

Maker	Model name	Vama Classification	Seat	Sales - Jul 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	SUV	7 seats				-		1	2	22	25	0.0%
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	Sub-total						-	5	2	62	69		
GM Vietnam	Spark Van	Van	2 seats	50	8	18	76	433	87	145	665	4.5%	
GM Vietnam	Spark LS	Sedan	5 seats	13	13	13	39	102	77	268	447		
GM Vietnam	Spark LT	Sedan	5 seats	12	5	51	68	87	46	289	422		
GM Vietnam	Aveo LT	Sedan	5 seats	26	22	40	88	166	140	402	708		
GM Vietnam	Aveo LTZ	Sedan	5 seats	16	2	8	26	110	33	155	298		
GM Vietnam	Cruze LS	Sedan	5 seats	17	16	92	125	125	97	768	990		
GM Vietnam	Cruze LTZ	Sedan	5 seats	18	9	59	86	154	71	478	703		
GM Vietnam	Orlando LTZ	MPV	7 seats	12	10	35	57	66	44	228	338		
GM Vietnam	Trax LT	SUV	5 seats	1			6	64	37	113	214		
GM Vietnam	Captiva LTZ	SUV	7 seats	6	3	14	23	88	39	256	383		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	88	27	111	226	495	199	674	1368		
GM Vietnam													
GM Vietnam	Sub-total			259	115	446	820	1890	870	3776	6536		
Mitsubishi	Pajero Sport CKD	SUV	7 seats	7	18	20	45	200	109	157	466	2.4%	
Mitsubishi	Pajero Sport CBU	SUV	7 seats	5	6	10	21	85	42	93	220		
Mitsubishi	Outlander Sport	SUV	5 seats					4	6	5	15		
Mitsubishi	Outlander	SUV	5 seats	25	23	16	64	174	137	110	421		
Mitsubishi	Mirage	Sedan	5 seats	14	12	12	38	155	107	90	352		
Mitsubishi	Atrage	Sedan	5 seats	75	50	28	153	397	283	220	900		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	117	75	40	232	671	310	180	1161		
Mitsubishi	Pajero	SUV	7 seats					5			5		
Mitsubishi													
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			243	184	126	553	1691	994	855	3540		
Suzuki	Carry Blind Van	Van	2 seats	129	1	37	167	336	8	114	458		2.1%
Suzuki	Carry Truck	Small truck	2 seats	51	1	60	112	242	13	232	487		
Suzuki	Super Carry Pro	Small truck	2 seats	43	15	78	136	432	104	611	1147		
Suzuki	Vitara	SUV	5 seats	24	3	10	37	264	32	174	470		
Suzuki	Grand Vitara	SUV	5 seats	3			3	20			20		
Suzuki	Ertiga	Sedan	7 seats	2	5	6	13	28	17	80	125		
Suzuki	Swift	Sedan	5 seats	30	2	2	34	151	11	50	212		
Suzuki	Ciaz	Sedan	5 seats		1	1	2	41	23	49	113		
Suzuki													
Suzuki	Sub-total			282	28	194	504	1514	208	1310	3032		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	26	4	33	63	328	58	417	803	23.4%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	2	1	3	6	25	2	19	46		
Toyota	Camry 2.0E /KE	Sedan	5 seats	52	9	37	98	543	113	395	1051		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	212	63	118	393	1097	314	602	2013		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	8	1	4	13	58	10	91	159		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	4	1	3	8	37	4	43	84		
Toyota	Corolla Altis R5	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	270	99	193	562	2202	624	1361	4187		
Toyota	Vios 1.5E/VE	Sedan	5 seats	375	122	489	986	3192	778	3037	7007		
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	23	2	85	110	244	35	755	1034		
Toyota	Innova E	MPV	8 seats	96	57	396	549	1120	373	4101	5594		
Toyota	Innova V	MPV	8 seats	6	3	15	24	85	18	273	376		
Toyota	Innova J	MPV	8 seats						1		1		
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	71	26	46	143	466	104	308	878		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	124	42	149	315	1101	335	1558	2994		
