

Maker	Model name	Sales - Jun 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	2	1	12	15	0.2%	14	8	39	61	0.2%
Mekong	Premio	3	1	14	18		12	7	59	78	
Mekong	Paso 990BE			1	1				5	5	
Mekong	Paso 990 D			3	3			2	17	19	
Mekong	Paso 1.5TD	1		4	5		7		43	50	
Mekong	Paso 2.0TD				-				2	2	
Mekong	Paso 2.5TD				-					-	
Mekong	Sub-total	6	2	34	42	33	17	165	215		
GM Vietnam	Spark Van	76	30	35	141	3.5%	250	114	125	489	3.5%
GM Vietnam	Spark LS	18	9	61	88		148	98	361	607	
GM Vietnam	Spark LTZ						1			1	
GM Vietnam	Aveo LT	18	9	27	54		120	76	207	403	
GM Vietnam	Aveo LTZ	8	5	18	31		103	48	109	260	
GM Vietnam	Cruze LS	30	25	99	154		181	153	534	868	
GM Vietnam	Cruze LTZ	28	10	59	97		185	50	351	586	
GM Vietnam	Colorado LTZ	46	19	43	108		215	64	155	434	
GM Vietnam	Captiva LTZ	17	9	62	88		122	47	233	402	
GM Vietnam	Orlando LTZ			4	4		258	3	24	285	
GM Vietnam											
GM Vietnam											
GM Vietnam	Sub-total	241	116	408	765		1583	653	2099	4335	
Mitsubishi	Pajero Sport	86	6	14	106	1.9%	231	28	39	298	2.0%
Mitsubishi	Pajero Sport	18	2	13	33		140	13	68	221	
Mitsubishi	Pajero Sport	19	5	32	56		84	54	148	286	
Mitsubishi	Outlander Sport Pre	9		1	10		79	29	20	128	
Mitsubishi	Outlander Sport CVT	2	1		3		15	8	4	27	
Mitsubishi	Mirage CVT	10	6	4	20		72	64	43	179	
Mitsubishi	Mirage MT	2		1	3		26	14	33	73	
Mitsubishi	Attrage CVT	35	21	24	80		156	117	79	352	
Mitsubishi	Attrage MT	7	7	12	26		77	64	226	367	
Mitsubishi	Triton GLS AT	3	1	1	5		37	8	12	57	
Mitsubishi	Triton GLS MT	5	6	2	13		52	18	5	75	
Mitsubishi	Triton GLX AT	34	5	8	47		147	47	41	235	
Mitsubishi	Triton GLX MT	9	2		11		128	17	24	169	
Mitsubishi	Pajero	2	1		3	8	1		9		
Mitsubishi	Pajero										
Mitsubishi											
Mitsubishi											
Mitsubishi	Sub-total	241	63	112	416	1252	482	742	2476		
Suzuki	Carry Blind Van	82	1	25	108	3.2%	486	2	110	598	2.9%
Suzuki	Carry Truck	92	5	79	176		577	12	386	975	
Suzuki	Super Carry Pro	84	1	167	252		533	52	623	1208	
Suzuki	Vitara	60	1	22	83		224	2	134	360	
Suzuki	Grand Vitara						7			7	
Suzuki	Ertiga	7		15	22		37	11	65	113	
Suzuki	Swift	43		7	50		320	4	60	384	
Suzuki											
Suzuki	Sub-total	368	8	315	691	2184	83	1378	3645		
Toyota	Camry 2.5Q/KZ	82	17	114	213	3.5%	484	94	484	1062	3.5%
Toyota	Camry 2.5G/KL	20		14	34		112	6	82	200	
Toyota	Camry 2.0E /KE	97	24	82	203		592	132	435	1159	
Toyota	Camry 3.5Q										
Toyota	Corolla Altis 1.8AT/CV+CVB	168	32	81	281		906	246	413	1565	
Toyota	Corolla Altis 1.8MT/CG	15	3	14	32		73	22	73	168	
Toyota	Corolla Altis 2.0/CQ	14		12	26		59	1	62	122	
Toyota	Corolla Altis RS										
Toyota	Vios 1.5G/VG	205	52	96	353		1777	562	649	2988	
Toyota	Vios 1.5E/VE	203	58	132	393		1719	449	822	2990	
Toyota	Vios 1.5J	2	30		32		126	50	12	188	
Toyota	Vios Limo						123		178	301	
Toyota	Innova G	19	2	17	38		161	35	247	443	
Toyota	Innova E	182	24	208	414		1347	377	2304	4028	
Toyota	Innova V	5		5	10		45	2	85	132	

Maker	Model name	Sales - Jun 2016				Share	Sales - YTM 2016				Share		
