

Maker	Model name	Vama Classification	Seat	Sales - Jun 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	SUV	7 seats				-		1	2	22	25	0.1%
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	<b>Sub-total</b>						-	<b>5</b>	<b>2</b>	<b>62</b>	<b>69</b>		
GM Vietnam	Spark Van	Van	2 seats	65	16	19	100	383	79	127	589	3.9%	
GM Vietnam	Spark LS	Sedan	5 seats	24	30	37	91	89	64	255	408		
GM Vietnam	Spark LT	Sedan	5 seats	2	6	37	45	75	41	238	354		
GM Vietnam	Aveo LT	Sedan	5 seats	14	8	51	73	140	118	362	620		
GM Vietnam	Aveo LTZ	Sedan	5 seats	8	4	16	28	94	31	147	272		
GM Vietnam	Cruze LS	Sedan	5 seats	9	9	94	112	108	81	676	865		
GM Vietnam	Cruze LTZ	Sedan	5 seats	8	9	58	75	136	62	419	617		
GM Vietnam	Orlando LTZ	MPV	7 seats	18	5	48	71	54	34	193	281		
GM Vietnam	Trax LT	SUV	5 seats	3		5	8	63	37	108	208		
GM Vietnam	Captiva LTZ	SUV	7 seats	8	1	22	31	82	36	242	360		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	105	38	118	261	407	172	563	1142		
GM Vietnam													
GM Vietnam	<b>Sub-total</b>			<b>264</b>	<b>126</b>	<b>505</b>	<b>895</b>	<b>1631</b>	<b>755</b>	<b>3330</b>	<b>5716</b>		
Mitsubishi	Pajero Sport CKD	SUV	7 seats	18	9	19	46	193	91	137	421		2.1%
Mitsubishi	Pajero Sport CBU	SUV	7 seats	10	2	10	22	80	36	83	199		
Mitsubishi	Outlander Sport	SUV	5 seats					4	6	5	15		
Mitsubishi	Outlander	SUV	5 seats	24	18	16	58	149	114	94	357		
Mitsubishi	Mirage	Sedan	5 seats	34	4	11	49	141	95	78	314		
Mitsubishi	Attrage	Sedan	5 seats	52	43	32	127	322	233	192	747		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	107	41	36	184	554	235	140	929		
Mitsubishi	Pajero	SUV	7 seats					5			5		
Mitsubishi													
Mitsubishi													
Mitsubishi	<b>Sub-total</b>			<b>245</b>	<b>117</b>	<b>124</b>	<b>486</b>	<b>1448</b>	<b>810</b>	<b>729</b>	<b>2987</b>		
Suzuki	Carry Blind Van	Van	2 seats	103	4	62	169	207	7	77	291	2.7%	
Suzuki	Carry Truck	Small truck	2 seats	52	4	106	162	191	12	172	375		
Suzuki	Super Carry Pro	Small truck	2 seats	76	25	83	184	389	89	533	1011		
Suzuki	Vitara	SUV	5 seats	22	3	5	30	240	29	164	433		
Suzuki	Grand Vitara	SUV	5 seats					17			17		
Suzuki	Ertiga	Sedan	7 seats	3	4	26	33	26	12	74	112		
Suzuki	Swift	Sedan	5 seats	22	4	6	32	121	9	48	178		
Suzuki	Ciaz	Sedan	5 seats	4		7	11	41	22	48	111		
Suzuki													
Suzuki	<b>Sub-total</b>			<b>282</b>	<b>44</b>	<b>295</b>	<b>621</b>	<b>1232</b>	<b>180</b>	<b>1116</b>	<b>2528</b>		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	62	11	73	146	302	54	384	740	30.0%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	2		1	3	23	1	16	40		
Toyota	Camry 2.0E/KE	Sedan	5 seats	83	20	67	170	491	104	358	953		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	145	37	103	285	885	251	484	1620		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	4	2	14	20	50	9	87	146		
Toyota	Corolla Altis 2.0/CQ	Sedan	5seats	2		8	10	33	3	40	76		
