

Maker	Model name	Vama Classification	Seat	Sales - March 2017				Share	Sales - YTM 2017				Share		
				North	Central	South	Total		North	Central	South	Total			
Mekong	Pronto	SUV	7 seats			7	7	0.1%	1	2	22	25	0.1%		
Mekong	Premio	Pick-up	5 seats			12	12		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					19	19		5	2	62	69			
GM Vietnam	Spark Van	Van	2 seats	58	20	25	103	4.4%	188	49	48	285	4.8%		
GM Vietnam	Spark LS	Sedan	5 seats	21	6	32	59		39	32	174	245			
GM Vietnam	Spark LT	Sedan	5 seats	26	15	55	96		54	24	114	192			
GM Vietnam	Aveo LT	Sedan	5 seats	28	11	81	120		82	47	207	336			
GM Vietnam	Aveo LTZ	Sedan	5 seats	15	3	24	42		55	21	92	168			
GM Vietnam	Cruze LS	Sedan	5 seats	27	13	166	206		70	36	371	477			
GM Vietnam	Cruze LTZ	Sedan	5 seats	31	11	77	119		84	44	259	387			
GM Vietnam	Orlando LTZ	MPV	7 seats	14	11	64	89		14	11	64	89			
GM Vietnam	Trax LT	SUV	5 seats	16	1	15	32		50	33	90	173			
GM Vietnam	Captiva LTZ	SUV	7 seats	26	10	69	105		55	25	132	212			
GM Vietnam	Colorado LTZ	Pick-up	5 seats	13	6	11	30		109	67	92	268			
GM Vietnam															
GM Vietnam	Sub-total			275	107	619	1001			800	389	1643		2832	
Mitsubishi	Pajero Sport CKD	SUV	7 seats	16	15	21	52	2.1%	155	41	62	258	2.7%		
Mitsubishi	Pajero Sport CBU	SUV	7 seats	14	7	18	39		39	24	47	110			
Mitsubishi	Outlander Sport	SUV	5 seats	2	2	1	5		4	6	4	14			
Mitsubishi	Outlander	SUV	5 seats	31	26	36	93		82	70	58	210			
Mitsubishi	Mirage	Sedan	5 seats	35	17	22	74		76	60	45	181			
Mitsubishi	Attrage	Sedan	5 seats	82	43	35	160		175	129	101	405			
Mitsubishi	Triton GLS AT	Pick-up	5 seats	28	9	7	44		289	92	51	432			
Mitsubishi	Pajero	SUV	7 seats	4			4		5			5			
Mitsubishi															
Mitsubishi															
Mitsubishi															
Mitsubishi	Sub-total			212	119	140	471			825	422	368		1615	
Suzuki	Carry Blind Van	Van	2 seats	7	1	2	10		0.9%	97	3	11		111	1.5%
Suzuki	Carry Truck	Small truck	2 seats	5	1	1	7	87		3	3	93			
Suzuki	Super Carry Pro	Small truck	2 seats	42	17	74	133	129		29	272	430			
Suzuki	Vitara	SUV	5 seats	1	2	1	4	52		13	31	96			
Suzuki	Grand Vitara	SUV	5 seats	1			1	7				7			
Suzuki	Ertiga	Sedan	7 seats	2		1	3	9		2	13	24			
Suzuki	Swift	Sedan	5 seats	25		8	33	72		4	21	97			
Suzuki	Ciaz	Sedan	5 seats	1	2	3	6	15		13	19	47			
Suzuki															
Suzuki	Sub-total			84	23	90	197			468	67	370	905		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	46	14	63	123	20.5%		151	32	176	359	22.8%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	6		3	9			16		6	22		
Toyota	Camry 2.0E/KE	Sedan	5 seats	67	17	68	152			259	51	165	475		
Toyota	Camry 3.5Q	Sedan	5 seats												
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	175	51	88	314		497	145	240	882			
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	20	3	19	42		41	6	48	95			
Toyota	Corolla Altis 2.0C/Q	Sedan	5seats	5		9	14		15		20	35			
Toyota	Corolla Altis RS	Sedan	5seats												
Toyota	Vios 1.5G/VG	Sedan	5 seats	259	84	161	504		886	275	464	1625			
Toyota	Vios 1.5E/VE	Sedan	5 seats	469	95	324	888		1240	276	988	2504			
Toyota	Vios 1.5J	Sedan	5 seats	1			1			1		1			
Toyota	Vios Limo	Sedan	5 seats	21	1		22		21	1		22			
Toyota	Innova G	MPV	8 seats	28	6	130	164		107	15	367	489			
Toyota	Innova E	MPV	8 seats	179	51	642	872		584	132	1784	2500			
Toyota	Innova V	MPV	8 seats	13	7	50	70		36	10	157	203			
Toyota	Innova J	MPV	8 seats	1		1	1			1		1			
