

Maker	Model name	Vama Classification	Seat	Sales - Nov 2017				Share	Sales - YTM 2017				Share	
				North	Central	South	Total		North	Central	South	Total		
Mekong	Pronto	SUV	7 seats				-		1	2	22	25	0.0%	
Mekong	Premio	Pick-up	5 seats				-		4		38	42		
Mekong	Paso 990BE	Small truck	2 seats				-				1	1		
Mekong	Paso 990 D	Small truck	2 seats				-				1	1		
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>						-		<b>5</b>	<b>2</b>	<b>62</b>	<b>69</b>		
GM Vietnam	Spark Van	Van	2 seats	24	3	3	30		573	127	199	899	4.3%	
GM Vietnam	Spark LS	Sedan	5 seats	10	2	20	32		149	103	411	663		
GM Vietnam	Spark LT	Sedan	5 seats	3	1	5	9		112	53	349	514		
GM Vietnam	Aveo LT	Sedan	5 seats	8	8	15	31		190	156	453	799		
GM Vietnam	Aveo LTZ	Sedan	5 seats	6	2	8	16		124	37	181	342		
GM Vietnam	Cruze LS	Sedan	5 seats	30	13	63	106		218	134	1080	1432		
GM Vietnam	Cruze LTZ	Sedan	5 seats	37	4	39	80		250	85	688	1023		
GM Vietnam	Orlando LTZ	MPV	7 seats	8	2	25	35		89	60	345	494		
GM Vietnam	Trax LT	SUV	5 seats	23	9	25	57		101	49	162	312		
GM Vietnam	Captiva LTZ	SUV	7 seats	8		18	26		110	47	310	467		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	159	67	218	444		1027	366	1408	2801		
GM Vietnam														
GM Vietnam														
<b>GM Vietnam</b>	<b>Sub-total</b>			<b>316</b>	<b>111</b>	<b>439</b>	<b>866</b>		<b>2943</b>	<b>1217</b>	<b>5586</b>	<b>9746</b>		
Mitsubishi	Pajero Sport CKD	SUV	7 seats	25	30	35	90		268	189	266	723	2.6%	
Mitsubishi	Pajero Sport CBU	SUV	7 seats	152	3	9	164		277	64	137	478		
Mitsubishi	Outlander	SUV	5 seats	42	21	17	80		416	240	202	858		
Mitsubishi	Mirage	Sedan	5 seats	17	37	11	65		214	174	139	527		
Mitsubishi	Attrage	Sedan	5 seats	15	51	44	110		568	439	401	1408		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	22	28	11	61		1,115	477	316	1908		
Mitsubishi														
Mitsubishi														
<b>Mitsubishi</b>	<b>Sub-total</b>			<b>273</b>	<b>170</b>	<b>127</b>	<b>570</b>		<b>2858</b>	<b>1583</b>	<b>1461</b>	<b>5902</b>		
Suzuki	Carry Blind Van	Van	2 seats	70	3	6	79		715	22	158	895	2.5%	
Suzuki	Carry Truck	Small truck	2 seats	74	7	51	132		481	36	425	942		
Suzuki	Super Carry Pro	Small truck	2 seats	87	17	84	188		748	166	957	1871		
Suzuki	Vitara	SUV	5 seats	2			2		330	44	203	577		
Suzuki	Grand Vitara	SUV	5 seats	5			5		72			72		
Suzuki	Ertiga	Sedan	7 seats	54	10	100	164		104	40	292	436		
Suzuki	Swift	Sedan	5 seats	76	6	13	95		373	55	131	559		
Suzuki	Ciaz	Sedan	5 seats	1			1		134	74	150	358		
Suzuki														
<b>Suzuki</b>	<b>Sub-total</b>			<b>369</b>	<b>43</b>	<b>254</b>	<b>666</b>		<b>2957</b>	<b>437</b>	<b>2316</b>	<b>5710</b>		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	73	9	78	160		506	79	635	1220	23.6%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	7	13	3	23		39	16	25	80		
Toyota	Camry 2.0E /KE	Sedan	5 seats	91	26	84	201		778	172	622	1572		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	249	58	193	500		1697	458	1053	3208		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	2	3	15	20		80	18	144	242		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	9		52	61		59	6	132	197		
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	474	150	277	901		3565	992	2311	6868		
Toyota	Vios 1.5E/VE	Sedan	5 seats	749	133	770	1652		5585	1202	5786	12573		
Toyota	Vios 1.5J	Sedan	5 seats							1		1		
