

Maker	Model name	Vama Classification	Sales - Sep 2015				Share	Sales - YTM 2015				Share
			North	Central	South	Total		North	Central	South	Total	
Mekong	Pronto	SUV	1		2	3	0.2%	10	3	25	38	0.2%
Mekong			1		2	3		10	3	25	38	
Mekong	Premio	Pick-up	2	1	4	7		9	8	31	48	
Mekong	Paso 990BE	Small truck			2	2		6		32	38	
Mekong	Paso 990 D	Small truck			4	4		5	9	41	55	
Mekong	Paso 1.5TD	Light truck	1	2	12	15		3	5	61	69	
Mekong	Paso 2.0TD	Light truck			2	2		2	2	19	23	
Mekong	Paso 2.5TD	Light truck			2	2				10	10	
Mekong			3	3	26	32			194	243		
Mekong	Sub-total		4	3	28	35		35	27	219	281	
GM Vietnam	Spark LS	Sedan	20	6	32	58	4.0%	147	57	119	323	3.4%
GM Vietnam	Spark LTZ	Sedan						172	86	477	735	
GM Vietnam	Aveo LT	Sedan	43	7	24	74		211	163	313	687	
GM Vietnam	Aveo LTZ	Sedan	11	7	10	28		86	41	97	224	
GM Vietnam	Cruze LS	Sedan	66	81	208	355		236	236	777	1249	
GM Vietnam	Cruze LTZ	Sedan	19	12	57	88		89	40	321	450	
GM Vietnam												
GM Vietnam			159	113	331	603		941	623	2104	3668	
GM Vietnam	Captiva LTZ	SUV	5	6	13	24		17	18	60	95	
GM Vietnam	Orlando LTZ	MPV	5	1	2	8		33	16	82	131	
GM Vietnam												
GM Vietnam			10	7	15	32	50	34	142	226		
GM Vietnam	Spark Van	Van	37	20	28	85	342	179	292	813		
GM Vietnam	Colorado LTZ	Pick-up	14	10	25	49	58	47	135	240		
GM Vietnam			51	30	53	134	400	226	427	1053		
GM Vietnam	Sub-total		220	150	399	769	1391	883	2673	4947		
Vinastar	Mirage CVT	Sedan	21	15	13	49	1.8%	138	102	84	324	1.8%
Vinastar	Mirage MT	Sedan	5	1	32	38		36	30	51	117	
Vinastar	Attrage CVT	Sedan	33	17	15	65		201	103	105	409	
Vinastar	Attrage MT	Sedan	9	4	3	16		40	45	38	123	
Vinastar												
Vinastar			68	37	63	168		415	280	278	973	
Vinastar	Pajero Sport	SUV	8	3	1	12		92	21	72	185	
Vinastar	Pajero Sport	SUV	9	1	10	20		211	20	112	343	
Vinastar	Pajero Sport	SUV	8	7	10	25		48	38	62	148	
Vinastar	Pajero	Sedan	1		1	2		14	1	5	20	
Vinastar	Pajero	Ambulance (SPV)						1		1		
Vinastar	Outlander Sport Pre	SUV	15	6	1	22	158	80	36	274		
Vinastar	Outlander Sport CVT	SUV	10	2		12	70	29	10	109		
Vinastar												
Vinastar			51	19	23	93	593	190	297	1080		
Vinastar	Triton GLS AT	Pick-up	10	3	1	14	106	18	11	135		
Vinastar	Triton GLS MT	Pick-up	6	6	1	13	58	23	6	87		
Vinastar	Triton GLX	Pick-up					31	4	4	39		
Vinastar	Triton GL	Pick-up					43	5	14	62		
Vinastar	Triton GLS AT	Pick-up	9			9	31	8	11	50		
Vinastar	Triton GLS MT	Pick-up	9			9	18	21	7	46		
Vinastar	Triton GLX AT	Pick-up	21	9	8	38	52	23	24	99		
Vinastar	Triton GLX MT	Pick-up	6	4		10	34	17	13	64		
Vinastar			61	22	10	93	373	119	90	582		
Vinastar	Sub-total		180	78	96	354	1381	589	665	2635		
Suzuki	Grand Vitara	SUV	5	1	1	7	3.1%	36	2	14	52	2.8%
Suzuki												
Suzuki			5	1	1	7		36	2	14	52	
Suzuki	Carry Window Van	Van										
Suzuki	Carry Blind Van	Van	113	2	25	140		530	15	146	691	
