

Maker	Model name	Vama Classification	Sales - Nov 2016				Share	Sales - YTM 2016				Share
			North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	SUV	1	1	5	7	0.1%	27	15	82	124	0.2%
Mekong	Premio	Pick-up	4	2	22	28		21	13	154	188	
Mekong	Paso 990BE	Small truck				-				6	6	
Mekong	Paso 990 D	Small truck			2	2			2	28	30	
Mekong	Paso 1.5TD	Small truck			2	2		7		49	56	
Mekong	Paso 2.0TD	Small truck				-				2	2	
Mekong	Paso 2.5TD	Light truck				-				-		
Mekong	Sub-total		5	3	31	39	55	30	321	406		
GM Vietnam	Spark Van	Van	55	19	29	103	3.3%	582	196	287	1065	3.5%
GM Vietnam	Spark LS	Sedan	22	13	168	203		291	176	1006	1473	
GM Vietnam	Spark LTZ	Sedan						1			1	
GM Vietnam	Aveo LT	Sedan	17	21	57	95		203	157	488	848	
GM Vietnam	Aveo LTZ	Sedan	19	12	25	56		174	86	201	461	
GM Vietnam	Cruze LS	Sedan	13	11	108	132		274	222	1070	1566	
GM Vietnam	Cruze LTZ	Sedan	1	4	23	28		317	104	721	1142	
GM Vietnam	Colorado LTZ	Pick-up	67	18	50	135		386	119	322	827	
GM Vietnam	Captiva LTZ	SUV	19	5	45	69		210	83	435	728	
GM Vietnam	Orlando LTZ	MPV	8	3	44	55		365	22	144	531	
GM Vietnam												
GM Vietnam	Sub-total		221	106	549	876		2803	1165	4674	8642	
Mitsubishi	Pajero Sport	SUV	4		3	7	2.2%	335	36	75	446	2.1%
Mitsubishi	Pajero Sport	SUV	1	3	10	14		153	21	100	274	
Mitsubishi	Pajero Sport	SUV	11	15	26	52		139	108	281	528	
Mitsubishi	Outlander Sport Pre	SUV	6	8		14		111	47	30	188	
Mitsubishi	Outlander Sport CVT	SUV		1		1		17	9	5	31	
Mitsubishi	Outlander 2.4 CVT	SUV	7	4	5	16		68	34	41	143	
Mitsubishi	Outlander 2.0 CVT	SUV	10	16	5	31		96	67	46	209	
Mitsubishi	Outlander 2.0 STD	SUV	1	2	1	4		5	7	8	20	
Mitsubishi	Mirage CVT	Sedan	22	28	10	60		184	145	99	428	
Mitsubishi	Mirage MT	Sedan	6	8	12	26		52	25	71	148	
Mitsubishi	Attrage CVT	Sedan	47	40	23	110		373	242	201	816	
Mitsubishi	Attrage MT	Sedan	56	20	31	107		247	121	360	728	
Mitsubishi	Triton GLS AT	Pick-up	14	1	1	16	95	44	29	168		
Mitsubishi	Triton GLS MT	Pick-up	5	3		8	106	54	10	170		
Mitsubishi	Triton GLX AT	Pick-up	47	26	10	83	304	116	74	494		
Mitsubishi	Triton GLX MT	Pick-up	5	14	8	27	266	42	60	368		
Mitsubishi	Pajero	SUV					16	2	3	21		
Mitsubishi	Pajero	Ambulance (SPV)	1		4	5	1		4	5		
Mitsubishi												
Mitsubishi												
Mitsubishi	Sub-total		243	189	149	581	2568	1120	1497	5185		
Suzuki	Carry Blind Van	Van	83	4	35	122	2.7%	845	12	241	1098	2.9%
Suzuki	Carry Truck	Small truck	71	9	39	119		1057	32	679	1768	
Suzuki	Super Carry Pro	Small truck	149	8	118	275		1000	106	1188	2294	
Suzuki	Vitara	SUV	52	2	17	71		459	10	240	709	
Suzuki	Grand Vitara	SUV	4			4		27			27	
Suzuki	Ertiga	Sedan	7		25	32		97	15	247	359	
Suzuki	Swift	Sedan	65	1	18	84		599	9	131	739	
Suzuki	Ciaz	Sedan			1	1				3	3	
Suzuki	Sub-total		431	24	253	708	4084	184	2729	6997		
Toyota	Camry 2.5Q/KZ	Sedan	58	5	45	108	23.3%	820	161	848	1829	20.8%
Toyota	Camry 2.5G/KL	Sedan	9		4	13		178	7	118	303	
Toyota	Camry 2.0E /KE	Sedan	64	12	53	129		1037	222	804	2063	
Toyota	Camry 3.5Q	Sedan										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	245	81	119	445		2294	641	1033	3968	
Toyota	Corolla Altis 1.8MT/CG	Sedan	10	2	23	35		168	49	163	380	
Toyota	Corolla Altis 2.0/CQ	Sedan	12		14	26		137	3	136	276	
Toyota	Corolla Altis RS	Sedan										
Toyota	Vios 1.5G/VG	Sedan	488	153	195	836		3863	1248	1442	6553	
Toyota	Vios 1.5E/VE	Sedan	832	178	541	1551		4420	1024	2520	7964	
Toyota	Vios 1.5J	Sedan						151	50	12	213	
