

| Maker             | Model name                  | Vama Classification | Seat     | Sales - Jun 2018 |            |             | Share       | Sales - YTM 2018 |             |              | Share        |       |
|-------------------|-----------------------------|---------------------|----------|------------------|------------|-------------|-------------|------------------|-------------|--------------|--------------|-------|
|                   |                             |                     |          | North            | Central    | South       |             | Total            | North       | Central      |              | South |
| 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  |                  |            |             |             |                  |             |              |              |       |
| <b>Mekong</b>     | <b>Sub-total</b>            |                     |          |                  |            |             |             |                  |             |              |              |       |
| GM Vietnam        | Spark Van                   | Van                 | 2 seats  | 106              | 24         | 51          | 181         | 409              | 71          | 123          | 603          |       |
| GM Vietnam        | Spark LS                    | Sedan               | 5 seats  | 43               | 12         | 51          | 106         | 126              | 32          | 165          | 323          |       |
| GM Vietnam        | Spark LT                    | Sedan               | 5 seats  | 22               | 2          | 21          | 45          | 65               | 20          | 118          | 203          |       |
| GM Vietnam        | Aveo LT                     | Sedan               | 5 seats  | 33               | 22         | 61          | 116         | 153              | 84          | 271          | 508          |       |
| GM Vietnam        | Aveo LTZ                    | Sedan               | 5 seats  | 10               | 7          | 18          | 35          | 107              | 46          | 119          | 272          |       |
| GM Vietnam        | Cruze LS                    | Sedan               | 5 seats  | 22               | 6          | 22          | 50          | 189              | 87          | 311          | 587          |       |
| GM Vietnam        | Cruze LTZ                   | Sedan               | 5 seats  | 7                | 6          | 12          | 25          | 173              | 61          | 166          | 400          |       |
| GM Vietnam        | Orlando LTZ                 | MPV                 | 7 seats  | 29               | 14         | 47          | 90          | 153              | 64          | 226          | 443          |       |
| GM Vietnam        | Trax LT                     | SUV                 | 5 seats  |                  |            |             |             | 14               | 5           | 9            | 28           | 4.2%  |
| GM Vietnam        | Captiva LTZ                 | SUV                 | 7 seats  | 24               | 12         | 50          | 86          | 63               | 33          | 160          | 256          |       |
| GM Vietnam        | Trailblazer LTZ             | SUV                 | 7 seats  | 83               | 43         | 121         | 247         | 136              | 69          | 206          | 411          |       |
| GM Vietnam        | Colorado LTZ                | Pick-up             | 5 seats  | 111              | 36         | 103         | 250         | 519              | 183         | 461          | 1163         |       |
| GM Vietnam        |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| <b>GM Vietnam</b> | <b>Sub-total</b>            |                     |          | <b>490</b>       | <b>184</b> | <b>557</b>  | <b>1231</b> | <b>2107</b>      | <b>755</b>  | <b>2335</b>  | <b>5197</b>  |       |
| Mitsubishi        | Outlander                   | SUV                 | 7 seats  | 83               | 52         | 42          | 177         | 467              | 286         | 330          | 1083         |       |
| Mitsubishi        | Pajero Sport                | SUV                 | 7 seats  |                  |            |             |             | 197              | 27          | 35           | 259          |       |
| Mitsubishi        | Outlander                   | SUV                 | 7 seats  | Clear Stock      |            |             |             | 15               | 31          | 5            | 51           |       |
| Mitsubishi        | Mirage                      | Sedan               | 5 seats  | 7                | 13         | 37          | 57          | 142              | 123         | 117          | 382          |       |
| Mitsubishi        | Attrage                     | Sedan               | 5 seats  | 2                | 2          | 3           | 7           | 224              | 297         | 160          | 681          |       |
| Mitsubishi        | Triton                      | Pick-up             | 5 seats  | 5                | 2          | 2           | 9           | 338              | 235         | 119          | 692          |       |
| Mitsubishi        |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| Mitsubishi        |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| <b>Mitsubishi</b> | <b>Sub-total</b>            |                     |          | <b>97</b>        | <b>69</b>  | <b>84</b>   | <b>250</b>  | <b>1383</b>      | <b>999</b>  | <b>766</b>   | <b>3148</b>  |       |
| Suzuki            | Carry Blind Van             | Van                 | 2 seats  | 148              | 4          | 19          | 171         | 653              | 18          | 116          | 787          |       |
