

Maker	Model name	Vama Classification	Seat	Sales - May 2016				Share	Sales - YTM 2016				Share
				North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	SUV	7 seats	3	1	7	11	0.2%	12	7	27	46	0.2%
Mekong	Premio	Pick-up	5 seats	2	3	10	15		9	6	45	60	
Mekong	Paso 990BE	Small truck	2 seats			1	1				4	4	
Mekong	Paso 990 D	Small truck	2 seats			3	3			2	14	16	
Mekong	Paso 1.5TD	Light truck	3 seats	2		5	7		6		39	45	
Mekong	Paso 2.0TD	Light truck	3 seats				-				2	2	
Mekong	Paso 2.5TD	Light truck	3 seats				-					-	
Mekong	Sub-total			7	4	26	37	27	15	131	173		
GM Vietnam	Spark Van	Van	2 seats	25	19	26	70	3.3%	174	84	90	348	3.5%
GM Vietnam	Spark LS	Sedan	5 seats	15	4	68	87		130	89	300	519	
GM Vietnam	Spark LTZ	Sedan	5 seats	1			1		1			1	
GM Vietnam	Aveo LT	Sedan	5 seats	32	21	55	108		102	67	180	349	
GM Vietnam	Aveo LTZ	Sedan	5 seats	14	8	23	45		95	43	91	229	
GM Vietnam	Cruze LS	Sedan	5 seats	34	37	105	176		151	128	435	714	
GM Vietnam	Cruze LTZ	Sedan	5 seats	21	11	57	89		157	40	292	489	
GM Vietnam	Colorado LTZ	Pick-up	5 seats	37	16	32	85		169	45	112	326	
GM Vietnam	Captiva LTZ	SUV	7 seats	35	12	36	83		105	38	171	314	
GM Vietnam	Orlando LTZ	MPV	7 seats	1	2	2	5		258	3	20	281	
GM Vietnam													
GM Vietnam													
GM Vietnam													
GM Vietnam	Sub-total			215	130	404	749		1342	537	1691	3570	
MMV	Pajero Sport	SUV	7 seats	3	6	2	11	1.5%	145	22	25	192	2.0%
MMV	Pajero Sport	SUV	7 seats	5	3	9	17		122	11	55	188	
MMV	Pajero Sport	SUV	7 seats	18	8	34	60		65	49	116	230	
MMV	Outlander Sport Pre	SUV	5 seats	11	9	4	24		70	29	19	118	
MMV	Outlander Sport CVT	SUV	5 seats	1	5		6		13	7	4	24	
MMV	Mirage CVT	Sedan	5 seats	16	16	15	47		62	58	39	159	
MMV	Mirage MT	Sedan	5 seats	4	4	6	14		24	14	32	70	
MMV	Attrage CVT	Sedan	5 seats	10	15	6	31		121	96	55	272	
MMV	Attrage MT	Sedan	5 seats	5	5	28	38		70	57	214	341	
MMV	Triton GLS AT	Pick-up	5 seats	7	1	1	9		34	7	11	52	
MMV	Triton GLS MT	Pick-up	5 seats	2	3	1	6		47	12	3	62	
MMV	Triton GLX AT	Pick-up	5 seats	27	14	8	49		113	42	33	188	
MMV	Triton GLX MT	Pick-up	5 seats	6	3	7	16		119	15	24	158	
MMV	Pajero	Ambulance (SPV)	4+1 seats	2			2		6			6	
MMV													
MMV													
MMV													
MMV													
Mitsubishi Motor	Sub-total			117	92	121	330	1011	419	630	2060		
Suzuki	Carry Blind Van	Van	2 seats	118		23	141	19.0%	404	1	85	490	20.5%
Suzuki	Carry Truck	Small truck	2 seats	108		90	198		485	7	307	799	
Suzuki	Super Carry Pro	Small truck	2 seats	112	15	90	217		449	51	456	956	
Suzuki	Vitara	SUV	5 seats	41	1	19	61		164	1	112	277	
Suzuki	Grand Vitara	SUV	5 seats						7			7	
Suzuki	Ertiga	Sedan	7 seats			5	5		30	11	50	91	
Suzuki	Swift	Sedan	5 seats	12		9	21		277	4	53	334	
Suzuki													
Suzuki													
Suzuki	Sub-total			391	16	236	643		1816	75	1063	2954	
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	74	18	76	168	19.0%	402	77	370	849	20.5%
Toyota	Camry 2.5G/KL	Sedan	5 seats	16		10	26		92	6	68	166	
Toyota	Camry 2.0E /KE	Sedan	5 seats	94	25	72	191		495	108	353	956	
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	138	53	68	259		738	214	332	1284	
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	12	4	15	31		58	19	59	136	
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	13		12	25		45	1	50	96	
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	269	97	127	493		1572	510	553	2635	
