

Maker	Model name	Vama Classification	Seat	Sales - Sep 2018			Share	Sales - YTM 2018			Share			
				North	Central	South		Total	North	Central		South	Total	
Mekong	Pronto	SUV	7 seats											
Mekong	Premio	Pick-up	5 seats											
Mekong	Paso 990BE	Small truck	2 seats											
Mekong	Paso 990 D	Small truck	2 seats											
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	<b>Sub-total</b>													
GM Vietnam	Spark Van	Van	2 seats	147	27	49	223	713	123	218	1054			
GM Vietnam	Spark LS	Sedan	5 seats	26	7	65	98	229	63	349	641			
GM Vietnam	Spark LT	Sedan	5 seats	19	7	30	56	97	36	183	316			
GM Vietnam	Aveo LT	Sedan	5 seats	36	33	75	144	214	145	433	792			
GM Vietnam	Aveo LTZ	Sedan	5 seats	45	29	42	116	192	86	206	484			
GM Vietnam	Cruze LS	Sedan	5 seats					189	87	311	587			
GM Vietnam	Cruze LTZ	Sedan	5 seats					174	61	166	401			
GM Vietnam	Orlando LTZ	MPV	7 seats					153	64	226	443			4.5%
GM Vietnam	Trax LT	SUV	5 seats					14	5	9	28			
GM Vietnam	Captiva LTZ	SUV	7 seats					64	33	161	258			
GM Vietnam	Trailblazer LTZ	SUV	7 seats	63	37	140	240	307	163	532	1002			
GM Vietnam	Colorado LTZ	Pick-up	5 seats	182	65	209	456	974	367	1023	2364			
GM Vietnam														
GM Vietnam	<b>Sub-total</b>			518	205	610	1333	3320	1233	3817	8370			
Mitsubishi	Outlander	SUV	7 seats	116	76	81	273	885	588	549	2022			
Mitsubishi	Pajero Sport	SUV	7 seats	42	17	40	99	253	50	101	404			
Mitsubishi	Outlander	SUV	7 seats	Clear Stock				15	31	5	51			
Mitsubishi	Mirage	Sedan	5 seats	28	46	12	86	181	173	131	485			
Mitsubishi	Attrage	Sedan	5 seats	82	88	60	230	365	464	265	1094			
Mitsubishi	Triton	Pick-up	5 seats	161	81	52	294	633	389	210	1232			
Mitsubishi	Xpander	MPV	7 seats	10	10	6	26	10	10	6	26			2.9%
Mitsubishi														
Mitsubishi														
Mitsubishi	<b>Sub-total</b>			439	318	251	1008	2342	1705	1267	5314			
Suzuki	Carry Blind Van	Van	2 seats	104	2	26	132	944	26	192	1162			
Suzuki	Carry Truck	Small truck	2 seats	243	3	161	407	1067	60	995	2122			
Suzuki	Super Carry Pro	Small truck	2 seats	31	4	56	91	537	141	710	1388			
Suzuki	Vitara	SUV	5 seats					16	2	13	31			
Suzuki	Ertiga	Sedan	7 seats					8	3	14	25			
Suzuki	Ciaz	Sedan	5 seats	14	1	13	28	28	3	22	53			
Suzuki	Celerio GL MT	Hatchback	5 seats	4	1	12	17	12	5	42	59			
Suzuki	Celerio GL CVT	Hatchback	5 seats	46	7	19	72	114	18	73	205			
Suzuki														
Suzuki	<b>Sub-total</b>			442	18	287	747	2726	258	2061	5045			
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	68	11	98	177	567	87	944	1598			
Toyota	Camry 2.5G/KL	Sedan	5 seats					1		2	3			
Toyota	Camry 2.0E /KE	Sedan	5 seats	108	31	81	220	759	236	776	1771			
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	119	35	40	194	1858	565	1264	3687			
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	2		1	3	20	11	81	112			
Toyota	Corolla Altis 2.0CQ	Sedan	5seats	5		1	6	63	12	148	223			
Toyota	Corolla Altis RS	Sedan	5seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	666	202	323	1191	3894	1293	2429	7616			
Toyota	Vios 1.5E/VE	Sedan	5 seats	472	132	543	1147	4701	1070	5087	10858			
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	48	11	198	257	563	124	1695	2382			
Toyota	Innova E	MPV	8 seats	169	73	735	977	1392	646	6685	8723			
Toyota	Innova V	MPV	8 seats	8		17	25	50	3	178	231			
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	20	8	39	67	43	19	79	141			
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	183	65	324	572	268	101	493	862			
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	44	17	90	151	105	39	193	337			
