

Maker	Model name	Vama Classification	Seat	Sales - Feb 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	57	11	9	77		97	20	17	134	
GM Vietnam	Spark LS	Sedan	5 seats	6	2	7	15		9	2	7	18	
GM Vietnam	Spark LT	Sedan	5 seats	3	3	25	31		13	7	36	56	
GM Vietnam	Aveo LT	Sedan	5 seats	25	8	36	69		45	27	86	158	
GM Vietnam	Aveo LTZ	Sedan	5 seats	32	6	22	60		60	19	46	125	
GM Vietnam	Cruze LS	Sedan	5 seats	58	24	109	191		120	48	199	367	
GM Vietnam	Cruze LTZ	Sedan	5 seats	48	9	1	58		120	36	73	229	
GM Vietnam	Orlando LTZ	MPV	7 seats	15	8	30	53	5.7%	26	14	54	94	4.3%
GM Vietnam	Trax LT	SUV	5 seats	1			1		14	5	9	28	
GM Vietnam	Captiva LTZ	SUV	7 seats	11	1	13	25		30	15	63	108	
GM Vietnam	Colorado LTZ	Pick-up	5 seats	46	26	50	122		117	60	128	305	
GM Vietnam													
GM Vietnam													
GM Vietnam													
GM Vietnam	Sub-total			302	98	302	702		651	253	718	1622	
Mitsubishi	Outlander	SUV	7 seats	37	43	43	123		120	71	85	276	
Mitsubishi	Pajero Sport	SUV	7 seats	16	4	2	22		184	24	34	242	
Mitsubishi	Outlander	SUV	7 seats					Clear Stock	15	31	5	51	
Mitsubishi	Mirage	Sedan	5 seats	23	20	14	57		96	65	39	200	
Mitsubishi	Atrage	Sedan	5 seats	40	63	19	122		161	222	82	465	
Mitsubishi	Triton	Pick-up	5 seats	79	51	15	145		221	140	53	414	
Mitsubishi													
Mitsubishi													
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			195	181	93	469		797	553	298	1648	
Suzuki	Carry Blind Van	Van	2 seats	52		6	58		127	2	27	156	
Suzuki	Carry Truck	Small truck	2 seats	32	3	45	80		93	10	108	211	
Suzuki	Super Carry Pro	Small truck	2 seats	52	15	91	158		158	35	193	386	
Suzuki	Vitara	SUV	5 seats	2	2	1	5		15	2	10	27	2.3%
Suzuki	Ertiga	Sedan	7 seats	3			3		5		3	8	
Suzuki	Ciaz	Sedan	5 seats	4	2	5	11		8	2	6	16	
Suzuki	Celerio GL CVT	Hatchback	5 seats	11	1	2	14		33	3	12	48	
Suzuki													
Suzuki	Sub-total			156	23	150	329		439	54	359	852	
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	68	8	78	154		159	19	174	352	
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3	
Toyota	Camry 2.0E /KE	Sedan	5 seats	57	13	39	109		176	40	136	352	
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	154	43	82	279		431	136	284	851	
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	1		8	9		5	2	17	24	
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	7	1	19	27		30	6	88	124	
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	364	131	172	667		766	282	435	1483	
Toyota	Vios 1.5E/VE	Sedan	5 seats	379	85	410	874		1043	224	1249	2516	
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	45	5	91	141		110	16	262	388	
Toyota	Innova E	MPV	8 seats	115	38	431	584		254	113	1271	1638	
Toyota	Innova V	MPV	8 seats	2		5	7		2		6	8	
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats			2	2		1	1	8	10	21.3%
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats			1	1				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			1	1				3	3	
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	2	1		3		8	4	4	16	
Toyota	Land Prado	SUV	8 seats	5		2	7		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		2	87	
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	8	11	
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats						2		1	3	
Toyota	Alphard	MPV								2	2	4	
Toyota	Sub-total			1199	325	1341	2865		3129	854	4013	7996	
Isuzu	D-Max 4x4	Pick-up	5 seats	3		4	7		20	1	15	36	
Isuzu	D-Max 4x2	Pick-up	5 seats	2	2	4	8		11	5	34	50	
Isuzu	mu-X	SUV	7 seats	15	1	45	61		39	4	138	181	
Isuzu	NLR	Small truck	3 seats										
Isuzu	NMR	Small truck	3 seats										
Isuzu	NPK	Light truck	3 seats			1	1		3		3	6	
Isuzu	NQL	Light truck	3 seats	4		3	7		9	3	24	36	
Isuzu	QKR	Small truck	3 seats	15	7	45	67		68	17	223	308	
Isuzu	FRR	Medium truck	3 seats			2	2				7	7	1.7%
Isuzu	FVR	Medium truck	3 seats			1	1		1		1	2	
Isuzu	FVM	Medium truck	3 seats	1		3	4		1	1	4	6	
Isuzu	Tractor Head	Tractor truck (SPV)		4			4		4			4	
Isuzu													