| Suzuki            | Carry Truck                 | Small truck         | 2 seats  | 63               | 6          | 97          | 166         | 475              | 39          | 583          | 1097         |       |
| Suzuki            | Super Carry Pro             | Small truck         | 2 seats  | 127              | 22         | 92          | 241         | 467              | 122         | 638          | 1227         |       |
| Suzuki            | Vitara                      | SUV                 | 5 seats  |                  |            | 1           | 1           | 16               | 2           | 13           | 31           |       |
| Suzuki            | Ertiga                      | Sedan               | 7 seats  |                  | 1          | 1           | 2           | 8                | 3           | 13           | 24           |       |
| Suzuki            | Ciaz                        | Sedan               | 5 seats  | 4                |            |             | 4           | 14               | 2           | 7            | 23           |       |
| Suzuki            | Celerio GL CVT              | Hatchback           | 5 seats  |                  |            |             |             | 38               | 3           | 13           | 54           |       |
| Suzuki            |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| <b>Suzuki</b>     | <b>Sub-total</b>            |                     |          | <b>342</b>       | <b>33</b>  | <b>210</b>  | <b>585</b>  | <b>1671</b>      | <b>189</b>  | <b>1383</b>  | <b>3243</b>  |       |
| Toyota            | Camry 2.5Q/KZ               | Sedan               | 5 seats  | 60               | 15         | 122         | 197         | 398              | 60          | 657          | 1115         |       |
| Toyota            | Camry 2.5G/KL               | Sedan               | 5 seats  |                  |            |             |             | 1                |             | 2            | 3            |       |
| Toyota            | Camry 2.0E /KE              | Sedan               | 5 seats  | 93               | 28         | 101         | 222         | 524              | 148         | 507          | 1179         |       |
| Toyota            | Camry 3.5Q                  | Sedan               | 5 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Corolla Altis 1.8AT/CV+CVB  | Sedan               | 5 seats  | 228              | 64         | 175         | 467         | 1354             | 403         | 896          | 2653         |       |
| Toyota            | Corolla Altis 1.8MT/CG      | Sedan               | 5 seats  | 3                | 2          | 12          | 17          | 16               | 8           | 63           | 87           |       |
| Toyota            | Corolla Altis 2.0/CQ        | Sedan               | 5 seats  | 9                | 2          | 14          | 25          | 55               | 10          | 138          | 203          |       |
| Toyota            | Corolla Altis RS            | Sedan               | 5 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Vios 1.5G/VG                | Sedan               | 5 seats  | 384              | 116        | 275         | 775         | 2606             | 834         | 1651         | 5091         |       |
| Toyota            | Vios 1.5E/VE                | Sedan               | 5 seats  | 504              | 132        | 638         | 1274        | 3265             | 721         | 3573         | 7559         |       |
| Toyota            | Vios 1.5J                   | Sedan               | 5 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Vios Limo                   | Sedan               | 5 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Innova G                    | MPV                 | 8 seats  | 72               | 13         | 200         | 285         | 398              | 81          | 1178         | 1657         |       |
| Toyota            | Innova E                    | MPV                 | 8 seats  | 155              | 82         | 727         | 964         | 942              | 426         | 4423         | 5791         |       |
| Toyota            | Innova V                    | MPV                 | 8 seats  | 9                |            | 33          | 42          | 26               | 1           | 122          | 149          |       |
| Toyota            | Innova J                    | MPV                 | 8 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Innova GSR                  | MPV                 | 8 seats  |                  |            |             |             |                  |             |              |              |       |
| Toyota            | Fortuner Gasoline (4x4)/FV  | SUV                 | 8 seats  |                  |            |             |             | 1                | 1           | 8            | 10           | 20.9% |
| 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            | Landeruiser 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                 |          |                  |            |             |             |                  | 2           | 2            | 4            |       |
| <b>Toyota</b>     | <b>Sub-total</b>            |                     |          | <b>1517</b>      | <b>454</b> | <b>2297</b> | <b>4268</b> | <b>9737</b>      | <b>2708</b> | <b>13305</b> | <b>25750</b> |       |
| Isuzu             | D-Max 4x4                   | Pick-up             | 5 seats  | 21               |            | 4           | 25          | 57               | 1           | 32           | 90           |       |
| Isuzu             | D-Max 4x2                   | Pick-up             | 5 seats  | 6                | 1          | 12          | 19          | 34               | 10          | 120          | 164          |       |
