

Maker	Model name	Vama Classification	Seat	Sales - Dec 2016			Share	Sales - YTM 2016				Share	
				North	Central	South		Total	North	Central	South		Total
Mekong	Pronto	SUV	7 seats	2	2	8	12	29	17	90	136	0.2%	
Mekong	Premio	Pick-up	5 seats	3	2	24	29	24	15	178	217		
Mekong	Paso 990BE	Small truck	2 seats				-			6	6		
Mekong	Paso 990 D	Small truck	2 seats						2	30	32		
Mekong	Paso 1.5TD	Small truck	3 seats				1	1		50	57		
Mekong	Paso 2.0TD	Small truck	3 seats							2	2		
Mekong	Paso 2.5TD	Light truck	3 seats								-		
Mekong	Sub-total			5	4	35	44	60	34	356	450	0.2%	
GM Vietnam	Spark Van	Van	2 seats	98	21	27	146	680	217	314	1211		
GM Vietnam	Spark LS	Sedan	5 seats	35	15	128	178	326	191	1134	1651		
GM Vietnam	Spark LTZ	Sedan	5 seats					1			1		
GM Vietnam	Aveo LT	Sedan	5 seats	21	9	36	66	224	166	524	914		
GM Vietnam	Aveo LTZ	Sedan	5 seats	12	8	28	48	186	94	229	509		
GM Vietnam	Cruze LS	Sedan	5 seats	52	23	153	228	326	245	1223	1794		
GM Vietnam	Cruze LTZ	Sedan	5 seats	48	19	108	175	365	123	829	1317		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	57	15	46	118	443	134	368	945		
GM Vietnam	Captiva LTZ	SUV	7 seats	28	12	65	105	238	95	500	833		
GM Vietnam	Orlando LTZ	MPV	7 seats	5	2	13	20	370	24	157	551		
GM Vietnam													
GM Vietnam													
GM Vietnam													
GM Vietnam	Sub-total			356	124	604	1084	3159	1289	5278	9726		
Mitsubishi	Pajero Sport	SUV	7 seats	73			73	408	36	75	519		3.8%
Mitsubishi	Pajero Sport	SUV	7 seats	24	2	10	36	177	23	110	310		
Mitsubishi	Pajero Sport	SUV	7 seats	16	13	39	68	155	121	320	596		
Mitsubishi	Outlander Sport Pre	SUV	5 seats	5	4	3	12	116	51	33	200		
Mitsubishi	Outlander Sport CVT	SUV	5 seats					17	9	5	31		
Mitsubishi	Outlander 2.4 CVT	SUV	7 seats	62	26	31	119	130	60	72	262		
Mitsubishi	Outlander 2.0 CVT	SUV	5 seats	25	26	9	60	121	93	55	269		
Mitsubishi	Outlander 2.0 STD	SUV	5 seats	1			1	6	7	8	21		
Mitsubishi	Mirage CVT	Sedan	5 seats	26	22	12	60	210	167	111	488		
Mitsubishi	Mirage MT	Sedan	5 seats	13	9	5	27	65	34	76	175		
Mitsubishi	Attrage CVT	Sedan	5 seats	46	43	34	123	419	285	235	939		
Mitsubishi	Attrage MT	Sedan	5 seats	67	23	27	117	314	144	387	845		
Mitsubishi	Triton GLS AT	Pick-up	5 seats					95	44	29	168		
Mitsubishi	Triton GLS 4x4 AT	Pick-up	5 seats	10	3	1	14	10	3	1	14		
Mitsubishi	Triton GLS MT	Pick-up	5 seats	6	28		34	112	82	10	204		
Mitsubishi	Triton GLX AT	Pick-up	5 seats	73	23	13	109	377	139	87	603		
Mitsubishi	Triton GLX MT	Pick-up	5 seats	32	14	28	74	298	56	88	442		
Mitsubishi	Pajero	SUV	7 seats					16	2	3	21		
Mitsubishi	Pajero	Ambulance (SPV)	4+1 seats		1		1	1	1	4	6		
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			479	237	212	928	3047	1357	1709	6113		
Suzuki	Carry Blind Van	Van	2 seats	83	7	65	155	928	19	306	1253	2.8%	
Suzuki	Carry Truck	Small truck	2 seats	69	4	8	81	1126	36	687	1849		
Suzuki	Super Carry Pro	Small truck	2 seats	62	10	168	240	1062	116	1356	2534		
Suzuki	Vitara	SUV	5 seats	63	6	26	95	522	16	266	804		
Suzuki	Grand Vitara	SUV	5 seats	3			3	30			30		
Suzuki	Ertiga	Sedan	7 seats	5	3	34	42	102	18	281	401		
Suzuki	Swift	Sedan	5 seats	66	2	12	80	665	11	143	819		
Suzuki	Ciaz	Sedan	5 seats		1		1		1	3	4		
Suzuki													
Suzuki	Sub-total			351	33	313	697	4435	217	3042	7694		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	97	10	104	211	917	171	952	2040		21.0%
Toyota	Camry 2.5G/KL	Sedan	5 seats	4		2	6	182	7	120	309		
Toyota	Camry 2.0E/KE	Sedan	5 seats	168	22	72	262	1205	244	876	2325		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	271	89	125	485	2565	730	1158	4453		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	53	9	15	77	221	58	178	457		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	14	1	16	31	151	4	152	307		
