

Maker	Model name	Vama Classification	Seat	Sales - Aug 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				-					-	
<b>Mekong</b>	<b>Sub-total</b>						<b>-</b>					<b>-</b>	
GM Vietnam	Spark Van	Van	2 seats	61	12	13	86		566	96	169	831	
GM Vietnam	Spark LS	Sedan	5 seats	48	13	77	138		203	56	284	543	
GM Vietnam	Spark LT	Sedan	5 seats	5	5	9	19		78	29	153	260	
GM Vietnam	Aveo LT	Sedan	5 seats	13	21	54	88		178	112	358	648	
GM Vietnam	Aveo LTZ	Sedan	5 seats	20	6	22	48		147	57	164	368	
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	
GM Vietnam	Trax LT	SUV	5 seats						14	5	9	28	
GM Vietnam	Captiva LTZ	SUV	7 seats				1	1	63	33	162	258	
GM Vietnam	Trailblazer LTZ	SUV	7 seats	67	29	104	200		244	126	392	762	
GM Vietnam	Colorado LTZ	Pick-up	5 seats	157	61	194	412		792	302	814	1908	
GM Vietnam													
<b>GM Vietnam</b>	<b>Sub-total</b>			<b>371</b>	<b>147</b>	<b>474</b>	<b>992</b>		<b>2801</b>	<b>1028</b>	<b>3208</b>	<b>7037</b>	
Mitsubishi	Outlander	SUV	7 seats	120	109	66	295		769	512	468	1749	
Mitsubishi	Pajero Sport	SUV	7 seats	14	6	26	46		211	33	61	305	
Mitsubishi	Outlander	SUV	7 seats	Clear Stock					15	31	5	51	
Mitsubishi	Mirage	Sedan	5 seats	9	4	1	14		153	127	119	399	
Mitsubishi	Attrage	Sedan	5 seats	57	78	44	179		283	376	205	864	
Mitsubishi	Triton	Pick-up	5 seats	134	73	39	246		472	308	158	938	
Mitsubishi													
Mitsubishi													
<b>Mitsubishi</b>	<b>Sub-total</b>			<b>334</b>	<b>270</b>	<b>176</b>	<b>780</b>		<b>1903</b>	<b>1387</b>	<b>1016</b>	<b>4306</b>	
Suzuki	Carry Blind Van	Van	2 seats	108	2	38	148		840	24	166	1030	
Suzuki	Carry Truck	Small truck	2 seats	217	11	145	373		824	57	834	1715	
Suzuki	Super Carry Pro	Small truck	2 seats			1	1		506	137	654	1297	
Suzuki	Vitara	SUV	5 seats						16	2	13	31	
Suzuki	Ertiga	Sedan	7 seats						8	3	14	25	
Suzuki	Ciaz	Sedan	5 seats			1	1		14	2	9	25	
Suzuki	Celerio GL MT	Hatchback	5 seats	8	4	30	42		8	4	30	42	
Suzuki	Celerio GL CVT	Hatchback	5 seats	30	8	41	79		68	11	54	133	
Suzuki													
<b>Suzuki</b>	<b>Sub-total</b>			<b>363</b>	<b>25</b>	<b>256</b>	<b>644</b>		<b>2284</b>	<b>240</b>	<b>1774</b>	<b>4298</b>	
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	36	10	71	117		499	76	846	1421	
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3	
Toyota	Camry 2.0E/KE	Sedan	5 seats	51	19	63	133		651	205	695	1551	
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	111	47	113	271		1739	530	1224	3493	
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	1	1	5	7		18	11	80	109	
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	2		3	5		58	12	147	217	
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	319	174	355	848		3228	1091	2106	6425	
Toyota	Vios 1.5E/VE	Sedan	5 seats	298	86	478	862		4229	938	4544	9711	
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	37	14	143	194		515	113	1497	2125	
Toyota	Innova E	MPV	8 seats	133	71	654	858		1223	573	5950	7746	
Toyota	Innova V	MPV	8 seats	4	2	14	20		42	3	161	206	
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	22	10	32	64		23	11	40	74	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	85	36	159	280		85	36	169	290	
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	61	22	103	186		61	22	103	186	
Toyota	Fortuner Diesel/FG	SUV	8 seats	110	47	239	396		111	47	256	414	
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	11	6	58	75		11	6	63	80	
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						45	3	15	63	
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	15	7	17	39		36	16	44	96	