Suzuki	Carry Truck	Small truck	100	3	61	164		698	28	491	1217	
Suzuki	Super Carry Pro	Small truck	100	11	102	213		537	109	628	1274	
Suzuki			313	16	188	517		1765	152	1265	3182	
Suzuki	Ertiga	Sedan	9		19	28		108	1	187	296	
Suzuki	Swift	Sedan	43		10	53		511	1	61	573	
Suzuki												
Suzuki			52		29	81	619	2	248	869		
Suzuki	Sub-total		370	17	218	605	2420	156	1527	4103		
Toyota	Camry 2.5Q/KZ	Sedan	126	31	93	250	24.3%	811	172	643	1626	25.0%
Toyota	Camry 2.5G/KL	Sedan	26	5	13	44		192	24	160	376	
Toyota	Camry 2.0E /KE	Sedan	147	34	114	295		650	156	497	1303	
Toyota	Camry 3.5Q	Sedan										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	200	48	96	344		2166	520	882	3568	
Toyota	Corolla Altis 1.8MT/CG	Sedan	39	7	25	71		240	67	197	504	
Toyota	Corolla Altis 2.0/CQ	Sedan	45	1	25	71		323	29	246	598	
Toyota	Corolla Altis RS	Sedan										
Toyota	Vios 1.5G/VG	Sedan	313	134	124	571		2501	953	1045	4499	
Toyota	Vios 1.5E/VE	Sedan	371	112	159	642		2426	697	1028	4151	
Toyota	Vios 1.5J	Sedan	67	20	23	110		498	29	52	579	
Toyota	Vios Limo	Sedan	60		60	120		261	80	449	790	
Toyota	Yaris E	Sedan	50	6	16	72		297	34	140	471	
Toyota	Yaris R	Sedan	149	40	84	273		858	194	527	1579	
Toyota	FT86	Sedan										
Toyota			1593	438	832	2863		11223	2955	5866	20044	
Toyota	Innova G	MPV	37	5	49	91		241	29	428	698	
Toyota	Innova E	MPV	167	29	455	651		1772	349	3154	5275	
Toyota	Innova V	MPV	11		18	29		87	3	128	218	
Toyota	Innova J	MPV	50		70	120		190	5	698	893	
Toyota	Innova GSR	MPV										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	58	4	15	77		410	64	160	634	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	130	25	154	309		850	210	1255	2315	
Toyota	Fortuner Diesel/FG	SUV	82	52	242	376		848	418	1856	3122	
Toyota	Fortuner Gasoline (4x4) TRD	SUV	5	2	8	15		96	8	98	202	
Toyota	Fortuner Gasoline (4x2) TRD	SUV	22	7	27	56		250	83	407	740	
Toyota	Landcruiser 200 GX 470	SUV	11	5	11	27		152	23	67	242	
Toyota	Land Prado	SUV					282	64	130	476		
Toyota			573	129	1049	1751	5178	1256	8381	14815		
Toyota	Hiace Gasoline 2.7	Minibus	12	2	14	28	80	13	99	192		
Toyota	Hiace Diesel 2.5	Minibus	5		17	22	29	20	150	199		

Maker	Model name	Vama Classification	Sales - Sep 2015				Share	Sales - YTM 2015				Share	
			North	Central	South	Total		North	Central	South	Total		
Toyota	Hiace Super Wagon	Minibus											
Toyota	Hilux G (4x4)	Pick-up	4			4	319	144	183	646			
Toyota	Hilux E (4x2)	Pick-up	1	1		2	105	33	110	248			
Toyota			22	3	31	56	533	210	542	1285			
Toyota	Sub-total		2188	570	1912	4670	16934	4421	14789	36144			
Isuzu	D-Max 4x4	Pick-up	8	6	10	24	61	36	69	166			
Isuzu	D-Max 4x2	Pick-up	12		21	33	105	17	144	266			
Isuzu	NLR	Light truck	5		9	14	42	1	51	94			
Isuzu	NMR	Light truck	4		18	22	37	2	175	214			