| Isuzu             | mu-X                        | SUV                 | 7 seats  | 5                | 3          | 25          | 33          | 94               | 9           | 269          | 372          |       |
| Isuzu             | NLR                         | Small truck         | 3 seats  |                  |            |             |             |                  |             |              |              |       |
| Isuzu             | NMR                         | Small truck         | 3 seats  |                  |            | 11          | 11          |                  | 1           | 21           | 22           |       |
| Isuzu             | NPK                         | Light truck         | 3 seats  | 10               | 2          | 18          | 30          | 22               | 3           | 37           | 62           |       |
| Isuzu             | NQL                         | Light truck         | 3 seats  | 15               | 8          | 22          | 45          | 56               | 21          | 120          | 197          |       |
| Isuzu             | QKR                         | Small truck         | 3 seats  | 81               | 40         | 262         | 383         | 534              | 159         | 1111         | 1804         |       |
| Isuzu             | FRR                         | Medium truck        | 3 seats  | 3                |            | 23          | 26          | 10               | 2           | 50           | 62           | 2.4%  |
| Isuzu             | FVR                         | Medium truck        | 3 seats  |                  |            | 2           | 2           | 5                | 6           | 11           | 22           |       |
| Isuzu             | FVM                         | Medium truck        | 3 seats  | 5                | 1          | 11          | 17          | 30               | 5           | 52           | 87           |       |
| Isuzu             | Tractor Head                | Tractor truck (SPV) |          | 1                |            | 15          | 16          | 6                |             | 25           | 31           |       |
| Isuzu             |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| Isuzu             |                             |                     |          |                  |            |             |             |                  |             |              |              |       |
| Isuzu             |                             |                     |          |                  |            |             |             |                  |             |              |              |       |

| Maker       | Model name                     | Vama Classification                | Seat          | Sales - Jun 2018 |         |       |       | Share | Sales - YTM 2018 |         |       |       | Share |
|-------------|--------------------------------|------------------------------------|---------------|------------------|---------|-------|-------|-------|------------------|---------|-------|-------|-------|
|             |                                |                                    |               | North            | Central | South | Total |       | North            | Central | South | Total |       |
| Isuzu       | Bus Chassis                    | Chassis                            |               |                  |         | 84    | 84    |       |                  |         | 377   | 377   |       |
| Isuzu       | Sub-total                      |                                    |               | 147              | 55      | 405   | 607   |       | 848              | 217     | 1848  | 2913  |       |
| Ford        | FIESTA - 5Drs                  | Hatchback                          |               | 12               | 3       | 19    | 34    | 6.3%  | 68               | 19      | 65    | 152   | 7.8%  |
| Ford        | FIESTA - 4Drs                  | Sedan                              |               | 5                | 2       | 4     | 11    |       | 33               | 10      | 24    | 67    |       |
| Ford        | FOCUS - 5Drs                   | Hatchback                          |               | 77               | 11      | 50    | 138   |       | 209              | 67      | 194   | 470   |       |
| Ford        | FOCUS - 4Drs                   | Sedan                              |               | 57               | 9       | 43    | 109   |       | 175              | 43      | 137   | 355   |       |
| Ford        | Transit 16 seats               | Minibus                            | 16 seats      | 196              | 68      | 299   | 563   |       | 1240             | 311     | 1571  | 3122  |       |
| Ford        | Ranger                         | Pick-up                            | 5 seats       | 2                |         | 4     | 6     |       | 1416             | 327     | 1131  | 2874  |       |
| Ford        | Everest/Explorer               | SUV                                | 7 seats       | 3                | 1       | 3     | 7     |       | 176              | 51      | 151   | 378   |       |
| Ford        | EcoSport                       | SUV                                |               | 189              | 85      | 222   | 496   |       | 861              | 345     | 955   | 2161  |       |
| Ford        | Sub-total                      |                                    |               | 541              | 179     | 644   | 1364  | 4178  | 1173             | 4228    | 9579  |       |       |
| Hino        | HINO                           | Other Truck                        | 3 seats       | 67               | 32      | 166   | 265   | 318   | 135              | 936     | 1389  |       |       |