		North	Central	South	Total		North	Central	South	Total			
Toyota	Innova J			90	90	18.2%	125		457	582	20.1%		
Toyota	Innova GSR												
Toyota	Fortuner Gasoline (4x4)/FV	41	6	8	55		262	50	91	403			
Toyota	Fortuner Gasoline (4x2)/FX	144	30	202	376		657	150	843	1650			
Toyota	Fortuner Diesel/FG	128	74	431	633		518	288	1735	2541			
Toyota	Fortuner Gasoline (4x4) TRD	9		11	20		70	4	76	150			
Toyota	Fortuner Gasoline (4x2) TRD	39	18	71	128		225	79	416	720			
Toyota	Hiace Gasoline 2.7	6	1	5	12		64	7	47	118			
Toyota	Hiace Diesel 2.5	1		4	5		6	5	56	67			
Toyota	Hiace Super Wagon												
Toyota	Landcruiser 200 GX 470	37	7	16	60		179	53	119	351			
Toyota	Land Prado	58	13	39	110		285	84	170	539			
Toyota	FT86												
Toyota	Hilux (4x4) AT/HQ	55	31	44	130		268	106	158	532			
Toyota	Hilux G (4x4)	78	19	29	126		193	71	109	373			
Toyota	Hilux E (4x2)	31	10	39	80		160	63	169	392			
Toyota	Yaris E	15	4	7	26		169	22	54	245			
Toyota	Yaris G	65	12	22	99		497	105	243	845			
Toyota	Sub-total	1719	467	1793	3979	11202	3063	10589	24854				
Isuzu	D-Max 4x4	7	8	8	23	42	26	50	118	2.8%	2.4%		
Isuzu	D-Max 4x2	20	8	36	64	60	22	95	177				
Isuzu	NLR	2		4	6	6	3	15	24				
Isuzu	NMR	1		15	16	15		79	94				
Isuzu	NPK	7	3	25	35	72	15	127	214				
Isuzu	NQL	41	6	66	113	301	23	370	694				
Isuzu	QKR	49	30	222	301	247	90	852	1189				
Isuzu	FRR	3		15	18	23	2	70	95				
Isuzu	FVR	12	2	6	20	22	8	36	66				
Isuzu	FVM	2	1	18	21	55	22	122	199				
Isuzu	Tractor Head			4	4	5		32	37				
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis			96	96			744	744				
Isuzu	Sub-total	144	58	419	621	848	211	1848	2907				
Ford	FIESTA - 5Drs	46	3	21	70	143	26	97	266			10.8%	11.0%
Ford	FIESTA - 4Drs	18	4	11	33	60	22	51	133				
Ford	FOCUS - 5Drs	15	4	17	36	109	21	92	222				
Ford	FOCUS - 4Drs	28	6	30	64	110	24	103	237				
Ford	Transit 16 seats	117	33	221	371	1380	260	1759	3399				
Ford	Ranger 4x4 CBU	331	117	341	789	1562	469	1555	3586				
Ford	Ranger 4x2 CBU	300	91	249	640	1596	401	1285	3282				
Ford	Everest	27	8	23	58	119	35	115	269				
Ford	EcoSport 1.5AT	149	28	114	291	971	240	860	2071				
Ford	EcoSport 1.5MT	5	2	10	17	29	52	70	151				
Ford	Sub-total	1036	296	1037	2369	6079	1550	5987	13616				
Hino	HINO	98	28	238	364	628	86	1486	2200	1.7%	1.8%		
Hino	Bus Chassis							6	6				
Hino	Sub-total	98	28	238	364	628	86	1486	2200				
SAMCO	SAMCO 24 CN ~ 46CN	37	33	25	95	205	128	224	557	0.6%	0.6%		
SAMCO	SAMCO B40 ~ B80	10		7	17	43		46	89				
SAMCO	SAMCO PRIMAS giuồng năm 45C Truck	2	2		6	17	11	18	46				
SAMCO	Crane truck							1	1				
SAMCO	Road cleaning truck						1	2	3				
SAMCO	Garbage compactor truck			2	2			10	10				
SAMCO	Hydraulic crane truck												
SAMCO	Vaccum tank truck							4	4				
SAMCO	Stage truck												
SAMCO	Fire truck												
SAMCO	Hooklift			1	1			1	1				
SAMCO	Sewage suction truck												
SAMCO	Prisoner transport vehicle												
SAMCO	Car carrying truck							1	1				
