

Maker	Model name	Vama Classification	Seat	Sales - Nov 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>						-							
GM Vietnam	Spark Van	Van	2 seats	142	41	76	259		931	178	311	1420		
GM Vietnam	Spark LS	Sedan	5 seats	17	11	40	68		285	81	467	833		
GM Vietnam	Spark LT	Sedan	5 seats	26	9	61	96		145	59	292	496		
GM Vietnam	Aveo LT	Sedan	5 seats	6	5	26	37		260	164	520	944		
GM Vietnam	Aveo LTZ	Sedan	5 seats	19	-	3	22		239	97	263	599		
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		4.6%
GM Vietnam	Captiva LTZ	SUV	7 seats						64	33	161	258		
GM Vietnam	Trailblazer LTZ	SUV	7 seats	93	65	246	404		451	273	923	1647		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	194	132	275	601		1340	607	1526	3473		
GM Vietnam														
GM Vietnam														
<b>GM Vietnam</b>	<b>Sub-total</b>			<b>497</b>	<b>263</b>	<b>727</b>	<b>1487</b>		<b>4245</b>	<b>1709</b>	<b>5175</b>	<b>11129</b>		
Mitsubishi	Outlander	SUV	7 seats	159	106	136	401		1228	824	806	2858		
Mitsubishi	Pajero Sport	SUV	7 seats	39	10	31	80		313	65	148	526		
Mitsubishi	Outlander	SUV	7 seats						15	31	5	51		
Mitsubishi	Mirage	Sedan	5 seats	70	66	16	152		280	274	161	715		
Mitsubishi	Attrage	Sedan	5 seats	155	196	76	427		611	789	399	1799		
Mitsubishi	Triton	Pick-up	5 seats	149	121	58	328		871	543	294	1708		
Mitsubishi	Xpander	MPV	7 seats	86	95	96	277		182	200	205	587		3.4%
Mitsubishi														
Mitsubishi														
<b>Mitsubishi</b>	<b>Sub-total</b>			<b>658</b>	<b>594</b>	<b>413</b>	<b>1665</b>		<b>3500</b>	<b>2726</b>	<b>2018</b>	<b>8244</b>		
Suzuki	Carry Blind Van	Van	2 seats	51		19	70		1082	27	238	1347		
Suzuki	Carry Truck	Small truck	2 seats	24	6	37	67		1126	73	1085	2284		
Suzuki	Super Carry Pro	Small truck	2 seats	113	9	102	224		722	158	856	1736		
Suzuki	Vitara	SUV	5 seats						16	2	13	31		
Suzuki	Ertiga	Sedan	7 seats			3	3		8	3	18	29		2.5%
Suzuki	Ciaz	Sedan	5 seats	27	11	29	67		85	25	84	194		
Suzuki	Celerio GL MT	Hatchback	5 seats	6	8	16	30		34	14	77	125		
Suzuki	Celerio GL CVT	Hatchback	5 seats	37	9	42	88		212	34	137	383		
Suzuki														
<b>Suzuki</b>	<b>Sub-total</b>			<b>258</b>	<b>43</b>	<b>248</b>	<b>549</b>		<b>3285</b>	<b>336</b>	<b>2508</b>	<b>6129</b>		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	66	15	87	168		681	113	1120	1914		
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3		
Toyota	Camry 2.0E/KE	Sedan	5 seats	102	26	74	202		964	285	918	2167		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	229	80	162	471		2385	714	1594	4693		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	4	2	10	16		24	13	97	134		
Toyota	Corolla Altis 2.0CQ	Sedan	5 seats	5	1	11	17		76	13	168	257		
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	558	229	365	1152		5142	1766	3194	10102		
Toyota	Vios 1.5E/VE	Sedan	5 seats	570	117	741	1428		5663	1311	6455	13429		
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	40	9	194	243		670	149	2052	2871		
Toyota	Innova E	MPV	8 seats	74	52	592	718		1646	781	7874	10301		
Toyota	Innova V	MPV	8 seats	4		16	20		60	3	210	273		
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	30	13	51	94		89	39	162	290		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	113	42	156	311		527	216	940	1683		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	143	69	269	481		326	147	653	1126		
