	0.0%	(8)	-100%	0	#DIV/0!
GM Vietnam	445	3.4%	430	5.1%	371	3.4%	15	3%	74	20%
VinaStar (Mitsubishi)	193	1.5%	228	2.7%	112	1.0%	(35)	-15%	81	72%
Mercedes-Benz Vietnam	262	2.0%	180	2.1%	247	2.2%	82	46%	15	6%
Visuco (Suzuki)	391	3.0%	279	3.3%	318	2.9%	112	40%	73	23%
Toyota	3,747	29.0%	2,950	34.8%	3,615	32.9%	797	27%	132	4%
Lexus	31	0.2%		0.0%	23	0.2%	31	#DIV/0!	8	35%
Isuzu*	399	3.1%	212	2.5%	313	2.8%	187	88%	86	27%
Ford	1,390	10.7%	731	8.6%	1,287	11.7%	659	90%	103	8%
Hino*	355	2.7%	192	2.3%	288	2.6%	163	85%	67	23%
SAMCO	94	0.7%	60	0.7%	81	0.7%	34	57%	13	16%
Thaco Kia	1,060	8.2%	845	10.0%	913	8.3%	215	25%	147	16%
Thaco Bus	102	0.8%	103	1.2%	110	1.0%	(1)	-1%	(8)	-7%
Thaco Truck	1,900	14.7%	1,141	13.5%	1,593	14.5%	759	67%	307	19%
Vinamazda	1,133	8.8%	398	4.7%	789	7.2%	735	185%	344	44%
Total Thaco	4,195	32.4%	2,487	29.4%	3,405	31.0%	1708	69%	790	23%
Vinacom - Vinacoal*	-	0.0%	1	0.0%	-	0.0%	(1)	-100%	0	#DIV/0!
Vinaxuki	-	0.0%	-	0.0%	-	0.0%	0	#DIV/0!	0	#DIV/0!
Honda	769	5.9%	383	4.5%	323	2.9%	386	101%	446	138%
Vinamotor*	267	2.1%	119	1.4%	202	1.8%	148	124%	65	32%
VEAM	243	1.9%	150	1.8%	247	2.2%	93	62%	(4)	-2%
TCIEV	113	0.9%		0.0%	115	1.0%	113	#DIV/0!	(2)	-2%
SANYANG	24	0.2%	19	0.2%	17	0.2%	5	26%	7	41%
Total	12,940	100%	8,466	100%	10,991	100%	4,474	53%	1,949	18%

*: 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)	186	0.2%	260	0.4%	(74)	-28%
VMC (BMW, Mazda, Kia)	2	0.0%	52	0.1%	(50)	-96%
GM Vietnam	3,749	4.2%	3,520	5.3%	229	7%
VinaStar (Mitsubishi)	1,583	1.8%	1,505	2.2%	78	5%
Mercedes-Benz Vietnam	1,900	2.1%	1,158	1.7%	742	64%
Visuco (Suzuki)	2,949	3.3%	2,656	4.0%	293	11%
Toyota	27,774	30.8%	23,324	34.8%	4450	19%
Lexus	232	0.3%		0.0%	232	#DIV/0!
Isuzu*	1,907	2.1%	1,299	1.9%	608	47%
Ford	9,248	10.3%	5,488	8.2%	3760	69%
Hino*	1,701	1.9%	1,019	1.5%	682	67%
SAMCO	647	0.7%	322	0.5%	325	101%
Thaco Kia	7,678	8.5%	5,967	8.9%	1711	29%
Thaco Bus	920	1.0%	690	1.0%	230	33%
Thaco Truck	13,902	15.4%	10,662	15.9%	3240	30%
Vinamazda	6,201	6.9%	2,382	3.6%	3819	160%
Total Thaco	28,701	31.9%	19,701	29.4%	9000	46%
Vinacom - Vinacoal*	21	0.0%	25	0.0%	(4)	-16%
Vinaxuki	-	0.0%	1,200	1.8%	(1200)	-100%
Honda	4,773	5.3%	2,752	4.1%	2021	73%
Vinamotor*	1,675	1.9%	1,276	1.9%	399	31%
VEAM	1,853	2.1%	1,233	1.8%	620	50%
TCIEV	1,021	1.1%		0.0%	1021	#DIV/0!
SANYANG	186	0.2%	256	0.4%	(70)	-27%
Total	90,108	100%	67,046	100%	23,062	34%

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

