

Maker	Model name	Sales - Jul 2016				Share	Sales - Aug 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	3	1	15	19	0.2%	3	2	8	13	0.2%	20	11	62	93	0.2%
Mekong	Premio	2	2	18	22		1	16	17	17		15	9	93	117	
Mekong	Paso 990BE			1	1					-				6	6	
Mekong	Paso 990 D			2	2				2	2			2	21	23	
Mekong	Paso 1.5TD			2	2					-			7	45	52	
Mekong	Paso 2.0TD				-					-				2	2	
Mekong	Paso 2.5TD				-				-				-			
Mekong	Sub-total	5	3	38	46		4	2	26	32		42	22	229	293	
GM Vietnam	Spark Van	73	23	36	132	3.4%	88	10	30	128	3.5%	411	147	191	749	3.5%
GM Vietnam	Spark LS	33	11	120	164		25	12	121	158		206	121	602	929	
GM Vietnam	Spark LTZ											1			1	
GM Vietnam	Aveo LT	11	11	40	62		13	14	50	77		144	101	297	542	
GM Vietnam	Aveo LTZ	18	4	12	34		9	5	15	29		130	57	136	323	
GM Vietnam	Cruze LS	15	15	97	127		11	15	78	104		207	183	709	1099	
GM Vietnam	Cruze LTZ	21	17	75	113		14	4	80	98		220	71	506	797	
GM Vietnam	Colorado LTZ	30	9	19	58		11	10	32	53		256	83	206	545	
GM Vietnam	Captiva LTZ	15	5	35	55		10	4	39	53		147	56	307	510	
GM Vietnam	Orlando LTZ	83	3	17	103		6	3	15	24		347	9	56	412	
GM Vietnam																
GM Vietnam																
GM Vietnam	Sub-total	299	98	451	848		187	77	460	724		2069	828	3010	5907	
Mitsubishi	Pajero Sport	66	2	9	77	2.2%	27	5	4	36	2.4%	324	33	45	402	2.1%
Mitsubishi	Pajero Sport	2	4	9	15		4	9	13	13		146	17	86	249	
Mitsubishi	Pajero Sport	11	12	31	54		10	12	24	46		105	78	203	386	
Mitsubishi	Outlander Sport Pre	5	2	3	10		1	2	3	3		85	31	25	141	
Mitsubishi	Outlander Sport CVT	2			2					1		17	8	5	30	
Mitsubishi	Outlander 2.4 CVT	9	6	16	31		23	12	14	49		32	18	30	80	
Mitsubishi	Outlander 2.0 CVT	11	14	9	34		15	11	9	35		26	25	18	69	
Mitsubishi	Outlander 2.0 STD		2	2	4		1			1		1	2	2	5	
Mitsubishi	Mirage CVT	22	10	11	43		23	17	11	51		117	91	65	273	
Mitsubishi	Mirage MT	3	1	8	12		6	2	5	13		35	17	46	98	
Mitsubishi	Attrage CVT	41	11	22	74		49	35	22	106		246	163	123	532	
Mitsubishi	Attrage MT	20	7	16	43		22	9	22	53		119	80	264	463	
Mitsubishi	Triton GLS AT	4	15	1	20	12	10	5	27	53	33	18	104			
Mitsubishi	Triton GLS MT	29	3	1	33	2	2	1	5	83	23	7	113			
Mitsubishi	Triton GLX AT	19	12	4	35	17	12	5	34	183	71	50	304			
Mitsubishi	Triton GLX MT	72		2	74	7	3	2	12	207	20	28	255			
Mitsubishi	Pajero							2	2	8	1	2	11			
Mitsubishi	Pajero															
Mitsubishi																
Mitsubishi																
Mitsubishi	Sub-total	316	99	137	552		219	130	138	487		1787	711	1017	3515	
Suzuki	Carry Blind Van	64	1	15	80	2.1%	68		23	91	2.8%	618	3	148	769	2.8%
Suzuki	Carry Truck	99	3	65	167		91	1	55	147		767	16	506	1289	
Suzuki	Super Carry Pro	27	1	49	77		14	12	62	88		574	65	734	1373	
Suzuki	Vitara	46		19	65		58	1	34	93		328	3	187	518	
Suzuki	Grand Vitara	5			5		5			5		17			17	
Suzuki	Ertiga	16	1	47	64		19		56	75		72	12	168	252	
Suzuki	Swift	54		13	67		51	1	18	70		425	5	91	521	
Suzuki																
Suzuki	Sub-total	311	6	208	525		306	15	248	569		2801	104	1834	4739	
Toyota	Camry 2.5Q/KZ	72	26	67	165	21.0%	38	7	66	111	19.0%	594	127	617	1338	20.1%
Toyota	Camry 2.5G/KL	16	1	11	28		7		6	13		135	7	99	241	
