

Maker	Model name	Vama Classification	Seat	Sales - May 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
Mekong	Pronto	SUV	7 seats				-							
Mekong	Premio	Pick-up	5 seats				-							
Mekong	Paso 990BE	Small truck	2 seats				-							
Mekong	Paso 990 D	Small truck	2 seats				-							
Mekong	Paso 1.5TD	Small truck	3 seats				-							
Mekong	Paso 2.0TD	Small truck	3 seats				-							
Mekong	Paso 2.5TD	Light truck	3 seats				-							
Mekong	Sub-total													
GM Vietnam	Spark Van	Van	2 seats	29	7	15	51		303	47	72	422		
GM Vietnam	Spark LS	Sedan	5 seats	22	6	43	71		83	20	114	217		
GM Vietnam	Spark LT	Sedan	5 seats	7	-	6	13		43	18	97	158		
GM Vietnam	Aveo LT	Sedan	5 seats	26	12	59	97		120	62	210	392		
GM Vietnam	Aveo LTZ	Sedan	5 seats	12	7	23	42		97	39	101	237		
GM Vietnam	Cruze LS	Sedan	5 seats	-	8	3	11		167	81	289	537		
GM Vietnam	Cruze LTZ	Sedan	5 seats	3	5	4	12		166	55	154	375		
GM Vietnam	Orlando LTZ	MPV	7 seats	12	9	4	25		124	50	179	353		
GM Vietnam	Trax LT	SUV	5 seats	Tam ngưng cung cấp					14	5	9	28		
GM Vietnam	Captiva LTZ	SUV	7 seats	2	1	23	26		39	21	110	170		
GM Vietnam	Trailblazer LTZ	SUV	7 seats	53	26	85	164		53	26	85	164		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	223	65	182	470		408	147	358	913		
GM Vietnam														
GM Vietnam	Sub-total			389	146	447	982		1617	571	1778	3966		
Mitsubishi	Outlander	SUV	7 seats	88	52	69	209		384	234	288	906		
Mitsubishi	Pajero Sport	SUV	7 seats	7			7		197	27	35	259		
Mitsubishi	Outlander	SUV	7 seats	Clear Stock					15	31	5	51		
Mitsubishi	Mirage	Sedan	5 seats	11	15	22	48		135	110	80	325		
Mitsubishi	Attrage	Sedan	5 seats	20	27	26	73		222	295	157	674		
Mitsubishi	Triton	Pick-up	5 seats	28	27	22	77		333	233	117	683		
Mitsubishi														
Mitsubishi														
Mitsubishi	Sub-total			154	121	139	414		1286	930	682	2898		
Suzuki	Carry Blind Van	Van	2 seats	105	5	25	135		505	14	97	616		
Suzuki	Carry Truck	Small truck	2 seats	81	4	124	209		412	33	486	931		
Suzuki	Super Carry Pro	Small truck	2 seats	24	12	88	124		340	100	546	986		
Suzuki	Vitara	SUV	5 seats			2	2		16	2	12	30		
Suzuki	Ertiga	Sedan	7 seats			4	4		8	2	12	22		
Suzuki	Ciaz	Sedan	5 seats						10	2	7	19		
Suzuki	Celerio GL CVT	Hatchback	5 seats						38	3	13	54		
Suzuki														
Suzuki	Sub-total			210	21	243	474		1329	156	1173	2658		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	73	8	145	226		338	45	535	918		
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3		
Toyota	Camry 2.0E /KE	Sedan	5 seats	87	29	81	197		431	120	406	957		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	267	70	169	506		1126	339	721	2186		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	3	2	10	15		13	6	51	70		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	8		11	19		46	8	124	178		
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	532	160	350	1042		2222	718	1376	4316		
Toyota	Vios 1.5E/VE	Sedan	5 seats	578	125	541	1244		2761	589	2935	6285		
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	91	27	279	397		326	68	978	1372		
Toyota	Innova E	MPV	8 seats	188	71	811	1070		787	344	3696	4827		
Toyota	Innova V	MPV	8 seats	6		30	36		17	1	89	107		
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats						1	1	8	10		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats								10	10		
Toyota	Fortuner Diesel/FG	SUV	8 seats						1		17	18		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats											
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats											
Toyota	Hiace Gasoline 2.7	Minibus	16 seats											