Isuzu													
Isuzu													
Isuzu													
Isuzu													
Isuzu													
Isuzu	Sub-total			72	72	72	72		72	72	72	72	

Maker	Model name	Vama Classification	Seat	Sales - Feb 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu		Sub-total		44	10	108	162		156	31	452	639	
Ford	FIESTA - 5Drs	Hatchback		6	3	6	15		21	5	16	42	
Ford	FIESTA - 4Drs	Sedan		3		1	4		12	2	9	23	
Ford	FOCUS - 5Drs	Hatchback		9	3	7	19		32	15	29	76	
Ford	FOCUS - 4Drs	Sedan		3	1	1	5		47	11	20	78	
Ford	Transit 16 seats	Minibus	16 seats	85	18	170	273		277	66	387	730	
Ford	Ranger	Pick-up	5 seats	354	71	212	637		1007	242	785	2034	
Ford	Everest/Explorer	SUV	7 seats	36	8	19	63	8.7%	96	30	79	205	9.3%
Ford	EcoSport	SUV		12	10	24	46		153	40	124	317	
Ford		Sub-total		508	114	440	1062		1645	411	1449	3505	
Hino	HINO	Other Truck	3 seats	22	12	76	110		62	26	182	270	
Hino	Bus Chassis	Chassis											
Hino		Sub-total		22	12	76	110		62	26	182	270	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	7	8	10	25		25	21	47	93	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	10			10		10		12	22	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats			6	6				6	6	
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats										
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats		1	1	2			1	5	6	
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										
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		17	9	17	43		35	22	71	128	
THACO KIA	Morning	Hatchback	5 seats	379	57	167	603		1,044	558	516	2118	
THACO KIA	Cerato	Sedan	5 seats	322	95	139	556		729	509	501	1739	
THACO KIA	Sorento	SUV	7 seats	36	13	69	118		85	66	230	381	
THACO KIA	Rondo	MPV	7 seats	10	18	65	93		37	79	183	299	
THACO KIA	Sedona	MPV	7 seats	26	4	50	80		54	29	189	272	
THACO KIA	Optima	Sedan	5 seats	21	2	22	45		40	25	38	103	
THACO KIA	Rio	Sedan	5 seats						-	-	-	-	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan							-	-	-	-	
THACO KIA		Sub-total		794	189	512	1495		1989	1266	1657	4912	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	47	7	31	85		120	26	101	247	
THACO BUS	Minibus	Minibus							12	-	15	27	
THACO BUS		Sub-total		47	7	31	85		132	26	116	274	
THACO TRUCK	K2700	Small truck		14	1	35	50		523	40	507	1070	
THACO TRUCK	K3000	Small truck		261	79	332	672		377	106	417	900	
THACO TRUCK	Thaco truck	Light truck		95	37	109	241		432	127	602	1161	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		83	68	205	356		129	89	328	546	
THACO TRUCK		Sub-total		453	185	681	1319		1461	362	1854	3677	
VINAMAZDA	Mazda2	Sedan	5 seats	113	57	92	262		262	208	237	707	
VINAMAZDA	Mazda3	Sedan	5 seats	387	97	128	612		1119	844	757	2720	
VINAMAZDA	CX-5	Crossover	5 seats	481	74	304	859		1081	701	888	2670	
VINAMAZDA	Mazda 6	Sedan	5 seats	73	17	115	205		180	83	245	508	
VINAMAZDA	BT-50	Pick-up	5 seats	17	19	30	66		107	222	108	437	
VINAMAZDA	CX-9	SUV	7 seats							1	1	2	
VINAMAZDA		Sub-total		1071	264	669	2004		2749	2059	2236	7044	
THACO	Peugeot	Peugeot		88	34	163	285		192	77	287	556	
PEUGEOT		Sub-total		88	34	163	285	2.3%	192	77	287	556	1.5%
Honda	Civic 1.8 AT	Sedan	5 seats										
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats										
Honda	CR-V 15BASE	SUV	7 seats	4			4		42	17	32	91	
Honda	CR-V 15TOP	SUV	7 seats	8		1	9		293	126	240	659	
Honda	CITY1.5V-CVT	Sedan	5 seats	97	54	131	282		222	131	356	709	
Honda	CITY1.5V-TOP	Sedan	5 seats	80	49	78	207		256	175	323	754	
Honda	Accord	Sedan	5 seats										
Honda	Odyssey	MPV	7 seats										
Honda	Civic 1.5 TOP	Sedan	5 seats							12	14	18	44
Honda		Sub-Total		189	103	210	502		825	463	969	2257	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	60	2	5	67		172	7	20	199	
VINAMOTOR	Hyundai	Medium truck	Under 10T	45	5	10	60		160	12	30	202	
VINAMOTOR		Sub-Total		105	7	15	127		332	19	50	401	
VEAM	VEAM Motor	Light truck	2~3	2		4	6		18	2	7	27	
VEAM	MAZ	Medium truck	2~3						25			25	
