

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

2017 - THÁNG 9/2018

	Sep-18	Sep-17	Aug-18	September-18 vs September-17	Difference September-18 vs August-18
<b>Total*</b>	<b>24,018</b>	<b>19,257</b>	<b>19,213</b>	<b>25%</b>	<b>25%</b>
1. Passenger cars (PC)	16,681	11,277	13,283	48%	26%
2. Commercial vehicles (CV)	7,027	7,432	5,731	-5%	23%
2.1 Trucks	6,300	6,490	4,832	-3%	30%
2.2 Buses	727	942	899	-23%	-19%
3. Special-purpose vehicles	310	548	199	-43%	56%
Bus chassis (khung xe buýt)	24	110	12	-78%	100%

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

YTM 2018

	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>186,422</b>	<b>184,838</b>	<b>1%</b>
1. Passenger cars (PC)	126,418	108,971	16%
2. Commercial vehicles (CV)	55,197	67,627	-18%
2.1 Trucks	46,976	58,164	-19%
2.2 Buses	8,221	9,463	-13%
3. Special-purpose vehicles	4,807	8,240	-42%
Bus chassis (khung xe buýt)	449	738	-39%

### 2. VAMA Complete Vehicles in September 2018 vs September 2017 vs August 2018 - So sánh tháng

	Sep-18		Sep-17		Aug-18		Difference September-18 vs September-17		Difference September-18 vs August-18	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	-	0.0%	-	0.0%	0	#DIV/0!	0	#DIV/0!
GM Vietnam	1,333	5.6%	843	4.4%	992	5.2%	490	58%	341	34%
Mitsubishi	1,008	4.2%	500	2.6%	780	4.1%	508	102%	228	29%
Mercedes-Benz Vietnam	435	1.8%	622	3.2%	460	2.4%	(187)	-30%	(25)	-5%
Visuco (Suzuki)	747	3.1%	722	3.7%	644	3.4%	25	3%	103	16%
Toyota	6,259	26.1%	4,109	21.3%	4,729	24.6%	2150	52%	1530	32%
Lexus	83	0.3%	45	0.2%	-	0.0%	38	84%	83	#DIV/0!
Isuzu*	942	3.9%	718	3.7%	480	2.5%	224	31%	462	96%
Ford	2,327	9.7%	2,271	11.8%	1,323	6.9%	56	2%	1004	76%
Hino*	210	0.9%	394	2.0%	161	0.8%	(184)	-47%	49	30%
SAMCO	52	0.2%	76	0.4%	52	0.3%	(24)	-32%	0	0%
Thaco Kia	2,384	9.9%	1,512	7.9%	2,001	10.4%	872	58%	383	19%
Thaco Bus	121	0.5%	187	1.0%	156	0.8%	(66)	-35%	(35)	-22%
Thaco Truck	1,844	7.7%	2,497	13.0%	1,659	8.6%	(653)	-26%	185	11%
Vinamazda	2,301	9.6%	1,426	7.4%	2,025	10.5%	875	61%	276	14%
Peugeot	389	1.6%	18	0.1%	359	1.9%	371	2061%	30	8%
<b>Total Thaco</b>	<b>7,039</b>	<b>29.3%</b>	<b>5,640</b>	<b>29.3%</b>	<b>6,200</b>	<b>32.3%</b>	<b>1399</b>	<b>25%</b>	<b>839</b>	<b>14%</b>
Honda	2,359	9.8%	2,073	10.8%	2,125	11.1%	286	14%	234	11%
Vinamotor*	136	0.6%	330	1.7%	150	0.8%	(194)	-59%	(14)	-9%
VEAM	219	0.9%	300	1.6%	119	0.6%	(81)	-27%	100	84%
TCIEV	218	0.9%	62	0.3%	190	1.0%	156	252%	28	15%
Dothan	618	2.6%	550	2.9%	798	4.2%	68	12%	(180)	-23%
Daewoo Bus	33	0.1%	-	0.0%	10	0.1%	33	#DIV/0!	23	230%
SANYANG	-	0.0%	2	0.0%	-	0.0%	(2)	-100%	0	#DIV/0!
<b>Total</b>	<b>24,018</b>	<b>100%</b>	<b>19,257</b>	<b>100%</b>	<b>19,213</b>	<b>100%</b>	<b>4,761</b>	<b>25%</b>	<b>4,805</b>	<b>25%</b>

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

### 3. VAMA YTM Complete Vehicle Sales (YTM 2018 vs YTM 2017) -So sánh cùng kỳ

	YTM 2018		YTM 2017		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	69	0.0%	(69)	-100%
GM Vietnam	8,370	4.5%	8,097	4.4%	273	3%
Mitsubishi	5,314	2.9%	4,662	2.5%	652	14%
Mercedes-Benz Vietnam	4,457	2.4%	4,935	2.7%	(478)	-10%
Visuco (Suzuki)	5,045	2.7%	4,380	2.4%	665	15%
Toyota	41,008	22.0%	43,832	23.7%	(2824)	-6%
Lexus	191	0.1%	652	0.4%	(461)	-71%
Isuzu*	4,926	2.6%	5,126	2.8%	(200)	-4%
Ford	14,636	7.9%	21,352	11.6%	(6716)	-31%
Hino*	1,970	1.1%	2,786	1.5%	(816)	-29%
SAMCO	588	0.3%	851	0.5%	(263)	-31%
Thaco Kia	20,653	11.1%	16,783	9.1%	3870	23%
Thaco Bus	1,523	0.8%	2,236	1.2%	(713)	-32%
Thaco Truck	22,499	12.1%	29,209	15.8%	(6710)	-23%
Vinamazda	23,245	12.5%	18,156	9.8%	5089	28%
Peugeot	3,225	1.7%	212	0.1%	3013	1421%
<b>Total Thaco</b>	<b>71,145</b>	<b>38.2%</b>	<b>66,596</b>	<b>36.0%</b>	<b>4549</b>	<b>7%</b>
Honda	17,579	9.4%	9,756	5.3%	7823	80%
Vinamotor*	2,157	1.2%	3,162	1.7%	(1005)	-32%
VEAM	1,414	0.8%	2,400	1.3%	(986)	-41%
TCIEV	1,945	1.0%	2,051	1.1%	(106)	-5%
Dothan	5,442	2.9%	4,118	2.2%	1324	32%
Daewoo Bus	130	0.1%	-	0.0%	130	#DIV/0!
SANYANG	105	0.1%	13	0.0%	92	708%
<b>Total</b>	<b>186,422</b>	<b>100%</b>	<b>184,838</b>	<b>100%</b>	<b>1,584</b>	<b>1%</b>

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