Toyota	Innova GSR	MPV	8 seats												
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	62	10	54	126		150	28	112	290			
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	90	31	161	282		417	122	529	1068			
Toyota	Fortuner Diesel/FG	SUV	8 seats	80	75	419	574		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	2		6	8		11	2	15	28			
Toyota	Hiace Diesel 2.5	Minibus	16 seats	1	2	6	9		3	2	17	22			
Toyota	Hiace Super Wagon	Minibus	10 seats												
Toyota	Landcruiser 200 GX 470	SUV	8 seats	5	1	4	10		75	5	22	102			
Toyota	Land Prado	SUV	8 seats	11	3	3	17		74	11	22	107			
Toyota	FT86	Sedan	5 seats												
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	20	19	21	60		78	53	47	178			
Toyota	Hilux G (4x4)	Pick-up	5 seats	9	6	5	20		27	19	16	62			
Toyota	Hilux E (4x2)	Pick-up	5 seats	18	11	27	56		38	29	55	122			
Toyota	Yaris E	Sedan	5 seats	15	1	7	23		30	7	8	45			
Toyota	Yaris G	Sedan	5 seats	176	56	86	318		325	106	144	575			
Toyota	Sub-total			1777	546	2356	4679		5433	1536	6607	13576			
Isuzu	D-Max 4x4	Pick-up	5 seats	7	7	13	27	2.1%	17	8	34	59	1.6%		
Isuzu	D-Max 4x2	Pick-up	5 seats	14	7	23	44		17	12	27	56			
Isuzu	mu-X	SUV	7 seats	23	9	35	67		66	24	112	202			
Isuzu	NLR	Small truck	3 seats			3	3				3	3			
Isuzu	NMR	Small truck	3 seats			7	7				10	10			
Isuzu	NPK	Light truck	3 seats	11		16	27		15	1	29	45			
Isuzu	NQL	Light truck	3 seats	16		36	52		16		72	88			
Isuzu	QKR	Small truck	3 seats	53	9	170	232		77	20	343	440			
Isuzu	FRR	Medium truck	3 seats			7	7				18	18			
Isuzu	FVR	Medium truck	3 seats	1	2	2	5		2	2	4	8			
Isuzu	FVM	Medium truck	3 seats			2	2				8	8			
Isuzu	Tractor Head	Tractor truck (SPV)		1	2	2	5		2	6	13	21			
Isuzu															
Isuzu															
Isuzu															
Isuzu	Bus Chassis	Chassis									178	178			
Isuzu	Sub-total			126	36	316	478			212	73	673		958	
Ford	FIESTA - 5Drs	Hatchback		18	1	5	24	2.1%	49	11	40	100	1.6%		
Ford	FIESTA - 4Drs	Sedan		6	3	1	10		36	8	28	72			

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				North	Central	South	Total		North	Central	South	Total		
Ford	FOCUS - 5Dr	Hatchback		29	10	30	69	11.0%	60	23	62	145	11.6%	
Ford	FOCUS - 4Dr	Sedan		31	4	17	52		67	9	62	138		
Ford	Transit 16 seats	Minibus	16 seats	273	53	328	654		567	100	699	1366		
Ford	Ranger 4x4 CBU	Pick-up	5 seats	224	88	151	463		793	205	528	1526		
Ford	Ranger 4x2 CBU	Pick-up	5 seats	282	88	181	551		853	237	560	1650		
Ford	Everest/Explorer	SUV	7 seats	109	21	116	246		264	63	337	664		
Ford	EcoSport 1.5AT	SUV		173	53	184	410		540	122	504	1166		
Ford	EcoSport 1.5MT	SUV		4	5	13	22	22	17	60	99			
Ford		Sub-total		1149	326	1026	2501		3251	795	2880	6926		
Hino	HINO	Other Truck	3 seats	77	21	94	192	0.8%	158	40	274	472	0.8%	
Hino	Bus Chassis	Chassis			1	4	5			1	4	5		
Hino		Sub-total		77	21	94	192		158	40	274	472		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	23	7	30	60	0.4%	71	17	83	171	0.5%	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	5	25	30			5		60	65		
SAMCO	SAMCO PRIMAS giuồng năm 45C	Large bus	45 seats	1	2	3			6	3	9	18		
SAMCO	Truck	Medium truck	3 seats								1	1		
SAMCO	Crane truck	Crane truck (SPV)	3 seats		1	1					1	1		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats							1		1		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats		2	2				1	10	11		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats											