Toyota	Corolla Altis RS	Sedan	5seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	536	117	382	1035	1932	525	1168	3625		
Toyota	Vios 1.5E/VE	Sedan	5 seats	779	167	700	1646	2817	656	2548	6021		
Toyota	Vios 1.5J	Sedan	5 seats						1		1		
Toyota	Vios Limo	Sedan	5 seats					21	2	18	41		
Toyota	Innova G	MPV	8 seats	49	3	134	186	221	33	670	924		
Toyota	Innova E	MPV	8 seats	156	77	809	1042	1024	316	3705	5045		
Toyota	Innova V	MPV	8 seats	14	1	42	57	79	15	258	352		
Toyota	Innova J	MPV	8 seats						1		1		
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	117	24	66	207	395	78	262	735		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	180	58	288	526	977	293	1409	2679		
Toyota	Fortuner Diesel/FG	SUV	8 seats	166	117	706	989	763	475	2731	3969		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats										
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats										
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	7	1	7	15	60	3	43	106		
Toyota	Hiace Diesel 2.5	Minibus	16 seats			10	10	5	2	34	41		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	11	1	9	21	95	9	40	144		
Toyota	Land Prado	SUV	8 seats	49	5	18	72	201	21	69	291		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	28	13	20	61	149	84	119	352		
Toyota	Hilux G (4x4)	Pick-up	5 seats	6	8	10	24	69	39	42	150		
Toyota	Hilux E (4x2)	Pick-up	5 seats	27	8	38	73	87	53	150	290		
Toyota	Yaris E	Sedan	5 seats	15	1		16	63	9	15	87		
Toyota	Yaris G	Sedan	5 seats	118	32	51	201	669	214	326	1209		
Toyota	<b>Sub-total</b>			<b>2556</b>	<b>703</b>	<b>3556</b>	<b>6815</b>	<b>11411</b>	<b>3251</b>	<b>14976</b>	<b>29638</b>		
Isuzu	D-Max 4x4	Pick-up	5 seats	3	3	12	18	25	22	65	112	3.3%	
Isuzu	D-Max 4x2	Pick-up	5 seats	6		32	38	43	21	81	145		
Isuzu	mu-X	SUV	7 seats	5	7	38	50	81	41	202	324		
Isuzu	NLR	Small truck	3 seats	27	1	1	29	31	1	8	40		
Isuzu	NMR	Small truck	3 seats	1		14	15	1		59	60		
Isuzu	NPK	Light truck	3 seats	22	1	31	54	60	4	98	162		
Isuzu	NQL	Light truck	3 seats	28	2	56	86	76	9	234	319		
Isuzu	QKR	Small truck	3 seats	120	24	286	430	383	85	1225	1693		
Isuzu	FRR	Medium truck	3 seats	3		8	11	8		40	48		
Isuzu	FVR	Medium truck	3 seats	2		3	5	9	2	13	24		
Isuzu	FVM	Medium truck	3 seats			1	1	2		29	31		
Isuzu	Tractor Head	Tractor truck (SPV)		2		9	11	5	6	23	34		
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				121	121			409	409		
Isuzu	<b>Sub-total</b>			<b>219</b>	<b>38</b>	<b>491</b>	<b>748</b>	<b>724</b>	<b>191</b>	<b>2077</b>	<b>2992</b>		
Ford	FIESTA - 5 Drs	Hatchback		8	2	10	20	81	19	66	166		2.4%
Ford	FIESTA - 4 Drs	Sedan		3	1	3	7	54	12	46	112		

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				North	Central	South	Total		North	Central	South	Total			
Ford	FOCUS - 5Dr	Hatchback		17	13	8	38	10.7%	152	56	120	328	11.4%		
Ford	FOCUS - 4Dr	Sedan		10	3	19	32		128	23	133	284			
Ford	Transit 16 seats	Minibus	16 seats	206	44	204	454		1292	249	1474	3015			
Ford	Ranger 4x4 CBU	Pick-up	5 seats	289	83	248	620		1625	430	1122	3177			