Toyota	Vios Limo	Sedan			60	60		341		359	700	
Toyota	Innova G	MPV	37	8	103	148		329	72	607	1008	
Toyota	Innova E	MPV	203	65	466	734		2247	622	4293	7162	
Toyota	Innova V	MPV	17	9	73	99		154	28	333	515	
Toyota	Innova J	MPV						125		657	782	
Toyota	Innova GSR	MPV										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	32	3	5	40		388	61	132	581	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	87	21	143	251		997	234	1461	2692	
Toyota	Fortuner Diesel/FG	SUV	138	68	621	827		1155	629	4427	6211	
Toyota	Fortuner Gasoline (4x4) TRD	SUV	4	1	7	12		96	6	109	211	
Toyota	Fortuner Gasoline (4x2) TRD	SUV	29	8	52	89		365	128	735	1228	
Toyota	Hiace Gasoline 2.7	Minibus	5	5	11	21		83	21	103	207	
Toyota	Hiace Diesel 2.5	Minibus	3		17	20		16	5	123	144	
Toyota	Hiace Super Wagon	Minibus										
Toyota	Landcruiser 200 GX 470	SUV	14		5	19	215	61	169	445		
Toyota	Land Prado	SUV	63	9	29	101	515	125	278	918		
Toyota	FT86	Sedan										
Toyota	Hilux (4x4) AT/HQ	Pick-up	50	17	36	103	404	159	269	832		
Toyota	Hilux G (4x4)	Pick-up	10	5	3	18	243	114	149	506		
Toyota	Hilux G (4x4)	Pick-up					255	99	282	354		

Maker	Model name	Vama Classification	Sales - Nov 2016				Share	Sales - YTM 2016				Share
			North	Central	South	Total		North	Central	South	Total	
Toyota	Yaris E	Sedan	43	4	9	56		311	30	79	420	
Toyota	Yaris G	Sedan	190	46	92	328		1117	266	572	1955	
Toyota	Sub-total		2660	711	2759	6130		22424	6065	22214	50703	
Isuzu	D-Max 4x4	Pick-up	8	2	8	18	3.7%	89	49	106	244	2.8%
Isuzu	D-Max 4x2	Pick-up	14	9	29	52		118	57	220	395	
Isuzu	mu-X	SUV	39	7	65	111		121	27	227	375	
Isuzu	NLR	Small truck	73	1		74		81	4	23	108	
Isuzu	NMR	Small truck			12	12		93	2	137	232	
Isuzu	NPK	Light truck	12		27	39		139	21	221	381	
Isuzu	NQL	Light truck	23	2	63	88		439	43	665	1147	
Isuzu	QKR	Small truck	104	26	366	496		647	230	2338	3215	
Isuzu	FRR	Medium truck	9		15	24		48	2	106	156	
Isuzu	FVR	Medium truck	2		9	11		29	10	66	105	
Isuzu	FVM	Medium truck	8	1	21	30		121	32	181	334	
Isuzu	Tractor Head	Tractor truck (SPV)	3		2	5		9		52	61	
Isuzu												
Isuzu												
Isuzu	Bus Chassis	Chassis			137	137			1368	1368		
Isuzu	Sub-total		295	48	617	960		1934	477	4342	6753	
Ford	FIESTA - 5Drs	Hatchback	41	9	23	73	9.8%	299	60	196	555	10.7%
Ford	FIESTA - 4Drs	Sedan	14	7	8	29		136	44	114	294	
Ford	FOCUS - 5Drs	Hatchback	16	5	12	33		216	42	180	438	
Ford	FOCUS - 4Drs	Sedan	48	2	21	71		225	42	183	450	
Ford	Transit 16 seats	Minibus	182	38	222	442		2411	522	3478	6411	
Ford	Ranger 4x4 CBU	Pick-up	277	61	212	550		2702	782	2513	5997	
Ford	Ranger 4x2 CBU	Pick-up	333	100	273	706		3194	874	2593	6661	
Ford	Everest	SUV	59	17	60	136		203	61	197	461	
Ford	EcoSport 1.5AT	SUV	248	60	221	529		2072	525	1994	4591	
Ford	EcoSport 1.5MT	SUV	6	1	9	16		56	70	128	254	
Ford	Sub-total		1224	300	1061	2585		11514	3022	11576	26112	
Hino	HINO	Other Truck	82	19	195	296	1.1%	1050	174	2195	3419	1.4%
Hino	Bus Chassis	Chassis			1	1		16		9	25	
Hino	Sub-total		82	19	195	296			1050	174	2195	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	24	8	23	55	0.7%	417	203	537	1157	0.7%
SAMCO	SAMCO B40 ~ B80	Large bus	14	5	98	117		154	35	284	473	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	2	1	3	6		34	24	33	91	
SAMCO	Truck	Medium truck								2	2	
SAMCO	Crane truck	Crane truck (SPV)							1	2	3	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)			2	2			1	18	19	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)								8	8	