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	5	13	9	27		94	17	15	126	
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	10	13	
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	7	5	5	17		21	11	15	47	
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats	160	60	110	330		162	60	111	333	
Toyota	Alphard	MPV								2	2	4	
<b>Toyota</b>	<b>Sub-total</b>			<b>1468</b>	<b>630</b>	<b>2631</b>	<b>4729</b>		<b>12861</b>	<b>3789</b>	<b>18099</b>	<b>34749</b>	
Isuzu	D-Max 4x4	Pick-up	5 seats						58	1	36	95	
Isuzu	D-Max 4x2	Pick-up	5 seats	1	1	1	3		42	12	124	178	
Isuzu	Mu-X	SUV	7 seats	5		21	26		110	9	352	471	

Maker	Model name	Vama Classification	Seat	Sales - Aug 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	NLR	Small truck	3 seats					2.5%					2.5%
Isuzu	NMR	Small truck	3 seats			8	8			1	31	32	
Isuzu	NPK	Light truck	3 seats	8	4	21	33		39	10	75	124	
Isuzu	NQL	Light truck	3 seats	15		25	40		93	35	182	310	
Isuzu	QKR	Small truck	3 seats	63	33	232	328		657	234	1597	2488	
Isuzu	FRR	Medium truck	3 seats		2	14	16		15	7	84	106	
Isuzu	FVR	Medium truck	3 seats		5	5	10		10	6	17	33	
Isuzu	FVM	Medium truck	3 seats		6	10	16		39	6	67	112	
Isuzu	Tractor Head	Tractor truck (SPV)							6		29	35	
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				12	12			425	425		
Isuzu	Sub-total			103	40	337	480	1069	321	2594	3984		
Ford	FIESTA - 5Drs	Hatchback		12	3	13	28	95	29	85	209		
Ford	FIESTA - 4Drs	Sedan		5		1	6	40	16	34	90		
Ford	FOCUS - 5Drs	Hatchback		60	13	37	110	323	94	277	694		
Ford	FOCUS - 4Drs	Sedan		29	8	33	70	247	62	210	519		
Ford	Transit 16 seats	Minibus	16 seats	233	52	274	559	1677	412	2136	4225		
Ford	Ranger	Pick-up	5 seats	70	14	82	166	1566	365	1299	3230		
Ford	Everest/Explorer	SUV	7 seats	17	6	18	41	195	57	169	421		
Ford	EcoSport	SUV		122	73	148	343	1143	491	1287	2921		
Ford	Sub-total			548	169	606	1323	5286	1526	5497	12309		
Hino	HINO	Other Truck	3 seats	56	8	97	161	428	159	1173	1760		
Hino													
Hino	Bus Chassis	Chassis											
Hino	Sub-total			56	8	97	161	428	159	1173	1760		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	18	6	27	51	124	75	190	389		
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats					69	2	31	102		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats					5	3	20	28		
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats							3	3		
SAMCO	Road cleaning truck	Road cleaning	3 seats			1	1			1	1		
SAMCO	Garbage compactor truck	Garbage compactor	3 seats					1	1	6	8		
SAMCO	Hydraulic crane truck	Hydraulic crane truck	3 seats										
SAMCO	Vaccum tank truck	Vaccum tank truck	3 seats					2			2		
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck	7 seats					1			1		
SAMCO	Hooklift	Hooklift (SPV)	3 seats					1			1		
SAMCO	Sewage suction truck	Sewage suction truck	3 seats							1	1		
SAMCO	Prisoner transport vehicle	Prisoner transport											
SAMCO	Car carrying truck	Car Carrying Truck	3 seats										
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting	4 seats										
SAMCO	Aerial Platform Truck	Aerial Platform	3 seats										
SAMCO	Xe chỉ huy chữa cháy	Xe chỉ huy chữa cháy	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			18	6	28	52	203	81	252	536		
THACO KIA	Morning	Hatchback	5 seats	403	52	276	731	4,058	883	2,292	7233		
THACO KIA	Cerato	Sedan	5 seats	466	131	298	895	3,924	1,357	2,162	7443		
THACO KIA	Sorento	SUV	7 seats	34	13	60	107	299	169	646	1114		
THACO KIA	Rondo	MPV	7 seats	13	24	57	94	150	227	589	966		
THACO KIA	Sedona	MPV	7 seats	37	9	115	161	326	71	898	1295		
THACO KIA	Optima	Sedan	5 seats	6	2	4	12	88	40	89	217		
