

Maker	Model name	Vama Classification	Seat	Sales - Feb 2017				Share	Sales - YTM 2017				Share	
				North	Central	South	Total		North	Central	South	Total		
Mekong	Pronto	SUV	7 seats			1	7	8				2	22	25
Mekong	Premio	Pick-up	5 seats				12	14				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			2	1	19	22	22	5	2	62	69	0.1%	0.1%
GM Vietnam	Spark Van	Van	2 seats	71	15	13	99		188	49	48	285		
GM Vietnam	Spark LS	Sedan	5 seats	15	4	71	90		39	32	174	245		
GM Vietnam	Spark LT	Sedan	5 seats	11	3	34	48		54	24	114	192		
GM Vietnam	Aveo LT	Sedan	5 seats	28	13	55	96		82	47	207	336		
GM Vietnam	Aveo LTZ	Sedan	5 seats	19	5	30	54		55	21	92	168		
GM Vietnam	Cruze LS	Sedan	5 seats	22	11	114	147		70	36	371	477		
GM Vietnam	Cruze LTZ	Sedan	5 seats	24	13	72	109		84	44	259	387		
GM Vietnam	Orlando LTZ	MPV	7 seats						14	11	64	89		
GM Vietnam	Trax LT	SUV	5 seats	16	15	33	64		50	33	90	173		
GM Vietnam	Captiva LTZ	SUV	7 seats	13	8	29	50		55	25	132	212		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	29	20	23	72		109	67	92	268		
GM Vietnam														
GM Vietnam														
GM Vietnam	Sub-total			248	107	474	829	829	800	389	1643	2832	4.8%	4.8%
Mitsubishi	Pajero Sport CKD	SUV	7 seats	12	12	12	36		155	41	62	258		
Mitsubishi	Pajero Sport CBU	SUV	7 seats	5	6	7	18		39	24	47	110		
Mitsubishi	Outlander Sport	SUV	5 seats	1	2	2	5		4	6	4	14		
Mitsubishi	Outlander	SUV	5 seats	25	22	9	56		82	70	58	210		
Mitsubishi	Mirage	Sedan	5 seats	20	17	10	47		76	60	45	181		
Mitsubishi	Attrage	Sedan	5 seats	40	34	34	108		175	129	101	405		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	48	39	23	110		289	92	51	432		
Mitsubishi	Pajero	SUV	7 seats						5			5		
Mitsubishi														
Mitsubishi														
Mitsubishi	Sub-total			151	132	97	380	380	825	422	368	1615	2.2%	2.7%
Suzuki	Carry Blind Van	Van	2 seats	36	2	6	44		97	3	11	111		
Suzuki	Carry Truck	Small truck	2 seats	35	1	2	38		87	3	3	93		
Suzuki	Super Carry Pro	Small truck	2 seats	52	4	122	178		129	29	272	430		
Suzuki	Vitara	SUV	5 seats	2	1	3	6		52	13	31	96		
Suzuki	Grand Vitara	SUV	5 seats	2			2		7			7		
Suzuki	Ertiga	Sedan	7 seats	2	1	5	8		9	2	13	24		
Suzuki	Swift	Sedan	5 seats		1	2	3		72	4	21	97		
Suzuki	Ciaz	Sedan	5 seats	2	1	5	8		15	13	19	47		
Suzuki	Sub-total			131	11	145	287	287	468	67	370	905	1.7%	1.5%
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	41	5	42	88		151	32	176	359		
Toyota	Camry 2.5G/KL	Sedan	5 seats	5		1	6		16		6	22		
Toyota	Camry 2.0E/KE	Sedan	5 seats	67	8	30	105		259	51	165	475		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	102	23	59	184		497	145	240	882		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	8	1	14	23		41	6	48	95		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	2		3	5		15		20	35		
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	223	63	112	398		886	275	464	1625		
Toyota	Vios 1.5E/VE	Sedan	5 seats	319	63	253	635		1240	276	988	2504		
Toyota	Vios 1.5J	Sedan	5 seats							1		1		
Toyota	Vios Limo	Sedan	5 seats						21	1		22		
Toyota	Innova G	MPV	8 seats	35	3	103	141		107	15	367	489		
Toyota	Innova E	MPV	8 seats	198	34	525	757		584	132	1784	2500		
Toyota	Innova V	MPV	8 seats	12	1	39	52		36	10	157	203		
Toyota	Innova J	MPV	8 seats							1		1		
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	27	6	25	58		150	28	112	290		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	80	28	150	258		417	122	529	1068		
Toyota	Fortuner Diesel/FG	SUV	8 seats	113	61	413	587		352	207	1205	1764		
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	1	4	9		11	2	15	28		
Toyota	Hiace Diesel 2.5	Minibus	16 seats	2		5	7		3	2	17	22		
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Landcruiser 200 GX 470	SUV	8 seats	10	2	2	14		75	5	22	102		
Toyota	Land Prado	SUV	8 seats	3	2	1	6		74	11	22	107		
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	16	8	7	31		78	53	47	178		
Toyota	Hilux G (4x4)	Pick-up	5 seats	5	2	9	16		27	19	16	62		
Toyota	Hilux E (4x2)	Pick-up	5 seats	10	4	13	27		38	29	55	122		
