

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

2017 - THÁNG 10/2018

|                             | Oct-18        | Oct-17        | Sep-18        | Difference<br>October-18<br>vs October-<br>17 | Difference<br>October-18<br>vs<br>September- |
|-----------------------------|---------------|---------------|---------------|---|--|
| <b>Total*</b>               | <b>28,041</b> | <b>20,156</b> | <b>24,018</b> | <b>39%</b>                                    | <b>17%</b>                                   |
| 1. Passenger cars (PC)      | 21,004        | 11,714        | 16,681        | 79%   | 26%  |
| 2. Commercial vehicles (CV) | 6,627         | 7,830         | 7,027         | -15%  | -6%  |
| 2.1 Trucks                  | 5,865         | 6,901         | 6,300         | -15%  | -7%  |
| 2.2 Buses                   | 762           | 929           | 727           | -18%  | 5%   |
| 3. Special-purpose vehicles | 410           | 612           | 310           | -33%  | 32%  |
| Bus chassis (khung xe buýt) | 36            | 94            | 24            | -62%  | 50%  |

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

YTM 2018

|                             | YTM 2018       | YTM 2017       | Difference |
|-----------------------------|----------------|----------------|------------|
| <b>Total*</b>               | <b>214,466</b> | <b>204,994</b> | <b>5%</b>  |
| 1. Passenger cars (PC)      | 147,422        | 120,685        | 22%        |
| 2. Commercial vehicles (CV) | 61,827         | 75,457         | -18%       |
| 2.1 Trucks                  | 52,841         | 65,065         | -19%       |
| 2.2 Buses                   | 8,986          | 10,392         | -14%       |
| 3. Special-purpose vehicles | 5,217          | 8,852          | -41%       |
| Bus chassis (khung xe buýt) | 485            | 832            | -42%       |

