

Maker	Model name	Vama Classification	Seat	Sales - Dec 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								-		
Mekong	Sub-total							5	2	62	69		
GM Vietnam	Spark Van	Van	2 seats	34	7			607	134	199	940	4.2%	
GM Vietnam	Spark LS	Sedan	5 seats	33	17	55		182	120	466	768		
GM Vietnam	Spark LT	Sedan	5 seats	6	1	8		118	54	357	529		
GM Vietnam	Aveo LT	Sedan	5 seats	11	5	18		201	161	471	833		
GM Vietnam	Aveo LTZ	Sedan	5 seats	3	2	7		127	39	188	354		
GM Vietnam	Cruze LS	Sedan	5 seats	31	12	57		249	146	1137	1532		
GM Vietnam	Cruze LTZ	Sedan	5 seats	46	7	41		296	92	729	1117		
GM Vietnam	Orlando LTZ	MPV	7 seats	17	5	26		106	65	371	542		
GM Vietnam	Trax LT	SUV	5 seats	20	18	34		121	67	196	384		
GM Vietnam	Captiva LTZ	SUV	7 seats	8	1	19		118	48	329	495		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	80	50	151		1107	416	1559	3082		
GM Vietnam													
GM Vietnam													
GM Vietnam	Sub-total			289	125	416	830	3232	1342	6002	10576		
Mitsubishi	Pajero Sport CKD	SUV	7 seats	7	30	12		275	219	278	772	2.7%	
Mitsubishi	Pajero Sport CBU	SUV	7 seats	120	11	27		397	75	164	636		
Mitsubishi	Outlander	SUV	5 seats	62	40	33		478	280	235	993		
Mitsubishi	Mirage	Sedan	5 seats	16	5	4		230	179	143	552		
Mitsubishi	Attrage	Sedan	5 seats	39	45	27		607	484	428	1519		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	159	90	43		1,274	567	359	2200		
Mitsubishi													
Mitsubishi													
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			403	221	146	770	3261	1804	1607	6672		
Suzuki	Carry Blind Van	Van	2 seats	53	1	26		768	23	184	975		2.4%
Suzuki	Carry Truck	Small truck	2 seats	30	4	63		511	40	488	1039		
Suzuki	Super Carry Pro	Small truck	2 seats	53	12	104		801	178	1061	2040		
Suzuki	Vitara	SUV	5 seats	5				335	44	203	582		
Suzuki	Grand Vitara	SUV	5 seats					72			72		
Suzuki	Ertiga	Sedan	7 seats			14		104	40	306	450		
Suzuki	Swift	Sedan	5 seats					373	55	131	559		
Suzuki	Ciaz	Sedan	5 seats					134	74	151	359		
Suzuki													
Suzuki	Sub-total			141	17	208	366	3098	454	2524	6076		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	87	12	88		593	91	723	1407	23.7%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	3		3		42	16	28	86		
Toyota	Camry 2.0E /KE	Sedan	5 seats	116	42	118		894	214	740	1848		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	311	93	195		2008	551	1248	3807		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	3	1	13		83	19	157	259		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	21	1	73		80	7	205	292		
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	450	84	297		4015	1076	2608	7699		
Toyota	Vios 1.5E/VE	Sedan	5 seats	862	242	822		6447	1444	6608	14499		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats					41	2	18	61		
Toyota	Innova G	MPV	8 seats	73	12	221		406	60	1320	1786		
Toyota	Innova E	MPV	8 seats	280	68	726		1915	657	7125	9697		
Toyota	Innova V	MPV	8 seats	2		21		113	22	382	517		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	18	2	4		757	148	522	1427		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	1	3	17		1513	479	2615	4607		
Toyota	Fortuner Diesel/FG	SUV	8 seats	19	7	13		1208	802	4979	6989		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats										
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats										
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	11		2		100	7	96	203		