SAMCO	Stage truck	Stage truck (SPV)								1	1	
SAMCO	Fire truck	Fire fighting truck (SPV)			1	1				1	1	
SAMCO	Hooklift	Hooklift (SPV)								5	5	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)								1	1	
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)										
SAMCO	Car carrying truck	Car Carrying Truck (SPV)							1	1		
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)							2	2		
SAMCO	Bus Chassis	Chassis										
SAMCO	Sub-total		40	14	127	181		605	264	895	1764	
THACO KIA	Morning	Hatchback	1,071	78	653	1802	13.2%	7,380	632	5,156	13168	12.1%
THACO KIA	Cerato	Sedan	402	93	268	763		3,278	660	2,122	6060	
THACO KIA	Sorento	SUV	79	18	113	210		868	163	1,263	2294	
THACO KIA	Carens	MPV	2			2		239	102	465	806	
THACO KIA	Rondo	MPV	32	38	109	179		357	238	1,169	1764	
THACO KIA	Sedona	MPV	34	7	90	131		455	56	1,041	1552	
THACO KIA	Rio	Sedan	207	46	78	331		1,895	397	1,267	3559	
THACO KIA	Sportage	SUV						50	8	41	99	
THACO KIA	Xe khác	Sedan	15	13	12	40		71	23	60	154	
THACO KIA	Sub-total		1842	293	1323	3458			14593	2279	12584	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	136	51	119	306	1.2%	1,276	472	1,262	3010	1.2%
THACO BUS	Sub-total		136	51	119	306			1276	472	1262	
THACO TRUCK	K2700	Small truck	252	47	149	448	13.4%	2,582	520	1,597	4699	16.9%
THACO TRUCK	K3000	Small truck	547	105	529	1181		6,258	1,036	6,863	14157	
THACO TRUCK	Thaco truck	Light truck	475	112	369	956		5,327	1,445	3,062	9834	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)	366	102	479	947		5,370	1,976	5,074	12420	
THACO TRUCK	Sub-total		1640	366	1526	3532		19537	4977	16596	41110	
VINAMAZDA	Mazda2	Sedan	132	29	101	262	10.1%	1858	525	1473	3856	11.6%
VINAMAZDA	Mazda3	Sedan	640	132	414	1186		5768	1369	3650	10787	
VINAMAZDA	CX-5	Crossover	419	81	245	745		4374	776	2621	7771	
VINAMAZDA	Mazda 6	Sedan	90	24	84	198		1269	262	1124	2655	
VINAMAZDA	BT-50	Pick-up	126	36	100	262		1746	480	980	3206	
VINAMAZDA	CX-9	SUV						30	4	42	76	
VINAMAZDA	Sub-total		1407	302	944	2653		15045	3416	9890	28351	
THACO	Peugeot	Peugeot	23	9	20	52	0.2%	265	83	225	573	0.2%
PEUGEOT	Sub-total		23	9	20	52			265	83	225	
Honda	Civic 1.8 AT	Sedan					5.0%	21	12	40	73	4.2%
Honda	Civic 1.8 MT	Sedan										
Honda	Civic 2.0 AT	Sedan						13	7	58	78	
Honda	CR-V 2.0AT	SUV	139	44	39	222		955	378	363	1696	
Honda	CR-V 2.4AT	SUV	161	47	89	297		1526	528	779	2833	
Honda	City 1.5 MT	Sedan	6	17	37	60		76	94	243	413	
Honda	City 1.5 AT	Sedan	201	156	336	693		1465	1001	2182	4648	

Maker	Model name	Vama Classification	Sales - Nov 2016				Share	Sales - YTM 2016				Share
			North	Central	South	Total		North	Central	South	Total	
Honda	Accord	Sedan	7	1	23	31		75	20	131	226	
Honda	Odyssey	MPV			11	11		43	6	162	211	
Honda	Sub-Total		514	265	535	1314		4174	2046	3958	10178	
VINAMOTOR	Hyundai	Large bus	145	8	49	202	1.8%	1420	81	478	1979	1.4%
VINAMOTOR	Hyundai	Medium truck	189	15	69	273		973	77	321	1371	
VINAMOTOR	Sub-Total		334	23	118	475		2393	158	799	3350	
VEAM	VEAM Motor	Light truck	92	59	323	474	1.8%	695	455	2,480	3630	1.5%
VEAM	MAZ	Medium truck	3		1	4		8	4	8	20	
VEAM	Sub-Total		95	59	324	478		703	459	2488	3650	
TCIEV	Sunny	Sedan					1.5%					0.7%
TCIEV	Sunny XL	Sedan	13	8	4	25		314	65	58	437	
TCIEV	Sunny XV	Sedan	26	18	12	56		364	150	154	668	
TCIEV	X-Trail 2.0L	SUV	85	20	38	143		156	45	66	267	
TCIEV	X-Trail 2.5L	SUV	88	37	48	173		179	82	98	359	
TCIEV	Sub-Total		212	83	102	397	1013	342	376	1731		