Ford	Ranger 4x2 CBU	Pick-up	5 seats	338	102	275	715		1914	537	1354	3805			
Ford	Everest/Explorer	SUV	7 seats	97	26	117	240		533	139	662	1334			
Ford	EcoSport 1.5AT	SUV		121	36	127	284		864	222	888	1974			
Ford	EcoSport 1.5MT	SUV		2	4	12	18		30	34	90	154			
Ford		Sub-total		1091	314	1023	2428	6673	1721	5955	14349				
Hino	HINO	Other Truck	3 seats	89	28	239	356	504	165	1038	1707	1.6%	1.4%		
Hino	Bus Chassis	Chassis			2	2	4		9	6	15				
		Sub-total		89	28	239	356	504	165	1038	1707				
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	22	10	31	63	138	46	199	383	0.4%	0.4%		
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats				29	5		121	126				
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats					7	3	12	22				
SAMCO	Truck	Medium truck	3 seats							1	1				
SAMCO	Crane truck	Crane truck (SPV)	3 seats								3				
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats							1	2				
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats							1	17				
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats								18				
SAMCO	Vaccum tank truck	Vaccum tank truck (SPV)	3 seats								1				
SAMCO	Stage truck	Stage truck (SPV)	3 seats								1				
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats	1			1				1				
SAMCO	Hooklift	Hooklift (SPV)	3 seats			1	1				1				
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								1				
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)									1				
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats								1				
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats								1				
SAMCO	Bus Chassis	Chassis													
		Sub-total		23	10	61	94	151	51	356	558				
THACO KIA	Morning	Hatchback	5 seats	528	43	335	906	3,345	318	1,980	5643	8.2%	9.5%		
THACO KIA	Cerato	Sedan	5 seats	225	57	174	456	1,308	318	931	2557				
THACO KIA	Sorento	SUV	7 seats	32	9	81	122	254	63	481	798				
THACO KIA	Rondo	MPV	7 seats	25	21	72	118	132	113	434	679				
THACO KIA	Sedona	MPV	7 seats	42	3	76	121	203	19	472	694				
THACO KIA	Rio	Sedan	5 seats	39	28	49	116	691	179	552	1422				
THACO KIA	Sportage	SUV	5 seats	10	1	13	24	10	1	13	24				
THACO KIA	Xe khác	Sedan						45	6	52	103				
		Sub-total		901	162	800	1863	5988	1017	4915	11920				
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	101	29	104	234	553	187	720	1460			1.0%	1.2%
		Sub-total		101	29	104	234	553	187	720	1460				
THACO TRUCK	K2700	Small truck		165	32	125	322	1,167	232	703	2102	13.8%	17.1%		
THACO TRUCK	K3000	Small truck		563	109	498	1170	3,828	686	3,183	7697				
THACO TRUCK	Thaco truck	Light truck		394	119	388	901	2,440	760	1,908	5108				
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		252	125	362	739	2,478	1,031	2,993	6502				
		Sub-total		1374	385	1373	3132	9913	2709	8787	21409				
VINAMAZDA	Mazda2	Sedan	5 seats	58	18	73	149	506	148	451	1105	8.9%	10.3%		
VINAMAZDA	Mazda3	Sedan	5 seats	369	101	305	775	3061	665	1941	5667				