Toyota	Hiace Diesel 2.5	Minibus	16 seats	2		5		16	3	78	97		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	5		4		138	12	61	211		
Toyota	Land Prado	SUV	8 seats	59	2	21		333	33	125	491		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	12	2	25		191	89	178	458		
Toyota	Hilux G (4x4)	Pick-up	5 seats	87	8	7		176	49	60	285		
Toyota	Hilux E (4x2)	Pick-up	5 seats	7	2	11		122	68	228	418		
Toyota	Yaris E	Sedan	5 seats	5	1	2		119	10	23	152		
Toyota	Yaris G	Sedan	5 seats	20	6	11		1144	339	562	2045		
Toyota	Alphard	MPV	7 seats	7		4		8		4	12		
Toyota	Sub-total			2461	588	2703	5752	22462	6200	30693	59355		
Isuzu	D-Max 4x4	Pick-up	5 seats	85	3	10		136	35	120	291	3.2%	
Isuzu	D-Max 4x2	Pick-up	5 seats	52	6	24		123	30	169	322		
Isuzu	mu-X	SUV	7 seats	8	1	47		123	50	384	557		
Isuzu	NLR	Small truck	3 seats	1				69	3	16	88		
Isuzu	NMR	Small truck	3 seats	3	1	5		65	2	132	199		
Isuzu	NPK	Light truck	3 seats	6		2		156	10	221	387		
Isuzu	NQL	Light truck	3 seats	15	3	42		339	23	573	935		
Isuzu	QKR	Small truck	3 seats	107	16	408		1153	210	3336	4699		
Isuzu	FRR	Medium truck	3 seats	2		8		59		109	168		
Isuzu	FVR	Medium truck	3 seats	3	1	12		29	5	50	84		
Isuzu	FVM	Medium truck	3 seats	7	3	27		57	13	112	182		
Isuzu	Tractor Head	Tractor truck (SPV)				4		12	8	33	53		
Isuzu													
Isuzu													
Isuzu													
Isuzu	Sub-total			411	27	552	1090	3261	1804	1607	6672		

Maker	Model name	Vama Classification	Seat	Sales - Dec 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	Bus Chassis	Chassis				14	14				855	855	
Isuzu	Sub-total			289	34	589	912		2321	389	5255	7965	
Ford	FIESTA - 5Drs	Hatchback		6	1	2	9		160	37	126	323	
Ford	FIESTA - 4Drs	Sedan		18	4	13	35		88	17	76	181	
Ford	FOCUS - 5Drs	Hatchback		46	14	25	85		338	94	235	667	
Ford	FOCUS - 4Drs	Sedan		56	6	34	96		284	49	247	580	
Ford	Transit 16 seats	Minibus	16 seats	184	23	193	400		2292	464	2973	5729	
Ford	Ranger 4x4 CBU	Pick-up	5 seats	330	84	239	653		3485	918	2501	6904	
Ford	Ranger 4x2 CBU	Pick-up	5 seats	347	115	283	745		3972	1122	2928	8022	
Ford	Everest/Explorer	SUV	7 seats	66	16	45	127		910	239	1056	2205	
Ford	EcoSport 1.5AT	SUV		199	41	132	372		1700	438	1581	3719	
Ford	EcoSport 1.5MT	SUV		13	3	3	19		72	48	138	258	
Ford	Sub-total			1265	307	969	2541		13301	3426	11861	28588	
Hino	HINO	Other Truck	3 seats	194	73	520	787		1446	392	2895	4733	
Hino	Bus Chassis	Chassis								10	17	27	
Hino	Sub-total			194	73	520	787		1446	392	2895	4733	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	29	14	56	99		292	134	429	855	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	22	5	90	117		79	20	338	437	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats						8	3	13	24	
SAMCO	Truck	Medium truck	3 seats								1	7	
SAMCO	Crane truck	Crane truck (SPV)	3 seats			1	1			1	8	9	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats			2	2				3	3	
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			5	5			1	42	43	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats			12	12				13	13	
SAMCO	Stage truck	Stage truck (SPV)	3 seats								1	1	
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats			2	2		1		3	4	
SAMCO	Hooklift	Hooklift (SPV)	3 seats								1	1	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats			2	2				3	3	
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										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats								1	1	
