



Maker	Model name	Vama Classification	Seat	Sales - March 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu													
Isuzu	Bus Chassis	Chassis				67	67				227	227	
Isuzu		Sub-total		186	33	335	554		342	64	787	1193	
Ford	FIESTA - 5Drs	Hatchback		9	3	12	24		30	8	28	66	
Ford	FIESTA - 4Drs	Sedan		3	2	3	8		15	4	12	31	
Ford	FOCUS - 5Drs	Hatchback		31	8	29	68		63	23	58	144	
Ford	FOCUS - 4Drs	Sedan		14	3	15	32		61	14	35	110	
Ford	Transit 16 seats	Minibus	16 seats	227	65	255	547		504	131	642	1277	
Ford	Ranger	Pick-up	5 seats	361	69	276	706		1368	311	1061	2740	
Ford	Everest/Explorer	SUV	7 seats	38	8	34	80	9.1%	134	38	113	285	9.2%
Ford	EcoSport	SUV		165	75	195	435		318	115	319	752	
Ford		Sub-total		848	233	819	1900		2493	644	2268	5405	
Hino	HINO	Other Truck	3 seats	60	26	203	289		122	52	385	559	
Hino													
Hino	Bus Chassis	Chassis											
Hino		Sub-total		60	26	203	289	1.4%	122	52	385	559	1.0%
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	8	4	13	25		33	25	60	118	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	26	2	2	30		36	2	14	52	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	2		3	5		2		9	11	
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			1	6	7	
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 chỉ huy chữa cháy	Xe chỉ huy chữa cháy (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO		Sub-total		36	6	19	61	0.3%	71	28	90	189	0.3%
THACO KIA	Morning	Hatchback	5 seats	555	44	272	871		1,599	602	788	2989	
THACO KIA	Cerato	Sedan	5 seats	422	113	243	778		1,151	622	744	2517	
THACO KIA	Sorento	SUV	7 seats	43	14	86	143		128	80	316	524	
THACO KIA	Rondo	MPV	7 seats	27	15	86	128		64	94	269	427	
THACO KIA	Sedona	MPV	7 seats	34	5	129	168	10.1%	88	34	318	440	12.0%
THACO KIA	Optima	Sedan	5 seats	7	1	14	22		47	26	52	125	
THACO KIA	Rio	Sedan	5 seats						-	-	-	-	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan							-	-	-	-	
THACO KIA		Sub-total		1088	192	830	2110		3077	1458	2487	7022	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	65	33	133	231		185	59	234	478	
THACO BUS	Minibus	Minibus							12	-	15	27	0.9%
THACO BUS		Sub-total		65	33	133	231	1.1%	197	59	249	505	
THACO TRUCK	K2700	Small truck		69	13	41	123		592	53	548	1193	
THACO TRUCK	K3000	Small truck		723	156	446	1325		1,100	262	863	2225	
THACO TRUCK	Thaco truck	Light truck		457	168	421	1046		889	295	1,023	2207	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		360	216	704	1280	18.0%	489	305	1,032	1826	12.7%
THACO TRUCK		Sub-total		1609	553	1612	3774		3070	915	3466	7451	
VINAMAZDA	Mazda2	Sedan	5 seats	228	58	136	422		490	266	373	1129	
VINAMAZDA	Mazda3	Sedan	5 seats	368	101	260	729		1487	945	1017	3449	
VINAMAZDA	CX-5	Crossover	5 seats	361	78	263	702		1442	779	1151	3372	
VINAMAZDA	Mazda 6	Sedan	5 seats	71	19	84	174	10.2%	251	102	329	682	15.7%
VINAMAZDA	BT-50	Pick-up	5 seats	48	15	37	100		155	237	145	537	
VINAMAZDA	CX-9	SUV	7 seats		1	1	1			1	2	3	
VINAMAZDA		Sub-total		1076	271	781	2128		3825	2330	3017	9172	
THACO	Peugeot	Peugeot		101	41	163	305	1.5%	293	118	450	861	1.5%
PEUGEOT		Sub-total		101	41	163	305		293	118	450	861	
Honda	Civic 1.8	Sedan	5 seats										
Honda	Civic 2.0	Sedan	5 seats										
Honda	CR-V	SUV	7 seats	179	80	154	413		514	223	426	1163	
Honda	CITY1.5	Sedan	5 seats	265	179	401	845		743	485	1080	2308	
Honda	Jazz	Sedan	5 seats	15	18	15	48	6.3%	15	18	15	48	6.1%
Honda	Accord	Sedan	5 seats			5	5				5	5	
Honda	Odyssey	MPV	7 seats										
Honda	Civic 1.5	Sedan	5 seats						12	14	18	44	
Honda		Sub-Total		459	277	575	1311		1284	740	1544	3568	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	200	15	35	250		372	22	55	449	
VINAMOTOR	Hyundai	Medium truck	Under 10T	70	7	12	89	1.6%	230	19	42	291	1.3%
VINAMOTOR													
VINAMOTOR		Sub-Total		270	22	47	339		602	41	97	740	
VEAM	VEAM Motor	Light truck	2-3	16	14	68	98		34	16	75	125	
VEAM	MAZ	Medium truck	2-3	13			13	0.5%	38			38	0.3%
VEAM													
VEAM				29	14	68	111		72	16	75	163	
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats	13	8	4	25		13	8	4	25	
TCIEV	Sunny XV	Sedan	5 seats	41	18	16	75	1.2%	52	21	22	95	1.1%
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	78	21	32	131		237	65	80	382	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	17	6	6	29		58	27	37	122	
TCIEV				149	53	58	260		360	121	143	624	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats	148	37	185	370	1.8%	198	98	188	484	1.5%