VINAMAZDA	CX-5	Crossover	5 seats	379	71	274	724	2029	384	1301	3714				
VINAMAZDA	Mazda 6	Sedan	5 seats	46	8	78	132	488	65	535	1088				
VINAMAZDA	BT-50	Pick-up	5 seats	107	33	100	240	601	212	549	1362				
VINAMAZDA	CX-9	SUV	7 seats												
		Sub-total		959	231	830	2020	6685	1474	4777	12936				
THACO	Peugeot	Peugeot		4	3	10	17	53	19	69	141	0.1%	0.1%		
		Sub-total		4	3	10	17	53	19	69	141				
Honda	Civic 1.8 AT	Sedan	5 seats									4.4%	4.3%		
Honda	Civic 1.8 MT	Sedan	5 seats												
Honda	Civic 2.0 AT	Sedan	5 seats												
Honda	CR-V 2.0AT	SUV	5 seats	35	13	22	70	185	85	118	388				
Honda	CR-V 2.4AT	SUV	5 seats	89	18	44	151	688	151	268	1107				
Honda	City 1.5 MT	Sedan	5 seats	6		16	22	40	38	187	265				
Honda	City 1.5 AT	Sedan	5 seats	208	93	331	632	850	422	1595	2867				
Honda	Accord	Sedan	5 seats	5		12	17	43	11	59	113				
Honda	Odyssey	MPV	7 seats		1	6	7	6	1	45	52				
Honda	Civic 1.5 TOP	Sedan	5 seats	16	16	61	93	130	104	410	644				
		Sub-Total		359	141	492	992	1942	812	2682	5436				
VINAMOTOR	Hyundai	Large bus	29-80 Seats	145	3	35	183	734	36	234	1004	1.6%	1.7%		
VINAMOTOR	Hyundai	Medium truck	Under 10T	125	7	38	170	801	50	260	1111				
		Sub-Total		270	10	73	353	1535	86	494	2115				
VEAM	VEAM Motor	Light truck	2~3	59	18	128	205	391	149	1,058	1598	0.9%	1.3%		
VEAM	MAZ	Medium truck	2~3	10		1	11	26		2	28				
		Sub-Total		69	18	129	216	417	149	1060	1626				
TCIEV	Sunny	Sedan	5 seats									0.8%	1.4%		
TCIEV	Sunny XL	Sedan	5 seats					40	17	18	75				
TCIEV	Sunny XV	Sedan	5 seats	25	14	11	50	174	88	62	324				
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	36	11	22	69	414	151	169	734				
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	32	12	17	61	294	131	137	562				
		Sub-Total		93	37	50	180	922	387	386	1695				
HYUNDAI	County	Medium bus	29 seats	4	2	4	10	11	4	7	22	2.4%	1.9%		
HYUNDAI	Mighty CBU	Light truck	3 seats												
HYUNDAI	Mighty KKD	Light truck	3 seats	196	118	230	544	886	507	926	2319				
		Sub-Total		200	120	234	554	897	511	933	2341				
SANYANG	SYM T880	Small truck	2 seats									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							9	9				
SANYANG	SYM V11	Van	11 seats												
		Sub-Total								9	9				
				Sales - Jun 2017				Sales - YTM 2017							

Maker	Model name	Vama Classification	Seat	Sales - Jun 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
<b>I</b>	<b>Passenger cars (PC)</b>												
1	Sedans			2,936	847	2,906	6,689		16,137	4,693	14,953	35,783	
2	Sport utility vehicles (SUV)			1,067	375	1,657	3,099		6,618	2,245	8,394	17,257	
3	Cross-over cars			379	71	274	724		2,029	384	1,301	3,714	
4	Multi-purpose vehicles (MPV)			304	111	1,187	1,602		1,719	532	5,777	8,028	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			553	58	353	964		3,578	393	2,166	6,137	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			249	63	230	542		1,307	338	1,253	2,898	