| Hino        | Bus Chassis                    | Chassis                            |               |                  |         |       |       |       |                  |         |       |       |       |
| Hino        | Sub-total                      |                                    |               | 67               | 32      | 166   | 265   | 318   | 135              | 936     | 1389  |       |       |
| SAMCO       | SAMCO 24 CN ~ 46CN             | Medium bus                         | 27 seats      | 16               | 13      | 24    | 53    | 90    | 62               | 137     | 289   |       |       |
| SAMCO       | SAMCO B40 ~ B80                | Large bus                          | 40 seats      | 5                |         |       | 5     | 69    | 2                | 26      | 97    |       |       |
| SAMCO       | SAMCO PRIMAS (Sleeper coaches) | Large bus                          | 45 seats      |                  |         | 2     | 2     | 5     | 2                | 17      | 24    |       |       |
| SAMCO       | Truck                          | Medium truck                       | 3 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SAMCO       | Crane truck                    | Crane truck (SPV)                  | 3 seats       |                  |         |       |       |       |                  | 3       | 3     |       |       |
| SAMCO       | Road cleaning truck            | Road cleaning truck (SPV)          | 3 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SAMCO       | Garbage compactor truck        | Garbage compactor truck (SPV)      | 3 seats       | 1                |         |       | 1     | 1     | 1                | 6       | 8     |       |       |
| SAMCO       | Hydraulic crane truck          | Hydraulic crane truck (SPV)        | 3 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SAMCO       | Vacuum tank truck              | Vacuum tank truck (SPV)            | 3 seats       | 1                |         |       | 1     |       |                  |         | 2     |       |       |
| SAMCO       | Stage truck                    | Stage truck (SPV)                  | 3 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SAMCO       | Fire truck                     | Fire fighting truck (SPV)          | 7 seats       | 1                |         |       | 1     | 1     |                  |         | 1     |       |       |
| SAMCO       | Hooklift                       | Hooklift (SPV)                     | 3 seats       | 1                |         |       | 1     | 1     |                  |         | 1     |       |       |
| 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                      |                                    |               | 25               | 13      | 26    | 64    | 169   | 67               | 190     | 426   |       |       |
| THACO KIA   | Morning                        | Hatchback                          | 5 seats       | 515              | 67      | 366   | 948   | 3,072 | 762              | 1,736   | 5,570 |       |       |
| THACO KIA   | Cerato                         | Sedan                              | 5 seats       | 598              | 142     | 287   | 1027  | 2,810 | 1,043            | 1,582   | 5,435 |       |       |
| THACO KIA   | Sorento                        | SUV                                | 7 seats       | 30               | 11      | 60    | 101   | 225   | 133              | 511     | 869   |       |       |
| THACO KIA   | Rondo                          | MPV                                | 7 seats       | 20               | 27      | 65    | 112   | 126   | 181              | 457     | 764   |       |       |
| THACO KIA   | Sedona                         | MPV                                | 7 seats       | 45               | 7       | 89    | 141   | 247   | 57               | 650     | 954   |       |       |
| THACO KIA   | Optima                         | Sedan                              | 5 seats       | 10               | 4       | 11    | 25    | 75    | 36               | 78      | 189   |       |       |
| THACO KIA   | Rio                            | Sedan                              | 5 seats       |                  |         |       |       | -     | -                | -       | -     |       |       |
| THACO KIA   | Sportage                       | SUV                                | 5 seats       |                  |         |       |       | -     | -                | -       | -     |       |       |
| THACO KIA   | Xe khác                        | Sedan                              |               |                  |         |       |       | -     | -                | -       | -     |       |       |
| THACO KIA   | Sub-total                      |                                    |               | 1218             | 258     | 878   | 2354  | 6555  | 2212             | 5014    | 13781 |       |       |
| THACO BUS   | Thaco 28 ~ 45 seats            | Large bus                          | 28 ~ 45 seats | 76               | 27      | 87    | 190   | 406   | 140              | 507     | 1053  |       |       |
| THACO BUS   | Minibus                        | Minibus                            |               |                  |         |       |       | 12    | -                | 15      | 27    |       |       |
| THACO BUS   | Sub-total                      |                                    |               | 76               | 27      | 87    | 190   | 418   | 140              | 522     | 1080  |       |       |
| THACO TRUCK | K2700                          | Small truck                        |               | 184              | 12      | 166   | 362   | 1,105 | 100              | 934     | 2139  |       |       |
| THACO TRUCK | K3000                          | Small truck                        |               | 257              | 68      | 388   | 713   | 2,865 | 717              | 2,339   | 5921  |       |       |