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats											
SAMCO	Stage truck	Stage truck (SPV)	3 seats											
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats											
SAMCO	Hooklift	Hooklift (SPV)	3 seats											
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats		1	1					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											
SAMCO	Bus Chassis	Chassis												
SAMCO		Sub-total		29	8	60	97		82	22	165	269		
THACO KIA	Morning	Hatchback	5 seats	656	45	301	1002	9.8%	1,733	192	894	2819	10.2%	
THACO KIA	Cerato	Sedan	5 seats	224	43	139	406		654	144	429	1227		
THACO KIA	Sorento	SUV	7 seats	63	12	76	151		150	27	244	421		
THACO KIA	Rondo	MPV	7 seats	25	24	103	152		77	54	229	360		
THACO KIA	Sedona	MPV	7 seats	39	6	88	133		89	9	245	343		
THACO KIA	Rio	Sedan	5 seats	174	36	157	367		436	101	335	872		
THACO KIA	Sportage	SUV	5 seats						-	-	-	-		
THACO KIA	Xe khác	Sedan		6	1	10	17		24	3	29	56		
THACO KIA		Sub-total		1187	167	874	2228		3163	530	2405	6098		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	115	49	129	293		214	97	327	638		
THACO BUS		Sub-total		115	49	129	293	214	97	327	638			
THACO TRUCK	K2700	Small truck		177	31	109	317	509	100	269	878			
THACO TRUCK	K3000	Small truck		918	138	668	1724	1,966	327	1,527	3820			
THACO TRUCK	Thaco truck	Light truck		531	139	293	963	1,081	293	708	2082			
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		663	294	763	1720	1,229	548	1,451	3228			
THACO TRUCK		Sub-total		2289	602	1833	4724	4785	1268	3955	10008			
VINAMAZDA	Mazda2	Sedan	5 seats	114	22	81	217	9.7%	313	88	234	635	11.6%	
VINAMAZDA	Mazda3	Sedan	5 seats	538	113	313	964		1810	345	977	3132		
VINAMAZDA	CX-5	Crossover	5 seats	312	63	192	567		1052	191	613	1856		
VINAMAZDA	Mazda 6	Sedan	5 seats	76	12	78	166		272	37	276	585		
VINAMAZDA	BT-50	Pick-up	5 seats	120	57	111	288		302	117	265	684		
VINAMAZDA	CX-9	SUV	7 seats											
VINAMAZDA		Sub-total		1160	267	775	2202	3749	778	2365	6892			
THACO	Peugeot	Peugeot		7	4	10	21	0.1%	25	12	30	67	0.1%	
PEUGEOT		Sub-total		7	4	10	21		25	12	30	67		
Honda	Civic 1.8 AT	Sedan	5 seats					4.6%					4.8%	
Honda	Civic 1.8 MT	Sedan	5 seats											
Honda	Civic 2.0 AT	Sedan	5 seats											
Honda	CR-V 2.0AT	SUV	5 seats	22	14	7	43		90	30	50	170		
Honda	CR-V 2.4AT	SUV	5 seats	135	26	48	209		361	81	151	593		
Honda	City 1.5 MT	Sedan	5 seats	4	5	48	57		21	25	107	153		
Honda	City 1.5 AT	Sedan	5 seats	228	85	319	632		487	229	773	1489		
Honda	Accord	Sedan	5 seats	5	3	9	17		20	10	30	60		
Honda	Odyssey	MPV	7 seats			12	12		3		20	23		
Honda	Civic 1.5 TOP	Sedan	5 seats	15	13	58	86		76	61	210	347		
Honda		Sub-Total		409	146	501	1056	1058	436	1341	2835			
VINAMOTOR	Hyundai	Large bus	29-80 Seats	139	11	42	192	2.1%	306	20	100	426	1.7%	
VINAMOTOR	Hyundai	Medium truck	Under 10T	215	15	68	298		450	26	137	613		
VINAMOTOR														
VINAMOTOR		Sub-Total		354	26	110	490	756	46	237	1039			
VEAM	VEAM Motor	Light truck	2-3	61	37	210	308	1.4%	109	78	353	540	0.9%	
VEAM	MAZ	Medium truck	2-3						9			9		
VEAM														
VEAM				61	37	210	308	118	78	353	549			
TCIEV	Sunny	Sedan	5 seats					3.1%					2.1%	
TCIEV	Sunny XL	Sedan	5 seats	15	12	11	38		34	17	18	69		
TCIEV	Sunny XV	Sedan	5 seats	43	23	15	81		101	55	38	194		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	179	84	79	342		315	122	126	563		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	125	65	59	249		236	108	105	449		