Toyota	Fortuner Diesel/FG	SUV	8 seats	113	51	211	375	224	98	467	789			22.0%
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats											
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats											
Toyota	Hiace Gasoline 2.7	Minibus	16 seats											
Toyota	Hiace Diesel 2.5	Minibus	16 seats	14	3	16	33	25	9	79	113			
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Landcruiser 200 GX 470	SUV	8 seats					8	4	4	16			
Toyota	Land Prado	SUV	8 seats	19	9	6	34	64	12	21	97			
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	41	16	44	101	77	32	88	197			
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	37	13	17	67	131	30	32	193			
Toyota	Hilux E (4x2)	Pick-up	5 seats					1	2	10	13			
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	68	31	67	166	89	42	82	213			
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats	105	21	72	198	267	81	183	531			
Toyota	Alphard	MPV	7 seats						2	2	4			
Toyota	Avanza AG	MPV	7 seats	2		2	4	2		2	4			
Toyota	Avanza AE	MPV	7 seats	3	1		4	3	1		4			
Toyota	Wigo WG	Sedan	5 seats	77	25	52	154	77	25	52	154			
Toyota	Wigo WE	Sedan	5 seats	61	6	17	84	61	6	17	84			
Toyota	Rush	ATV	7 seats	28	6	18	52	28	6	18	52			
Toyota	<b>Sub-total</b>			2480	767	3012	6259	15341	4556	21111	41008			
Isuzu	D-Max 4x4	Pick-up	5 seats			4	4	58	1	40	99			
Isuzu	D-Max 4x2	Pick-up	5 seats			11	11	42	12	135	189			
Isuzu	mu-X	SUV	7 seats	10		22	32	120	9	374	503			
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats		1	10	11		2	41	43			
Isuzu	NPK	Light truck	3 seats	9	3	14	26	48	13	89	150			
Isuzu	VAZ	Light truck	3 seats	23	2	48	73							

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	QKR	Small truck	3 seats	150	35	511	696	3.9%	807	269	2108	3184	2.6%
Isuzu	FRR	Medium truck	3 seats	7	1	21	29		22	8	105	135	
Isuzu	FVR	Medium truck	3 seats	16	2	18	36		26	8	35	69	
Isuzu	FVM	Medium truck	3 seats	10	1	13	24		49	7	80	136	
Isuzu	Tractor Head	Tractor truck (SPV)							6		29	35	
Isuzu													
Isuzu	Bus Chassis	Chassis				24	24				449	449	
Isuzu	Sub-total			225	45	672	942	1294	366	3266	4926		
Ford	FIESTA - 5Drs	Hatchback		12	3	8	23	107	32	93	232	7.9%	
Ford	FIESTA - 4Drs	Sedan			1		1	40	17	34	91		
Ford	FOCUS - 5Drs	Hatchback		49	17	49	115	372	111	326	809		
Ford	FOCUS - 4Drs	Sedan		33	10	26	69	280	72	236	588		
Ford	Transit 16 seats	Minibus	16 seats	180	40	231	451	1857	452	2367	4676		
Ford	Ranger	Pick-up	5 seats	267	80	277	624	1833	445	1576	3854		
Ford	Everest/Explorer	SUV	7 seats	241	69	278	588	436	126	447	1009		
Ford	EcoSport	SUV		212	94	150	456	1355	585	1437	3377		
Ford	Sub-total			994	314	1019	2327	6280	1840	6516	14636		
Hino	HINO	Other Truck	3 seats	62	17	131	210	490	176	1304	1970	0.9%	
Hino	Bus Chassis	Chassis											
Hino	Sub-total			62	17	131	210	490	176	1304	1970		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	14	9	19	42	138	84	209	431	0.2%	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	1		5	6	70	2	36	108		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats		1	1	2	5	4	21	30		
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats							3	3		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats							1	1		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			1	1	1	1	7	9		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats					2			2		
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			1		
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			1	1		
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chĩa cháy	Xe chi huy chĩa cháy (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			15	10	27	52	218	91	279	588		