SAMCO	Sub-total	49	35	37	121	265	140	307	712				
THACO KIA	Morning	380	43	215	638	2,891	259	2,035	5185	1.7%	1.7%		
THACO KIA	AMASA	251	40		473	1,599	298	1,170	3,067				

Maker	Model name	Sales - Jun 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total	
THACO KIA	Sorento	82	13	142	237	9.7%	472	83	633	1188	10.9%
THACO KIA	Carens	44	12	81	137		214	95	410	719	
THACO KIA	Rondo	47	21	128	196		211	97	527	835	
THACO KIA	Sedona	69	5	142	216		256	22	644	922	
THACO KIA	Rio	92	11	102	205		909	170	548	1627	
THACO KIA	Sportage						50	8	41	99	
THACO KIA	Xe khác	6		4	10		53	3	32	88	
THACO KIA	Sub-total	971	145	996	2112	6655	1035	5849	13539		
THACO BUS	Thaco 28 ~ 45 seats	130	55	154	339	1.6%	661	238	728	1627	1.3%
THACO BUS	Sub-total	130	55	154	339		661	238	728	1627	
THACO TRUCK	K2700	257	50	151	458	20.3%	1,347	294	914	2555	19.0%
THACO TRUCK	K3000	920	157	967	2044		3,224	525	3,640	7389	
THACO TRUCK	Thaco truck	426	124	248	798		3,125	831	1,654	5610	
THACO TRUCK	Thaco dumptruck	509	178	442	1129		3,482	1,398	3,035	7915	
THACO TRUCK	Sub-total	2112	509	1808	4429		11178	3048	9243	23469	
VINAMAZDA	Mazda2	79	34	80	193	10.4%	967	291	621	1879	11.4%
VINAMAZDA	Mazda3	346	92	301	739		2677	668	1568	4913	
VINAMAZDA	CX-5	405	50	210	665		2243	392	1224	3859	
VINAMAZDA	Mazda 6	141	24	100	265		703	132	517	1352	
VINAMAZDA	BT-50	256	48	113	417		1150	318	586	2054	
VINAMAZDA	CX-9						30	4	42	76	
VINAMAZDA	Sub-total	1227	248	804	2279	7770	1805	4558	14133		
THACO	Peugeot	34	15	38	87	0.4%	178	52	129	359	0.3%
PEUGEOT	Sub-total	34	15	38	87		178	52	129	359	
Honda	Civic 1.8 AT	3	1	4	8	4.0%	14	10	27	51	3.6%
Honda	Civic 1.8 MT										
Honda	Civic 2.0 AT	1		10	11		13	5	49	67	
Honda	CR-V 2.0AT	70	35	36	141		321	167	189	677	
Honda	CR-V 2.4AT	153	47	72	272		682	264	371	1317	
Honda	City 1.5 MT	5	10	15	30		29	40	80	149	
Honda	City 1.5 AT	111	83	177	371		678	442	866	1986	
Honda	Accord	9	5	13	27		25	9	50	84	
Honda	Odyssey			9	9	31	5	90	126		
Honda	Sub-Total	352	181	336	869	1793	942	1722	4457		
VINAMOTOR	Hyundai	133	4	41	178	1.4%	848	52	287	1187	1.4%
VINAMOTOR	Hyundai	90	7	27	124		408	33	151	592	
VINAMOTOR	Sub-Total	223	11	68	302		1256	85	438	1779	
VEAM	VEAM Motor	43	27	336	406	1.9%	362	271	1,199	1832	1.5%
VEAM	MAZ			2	2		5	2	6	13	
VEAM	Sub-Total	43	27	338	408		367	273	1205	1845	
TCIEV	Sunny					0.3%					0.6%
TCIEV	Sunny XL	11	3		14		227	42	30	299	
TCIEV	Sunny XV	30	11	11	52		227	80	87	394	
TCIEV	Sub-Total	41	14	11	66	454	122	117	693		
HYUNDAI	County	5	1	6	12	3.2%	24	5	25	54	2.5%
HYUNDAI	Mighty	7	3	15	25		88	45	172	305	
HYUNDAI	Mighty	232	120	312	664		971	518	1,300	2789	
DOTHANH	Sub-Total	244	124	333	701	1083	568	1497	3148		
SANYANG	SYM T880					0.0%					0.0%
SANYANG	SYM T1000										
SANYANG	SYM V5										
SANYANG	SYM V9										
SANYANG	SYM 2.0T			4	4				14	14	
SANYANG	SYM V11										
SANYANG	Sub-Total			4	4			14	14		

No	Vehicle Type	Sales - Jun 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total	
1	Passenger cars (PC)										