Toyota	Yaris E	Sedan	5 seats	5	2	1	8		30	7	8	45		
Toyota	Yaris G	Sedan	5 seats	93	25	46	164		325	106	144	575		
Toyota	Sub-total			1380	342	1857	3579	3579	5433	1536	6607	13576	20.9%	22.8%
Isuzu	D-Max 4x4	Pick-up	5 seats	6	1	14	21		17	8	34	59		
Isuzu	D-Max 4x2	Pick-up	5 seats	1	1	1	3		17	12	27	56		
Isuzu	mu-X	SUV	7 seats	9	2	26	37		66	24	112	202		
Isuzu	NLR	Small truck	3 seats								3	3		
Isuzu	NMR	Small truck	3 seats			2	2				10	10		
Isuzu	NPK	Light truck	3 seats	4		13	17		15	1	29	45		
Isuzu	NQL	Light truck	3 seats			28	28		16		72	88		
Isuzu	QKR	Small truck	3 seats	20	6	129	155		77	20	343	440		
Isuzu	FRR	Medium truck	3 seats			9	9				18	18		
Isuzu	FVR	Medium truck	3 seats			2	2		2	2	4	8		
Isuzu	FVM	Medium truck	3 seats			6	6				8	8		
Isuzu	Tractor Head	Tractor truck (SPV)				6	6		2	6	13	21		
Isuzu														
Isuzu														
Isuzu														
Isuzu	Bus Chassis	Chassis				82	82				178	178		
Isuzu	Sub-total			40	10	236	286	286	212	73	673	958	1.7%	1.6%
Ford	FIESTA - 5Drs	Hatchback		13	3	13	29		49	11	40	100		
Ford	FIESTA - 4Drs	Sedan		7	1	7	15		36	8	28	72		
Ford	FOCUS - 5Drs	Hatchback		5	7	8	20		60	23	62	145		
Ford	FOCUS - 4Drs	Sedan		16		16	32		67	9	62	138		

Maker	Model name	Vama Classification	Seat	Sales - Feb 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
3	Cross-over cars			264	39	158	461		1,052	191	613	1,856	
4	Multi-purpose vehicles (MPV)			281	48	822	1,151		910	232	2,866	4,008	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			488	56	307	851		1,842	226	996	3,064	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			152	40	138	330		613	166	575	1,354	
9	Lexus's PC subtotal			25	-	23	48		141	-	125	266	
10	Thaco Peugeot's PC subtotal			10	6	10	26		25	12	30	67	
	Subtotal			4,292	1,813	4,583	8,777		18,798	4,453	18,451	37,611	
	In percentage (%)			42.98%	10.35%	46.67%	100.00%		44.42%	11.84%	43.74%	100.00%	
II Commercial vehicles (CV)													
Trucks													
11	Pick-ups			664	191	448	1,303		2,527	839	1,713	5,079	
12	Vans			107	17	19	143		285	52	59	396	
13	Small trucks (G.V.M ≤ 5,000 Kg)			1,141	191	1,027	2,359		2,768	479	2,436	5,683	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			519	172	486	1,177		1,433	531	1,513	3,477	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			152	8	59	219		461	28	168	657	
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			35	14	106	155		158	40	274	472	
19	Mercedes-Benz's CV (FUSO) subtotal			12	17	41	70		39	25	129	193	
	Subtotal			2,830	616	2,186	5,426		7,671	1,994	6,252	13,927	
	In percentage (%)			48.47%	11.24%	40.29%	100.00%		48.07%	12.50%	39.43%	100.00%	
Buses													
20	Minibuses [(10-16) seats]			175	31	233	439		581	104	731	1,416	
21	Medium buses / Coaches [(17-30) seats]			21	4	12	37		71	17	83	171	
22	Large buses / Coaches [(31-55) seats]			135	31	105	271		531	120	496	1,147	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	-	82	82		-	1	182	183	
	Subtotal			331	66	350	747		1,183	241	1,310	2,714	
	In percentage (%)			44.31%	8.84%	46.85%	100.00%		43.27%	8.81%	47.92%	100.00%	
III Special-Purpose Vehicles													
27	Dump trucks			471	209	520	1,200		1,229	548	1,451	3,228	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			-	-	6	6		2	6	13	21	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	-	-	
34	Garbages			-	1	2	3		-	1	10	11	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-	
37	Crane trucks			-	-	-	-		-	1	-	1	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	1	1		-	-	1	1	
41	Hooklift			-	-	-	-		-	-	-	-	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	1	1	
45	Vaccum tank truck (SPV)			-	-	-	-		-	-	-	-	
46	Stage truck (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			471	219	520	1,210		1,231	556	1,476	3,261	
	In percentage (%)			38.93%	17.36%	43.72%	100.00%		37.73%	17.04%	45.23%	100.00%	
	Grand-total			7634	1898	7628	17160		26793	7243	25529	59565	
	In percentage (%)			44.49%	11.06%	44.45%	100.00%		44.98%	12.16%	42.86%	100.00%	