VEAM		Sub-total		2		4	6	0.0%	43	2	7	52	0.1%
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats										
TCIEV	Sunny XV	Sedan	5 seats	9	3	6	18		11	3	6	20	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	95	28	31	154	1.5%	159	44	48	251	1.0%
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	5	6	6	17		41	21	31	93	
TCIEV		Sub-total		109	37	43	189		211	68	85	364	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	67	16	83	166	1.4%	168	53	272	493	1.3%

Maker	Model name	Vama Classification	Seat	Sales - Feb 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
SANYANG	SYM T880	Small truck	2 seats					0.0%					0.0%	
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			4	4					10		10
SANYANG	SYM V11	Van	11 seats											
SANYANG	Sub-Total					4	4				10	10		

No	Vehicle Type	Sales - Feb 2018				Share	Sales - YTM 2018				Share	
		North	Central	South	Total		North	Central	South	Total		
I	Passenger cars (PC)											
1	Sedans	2,380	793	1,759	4,932		6,140	3,142	5,473	14,755		
2	Sport utility vehicles (SUV)	285	117	259	661		1,341	505	1,183	3,029		
3	Cross-over cars	481	74	304	859		1,081	701	888	2,670		
4	Multi-purpose vehicles (MPV)	213	73	672	958		483	253	1,967	2,703		
5	Convertible cars	-	-	-	-		-	-	-	-		
6	Hatchback	405	64	182	651		1,130	581	573	2,284		
7	Others (please specify)	-	-	-	-		-	-	-	-		
8	Mercedes-Benz's PC subtotal	113	43	139	295		333	125	362	820		
9	Lexus's PC subtotal	2	-	-	2		32	-	50	82		
10	Thaco Peugeot's PC subtotal	88	34	163	285		192	77	287	556		
	Subtotal	3,967	1,198	3,478	8,643		10,712	5,304	10,783	26,899		
	In percentage (%)	45.90%	13.86%	40.24%	100.00%		39.90%	20.02%	40.09%	100.00%		
II	Commercial vehicles (CV)											
	Trucks											
11	Pick-ups	501	169	315	985		1,578	676	1,152	3,406		
12	Vans	109	11	15	135		224	22	44	290		
13	Small trucks (G.V.M ≤ 5,000 Kg)	374	105	552	1,031		1,219	208	1,461	2,888		
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	168	53	200	421		630	185	908	1,723		
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)	46	5	16	67		187	13	42	242		
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	22	12	76	110		62	26	182	270		
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-		-	-	-	-		
	Subtotal	1,230	358	1,174	2,749		3,900	1,130	3,789	8,819		
	In percentage (%)	44.38%	12.91%	42.71%	100.00%		44.22%	12.81%	42.96%	100.00%		
	Buses											
20	Minibuses [(10-16) seats]	85	18	171	274		289	66	405	760		
21	Medium buses / Coaches [(17-30) seats]	7	8	10	25		25	21	47	93		
22	Large buses / Coaches [(31-55) seats]	117	9	42	168		302	33	139	474		
23	Sleeping buses	-	-	-	-		-	-	-	-		
24	City buses of all lengths	-	-	-	-		-	-	-	-		
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-		
26	Bus chassis (incompletely-built vehicles)	-	-	72	72		-	-	160	160		
	Subtotal	209	35	233	477		616	130	591	1,327		
	In percentage (%)	44.75%	7.49%	47.75%	100.00%		46.42%	9.04%	44.54%	100.00%		
III	Special-Purpose Vehicles											
27	Dump trucks	83	68	205	356		129	89	328	546		
28	Concrete mixer trucks	-	-	-	-		-	-	-	-		
29	Tractor trucks	4	-	-	4		4	-	-	4		
30	Tanker trucks	-	-	-	-		-	-	-	-		
31	Refrigerator trucks	-	-	-	-		-	-	-	-		
32	Ambulance	-	-	-	-		-	-	-	-		
33	Fire-fighting trucks	-	-	-	-		-	-	-	-		
34	Garbages	-	1	1	2		-	1	5	6		
35	Hydraulic crane truck	-	-	-	-		-	-	-	-		
36	Sprinklers (road cleaning trucks)	-	-	-	-		-	-	-	-		
37	Crane trucks	-	-	-	-		-	-	-	-		
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)	-	-	-	-		-	-	-	-		
46	Aerial Platform Truck (SPV)	-	-	-	-		-	-	-	-		
47	Stage truck (SPV)	-	-	-	-		-	-	-	-		
48	Xe chi huy chữa cháy (SPV)	-	-	-	-		-	-	-	-		
	Subtotal	87	69	206	362		113	99	334	577		
	In percentage (%)	24.03%	19.06%	56.91%	100.00%		23.88%	16.16%	59.96%	100.00%		
	Grand-total	5483	1657	5081	12221		15381	6724	15497	37602		
	In percentage (%)	44.87%	13.56%	41.58%	100.00%		40.90%	17.88%	41.21%	100.00%		