

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

2016 - THÁNG 3/2016

	Mar-16	Mar-15	Feb-16	Difference March-16vs March-15	Difference February-16 vs January-15
<b>Total*</b>	<b>23,192</b>	<b>15,206</b>	<b>11,168</b>	<b>53%</b>	<b>108%</b>
1. Passenger cars (PC)	12,261	8,488	6,384	44%	92%
2. Commercial vehicles (CV)	8,875	5,591	4,144	59%	114%
2.1 Trucks	7,718	4,706	3,193	64%	142%
2.2 Buses	1,157	885	951	31%	22%
3. Special-purpose vehicles	2,056	1,127	640	82%	221%
Bus chassis (khung xe buýt)	144	93	84	55%	71%

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

YTM 2016

	YTM 2016	YTM 2015	Difference
<b>Total*</b>	<b>56,264</b>	<b>40,836</b>	<b>38%</b>
1. Passenger cars (PC)	32,320	25,162	28%
2. Commercial vehicles (CV)	20,625	13,550	52%
2.1 Trucks	17,147	11,185	53%
2.2 Buses	3,478	2,365	47%
3. Special-purpose vehicles	3,319	2,124	56%
Bus chassis (khung xe buýt)	414	225	84%

### 2. VAMA Complete Vehicles in February 2016 vs February 2015 vs January 2016 - So sánh tháng

	Mar-16		Mar-15		Feb-16		Difference March-16vs March-15		Difference March-16 vs February-16	
	unit	%	unit	%	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	32	0.1%	25	0.2%	26	0.2%	7	28%	6	23%
GM Vietnam	664	2.9%	529	3.5%	459	4.1%	135	26%	205	45%
VinaStar (Mitsubishi)	550	2.4%	411	2.7%	225	2.0%	139	34%	325	144%
Mercedes-Benz Vietnam	387	1.7%	295	1.9%	243	2.2%	92	31%	144	59%
Visuco (Suzuki)	706	3.0%	476	3.1%	336	3.0%	230	48%	370	110%
Toyota	4,693	20.2%	3,742	24.6%	2,367	21.2%	951	25%	2326	98%
Lexus	138	0.6%	84	0.6%	144	1.3%	54	64%	(6)	-4%
Isuzu*	526	2.3%	390	2.6%	157	1.4%	136	35%	369	235%
Ford	2,392	10.3%	1,400	9.2%	1,524	13.6%	992	71%	868	57%
Hino*	479	2.1%	316	2.1%	271	2.4%	163	52%	208	77%
SAMCO	125	0.5%	90	0.6%	55	0.5%	35	39%	70	127%
Thaco Kia	2,305	9.9%	1,310	8.6%	1,240	11.1%	995	76%	1065	86%
Thaco Bus	207	0.9%	125	0.8%	109	1.0%	82	66%	98	90%
Thaco Truck	5,139	22.2%	3,071	20.2%	1,555	13.9%	2068	67%	3584	230%
Vinamazda	2,665	11.5%	1,441	9.5%	1,255	11.2%	1224	85%	1410	112%
Peugeot	50	0.2%	26	0.2%	25	0.2%	24	92%	25	100%
<b>Total Thaco</b>	<b>10,366</b>	<b>44.7%</b>	<b>5,973</b>	<b>39.3%</b>	<b>4,184</b>	<b>37.5%</b>	<b>4393</b>	<b>74%</b>	<b>6182</b>	<b>148%</b>
Honda	785	3.4%	494	3.2%	477	4.3%	291	59%	308	65%
Vinamotor*	269	1.2%	283	1.9%	250	2.2%	(14)	-5%	19	8%
VEAM	229	1.0%	301	2.0%	220	2.0%	(72)	-24%	9	4%
TCIEV	176	0.8%	144	0.9%	78	0.7%	32	22%	98	126%
Dothan	675	2.9%	222	1.5%	152	1.4%				
SANYANG	-	0.0%	31	0.2%	-	0.0%	(31)	-100%	0	#DIV/0!
<b>Total</b>	<b>23,192</b>	<b>100%</b>	<b>15,206</b>	<b>100%</b>	<b>11,168</b>	<b>100%</b>	<b>7,986</b>	<b>53%</b>	<b>12,024</b>	<b>108%</b>

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

### 3. VAMA YTM Complete Vehicle Sales (YTM 2016 vs YTM 2015) -So sánh cùng kỳ

	YTM 2016		YTM 2015		Difference	
	unit	%	unit	%	unit	%
Mekong (Fiat, Ssangyong, PMC)	94	0.2%	95	0.2%	(1)	-1%
GM Vietnam	1,954	3.5%	1,495	3.7%	459	31%
VinaStar (Mitsubishi)	1,446	2.6%	983	2.4%	463	47%
Mercedes-Benz Vietnam	979	1.7%	819	2.0%	160	20%
Visuco (Suzuki)	1,507	2.7%	1,098	2.7%	409	37%
Toyota	12,061	21.4%	10,872	26.6%	1189	11%
Lexus	508	0.9%	279	0.7%	229	82%
Isuzu*	1,170	2.1%	1,091	2.7%	79	7%
Ford	6,501	11.6%	3,848	9.4%	2653	69%
Hino*	1,114	2.0%	1,113	2.7%	1	0%
SAMCO	354	0.6%	291	0.7%	63	22%
Thaco Kia	6,548	11.6%	4,115	10.1%	2433	59%
Thaco Bus	675	1.2%	248	0.6%	427	172%
Thaco Truck	9,277	16.5%	6,093	14.9%	3184	52%
Vinamazda	6,828	12.1%	4,122	10.1%	2706	66%
Peugeot	157	0.3%	107	0.3%	50	47%
<b>Total Thaco</b>	<b>23,485</b>	<b>41.7%</b>	<b>14,685</b>	<b>36.0%</b>	<b>8800</b>	<b>60%</b>
Honda	2,059	3.7%	1,861	4.6%	198	11%
Vinamotor*	773	1.4%	741	1.8%	32	4%
VEAM	569	1.0%	486	1.2%	83	17%
TCIEV	414	0.7%	434	1.1%	(20)	-5%
Dothan	1,276	2.3%	591	1.4%	685	116%
SANYANG	-	0.0%	54	0.1%	(54)	-100%
<b>Total</b>	<b>56,264</b>	<b>100%</b>	<b>40,836</b>	<b>100%</b>	<b>15,428</b>	<b>38%</b>

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