Toyota	Hiace Diesel 2.5	Minibus	16 seats								5	5		
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Lander Cruiser 200 GX 470	SUV	8 seats						8	4	4	16		
Toyota	Land Prado	SUV	8 seats						45	3	15	63		
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats						9	4	19	32		
Toyota	Hilux G (4x4)	Pick-up	5 seats						85		4	89		
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	10	13		
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats						2		1	3		
Toyota	Alphard	MPV	5 seats							2	2	4		
Toyota	Sub-total			1833	492	2427	4752		8220	2254	11008	21482		
Isuzu	D-Max 4x4	Pick-up	5 seats	5		4	9		36	1	28	65		
Isuzu	D-Max 4x2	Pick-up	5 seats	9	2	28	39		28	9	108	145		
Isuzu	mu-X	SUV	7 seats	15		32	47		89	6	244	339		
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats		1	4	5			1	10	11		
Isuzu	NPK	Light truck	3 seats	8	1	11	20		12	1	19	32		
Isuzu	NQL	Light truck	3 seats	11	3	27	41		41	13	98	152		
Isuzu	QKR	Small truck	3 seats	121	47	187	355		453	119	849	1421		
Isuzu	FRR	Medium truck	3 seats	5	1	14	20		7	2	27	36		
Isuzu	FVR	Medium truck	3 seats	2		3	5		5	6	9	20		
Isuzu	FVM	Medium truck	3 seats	11	1	14	26		25	4	41	70		
Isuzu	Tractor Head	Tractor truck (SPV)				4	4		5		10	15		
Isuzu														
Isuzu														
Isuzu														

Maker	Model name	Vama Classification	Seat	Sales - May 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
Isuzu	Bus Chassis	Chassis										293	293	
Isuzu	Sub-total			187	56	328	571		701	162	1443	2306		
Ford	FIESTA - 5Drs	Hatchback		16	5	12	33		56	16	46	118		
Ford	FIESTA - 4Drs	Sedan		5	3	5	13		28	8	20	56		
Ford	FOCUS - 5Drs	Hatchback		48	24	50	122		132	56	144	332		
Ford	FOCUS - 4Drs	Sedan		39	9	32	80		118	34	94	246		
Ford	Transit 16 seats	Minibus	16 seats	255	49	311	615		1044	243	1272	2559		
Ford	Ranger	Pick-up	5 seats	21	5	29	55		1414	327	1127	2868		
Ford	Everest/Explorer	SUV	7 seats	18	4	16	38		173	50	148	371	8.1%	
Ford	EcoSport	SUV		198	82	215	495		672	260	733	1665		
Ford	Sub-total			600	181	670	1451		3637	994	3584	8215		
Hino	HINO	Other Truck	3 seats	58	19	187	264		251	103	770	1124		
Hino	Sub-total			58	19	187	264		251	103	770	1124	1.2%	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	19	10	21	50		74	49	113	236		
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	12		12	24		64	2	26	92		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	1	1	3	5		5	2	15	22		
SAMCO	Truck	Medium truck	3 seats											
SAMCO	Crane truck	Crane truck (SPV)	3 seats			3	3				3	3		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats							1	6	7		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats											
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats											
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats	1			1		1			1	0.4%	
SAMCO	Stage truck	Stage truck (SPV)	3 seats											
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats											
SAMCO	Hooklift	Hooklift (SPV)	3 seats											
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								1	1		
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)												
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats											
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats											
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats											
SAMCO	Xe chi huy chữa cháy	Xe chi huy chữa cháy (SPV)	4 seats											
SAMCO	Bus Chassis	Chassis												
SAMCO	Sub-total			33	11	39	83		144	54	164	362		
THACO KIA	Morning	Hatchback	5 seats	483	37	329	849		2,557	695	1,370	4622		