TCIEV				362	184	164	710	686	302	287	1275			
HYUNDAI	County	Medium bus	29 seats					1.9%					1.2%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	125	96	201	422		212	159	351	722		
DO THANH				125	96	201	422	212	159	351	722			
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		6	6					7	7		
SANYANG	SYM V11	Van	11 seats											
SANYANG		Sub-Total				6	6			7	7			

Maker	Model name	Vama Clasification	Seat	Sales - March 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
No	Vehicle Type			North	Central	South	Total		North	Central	South	Total	
I	Passenger cars (PC)												
1	Sedans			3,031	819	2,588	6,438		8,563	2,444	7,221	18,228	
2	Sport utility vehicles (SUV)			1,192	472	1,426	3,090		3,562	1,181	4,025	8,768	
3	Cross-over cars			312	63	192	567		1,052	191	613	1,856	
4	Multi-purpose vehicles (MPV)			298	106	1,089	1,493		910	232	2,866	4,008	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			703	56	336	1,095		1,842	226	996	3,064	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			246	72	223	541		613	166	575	1,354	
9	Lexus's PC subtotal			44	-	39	83		141	-	125	266	
10	Thaco Peugeot's PC subtotal			7	4	10	21		25	12	30	67	
	Subtotal			5,833	1,592	5,993	13,418		18,798	4,457	16,453	37,613	
	In percentage (%)			43.77%	11.94%	44.29%	100.00%		44.42%	11.84%	43.74%	100.00%	
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups			735	298	562	1,595		2,527	839	1,713	5,079	
12	Vans			65	21	27	113		285	52	59	396	
13	Small trucks (G.V.M ≤ 5,000 Kg)			1,195	196	1,038	2,429		2,768	479	2,436	5,683	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			744	272	756	1,772		1,433	531	1,513	3,477	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			216	17	79	312		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			77	21	94	192		158	40	274	472	
19	Mercedes-Benz's CV (FUSO) subtotal			21	6	46	73		39	25	129	193	
	Subtotal			5,053	831	2,602	8,486		7,671	1,894	6,294	15,857	
	In percentage (%)			47.07%	12.81%	40.12%	100.00%		48.07%	12.50%	39.43%	100.00%	
	Buses												
20	Minibuses [(10-16) seats]			276	55	340	671		581	104	731	1,416	
21	Medium buses / Coaches [(17-30) seats]			23	7	30	60		71	17	83	171	
22	Large buses / Coaches [(31-55) seats]			260	60	198	518		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)			-	1	4	5		-	1	182	183	
	Subtotal			559	122	568	1,249		1,183	241	1,310	2,734	
	In percentage (%)			44.76%	9.77%	45.48%	100.00%		43.27%	8.81%	47.92%	100.00%	
III	Special-Purpose Vehicles												
27	Dump trucks			663	294	763	1,720		1,229	548	1,451	3,228	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			1	2	2	5		2	6	13	21	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	-	-	
34	Garbages			-	-	2	2		-	1	10	11	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-	
37	Crane trucks			-	1	-	1		-	1	-	1	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	1	1	
41	Hooklift			-	-	-	-		-	-	-	-	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	1	1		-	-	1	1	
45	Vaccum tank truck (SPV)			-	-	-	-		-	-	-	-	
46	Stage truck (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			664	297	768	1,729		1,331	596	1,476	3,363	
	In percentage (%)			38.40%	17.18%	44.42%	100.00%		37.73%	17.04%	45.23%	100.00%	
	Grand-total			10109	2842	9841	22792		26793	7243	25529	59565	
	In percentage (%)			44.35%	12.47%	43.18%	100.00%		44.98%	12.16%	42.86%	100.00%	