Isuzu	NPK	Light truck	11	2	22	35	96	16	194	306			
Isuzu	NQL	Light truck	45	2	113	160	439	34	756	1229			
Isuzu	QKR	Light truck	28	7	182	217	202	44	999	1245			
Isuzu	FRR	Light truck	7	1	22	30	47	7	119	173			
Isuzu	FVR	Light truck	3	1	9	13	28	5	67	100			
Isuzu	FVM	Light truck	38	7	74	119	378	134	504	1016			
Isuzu	Tractor Head	Tractor truck (SPV)	1		6	7	12		31	43			
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis			131	131			983	983			
Isuzu			162	26	486	674	1447	296	3109	4852			
Isuzu	Sub-total		162	26	486	674	1447	296	3109	4852			
Ford	FIESTA - 5Drs	Hatchback	16		18	34	154	15	136	305			
Ford	FIESTA - 4Drs	Sedan	43	4	12	59	146	28	98	272			
Ford	FOCUS - 5Drs	Hatchback	25	1	10	36	128	17	96	241			
Ford	FOCUS - 4Drs	Sedan	29		14	43	94	16	116	226			
Ford													
Ford			113	5	54	172	522	76	446	1044			
Ford	Escape	SUV											
Ford	EcoSport 1.5AT	SUV	200	35	171	406	1344	235	1069	2648			
Ford	EcoSport 1.5MT	SUV	2	6	8	16	37	40	78	155			
Ford	Everest MT 4x2	SUV	5			5	200	51	247	498			
Ford	Everest AT 4x2	SUV	7			7	232	24	207	463			
Ford	Everest MT 4x4	SUV											
Ford			214	41	179	434	1813	350	1601	3764			
Ford	Transit 16 seats	Minibus	185	51	224	460	1635	341	1838	3814			
Ford	Ranger 4x4	Pick-up	155	55	139	349	1424	319	856	2599			
Ford	Ranger 4x2	Pick-up	210	49	214	473	1181	227	969	2377			
Ford			550	155	577	1282	4240	887	3663	8790			
Ford	Sub-total		877	201	810	1888	6575	1313	5710	13598			
Hino	HINO 300 SERIES	Other Truck	11	2	36	49	153	10	307	470			
Hino	HINO 500 SERIES	Other Truck	103	45	303	451	918	225	2436	3579			
Hino													
Hino	Bus Chassis	Chassis							12	12			
Hino			114	47	339	500	1071	235	2743	4049			
Hino	Sub-total		114	47	339	500	1071	235	2743	4049			
SAMCO	SAMCO 24 CN - 46CN	Medium bus	43	23	49	115	305	137	406	848			
SAMCO	SAMCO 38/46CN (KFE2/3)	Large bus											
SAMCO	SAMCO B40 - B80	Large bus		5		5	22	31	15	68			
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus					8	8	11	27			
SAMCO	Truck	Medium truck							2	2			
SAMCO	Crane truck	Crane truck (SPV)							4	4			
SAMCO	Road cleaning truck	Road cleaning truck (SPV)							1	1			
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)			1	1		1	10	11			
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)											
SAMCO	Vaccum tank truck	Vaccum tank truck (SPV)			1	1			4	4			
SAMCO	Stage truck	Stage truck (SPV)											
SAMCO	Fire truck	Fire fighting truck (SPV)											
SAMCO	Hooklift	Hooklift (SPV)											
SAMCO	Sewage suction truck	Sewage suction truck (SPV)											
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)							2	2			
SAMCO	Bus Chassis	Chassis											
SAMCO			43	28	51	122	335	177	455	967			
SAMCO	Sub-total		43	28	51	122	335	177	455	967			
THACO KIA	Morning	Sedan	523	40	294	857	3,101	368	1,937	5406			