| THACO TRUCK | Thaco truck                    | Light truck                        |               | 333              | 85      | 437   | 855   | 2,037 | 619              | 2,319   | 4975  |       |       |
| THACO TRUCK | Thaco dumptruck                | Dump truck (SPV)                   |               | 106              | 48      | 227   | 381   | 1,102 | 588              | 2,284   | 3974  |       |       |
| THACO TRUCK | Sub-total                      |                                    |               | 880              | 213     | 1218  | 2311  | 7109  | 2024             | 7876    | 17009 |       |       |
| VINAMAZDA   | Mazda2                         | Sedan                              | 5 seats       | 51               | 19      | 31    | 101   | 674   | 336              | 535     | 1545  |       |       |
| VINAMAZDA   | Mazda3                         | Sedan                              | 5 seats       | 601              | 177     | 442   | 1220  | 3110  | 1421             | 2151    | 6682  |       |       |
| VINAMAZDA   | CX-5                           | Crossover                          | 5 seats       | 544              | 99      | 487   | 1130  | 2842  | 1064             | 2357    | 6263  |       |       |
| VINAMAZDA   | Mazda 6                        | Sedan                              | 5 seats       | 60               | 20      | 122   | 202   | 449   | 153              | 636     | 1238  |       |       |
| VINAMAZDA   | BT-50                          | Pick-up                            | 5 seats       | 22               | 4       | 2     | 28    | 260   | 274              | 237     | 771   |       |       |
| VINAMAZDA   | CX-9                           | SUV                                | 7 seats       |                  |         |       |       |       | 1                | 2       | 3     |       |       |
| VINAMAZDA   | Sub-total                      |                                    |               | 1278             | 319     | 1084  | 2681  | 7335  | 3249             | 5918    | 16502 |       |       |
| THACO       | Peugeot                        | Peugeot                            |               | 145              | 68      | 210   | 423   | 661   | 307              | 1,057   | 2,025 |       |       |
| PEUGEOT     | Sub-total                      |                                    |               | 145              | 68      | 210   | 423   | 661   | 307              | 1,057   | 2,025 |       |       |
| Honda       | CR-V                           | SUV                                | 7 seats       | 318              | 121     | 267   | 706   | 1753  | 772              | 1551    | 4076  |       |       |
| Honda       | CITY                           | Sedan                              | 5 seats       | 302              | 152     | 384   | 838   | 1613  | 979              | 2263    | 4855  |       |       |
| Honda       | Jazz                           | Sedan                              | 5 seats       | 77               | 29      | 56    | 162   | 348   | 186              | 289     | 823   |       |       |
| Honda       | Accord                         | Sedan                              | 5 seats       | 18               | 9       | 12    | 39    | 61    | 40               | 106     | 207   |       |       |
| Honda       | Odyssey                        | MPV                                | 7 seats       |                  |         |       |       |       |                  |         |       |       |       |
| Honda       | Civic                          | Sedan                              | 5 seats       | 155              | 107     | 255   | 517   | 355   | 262              | 603     | 1220  |       |       |
| Honda       | Sub-Total                      |                                    |               | 870              | 418     | 974   | 2262  | 4130  | 2239             | 4812    | 11181 |       |       |
| VINAMOTOR   | Hyundai                        | Large bus                          | 29-80 Seats   | 100              | 8       | 15    | 123   | 860   | 55               | 125     | 1040  |       |       |
| VINAMOTOR   | Hyundai                        | Medium truck                       | Under 10T     | 120              | 20      | 40    | 180   | 475   | 52               | 105     | 632   |       |       |
| VINAMOTOR   | Sub-Total                      |                                    |               | 220              | 28      | 55    | 303   | 1335  | 107              | 230     | 1672  |       |       |
| VEAM        | VEAM Motor                     | Light truck                        | 2~3           | 211              | 8       | 118   | 337   | 462   | 57               | 282     | 801   |       |       |
| VEAM        | MAZ                            | Medium truck                       | 2~3           | 2                |         |       | 2     | 55    |                  |         | 55    |       |       |
| VEAM        | Sub-Total                      |                                    |               | 213              | 8       | 118   | 339   | 517   | 57               | 282     | 856   |       |       |
| TCIEV       | Sunny                          | Sedan                              | 5 seats       |                  |         |       |       |       |                  |         |       |       |       |
| TCIEV       | Sunny XL                       | Sedan                              | 5 seats       | 17               | 13      | 10    | 40    | 55    | 40               | 37      | 132   |       |       |
| TCIEV       | Sunny XV                       | Sedan                              | 5 seats       | 53               | 29      | 40    | 122   | 122   | 64               | 77      | 263   |       |       |