Maker	Model name	Vama Classification	Seat	Sales - March 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
<b>DO THANH</b>				148	37	185	370		316	90	457	863	
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			9	9				19	19	
SANYANG	SYM V11	Van	11 seats										
<b>SANYANG</b>		<b>Sub-Total</b>				9	9			19	19		

No	Vehicle Type	Sales - March 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,015	946	2,709	6,670	9,155	4,088	8,182	21,425
2	Sport utility vehicles (SUV)	635	251	623	1,509	1,976	756	1,806	4,538
3	Cross-over cars	361	78	263	702	1,442	779	1,151	3,372
4	Multi-purpose vehicles (MPV)	388	142	1,462	1,992	871	395	3,429	4,695
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	600	55	314	969	1,730	636	887	3,253
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	251	53	281	585	584	178	643	1,405
9	Lexus's PC subtotal	-	-	-	-	32	-	50	82
10	Thaco Peugeot's PC subtotal	101	41	163	305	293	118	450	861
	<b>Subtotal</b>	<b>5,351</b>	<b>1,506</b>	<b>5,015</b>	<b>13,732</b>	<b>16,083</b>	<b>6,990</b>	<b>16,598</b>	<b>39,631</b>
	<b>In percentage (%)</b>	<b>42.03%</b>	<b>12.30%</b>	<b>45.67%</b>	<b>100.00%</b>	<b>40.58%</b>	<b>17.54%</b>	<b>41.88%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	512	149	399	1,060	2,090	825	1,551	4,466
12	Vans	277	11	53	341	501	33	97	631
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,206	237	1,022	2,465	2,425	445	2,483	5,353
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	641	222	702	1,565	1,271	407	1,610	3,288
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	91	12	26	129	278	25	68	371
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	60	26	203	289	122	52	385	559
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,787</b>	<b>657</b>	<b>2,405</b>	<b>5,849</b>	<b>6,637</b>	<b>1,737</b>	<b>6,194</b>	<b>14,608</b>
	<b>In percentage (%)</b>	<b>47.65%</b>	<b>11.23%</b>	<b>41.12%</b>	<b>100.00%</b>	<b>45.59%</b>	<b>12.18%</b>	<b>42.23%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	227	65	257	549	516	131	662	1,309
21	Medium buses / Coaches [(17-30) seats]	8	4	13	25	33	25	60	118
22	Large buses / Coaches [(31-55) seats]	293	50	173	516	595	83	312	990
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	67	67	-	-	227	227
	<b>Subtotal</b>	<b>538</b>	<b>119</b>	<b>443</b>	<b>1,099</b>	<b>1,144</b>	<b>239</b>	<b>1,034</b>	<b>2,417</b>
	<b>In percentage (%)</b>	<b>48.44%</b>	<b>10.92%</b>	<b>40.64%</b>	<b>100.00%</b>	<b>47.33%</b>	<b>9.89%</b>	<b>42.78%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	360	216	704	1,280	489	305	1,032	1,826
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	4	4	4	-	4	8
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	1	1	-	1	6	7
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret 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 chỉ huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>360</b>	<b>216</b>	<b>709</b>	<b>1,285</b>	<b>493</b>	<b>306</b>	<b>1,033</b>	<b>1,843</b>
	<b>In percentage (%)</b>	<b>28.02%</b>	<b>16.81%</b>	<b>55.18%</b>	<b>100.00%</b>	<b>26.76%</b>	<b>16.61%</b>	<b>56.62%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>9026</b>	<b>2558</b>	<b>9372</b>	<b>20956</b>	<b>24407</b>	<b>9282</b>	<b>24869</b>	<b>58558</b>
	<b>In percentage (%)</b>	<b>43.07%</b>	<b>12.21%</b>	<b>44.72%</b>	<b>100.00%</b>	<b>41.68%</b>	<b>15.85%</b>	<b>42.47%</b>	<b>100.00%</b>