Toyota	Vios Limo	Sedan	5 seats						41	2	18	61		
Toyota	Innova G	MPV	8 seats	54	6	153	213		333	48	1099	1480		
Toyota	Innova E	MPV	8 seats	137	80	744	961		1635	589	6399	8623		
Toyota	Innova V	MPV	8 seats	9	1	15	25		111	22	361	494		
Toyota	Innova J	MPV	8 seats							1		1		
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	65	3	14	82		739	146	518	1403		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	33	12	98	143		1512	476	2598	4586		
Toyota	Fortuner Diesel/FG	SUV	8 seats	57	25	91	173		1189	795	4966	6950		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats											
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats											
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	4		9	13		89	7	94	190		
Toyota	Hiace Diesel 2.5	Minibus	16 seats			12	12		14	3	73	90		
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Landcruiser 200 GX 470	SUV	8 seats	17		7	24		133	12	57	202		
Toyota	Land Prado	SUV	8 seats	3	1	1	5		274	31	104	409		
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	26	1	24	51		179	87	153	419		
Toyota	Hilux G (4x4)	Pick-up	5 seats	8	1	5	14		89	41	53	183		
Toyota	Hilux E (4x2)	Pick-up	5 seats	9	2	21	32		115	66	217	398		
Toyota	Yaris E	Sedan	5 seats	16		1	17		114	9	21	144		
Toyota	Yaris G	Sedan	5 seats	53	7	31	91		1124	333	551	2008		
Toyota	Alphard	MPV							1			1		
<b>Toyota</b>	<b>Sub-total</b>			<b>2145</b>	<b>531</b>	<b>2698</b>	<b>5374</b>		<b>20001</b>	<b>5612</b>	<b>27990</b>	<b>53603</b>		
Isuzu	D-Max 4x4	Pick-up	5 seats	6		8	14		51	32	110	193	3.1%	
Isuzu	D-Max 4x2	Pick-up	5 seats	8		9	17		71	24	145	240		
Isuzu	mu-X	SUV	7 seats	7	2	41	50		115	49	337	501		
Isuzu	NLR	Small truck	3 seats	4			4		68	3	16	87		
Isuzu	NMR	Small truck	3 seats			16	16		62	1	127	190		
Isuzu	NPK	Light truck	3 seats	65	2	20	87		150	10	219	379		
Isuzu	NQL	Light truck	3 seats	70	4	74	148		324	20	531	875		
Isuzu	QKR	Small truck	3 seats	178	24	413	615		1046	194	2928	4168		
Isuzu	FRR	Medium truck	3 seats	20		10	30		57		101	158		
Isuzu	FVR	Medium truck	3 seats	10	1	6	17		26	4	38	68		
Isuzu	FVM	Medium truck	3 seats	15	9	10	34		50	10	85	145		
Isuzu	Tractor Head	Tractor truck (SPV)		2		1	3		12	8	29	49		
Isuzu														
Isuzu														
Isuzu														
<b>Isuzu</b>	<b>Sub-total</b>													



Maker	Model name	Vama Classification	Seat	Sales - Nov 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
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				18		18
SANYANG	SYM V11	Van	11 seats										
<b>SANYANG Sub-Total</b>							<b>4</b>				<b>18</b>		<b>18</b>

No	Vehicle Type	Sales - Nov 2017				Share	Sales - YTM 2017				Share	
		North	Central	South	Total		North	Central	South	Total		
<b>I Passenger cars (PC)</b>												
1	Sedans	3,275	910	3,037	7,222		29,062	8,420	27,952	65,434		
2	Sport utility vehicles (SUV)	696	189	704	1,589		11,331	3,848	14,545	29,724		
3	Cross-over cars	397	82	233	712		4,196	802	2,624	7,622		
4	Multi-purpose vehicles (MPV)	266	100	1,074	1,440		2,777	951	9,864	13,592		
5	Convertible cars	-	-	-	-		-	-	-	-		
6	Hatchback	470	63	261	794		6,080	638	3,569	10,287		
7	Others (please specify)	-	-	-	-		-	-	-	-		
8	Mercedes-Benz's PC subtotal	234	85	248	567		2,378	654	2,386	5,418		
9	Lexus's PC subtotal	47	-	53	100		391	-	418	809		
