

Maker	Model name	Vama Classification	Seat	Sales - Oct 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	76	14	17	107		789	137	235	1161		
GM Vietnam	Spark LS	Sedan	5 seats	39	7	78	124		268	70	427	765		
GM Vietnam	Spark LT	Sedan	5 seats	22	14	48	84		119	50	231	400		
GM Vietnam	Aveo LT	Sedan	5 seats	40	14	61	115		254	159	494	907		
GM Vietnam	Aveo LTZ	Sedan	5 seats	28	11	54	93		220	97	260	577		
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%	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	51	45	145	241		358	208	677	1243		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	172	108	228	508		1146	475	1251	2872		
GM Vietnam														
GM Vietnam														
<b>GM Vietnam</b>	<b>Sub-total</b>			<b>428</b>	<b>213</b>	<b>631</b>	<b>1272</b>		<b>3748</b>	<b>1446</b>	<b>4448</b>	<b>9642</b>		
Mitsubishi	Outlander	SUV	7 seats	184	130	121	435		1069	718	670	2457		
Mitsubishi	Pajero Sport	SUV	7 seats	21	5	16	42		274	55	117	446		
Mitsubishi	Outlander	SUV	7 seats	Clear Stock					15	31	5	51		
Mitsubishi	Mirage	Sedan	5 seats	29	35	14	78		210	208	145	563		
Mitsubishi	Attrage	Sedan	5 seats	91	129	58	278		456	593	323	1372		
Mitsubishi	Triton	Pick-up	5 seats	89	33	26	148		722	422	236	1380		
Mitsubishi	Xpander	MPV	7 seats	86	95	103	284		96	105	109	310	4.5%	3.1%
Mitsubishi														
Mitsubishi														
<b>Mitsubishi</b>	<b>Sub-total</b>			<b>500</b>	<b>427</b>	<b>338</b>	<b>1265</b>		<b>2842</b>	<b>2132</b>	<b>1605</b>	<b>6579</b>		
Suzuki	Carry Blind Van	Van	2 seats	87	1	27	115		1031	27	219	1277		
Suzuki	Carry Truck	Small truck	2 seats	35	7	53	95		1102	67	1048	2217		
Suzuki	Super Carry Pro	Small truck	2 seats	72	8	44	124		609	149	754	1512		
Suzuki	Vitara	SUV	5 seats						16	2	13	31		
Suzuki	Ertiga	Sedan	7 seats			1	1		8	3	15	26		
Suzuki	Ciaz	Sedan	5 seats	30	11	33	74		58	14	55	127		
Suzuki	Celerio GL MT	Hatchback	5 seats	16	1	19	36		28	6	61	95		
Suzuki	Celerio GL CVT	Hatchback	5 seats	61	7	22	90		175	25	95	295		
Suzuki														
<b>Suzuki</b>	<b>Sub-total</b>			<b>301</b>	<b>35</b>	<b>199</b>	<b>535</b>		<b>3027</b>	<b>293</b>	<b>2260</b>	<b>5580</b>		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	48	11	89	148		615	98	1033	1746		
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3		
Toyota	Camry 2.0E /KE	Sedan	5 seats	103	23	68	194		862	259	844	1965		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	298	69	168	535		2156	634	1432	4222		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats			6	6		20	11	87	118		
Toyota	Corolla Altis 2.0CQ	Sedan	5seats	8		9	17		71	12	157	240		
Toyota	Corolla Altis RS	Sedan	5seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	690	244	400	1334		4584	1537	2829	8950		
Toyota	Vios 1.5E/VE	Sedan	5 seats	392	124	627	1143		5093	1194	5714	12001		
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	67	16	163	246		630	140	1858	2628		
Toyota	Innova E	MPV	8 seats	180	83	597	860		1572	729	7282	9583		
Toyota	Innova V	MPV	8 seats	6		16	22		56	3	194	253		
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	16	7	32	55		59	26	111	196		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	146	73	291	510		414	174	784	1372		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	78	39	191	308		183	78	384	645		