Toyota	Fortuner Diesel/FG	SUV	8 seats	113	72	446	631	876	547	3177	4600		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats										
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats										
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	8	3	21	32	68	6	64	138		
Toyota	Hiace Diesel 2.5	Minibus	16 seats	5		10	15	10	2	44	56		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	3	1	2	6	98	10	42	150		
Toyota	Land Prado	SUV	8 seats	34	6	16	56	235	27	85	347		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	3	2	8	13	152	86	127	365		
Toyota	Hilux G (4x4)	Pick-up	5 seats	12		5	17	81	39	47	167		
Toyota	Hilux E (4x2)	Pick-up	5 seats	14	4	29	47	101	57	179	337		
Toyota	Yaris E	Sedan	5 seats	5		1	6	68	9	16	93		
Toyota	Yaris G	Sedan	5 seats	114	32	52	198	783	246	378	1407		
Toyota	Sub-total			1580	550	2161	4291	12991	3801	17137	33929		
Isuzu	D-Max 4x4	Pick-up	5 seats	6		5	11	31	22	70	123	2.5%	
Isuzu	D-Max 4x2	Pick-up	5 seats	7		9	16	50	21	90	161		
Isuzu	mu-X	SUV	7 seats	3	1	17	21	84	42	219	345		
Isuzu	NLR	Small truck	3 seats	24	1	2	27	55	2	10	67		
Isuzu	NMR	Small truck	3 seats	21	1	6	28	22	1	65	88		
Isuzu	NPK	Light truck	3 seats	5		25	30	65	4	123	192		
Isuzu	NQL	Light truck	3 seats	38	1	73	112	114	10	307	431		
Isuzu	QKR	Small truck	3 seats	76	20	277	373	459	105	1502	2066		
Isuzu	FRR	Medium truck	3 seats	3		15	18	11		55	66		
Isuzu	FVR	Medium truck	3 seats	1		5	6	10	2	18	30		
Isuzu	FVM	Medium truck	3 seats	2		11	13	4		40	44		
Isuzu	Tractor Head	Tractor truck (SPV)		1		3	4	6	6	26	38		
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				95	95			504	504		
Isuzu	Sub-total			187	24	448	659	911	215	2525	3651		
Ford	FIESTA - 5 Drs	Hatchback		12	4	11	27	93	23	77	193	2.5%	
Ford	FIESTA - 4 Drs	Sedan		3		4	7	57	12	50	119		
Ford	FOCUS - 5 Drs	Hatchback		29	7	15	51	181	63	135	379		
Ford	FOCUS - 4 Drs	Sedan		17	5	21	43	145	28	154	327		

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				North	Central	South	Total		North	Central	South	Total	
Ford	Transit 16 seats	Minibus	16 seats	178	47	294	519	12.6%	1470	296	1768	3534	11.6%
Ford	Ranger 4x4 CBU	Pick-up	5 seats	319	76	211	606		1944	506	1333	3783	
Ford	Ranger 4x2 CBU	Pick-up	5 seats	381	101	219	701		2295	638	1573	4506	
Ford	Everest/Explorer	SUV	7 seats	92	17	107	216		625	156	769	1550	
Ford	EcoSport 1.5AT	SUV		123	42	88	253		987	264	976	2227	
Ford	EcoSport 1.5MT	SUV		2	3	12	17		32	37	102	171	
Ford	Sub-total			1156	302	982	2440	7829	2023	6937	16789		
Hino	HINO	Other Truck	3 seats	91	30	172	293	1.5%	595	195	1210	2000	1.4%
Hino	Bus Chassis	Chassis							9	6	15		
Hino	Sub-total			91	30	172	293		595	195	1210	2000	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	18	10	29	57	0.6%	156	56	228	440	0.5%
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	6		42	48		11		163	174	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats	1		1	2		8	3	13	24	
SAMCO	Truck	Medium truck	3 seats								1	1	
SAMCO	Crane truck	Crane truck (SPV)	3 seats			5	5			1	7	8	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			6	6			1	23	24	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats								1	1	
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats						1			1	