Toyota	Camry 2.0E/KE	87	18	74	179		63	12	61	136		742	162	570	1474	
Toyota	Camry 3.5Q															
Toyota	Corolla Altis 1.8AT/CV+CVB	336	91	135	562		196	37	109	342		1438	374	657	2469	
Toyota	Corolla Altis 1.8MT/CG	28	14	17	59		14	1	25	40		115	37	115	267	
Toyota	Corolla Altis 2.0/CQ	12	2	18	32		10		11	21		81	3	91	175	
Toyota	Corolla Altis RS															
Toyota	Vios 1.5G/VG	595	205	208	1008		267	64	110	441		2639	831	967	4437	
Toyota	Vios 1.5E/VE	467	87	259	813		192	44	93	329		2378	580	1174	4132	
Toyota	Vios 1.5J	18			18		7			7		151	50	12	213	
Toyota	Vios Limo	50		1	51		87			87		260		179	439	
Toyota	Innova G	18	7	32	57		39	8	75	122		218	50	354	622	
Toyota	Innova E	125	31	342	498		218	50	465	733		1690	458	3111	5259	
Toyota	Innova V	18	2	27	47		23	6	51	80		86	10	163	259	
Toyota	Innova J			100	100				100	100		125		657	782	
Toyota	Innova GSR															
Toyota	Fortuner Gasoline (4x4)/FV	22	2	8	32		17	2	11	30		301	54	110	465	
Toyota	Fortuner Gasoline (4x2)/FX	56	12	100	168		38	12	96	146		751	174	1039	1964	
Toyota	Fortuner Diesel/FG	126	84	384	594		96	55	497	648		740	427	2616	3783	
Toyota	Fortuner Gasoline (4x4) TRD	7		7	14		6		6	12		83	4	89	176	
Toyota	Fortuner Gasoline (4x2) TRD	29	11	55	95		21	7	67	95		275	97	538	910	
Toyota	Hiace Gasoline 2.7	4	3	10	17		5	1	18	24		73	11	75	159	
Toyota	Hiace Diesel 2.5	5		18	23				12	12		11	5	86	102	
Toyota	Hiace Super Wagon															
Toyota	Landcruiser 200 GX 470	3	1	4	8		9	2	7	18		191	56	130	377	
Toyota	Land Prado	34	9	17	60		32	8	20	60		351	101	207	659	
Toyota	FT86															
Toyota	Hilux (4x4) AT/HQ	17	12	17	46		26	12	18	56		311	130	193	634	
Toyota	Hilux G (4x4)	8	9	8	25		15	16	15	46		216	96	132	444	
Toyota	Hilux E (4x2)	29	11	34	74		20	8	22	50		209	82	225	516	
Toyota	Yaris E	30	3	6	39		14		5	19		213	25	65	303	
Toyota	Yaris G	215	52	91	358	69	9	51	129	781	166	385	1332			
Toyota	Sub-total	2427	693	2050	5170		1529	361	2017	3907		15158	4117	14656	33931	
Isuzu	D-Max 4x4	8	8	4	20	3	1	10	14	53	35	64	152			
Isuzu	D-Max 4x2	9	5	30	44	9	6	29	44	78	33	154	265			

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		North	Central	South	Total		North	Central	South	Total		North	Central	South	Total			
Isuzu	mu-X	12	6	20	38	2.5%	11	4	48	63	3.2%	23	10	68	101	2.5%		
Isuzu	NLR	1		3	4				3	3			7	3	21		31	
Isuzu	NMR	4	1	10	15			1	15	16			19	2	104		125	
Isuzu	NPK	1	1	22	24			22	1	12		35	95	17	161		273	
Isuzu	NQL	29	6	60	95			19	3	44		66	349	32	474		855	
Isuzu	QQR	55	24	256	335			68	35	295		398	370	149	1403		1922	
Isuzu	FRR	6		8	14			1		5		6	30	2	83		115	
Isuzu	FVR	1	1	6	8			1	1	5		7	24	10	47		81	
Isuzu	FVM	11	4	13	28			1	2	7		10	67	28	142		237	
Isuzu	Tractor Head			1	1					6		6	5		39		44	
Isuzu																		
Isuzu																		
Isuzu																		
Isuzu	Bus Chassis			108	108										852		852	
Isuzu	Sub-total	137	56	433	626		135	54	479	668		1120	321	2760	4201			
Ford	FIESTA - 5Drs	29	3	22	54	11.0%	28	7	18	53	10.3%	200	36	137	373	10.9%		
Ford	FIESTA - 4Drs	10	4	13	27			13	2	11		26		83	28		75	186
Ford	FOCUS - 5Drs	31	4	24	59			18	4	17		39		158	29		133	320
Ford	FOCUS - 4Drs	16	4	17	37			16	2	15		33		142	30		135	307
