

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

2017 - THÁNG 12/2017

	Dec-17	Dec-16	Nov-17	Difference Dec-17 vs Dec-16	Difference Dec-17 vs Nov-17
Total*	23,963	28,164	21,662	-15%	11%
1. Passenger cars (PC)	13,860	18,583	12,449	-25%	11%
2. Commercial vehicles (CV)	9,431	8,738	8,578	8%	10%
2.1 Trucks	8,387	7,533	7,531	11%	11%
2.2 Buses	1,044	1,205	1,047	-13%	0%
3. Special-purpose vehicles	672	843	635	-20%	6%
Bus chassis (khung xe buýt)	14	84	36	-83%	-61%

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

YTM 2017

	YTM 2017	YTM 2016	Difference
Total*	250,619	271,833	-8%
1. Passenger cars (PC)	146,994	159,500	-8%
2. Commercial vehicles (CV)	93,512	99,091	-6%
2.1 Trucks	81,029	84,321	-4%
2.2 Buses	12,483	14,770	-15%
3. Special-purpose vehicles	10,113	13,242	-24%
Bus chassis (khung xe buýt)	882	1,477	-40%

2. VAMA Complete Vehicles in December 2017 vs December 2016 vs November 2017 - So sánh tháng

	Dec-17		Dec-16		Nov-17		Difference Dec-17 vs Dec-16		Difference Dec-17 vs Nov-17	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	44	0.2%	-	0.0%	(44)	-100%	0	#DIV/0!
GM Vietnam	830	3.5%	1,084	3.8%	866	4.0%	(254)	-23%	(36)	-4%
Mitsubishi	770	3.2%	928	3.3%	570	2.6%	(158)	-17%	200	35%
Mercedes-Benz Vietnam	870	3.6%	764	2.7%	623	2.9%	106	14%	247	40%
Visuco (Suzuki)	366	1.5%	697	2.5%	666	3.1%	(331)	-47%	(300)	-45%
Toyota	5,752	24.0%	6,333	22.5%	5,374	24.8%	(581)	-9%	378	7%
Lexus	139	0.6%	90	0.3%	100	0.5%	49	54%	39	39%
Isuzu*	912	3.8%	1,331	4.7%	1,035	4.8%	(419)	-31%	(123)	-12%
Ford	2,541	10.6%	2,900	10.3%	2,413	11.1%	(359)	-12%	128	5%
Hino*	787	3.3%	405	1.4%	749	3.5%	382	94%	38	5%
SAMCO	241	1.0%	214	0.8%	199	0.9%	27	13%	42	21%
Thaco Kia	2,179	9.1%	3,558	12.6%	1,637	7.6%	(1379)	-39%	542	33%
Thaco Bus	244	1.0%	302	1.1%	267	1.2%	(58)	-19%	(23)	-9%
Thaco Truck	3,045	12.7%	2,677	9.5%	3,010	13.9%	368	14%	35	1%
Vinamazda	2,864	12.0%	3,757	13.3%	2,385	11.0%	(893)	-24%	479	20%
Peugeot	168	0.7%	53	0.2%	25	0.1%	115	217%	143	572%
Total Thaco	8,500	35.5%	10,347	36.7%	7,324	33.8%	(1847)	-18%	1176	16%
Honda	660	2.8%	1,334	4.7%	707	3.3%	(674)	-51%	(47)	-7%
Vinamotor*	342	1.4%	461	1.6%	303	1.4%	(119)	-26%	39	13%
VEAM	815	3.4%	510	1.8%	174	0.8%	305	60%	641	368%
TCIEV	30	0.1%	449	1.6%	50	0.2%	(419)	-93%	(20)	-40%
Dothan	399	1.7%	271	1.0%	505	2.3%				
SANYANG	9	0.0%	2	0.0%	4	0.0%	7	350%	5	125%
Total	23,963	100%	28,164	100%	21,662	100%	(4,201)	-15%	2,301	11%

*: 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)	69	0.0%	450	0.2%	(381)	-85%
GM Vietnam	10,576	4.2%	9,726	3.6%	850	9%
Mitsubishi	6,672	2.7%	6,113	2.2%	559	9%
Mercedes-Benz Vietnam	7,108	2.8%	5,927	2.2%	1181	20%
Visuco (Suzuki)	6,076	2.4%	7,694	2.8%	(1618)	-21%
Toyota	59,355	23.7%	57,036	21.0%	2319	4%
Lexus	948	0.4%	1,665	0.6%	(717)	-43%
Isuzu*	7,965	3.2%	8,084	3.0%	(119)	-1%
Ford	28,588	11.4%	29,011	10.7%	(423)	-1%
Hino*	4,733	1.9%	3,824	1.4%	909	24%
SAMCO	1,397	0.6%	1,978	0.7%	(581)	-29%
Thaco Kia	22,136	8.8%	33,014	12.1%	(10878)	-33%
Thaco Bus	3,005	1.2%	3,312	1.2%	(307)	-9%
Thaco Truck	38,023	15.2%	43,787	16.1%	(5764)	-13%
Vinamazda	26,017	10.4%	32,108	11.8%	(6091)	-19%
Peugeot	421	0.2%	626	0.2%	(205)	-33%
Total Thaco	89,602	35.8%	112,847	41.5%	(23245)	-21%
Honda	12,134	4.8%	11,501	4.2%	633	6%
Vinamotor*	4,135	1.6%	3,811	1.4%	324	9%
VEAM	3,621	1.4%	4,160	1.5%	(539)	-13%
TCIEV	2,202	0.9%	2,180	0.8%	22	1%
Dothan	5,411	2.2%	5,795	2.1%	(384)	-7%
SANYANG	27	0.0%	31	0.0%	(4)	-13%
Total	250,619	100%	271,833	100%	(21,214)	-8%

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