

AUTOMOTIVE MARKET PERFORMANCE - VAMA MEMBERS IN MARCH 2014 - BÁO CÁO BÁN HÀNG VAMA THÁNG 3/2014

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

2014 - THÁNG 3/2014

	Mar-14	Mar-13	Feb-14	Difference Mar-14vs Mar-13	Difference Mar-14 vs Feb-14
Total (1)	9,313	7,650	5,916	22%	57%
SUV/MPV/Cross-over (Xe 2 cầu/Xe đa công dụng)	2,086	1,792	1,484	16%	41%
Passenger Cars (Xe du lịch)	3,222	2,111	1,657	53%	94%
Comm. Vehicles (Xe thương mại)	3,840	3,633	2,586	6%	48%
Other	0	1	0		
Bus chassis (khung xe buýt)	60	25	48	-	-

(1) : Including MBV sale's record and Lexus sale's record

YTM 2013

	YTM 2014	YTM 2013	Difference
Total (1)	24,168	18,692	29%
SUV/MPV/Cross-over	6,294	4,138	52%
Passenger Cars	8,465	6,679	26.7%
Comm. Vehicles	8,811	7,537	17%
Other	-	1	
Bus chassis (khung xe buýt)	156	61	156%

2. VAMA Complete Vehicles in March 2014 vs March 2013 vs Feb 2014 - So sánh tháng

	Mar-14		Mar-13		Feb-14		Difference Mar-14 vs Mar-13		Difference Mar-14 vs Feb-14	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	21	0.2%	21	0.3%	10	0.2%	0	0%	11	110%
VMC	-	0.0%	2	0.0%	-	0.0%	(2)	-100%	0	#DIV/0!
GM Vietnam	431	4.6%	374	4.9%	282	4.8%	57	15%	149	53%
VinaStar (Mitsubishi)	139	1.5%	220	2.9%	117	2.0%	(81)	-37%	22	19%
Mercedes-Benz Vietnam	140	1.5%	113	1.5%	176	3.0%	27	24%	(36)	-20%
Visuco (Suzuki)	345	3.7%	481	6.3%	358	6.1%	(136)	-28%	(13)	-4%
Toyota	2,712	29.1%	2,422	31.7%	1,570	26.5%	290	12%	1142	73%
Lexus	25	0.3%		0.0%	13	0.2%	25	#DIV/0!	12	92%
Isuzu*	149	1.6%	123	1.6%	103	1.7%	26	21%	46	45%
Ford	817	8.8%	498	6.5%	650	11.0%	319	64%	167	26%
Hino*	130	1.4%	73	1.0%	126	2.1%	57	78%	4	3%
SAMCO	68	0.7%	21	0.3%	40	0.7%	47	224%	28	70%
Thaco Kia	852	9.1%	508	6.6%	471	8.0%	344	68%	381	81%
Thaco Bus	77	0.8%	86	1.1%	67	1.1%	(9)	-10%	10	15%
Thaco Truck	1,731	18.6%	1,623	21.2%	912	15.4%	108	7%	819	90%
Vinamazda	676	7.3%	205	2.7%	356	6.0%	471	230%	320	90%
Vinacom - Vinacoal*	-	0.0%	9	0.1%	3	0.1%	(9)	-100%	(3)	-100%
Vinaxuki	-	0.0%	251	3.3%	-	0.0%	(251)	-100%	0	#DIV/0!
Honda	559	6.0%	213	2.8%	381	6.4%	346	162%	178	47%
Vinamotor*	138	1.5%	196	2.6%	137	2.3%	(58)	-30%	1	1%
VEAM	168	1.8%	174	2.3%	63	1.1%	(6)	-3%	105	167%
TCIEV	112	1.2%		0.0%	64	1.1%	112	#DIV/0!	48	75%
SANYANG	23	0.2%	37	0.5%	17	0.3%	(14)	-38%	6	35%
Total	9,313	100%	7,650	100%	5,916	100%	1,663	22%	3,397	57%

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

3. VAMA YTM Complete Vehicle Sales (YTM 2014 vs YTM 2013) -So sánh cùng kỳ

	YTM 2014		YTM 2013		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	48	0.2%	53	0.3%	(5)	-9%
VMC (BMW, Mazda, Kia)	2	0.0%	27	0.1%	(25)	-93%
GM Vietnam	1,204	5.0%	1,201	6.4%	3	0%
VinaStar (Mitsubishi)	556	2.3%	384	2.1%	172	45%
Mercedes-Benz Vietnam	521	2.2%	337	1.8%	184	55%
Visuco (Suzuki)	805	3.3%	730	3.9%	75	10%
Toyota	7,427	30.7%	6,477	34.7%	950	15%
Lexus	77	0.3%		0.0%	77	#DIV/0!
Isuzu*	375	1.6%	235	1.3%	140	60%
Ford	2,421	10.0%	1,539	8.2%	882	57%
Hino*	408	1.7%	213	1.1%	195	92%
SAMCO	143	0.6%	81	0.4%	62	77%
Thaco Kia	2,174	9.0%	1,640	8.8%	534	33%
Thaco Bus	267	1.1%	252	1.3%	15	6%
Thaco Truck	3,168	13.1%	2,942	15.7%	226	8%
Vinamazda	1,659	6.9%	500	2.7%	1159	232%
Vinacom - Vinacoal*	3	0.0%	9	0.0%	(6)	-67%
Vinaxuki	-	0.0%	780	4.2%	(780)	-100%
Honda	1,743	7.2%	454	2.4%	1289	284%
Vinamotor*	487	2.0%	501	2.7%	(14)	-3%
VEAM	315	1.3%	263	1.4%	52	20%
TCIEV	320	1.3%		0.0%	320	#DIV/0!
SANYANG	45	0.2%	74	0.4%	(29)	-39%
Total	24,168	100%	18,692	100%	5,476	29%

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