Ford	Transit 16 seats	195	69	455	719			190	53	343		586		1765	382		2557	4704
Ford	Ranger 4x4 CBU	179	58	194	431			182	78	202		462		1923	605		1951	4479
Ford	Ranger 4x2 CBU	359	123	343	825			246	84	224		554		2201	608		1852	4661
Ford	Everest	14	4	12	30			3	1	2		6		136	40		129	305
Ford	EcoSport 1.5AT	191	61	254	506			133	45	184		362		1295	346		1298	2939
Ford	EcoSport 1.5MT	3	6	7	16			1		1		2		33	58		78	169
Ford	Sub-total	1027	336	1341	2704		830	276	1017	2123		7936	2162	8345	18443			
Hino	HINO	101	9	118	228	0.9%	58	13	89	160	0.8%	787	108	1693	2588	1.5%		
Hino	Bus Chassis	10			10					2		2		10			8	18
Hino	Sub-total	101	9	118	228			58	13	89		160		787	108		1693	2588
SAMCO	SAMCO 24 CN ~ 46CN	45	21	81	147	0.9%	50	16	77	143	1.0%	300	165	382	847	0.7%		
SAMCO	SAMCO B40 ~ B80	23	2	42	67			23	7	20		50		89	9		108	206
SAMCO	SAMCO PRIMAS giuong nam 45C	2	2	3	7			5	4	3		12		24	17		24	65
SAMCO	Truck														1		1	
SAMCO	Crane truck													1	2		3	
SAMCO	Road cleaning truck																	
SAMCO	Garbage compactor truck			1	1					2		2			13		13	
SAMCO	Hydraulic crane truck																	
SAMCO	Vacuum tank truck									4		4			8		8	
SAMCO	Stage truck									1		1			1		1	
SAMCO	Fire truck																	
SAMCO	Hooklift																	
SAMCO	Sewage suction truck			1	1										1		1	
SAMCO	Prisoner transport vehicle																	
SAMCO	Car carrying truck												1	1				
SAMCO	Mobile Sewer Jetting Machine			2	2								2	2				
SAMCO	Bus Chassis																	
SAMCO	Sub-total	70	25	130	225		78	27	107	212		413	192	544	1149			
THACO KIA	Morning	858	116	693	1667	12.7%	712	46	572	1330	14.6%	4,461	421	3,300	8182	11.6%		
THACO KIA	Cerato	287	74	171	532			359	73	240		672		2,245	445		1,390	4080
THACO KIA	Sorento	70	13	101	184			74	21	159		254		616	117		893	1626
THACO KIA	Carens	22	6	54	82			1	1			2		237	102		464	803
THACO KIA	Rondo	33	25	115	173			25	35	127		187		269	157		769	1195
THACO KIA	Sedona	44	2	54	100			48	7	106		161		348	31		804	1183
THACO KIA	Rio	201	41	142	384			196	34	162		392		1,306	245		852	2403
THACO KIA	Sportage													50	8		41	99
THACO KIA	Xe khác	1			1				3	4		7		54	6		36	96
THACO KIA	Sub-total	1516	277	1330	3123			1415	220	1370		3005		9586	1532		8549	19667
THACO BUS	Thaco 28 ~ 45 seats	120	47	139	306	1.2%	150	52	104	306	1.5%	931	337	971	2239	1.3%		
THACO BUS	Sub-total	120	47	139	306			150	52	104		306		931	337		971	2239
THACO TRUCK	K2700	227	53	136	416	15.0%	204	38	112	354	14.4%	1,778	385	1,162	3325	17.8%		
THACO TRUCK	K3000	603	117	932	1652			522	65	589		1176		4,349	707		5,161	10217
THACO TRUCK	Thaco truck	472	133	222	827			319	109	234		662		3,916	1,073		2,110	7099
THACO TRUCK	Thaco dumptruck	326	140	340	806			321	101	348		770		4,129	1,639		3,723	9491
THACO TRUCK	Sub-total	1628	443	1630	3701		1366	313	1283	2962		14172	3804	12156	30132			
VINAMAZDA	Mazda2	228	65	210	503	12.2%	174	55	194	423	14.1%	1369	411	1025	2805	11.9%		
VINAMAZDA	Mazda3	800	181	521	1502			445	113	355		913		3922	962		2444	7328
VINAMAZDA	CX-5	290	58	168	516			510	92	410		1012		3043	542		1802	5387