Toyota	Vios 1.5E/VE	Sedan	5 seats	272	69	187	528		1516	391	690	2597	
Toyota	Vios 1.5J	Sedan	5 seats	14			14		124	20	12	156	
Toyota	Vios Limo	Sedan	5 seats	30		1	31		123		178	301	
Toyota	Innova G	MPV	8 seats	25	1	41	67		142	33	230	405	
Toyota	Innova E	MPV	8 seats	226	53	385	664		1165	353	2096	3614	
Toyota	Innova V	MPV	8 seats	5		6	11		40	2	80	122	
Toyota	Innova J	MPV	8 seats			80	80		125		367	492	
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	44	21	15	80		221	44	83	348	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	116	35	165	316		513	120	641	1274	
Toyota	Fortuner Diesel/FG	SUV	8 seats	94	50	322	466		390	214	1304	1908	
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	14		15	29		61	4	65	130	
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats	38	9	87	134		186	61	345	592	
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	12	1	15	28		58	6	42	106	
Toyota	Hiace Diesel 2.5	Minibus	16 seats		1	10	11		5	5	52	62	
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	40	19	35	94		142	46	103	291	
Toyota	Land Prado	SUV	8 seats	57	17	39	113		227	71	131	429	
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	40	18	32	90	213	75	114	402		
Toyota	Hilux G (4x4)	Pick-up	5 seats	12	10	18	40	115	52	80	247		
Toyota	Hilux E (4x2)	Pick-up	5 seats	26	8	30	64	129	53	130	312		
Toyota	Yaris E	Sedan	5 seats	18	5	9	32	154	18	47	219		
Toyota	Yaris G	Sedan	5 seats	107	28	57	192	432	93	221	746		
Toyota	Sub-total			1806	542	1929	4277	9483	2596	8796	20875		
Isuzu	D-Max 4x4	Pick-up	5 seats	10	8	28	46	19.0%	35	18	42	95	20.5%
Isuzu	D-Max 4x2	Pick-up	5 seats	15	4	7	26		40	14	59	113	
Isuzu	NLR	Light truck	3 seats		1		1		4	3	11	18	
Isuzu	NMR	Light truck	3 seats	1		7	8		14		64	78	
Isuzu	NPK	Light truck	3 seats	10	4	24	38		65	12	102	179	
Isuzu	NQL	Light truck	3 seats	53	6	56	115		260	17	304	581	
Isuzu	QKR	Light truck	3 seats	61	23	205	289		198	60	630	888	
Isuzu	Sub-total			180	44	222	446		508	114	663	1627	

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	FRR	Light truck	3 seats	4		17	21	2.7%	20	2	55	77	2.2%
Isuzu	FVR	Light truck	3 seats	3		6	9		10	6	30	46	
Isuzu	FVM	Light truck	3 seats	11		30	41		53	21	104	178	
Isuzu	Tractor Head	Tractor truck (SPV)		3		10	13		5		28	33	
Isuzu													
Isuzu	Bus Chassis	Chassis				108	108			648	648		
Isuzu	Sub-total			171	46	390	607	704	153	1429	2286		
Ford	FIESTA - 5Drs	Hatchback		16	7	15	38	10.3%	97	23	76	196	11.0%
Ford	FIESTA - 4Drs	Sedan		14	6	10	30		42	18	40	100	
Ford	FOCUS - 5Drs	Hatchback		14		20	34		94	17	75	186	
Ford	FOCUS - 4Drs	Sedan		9	6	17	32		82	18	73	173	
Ford	Transit 16 seats	Minibus	16 seats	248	51	342	641		1263	227	1538	3028	
Ford	Ranger 4x4 CBU	Pick-up	5 seats	274	93	280	647		1231	352	1214	2797	
Ford	Ranger 4x2 CBU	Pick-up	5 seats	219	60	148	427		1296	310	1036	2642	
Ford	Everest	SUV	7 seats	22	3	11	36		92	27	92	211	
Ford	EcoSport 1.5AT	SUV		182	42	170	394		822	212	746	1780	
Ford	EcoSport 1.5MT	SUV		5	11	21	37		24	50	60	134	
Ford	Sub-total			1003	279	1034	2316	5043	1254	4950	11247		
Hino	HINO	Other Truck	3 seats	142	16	215	373	1.7%	530	58	1248	1836	1.8%
Hino	Bus Chassis	Chassis									6	6	
Hino	Sub-total			142	16	215	373		530	58	1248	1836	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	32	28	10	70	0.5%	168	95	199	462	0.6%