THACO KIA	Cerato	Sedan	5 seats	573	164	308	1045		2,212	901	1,295	4408		
THACO KIA	Sorento	SUV	7 seats	42	24	75	141		195	122	451	768		
THACO KIA	Rondo	MPV	7 seats	22	35	63	120		106	154	392	652		
THACO KIA	Sedona	MPV	7 seats	62	11	132	205		202	50	561	812		
THACO KIA	Optima	Sedan	5 seats	8	1	6	15		65	32	67	164	11.3%	
THACO KIA	Rio	Sedan	5 seats						-	-	-	-		
THACO KIA	Sportage	SUV	5 seats						-	-	-	-		
THACO KIA	Xe khác	Sedan							-	-	-	-		
THACO KIA	Sub-total			1190	272	913	2375		5337	1954	4136	11427		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	55	25	67	147		330	113	420	863		
THACO BUS	Minibus	Minibus							12	-	15	27	0.9%	
THACO BUS	Sub-total			55	25	67	147		342	113	435	890		
THACO TRUCK	K2700	Small truck		203	21	147	371		921	88	768	1777		
THACO TRUCK	K3000	Small truck		653	149	464	1266		2,608	649	1,951	5208		
THACO TRUCK	Thaco truck	Light truck		398	112	434	944		1,704	534	1,882	4120		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		164	68	389	621		996	540	2,057	3593	14.5%	
THACO TRUCK	Sub-total			1418	350	1434	3202		6229	1811	6658	14698		
VINAMAZDA	Mazda2	Sedan	5 seats	60	24	58	142		2503	317	504	1444		
VINAMAZDA	Mazda3	Sedan	5 seats	599	167	373	1139		2509	1244	1709	5462		
VINAMAZDA	CX-5	Crossover	5 seats	521	118	416	1055		2298	965	1870	5133		
VINAMAZDA	Mazda 6	Sedan	5 seats	75	17	111	203		389	133	514	1036	13.6%	
VINAMAZDA	BT-50	Pick-up	5 seats	30	16	40	86		238	270	235	743		
VINAMAZDA	CX-9	SUV	7 seats							1	2	3		
VINAMAZDA	Sub-total			1285	342	998	2625		6057	2930	4834	13821		
THACO	Peugeot	Peugeot		123	66	210	399		516	239	847	1602		
PEUGEOT	Sub-total			123	66	210	399		516	239	847	1602	1.6%	
Honda	CR-V	SUV	7 seats	213	162	325	700		1435	651	1284	3370		
Honda	CITY	Sedan	5 seats	286	190	400	876		1311	827	1879	4017		
Honda	Jazz	Sedan	5 seats	165	102	154	421		271	157	233	661		
Honda	Accord	Sedan	5 seats	20	18	47	85		43	31	94	168		
Honda	Odyssey	MPV	7 seats											
Honda	Civic	Sedan	5 seats	140	85	229	454		200	155	348	703		
Honda	Sub-Total			824	557	1155	2536		3260	1821	3838	8919		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	190	10	30	230		760	47	110	917		
VINAMOTOR	Hyundai	Medium truck	Under 10T	65	8	12	85		355	32	65	452	1.3%	
VINAMOTOR	Sub-Total			255	18	42	315		1115	79	175	1369		
VEAM	VEAM Motor	Light truck	2~3	202	22	77	301		251	49	164	464		
VEAM	MAZ	Medium truck	2~3	2			2		53			53	0.5%	
VEAM	Sub-Total			204	22	77	303		304	49	164	517		
TCIEV	Sunny	Sedan	5 seats											
TCIEV	Sunny XL	Sedan	5 seats	25	19	23	67		38	27	27	92		
TCIEV	Sunny XV	Sedan	5 seats	4	8	10	22		69	35	37	141	0.9%	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	62	16	23	101		322	92	111	525		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	29	12	14	55		94	41	58	193		
TCIEV	Sub-total			120	55	70	245		523	195	233	951		
HYUNDAI	County	Medium bus	29 seats											
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	315	79	393	787		761	201	1,012	1974	1.9%	
DO THANH	Sub-total			315	79	393	787		761	201	1,012	1974		
SANYANG	SYM T880	Small truck	2 seats											
SANYANG	SYM T1000	Small truck	2 seats											
SANYANG	SYM T1200	Small truck	5 seats											

Maker	Model name	Vama Classification	Seat	Sales - May 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
SANYANG	SYM V9	Van	9 seats					0.2%					0.1%
SANYANG	SYM 2.0T	Small truck	3 seats			35	35				76	76	
SANYANG	SYM V11	Van	11 seats										
SANYANG Sub-Total						35	35				76	76	
No	Vehicle Type	Sales - May 2018				Sales - YTM 2018							
		North	Central	South	Total	North	Central	South	Total				
I	Passenger cars (PC)												