VINAMAZDA	Mazda 6	136	30	135	301			124	26	162		312		963	188		814	1965
VINAMAZDA	BT-50	102	28	53	183			153	25	70		248		1405	371		709	2485
VINAMAZDA	CX-9													30	4		42	76
VINAMAZDA	Sub-total	1556	362	1087	3005		1406	311	1191	2908		10732	2478	6836	20046			
THACO	Peugeot	17	2	16	35	0.1%	9	7	21	37	0.2%	204	61	166	431	0.3%		
PEUGEOT	Sub-total	17	2	16	35			9	7	21		37		204	61		166	431
Honda	Civic 1.8 AT	2	2	7	11	4.5%	4		5	9	4.9%	20	12	39	71	3.9%		
Honda	Civic 1.8 MT													13	7		58	78
Honda	Civic 2.0 AT			7	7				2	2		4		574	250		278	1102
Honda	CR-V 2.0AT	145	54	50	249			108	29	39		176		1004	355		523	1882
Honda	CR-V 2.4AT	185	50	96	331			137	41	56		234		45	55		135	235
Honda	City 1.5 MT	1	6	23	30			15	9	32		56		915	628		1355	2898
Honda	City 1.5 AT	136	88	194	418			8	2	12		22		48	12		81	141
Honda	Accord	15	1	19	35			2		17		19		41	6		128	175
Honda	Odyssey	8	1	21	30													
Honda	Sub-Total	492	202	417	1111		375	181	458	1014		2660	1325	2597	6582			
VINAMOTOR	Hyundai	173	5	53	231	1.8%	58	3	22	83	0.7%	1079	60	362	1501	1.4%		
VINAMOTOR	Hyundai	161	9	39	209			40	4	13		57		609	46		203	858
VINAMOTOR	Sub-Total	334	14	92	440			98	7	35		140		1688	106		565	2359
VEAM	VEAM Motor	75	21	234	330	1.3%	34	27	240	301	1.5%	471	319	1,673	2463	1.5%		
VEAM	MAZ								1	1		1		5	3		6	14
VEAM	Sub-Total																	

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		North	Central	South	Total		North	Central	South	Total		North	Central	South	Total			
VEAM		75	21	234	330		34	28	240	302		476	322	1679	2477			
TCIEV	Sunny					0.4%					0.4%					0.5%		
TCIEV	Sunny XL	16	2	2	20		28	4	3	35		271	48	35	354			
TCIEV	Sunny XV	37	20	25	82		20	14	12	46		284	114	124	522			
TCIEV		53	22	27	102		48	18	15	81		555	162	159	876			
HYUNDAI	County	5	1	8	14	3.4%	5		2	7	2.0%	34	6	35	75	2.6%		
HYUNDAI	Mighty	21	10	16	47		7	5	12	24		116	60	200	376			
HYUNDAI	Mighty	260	186	320	766		130	65	176	371		1,361	769	1,796	3,926			
DOTHANH		286	197	344	827		142	70	190	402		1511	835	2031	4377			
SANYANG	SYM T880					0.0%					0.0%					0.0%		
SANYANG	SYM T1000																	
SANYANG	SYM V5																	
SANYANG	SYM V9																	
SANYANG	SYM 2.0T			6	6									20	20			
SANYANG	SYM V11																	
SANYANG	Sub-Total			6	6									20	20			

No	Vehicle Type	Sales - Jul 2016				Share	Sales - Aug 2016				Share	Sales - YTM 2016				Share
		North	Central	South	Total		North	Central	South	Total		North	Central	South	Total	
I	Passenger cars (PC)															
1	Sedans	4,086	1,127	2,861	8,074		2,748	748	2,542	6,038		23,188	6,499	16,586	46,273	
2	Sport utility vehicles (SUV)	1,052	337	1,229	2,618		804	251	1,316	2,371		7,650	2,339	9,001	18,990	
3	Cross-over cars	290	58	168	516		510	92	410	1,012		3,043	542	1,802	5,387	
4	Multi-purpose vehicles (MPV)	351	77	762	1,190		362	110	956	1,428		3,361	823	6,506	10,690	
5	Convertible cars	-	-	-	-		-	-	-	-		-	-	-	-	
6	Hatchback	918	123	739	1,780		758	57	607	1,422		4,819	486	3,570	8,875	
7	Others (please specify)	-	-	-	-		-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal	226	50	213	489		146	41	161	348		1,202	271	1,193	2,666	