SAMCO	Xe chỉ huy chữa cháy	Xe chỉ huy chữa cháy (SPV)	4 seats			1	1				1	1	
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			51	19	171	241		380	159	858	1397	
THACO KIA	Morning	Hatchback	5 seats	576	46	272	894		6,210	568	3,507	10,285	
THACO KIA	Cerato	Sedan	5 seats	481	124	258	863		2,892	742	2,017	5,651	
THACO KIA	Sorento	SUV	7 seats	37	10	85	132		468	123	917	1,508	
THACO KIA	Rondo	MPV	7 seats	15	18	77	110		238	197	807	1,242	
THACO KIA	Sedona	MPV	7 seats	39	2	85	126		417	49	938	1,404	
THACO KIA	Rio	Sedan	5 seats						841	224	671	1,736	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan		17	5	32	54		138	21	151	310	
THACO KIA	Sub-total			1165	205	809	2179		11204	1924	9008	22136	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	69	53	122	244		1,143	401	1,461	3,005	
THACO BUS	Sub-total			69	53	122	244		1143	401	1461	3005	
THACO TRUCK	K2700	Small truck		521	100	144	765		2,753	475	1,399	4,627	
THACO TRUCK	K3000	Small truck		376	90	458	924		6,422	1,277	6,011	13,710	
THACO TRUCK	Thaco truck	Light truck		325	76	308	709		4,315	1,442	3,896	9,653	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		203	60	384	647		3,634	1,515	4,884	10,033	
THACO TRUCK	Sub-total			1425	326	1294	3045		17124	4709	16190	38023	
VINAMAZDA	Mazda2	Sedan	5 seats	124	38	89	251		902	264	814	1,980	
VINAMAZDA	Mazda3	Sedan	5 seats	488	114	284	886		5667	1280	3694	10,641	
VINAMAZDA	CX-5	Crossover	5 seats	773	130	478	1,381		4969	932	3102	9,003	
VINAMAZDA	Mazda 6	Sedan	5 seats	71	18	86	175		895	125	1,024	2,044	
VINAMAZDA	BT-50	Pick-up	5 seats	76	37	58	171		1,014	379	956	2,349	
VINAMAZDA	CX-9	SUV	7 seats										
VINAMAZDA	Sub-total			1532	337	995	2864		13447	2980	9590	26,017	
THACO	Peugeot	Peugeot		84	22	62	168		184	52	185	421	
PEUGEOT	Sub-total			84	22	62	168		184	52	185	421	
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 2.0AT	SUV	5 seats						487	195	233	915	
Honda	CR-V 2.4AT	SUV	5 seats						1624	389	594	2,607	
Honda	City 1.5 MT	Sedan	5 seats						42	38	192	272	
Honda	City 1.5 AT	Sedan	5 seats	206	113	229	548		2105	1091	3446	6,642	
Honda	Accord	Sedan	5 seats		1		1		108	34	155	297	
Honda	Odyssey	MPV	7 seats		5		6		12	5	83	100	
Honda	Civic 1.5 TOP	Sedan	5 seats	21	17	62	100		256	195	850	1,301	
Honda	Sub-Total			232	131	297	660		4634	1947	5553	12,134	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	128	6	30	164		1585	76	414	2,075	
VINAMOTOR	Hyundai	Medium truck	Under 10T	135	8	35	178		1532	90	438	2,060	
VINAMOTOR	Sub-Total			263	14	65	342		3117	166	852	4,135	
VEAM	VEAM Motor	Light truck	2-3	209	85	517	811		976	356	2,250	3,582	
VEAM	MAZ	Medium truck	2-3	4			4		37		2	39	
VEAM	Sub-Total			213	85	517	815		1013	356	2,252	3,621	
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats	6	2	2	10		47	19	20	86	
TCIEV	Sunny XV	Sedan	5 seats						261	125	111	497	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	7	3	2	12		509	192	221	922	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	3	4	1	8		349	157	191	697	
TCIEV	Sub-total			16	9	5	30		1166	493	543	2,202	
HYUNDAI	County	Medium bus	29 seats						31	8	19	58	
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	126	58	215	399		2,016	1,050	2,287	5,353	
DO THANH	Sub-Total			126	58	215	399		2016	1050	2287	5353	

Maker	Model name	Vama Classification	Seat	Sales - Dec 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
SANYANG	SYM T880	Small truck	2 seats										
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				27		27