HYUNDAI	County	Medium bus	5	1	2	8	2.1%	45	7	41	93	2.3%
HYUNDAI	Mighty	Light truck	70	28	121	219		251	115	396	762	
HYUNDAI	Mighty	Light truck	102	67	148	317		1,657	894	2,118	4669	
DOTHANH	Sub-Total		177	96	271	544	1953	1016	2555	5524		
SANYANG	SYM T880	Small truck					0.0%					0.0%
SANYANG	SYM T1000	Small truck										
SANYANG	SYM V5	Van										
SANYANG	SYM V9	Van										
SANYANG	SYM 2.0T	Small truck			3	3				29	29	
SANYANG	SYM V11	Van										
SANYANG	Sub-Total				3	3			29	29		

No	Vehicle Type	Sales - Nov 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,027	1,185	3,054	8,266	34,477	9,674	25,543	69,694
2	Sport utility vehicles (SUV)	1,387	418	1,661	3,466	11,610	3,574	13,855	29,039
3	Cross-over cars	419	81	245	745	4,374	776	2,621	7,771
4	Multi-purpose vehicles (MPV)	333	130	896	1,359	4,314	1,146	8,871	14,331
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,128	92	688	1,908	7,895	734	5,532	14,161
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	253	60	168	481	1,733	410	1,638	3,781
9	Lexus's PC subtotal	84	-	25	109	904	-	667	1,571
10	Thaco Peugeot's PC subtotal	23	9	20	52	265	83	225	573
	Subtotal	7,654	1,973	6,787	16,308	65,572	16,297	48,952	140,821
	In percentage (%)	46.71%	12.05%	41.24%	100.00%	46.53%	11.64%	41.83%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	977	305	785	2,067	9,929	3,002	7,762	20,693
12	Vans	138	23	64	225	1,427	208	528	2,163
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,196	196	1,220	2,612	11,725	1,932	12,939	26,596
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	774	268	1,051	2,093	8,508	2,973	8,942	20,423
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	211	16	115	342	1,179	125	684	1,988
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	82	19	195	296	1,050	174	2,195	3,419
19	Mercedes-Benz's CV (FUSO) subtotal	22	15	100	137	332	139	909	1,380
	Subtotal	3,490	843	3,336	7,772	34,160	8,053	33,959	76,662
	In percentage (%)	43.75%	10.83%	45.42%	100.00%	44.55%	11.16%	44.30%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	190	43	250	483	2,510	548	3,704	6,762
21	Medium buses / Coaches [(17-30) seats]	29	9	25	63	462	210	578	1,250
22	Large buses / Coaches [(31-55) seats]	297	65	269	631	2,884	612	2,057	5,553
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	138	138	16	-	1,377	1,393
	Subtotal	516	117	544	1,177	5,876	1,378	6,339	13,565
	In percentage (%)	43.84%	9.94%	46.22%	100.00%	43.17%	10.10%	46.73%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	366	102	479	947	5,370	1,976	5,074	12,420
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	3	-	2	5	9	-	52	61
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	1	-	4	5	1	-	4	5
33	Fire-fighting trucks	-	-	1	1	-	-	1	1
34	Garbages	-	-	2	2	-	1	18	19
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	1	2	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	-	-	-	-	5	5
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1

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			North	Central	South	Total		North	Central	South	Total	
45	Vaccum tank truck (SPV)		-	-	-	-	-	-	8	8		
46	Stage truck (SPV)		-	-	-	-	-	-	1	1		
	Subtotal		370	102	488	960		3,380	1,978	5,169	12,577	
	In percentage (%)		38.54%	10.63%	50.83%	100.00%		42.95%	15.79%	41.26%	100.00%	
	Grand-total		11940	3036	11319	26295		110958	28298	104419	243675	
	In percentage (%)		45.41%	11.55%	43.05%	100.00%		45.54%	11.61%	42.85%	100.00%	