

Maker	Model name	Vama Classification	Seat	Sales - Sep 2017			Share	Sales - YTM 2017				Share
				North	Central	South		Total	North	Central	South	
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	48	21	34	103	505	115	186	806	4.4%
GM Vietnam	Spark LS	Sedan	5 seats	25	14	56	95	136	101	358	595	
GM Vietnam	Spark LT	Sedan	5 seats	12	4	29	45	103	51	323	477	
GM Vietnam	Aveo LT	Sedan	5 seats	3	5	7	15	174	147	429	750	
GM Vietnam	Aveo LTZ	Sedan	5 seats	4		3	7	116	34	165	315	
GM Vietnam	Cruze LS	Sedan	5 seats	21	8	101	130	157	114	921	1192	
GM Vietnam	Cruze LTZ	Sedan	5 seats	19	3	68	90	189	79	601	869	
GM Vietnam	Orlando LTZ	MPV	7 seats	4		34	38	72	53	299	424	
GM Vietnam	Trax LT	SUV	5 seats	2		5	7	70	38	122	230	
GM Vietnam	Captiva LTZ	SUV	7 seats	6	3	10	19	95	47	278	420	
GM Vietnam	Colorado LTZ	Pick-up	5 seats	99	32	163	294	726	270	1023	2019	
GM Vietnam												
GM Vietnam												
GM Vietnam	Sub-total			243	90	510	843	2343	1049	4705	8097	
Mitsubishi	Pajero Sport CKD	SUV	7 seats	4	10	18	32	219	143	192	554	2.6%
Mitsubishi	Pajero Sport CBU	SUV	7 seats	8	5	11	24	109	49	122	280	
Mitsubishi	Outlander	SUV	5 seats	68	25	24	117	277	187	162	626	
Mitsubishi	Mirage	Sedan	5 seats	13	13	10	36	173	127	119	419	
Mitsubishi	Attrage	Sedan	5 seats	49	31	51	131	477	351	317	1145	
Mitsubishi	Triton GLS AT	Pick-up	5 seats	90	37	33	160	1,001	399	238	1638	
Mitsubishi												
Mitsubishi												
Mitsubishi	Sub-total			232	121	147	500	2256	1256	1150	4662	
Suzuki	Carry Blind Van	Van	2 seats	111	5	8	124	541	14	131	686	3.7%
Suzuki	Carry Truck	Small truck	2 seats	77	6	45	128	371	22	324	717	
Suzuki	Super Carry Pro	Small truck	2 seats	88	30	99	217	563	140	796	1499	
Suzuki	Vitara	SUV	5 seats	12	5	11	28	297	41	202	540	
Suzuki	Grand Vitara	SUV	5 seats	35			35	56			56	
Suzuki	Ertiga	Sedan	7 seats	1		5	6	32	22	124	178	
Suzuki	Swift	Sedan	5 seats	28	13	24	65	242	43	102	387	
Suzuki	Ciaz	Sedan	5 seats	39	29	51	119	110	66	141	317	
Suzuki												
Suzuki	Sub-total			391	88	243	722	2212	348	1820	4380	
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	10	3	24	37	379	67	488	934	21.3%
Toyota	Camry 2.5G/KL	Sedan	5 seats	1		1	2	31	3	22	56	
Toyota	Camry 2.0E /KE	Sedan	5 seats	28	2	34	64	610	128	466	1204	
Toyota	Camry 3.5Q	Sedan	5 seats									
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	60	10	44	114	1335	371	753	2459	
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	2		6	8	73	15	115	203	
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	2		13	15	41	4	60	105	
Toyota	Corolla Altis RS	Sedan	5 seats									
Toyota	Vios 1.5G/VG	Sedan	5 seats	216	46	199	461	2769	763	1832	5364	
Toyota	Vios 1.5E/VE	Sedan	5 seats	477	74	637	1188	4290	957	4361	9608	
Toyota	Vios 1.5J	Sedan	5 seats						1		1	
Toyota	Vios Limo	Sedan	5 seats	20			20	41	2	18	61	
Toyota	Innova G	MPV	8 seats	10	3	80	93	277	41	917	1235	
Toyota	Innova E	MPV	8 seats	109	45	452	606	1403	466	5173	7042	
Toyota	Innova V	MPV	8 seats			14	14	99	20	339	458	
Toyota	Innova J	MPV	8 seats						1		1	
Toyota	Innova GSR	MPV	8 seats									
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	56	13	41	110	611	135	469	1215	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	118	36	276	430	1349	434	2299	4082	
Toyota	Fortuner Diesel/FG	SUV	8 seats	91	67	569	727	1056	718	4476	6250	