1	Sedans	2,524	657	2,076	5,257		18,328	4,600	12,638	35,566	
2	Sport utility vehicles (SUV)	1,562	357	1,541	3,460		7,987	2,135	7,639	17,761	
3	Cross-over cars	47	21	128	196		211	97	527	835	
4	Multi-purpose vehicles (MPV)	319	43	556	918		2,437	539	4,261	7,237	
5	Convertible cars	-	-	-	-		-	-	-	-	
6	Hatchback	140	41	118	299		1,219	338	810	2,367	

Maker	Model name	Sales - Jun 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total	
7	Others (please specify)	-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal	237	47	218	502		830	180	819	1,829	
9	Lexus's PC subtotal	168	-	74	242		654	-	517	1,171	
10	Thaco Peugeot's PC subtotal	34	15	38	87		178	52	129	359	
	Subtotal	5,031	1,181	4,749	10,961		31,844	7,941	27,340	67,125	
	In percentage (%)	45.90%	10.77%	43.33%	100.00%		47.44%	11.83%	40.73%	100.00%	
II	Commercial vehicles (CV)										
	Trucks										
11	Pick-ups	1,178	366	927	2,471		5,622	1,637	4,303	11,562	
12	Vans	158	31	60	249		736	116	235	1,087	
13	Small trucks (G.V.M ≤ 5,000 Kg)	176	6	250	432		1,110	66	1,031	2,207	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,960	496	2,072	4,528		9,503	2,376	9,410	21,289	
15	Medium trucks (10,000 Kg < G.V.M ≤ 20,000 Kg)	133	34	365	532		775	306	1,357	2,438	
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	98	28	238	364		628	86	1,486	2,200	
19	Mercedes-Benz's CV (FUSO) subtotal	41	9	103	153		195	59	384	638	
	Subtotal	3,744	970	4,015	8,729		18,569	4,646	18,206	41,431	
	In percentage (%)	42.89%	11.11%	46.00%	100.00%		44.83%	11.22%	43.95%	100.00%	
	Buses										
20	Minibuses [(10-16) seats]	124	34	230	388		1,450	272	1,862	3,584	
21	Medium buses / Coaches [(17-30) seats]	42	34	31	107		229	133	249	611	
22	Large buses / Coaches [(31-55) seats]	275	61	204	540		1,569	301	1,079	2,949	
23	Sleeping buses	-	-	-	-		-	-	-	-	
24	City buses of all lengths	-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicle)	-	-	96	96		-	-	750	750	
	Subtotal	441	129	465	1,035		3,248	706	3,100	7,144	
	In percentage (%)	42.61%	12.46%	44.93%	100.00%		45.46%	9.88%	44.65%	100.00%	
III	Special-Purpose Vehicles										
27	Dump trucks	509	178	442	1,129		3,482	1,398	3,035	7,915	
28	Concrete mixer trucks	-	-	-	-		-	-	-	-	
29	Tractor trucks	-	-	4	4		5	-	32	37	
30	Tanker trucks	-	-	-	-		-	-	-	-	
31	Refrigerator trucks	-	-	-	-		-	-	-	-	
32	Ambulance	-	-	-	-		-	-	-	-	
33	Fire-fighting trucks	-	-	-	-		-	-	-	-	
34	Garbages	-	-	2	2		-	-	10	10	
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	-	-	1	1		-	-	1	1	
42	Prisoner transport truck	-	-	-	-		-	-	-	-	
43	Sewage suction truck (SPV)	-	-	-	-		-	-	-	-	
44	Vacuum tank truck (SPV)	-	-	-	-		-	-	4	4	
45	Stage truck (SPV)	-	-	-	-		-	-	-	-	
	Subtotal	509	178	449	1,136		3,487	1,399	3,085	7,971	
	In percentage (%)	44.81%	15.67%	39.52%	100.00%		43.75%	17.55%	38.70%	100.00%	
	Grand-total	9725	2458	9678	21861		57148	14692	51821	123661	
	In percentage (%)	44.49%	11.24%	44.27%	100.00%		46.21%	11.88%	41.91%	100.00%	