| TCIEV       | X-Trail 2.0L                   | SUV                                | 5 + 2 seats   | 63               | 19      | 19    | 101   | 385   | 111              | 130     | 626   |       |       |
| TCIEV       | X-Trail 2.5L                   | SUV                                | 5 + 2 seats   | 21               | 15      | 11    | 47    | 115   | 56               | 69      | 240   |       |       |
| TCIEV       | Sub-total                      |                                    |               | 154              | 76      | 80    | 310   | 677   | 271              | 313     | 1261  |       |       |
| HYUNDAI     | County                         | Medium bus                         | 29 seats      |                  |         |       |       |       |                  |         |       |       |       |
| HYUNDAI     | Mighty CBU                     | Light truck                        | 3 seats       |                  |         |       |       |       |                  |         |       |       |       |
| HYUNDAI     | Mighty CKD                     | Light truck                        | 3 seats       | 386              | 97      | 483   | 966   | 1,147 | 298              | 1,495   | 2940  |       |       |
| DO THANH    | Sub-total                      |                                    |               | 386              | 97      | 483   | 966   | 1147  | 298              | 1495    | 2940  |       |       |
| SANYANG     | SYM T880                       | Small truck                        | 2 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SANYANG     | SYM T1000                      | Small truck                        | 2 seats       |                  |         |       |       |       |                  |         |       |       |       |
| SANYANG     | SYM T1100                      | Small truck                        | 5 seats       |                  |         |       |       |       |                  |         |       |       |       |

| Maker                    | Model name  | Vama Classification | Seat          | Sales - Jun 2018 |                |                  |               | Share         | Sales - YTM 2018 |         |           |           | Share |
|--------------------------|---|---------------------|---------------|------------------|----------------|------------------|---------------|---------------|------------------|---------|-----------|-----------|-------|
|                          |   |                     |               | North            | Central        | South            | Total         |               | North            | Central | South     | Total     |       |
| SANYANG                  | SYM V9  | Van                 | 9 seats       |                  |                |                  |               | 0.0%          |                  |         |           |           | 0.1%  |
| SANYANG                  | SYM 2.0T  | Small truck         | 3 seats       |                  |                | 6                | 6             |               |                  |         | 82        | 82        |       |
| SANYANG                  | SYM V11   | Van                 | 11 seats      |                  |                |                  |               |               |                  |         |           |           |       |
| <b>SANYANG Sub-Total</b> |   |                     |               |                  |                | <b>6</b>         | <b>6</b>      |               |                  |         | <b>82</b> | <b>82</b> |       |
| No                       | Vehicle Type                                      | Sales - Jun 2018    |               |                  |                | Sales - YTM 2018 |               |               |                  |         |           |           |       |
|                          |   | North               | Central       | South            | Total          | North            | Central       | South         | Total            |         |           |           |       |
| <b>I</b>                 | <b>Passenger cars (PC)</b>                        |                     |               |                  |                |                  |               |               |                  |         |           |           |       |
| 1                        | Sedans  | 3,435               | 1,142         | 3,260            | 7,837          | 19,302           | 7,552         | 17,453        | 44,307           |         |           |           |       |
| 2                        | Sport utility vehicles (SUV)                      | 819                 | 362           | 821              | 2,002          | 4,572            | 1,939         | 4,450         | 10,961           |         |           |           |       |
| 3                        | Cross-over cars                                   | 544                 | 99            | 487              | 1,130          | 2,842            | 1,064         | 2,357         | 6,263            |         |           |           |       |
| 4                        | Multi-purpose vehicles (MPV)                      | 330                 | 143           | 1,161            | 1,634          | 1,892            | 812           | 7,058         | 9,762            |         |           |           |       |
| 5                        | Convertible cars                                  | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 6                        | Hatchback   | 604                 | 81            | 435              | 1,120          | 3,387            | 851           | 2,008         | 6,246            |         |           |           |       |