SAMCO	Hooklift	Hooklift (SPV)	3 seats								1	1	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								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			25	10	83	118	176	61	439	676		
THACO KIA	Morning	Hatchback	5 seats	596	43	272	911	9.5%	3,941	361	2,252	6554	9.5%
THACO KIA	Cerato	Sedan	5 seats	220	76	167	463		1,528	394	1,098	3020	
THACO KIA	Sorento	SUV	7 seats	39	7	60	106		293	70	541	904	
THACO KIA	Rondo	MPV	7 seats	25	19	59	103		157	132	493	782	
THACO KIA	Sedona	MPV	7 seats	33	6	72	111		236	25	544	805	
THACO KIA	Rio	Sedan	5 seats	50	23	45	118		741	202	597	1540	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan		13	1	8	22		68	8	73	149	
THACO KIA	Sub-total			976	175	683	1834		6964	1192	5598	13754	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	109	42	204	355		1.8%	662	229	924	
THACO BUS	Sub-total			109	42	204	355	662		229	924	1815	
THACO TRUCK	K2700	Small truck		201	29	80	310	14.2%	1,368	261	783	2412	16.7%
THACO TRUCK	K3000	Small truck		534	119	491	1144		4,362	805	3,674	8841	
THACO TRUCK	Thaco truck	Light truck		295	109	303	707		2,735	869	2,211	5815	
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		177	92	323	592		2,655	1,123	3,316	7094	
THACO TRUCK	Sub-total			1207	349	1197	2753	11120	3058	9984	24162		
VINAMAZDA	Mazda2	Sedan	5 seats	45	10	49	104	9.7%	551	158	500	1209	10.2%
VINAMAZDA	Mazda3	Sedan	5 seats	335	120	303	758		3398	785	2244	6427	
VINAMAZDA	CX-5	Crossover	5 seats	330	70	247	647		2362	454	1549	4365	
VINAMAZDA	Mazda 6	Sedan	5 seats	52	9	88	149		540	75	624	1239	
VINAMAZDA	BT-50	Pick-up	5 seats	93	36	94	223		694	248	643	1585	
VINAMAZDA	CX-9	SUV	7 seats										
VINAMAZDA	Sub-total			855	245	781	1881	7545	1720	5560	14825		
THACO	Peugeot	Peugeot		15	4	12	31	0.2%	68	23	81	172	0.1%
PEUGEOT	Sub-total			15	4	12	31		68	23	81	172	
Honda	Civic 1.8 AT	Sedan	5 seats					5.9%					4.5%
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats										
Honda	CR-V 2.0AT	SUV	5 seats	70	17	20	107		255	102	138	495	
Honda	CR-V 2.4AT	SUV	5 seats	105	25	39	169		793	176	307	1276	
Honda	City 1.5 MT	Sedan	5 seats	1		3	4		41	38	190	269	
Honda	City 1.5 AT	Sedan	5 seats	236	129	355	720		1086	551	1950	3587	
Honda	Accord	Sedan	5 seats	8	5	4	17		51	16	63	130	
Honda	Odyssey	MPV	7 seats			11	11		6	1	56	63	
Honda	Civic 1.5 TOP	Sedan	5 seats	19	9	78	106		149	113	488	750	
Honda	Sub-Total			439	185	510	1134	2381	997	3192	6570		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	151	5	37	193	1.8%	885	41	271	1197	1.7%
VINAMOTOR	Hyundai	Medium truck	Under 10T	116	7	35	158		917	57	295	1269	
VINAMOTOR	Sub-Total			267	12	72	351		1802	98	566	2466	
VEAM	VEAM Motor	Light truck	2~3	63	39	99	201	1.1%	454	188	1,157	1799	1.3%
VEAM	MAZ	Medium truck	2~3	3			3		29		2	31	
VEAM	Sub-Total			66	39	99	204		483	188	1159	1830	
TCIEV	Sunny	Sedan	5 seats					0.9%					1.3%
TCIEV	Sunny XL	Sedan	5 seats						40	17	18	75	
TCIEV	Sunny XV	Sedan	5 seats	36	17	17	70		210	105	79	394	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	44	8	16	68		458	159	185	802	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	20	7	15	42		314	138	152	604	
TCIEV	Sub-total			100	32	48	180	1022	419	434	1875		
HYUNDAI	Country	Medium bus	29 seats	4	1	3	8	2.3%	15	5	10	30	1.9%