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

|                               | Oct-18        |              | Oct-17        |              | Sep-18        |              | Difference October-18 vs October-17 |            | Difference October-18 vs September-18 |            |
|-------------------------------|---------------|--------------|---------------|--------------|---------------|--------------|-------------------------------------|------------|---------------------------------------|------------|
|                               | unit          | %            | unit          | %            | unit          | %            | unit                                | %          | unit                                  | %          |
| Mekong (Fiat, Ssangyong, PMC) | -             | 0.0%         | -             | 0.0%         | -             | 0.0%         | 0                                   | #DIV/0!    | 0                                     | #DIV/0!    |
| GM Vietnam                    | 1,272         | 4.5%         | 783           | 3.9%         | 1,333         | 5.6%         | 489                                 | 62%        | (61)                                  | -5%        |
| Mitsubishi                    | 1,265         | 4.5%         | 670           | 3.3%         | 1,008         | 4.2%         | 595                                 | 89%        | 257                                   | 25%        |
| Mercedes-Benz Vietnam         | 363           | 1.3%         | 680           | 3.4%         | 435           | 1.8%         | (317)                               | -47%       | (72)                                  | -17%       |
| Visuco (Suzuki)               | 535           | 1.9%         | 664           | 3.3%         | 747           | 3.1%         | (129)                               | -19%       | (212)                                 | -28%       |
| Toyota                        | 8,426         | 30.0%        | 4,397         | 21.8%        | 6,259         | 26.1%        | 4029                                | 92%        | 2167                                  | 35%        |
| Lexus                         | 92            | 0.3%         | 57            | 0.3%         | 83            | 0.3%         | 35                                  | 61%        | 9                                     | 11%        |
| Isuzu*                        | 609           | 2.2%         | 892           | 4.4%         | 942           | 3.9%         | (283)                               | -32%       | (333)                                 | -35%       |
| Ford                          | 2,574         | 9.2%         | 2,282         | 11.3%        | 2,327         | 9.7%         | 292                                 | 13%        | 247                                   | 11%        |
| Hino*                         | 254           | 0.9%         | 411           | 2.0%         | 210           | 0.9%         | (157)                               | -38%       | 44                                    | 21%        |
| SAMCO                         | 58            | 0.2%         | 106           | 0.5%         | 52            | 0.2%         | (48)                                | -45%       | 6                                     | 12%        |
| Thaco Kia                     | 2,657         | 9.5%         | 1,537         | 7.6%         | 2,384         | 9.9%         | 1120                                | 73%        | 273                                   | 11%        |
| Thaco Bus                     | 187           | 0.7%         | 258           | 1.3%         | 121           | 0.5%         | (71)                                | -28%       | 66                                    | 55%        |
| Thaco Truck                   | 2,018         | 7.2%         | 2,759         | 13.7%        | 1,844         | 7.7%         | (741)                               | -27%       | 174                                   | 9%         |
| Vinamazda                     | 2,920         | 10.4%        | 2,612         | 13.0%        | 2,301         | 9.6%         | 308                                 | 12%        | 619                                   | 27%        |
| Peugeot                       | 393           | 1.4%         | 16            | 0.1%         | 389           | 1.6%         | 377                                 | 2356%      | 4                                     | 1%         |
| <b>Total Thaco</b>            | <b>8,175</b>  | <b>29.2%</b> | <b>7,182</b>  | <b>35.6%</b> | <b>7,039</b>  | <b>29.3%</b> | <b>993</b>                          | <b>14%</b> | <b>1136</b>                           | <b>16%</b> |
| Honda                         | 3,475         | 12.4%        | 1,011         | 5.0%         | 2,359         | 9.8%         | 2464                                | 244%       | 1116                                  | 47%        |
| Vinamotor*                    | 135           | 0.5%         | 328           | 1.6%         | 136           | 0.6%         | (193)                               | -59%       | (1)                                   | -1%        |
| VEAM                          | 92            | 0.3%         | 232           | 1.2%         | 219           | 0.9%         | (140)                               | -60%       | (127)                                 | -58%       |
| TCIEV                         | 224           | 0.8%         | 71            | 0.4%         | 218           | 0.9%         | 153                                 | 215%       | 6                                     | 3%         |
| Dothan                        | 482           | 1.7%         | 389           | 1.9%         | 618           | 2.6%         | 93                                  | 24%        | (136)                                 | -22%       |
| Daewoo Bus                    | 10            | 0.0%         | -             | 0.0%         | 33            | 0.1%         | 10                                  | #DIV/0!    | (23)                                  | -70%       |
| SANYANG                       | -             | 0.0%         | 1             | 0.0%         | -             | 0.0%         | (1)                                 | -100%      | 0                                     | #DIV/0!    |
| <b>Total</b>                  | <b>28,041</b> | <b>100%</b>  | <b>20,156</b> | <b>100%</b>  | <b>24,018</b> | <b>100%</b>  | <b>7,885</b>                        | <b>39%</b> | <b>4,023</b>                          | <b>17%</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                    | 9,642          | 4.5%         | 8,880          | 4.3%         | 762          | 9%        |
| Mitsubishi                    | 6,579          | 3.1%         | 5,332          | 2.6%         | 1247         | 23%       |
| Mercedes-Benz Vietnam         | 4,820          | 2.2%         | 5,615          | 2.7%         | (795)        | -14%      |
| Visuco (Suzuki)               | 5,580          | 2.6%         | 5,044          | 2.5%         | 536          | 11%       |
| Toyota                        | 49,434         | 23.0%        | 48,229         | 23.5%        | 1205         | 2%        |
| Lexus                         | 283            | 0.1%         | 709            | 0.3%         | (426)        | -60%      |
| Isuzu*                        | 5,535          | 2.6%         | 6,018          | 2.9%         | (483)        | -8%       |
| Ford                          | 17,210         | 8.0%         | 23,634         | 11.5%        | (6424)       | -27%      |
| Hino*                         | 2,224          | 1.0%         | 3,197          | 1.6%         | (973)        | -30%      |
| SAMCO                         | 646            | 0.3%         | 957            | 0.5%         | (311)        | -32%      |
| Thaco Kia                     | 23,310         | 10.9%        | 18,320         | 8.9%         | 4990         | 27%       |
| Thaco Bus                     | 1,710          | 0.8%         | 2,494          | 1.2%         | (784)        | -31%      |
| Thaco Truck                   | 24,517         | 11.4%        | 31,968         | 15.6%        | (7451)       | -23%      |
| Vinamazda                     | 26,165         | 12.2%        | 20,768         | 10.1%        | 5397         | 26%       |
| Peugeot                       | 3,618          | 1.7%         | 228            | 0.1%         | 3390         | 1487%     |
| <b>Total Thaco</b>            | <b>79,320</b>  | <b>37.0%</b> | <b>73,778</b>  | <b>36.0%</b> | <b>5542</b>  | <b>8%</b> |
| Honda                         | 21,054         | 9.8%         | 10,767         | 5.3%         | 10287        | 96%       |
| Vinamotor*                    | 2,292          | 1.1%         | 3,490          | 1.7%         | (1198)       | -34%      |
| VEAM                          | 1,506          | 0.7%         | 2,632          | 1.3%         | (1126)       | -43%      |
| TCIEV                         | 2,169          | 1.0%         | 2,122          | 1.0%         | 47           | 2%        |
| Dothan                        | 5,924          | 2.8%         | 4,507          | 2.2%         | 1417         | 31%       |
| Daewoo Bus                    | 143            | 0.1%         | -              | 0.0%         | 143          | #DIV/0!   |
| SANYANG                       | 105            | 0.0%         | 14             | 0.0%         | 91           | 650%      |
| <b>Total</b>                  | <b>214,466</b> | <b>100%</b>  | <b>204,994</b> | <b>100%</b>  | <b>9,472</b> | <b>5%</b> |

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