1	Sedans	3,648	1,281	3,253	8,182	15,867	6,410	14,193	36,470				
2	Sport utility vehicles (SUV)	727	379	879	1,985	3,753	1,577	3,629	8,959				
3	Cross-over cars	521	118	416	1,055	2,298	965	1,870	5,133				
4	Multi-purpose vehicles (MPV)	381	153	1,319	1,853	1,562	669	5,897	8,128				
5	Convertible cars	-	-	-	-	-	-	-	-				
6	Hatchback	547	66	391	1,004	2,783	770	1,573	5,126				
7	Others (please specify)	-	-	-	-	-	-	-	-				
8	Mercedes-Benz's PC subtotal	175	57	182	414	895	274	982	2,151				
9	Lexus's PC subtotal	-	-	-	-	33	-	50	83				
10	Thaco Peugeot's PC subtotal	123	66	210	399	516	239	847	1,602				
	Subtotal	6,124	2,128	6,659	14,891	27,797	10,984	28,841	67,622				
	In percentage (%)	41.11%	14.24%	44.65%	100.00%	40.96%	16.12%	42.93%	100.00%				
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups	316	115	305	736	2,552	993	2,006	5,551				
12	Vans	134	12	40	186	808	61	169	1,038				
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,082	234	1,049	2,365	4,734	990	4,686	10,410				
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	934	217	942	2,093	2,769	798	3,175	6,742				
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	85	10	43	138	445	44	142	631				
16	Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-				
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-				
18	Other Trucks	58	19	187	264	251	103	770	1,124				
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-				
	Subtotal	2,608	607	2,566	5,781	11,259	2,989	10,448	28,490				
	In percentage (%)	45.12%	10.50%	44.38%	100.00%	45.34%	11.72%	42.94%	100.00%				
	Buses												
20	Minibuses [(10-16) seats]	255	49	311	615	1,056	243	1,292	2,591				
21	Medium buses / Coaches [(17-30) seats]	19	10	21	50	74	49	113	236				
22	Large buses / Coaches [(31-55) seats]	258	36	112	406	1,159	164	571	1,894				
23	Sleeping buses	-	-	-	-	-	-	-	-				
24	City buses of all lengths	-	-	-	-	-	-	-	-				
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-				
26	Bus chassis (incompletely-built vehicles)	-	-	-	-	-	-	293	293				
	Subtotal	532	95	444	1,071	2,289	456	1,977	4,721				
	In percentage (%)	49.67%	8.87%	41.46%	100.00%	48.49%	9.66%	41.86%	100.00%				
III	Special-Purpose Vehicles												
27	Dump trucks	164	68	389	621	996	540	2,057	3,593				
28	Concrete mixer trucks	-	-	-	-	-	-	-	-				
29	Tractor trucks	-	-	4	4	5	-	10	15				
30	Tanker trucks	-	-	-	-	-	-	-	-				
31	Refrigerator trucks	-	-	-	-	-	-	-	-				
32	Ambulance	-	-	-	-	-	-	-	-				
33	Fire-fighting trucks	-	-	-	-	-	-	-	-				
34	Garbages	-	-	-	-	-	1	6	7				
35	Hydraulic crane truck	-	-	-	-	-	-	-	-				
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-				
37	Crane trucks	-	-	3	3	-	-	3	3				
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-				
39	Truck-mounted concert pumps	-	-	-	-	-	-	-	-				
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-				
41	Hooklift	-	-	-	-	-	-	-	-				
42	Prisoner transport truck	-	-	-	-	-	-	-	-				
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-				
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1				
45	Vacuum tank truck (SPV)	1	-	-	1	1	-	-	1				
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-				
47	Stage truck (SPV)	-	-	-	-	-	-	-	-				
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-				
	Subtotal	164	68	396	629	1,001	541	2,077	3,629				
	In percentage (%)	26.23%	10.81%	62.96%	100.00%	27.68%	14.94%	57.38%	100.00%				
	Grand-total	9428	2890	10056	22374	42557	14890	44042	101489				
	In percentage (%)	42.14%	12.92%	44.95%	100.00%	41.93%	14.67%	43.40%	100.00%				