

Maker	Model name	Vama Classification	Seat	Sales - Sep 2016				Share	Sales - YTM 2016				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	NQL	Light truck	3 seats	31	3	63	97	2.9%	380	35	537	952	2.5%
Isuzu	QKR	Small truck	3 seats	65	21	227	313		435	170	1630	2235	
Isuzu	FRR	Medium truck	3 seats	6		4	10		36	2	87	125	
Isuzu	FVR	Medium truck	3 seats			5	5		24	10	52	86	
Isuzu	FVM	Medium truck	3 seats	36	3	6	45		103	31	148	282	
Isuzu	Tractor Head	Tractor truck (SPV)				7	7		5		46	51	
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				91	91				943	943	
Isuzu		Sub-total		240	45	417	702		1360	366	3177	4903	
Ford	FIESTA - 5Dr	Hatchback		27	6	18	51	11.0%	227	42	155	424	10.9%
Ford	FIESTA - 4Dr	Sedan		16	2	20	38		99	30	95	224	
Ford	FOCUS - 5Dr	Hatchback		23	3	19	45		181	32	152	365	
Ford	FOCUS - 4Dr	Sedan		17	2	16	35		159	32	151	342	
Ford	Transit 16 seats	Minibus	16 seats	250	53	357	660		2015	435	2914	5364	
Ford	Ranger 4x4 CBU	Pick-up	5 seats	289	54	201	544		2212	659	2152	5023	
Ford	Ranger 4x2 CBU	Pick-up	5 seats	281	60	241	582		2482	668	2093	5243	
Ford	Everest	SUV	7 seats	3	1	4	8		139	41	133	313	
Ford	EcoSport 1.5AT	SUV		320	54	269	643		1615	400	1567	3582	
Ford	EcoSport 1.5MT	SUV		16	8	24	48		49	66	102	217	
Ford		Sub-total		1242	243	1169	2654	9178	2405	9514	21097		
Hino	HINO	Other Truck	3 seats	90	11	131	232	1.0%	877	119	1824	2820	1.5%
Hino													
Hino	Bus Chassis	Chassis							10		8	18	
Hino		Sub-total		90	11	131	232	877	119	1824	2820		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	50	16	70	136	0.9%	350	181	452	983	0.7%
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	23	12	20	55		112	21	128	261	
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats	5	4	3	12		29	21	27	77	
SAMCO	Truck	Medium truck	3 seats								1	1	
SAMCO	Crane truck	Crane truck (SPV)	3 seats							1	2	3	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats								13	13	
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats										
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats								8	8	
SAMCO	Stage truck	Stage truck (SPV)	3 seats								1	1	
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats										
SAMCO	Hooklift	Hooklift (SPV)	3 seats			4	4				5	5	
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							2	2		
SAMCO	Bus Chassis	Chassis											
SAMCO		Sub-total		78	32	97	207	491	224	641	1356		
THACO KIA	Morning	Hatchback	5 seats	935	79	627	1641	13.1%	5,396	500	3,927	9823	11.8%
THACO KIA	Cerato	Sedan	5 seats	296	55	222	573		2,541	500	1,612	4653	
THACO KIA	Sorento	SUV	7 seats	89	14	132	235		705	131	1,025	1861	
THACO KIA	Carens	MPV	7 seats			1	1		237	102	465	804	
THACO KIA	Rondo	MPV	7 seats	34	26	158	218		303	183	927	1413	
THACO KIA	Sedona	MPV	7 seats	37	16	79	132		385	47	883	1315	
THACO KIA	Rio	Sedan	5 seats	202	48	105	355		1,508	293	957	2758	
THACO KIA	Sportage	SUV	5 seats						50	8	41	99	
THACO KIA	Xe khác	Sedan				1	1		54	6	37	97	
THACO KIA		Sub-total		1593	238	1325	3156		11179	1770	9874	22823	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	108	42	90	240	1.0%	1,039	379	1,061	2,479	1.3%
THACO BUS		Sub-total		108	42	90	240		1039	379	1061	2479	
THACO TRUCK	K2700	Small truck		275	41	141	457		2,053	426	1,303	3782	
THACO TRUCK	K3000	Small truck		756	111	654	1521	5,105	818	5,815	11738		
THACO TRUCK	Thaco truck	Light truck		473	105	289	867	4,389	1,178	2,399	7966		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		425	120	418	963	4,554	1,759	4,141	10454		
THACO TRUCK		Sub-total		1929	377	1502	3808	16101	4181	13658	33940		
VINAMAZDA	Mazda2	Sedan	5 seats	245	44	201	490	11.8%	1614	455	1226	3295	11.9%
VINAMAZDA	Mazda3	Sedan	5 seats	604	142	417	1163		4526	1104	2861	8491	
VINAMAZDA	CX-5	Crossover	5 seats	429	73	282	784		3472	615	2084	6171	
VINAMAZDA	Mazda 6	Sedan	5 seats	100	25	102	227		1063	213	916	2192	
VINAMAZDA	BT-50	Pick-up	5 seats	60	39	87	186		1465	410	796	2671	
VINAMAZDA	CX-9	SUV	7 seats						30	4	42	76	
VINAMAZDA		Sub-total		1438	323	1089	2850		12170	2801	7925	22896	
THACO	Peugeot	Peugeot		24	6	20	50	0.2%	228	67	186	481	0.2%
PEUGEOT		Sub-total		24	6	20	50		228	67	186	481	
Honda	Civic 1.8 AT	Sedan	5 seats	1		1	2	4.3%	21	12	40	73	3.9%
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats						13	7	58	78	
Honda	CR-V 2.0AT	SUV	5 seats	83	34	27	144		657	284	305	1246	
Honda	CR-V 2.4AT	SUV	5 seats	168	55	82	305		1172	410	605	2187	
Honda	City 1.5 MT	Sedan	5 seats	13	12	39	64		58	67	174	299	
Honda	City 1.5 AT	Sedan	5 seats	186	100	189	475		1101	728	1544	3373	
Honda	Accord	Sedan	5 seats	8	5	18	31		56	17	99	172	
Honda	Odyssey	MPV	7 seats	1		13	14		42	6	141	189	
Honda		Sub-Total		460	206	369	1035		3120	1531	2966	7617	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	116	11	35	162	1.1%	1195	71	397	1663	1.4%
VINAMOTOR	Hyundai	Medium truck	Under 10T	79	8	21	108		688	54	224	966	
VINAMOTOR		Sub-Total		195	19	56	270		1883	125	621	2629	
VEAM	VEAM Motor	Light truck	2~3	55	25	269	349	1.5%	526	344	1,942	2812	1.5%
VEAM	MAZ	Medium truck	2~3		1		1		5	4	6	15	
VEAM		Sub-total		55	26	269	350		531	348	1948	2827	
TCIEV	Sunny	Sedan	5 seats					0.4%					0.5%
TCIEV	Sunny XL	Sedan	5 seats	16	7	13	36		287	55	48	390	
TCIEV	Sunny XV	Sedan	5 seats	30	9	10	49		314	123	134	571	
TCIEV		Sub-total		46	16	23	85	601	178	182	961		
HYUNDAI	County	Medium bus	29 seats	5		2	7	39	6	37	82		