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	129	65	237	431		1,015	572	1,163	2750	
DOTHANH	Sub-total			133	66	240	439	1030	577	1173	2780		
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			2	2				11	11	
SANYANG	SYM V11	Van	11 seats										
SANYANG	Sub-Total			2			2			11	11		

No	Vehicle Type	Sales - Jul 2017				Sales - YTM 2017			
		North	Central	South	Total	North	Central	South	Total
1	Passenger cars (PC)								
1	Sedans	2,326	873	2,387	5,586	18,475	5,568	17,354	41,397
2	Sport utility vehicles (SUV)	914	327	1,108	2,349	7,522	2,571	9,489	19,582

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				North	Central	South	Total		North	Central	South	Total	
3	Cross-over cars			330	70	247	647		2,362	454	1,549	4,365	
4	Multi-purpose vehicles (MPV)			195	97	673	965		1,914	629	6,450	8,993	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			637	54	298	989		4,215	447	2,464	7,126	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			153	45	161	359		1,460	383	1,414	3,257	
9	Lexus's PC subtotal			36	-	48	84		277	-	287	564	
10	Thaco Peugeot's PC subtotal			15	4	12	31		68	23	81	172	
	Subtotal			4,096	1,470	4,934	11,010		38,741	10,073	99,088	85,458	
	In percentage (%)			41.83%	13.35%	44.81%	100.00%		42.47%	11.79%	45.74%	100.00%	
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups			1,040	321	731	2,092		6,518	2,126	4,954	13,598	
12	Vans			179	9	55	243		769	95	259	1,123	
13	Small trucks (G.V.M ≤ 5,000 Kg)			950	186	996	2,132		6,940	1,291	6,890	15,121	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			530	214	737	1,481		4,383	1,643	4,961	10,987	
15	Medium trucks (10,000 Kg < G.V.M < 24,000 Kg)			125	7	66	198		971	59	411	1,441	
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			91	30	172	293		595	195	1,210	2,000	
19	Mercedes-Benz's CV (FUSO) subtotal			8	6	46	60		98	53	386	537	
	Subtotal			2,912	773	1,361	4,999		39,371	3,443	19,071	44,807	
	In percentage (%)			44.98%	11.89%	43.13%	100.00%		45.25%	12.19%	42.56%	100.00%	
	Buses												
20	Minibuses [(10-16) seats]			191	50	325	566		1,548	304	1,876	3,728	
21	Medium buses / Coaches [(17-30) seats]			22	11	32	65		171	61	238	470	
22	Large buses / Coaches [(31-55) seats]			267	47	284	598		1,566	273	1,371	3,210	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	-	95	95		-	9	510	519	
	Subtotal			480	108	641	1,229		1,285	630	3,485	7,408	
	In percentage (%)			39.06%	8.79%	52.16%	100.00%		44.34%	8.61%	47.04%	100.00%	
III	Special-Purpose Vehicles												
27	Dump trucks			177	92	323	592		2,655	1,123	3,316	7,094	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			1	-	3	4		6	6	26	38	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		1	-	-	1	
34	Garbages			-	-	6	6		-	1	23	24	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-	
37	Crane trucks			-	-	5	5		-	1	7	8	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	1	1	
41	Hooklift			-	-	-	-		-	-	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)			-	-	-	-		-	-	-	-	
	Subtotal			178	92	337	607		1,663	1,131	3,376	7,149	
	In percentage (%)			29.32%	15.16%	55.52%	100.00%		37.13%	15.78%	47.09%	100.00%	
	Grand-total			8187	2443	8715	19345		62514	17306	65020	144840	
	In percentage (%)			42.32%	12.63%	45.05%	100.00%		43.16%	11.95%	44.89%	100.00%	