THACO KIA	Rio	Sedan	5 seats					-	-	-			
THACO KIA	Sportage	SUV	5 seats					-	-	-			
THACO KIA	Xe khác	Sedan		1			1	1	-	-	1		
THACO KIA	Sub-total			960	231	810	2001	8846	2747	6676	18269		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	46	23	87	156	506	188	681	1375		
THACO BUS	Minibus	Minibus						12	-	15	27		
THACO BUS	Sub-total			46	23	87	156	518	188	696	1402		
THACO TRUCK	K2700	Small truck		144	19	99	262	1,417	145	1,175	2737		
THACO TRUCK	K3000	Small truck		136	29	394	559	3,215	789	3,085	7089		
THACO TRUCK	Thaco truck	Light truck		236	77	327	640	2,571	776	3,037	6384		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		40	22	136	198	1,201	652	2,592	4445		
THACO TRUCK	Sub-total			556	147	956	1659	8404	2362	9889	20655		
VINAMAZDA	Mazda2	Sedan	5 seats	36	20	46	102	778	383	639	1800		
VINAMAZDA	Mazda3	Sedan	5 seats	385	126	309	820	4026	1705	2799	8530		
VINAMAZDA	CX-5	Crossover	5 seats	403	67	272	742	3783	1233	2984	8000		
VINAMAZDA	Mazda 6	Sedan	5 seats	44	9	86	139	580	178	830	1588		
VINAMAZDA	BT-50	Pick-up	5 seats	72	40	110	222	356	317	350	1023		
VINAMAZDA	CX-9	SUV	7 seats						1	2	3		
VINAMAZDA	Sub-total			940	262	823	2025	9523	3817	7604	20944		
THACO	Peugeot	Peugeot		122	39	198	359	943	416	1,477	2836		
PEUGEOT	Sub-total			122	39	198	359	943	416	1,477	2836		
Honda	CR-V	SUV	7 seats	319	165	236	720	2215	1004	1879	5098		
Honda	CITY	Sedan	5 seats	284	213	383	880	2222	1392	3050	6664		
Honda	Jazz	Sedan	5 seats	97	71	77	245	576	325	508	1409		
Honda	Accord	Sedan	5 seats	11	7	12	30	85	55	129	269		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	67	59	124	250	517	407	856	1780		
Honda	Sub-Total			778	515	832	2125	5615	3183	6422	15220		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	40	3	5	48	975	61	135	1171		
VINAMOTOR	Hyundai	Medium truck	Under 10T	70	18	14	102	645	80	125	850		
VINAMOTOR	Sub-total			110	21	19	150	1620	141	260	2021		

Maker	Model name	Vama Classification	Seat	Sales - Aug 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
<b>VINAMOTOR</b>	<b>Sub-Total</b>			<b>110</b>	<b>21</b>	<b>19</b>	<b>150</b>		<b>1620</b>	<b>141</b>	<b>260</b>	<b>2021</b>		
VEAM	VEAM Motor	Light truck	2~3	7	6	106	119	0.6%	569	69	496	1134	0.7%	
VEAM	MAZ		2~3						61			61		
VEAM														
<b>VEAM</b>	<b>Sub-Total</b>			<b>7</b>	<b>6</b>	<b>106</b>	<b>119</b>		<b>630</b>	<b>69</b>	<b>496</b>	<b>1195</b>		
TCIEV	Sunny	Sedan	5 seats					1.0%	22	4	5	31	1.1%	
TCIEV	Sunny XL		5 seats	10	4	2	16		149	71	73	293		
TCIEV	Sunny XV	Sedan	5 seats	55	26	13	94		214	99	105	418		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	35	4	14	53		443	118	157	718		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	19	5	3	27		134	61	72	267		
<b>TCIEV</b>	<b>Sub-Total</b>			<b>119</b>	<b>39</b>	<b>32</b>	<b>190</b>			<b>962</b>	<b>353</b>	<b>412</b>		<b>1727</b>
HYUNDAI	County	Medium bus	29 seats					4.2%					3.0%	
HYUNDAI	Mighty CBU		Light truck	3 seats										
HYUNDAI	Mighty CKD		Light truck	3 seats	319	80	399		798	1900	487	2,437		4824
<b>DOZHANH</b>	<b>Sub-Total</b>			<b>319</b>	<b>80</b>	<b>399</b>	<b>798</b>		<b>1900</b>	<b>487</b>	<b>2437</b>	<b>4824</b>		
VIDABUS	Daewoo Bus	Large bus	47 seats					#DIV/0!					9700.0%	
VIDABUS	Daewoo Bus		41 seats						1		2	3		
VIDABUS	Daewoo Bus		47 seats	10			10		44			44		
VIDABUS	Daewoo Bus		60 seats						50			50		
<b>DAEWOO BUS</b>	<b>Sub-Total</b>			<b>10</b>			<b>10</b>		<b>95</b>	<b>2</b>	<b>97</b>			
SANYANG	SYM T880	Small truck	2 seats					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>SANYANG</b>	<b>Sub-Total</b>									<b>105</b>	<b>105</b>			