| 7                        | Others (please specify)                           | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 8                        | Mercedes-Benz's PC subtotal                       | 316                 | 83            | 392              | 791            | 1,211            | 357           | 1,374         | 2,942            |         |           |           |       |
| 9                        | Lexus's PC subtotal                               | 1                   | -             | -                | 1              | 34               | -             | 50            | 84               |         |           |           |       |
| 10                       | Thaco Peugeot's PC subtotal                       | 145                 | 68            | 210              | 423            | 661              | 307           | 1,057         | 2,025            |         |           |           |       |
|                          | <b>Subtotal</b>                                   | <b>6,194</b>        | <b>1,978</b>  | <b>6,796</b>     | <b>14,538</b>  | <b>33,984</b>    | <b>13,882</b> | <b>35,897</b> | <b>82,591</b>    |         |           |           |       |
|                          | <b>In percentage (%)</b>                          | <b>41.46%</b>       | <b>13.24%</b> | <b>45.29%</b>    | <b>100.00%</b> | <b>41.05%</b>    | <b>15.60%</b> | <b>43.36%</b> | <b>100.00%</b>   |         |           |           |       |
| <b>II</b>                | <b>Commercial vehicles (CV)</b>                   |                     |               |                  |                |                  |               |               |                  |         |           |           |       |
|                          | <b>Trucks</b>                                     |                     |               |                  |                |                  |               |               |                  |         |           |           |       |
| 11                       | Pick-ups  | 167                 | 43            | 127              | 337            | 2,719            | 1,036         | 2,133         | 5,888            |         |           |           |       |
| 12                       | Vans  | 254                 | 28            | 70               | 352            | 1,062            | 89            | 239           | 1,390            |         |           |           |       |
| 13                       | Small trucks (G.V.M ≤ 5,000 Kg)                   | 712                 | 148           | 1,022            | 1,882          | 5,446            | 1,138         | 5,708         | 12,292           |         |           |           |       |
| 14                       | Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)       | 955                 | 200           | 1,078            | 2,233          | 3,724            | 998           | 4,253         | 8,975            |         |           |           |       |
| 15                       | Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)     | 130                 | 21            | 76               | 227            | 575              | 65            | 218           | 858              |         |           |           |       |
| 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                                      | 67                  | 32            | 166              | 265            | 318              | 135           | 936           | 1,389            |         |           |           |       |
| 19                       | Mercedes-Benz's CV (FUSO) subtotal                | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
|                          | <b>Subtotal</b>                                   | <b>2,368</b>        | <b>472</b>    | <b>2,539</b>     | <b>5,298</b>   | <b>13,844</b>    | <b>3,461</b>  | <b>13,487</b> | <b>30,792</b>    |         |           |           |       |
|                          | <b>In percentage (%)</b>                          | <b>43.15%</b>       | <b>8.91%</b>  | <b>47.94%</b>    | <b>100.00%</b> | <b>44.96%</b>    | <b>11.24%</b> | <b>43.80%</b> | <b>100.00%</b>   |         |           |           |       |
|                          | <b>Buses</b>                                      |                     |               |                  |                |                  |               |               |                  |         |           |           |       |
| 20                       | Minibuses [(10-16) seats]                         | 196                 | 68            | 299              | 563            | 1,252            | 311           | 1,591         | 3,154            |         |           |           |       |
| 21                       | Medium buses / Coaches [(17-30) seats]            | 16                  | 13            | 24               | 53             | 90               | 62            | 137           | 289              |         |           |           |       |
| 22                       | Large buses / Coaches [(31-55) seats]             | 181                 | 35            | 104              | 320            | 1,340            | 199           | 675           | 2,214            |         |           |           |       |
| 23                       | Sleeping buses                                    | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 24                       | City buses of all lengths                         | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 25                       | Bus rapid transit (BRT)                           | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 26                       | Bus chassis (incompletely-built vehicles)         | -                   | -             | 84               | 84             | -                | -             | 377           | 377              |         |           |           |       |