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	392	194	198	784	4255	1442	1640	7337		
Toyota	Vios 1.5E/VE	Sedan	5 seats	625	172	489	1286	5045	1196	3009	9250		
Toyota	Vios 1.5J	Sedan	5 seats					151	50	12	213		
Toyota	Vios Limo	Sedan	5 seats	1		60	61	342		419	761		
Toyota	Innova G	MPV	8 seats	68	9	206	283	397	81	813	1291		
Toyota	Innova E	MPV	8 seats	257	165	1,051	1473	2504	787	5344	8635		
Toyota	Innova V	MPV	8 seats	17	2	102	121	171	30	435	636		
Toyota	Innova J	MPV	8 seats					125		657	782		
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	133		13	146	521	61	145	727		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	111	28	80	219	1108	262	1541	2911		
Toyota	Fortuner Diesel/FG	SUV	8 seats	62	24	117	203	1217	653	4544	6414		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	18	1	7	26	114	7	116	237		
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats	22	4	41	67	387	132	776	1295		
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	23	1	17	41	106	22	120	248		
Toyota	Hiace Diesel 2.5	Minibus	16 seats	1		3	4	17	5	126	148		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	9	2	13	24	224	63	182	469		
Toyota	Land Prado	SUV	8 seats	52	18	23	93	567	143	301	1011		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	61	12	34	107	465	171	303	939		
Toyota	Hilux G (4x4)	Pick-up	5 seats	35	8	16	59	278	122	165	565		
Toyota	Hilux E (4x2)	Pick-up	5 seats	17	12	35	64	272	111	318	701		
Toyota	Yaris E	Sedan	5 seats	18	3	9	30	329	33	88	450		
Toyota	Yaris G	Sedan	5 seats	94	33	43	170	1211	299	615	2125		
Toyota	Sub-total			2623	819	2891	6333	25047	6884	25105	57036		
Isuzu	D-Max 4x4	Pick-up	5 seats	31	12	19	62	120	61	125	306	0.2%	
Isuzu	D-Max 4x2	Pick-up	5 seats	44	15	45	104	162	72	263	497		
Isuzu	Mu-X	SUV	7 seats	28	5	58	91	149	32	287	468		

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	NLR	Small truck	3 seats	2		3	5	83	4	26	113	3.0%	
Isuzu	NMR	Small truck	3 seats	18	1	22	41	111	3	159	273		
Isuzu	NPK	Light truck	3 seats	21	4	46	71	160	25	267	452		
Isuzu	NQL	Light truck	3 seats	97	7	90	194	536	50	755	1341		
Isuzu	QKR	Small truck	3 seats	186	44	405	635	833	274	2743	3850		
Isuzu	FRR	Medium truck	3 seats	26	1	14	41	74	3	120	197		
Isuzu	FVR	Medium truck	3 seats	4		12	16	33	10	78	121		
Isuzu	FVM	Medium truck	3 seats	35	1	31	67	156	33	212	401		
Isuzu	Tractor Head	Tractor truck (SPV)			2	2	4	9	2	54	65		
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				84	84			1452	1452		
Isuzu		Sub-total		492	92	747	1331	2426	569	5089	8084		
Ford	FIESTA - 5 Drs	Hatchback		36	6	20	62	335	66	216	617	10.7%	
Ford	FIESTA - 4 Drs	Sedan		23	3	12	38	159	47	126	332		
Ford	FOCUS - 5 Drs	Hatchback		42	8	27	77	258	50	207	515		
Ford	FOCUS - 4 Drs	Sedan		48	7	34	89	273	49	217	539		
Ford	Transit 16 seats	Minibus	16 seats	188	25	226	439	2599	547	3704	6850		
Ford	Ranger 4x4 CBU	Pick-up	5 seats	328	93	264	685	3030	875	2776	6681		
Ford	Ranger 4x2 CBU	Pick-up	5 seats	353	122	241	716	3547	996	2834	7377		
Ford	Everest	SUV	7 seats	86	24	114	224	289	85	311	685		
Ford	EcoSport 1.5AT	SUV		248	57	238	543	2320	582	2232	5134		
Ford	EcoSport 1.5MT	SUV		5	8	14	27	61	78	142	281		
Ford													
Ford													
Ford		Sub-total		1357	353	1190	2900	12871	3375	12765	29011		
Hino	HINO	Other Truck	3 seats	129	49	227	405	1179	223	2422	3824		1.4%
Hino	Bus Chassis	Chassis						16		9	25		