THACO KIA	K3	Sedan	187	45	138	370	1,673	409	932	3014			
THACO KIA	Rondo	Crossover	31	17	67	115	191	55	338	584			
THACO KIA	Rio	Sedan	212	58	131	401	1,093	408	803	2304			
THACO KIA	Xe khác	Sedan	20	1	35	56	155	16	277	448			
THACO KIA			973	161	665	1799	6213	1256	4287	11756			
THACO KIA	Sorento	SUV	49	10	79	138	420	89	617	1126			
THACO KIA	Carens	MPV	18	20	73	111	239	127	441	807			
THACO KIA	Sportage	SUV	4		4	8	49	11	33	93			
THACO KIA			71	30	156	257	708	227	1091	2026			
THACO KIA	Sub-total		1044	191	821	2056	6921	1483	5378	13782			
THACO BUS	Thaco 28 ~ 45 seats	Large bus	72	29	64	165	547	237	485	1269			
THACO BUS			72	29	64	165	547	237	485	1269			
THACO BUS	Sub-total		72	29	64	165	547	237	485	1269			
THACO TRUCK	K2700	Light truck	125	34	73	232	1,083	345	714	2142			
THACO TRUCK	K3000	Light truck	573	119	659	1351	4,762	1,126	4,522	10410			
THACO TRUCK	Thaco truck	Light truck	419	131	295	845	3,572	1,027	1,952	6551			
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)	262	117	350	729	2,750	1,655	2,888	7293			
THACO TRUCK			1379	401	1377	3157	12167	4153	10076	26396			
THACO TRUCK	Sub-total		1379	401	1377	3157	12167	4153	10076	26396			
VINAMAZDA	Mazda2	Hatchback					248	48	124	420			
VINAMAZDA	Mazda2	Hatchback	183	30	96	309	437	111	326	874			
VINAMAZDA	Mazda3	Sedan	345	57	168	570	2271	490	1229	3990			
VINAMAZDA	Mazda 6	Sedan	139	25	74	238	957	130	663	1750			
VINAMAZDA			667	112	338	1117	3913	779	2342	7034			
VINAMAZDA	CX-5	SUV	240	31	132	403	1913	326	877	3116			
VINAMAZDA	CX-9	SUV	7		8	15	80	11	108	199			
VINAMAZDA			247	31	140	418	1993	337	985	3315			
VINAMAZDA	BT-50	Pick-up	234	52	103	389	1883	416	728	3027			
VINAMAZDA			234	52	103	389	1883	416	728	3027			
VINAMAZDA	Sub-total		1148	195	581	1924	7789	1532	4055	13376			
THACO	Peugeot	Peugeot	26	8	21	55	174	61	120	355			

Maker	Model name	Vama Classification	Sales - Sep 2015				Share	Sales - YTM 2015				Share
			North	Central	South	Total		North	Central	South	Total	
THACO			26	8	21	55	0.3%	174	61	120	355	0.2%
PEUGEOT	Sub-total		26	8	21	55		174	61	120	355	
Honda	Civic 1.8 AT	Sedan	6	5	11	22	4.2%	46	36	80	162	4.0%
Honda	Civic 1.8 MT	Sedan						3	1	8	12	
Honda	Civic 2.0 AT	Sedan	5		10	15		31	11	71	113	
Honda	City 1.5 MT	Sedan	7	4	17	28		34	31	71	136	
Honda	City 1.5 AT	Sedan	157	78	172	407		737	439	910	2086	
Honda	Accord	Sedan	6	1	7	14		54	8	59	121	
Honda			181	88	217	486		905	526	1199	2630	
Honda	CR-V 2.0AT	SUV	58	24	24	106		747	252	382	1381	
Honda	CR-V 2.4AT	SUV	128	42	50	220		912	297	527	1736	
Honda			186	66	74	326		1659	549	909	3117	
Honda	Sub-Total		367	154	291	812	2564	1075	2108	5747		
VINAMOTOR	Transinco K29	Medium bus	67	13	71	151	1.4%	553	78	692	1323	1.7%
VINAMOTOR	Transinco K30	Medium bus										
VINAMOTOR	Transinco K32	Medium bus										
