

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

2017 - THÁNG 11/2018

	Nov-18	Nov-17	Oct-18	Difference November-18 vs	Difference November-18 vs October-18
<b>Total*</b>	<b>29,347</b>	<b>21,662</b>	<b>28,042</b>	<b>35%</b>	<b>5%</b>
1. Passenger cars (PC)	21,180	12,449	21,005	70%	1%
2. Commercial vehicles (CV)	7,826	8,575	6,627	-9%	18%
2.1 Trucks	7,034	7,528	5,865	-7%	20%
2.2 Buses	792	1,047	762	-24%	4%
3. Special-purpose vehicles	341	638	410	-47%	-17%
Bus chassis (khung xe buýt)	12	36	36	-67%	-67%

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

YTM 2018

	YTM 2018	YTM 2017	Difference
<b>Total*</b>	<b>243,814</b>	<b>226,656</b>	<b>8%</b>
1. Passenger cars (PC)	168,603	133,134	27%
2. Commercial vehicles (CV)	69,653	84,032	-17%
2.1 Trucks	59,875	72,593	-18%
2.2 Buses	9,778	11,439	-15%
3. Special-purpose vehicles	5,558	9,490	-41%
Bus chassis (khung xe buýt)	556	868	-36%

### 2. VAMA Complete Vehicles in November 2018 vs November 2017 vs October 2018 - So sánh tháng

	Nov-18		Nov-17		Oct-18		Difference November-18 vs November-17		Difference November-18 vs October-18	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	-	0.0%	-	0.0%	-	0.0%	0	#DIV/0!	0	#DIV/0!
GM Vietnam	1,487	5.1%	866	4.0%	1,272	4.5%	621	72%	215	17%
Mitsubishi	1,665	5.7%	570	2.6%	1,265	4.5%	1095	192%	400	32%
Mercedes-Benz Vietnam	684	2.3%	623	2.9%	363	1.3%	61	10%	321	88%
Visuco (Suzuki)	549	1.9%	666	3.1%	535	1.9%	(117)	-18%	14	3%
Toyota	7,430	25.3%	5,374	24.8%	8,426	30.0%	2056	38%	(996)	-12%
Lexus	107	0.4%	100	0.5%	92	0.3%	7	7%	15	16%
Isuzu*	745	2.5%	1,035	4.8%	609	2.2%	(290)	-28%	136	22%
Ford	3,466	11.8%	2,413	11.1%	2,575	9.2%	1053	44%	891	35%
Hino*	257	0.9%	749	3.5%	254	0.9%	(492)	-66%	3	1%
SAMCO	44	0.1%	199	0.9%	58	0.2%	(155)	-78%	(14)	-24%
Thaco Kia	2,660	9.1%	1,637	7.6%	2,657	9.5%	1023	62%	3	0%
Thaco Bus	174	0.6%	267	1.2%	187	0.7%	(93)	-35%	(13)	-7%
Thaco Truck	1,915	6.5%	3,010	13.9%	2,018	7.2%	(1095)	-36%	(103)	-5%
Vinamazda	3,706	12.6%	2,385	11.0%	2,920	10.4%	1321	55%	786	27%
Peugeot	406	1.4%	25	0.1%	393	1.4%	381	1524%	13	3%
<b>Total Thaco</b>	<b>8,861</b>	<b>30.2%</b>	<b>7,324</b>	<b>33.8%</b>	<b>8,175</b>	<b>29.2%</b>	<b>1537</b>	<b>21%</b>	<b>686</b>	<b>8%</b>
Honda	2,940	10.0%	707	3.3%	3,475	12.4%	2233	316%	(535)	-15%
Vinamotor*	128	0.4%	303	1.4%	135	0.5%	(175)	-58%	(7)	-5%
VEAM	97	0.3%	174	0.8%	92	0.3%	(77)	-44%	5	5%
TCIEV	280	1.0%	50	0.2%	224	0.8%	230	460%	56	25%
Dothan	551	1.9%	505	2.3%	482	1.7%	46	9%	69	14%
Daewoo Bus	55	0.2%	-	0.0%	10	0.0%	55	#DIV/0!	45	450%
SANYANG	1	0.0%	4	0.0%	-	0.0%	(3)	-75%	1	#DIV/0!
<b>Total</b>	<b>29,347</b>	<b>100%</b>	<b>21,662</b>	<b>100%</b>	<b>28,042</b>	<b>100%</b>	<b>7,685</b>	<b>35%</b>	<b>1,305</b>	<b>5%</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	11,129	4.6%	9,746	4.3%	1383	14%
Mitsubishi	8,244	3.4%	5,902	2.6%	2342	40%
Mercedes-Benz Vietnam	5,504	2.3%	6,238	2.8%	(734)	-12%
Visuco (Suzuki)	6,129	2.5%	5,710	2.5%	419	7%
Toyota	56,864	23.3%	53,603	23.6%	3261	6%
Lexus	390	0.2%	809	0.4%	(419)	-52%
Isuzu*	6,280	2.6%	7,053	3.1%	(773)	-11%
Ford	20,677	8.5%	26,047	11.5%	(5370)	-21%
Hino*	2,481	1.0%	3,946	1.7%	(1465)	-37%
SAMCO	690	0.3%	1,156	0.5%	(466)	-40%
Thaco Kia	25,970	10.7%	19,957	8.8%	6013	30%
Thaco Bus	1,884	0.8%	2,761	1.2%	(877)	-32%
Thaco Truck	26,432	10.8%	34,978	15.4%	(8546)	-24%
Vinamazda	29,871	12.3%	23,153	10.2%	6718	29%
Peugeot	4,024	1.7%	253	0.1%	3771	1491%
<b>Total Thaco</b>	<b>88,181</b>	<b>36.2%</b>	<b>81,102</b>	<b>35.8%</b>	<b>7079</b>	<b>9%</b>
Honda	23,994	9.8%	11,474	5.1%	12520	109%
Vinamotor*	2,420	1.0%	3,793	1.7%	(1373)	-36%
VEAM	1,603	0.7%	2,806	1.2%	(1203)	-43%
TCIEV	2,449	1.0%	2,172	1.0%	277	13%
Dothan	6,475	2.7%	5,012	2.2%	1463	29%
Daewoo Bus	198	0.1%	-	0.0%	198	#DIV/0!
SANYANG	106	0.0%	18	0.0%	88	489%
<b>Total</b>	<b>243,814</b>	<b>100%</b>	<b>226,656</b>	<b>100%</b>	<b>17,158</b>	<b>8%</b>

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