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats									
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats									
Toyota	Hiace Gasoline 2.7	Minibus	16 seats	9		9	18	82	7	75	164	
Toyota	Hiace Diesel 2.5	Minibus	16 seats	1		1	2	13	3	55	71	
Toyota	Hiace Super Wagon	Minibus	10 seats									
Toyota	Landeruiser 200 GX 470	SUV	8 seats	3		2	5	109	10	46	165	
Toyota	Land Prado	SUV	8 seats	13		3	16	266	30	99	395	
Toyota	FT86	Sedan	5 seats									
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats					153	86	129	368	
Toyota	Hilux G (4x4)	Pick-up	5 seats					81	40	47	168	
Toyota	Hilux E (4x2)	Pick-up	5 seats		1	3	4	105	62	196	363	
Toyota	Yaris E	Sedan	5 seats	10		1	11	84	9	20	113	
Toyota	Yaris G	Sedan	5 seats	88	27	48	163	973	302	471	1746	
Toyota	Alphard	MPV		1			1	1			1	
Toyota	Sub-total			1325	327	2457	4109	16231	4675	22926	43832	
Isuzu	D-Max 4x4	Pick-up	5 seats	3	1	11	15	39	30	99	168	3.7%
Isuzu	D-Max 4x2	Pick-up	5 seats	1		7	8	55	23	118	196	
Isuzu	mu-X	SUV	7 seats	7	2	19	28	99	45	268	412	
Isuzu	NLR	Small truck	3 seats	2	1	4	7	60	3	15	78	
Isuzu	NMR	Small truck	3 seats	15		10	25	55	1	91	147	
Isuzu	NPK	Light truck	3 seats	6	1	24	31	77	6	174	257	
Isuzu	NQL	Light truck	3 seats	42	2	49	93	184	16	426	626	
Isuzu	QKR	Small truck	3 seats	131	13	321	465	720	147	2110	2977	
Isuzu	FRR	Medium truck	3 seats	8		9	17	21		75	96	
Isuzu	FVR	Medium truck	3 seats	2	1	6	9	14	3	30	47	
Isuzu	FVM	Medium truck	3 seats	10		10	20	27		55	82	
Isuzu	Tractor Head	Tractor truck (SPV)						8	6	26	40	
Isuzu												
Isuzu												
Isuzu												
Isuzu	Sub-total											

Maker	Model name	Vama Classification	Seat	Sales - Sep 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	Bus Chassis	Chassis				107	107				720	720	
Isuzu	Sub-total			227	21	470	718		1359	280	3487	5126	
Ford	FIESTA - 5Drs	Hatchback		20	5	14	39	11.8%	122	29	97	248	11.6%
Ford	FIESTA - 4Drs	Sedan		3		5	8		64	12	62	138	
Ford	FOCUS - 5Drs	Hatchback		22	3	21	46		231	71	177	479	
Ford	FOCUS - 4Drs	Sedan		19	2	17	38		175	37	183	395	
Ford	Transit 16 seats	Minibus	16 seats	167	35	275	477		1832	382	2355	4569	
Ford	Ranger 4x4 CBU	Pick-up	5 seats	297	66	231	594		2517	645	1756	4918	
Ford	Ranger 4x2 CBU	Pick-up	5 seats	347	80	238	665		2962	800	2054	5816	
Ford	Everest/Explorer	SUV	7 seats	52	18	67	137		750	192	922	1864	
Ford	EcoSport 1.5AT	SUV		120	24	111	255		1242	320	1166	2728	
Ford	EcoSport 1.5MT	SUV		6		6	12		44	41	112	197	
Ford	Sub-total			1053	233	985	2271	9939	2529	8884	21352		
Hino	HINO	Other Truck	3 seats	133	33	228	394	835	258	1693	2786	2.0%	1.5%
Hino	Bus Chassis	Chassis			1	2	3		10	8	18		
Hino	Sub-total			133	33	228	394	835	258	1693	2786		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	15	14	39	68	191	86	295	572	0.4%	0.5%
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats			5	5	13		197	210		
SAMCO	SAMCO PRIMAS giường nằm 45C	Large bus	45 seats					8	3	13	24		
SAMCO	Truck	Medium truck	3 seats							1	7		
SAMCO	Crane truck	Crane truck (SPV)	3 seats						1	7	8		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			3	3		1	30	31		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats								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		
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								1		
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)									1		