9	Lexus's PC subtotal	9	-	15	24		21	-	34	55		684	-	566	1,250	
10	Thaco Peugeot's PC subtotal	17	2	16	35		9	7	21	37		204	61	166	431	
	Subtotal	8,749	1,771	8,083	14,722		5,158	1,396	8,047	13,711		44,151	11,821	39,390	84,562	
	In percentage (%)	47.19%	12.05%	40.76%	100.00%		42.15%	10.27%	47.57%	100.00%		46.69%	11.65%	41.66%	100.00%	
II	Commercial vehicles (CV)															
	Trucks															
11	Pick-ups	867	295	728	1,890		704	267	651	1,622		7,193	2,199	5,682	15,074	
12	Vans	137	24	51	212		156	10	53	219		1,029	150	339	1,518	
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,016	199	1,462	2,677		899	152	1,133	2,184		7,871	1,329	9,185	18,385	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	858	357	874	2,089		531	210	718	1,459		6,308	2,270	6,414	14,992	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	179	14	66	259		43	8	30	81		735	89	482	1,306	
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	101	9	118	228		58	13	89	160		787	108	1,693	2,588	
19	Mercedes-Benz's CV (FUSO) subtotal	34	16	120	170		10	17	98	125		239	92	602	933	
	Subtotal	3,192	914	3,418	7,524		2,401	677	3,772	5,850		24,182	8,537	24,397	54,796	
	In percentage (%)	42.42%	12.15%	45.44%	100.00%		41.04%	11.57%	47.38%	100.00%		44.09%	11.38%	44.52%	100.00%	
	Buses															
20	Minibuses [(10-16) seats]	204	72	483	759		195	54	373	622		1,849	398	2,718	4,965	
21	Medium buses / Coaches [(17-30) seats]	50	22	89	161		55	16	79	150		334	171	417	922	
22	Large buses / Coaches [(31-55) seats]	318	56	237	611		236	66	149	451		2,123	423	1,465	4,011	
23	Sleeping buses	-	-	-	-		-	-	-	-		-	-	-	-	
24	City buses of all lengths	-	-	-	-		-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicle)	10	-	108	118		-	-	2	2		10	-	860	870	
	Subtotal	572	150	809	1,531		486	136	591	1,213		4,386	992	4,690	9,809	
	In percentage (%)	37.36%	9.80%	52.84%	100.00%		39.74%	11.12%	49.14%	100.00%		43.50%	10.02%	46.47%	100.00%	
III	Special-Purpose Vehicles															
27	Dump trucks	326	140	340	806		321	101	348	770		4,129	1,639	3,723	9,491	
28	Concrete mixer trucks	-	-	-	-		-	-	-	-		-	-	-	-	
29	Tractor trucks	-	-	1	1		-	-	6	6		5	-	39	44	
30	Tanker trucks	-	-	-	-		-	-	-	-		-	-	-	-	
31	Refrigerator trucks	-	-	-	-		-	-	-	-		-	-	-	-	
32	Ambulance	-	-	-	-		-	-	-	-		-	-	-	-	
33	Fire-fighting trucks	-	-	-	-		-	-	-	-		-	-	-	-	
34	Garbages	-	-	1	1		-	-	2	2		-	-	13	13	
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	
42	Prisoner transport truck	-	-	-	-		-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)	-	-	2	2		-	-	-	-		-	-	2	2	
44	Sewage suction truck (SPV)	-	-	1	1		-	-	-	-		-	-	1	1	
45	Vacuum tank truck (SPV)	-	-	-	-		-	-	4	4		-	-	8	8	
46	Stage truck (SPV)	-	-	-	-		-	-	1	1		-	-	1	1	
	Subtotal	326	140	345	811		321	101	361	783		4,134	1,640	3,791	9,565	
	In percentage (%)	40.20%	17.26%	42.54%	100.00%		41.00%	12.90%	46.10%	100.00%		43.22%	17.15%	39.63%	100.00%	
	Grand-total	11039	2978	10576	24593		8566	2220	9781	20567		76753	19890	72178	168821	
	In percentage (%)	44.89%	12.11%	43.00%	100.00%		41.65%	10.79%	47.56%	100.00%		45.46%	11.78%	42.75%	100.00%	