

Maker	Model name	Vama Classification	Seat	Sales - Aug 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	24	7	7	38	457	94	152	703	4.4%	
GM Vietnam	Spark LS	Sedan	5 seats	9	10	34	53	111	87	302	500		
GM Vietnam	Spark LT	Sedan	5 seats	4	1	5	10	91	47	294	432		
GM Vietnam	Aveo LT	Sedan	5 seats	5	2	20	27	171	142	422	735		
GM Vietnam	Aveo LTZ	Sedan	5 seats	2	1	7	10	112	34	162	308		
GM Vietnam	Cruze LS	Sedan	5 seats	11	9	52	72	136	106	820	1062		
GM Vietnam	Cruze LTZ	Sedan	5 seats	16	5	55	76	170	76	533	779		
GM Vietnam	Orlando LTZ	MPV	7 seats	2	9	37	48	68	53	265	386		
GM Vietnam	Trax LT	SUV	5 seats	4	1	4	9	68	38	117	223		
GM Vietnam	Captiva LTZ	SUV	7 seats	1	5	12	18	89	44	268	401		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	132	39	186	357	627	238	860	1725		
GM Vietnam													
GM Vietnam													
GM Vietnam	Sub-total			210	89	419	718	2100	959	4195	7254		
Mitsubishi	Pajero Sport CKD	SUV	7 seats	15	24	17	56	215	133	174	522	2.5%	
Mitsubishi	Pajero Sport CBU	SUV	7 seats	11	2	18	31	101	44	111	256		
Mitsubishi	Outlander	SUV	5 seats	31	19	23	73	209	162	138	509		
Mitsubishi	Mirage	Sedan	5 seats	5	7	19	31	160	114	109	383		
Mitsubishi	Attrage	Sedan	5 seats	31	37	46	114	428	320	266	1014		
Mitsubishi	Triton GLS AT	Pick-up	5 seats	240	52	25	317	911	362	205	1478		
Mitsubishi													
Mitsubishi	Sub-total			333	141	148	622	2024	1135	1003	4162		
Suzuki	Carry Blind Van	Van	2 seats	94	1	9	104	430	9	123	562	2.2%	
Suzuki	Carry Truck	Small truck	2 seats	52	3	47	102	294	16	279	589		
Suzuki	Super Carry Pro	Small truck	2 seats	43	6	86	135	475	110	697	1282		
Suzuki	Vitara	SUV	5 seats	21	4	17	42	285	36	191	512		
Suzuki	Grand Vitara	SUV	5 seats	1			1	21			21		
Suzuki	Ertiga	Sedan	7 seats	3	5	39	47	31	22	119	172		
Suzuki	Swift	Sedan	5 seats	63	19	28	110	214	30	78	322		
Suzuki	Ciaz	Sedan	5 seats	30	14	41	85	71	37	90	198		
Suzuki													
Suzuki	Sub-total			307	52	267	626	1821	260	1577	3658		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	41	6	47	94	369	64	464	897	24.0%	
Toyota	Camry 2.5G/KL	Sedan	5 seats	5	1	2	8	30	3	21	54		
Toyota	Camry 2.0E /KE	Sedan	5 seats	39	13	37	89	582	126	432	1140		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	178	47	107	332	1275	361	709	2345		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	13	5	18	36	71	15	109	195		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	2		4	6	39	4	47	90		
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	351	93	272	716	2553	717	1633	4903		
Toyota	Vios 1.5E/VE	Sedan	5 seats	621	105	687	1413	3813	883	3724	8420		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats					21	2	18	41		
Toyota	Innova G	MPV	8 seats	23	3	82	108	267	38	837	1142		
Toyota	Innova E	MPV	8 seats	174	48	620	842	1294	421	4721	6436		
Toyota	Innova V	MPV	8 seats	14	2	52	68	99	20	325	444		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	89	18	120	227	555	122	428	1105		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	130	63	465	658	1231	398	2023	3652		
Toyota	Fortuner Diesel/FG	SUV	8 seats	89	104	730	923	965	651	3907	5523		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats										
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats										
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	5	1	2	8	73	7	66	146		
Toyota	Hiace Diesel 2.5	Minibus	16 seats	2	1	10	13	12	3	54	69		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	8		2	10	106	10	44	160		
Toyota	Land Prado	SUV	8 seats	18	3	11	32	253	30	96	379		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	1		2	3	153	86	129	368		
Toyota	Hilux G (4x4)	Pick-up	5 seats		1		1	81	40	47	168		
Toyota	Hilux E (4x2)	Pick-up	5 seats	4	4	14	22	105	61	193	359		
Toyota	Yaris E	Sedan	5 seats	6		3	9	74	9	19	102		
Toyota	Yaris G	Sedan	5 seats	102	29	45	176	885	275	423	1583		
Toyota	Sub-total			1915	547	3332	5794	14906	4348	20469	39723		
Isuzu	D-Max 4x4	Pick-up	5 seats	5	7	18	30	36	29	88	153	2.7%	
Isuzu	D-Max 4x2	Pick-up	5 seats	4	2	21	27	54	23	111	188		
Isuzu	mu-X	SUV	7 seats	8	1	30	39	92	43	249	384		
Isuzu	NLR	Small truck	3 seats	3		1	4	58	2	11	71		