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats								1		
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats								1		
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			15	14	47	76	213	91	547	851		
THACO KIA	Morning	Hatchback	5 seats	412	42	258	712	4,758	443	2,772	7973	7.9%	9.1%
THACO KIA	Cerato	Sedan	5 seats	200	44	161	405	1,915	480	1,432	3827		
THACO KIA	Sorento	SUV	7 seats	38	10	55	103	360	89	660	1109		
THACO KIA	Rondo	MPV	7 seats	14	15	56	85	189	159	619	967		
THACO KIA	Sedona	MPV	7 seats	40	7	68	115	314	36	687	1037		
THACO KIA	Rio	Sedan	5 seats	38	10	20	68	817	219	640	1676		
THACO KIA	Sportage	SUV	5 seats					-	-	-	-		
THACO KIA	Xe khác	Sedan		10	2	12	24	92	11	91	194		
THACO KIA	Sub-total			752	130	630	1512	8445	1437	6901	16783		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	72	33	82	187	819	287	1,130	2,236		
THACO BUS	Sub-total			72	33	82	187	819	287	1,130	2,236		
THACO TRUCK	K2700	Small truck		171	25	105	301	1,715	307	1,004	3,026	13.0%	15.8%
THACO TRUCK	K3000	Small truck		372	72	475	919	5,152	964	4,665	10,781		
THACO TRUCK	Thaco truck	Light truck		276	141	315	732	3,295	1,116	2,835	7,246		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		191	89	265	545	3,019	1,292	3,845	8,156		
THACO TRUCK	Sub-total			1010	327	1160	2497	13181	3679	12349	29209		
VINAMAZDA	Mazda2	Sedan	5 seats	25	8	26	59	619	183	585	1,387	7.4%	9.8%
VINAMAZDA	Mazda3	Sedan	5 seats	324	68	189	581	4076	932	2678	7686		
VINAMAZDA	CX-5	Crossover	5 seats	345	65	173	583	3118	597	2037	5752		
VINAMAZDA	Mazda 6	Sedan	5 seats	56	2	49	107	653	91	747	1,491		
VINAMAZDA	BT-50	Pick-up	5 seats	34	13	49	96	791	280	769	1,840		
VINAMAZDA	CX-9	SUV	7 seats										
VINAMAZDA	Sub-total			784	156	486	1426	9257	2083	6816	18156		
THACO	Peugeot	Peugeot		8	2	8	18	82	28	102	212	0.1%	0.1%
PEUGEOT	Sub-total			8	2	8	18	82	28	102	212		
Honda	Civic 1.8 AT	Sedan	5 seats									10.8%	5.3%
Honda	Civic 1.8 MT	Sedan	5 seats										
Honda	Civic 2.0 AT	Sedan	5 seats										
Honda	CR-V 2.0AT	SUV	5 seats	165	77	67	309	476	190	226	892		
Honda	CR-V 2.4AT	SUV	5 seats	637	167	212	1016	1543	363	582	2488		
Honda	City 1.5 MT	Sedan	5 seats	1			1	42	38	192	272		
Honda	City 1.5 AT	Sedan	5 seats	190	94	286	570	1470	755	2583	4808		
Honda	Accord	Sedan	5 seats	25	12	36	73	96	31	126	253		
Honda	Odyssey	MPV	7 seats			7	7	6	3	65	74		
Honda	Civic 1.5 TOP	Sedan	5 seats	12	18	67	97	183	144	642	969		
Honda	Sub-Total			1030	368	675	2073	3816	1524	4416	9756		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	140	8	28	176	1183	56	334	1573	1.7%	1.7%
VINAMOTOR	Hyundai	Medium truck	Under 10T	121	8	25	154	1168	71	350	1589		
VINAMOTOR	Sub-Total			261	16	53	330	2351	127	684	3162		
VEAM	VEAM Motor	Light truck	2~3	116	17	167	300	631	245	1,489	2365	1.6%	1.3%
VEAM	MAZ	Medium truck	2~3					33		2	35		
VEAM	Sub-Total			116	17	167	300	664	245	1491	2400		
TCIEV	Sunny	Sedan	5 seats									0.3%	1.1%
TCIEV	Sunny XL	Sedan	5 seats					41	17	18	76		
TCIEV	Sunny XV	Sedan	5 seats	12	5	5	22	241	120	104	465		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	13	3	8	24	480	166	208	854		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	7	3	6	16	332	147	177	656		
TCIEV	Sub-total			32	11	19	62	1094	450	507	2051		
HYUNDAI	County	Medium bus	29 seats	5	1	3	9	24	6	14	44	2.9%	2.2%
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	201	134	206	541	1,569	852	1,653	4074		