THACO KIA	Morning	Hatchback	5 seats	517	66	261	844	4,575	949	2,553	8077	9.9%	
THACO KIA	Cerato	Sedan	5 seats	732	159	298	1189	4,656	1,516	2,460	8632		
THACO KIA	Sorento	SUV	7 seats	42	12	61	115	341	181	707	1229		
THACO KIA	Rondo	MPV	7 seats	15	20	67	102	165	247	656	1068		
THACO KIA	Sedona	MPV	7 seats	36	4	84	124	362	75	982	1419		
THACO KIA	Optima	Sedan	5 seats	3	1	6	10	91	41	95	227		
THACO KIA	Rio	Sedan	5 seats					-	-	-	-		
THACO KIA	Sportage	SUV	5 seats					-	-	-	-		
THACO KIA	Xe khác	Sedan						1	-	-	1		
THACO KIA	Sub-total			1345	262	777	2384	10191	3009	7453	20653		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	35	21	65	121	541	209	746	1496	0.5%	
THACO BUS	Minibus	Minibus						12	-	15	27		
THACO BUS	Sub-total			35	21	65	121	553	209	761	1523		
THACO TRUCK	K2700	Small truck		159	25	100	284	1,576	170	1,275	3021	7.7%	
THACO TRUCK	K3000	Small truck		286	54	264	604	3,501	843	3,349	7693		
THACO TRUCK	Thaco truck	Light truck		303	83	262	648	2,874	859	3,299	7032		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		61	31	216	308	1,262	683	2,808	4753		
THACO TRUCK	Sub-total			809	193	842	1844	9213	2555	10731	22499		
VINAMAZDA	Mazda2	Sedan	5 seats	72	19	56	147	850	402	695	1947	9.6%	
VINAMAZDA	Mazda3	Sedan	5 seats	512	140	323	975	4538	1845	3122	9505		
VINAMAZDA	CX-5	Crossover	5 seats	435	82	334	851	4218	1315	3318	8851		
VINAMAZDA	Mazda 6	Sedan	5 seats	70	11	98	179	650	189	928	1767		
VINAMAZDA	BT-50	Pick-up	5 seats	69	13	67	149	425	330	417	1172		
VINAMAZDA	CX-9	SUV	7 seats						1	2	3		
VINAMAZDA	Sub-total			1158	265	878	2301	10681	4082	8482	23245		
THACO	Peugeot	Peugeot		174	66	149	389	1,117	482	1,626	3225	1.6%	
PEUGEOT	Sub-total			174	66	149	389	1117	482	1626	3225		
Honda	CR-V	SUV	7 seats	371	205	291	867	2586	1209	2170	5965	0.9%	
Honda	CITY	Sedan	5 seats	269	234	355	858	2491	1626	3405	7522		
Honda	Jazz	Sedan	5 seats	115	62	67	244	691	387	575	1653		
Honda	Accord	Sedan	5 seats	17	12	27	56	102	67	156	325		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	95	80	159	334	612	487	1015	2114		
Honda	Sub-Total			867	593	899	2359	6482	3776	7321	17579		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	35	1	3	39	1010	62	138	1210	0.6%	
VINAMOTOR	Hyundai	Medium truck	Under 10T	68	17	12	97	713	97	137	947		
VINAMOTOR	Sub-Total			103	18	15	136	1723	159	275	2157		
VEAM	VEAM Motor	Light truck	2~3	13	19	185	217	582	88	681	1351	0.9%	
VEAM	MAZ	Medium truck	2~3	2			2	63			63		
VEAM	Sub-Total			15	19	185	219	645	88	681	1414		
TCIEV	Sunny	Sedan	5 seats					22	4	5	31	0.9%	
TCIEV	Sunny XL	Sedan	5 seats	4	1	-	5	153	72	73	298		
TCIEV	Sunny XV	Sedan	5 seats	23	19	7	49	237	118	112	467		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	68	17	17	102	511	135	174	820		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	41	11	10	62	175	72	82	329		
TCIEV	Sub-Total			136	48	34	218	1166	409	1018	2185		

Maker	Model name	Vama Classification	Seat	Sales - Sep 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
HYUNDAI	County	Medium bus	29 seats					2.6%					2.9%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	247	62	309	618		2,147	549	2,746	5,442		
<b>DOTHANH</b>				<b>247</b>	<b>62</b>	<b>309</b>	<b>618</b>	<b>2147</b>	<b>549</b>	<b>2746</b>	<b>5442</b>			
VIDABUS	FX120	Large bus	47 seats					0.1%					0.1%	
VIDABUS	BX212	Large bus	41 seats						1		2	3		
VIDABUS	GDW6117	Large bus	47 seats	10			10		54			54		
VIDABUS	BC095	City bus	60 seats	11			11		61			61		
VIDABUS	GDW6901	City bus	61 seats	12			12		12			12		
<b>Sub-Total</b>				<b>33</b>			<b>33</b>	<b>128</b>		<b>2</b>	<b>130</b>			