Isuzu	NMR	Small truck	3 seats	18		16	34	40	1	81	122		
Isuzu	NPK	Light truck	3 seats	6	1	27	34	71	5	150	226		
Isuzu	NQL	Light truck	3 seats	28	4	70	102	142	14	377	533		
Isuzu	QKR	Small truck	3 seats	130	29	287	446	589	134	1789	2512		
Isuzu	FRR	Medium truck	3 seats	2		11	13	13		66	79		
Isuzu	FVR	Medium truck	3 seats	2		6	8	12	2	24	38		
Isuzu	FVM	Medium truck	3 seats	13		5	18	17		45	62		
Isuzu	Tractor Head	Tractor truck (SPV)		2			2	8	6	26	40		
Isuzu													
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Maker	Model name	Vama Classification	Seat	Sales - Aug 2017				Share	Sales - YTM 2017				Share	
				North	Central	South	Total		North	Central	South	Total		
SANYANG	SYM V9	Van	9 seats											0.0%
SANYANG	SYM 2.0T	Small truck	3 seats								11		11	
SANYANG	SYM V11	Van	11 seats											
SANYANG Sub-Total											11		11	
No	Vehicle Type			Sales - Aug 2017					Sales - YTM 2017					
				North	Central	South	Total		North	Central	South	Total		
I	Passenger cars (PC)													
1	Sedans			2,501	712	2,650	5,863		20,976	6,280	20,004	47,260		
2	Sport utility vehicles (SUV)			858	348	1,800	3,006		8,380	2,919	11,289	22,588		
3	Cross-over cars			411	78	315	804		2,773	532	1,864	5,169		
4	Multi-purpose vehicles (MPV)			269	80	938	1,287		2,183	709	7,388	10,280		
5	Convertible cars			-	-	-	-		-	-	-	-		
6	Hatchback			442	46	289	777		4,657	493	2,753	7,903		
7	Others (please specify)			-	-	-	-		-	-	-	-		
8	Mercedes-Benz's PC subtotal			196	46	199	441		1,656	429	1,613	3,698		
9	Lexus's PC subtotal			16	-	27	43		293	-	314	607		
10	Thaco Peugeot's PC subtotal			6	3	13	22		74	26	94	194		
	Subtotal			4,599	1,313	6,311	12,223		48,992	11,908	42,318	97,699		
	In percentage (%)			38.38%	10.72%	50.89%	100.00%		41.96%	11.66%	46.39%	100.00%		
II	Commercial vehicles (CV)													
	Trucks													
11	Pick-ups			1,045	279	778	2,102		7,563	2,405	5,732	15,700		
12	Vans			118	8	16	142		887	103	275	1,265		
13	Small trucks (G.V.M ≤ 5,000 Kg)			840	146	1,069	2,055		7,780	1,437	7,959	17,176		
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			732	297	855	1,884		5,115	1,940	5,816	12,871		
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			151	6	52	209		1,122	65	463	1,650		
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			107	30	255	392		702	225	1,465	2,392		
19	Mercedes-Benz's CV (FUSO) subtotal			10	7	66	83		108	60	452	620		
	Subtotal			3,963	773	3,091	6,867		33,279	6,238	32,162	81,679		
	In percentage (%)			43.73%	11.26%	45.01%	100.00%		45.05%	12.07%	42.89%	100.00%		
	Buses													
20	Minibuses [(10-16) seats]			202	53	324	579		1,750	357	2,200	4,307		
21	Medium buses / Coaches [(17-30) seats]			24	16	29	69		195	77	267	539		
22	Large buses / Coaches [(31-55) seats]			245	32	188	465		1,811	305	1,559	3,675		
23	Sleeping buses			-	-	-	-		-	-	-	-		
24	City buses of all lengths			-	-	-	-		-	-	-	-		
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-		
26	Bus chassis (incompletely-built vehicles)			-	-	109	109		-	9	619	628		
	Subtotal			471	101	541	1,113		3,756	739	4,826	8,221		
	In percentage (%)			42.32%	9.07%	48.61%	100.00%		44.08%	8.67%	47.25%	100.00%		
III	Special-Purpose Vehicles													
27	Dump trucks			173	80	264	517		2,828	1,203	3,580	7,611		
28	Concrete mixer trucks			-	-	-	-		-	-	-	-		
29	Tractor trucks			2	-	-	2		8	6	26	40		
30	Tanker trucks			-	-	-	-		-	-	-	-		
31	Refrigerator trucks			-	-	-	-		-	-	-	-		
32	Ambulance			-	-	-	-		-	-	-	-		
33	Fire-fighting trucks			-	-	-	-		1	-	-	1		
34	Garbages			-	-	4	4		-	1	27	28		
35	Hydraulic crane truck			-	-	-	-		-	-	-	-		
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-		
37	Crane trucks			-	-	-	-		-	1	7	8		
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-		
39	Truck-mounted concert 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			173	80	268	521		2,837	1,211	3,644	7,692		
	In percentage (%)			33.46%	15.30%	51.24%	100.00%		36.88%	15.74%	47.37%	100.00%		
	Grand-total			8348	2267	10131	20746		70862	19573	75151	165586		
	In percentage (%)			40.24%	10.93%	48.83%	100.00%		42.79%	11.82%	45.38%	100.00%		