SAMCO	SAMCO B40 - B80	Large bus	40 seats	10		22	32		33		39	72	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats	4	2	4	10		15	9	16	40	
SAMCO	Truck	Medium truck	3 seats								1	1	
SAMCO	Crane truck	Crane truck (SPV)	3 seats							1	2	3	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			3	3				8	8	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats								4	4	
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										
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats							1	1		
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			46	30	39	115	216	105	270	591		
THACO KIA	Morning	Sedan	5 seats	436	50	365	851	10.4%	2,511	216	1,820	4,547	11.2%
THACO KIA	K3	Sedan	5 seats	261	80	234	575		1,348	258	797	2,403	
THACO KIA	Sorento	SUV	7 seats	93	25	113	231		390	70	491	951	
THACO KIA	Carens	MPV	7 seats	26	15	57	98		170	83	329	582	
THACO KIA	Rondo	Crossover	7 seats	38	21	85	144		164	76	399	639	
THACO KIA	Sedona	MPV	7 seats	56	3	100	159		187	17	502	706	
THACO KIA	Rio	Sedan	5 seats	137	34	99	270		817	159	446	1,422	
THACO KIA	Sportage	Sedan	5 seats		1	1	2		50	8	41	99	
THACO KIA	Xe khác	Sedan		3	1	6	10		47	3	28	78	
THACO KIA	Sub-total			1050	230	1060	2340		5684	890	4853	11427	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	136	33	133	302	1.3%	531	183	574	1288	1.3%
THACO BUS	Sub-total			136	33	133	302		531	183	574	1288	
THACO TRUCK	K2700	Light truck		341	72	215	628	21.0%	1,090	244	763	2,097	18.7%
THACO TRUCK	K3000	Light truck		728	114	668	1510		2,304	368	2,673	5345	
THACO TRUCK	Thaco truck	Light truck		679	167	371	1217		2,699	707	1,406	4812	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		606	230	555	1391		2,973	1,220	2,593	6786	
THACO TRUCK	Sub-total			2354	583	1809	4746	9066	2539	7435	19040		
VINAMAZDA	Mazda2	Hatchback	5 seats	156	47	127	330	11.2%	888	257	541	1,686	11.6%
VINAMAZDA	Mazda3	Sedan	5 seats	504	105	281	890		2331	576	1267	4174	
VINAMAZDA	CX-5	SUV	5 seats	477	69	262	808		1838	342	1014	3194	
VINAMAZDA	Mazda 6	Sedan	5 seats	94	18	101	213		562	108	417	1,087	
VINAMAZDA	BT-50	Pick-up	5 seats	100	66	107	273		894	270	473	1,637	
VINAMAZDA	CX-9	SUV	7 seats	3		3	6		30	4	42	76	
VINAMAZDA	Sub-total			1334	305	881	2520	6543	1557	3754	11854		
THACO	Peugeot	Peugeot		30	2	20	52	0.2%	144	37	91	272	0.3%
PEUGEOT	Sub-total			30	2	20	52		144	37	91	272	
Honda	Civic 1.8 AT	Sedan	5 seats	2	2	2	6	3.7%	11	9	23	43	3.5%
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats	3	2	10	15		12	5	39	56	
Honda	CR-V 2.0AT	SUV	5 seats	53	31	35	119		251	132	153	536	
Honda	CR-V 2.4AT	SUV	5 seats	116	42	67	225		529	217	299	1,045	
Honda	City 1.5 MT	Sedan	5 seats	3	10	16	29		24	30	65	119	
Honda	City 1.5 AT	Sedan	5 seats	127	75	158	360		567	359	689	1,615	
Honda	Accord	Sedan	5 seats	7	3	16	26		16	4	37	57	
Honda	Odyssey	MPV	7 seats	10	4	35	49		31	5	81	117	
Honda	Sub-Total			321	169	339	829	1441	761	1386	3588		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	137	8	47	192	1.6%	715	48	246	1,009	1.5%
VINAMOTOR	Hyundai	Medium truck	Under 10T	112	10	58	180		318	26	124	468	
VINAMOTOR	Sub-Total			249	18	105	372		1033	74	370	1477	
VEAM	VEAM Motor	Medium truck	2-3	97	65	303	465	2.1%	319	244	863	1426	1.4%
VEAM	MAZ	Medium truck	2-3			1	1		5	2	4	11	
VEAM	Sub-total			97	65	304	466		324	246	867	1437	
TCIEV	Sunny	Sedan	5 seats					0.5%					0.6%
TCIEV	Sunny XL	Sedan	5 seats	24	2	1	27		216	39	30	285	