DO THANH	Sub-total			206	135	209	550	1593	858	1667	4118		
SANYANG	SVM T880	Small truck	2 seats										
SANYANG	SVM T860	Small truck	2 seats										

Maker	Model name	Vama Classification	Seat	Sales - Sep 2017				Share	Sales - YTM 2017				Share
				North	Central	South	Total		North	Central	South	Total	
SANYANG	SYM V5	Van	5 seats					0.0%					0.0%
SANYANG	SYM V9	Van	9 seats										
SANYANG	SYM 2.0T	Small truck	3 seats			2	2				13	13	
SANYANG	SYM V11	Van	11 seats										
SANYANG	Sub-Total					2	2				13	13	
No	Vehicle Type			Sales - Sep 2017					Sales - YTM 2017				
				North	Central	South	Total		North	Central	South	Total	
I	Passenger cars (PC)												
1	Sedans			2,043	547	2,285	4,875		23,019	6,827	22,289	52,135	
2	Sport utility vehicles (SUV)			1,461	468	1,521	3,450		9,841	3,387	12,810	26,038	
3	Cross-over cars			345	65	173	583		3,118	597	2,037	5,752	
4	Multi-purpose vehicles (MPV)			178	70	711	959		2,361	779	8,099	11,239	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			454	50	293	797		5,111	543	3,046	8,700	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			210	64	276	550		1,866	493	1,889	4,248	
9	Lexus's PC subtotal			24	-	21	45		317	-	335	652	
10	Thaco Peugeot's PC subtotal			8	2	8	18		82	28	102	212	
	Subtotal			4,773	1,206	5,298	11,277		45,718	13,634	59,407	108,775	
	In percentage (%)			41.88%	11.23%	46.89%	100.00%		41.95%	11.61%	46.44%	100.00%	
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups			871	230	735	1,836		8,434	2,635	6,467	17,536	
12	Vans			159	26	42	227		1,046	129	317	1,492	
13	Small trucks (G.V.M ≤ 5,000 Kg)			856	147	1,061	2,064		8,636	1,584	9,020	19,240	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			641	295	761	1,697		5,756	2,235	6,577	14,568	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			141	9	50	200		1,263	74	513	1,850	
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			133	33	228	394		835	258	1,693	2,786	
19	Mercedes-Benz's CV (FUSO) subtotal			9	5	58	72		117	65	510	692	
	Subtotal			2,818	745	2,535	6,098		28,087	6,980	25,097	58,164	
	In percentage (%)			43.30%	11.48%	45.22%	100.00%		44.85%	12.00%	43.15%	100.00%	
	Buses												
20	Minibuses [(10-16) seats]			177	35	285	497		1,927	392	2,485	4,804	
21	Medium buses / Coaches [(17-30) seats]			20	15	42	77		215	92	309	616	
22	Large buses / Coaches [(31-55) seats]			212	41	115	368		2,023	346	1,674	4,043	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	1	109	110		-	10	728	738	
	Subtotal			409	91	442	942		4,167	530	4,468	9,463	
	In percentage (%)			43.42%	9.66%	46.92%	100.00%		44.01%	8.77%	47.22%	100.00%	
III	Special-Purpose Vehicles												
27	Dump trucks			191	89	265	545		3,019	1,292	3,845	8,156	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			-	-	-	-		8	6	26	40	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		1	-	-	1	
34	Garbages			-	-	3	3		-	1	30	31	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-	
37	Crane trucks			-	-	-	-		-	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			191	89	265	545		3,078	1,308	3,915	8,181	
	In percentage (%)			34.85%	16.24%	48.91%	100.00%		36.75%	15.78%	47.48%	100.00%	
	Grand-total			8133	2191	8933	19257		78995	21764	84084	184843	
	In percentage (%)			42.23%	11.38%	46.39%	100.00%		42.74%	11.77%	45.49%	100.00%	