VINAMOTOR	Transinco K34	Medium bus										
VINAMOTOR	Transinco K35	Medium bus										
VINAMOTOR	Transinco K36	Medium bus										
VINAMOTOR	Transinco K39	Large bus										
VINAMOTOR	Transinco K42	Large bus	12			12		42			42	
VINAMOTOR	Transinco K47	Large bus	26	1	4	31		364	28	104	496	
VINAMOTOR	Transinco K46	Large bus						8			8	
VINAMOTOR	Transinco K51	Large bus	5			5		27		2	29	
VINAMOTOR	Transinco K52	Large bus	4			4		12			12	
VINAMOTOR	Transinco 2 tang	Large bus	17		3	20		87	2	79	168	
VINAMOTOR	Transinco B40	Medium bus	5			5		74		14	88	
VINAMOTOR	Transinco B42	Medium bus										
VINAMOTOR	Transinco B50	Medium bus										
VINAMOTOR	Transinco B55	Medium bus										
VINAMOTOR	Transinco B60	Medium bus						15			15	
VINAMOTOR	Transinco B65	Medium bus										
VINAMOTOR	Transinco B70	Medium bus										
VINAMOTOR	Transinco B80	Large bus						6			6	
VINAMOTOR	Hyundai Porter GVW: 2,730kg	Light truck										
VINAMOTOR	TRANSINCO GVW: 3,230 kg	Light truck										
VINAMOTOR	Mighty HD65, GVW: 5,995kg	Medium truck						18		12	30	
VINAMOTOR	Mighty HD72, GVW: 6,645kg	Medium truck	21	8	5	34		170	19	27	216	
VINAMOTOR			157	22	83	262	1376	127	930	2433		
VINAMOTOR	Sub-Total		157	22	83	262	1376	127	930	2433		
VEAM	VEAM Motor	Medium truck	35	44	265	344	1.8%	339	269	1,449	2057	1.5%
VEAM	MAZ	Medium truck	6			6		13	16	27	56	
VEAM			41	44	265	350		352	285	1476	2113	
VEAM			41	44	265	350		352	285	1476	2113	
TCIEV	Sunny	Sedan					0.5%					0.8%
TCIEV	Sunny XL	Sedan	46	10	9	65		468	86	97	651	
TCIEV	Sunny XV	Sedan	18	9	8	35		280	119	84	483	
TCIEV			64	19	17	100	748	205	181	1134		
TCIEV	Sub-Total		64	19	17	100	748	205	181	1134		
HYUNDAI	County	Medium bus	1		2	3	1.2%	41	15	43	99	1.8%
HYUNDAI	Mighty	Light truck	46	21	97	164		462	219	678	1359	
HYUNDAI	Mighty	Light truck	25	10	37	72		414	198	514	1126	
HYUNDAI			72	31	136	239		917	432	1235	2584	
DO THANH	Sub-Total		72	31	136	239	917	432	1235	2584		
SANYANG	SYM T880	Small truck		1		1	0.0%	12	60	21	93	0.1%
SANYANG	SYM T1000	Small truck										
SANYANG	SYM V5	Van						19	6	10	35	
SANYANG	SYM V9	Van										
SANYANG	SYM 2.0T	Light truck		2		2		4	13	6	23	
SANYANG	SYM V11	Van										
	Sub-total CV			3		3	35	79	37	151		
SANYANG	Sub-Total			3		3	35	79	37	151		

No	Vehicle Type	Sales - Sep 2015				Sales - YTM 2015			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,616	925	2,356	6,897	24,355	6,457	15,936	46,748
2	Sport utility vehicles (SUV)	1,069	269	971	2,309	9,464	2,417	8,509	20,390
3	Cross-over cars	31	17	67	115	191	55	338	584
4	Multi-purpose vehicles (MPV)	288	55	667	1,010	2,562	529	4,931	8,022
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	224	31	124	379	967	191	682	1,840
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	187	43	150	380	1,155	291	1,069	2,515