SANYANG	SYM V11	Van	11 seats										
SANYANG Sub-Total							9				27		27

No	Vehicle Type	Sales - Dec 2017				Share	Sales - YTM 2017				Share
		North	Central	South	Total		North	Central	South	Total	
I Passenger cars (PC)											
1	Sedans	3,551	1,018	2,943	7,512		32,613	9,438	30,895	72,946	
2	Sport utility vehicles (SUV)	657	192	499	1,348		11,988	4,040	15,044	31,072	
3	Cross-over cars	773	130	478	1,381		4,969	932	3,102	9,003	
4	Multi-purpose vehicles (MPV)	438	105	1,166	1,709		3,215	1,056	11,030	15,301	
5	Convertible cars	-	-	-	-		-	-	-	-	
6	Hatchback	628	61	299	988		6,708	699	3,868	11,275	
7	Others (please specify)	-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal	302	83	230	615		2,678	736	2,614	6,028	
9	Lexus's PC subtotal	61	-	78	139		452	-	496	948	
10	Thaco Peugeot's PC subtotal	84	22	62	168		184	52	185	421	
Subtotal		6,494	1,611	5,752	13,860		63,807	16,953	67,234	146,994	
In percentage (%)		46.85%	11.62%	41.52%	100.00%		42.73%	11.53%	45.74%	100.00%	
II Commercial vehicles (CV)											
Trucks											
11	Pick-ups	1,235	397	851	2,483		11,604	3,673	9,096	24,373	
12	Vans	87	8	26	121		1,375	157	383	1,915	
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,091	223	1,191	2,505		11,774	2,185	12,472	26,431	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	681	222	1,084	1,987		7,802	2,881	9,227	19,910	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	151	12	82	245		1,714	108	712	2,534	
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	194	73	520	787		1,446	392	2,895	4,733	
19	Mercedes-Benz's CV (FUSO) subtotal	29	11	215	255		170	83	827	1,080	
Subtotal		3,468	946	3,969	8,383		35,866	9,479	35,611	80,976	
In percentage (%)		41.37%	11.28%	47.35%	100.00%		44.32%	11.71%	43.98%	100.00%	
Buses											
20	Minibuses [(10-16) seats]	197	23	200	420		2,408	474	3,147	6,029	
21	Medium buses / Coaches [(17-30) seats]	29	14	56	99		323	142	448	913	
22	Large buses / Coaches [(31-55) seats]	219	64	242	525		2,815	500	2,226	5,541	
23	Sleeping buses	-	-	-	-		-	-	-	-	
24	City buses of all lengths	-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)	-	-	14	14		-	10	872	882	
Subtotal		446	101	498	1,045		5,546	1,116	5,871	12,283	
In percentage (%)		42.62%	9.67%	47.70%	100.00%		44.43%	8.94%	46.63%	100.00%	
III Special-Purpose Vehicles											
27	Dump trucks	203	60	384	647		3,634	1,515	4,884	10,033	
28	Concrete mixer trucks	-	-	-	-		-	-	-	-	
29	Tractor trucks	-	-	4	4		12	8	33	53	
30	Tanker trucks	-	-	-	-		-	-	-	-	
31	Refrigerator trucks	-	-	-	-		-	-	-	-	
32	Ambulance	-	-	-	-		-	-	-	-	
33	Fire-fighting trucks	-	-	2	2		1	-	3	4	
34	Garbages	-	-	5	5		-	1	42	43	
35	Hydraulic crane truck	-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)	-	-	2	2		-	-	3	3	
37	Crane trucks	-	-	1	1		-	1	8	9	
38	X-Ray medical vehicles	-	-	-	-		-	-	-	-	
39	Truck-mounted concert 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)	-	-	2	2		-	-	3	3	
45	Vacuum tank truck (SPV)	-	-	12	12		-	-	13	13	
46	Aerial Platform Truck (SPV)	-	-	-	-		-	-	1	1	
47	Stage truck (SPV)	-	-	-	-		-	-	1	1	
48	Xe chỉ huy chữa cháy (SPV)	-	-	1	1		-	-	1	1	
Subtotal		203	60	411	674		3,647	1,523	4,994	10,166	
In percentage (%)		30.03%	8.88%	61.09%	100.00%		35.87%	15.00%	49.12%	100.00%	
Grand-total		10610	2718	10635	23963		107885	29073	113661	250619	
In percentage (%)		44.28%	11.34%	44.38%	100.00%		43.05%	11.60%	45.35%	100.00%	