10	Thaco Peugeot's PC subtotal	11	1	13	25		100	30	123	253		
<b>Subtotal</b>		<b>5,998</b>	<b>1,430</b>	<b>5,627</b>	<b>12,449</b>		<b>56,918</b>	<b>15,343</b>	<b>61,481</b>	<b>153,139</b>		
<b>In percentage (%)</b>		<b>43.34%</b>	<b>11.49%</b>	<b>45.17%</b>	<b>100.00%</b>		<b>42.30%</b>	<b>11.52%</b>	<b>46.18%</b>	<b>100.00%</b>		
<b>II Commercial vehicles (CV)</b>												
<b>Trucks</b>												
11	Pick-ups	922	322	894	2,138		10,369	3,276	8,245	21,890		
12	Vans	94	6	9	109		1,288	149	357	1,794		
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,127	209	1,167	2,503		10,683	1,962	11,281	23,926		
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	726	214	807	1,747		7,121	2,659	8,143	17,923		
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	155	15	56	226		1,563	96	630	2,289		
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	282	32	435	749		1,252	319	2,375	3,946		
19	Mercedes-Benz's CV (FUSO) subtotal	10	4	42	56		141	72	612	825		
<b>Subtotal</b>		<b>3,316</b>	<b>882</b>	<b>3,418</b>	<b>7,537</b>		<b>32,417</b>	<b>8,513</b>	<b>31,643</b>	<b>72,593</b>		
<b>In percentage (%)</b>		<b>44.05%</b>	<b>10.65%</b>	<b>45.30%</b>	<b>100.00%</b>		<b>44.66%</b>	<b>11.75%</b>	<b>43.59%</b>	<b>100.00%</b>		
<b>Buses</b>												
20	Minibuses [(10-16) seats]	171	24	230	425		2,211	451	2,947	5,609		
21	Medium buses / Coaches [(17-30) seats]	51	19	44	114		294	128	392	814		
22	Large buses / Coaches [(31-55) seats]	263	51	194	508		2,596	436	1,984	5,016		
23	Sleeping buses	-	-	-	-		-	-	-	-		
24	City buses of all lengths	-	-	-	-		-	-	-	-		
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-		
26	Bus chassis (incompletely-built vehicles)	-	-	36	36		-	10	858	868		
<b>Subtotal</b>		<b>485</b>	<b>94</b>	<b>468</b>	<b>1,047</b>		<b>5,101</b>	<b>1,015</b>	<b>5,515</b>	<b>11,332</b>		
<b>In percentage (%)</b>		<b>46.32%</b>	<b>8.98%</b>	<b>44.70%</b>	<b>100.00%</b>		<b>44.59%</b>	<b>8.87%</b>	<b>46.53%</b>	<b>100.00%</b>		
<b>III Special-Purpose Vehicles</b>												
27	Dump trucks	207	73	346	626		3,431	1,455	4,500	9,386		
28	Concrete mixer trucks	-	-	-	-		-	-	-	-		
29	Tractor trucks	2	-	1	3		12	8	29	49		
30	Tanker trucks	-	-	-	-		-	-	-	-		
31	Refrigerator trucks	-	-	-	-		-	-	-	-		
32	Ambulance	-	-	-	-		-	-	-	-		
33	Fire-fighting trucks	-	-	1	1		1	-	1	2		
34	Garbages	-	-	6	6		-	1	37	38		
35	Hydraulic crane truck	-	-	-	-		-	-	-	-		
36	Sprinklers (road cleaning trucks)	-	-	1	1		-	-	1	1		
37	Crane trucks	-	-	-	-		-	1	7	8		
38	X-Ray medical vehicles	-	-	-	-		-	-	-	-		
39	Truck-mounted concret pumps	-	-	-	-		-	-	-	-		
40	Car transport (carrying) truck	-	-	-	-		-	-	1	1		
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)	-	-	-	-		-	-	1	1		
46	Aerial Platform Truck (SPV)	-	-	-	-		-	-	1	1		
47	Stage truck (SPV)	-	-	1	1		-	-	1	1		
<b>Subtotal</b>		<b>209</b>	<b>73</b>	<b>356</b>	<b>638</b>		<b>3,444</b>	<b>1,467</b>	<b>4,581</b>	<b>9,491</b>		
<b>In percentage (%)</b>		<b>32.76%</b>	<b>11.44%</b>	<b>55.80%</b>	<b>100.00%</b>		<b>36.29%</b>	<b>15.44%</b>	<b>48.27%</b>	<b>100.00%</b>		
<b>Grand-total</b>		<b>9406</b>	<b>2399</b>	<b>9857</b>	<b>21662</b>		<b>97277</b>	<b>26356</b>	<b>103028</b>	<b>226661</b>		
<b>In percentage (%)</b>		<b>43.42%</b>	<b>11.07%</b>	<b>45.50%</b>	<b>100.00%</b>		<b>42.92%</b>	<b>11.63%</b>	<b>45.45%</b>	<b>100.00%</b>		