Hino		Sub-total		129	49	227	405	1179	223	2422	3824		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	24	6	25	55	441	209	562	1212	0.7%	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	10		130	140	164	35	414	613		
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats	2	1	2	5	36	25	35	96		
SAMCO	Truck	Medium truck	3 seats							2	2		
SAMCO	Crane truck	Crane truck (SPV)	3 seats						1	2	3		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats			1	1			1	1		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats		2	9	11		3	27	30		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats							8	8		
SAMCO	Stage truck	Stage truck (SPV)	3 seats							1	1		
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats		1	1	2		1	2	3		
SAMCO	Hooklift	Hooklift (SPV)	3 seats							5	5		
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							1	1		
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats							2	2		
SAMCO	Bus Chassis	Chassis											
SAMCO		Sub-total		36	10	168	214	641	274	1063	1978		
THACO KIA	Morning	Hatchback	5 seats	1,048	119	537	1704	8,428	751	5,693	14872	12.1%	
THACO KIA	Cerato	Sedan	5 seats	362	90	264	716	3,640	750	2,386	6776		
THACO KIA	Sorento	SUV	7 seats	95	22	156	273	963	185	1,419	2567		
THACO KIA	Carens	MPV	7 seats					239	102	465	806		
THACO KIA	Rondo	MPV	7 seats	30	27	112	169	387	265	1,281	1933		
THACO KIA	Sedona	MPV	7 seats	54	5	148	207	509	61	1,189	1759		
THACO KIA	Rio	Sedan	5 seats	153	68	220	441	2,048	465	1,487	4000		
THACO KIA	Sportage	SUV	5 seats					50	8	41	99		
THACO KIA	Xe khác	Sedan		21	7	20	48	92	30	80	202		
THACO KIA		Sub-total		1763	338	1457	3558	16356	2617	14041	33014		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	122	56	124	302	1,398	528	1,386	3312		1.2%
THACO BUS		Sub-total		122	56	124	302	1398	528	1386	3312		
THACO TRUCK	K2700	Small truck		28	10	33	71	2,610	530	1,630	4770		16.1%
THACO TRUCK	K3000	Small truck		443	61	421	925	6,701	1,097	7,284	15082		
THACO TRUCK	Thaco truck	Light truck		426	120	307	853	5,753	1,565	3,369	10687		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		321	128	379	828	5,691	2,104	5,453	13248		
THACO TRUCK		Sub-total		1218	319	1140	2677	20755	5296	17736	43787		
VINAMAZDA	Mazda2	Sedan	5 seats	145	45	117	307	2003	570	1590	4163	11.8%	
VINAMAZDA	Mazda3	Sedan	5 seats	837	218	523	1578	6605	1587	4173	12365		
VINAMAZDA	CX-5	Crossover	5 seats	628	114	317	1059	5002	890	2938	8830		
VINAMAZDA	Mazda 6	Sedan	5 seats	289	53	237	579	1558	315	1361	3234		
VINAMAZDA	BT-50	Pick-up	5 seats	109	42	83	234	1855	522	1063	3440		
VINAMAZDA	CX-9	SUV	7 seats					30	4	42	76		
VINAMAZDA		Sub-total		2008	472	1277	3757	17053	3888	11167	32108		
THACO	Peugeot	Peugeot		21	10	22	53	286	93	247	626	0.2%	
PEUGEOT		Sub-total		21	10	22	53	286	93	247	626		
Honda	Civic 1.8 AT	Sedan	5 seats					21	12	40	73	4.2%	
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats					13	7	58	78		
Honda	CR-V 2.0AT	SUV	5 seats	63	66	33	162	1018	444	396	1858		
Honda	CR-V 2.4AT	SUV	5 seats	237	70	103	410	1763	598	882	3243		
Honda	City 1.5 MT	Sedan	5 seats	16	18	31	65	92	112	274	478		
Honda	City 1.5 AT	Sedan	5 seats	199	139	316	654	1664	1140	2498	5302		
Honda	Accord	Sedan	5 seats	7	1	17	25	82	21	137	240		
Honda	Odyssey	MPV	7 seats	2	2	14	18	45	8	176	229		
Honda		Sub-Total		524	296	514	1334	4698	2342	4461	11501		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	152	8	54	214	1572	89	532	2193		1.4%
VINAMOTOR	Hyundai	Medium truck	Under 10T	175	16	56	247	1148	93	377	1618		
VINAMOTOR		Sub-Total		327	24	110	461	2720	182	909	3811		
VEAM	VEAM Motor	Light truck	2~3	68	58	374	500	763	513	2,854	4130	1.5%	
VEAM	MAZ	Medium truck	2~3	10			10	18	4	8	30		