Maker	Model name	Vama Classification	Seat	Sales - Sep 2016				Share	Sales - YTM 2016				Share	
				North	Central	South	Total		North	Central	South	Total		
HYUNDAI	Mighty	Light truck	3 seats	58	25	66	149	1.7%	174	85	266	525	2.5%	
HYUNDAI	Mighty	Light truck	3 seats	124	46	78	248		1,485	815	1,874	4,174		
DOTANH				187	71	146	404		1698	906	2177	4781		
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					22		22
SANYANG	SYM V11	Van	11 seats											
SANYANG Sub-Total						2	2				22	22		

No	Vehicle Type	Sales - Sep 2016				Sales - YTM 2016			
		North	Central	South	Total	North	Central	South	Total
I Passenger cars (PC)									
1	Sedans	3,822	1,000	2,775	7,597	27,010	7,499	19,361	53,870
2	Sport utility vehicles (SUV)	1,158	311	1,555	3,024	8,808	2,650	10,556	22,014
3	Cross-over cars	429	73	282	784	3,472	615	2,084	6,171
4	Multi-purpose vehicles (MPV)	334	107	641	1,082	3,695	930	7,147	11,772
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	985	88	664	1,737	5,804	574	4,234	10,612
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	154	46	138	338	1,356	317	1,331	3,004
9	Lexus's PC subtotal	59	-	32	91	743	-	598	1,341
10	Thaco Peugeot's PC subtotal	24	6	20	50	228	67	186	481
Subtotal		6,965	1,631	6,107	14,703	71,118	13,652	45,497	109,265
In percentage (%)		47.37%	11.09%	41.54%	100.00%	46.78%	11.58%	41.64%	100.00%
II Commercial vehicles (CV)									
Trucks									
11	Pick-ups	849	200	682	1,731	8,042	2,399	6,364	16,805
12	Vans	128	17	54	199	1,157	167	393	1,717
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,440	192	1,303	2,935	9,311	1,521	10,488	21,320
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	759	205	777	1,741	7,067	2,475	7,191	16,733
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	121	12	36	169	856	101	518	1,475
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	90	11	131	232	877	119	1,824	2,820
19	Mercedes-Benz's CV (FUSO) subtotal	25	22	98	145	264	114	700	1,078
Subtotal		3,413	619	3,081	7,113	27,574	6,096	27,473	61,805
In percentage (%)		47.71%	9.21%	43.08%	100.00%	44.51%	11.13%	44.36%	100.00%
Buses									
20	Minibuses [(10-16) seats]	252	55	382	689	2,101	453	3,100	5,654
21	Medium buses / Coaches [(17-30) seats]	55	16	72	143	389	187	489	1,065
22	Large buses / Coaches [(31-55) seats]	252	69	148	469	2,375	492	1,613	4,480
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	91	91	10	-	951	961
Subtotal		579	140	602	1,301	4,865	1,132	7,202	11,199
In percentage (%)		42.97%	10.76%	46.27%	100.00%	43.44%	10.11%	46.45%	100.00%
III Special-Purpose Vehicles									
27	Dump trucks	425	120	418	963	4,554	1,759	4,141	10,454
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	7	7	5	-	46	51
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	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	-	-	4	4	-	-	5	5
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	2	2
44	Sewage suction truck (SPV)	-	-	-	-	-	-	1	1
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	8	8
46	Stage truck (SPV)	-	-	-	-	-	-	1	1
Subtotal		425	120	429	974	4,559	1,760	4,230	10,539
In percentage (%)		43.63%	12.32%	44.05%	100.00%	43.26%	16.70%	40.04%	100.00%
Grand-total		11361	2550	10219	24130	88114	22440	82397	192951
In percentage (%)		47.08%	10.57%	42.35%	100.00%	45.67%	11.63%	42.70%	100.00%