No	Vehicle Type	Sales - Aug 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	2,626	1,200	2,794	6,620	25,481	9,927	23,027	58,435
2	Sport utility vehicles (SUV)	1,030	525	1,230	2,785	6,204	2,775	6,261	15,240
3	Cross-over cars	403	67	272	742	3,783	1,233	2,984	8,000
4	Multi-purpose vehicles (MPV)	224	120	983	1,327	2,409	1,053	9,323	12,785
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	513	80	397	990	4,552	1,021	2,738	8,311
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	139	56	265	460	1,609	499	1,914	4,022
9	Lexus's PC subtotal	-	-	-	-	46	-	62	108
10	Thaco Peugeot's PC subtotal	122	39	198	359	943	416	1,477	2,836
	<b>Subtotal</b>	<b>5,077</b>	<b>2,007</b>	<b>6,139</b>	<b>13,283</b>	<b>45,037</b>	<b>16,924</b>	<b>47,786</b>	<b>109,699</b>
	<b>In percentage (%)</b>	<b>38.07%</b>	<b>15.71%</b>	<b>46.22%</b>	<b>100.00%</b>	<b>41.03%</b>	<b>15.42%</b>	<b>43.55%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	461	214	457	1,132	3,438	1,351	2,865	7,654
12	Vans	169	14	51	234	1,406	120	335	1,861
13	Small trucks (G.V.M ≤ 5,000 Kg)	560	92	879	1,531	6,619	1,363	7,481	15,463
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	585	167	878	1,630	5,172	1,377	6,227	12,776
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	81	20	43	144	770	99	293	1,162
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	56	8	97	161	428	159	1,173	1,760
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>1,912</b>	<b>515</b>	<b>2,005</b>	<b>4,432</b>	<b>17,433</b>	<b>4,489</b>	<b>18,374</b>	<b>40,676</b>
	<b>In percentage (%)</b>	<b>39.57%</b>	<b>10.66%</b>	<b>49.77%</b>	<b>100.00%</b>	<b>43.84%</b>	<b>10.99%</b>	<b>45.17%</b>	<b>100.00%</b>
	<b>Buses</b>								
20	Minibuses [(10-16) seats]	244	58	332	634	1,700	418	2,214	4,332
21	Medium buses / Coaches [(17-30) seats]	18	6	27	51	124	75	190	389
22	Large buses / Coaches [(31-55) seats]	96	26	92	214	1,650	254	869	2,773
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	-	-	-	-	-	-	-	-
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	<b>Bus chassis (incompletely-built vehicles)</b>	-	-	12	12	-	-	425	425
	<b>Subtotal</b>	<b>358</b>	<b>90</b>	<b>451</b>	<b>899</b>	<b>3,474</b>	<b>737</b>	<b>3,371</b>	<b>7,494</b>
	<b>In percentage (%)</b>	<b>39.82%</b>	<b>10.01%</b>	<b>50.17%</b>	<b>100.00%</b>	<b>46.36%</b>	<b>9.97%</b>	<b>43.67%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
27	Dump trucks	40	22	136	198	1,201	652	2,592	4,445
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	6	8
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	1	1
37	Crane trucks	-	-	-	-	-	-	3	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concrete pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	1	-	-	1
42		-	-	-	-	-	-	-	-

Maker	Model name	Vama Classification	Seat	Sales - Aug 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	1	1	
45	Vaccum tank truck (SPV)			-	-	-	-		2	-	-	2	
46	Aerial Platform Truck(SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
	<b>Subtotal</b>			<b>40</b>	<b>22</b>	<b>137</b>	<b>199</b>		<b>1,213</b>	<b>653</b>	<b>2,632</b>	<b>4,497</b>	
	<b>In percentage (%)</b>			<b>20.10%</b>	<b>11.06%</b>	<b>68.84%</b>	<b>100.00%</b>		<b>26.95%</b>	<b>14.52%</b>	<b>58.53%</b>	<b>100.00%</b>	
	<b>Grand-total</b>			<b>7367</b>	<b>2714</b>	<b>9132</b>	<b>19213</b>		<b>67546</b>	<b>22793</b>	<b>72065</b>	<b>162404</b>	
	<b>In percentage (%)</b>			<b>38.34%</b>	<b>14.13%</b>	<b>47.53%</b>	<b>100.00%</b>		<b>41.59%</b>	<b>14.03%</b>	<b>44.37%</b>	<b>100.00%</b>	