TCIEV	Sunny XV	Sedan	5 seats	40	15	21	76		197	69	76	342	
TCIEV	Sub-total			64	17	22	103	413	108	106	627		
HYUNDAI	County	Medium bus	29 seats	5		6	11	0.6%	19	4	19	42	0.4%
HYUNDAI	Mighty	Light truck	3 seats	20	8	34	62		81	42	157	280	

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				North	Central	South	Total		North	Central	South	Total	
HYUNDAI	Mighty	Light truck	3 seats	193	35	276	504		739	398	988	2125	
DOTANH				218	43	316	577		839	444	1164	2447	
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	Light truck	3 seats			3	3				10	10	
SANYANG	SYM V11	Van	11 seats										
SANYANG Sub-Total						3	3				10	10	

No	Vehicle Type	Sales - May 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I Passenger cars (PC)									
1	Sedans	2,885	830	2,349	6,064	15,804	3,943	10,562	30,309
2	Sport utility vehicles (SUV)	1,471	419	1,471	3,361	6,419	1,778	6,098	14,295
3	Cross-over cars	38	21	85	144	164	76	399	639
4	Multi-purpose vehicles (MPV)	349	78	706	1,133	2,118	496	3,705	6,319
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	186	54	162	402	1,079	297	692	2,068
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	187	37	153	377	593	133	601	1,327
9	Lexus's PC subtotal	147	-	122	269	486	-	443	929
10	Thaco Peugeot's PC subtotal	30	2	20	52	144	37	91	272
Subtotal		5,783	1,441	3,068	11,891	28,807	6,760	22,591	58,158
In percentage (%)		44.85%	12.21%	42.94%	100.00%	47.73%	12.04%	40.23%	100.00%
II Commercial vehicles (CV)									
Trucks									
11	Pick-ups	779	307	709	1,795	4,450	1,271	3,376	9,097
12	Vans	143	19	49	211	578	85	175	838
13	Small trucks (G.V.M ≤ 5,000 Kg)	220	15	184	419	934	60	781	1,775
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	2,106	430	1,917	4,453	7,543	1,880	7,338	16,761
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	209	75	362	646	642	272	992	1,906
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	142	16	215	373	530	58	1,248	1,836
19	Mercedes-Benz's CV (FUSO) subtotal	47	23	80	150	154	50	281	485
Subtotal		3,848	882	3,516	8,247	14,831	3,476	14,191	32,498
In percentage (%)		45.31%	11.00%	43.69%	100.00%	45.36%	11.24%	43.40%	100.00%
Buses									
20	Minibuses [(10-16) seats]	260	53	367	680	1,326	238	1,632	3,196
21	Medium buses / Coaches [(17-30) seats]	37	28	16	81	187	99	218	504
22	Large buses / Coaches [(31-55) seats]	287	43	206	536	1,294	240	875	2,409
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	108	108	-	-	654	654
Subtotal		584	124	579	1,287	2,807	577	2,725	6,199
In percentage (%)		45.03%	9.56%	45.41%	100.00%	45.95%	9.45%	44.61%	100.00%
III Special-Purpose Vehicles									
27	Dump trucks	606	230	555	1,391	2,973	1,220	2,593	6,786
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	3	-	10	13	5	-	28	33
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	3	3	-	-	8	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
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	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
44	Vacuum tank truck (SPV)	-	-	-	-	-	-	4	4
45	Stage truck (SPV)	-	-	-	-	-	-	-	-
Subtotal		609	230	568	1,407	2,978	1,221	2,630	6,835
In percentage (%)		43.28%	16.35%	40.37%	100.00%	43.57%	17.86%	38.57%	100.00%
Grand-total		10132	2680	9741	22553	47423	12234	42143	101800
In percentage (%)		44.93%	11.88%	43.19%	100.00%	46.58%	12.02%	41.40%	100.00%