9	Lexus's PC subtotal	31	-	25	56	421	-	359	780
10	Thaco Peugeot's PC subtotal	26	8	21	55	174	61	120	355
	Subtotal	5,473	1,348	4,391	11,211	39,289	10,001	31,944	81,234
	In percentage (%)	48.85%	12.03%	39.11%	100.00%	48.37%	12.31%	39.32%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	701	196	526	1,423	5,518	1,366	3,315	10,199
12	Vans	150	22	53	225	891	200	448	1,539
13	Small trucks (G.V.M ≤ 5,000 Kg)	200	15	169	384	1,258	206	1,213	2,677
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	1,330	339	1,626	3,295	11,571	3,178	11,341	26,090
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	62	52	270	384	540	304	1,517	2,361
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	114	47	339	500	1,071	235	2,743	4,049
19	Mercedes-Benz's CV (FUSO) subtotal	22	2	56	80	96	40	327	463
	Subtotal	2,979	673	3,309	6,961	30,945	8,339	30,994	47,378
	In percentage (%)	41.00%	10.70%	48.31%	100.00%	44.21%	11.67%	44.12%	100.00%

Maker	Model name	Vama Classification	Sales - Sep 2015				Share	Sales - YTM 2015				Share
			North	Central	South	Total		North	Central	South	Total	
	Buses											
20	Minibuses [(10-16) seats]		202	53	255	510		1,744	374	2,087	4,205	
21	Medium buses / Coaches [(17-30) seats]		116	36	122	274		988	230	1,155	2,373	
22	Large buses / Coaches [(31-55) seats]		136	35	71	242		1,123	306	696	2,125	
23	Sleeping buses		-	-	-	-		-	-	-	-	
24	City buses of all lengths		-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)		-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)		-	-	131	131		-	-	995	995	
	Subtotal		454	124	448	1,026		3,855	910	3,938	8,703	
	In percentage (%)		44.25%	12.09%	43.66%	100.00%		44.30%	10.46%	45.25%	100.00%	
III	Special-Purpose Vehicles											
27	Dump trucks		262	117	350	729		2,750	1,655	2,888	7,293	
28	Concrete mixer trucks		-	-	-	-		-	-	-	-	
29	Tractor trucks		1	-	6	7		12	-	31	43	
30	Tanker trucks		-	-	-	-		-	-	-	-	
31	Refrigerator trucks		-	-	-	-		-	-	-	-	
32	Ambulance		-	-	-	-		-	1	-	1	
33	Fire-fighting trucks		-	-	-	-		-	-	-	-	
34	Garbages		-	-	1	1		-	1	10	11	
35	Sprinklers (road cleaning trucks)		-	-	-	-		-	-	1	1	
36	Crane trucks		-	-	-	-		-	-	4	4	
37	X-Ray medical vehicles		-	-	-	-		-	-	-	-	
38	Truck-mounted concret pumps		-	-	-	-		-	-	-	-	
39	Car transport (carrying) truck		-	-	-	-		-	-	2	2	
40	Hooklift		-	-	-	-		-	-	-	-	
41	Prisoner transport truck		-	-	-	-		-	-	-	-	
42	Sewage suction truck (SPV)		-	-	-	-		-	-	-	-	
43	Vacuum tank truck (SPV)		-	-	1	1		-	-	4	4	
44	Stage truck (SPV)		-	-	-	-		-	-	-	-	
	Subtotal		263	117	308	798		2,762	1,687	2,940	7,389	
	In percentage (%)		35.64%	15.85%	48.51%	100.00%		37.53%	22.52%	39.95%	100.00%	
	Grand-total		8768	2262	8226	19256		66851	18097	59726	144674	
	In percentage (%)		45.53%	11.75%	42.72%	100.00%		46.21%	12.51%	41.28%	100.00%	