Toyota	Fortuner Diesel/FG	SUV	8 seats	94	52	261	407		419	208	963	1590		23.3%
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	8	3	55	66		40	18	227	285		
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	46	14	33	93		165	36	82	283		
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	24	12	29	65		120	61	136	317		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	8	8	13	29		156	49	59	264		
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	10	13		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	46	28	49	123		172	94	172	438		
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats	102	30	60	192		468	146	308	922		
Toyota	Alphard	MPV	7 seats						1	3	2	6		
Toyota	Avanza AG	MPV	7 seats	13	11	31	55		44	22	105	171		
Toyota	Avanza AE	MPV	7 seats	7	3	14	24		33	16	57	106		
Toyota	Wigo WG	Sedan	5 seats	258	84	156	498		778	254	499	1531		
Toyota	Wigo WE	Sedan	5 seats	224	50	85	359		598	159	336	1093		
Toyota	Rush	SUV	7 seats	91	29	78	198		257	80	249	586		
<b>Toyota</b>	<b>Sub-total</b>			<b>2859</b>	<b>979</b>	<b>3592</b>	<b>7430</b>		<b>21514</b>	<b>6702</b>	<b>28648</b>	<b>56864</b>		
Isuzu	D-Max 4x4	Pick-up	5 seats	2		3	5		63	2	46	111		
Isuzu	D-Max 4x2	Pick-up	5 seats	19		22	41		72	12	193	277		
Isuzu	mu-X	SUV	7 seats	18		43	61		168	9	545	722		
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats	8		12	20		8	2	62	72		
Isuzu	NPK	Light truck	3 seats	8	2	26	36		63	24	141	228		
Isuzu	NVA	Light truck	3 seats	15	4	50	69							

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	QKR	Small truck	3 seats	123	10	307	440	2.5%	992	308	2571	3871	2.6%
Isuzu	FRR	Medium truck	3 seats	6		22	28		33	8	150	191	
Isuzu	FVR	Medium truck	3 seats	15		5	20		47	8	42	97	
Isuzu	FVM	Medium truck	3 seats	14	1	10	25		63	8	99	170	
Isuzu	Tractor Head	Tractor truck (SPV)							7		29	36	
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				12	12				556	556	
Isuzu	Sub-total			228	17	500	745		1659	431	4190	6280	
Ford	FIESTA - 5Drs	Hatchback		3	3	3	9		137	42	113	292	
Ford	FIESTA - 4Drs	Sedan		3	1		4	45	18	40	103		
Ford	FOCUS - 5Drs	Hatchback		62	18	64	144	482	145	437	1064		
Ford	FOCUS - 4Drs	Sedan		49	26	50	125	363	108	316	787		
Ford	Transit 16 seats	Minibus	16 seats	197	23	207	427	2200	502	2773	5475		
Ford	Ranger	Pick-up	5 seats	748	251	745	1744	3059	822	2866	6747		
Ford	Everest/Explorer	SUV	7 seats	264	71	278	613	861	255	872	1988		
Ford	EcoSport	SUV		148	78	174	400	1680	765	1776	4221		
Ford	Sub-total			1474	471	1521	3466	8827	2657	9193	20677		
Hino	HINO	Other Truck	3 seats	117	45	95	257	675	239	1567	2481	0.9%	
Hino	Bus Chassis	Chassis											
Hino	Sub-total			117	45	95	257	675	239	1567	2481		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	11	6	21	38	164	104	250	518	0.1%	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats					73	2	36	111		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	1	1		2	6	5	21	32		
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			4	4	7	1	11	19		
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		
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 chữa cháy	Xe chi huy chữa cháy (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			12	7	25	44	254	112	324	690		
