

Maker	Model name	Vama Classification	Seat	Sales - Jul 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	96	13	33	142		505	84	156	745	
GM Vietnam	Spark LS	Sedan	5 seats	29	11	42	82		155	43	207	405	
GM Vietnam	Spark LT	Sedan	5 seats	8	4	26	38		73	24	144	241	
GM Vietnam	Aveo LT	Sedan	5 seats	12	7	33	52		165	91	304	560	
GM Vietnam	Aveo LTZ	Sedan	5 seats	20	5	23	48		127	51	142	320	
GM Vietnam	Cruze LS	Sedan	5 seats	-	-	-	-		189	87	311	587	
GM Vietnam	Cruze LTZ	Sedan	5 seats	1	-	-	1		174	61	166	401	
GM Vietnam	Orlando LTZ	MPV	7 seats						153	64	226	443	
GM Vietnam	Trax LT	SUV	5 seats	Tam ngừng cung cấp					14	5	9	28	
GM Vietnam	Captiva LTZ	SUV	7 seats	-	-	-	1		63	33	161	257	
GM Vietnam	Traillblazer LTZ	SUV	7 seats	41	28	82	151		177	97	288	562	
GM Vietnam	Colorado LTZ	Pick-up	5 seats	116	58	159	333		635	241	620	1496	
GM Vietnam													
GM Vietnam	Sub-total			323	126	399	848		2430	881	2734	6045	
Mitsubishi	Outlander	SUV	7 seats	182	117	72	371		649	403	402	1454	
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	2		1	3		144	123	118	385	
Mitsubishi	Attrage	Sedan	5 seats	2	1	1	4		226	298	161	685	
Mitsubishi	Triton	Pick-up	5 seats						338	235	119	692	
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			186	118	74	378		1569	1117	840	3526	
Suzuki	Carry Blind Van	Van	2 seats	79	4	12	95		732	22	128	882	
Suzuki	Carry Truck	Small truck	2 seats	132	7	106	245		607	46	689	1342	
Suzuki	Super Carry Pro	Small truck	2 seats	39	15	15	69		506	137	653	1296	
Suzuki	Vitara	SUV	5 seats						16	2	13	31	
Suzuki	Ertiga	Sedan	7 seats			1	1		8	3	14	25	
Suzuki	Ciaz	Sedan	5 seats			1	1		14	2	8	24	
Suzuki	Celerio GL CVT	Hatchback	5 seats						38	3	13	54	
Suzuki													
Suzuki	Sub-total			250	26	135	411		1921	215	1518	3654	
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	65	6	118	189		463	66	775	1304	
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3	
Toyota	Camry 2.0E/KE	Sedan	5 seats	76	38	125	239		600	186	632	1418	
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	274	80	215	569		1628	483	1111	3222	
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	1	2	12	15		17	10	75	102	
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	1	2	6	9		56	12	144	212	
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	303	83	100	486		2909	917	1751	5577	
Toyota	Vios 1.5E/VE	Sedan	5 seats	666	131	493	1290		3931	852	4066	8849	
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	80	18	176	274		478	99	1354	1931	
Toyota	Innova E	MPV	8 seats	148	76	873	1097		1090	502	5296	6888	
Toyota	Innova V	MPV	8 seats	12		25	37		38	1	147	186	
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	Landcruiser 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	12	5	8	25		21	9	27	57	
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	4	4	2	10		89	4	6	99	
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	10	13	
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	14	6	10	30		14	6	10	30	
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats						2		1	3	
Toyota	Alphard	MPV								2	2	4	
Toyota	Sub-total			1656	451	2163	4270		11393	3159	15468	30020	
Isuzu	D-Max 4x4	Pick-up	5 seats	1		4	5		58	1	36	95	
Isuzu	D-Max 4x2	Pick-up	5 seats	7	1	3	11		41	11	123	175	
Isuzu	mu-X	SUV	7 seats	11		62	73		105	9	331	445	
Isuzu	NLR	Small truck	3 seats										
Isuzu	NMR	Small truck	3 seats			2	2			1	23	24	
Isuzu	NPK	Light truck	3 seats	9	3	17	29		31	6	54	91	
Isuzu	NQL	Light truck	3 seats	22	14	37	73		78	35	157	270	
Isuzu	QKR	Small truck	3 seats	60	42	254	356		594	201	1365	2160	
Isuzu	FRR	Medium truck	3 seats	5	3	20	28		15	5	70	90	
Isuzu	FVR	Medium truck	3 seats			1	1		5	6	12	23	
Isuzu	FVM	Medium truck	3 seats	3	1	5	9		33	6	57	96	
Isuzu	Tractor Head	Tractor truck (SPV)				4	4		6		29	35	
Isuzu													
Isuzu													
Isuzu													
Isuzu													
Isuzu	Sub-total			166	61	36	36		11393	3159	15468	30020	