SANYANG	SYM T880	Small truck	2 seats					0.1%					0.1%	
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								105	105		
SANYANG	SYM V11	Van	11 seats											
<b>Sub-Total</b>										<b>105</b>	<b>105</b>			

No	Vehicle Type	Sales - Sep 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	3,878	1,423	2,947	8,248	29,359	11,350	25,974	66,683
2	Sport utility vehicles (SUV)	1,613	694	1,778	4,085	7,818	3,469	8,038	19,325
3	Cross-over cars	435	82	334	851	4,218	1,315	3,318	8,851
4	Multi-purpose vehicles (MPV)	291	119	1,109	1,519	2,700	1,172	10,432	14,304
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	628	94	349	1,071	5,180	1,115	3,087	9,382
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	180	63	192	435	1,789	562	2,106	4,457
9	Lexus's PC subtotal	39	-	44	83	85	-	106	191
10	Thaco Peugeot's PC subtotal	174	66	149	389	1,117	482	1,626	3,225
	<b>Subtotal</b>	<b>7,238</b>	<b>2,341</b>	<b>6,991</b>	<b>16,681</b>	<b>52,266</b>	<b>19,463</b>	<b>54,687</b>	<b>126,416</b>
	<b>In percentage (%)</b>	<b>43.39%</b>	<b>15.23%</b>	<b>41.38%</b>	<b>100.00%</b>	<b>41.34%</b>	<b>15.40%</b>	<b>43.26%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	825	299	748	1,872	4,263	1,650	3,613	9,526
12	Vans	251	29	75	355	1,657	149	410	2,216
13	Small trucks (G.V.M ≤ 5,000 Kg)	869	122	1,102	2,093	7,488	1,485	8,583	17,556
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	595	169	818	1,582	5,767	1,546	7,045	14,358
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	103	21	64	188	873	120	357	1,350
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	62	17	131	210	490	176	1,304	1,970
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>2,708</b>	<b>657</b>	<b>2,938</b>	<b>6,300</b>	<b>20,538</b>	<b>5,126</b>	<b>21,312</b>	<b>46,976</b>
	<b>In percentage (%)</b>	<b>42.94%</b>	<b>10.43%</b>	<b>46.63%</b>	<b>100.00%</b>	<b>43.72%</b>	<b>10.91%</b>	<b>45.37%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	194	43	247	484	1,894	461	2,461	4,816
21	Medium buses / Coaches [(17-30) seats]	14	9	19	42	138	84	209	431
22	Large buses / Coaches [(31-55) seats]	81	23	74	178	1,681	277	943	2,901
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	23	-	-	23	73	-	-	73
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	24	24	-	-	449	449
	<b>Subtotal</b>	<b>312</b>	<b>75</b>	<b>348</b>	<b>727</b>	<b>3,726</b>	<b>822</b>	<b>3,812</b>	<b>8,221</b>
	<b>In percentage (%)</b>	<b>42.92%</b>	<b>10.32%</b>	<b>46.77%</b>	<b>100.00%</b>	<b>46.05%</b>	<b>10.00%</b>	<b>43.95%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	61	31	216	308	1,262	683	2,808	4,753
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	-	-	6	-	29	35
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	1	1	1	1	7	9
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	1	1
37	Crane trucks	-	-	-	-	-	-	3	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	1	1	-	-	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)	-	-	-	-	2	-	-	2
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chĩa chày (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>61</b>	<b>31</b>	<b>216</b>	<b>310</b>	<b>1,273</b>	<b>684</b>	<b>2,826</b>	<b>4,307</b>
	<b>In percentage (%)</b>	<b>19.68%</b>	<b>10.00%</b>	<b>70.32%</b>	<b>100.00%</b>	<b>26.48%</b>	<b>14.23%</b>	<b>59.29%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>10316</b>	<b>3304</b>	<b>10398</b>	<b>24018</b>	<b>77863</b>	<b>26097</b>	<b>82462</b>	<b>186422</b>
	<b>In percentage (%)</b>	<b>42.95%</b>	<b>13.76%</b>	<b>43.29%</b>	<b>100.00%</b>	<b>41.77%</b>	<b>14.00%</b>	<b>44.23%</b>	<b>100.00%</b>