|                          | <b>Subtotal</b>                                   | <b>393</b>          | <b>116</b>    | <b>427</b>       | <b>936</b>     | <b>2,682</b>     | <b>472</b>    | <b>2,403</b>  | <b>3,827</b>     |         |           |           |       |
|                          | <b>In percentage (%)</b>                          | <b>41.99%</b>       | <b>12.39%</b> | <b>45.62%</b>    | <b>100.00%</b> | <b>47.41%</b>    | <b>10.11%</b> | <b>42.48%</b> | <b>100.00%</b>   |         |           |           |       |
| <b>III</b>               | <b>Special-Purpose Vehicles</b>                   |                     |               |                  |                |                  |               |               |                  |         |           |           |       |
| 27                       | Dump trucks                                       | 106                 | 48            | 227              | 381            | 1,102            | 588           | 2,284         | 3,974            |         |           |           |       |
| 28                       | Concrete mixer trucks                             | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 29                       | Tractor trucks                                    | 1                   | -             | 15               | 16             | 6                | -             | 25            | 31               |         |           |           |       |
| 30                       | Tanker trucks                                     | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 31                       | Refrigerator trucks                               | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 32                       | Ambulance   | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 33                       | Fire-fighting trucks                              | 1                   | -             | -                | 1              | 1                | -             | -             | 1                |         |           |           |       |
| 34                       | Garbages  | 1                   | -             | -                | 1              | 1                | 1             | 6             | 8                |         |           |           |       |
| 35                       | Hydraulic crane truck                             | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 36                       | Sprinklers (road cleaning trucks)                 | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 37                       | Crane trucks                                      | -                   | -             | -                | -              | -                | -             | 3             | 3                |         |           |           |       |
| 38                       | X-Ray medical vehicles                            | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 39                       | Truck-mounted concert pumps                       | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 40                       | Car transport (carrying) truck                    | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 41                       | Hooklift  | 1                   | -             | -                | 1              | 1                | -             | -             | 1                |         |           |           |       |
| 42                       | Prisoner transport truck                          | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 43                       | Mobile Sewer Jetting Machine (SPV)                | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 44                       | Sewage suction truck (SPV)                        | -                   | -             | -                | -              | -                | -             | 1             | 1                |         |           |           |       |
| 45                       | Vacuum tank truck (SPV)                           | 1                   | -             | -                | 1              | 2                | -             | -             | 2                |         |           |           |       |
| 46                       | Aerial Platform Truck (SPV)                       | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 47                       | Stage truck (SPV)                                 | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
| 48                       | Xe chi huy chữa cháy (SPV)                        | -                   | -             | -                | -              | -                | -             | -             | -                |         |           |           |       |
|                          | <b>Subtotal</b>                                   | <b>111</b>          | <b>48</b>     | <b>243</b>       | <b>401</b>     | <b>1,113</b>     | <b>689</b>    | <b>2,319</b>  | <b>4,021</b>     |         |           |           |       |
|                          | <b>In percentage (%)</b>                          | <b>27.68%</b>       | <b>11.97%</b> | <b>60.35%</b>    | <b>100.00%</b> | <b>27.68%</b>    | <b>14.65%</b> | <b>57.67%</b> | <b>100.00%</b>   |         |           |           |       |
|                          | <b>Grand-total</b>                                | <b>8983</b>         | <b>2614</b>   | <b>9974</b>      | <b>21571</b>   | <b>51540</b>     | <b>17504</b>  | <b>54016</b>  | <b>123060</b>    |         |           |           |       |
|                          | <b>In percentage (%)</b>                          | <b>41.64%</b>       | <b>12.12%</b> | <b>46.24%</b>    | <b>100.00%</b> | <b>41.88%</b>    | <b>14.22%</b> | <b>43.89%</b> | <b>100.00%</b>   |         |           |           |       |