Maker	Model name	Vama Classification	Seat	Sales - Jul 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	Sub-total			118	64	409	591		966	281	2257	3504	
Ford	FIESTA - 5DrS	Hatchback		15	7	7	29		83	26	72	181	
Ford	FIESTA - 4DrS	Sedan		2	6	9	17		35	16	33	84	
Ford	FOCUS - 5DrS	Hatchback		54	14	46	114		263	81	240	584	
Ford	FOCUS - 4DrS	Sedan		43	11	40	94		218	54	177	449	
Ford	Transit 16 seats	Minibus	16 seats	204	49	291	544		1444	360	1862	3666	
Ford	Ranger	Pick-up	5 seats	80	24	86	190		1496	351	1217	3064	
Ford	Everest/Explorer	SUV	7 seats	2			2		178	51	151	380	7.7%
Ford	EcoSport	SUV		160	73	184	417		1021	418	1139	2578	
Ford	Sub-total			560	184	663	1407		4738	1357	4891	10986	
Hino	HINO	Other Truck	3 seats	54	16	140	210		372	151	1076	1599	
Hino	Bus Chassis	Chassis											1.1%
Hino	Sub-total			54	16	140	210		372	151	1076	1599	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	16	7	26	49		106	69	163	338	
SAMCO	SAMCO B40 - B80	Large bus	40 seats			5	5		69	2	31	102	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats		1	3	4		5	3	20	28	
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	6	8	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats										
SAMCO	Stage truck	Stage truck (SPV)	3 seats						2			2	
SAMCO	Fire truck	Fire truck (SPV)	3 seats										
SAMCO	Hooklift	Hooklift (SPV)	3 seats						1			1	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								1	1	
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)	3 seats										
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 chũa chũa	Xe chi huy chũa chũa (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			16	8	34	58		185	75	224	484	
THACO KIA	Morning	Hatchback	5 seats	583	69	280	932		3,655	831	2,016	6,502	
THACO KIA	Cerato	Sedan	5 seats	648	183	282	1,113		3,458	1,226	1,864	6,548	
THACO KIA	Sorento	SUV	7 seats	40	23	75	138		265	156	586	1,007	
THACO KIA	Rondo	MPV	7 seats	11	22	75	108		137	203	532	872	
THACO KIA	Sedona	MPV	7 seats	42	5	133	180		289	62	783	1,134	
THACO KIA	Optima	Sedan	5 seats	7	2	7	16		82	38	85	205	
THACO KIA	Rio	Sedan	5 seats						-	-	-	-	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan							-	-	-	-	
THACO KIA	Sub-total			1331	304	852	2487		7886	2516	5866	16268	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	54	25	87	166		460	165	594	1,219	
THACO BUS	Minibus	Minibus							12	-	15	27	
THACO BUS	Sub-total			54	25	87	166		472	165	609	1246	
THACO TRUCK	K2700	Small truck		168	26	142	336		1,273	126	1,076	2,475	
THACO TRUCK	K3000	Small truck		214	43	352	609		3,079	760	2,691	6,530	
THACO TRUCK	Thaco truck	Light truck		298	80	391	769		2,335	699	2,710	5,744	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		59	42	172	273		1,161	630	2,456	4,247	
THACO TRUCK	Sub-total			739	191	1057	1987		7848	2215	8933	18996	
VINAMAZDA	Mazda2	Sedan	5 seats	68	27	58	153		742	363	593	1,698	
VINAMAZDA	Mazda3	Sedan	5 seats	531	158	339	1,028		3,641	1,579	2,490	7,710	
VINAMAZDA	CX-5	Crossover	5 seats	538	102	355	995		3,380	1,166	2,712	7,258	
VINAMAZDA	Mazda 6	Sedan	5 seats	87	16	108	211		536	169	744	1,449	
VINAMAZDA	BT-50	Pick-up	5 seats	24	3	3	30		284	277	240	801	
VINAMAZDA	CX-9	SUV	7 seats							1	2	3	
VINAMAZDA	Sub-total			1248	306	863	2417		8583	3555	6781	18919	
THACO	Peugeot	Peugeot		160	70	222	452		821	377	1,279	2,477	
PEUGEOT	Sub-total			160	70	222	452		821	377	1279	2477	
Honda	CR-V	SUV	7 seats	143	67	92	302		1,896	839	1,643	4,378	
Honda	CITY	Sedan	5 seats	325	200	404	929		1,938	1,179	2,667	5,784	
Honda	Jazz	Sedan	5 seats	131	68	142	341		479	254	431	1,164	
Honda	Accord	Sedan	5 seats	13	8	11	32		74	48	117	239	
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	95	86	129	310		450	348	732	1,530	
Honda	Sub-Total			707	429	778	1914		4837	2668	5590	13095	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	75	3	5	83		935	58	130	1,123	
VINAMOTOR	Hyundai	Medium truck	Under 10T	100	10	6	116		575	62	111	748	
VINAMOTOR	Sub-Total			175	13	11	199		1510	120	241	1871	
VEAM	VEAM Motor	Light truck	2~3	100	6	108	214		562	63	390	1,015	