9	Lexus's PC subtotal			49	-	50	99		241	-	239	480	
10	Thaco Peugeot's PC subtotal			4	3	10	17		53	19	69	141	
	<b>Subtotal</b>			<b>5,541</b>	<b>1,528</b>	<b>4,887</b>	<b>11,778</b>		<b>31,892</b>	<b>8,694</b>	<b>34,152</b>	<b>54,418</b>	
	<b>In percentage (%)</b>			<b>40.34%</b>	<b>11.12%</b>	<b>48.54%</b>	<b>100.00%</b>		<b>42.56%</b>	<b>11.56%</b>	<b>45.88%</b>	<b>100.00%</b>	
<b>II</b>	<b>Commercial vehicles (CV)</b>												
	<b>Trucks</b>												
11	Pick-ups			1,016	329	889	2,234		5,478	1,805	4,223	11,506	
12	Vans			168	20	81	269		590	86	204	880	
13	Small trucks (G.V.M ≤ 5,000 Kg)			1,004	195	1,113	2,312		5,990	1,105	5,894	12,989	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			699	258	833	1,790		3,853	1,429	4,224	9,506	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			140	7	51	198		846	52	345	1,243	
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			89	28	239	356		504	165	1,038	1,707	
19	Mercedes-Benz's CV (FUSO) subtotal			28	6	71	105		90	47	340	477	
	<b>Subtotal</b>			<b>3,144</b>	<b>845</b>	<b>3,277</b>	<b>7,564</b>		<b>17,351</b>	<b>4,859</b>	<b>16,585</b>	<b>28,908</b>	
	<b>In percentage (%)</b>			<b>43.28%</b>	<b>11.61%</b>	<b>45.11%</b>	<b>100.00%</b>		<b>45.29%</b>	<b>12.24%</b>	<b>42.47%</b>	<b>100.00%</b>	
	<b>Buses</b>												
20	Minibuses [(10-16) seats]			213	45	221	479		1,357	254	1,551	3,162	
21	Medium buses / Coaches [(17-30) seats]			26	12	35	73		149	50	206	405	
22	Large buses / Coaches [(31-55) seats]			246	32	168	446		1,299	226	1,087	2,612	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	2	123	125		-	9	415	424	
	<b>Subtotal</b>			<b>481</b>	<b>89</b>	<b>474</b>	<b>998</b>		<b>2,805</b>	<b>336</b>	<b>2,311</b>	<b>6,173</b>	
	<b>In percentage (%)</b>			<b>48.60%</b>	<b>8.92%</b>	<b>42.48%</b>	<b>100.00%</b>		<b>45.40%</b>	<b>8.58%</b>	<b>46.03%</b>	<b>100.00%</b>	
<b>III</b>	<b>Special-Purpose Vehicles</b>												
27	Dump trucks			252	125	362	739		2,478	1,031	2,993	6,502	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			2	-	9	11		5	6	23	34	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			1	-	-	1		1	-	-	1	
34	Garbages			-	-	-	-		-	1	17	18	
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	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	1	1	
45	Vacuum tank truck (SPV)			-	-	-	-		-	-	1	1	
46	Stage truck (SPV)			-	-	-	-		-	-	-	-	
	<b>Subtotal</b>			<b>253</b>	<b>137</b>	<b>371</b>	<b>751</b>		<b>2,894</b>	<b>1,036</b>	<b>3,030</b>	<b>6,643</b>	
	<b>In percentage (%)</b>			<b>33.91%</b>	<b>16.62%</b>	<b>49.47%</b>	<b>100.00%</b>		<b>37.85%</b>	<b>15.83%</b>	<b>46.31%</b>	<b>100.00%</b>	
	<b>Grand-total</b>			<b>9425</b>	<b>2585</b>	<b>10740</b>	<b>22750</b>		<b>54322</b>	<b>14862</b>	<b>56303</b>	<b>125487</b>	
	<b>In percentage (%)</b>			<b>41.43%</b>	<b>11.36%</b>	<b>47.21%</b>	<b>100.00%</b>		<b>43.29%</b>	<b>11.84%</b>	<b>44.87%</b>	<b>100.00%</b>	