THACO KIA	Morning	Hatchback	5 seats	699	79	278	1056	5,941	1,101	3,134	10176	9.1%	
THACO KIA	Cerato	Sedan	5 seats	609	132	238	979	5,837	1,801	2,984	10622		
THACO KIA	Sorento	SUV	7 seats	44	20	99	163	431	209	858	1498		
THACO KIA	Rondo	MPV	7 seats	14	22	89	125	187	293	792	1272		
THACO KIA	Sedona	MPV	7 seats	102	11	208	321	574	106	1,468	2148		
THACO KIA	Optima	Sedan	5 seats	6		8	14	100	44	106	250		
THACO KIA	Rio	Sedan	5 seats	2			2	2	-	-	2		
THACO KIA	Sportage	SUV	5 seats					-	-	-	-		
THACO KIA	Xe khác	Sedan						1	-	1	2		
THACO KIA	Sub-total			1476	264	920	2660	13073	3554	9343	25970		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	43	31	100	174	639	274	944	1857	0.6%	
THACO BUS	Minibus	Minibus						12	-	15	27		
THACO BUS	Sub-total			43	31	100	174	651	274	959	1884		
THACO TRUCK	K2700	Small truck		292	35	183	510	2,015	241	1,563	3819	6.5%	
THACO TRUCK	K3000	Small truck		179	50	222	451	3,915	941	3,919	8775		
THACO TRUCK	Thaco truck	Light truck		239	74	304	617	3,422	1,014	3,909	8345		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		103	28	206	337	1,494	740	3,259	5493		
THACO TRUCK	Sub-total			813	187	915	1915	10846	2936	12650	26432		
VINAMAZDA	Mazda2	Sedan	5 seats	121	54	111	286	981	465	806	2252	12.6%	
VINAMAZDA	Mazda3	Sedan	5 seats	1,022	219	405	1646	6304	2226	3878	12408		
VINAMAZDA	CX-5	Crossover	5 seats	798	144	349	1291	5593	1571	3973	11137		
VINAMAZDA	Mazda 6	Sedan	5 seats	98	22	105	225	828	239	1147	2214		
VINAMAZDA	BT-50	Pick-up	5 seats	33	30	195	258	651	415	791	1857		
VINAMAZDA	CX-9	SUV	7 seats						1	2	3		
VINAMAZDA	Sub-total			2072	469	1165	3706	14357	4917	10597	29871		
THACO	Peugeot	Peugeot	7 seats	150		256	406	1,410	482	2,132	4024	1.4%	
PEUGEOT	Sub-total			150		256	406	1410	482	2132	4024		
Honda	CR-V	SUV	7 seats	472	255	344	1071	3479	1701	2849	8029		
Honda	CITY	Sedan	5 seats	364	312	452	1128	3222	2238	4295	9755		
Honda	Jazz	Sedan	5 seats	126	94	86	306	893	551	736	2180		
Honda	Accord	Sedan	5 seats	15	9	10	34	135	86	198	419		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	44	34	76	154	752	608	1264	2624		
Honda	HR-V	SUV	5 seats	139	37	71	247	407	226	354	987		
Honda	Sub-Total			1160	741	1039	2940	8888	5410	9696	23994		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	28	1	1	30	1070	64	141	1275	0.4%	
VINAMOTOR	Hyundai	Medium truck	Under 10T	75	8	15	98	858	116	171	1145		
VINAMOTOR	Sub-Total			103	9	16	128	1928	180	312	2420		
VEAM	VEAM Motor	Light truck	2~3	35	9	53	97	626	116	798	1540	0.3%	
VEAM	MAZ	Medium truck	2~3					63			63		
VEAM	Sub-total			35	9	53	97	689	116	798	1603		
TCIEV	Sunny	Sedan	5 seats					22	4	5	31	1.0%	
TCIEV	Sunny XL	Sedan	5 seats	13	4	4	21	166	76	78	320		
TCIEV	Sunny XV	Sedan	5 seats	40	17	8	65	308	146	132	586		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	63	18	18	99	655	163	206	1024		
TCIEV	VAMASendtoMedia	SUV	5 +	69	7	19	95						

Maker	Model name	Vama Classification	Seat	Sales - Nov 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
<b>TCIEV</b>				185	46	49	280		1436	479	534	2449		
HYUNDAI	County	Medium bus	29 seats					1.9%					2.7%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	220	55	276	551		2,560	652	3,263	6475		
<b>DOTHANH</b>				220	55	276	551		2560	652	3263	6475		
