

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

2016 - THÁNG 12/2016

	Dec-16	Dec-15	Nov-16	Difference December-16 vs December-15	Difference December-16 vs November-16
<b>Total*</b>	<b>28,164</b>	<b>23,775</b>	<b>26,284</b>	<b>18%</b>	<b>7%</b>
1. Passenger cars (PC)	18,583	13,779	16,375	35%	13%
2. Commercial vehicles (CV)	8,738	9,196	8,954	-5%	-2%
2.1 Trucks	7,533	7,876	7,777	-4%	-3%
2.2 Buses	1,205	1,320	1,177	-9%	2%
3. Special-purpose vehicles	843	800	955	5%	-12%
Bus chassis (khung xe buýt)	0	37	138	-100%	-100%

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

YTM 2016

	YTM 2016	YTM 2015	Difference
<b>Total*</b>	<b>271,833</b>	<b>208,566</b>	<b>30%</b>
1. Passenger cars (PC)	159,500	117,288	36%
2. Commercial vehicles (CV)	99,091	81,381	22%
2.1 Trucks	84,321	69,203	22%
2.2 Buses	14,770	12,178	21%
3. Special-purpose vehicles	13,242	9,897	34%
Bus chassis (khung xe buýt)	1,477	1,236	19%

### 2. VAMA Complete Vehicles in December 2016 vs December 2015 vs November 2016 - So sánh tháng

	Dec-16		Dec-15		Nov-16		Difference December-16 vs December-15		Difference December-16 vs November-16	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	44	0.2%	47	0.2%	39	0.1%	(3)	-6%	5	13%
GM Vietnam	1,084	3.8%	865	3.6%	876	3.4%	219	25%	208	24%
Mitsubishi	928	3.3%	743	3.1%	581	2.2%	185	25%	347	60%
Mercedes-Benz Vietnam	764	2.7%	480	2.0%	463	1.8%	284	59%	301	65%
Visuco (Suzuki)	697	2.5%	775	3.3%	708	2.7%	(78)	-10%	(11)	-2%
Toyota	6,333	22.5%	5,350	22.5%	6,130	23.4%	983	18%	203	3%
Lexus	90	0.3%	80	0.3%	121	0.5%	10	13%	(31)	-26%
Isuzu*	1,331	4.7%	823	3.5%	960	3.7%	508	62%	371	39%
Ford	2,900	10.3%	2,634	11.1%	2,585	9.9%	266	10%	315	12%
Hino*	405	1.4%	570	2.4%	296	1.1%	(165)	-29%	109	37%
SAMCO	214	0.8%	112	0.5%	181	0.7%	102	91%	33	18%
Thaco Kia	3,558	12.6%	2,781	11.7%	3,458	13.2%	777	28%	100	3%
Thaco Bus	302	1.1%	269	1.1%	306	1.2%	33	12%	(4)	-1%
Thaco Truck	2,677	9.5%	3,477	14.6%	3,532	13.5%	(800)	-23%	(855)	-24%
Vinamazda	3,757	13.3%	2,720	11.4%	2,653	10.1%	1037	38%	1104	42%
Peugeot	53	0.2%	89	0.4%	52	0.2%	(36)	-40%	1	2%
<b>Total Thaco</b>	<b>10,347</b>	<b>36.7%</b>	<b>9,336</b>	<b>39.3%</b>	<b>10,001</b>	<b>38.3%</b>	<b>1011</b>	<b>11%</b>	<b>346</b>	<b>3%</b>
Honda	1,334	4.7%	904	3.8%	1,303	5.0%	430	48%	31	2%
Vinamotor*	461	1.6%	268	1.1%	475	1.8%	193	72%	(14)	-3%
VEAM	510	1.8%	271	1.1%	478	1.8%	239	88%	32	7%
TCIEV	449	1.6%	150	0.6%	397	1.5%	299	199%	52	13%
Dothan	271	1.0%	355	1.5%	544	2.1%				
SANYANG	2	0.0%	12	0.1%	3	0.0%	(10)	-83%	(1)	-33%
<b>Total</b>	<b>28,164</b>	<b>100%</b>	<b>23,775</b>	<b>100%</b>	<b>26,141</b>	<b>100%</b>	<b>4,389</b>	<b>18%</b>	<b>2,023</b>	<b>8%</b>

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

### 3. VAMA YTM Complete Vehicle Sales (YTM 2016 vs YTM 2015) -So sánh cùng kỳ

	YTM 2016		YTM 2015		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	450	0.2%	402	0.2%	48	12%
GM Vietnam	9,726	3.6%	7,345	3.5%	2381	32%
Mitsubishi	6,113	2.2%	4,145	2.0%	1968	47%
Mercedes-Benz Vietnam	5,927	2.2%	4,361	2.1%	1566	36%
Visuco (Suzuki)	7,694	2.8%	5,885	2.8%	1809	31%
Toyota	57,036	21.0%	50,285	24.1%	6751	13%
Lexus	1,665	0.6%	961	0.5%	704	73%
Isuzu*	8,084	3.0%	7,091	3.4%	993	14%
Ford	29,011	10.7%	20,740	9.9%	8271	40%
Hino*	3,824	1.4%	5,905	2.8%	(2081)	-35%
SAMCO	1,978	0.7%	1,309	0.6%	669	51%
Thaco Kia	33,014	12.1%	21,310	10.2%	11704	55%
Thaco Bus	3,312	1.2%	1,908	0.9%	1404	74%
Thaco Truck	43,787	16.1%	36,300	17.4%	7487	21%
Vinamazda	32,108	11.8%	20,359	9.8%	11749	58%
Peugeot	626	0.2%	544	0.3%	82	15%
<b>Total Thaco</b>	<b>112,847</b>	<b>41.5%</b>	<b>80,421</b>	<b>38.6%</b>	<b>32426</b>	<b>40%</b>
Honda	11,501	4.2%	8,312	4.0%	3189	38%
Vinamotor*	3,811	1.4%	3,124	1.5%	687	22%
VEAM	4,160	1.5%	3,219	1.5%	941	29%
TCIEV	2,180	0.8%	1,525	0.7%	655	43%
Dothan	5,795	2.1%	3,371	1.6%	2424	72%
SANYANG	31	0.0%	165	0.1%	(134)	-81%
<b>Total</b>	<b>271,833</b>	<b>100%</b>	<b>208,566</b>	<b>100%</b>	<b>63,267</b>	<b>30%</b>

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