VEAM				78	58	374	510	781	517	2862	4160		
TCIEV	Sunny	Sedan	5 seats										

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				North	Central	South	Total		North	Central	South	Total	
TCIEV	Sunny XL	Sedan	5 seats	24	11	19	54	1.6%	338	76	77	491	0.8%
TCIEV	Sunny XV	Sedan	5 seats	41	22	20	83		405	172	174	751	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	61	14	27	102		217	59	93	369	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	103	50	57	210		282	132	155	569	
TCIEV				229	97	123	449		1242	439	499	2180	
HYUNDAI	County	Medium bus	29 seats	4		1	5	1.0%	49	7	42	98	2.1%
HYUNDAI	Mighty	Light truck	3 seats	5	2	8	15		256	117	404	777	
HYUNDAI	Mighty	Light truck	3 seats	98	45	108	251		1,755	939	2,226	4,920	
DOTHANH				107	47	117	271	2060	1063	2672	5795		
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			2	2				31	31	
SANYANG	SYM V11	Van	11 seats										
SANYANG		Sub-Total				2	2			31	31		

No	Vehicle Type	Sales - Dec 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,293	1,392	3,540	9,225	38,770	11,066	29,072	78,908
2	Sport utility vehicles (SUV)	1,635	484	1,285	3,404	13,245	4,058	15,142	32,445
3	Cross-over cars	628	114	317	1,059	5,002	890	2,938	8,830
4	Multi-purpose vehicles (MPV)	433	212	1,646	2,291	4,747	1,358	10,517	16,622
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,126	133	584	1,843	9,021	867	6,116	16,004
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	324	74	220	618	2,057	484	1,860	4,401
9	Lexus's PC subtotal	55	-	35	90	959	-	706	1,665
10	Thaco Peugeot's PC subtotal	21	10	22	53	286	93	247	626
	Subtotal	8,515	2,419	7,649	18,583	74,087	19,816	68,598	159,501
	In percentage (%)	45.82%	13.02%	41.16%	100.00%	46.45%	11.80%	41.75%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,159	401	849	2,409	11,088	3,403	8,608	23,099
12	Vans	181	28	92	301	1,608	236	620	2,464
13	Small trucks (G.V.M ≤ 5,000 Kg)	808	130	1,065	2,003	12,533	2,062	14,004	28,599
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	715	236	933	1,884	9,223	3,209	9,875	22,307
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	250	18	113	381	1,429	143	797	2,369
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	129	49	227	405	1,179	223	2,422	3,824
19	Mercedes-Benz's CV (FUSO) subtotal	29	20	97	146	361	159	1,006	1,526
	Subtotal	3,371	863	3,378	7,579	37,421	9,435	37,333	84,198
	In percentage (%)	43.45%	11.71%	44.84%	100.00%	44.45%	11.21%	44.34%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	212	26	246	484	2,722	574	3,950	7,246
21	Medium buses / Coaches [(17-30) seats]	28	6	26	60	490	216	604	1,310
22	Large buses / Coaches [(31-55) seats]	286	65	310	661	3,170	677	2,367	6,214
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	84	84	16	-	1,461	1,477
	Subtotal	536	97	592	1,225	6,382	1,467	8,931	14,770
	In percentage (%)	43.65%	8.05%	48.30%	100.00%	43.21%	9.93%	46.86%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	321	128	379	828	5,691	2,104	5,453	13,248
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	2	2	4	9	2	54	65
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	1	-	1	1	1	4	6
33	Fire-fighting trucks	-	1	1	2	-	1	2	3
34	Garbages	-	2	9	11	-	3	27	30
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
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
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1
	Subtotal	321	134	392	847	6,701	2,112	8,561	13,374
	In percentage (%)	37.90%	15.82%	46.28%	100.00%	42.63%	15.79%	41.58%	100.00%
	Grand-total	12633	3532	11999	28164	123591	31830	116412	271833
	In percentage (%)	44.86%	12.54%	42.60%	100.00%	45.47%	11.71%	42.82%	100.00%