VIDABUS	FX120	Large bus	47 seats					0.2%					0.1%	
VIDABUS	BX212	Large bus	41 seats						3		2	5		
VIDABUS	GDW6117	Large bus	47 seats	1					61			61		
VIDABUS	BC095	City bus	60 seats	54					120			120		
VIDABUS	GDW6901	City bus	60 seats						12			12		
<b>Sub-Total</b>				55			55		196		2	198		
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			1	1				106	106		
SANYANG	SYM V11	Van	11 seats											
<b>Sub-Total</b>						1	1				106	106		

No	Vehicle Type	Sales - Nov 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
<b>I Passenger cars (PC)</b>									
1	Sedans	4,950	1,856	3,558	10,364	39,015	15,024	33,358	87,397
2	Sport utility vehicles (SUV)	2,025	886	2,307	5,218	11,858	5,382	12,693	29,933
3	Cross-over cars	798	144	349	1,291	5,593	1,571	3,973	11,137
4	Multi-purpose vehicles (MPV)	340	203	1,240	1,783	3,550	1,637	12,991	18,178
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	807	117	403	1,327	6,806	1,336	3,898	12,040
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	273	101	310	684	2,208	708	2,588	5,504
9	Lexus's PC subtotal	53	-	54	107	180	-	210	390
10	Thaco Peugeot's PC subtotal	150	-	256	406	1,410	482	2,132	4,024
<b>Subtotal</b>		9,998	3,307	8,377	21,682	76,826	26,149	71,843	166,818
<b>In percentage (%)</b>		44.36%	15.61%	40.02%	100.00%	41.89%	15.50%	42.61%	100.00%
<b>II Commercial vehicles (CV)</b>									
<b>Trucks</b>									
11	Pick-ups	1,223	582	1,389	3,194	6,505	2,607	6,093	15,205
12	Vans	193	41	95	329	2,013	205	549	2,767
13	Small trucks (G.V.M ≤ 5,000 Kg)	739	110	864	1,713	8,778	1,723	10,162	20,663
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	517	144	709	1,370	6,814	1,856	8,423	17,093
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	110	9	52	171	1,064	140	462	1,666
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	117	45	95	257	675	239	1,567	2,481
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
<b>Subtotal</b>		3,899	931	3,294	7,124	23,849	6,776	27,256	59,875
<b>In percentage (%)</b>		41.21%	13.24%	45.55%	100.00%	43.17%	11.31%	45.52%	100.00%
<b>Buses</b>									
20	Minibuses [(10-16) seats]	205	26	262	493	2,252	520	3,015	5,787
21	Medium buses / Coaches [(17-30) seats]	11	6	21	38	164	104	250	518
22	Large buses / Coaches [(31-55) seats]	73	33	101	207	1,852	345	1,144	3,341
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	54	-	-	54	132	-	-	132
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	12	12	-	-	556	556
<b>Subtotal</b>		343	65	384	792	4,400	969	4,499	9,770
<b>In percentage (%)</b>		43.31%	8.21%	48.48%	100.00%	45.00%	9.91%	45.09%	100.00%
<b>III Special-Purpose Vehicles</b>									
27	Dump trucks	103	28	206	337	1,494	740	3,259	5,493
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	-	-	7	-	29	36
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	4	4	7	1	11	19
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
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 chữa cháy (SPV)	-	-	-	-	-	-	-	-
<b>Subtotal</b>		103	28	210	341	1,312	741	3,308	5,330
<b>In percentage (%)</b>		30.21%	8.21%	61.58%	100.00%	27.20%	13.33%	59.46%	100.00%
<b>Grand-total</b>		12741	4331	12275	29347	102381	34620	106813	243814
<b>In percentage (%)</b>		43.41%	14.76%	41.83%	100.00%	41.99%	14.20%	43.81%	100.00%