VEAM	MAZ	Medium truck	2~3	6			6		61			61	
VEAM	Sub-total			106	6	108	220		623	63	390	1076	
TCIEV	Sunny	Sedan	5 seats	22	4	5	31		22	4	5	31	
TCIEV	Sunny XL	Sedan	5 seats	84	27	34	145		139	67	71	277	
TCIEV	Sunny XV	Sedan	5 seats	37	9	15	61		159	73	92	324	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	23	3	13	39		408	114	143	665	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats						115	56	69	240	
TCIEV	Sub-total			166	43	67	276		843	314	380	1537	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	434	109	543	1,086		1,581	407	2,038	4,026	2.8%
DO THANH	Sub-total			434	109	543	1086		1581	407	2038	4026	
SANYANG	SYM T880	Small truck	2 seats										
SANYANG	SYM T1000	Small truck	2 seats										
SANYANG	SYM V5	Van	5 seats										
SANYANG	SYM V9	Van	9 seats										
SANYANG	SYM 2.0T	Small truck	3 seats			23	23				105	105	
SANYANG	SYM 1.5	Van	11 seats										

Maker	Model name	Vama Classification	Seat	Sales - Jul 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
SANYANG	Sub-Total						23	23				105	105
No	Vehicle Type			Sales - Jul 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
I Passenger cars (PC)													
1	Sedans			3,553	1,175	2,780	7,508		22,855	8,727	20,233	51,815	
2	Sport utility vehicles (SUV)			602	311	581	1,494		5,174	2,250	5,031	12,455	
3	Cross-over cars			538	102	355	995		3,380	1,166	2,712	7,258	
4	Multi-purpose vehicles (MPV)			293	121	1,282	1,696		2,185	933	8,340	11,458	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			652	90	333	1,075		4,039	941	2,341	7,321	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			259	86	275	620		1,470	443	1,649	3,562	
9	Lexus's PC subtotal			12	-	12	24		46	-	62	108	
10	Thaco Peugeot's PC subtotal			160	70	222	452		821	377	1,279	2,477	
Subtotal				6,009	1,975	5,840	13,804		28,979	14,837	41,617	96,454	
In percentage (%)				43.78%	14.10%	42.12%	100.00%		41.44%	15.38%	43.18%	100.00%	
II Commercial vehicles (CV)													
Trucks													
11	Pick-ups			258	101	275	634		2,977	1,137	2,408	6,522	
12	Vans			175	17	45	237		1,237	106	284	1,627	
13	Small trucks (G.V.M ≤ 5,000 Kg)			613	133	894	1,640		6,059	1,271	6,602	13,932	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			863	212	1,096	2,171		4,587	1,210	5,349	11,146	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			114	14	32	160		689	79	250	1,018	
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			54	16	140	210		372	151	1,076	1,599	
19	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
Subtotal				2,877	493	2,482	5,852		15,931	3,954	15,969	31,844	
In percentage (%)				41.11%	9.76%	49.13%	100.00%		44.42%	11.03%	44.55%	100.00%	
Buses													
20	Minibuses [(10-16) seats]			204	49	291	544		1,456	360	1,882	3,698	
21	Medium buses / Coaches [(17-30) seats]			16	7	26	49		106	69	163	338	
22	Large buses / Coaches [(31-55) seats]			129	29	100	258		1,469	228	775	2,472	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	-	36	36		-	-	413	413	
Subtotal				349	85	417	851		3,031	657	2,820	6,908	
In percentage (%)				41.01%	9.99%	49.00%	100.00%		46.57%	10.10%	43.33%	100.00%	
III Special-Purpose Vehicles													
27	Dump trucks			59	42	172	273		1,161	630	2,456	4,247	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			-	-	4	4		6	-	29	35	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		1	-	-	1	
34	Garbages			-	-	-	-		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 concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	-	-	
41	Hooklift			-	-	-	-		1	-	-	1	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	1	1	
45	Vacuum tank truck (SPV)			-	-	-	-		2	-	-	2	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
Subtotal				59	41	176	277		1,172	631	2,495	4,298	
In percentage (%)				21.30%	15.16%	63.54%	100.00%		27.27%	14.68%	58.05%	100.00%	
Grand-total				8554	2575	8915	20044		60094	20079	62931	143104	
In percentage (%)				42.68%	12.85%	44.48%	100.00%		41.99%	14.03%	43.98%	100.00%	