Toyota	Fortuner Diesel/FG	SUV	8 seats	101	58	235	394		325	156	702	1183	30.0%	23.0%
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	7	6	93	106		32	15	172	219		
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	55	10	28	93		119	22	49	190		
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	19	17	19	55		96	49	107	252		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	17	11	14	42		148	41	46	235		
Toyota	Hilux E (4x2)	Pick-up	5 seats						1	2	10	13		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	37	24	41	102		126	66	123	315		
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats	99	35	65	199		366	116	248	730		
Toyota	Alphard	MPV	7 seats	1	1		2		1	3	2	6		
Toyota	Avanza AG	MPV	7 seats	29	11	72	112		31	11	74	116		
Toyota	Avanza AE	MPV	7 seats	23	12	43	78		26	13	43	82		
Toyota	Wigo WG	Sedan	5 seats	443	145	291	879		520	170	343	1033		
Toyota	Wigo WE	Sedan	5 seats	313	103	234	650		374	109	251	734		
Toyota	Rush	SUV	7 seats	138	45	153	336		166	51	171	388		
<b>Toyota</b>	<b>Sub-total</b>			<b>3314</b>	<b>1167</b>	<b>3945</b>	<b>8426</b>		<b>18655</b>	<b>5723</b>	<b>25056</b>	<b>49434</b>		
Isuzu	D-Max 4x4	Pick-up	5 seats	3	1	3	7		61	2	43	106		
Isuzu	D-Max 4x2	Pick-up	5 seats	11		36	47		53	12	171	236		
Isuzu	mu-X	SUV	7 seats	30		128	158		150	9	502	661		
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats			9	9			2	50	52		
Isuzu	NPK	Light truck	3 seats	7	9	26	42		55	22	115	192		
Isuzu	ARK	Light truck	3 seats	12	9	32	53							

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	QKR	Small truck	3 seats	62	29	156	247	2.2%	869	298	2264	3431	2.6%
Isuzu	FRR	Medium truck	3 seats	5		23	28		27	8	128	163	
Isuzu	FVR	Medium truck	3 seats	6		2	8		32	8	37	77	
Isuzu	FVM	Medium truck	3 seats			9	9		49	7	89	145	
Isuzu	Tractor Head	Tractor truck (SPV)		1			1		7		29	36	
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				36	36				485	485	
Isuzu	Sub-total			137	48	424	609		1431	414	3690	5535	
Ford	FIESTA - 5Drs	Hatchback		27	7	17	51		134	39	110	283	
Ford	FIESTA - 4Drs	Sedan		2		6	8	42	17	40	99		
Ford	FOCUS - 5Drs	Hatchback		48	16	47	111	420	127	373	920		
Ford	FOCUS - 4Drs	Sedan		34	10	30	74	314	82	266	662		
Ford	Transit 16 seats	Minibus	16 seats	146	27	199	372	2003	479	2566	5048		
Ford	Ranger	Pick-up	5 seats	478	126	545	1149	2311	571	2121	5003		
Ford	Everest/Explorer	SUV	7 seats	160	58	147	365	596	184	594	1374		
Ford	EcoSport	SUV		177	102	165	444	1532	687	1602	3821		
Ford	Sub-total			1072	346	1156	2574	7352	2186	7672	17210		
Hino	HINO	Other Truck	3 seats	68	18	168	254	558	194	1472	2224	0.9%	1.0%
Hino	Bus Chassis	Chassis											
Hino	Sub-total			68	18	168	254	558	194	1472	2224		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	15	14	20	49	153	98	229	480	0.2%	0.3%
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	3			3	73	2	36	111		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	-	-	-		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	6			6	7	1	7	15		
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 chũa chay	Xe chi huy chũa chay (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			24	14	20	58	242	105	299	646		
THACO KIA	Morning	Hatchback	5 seats	667	73	303	1043	5,242	1,022	2,856	9120	9.5%	10.9%
THACO KIA	Cerato	Sedan	5 seats	572	153	286	1011	5,228	1,669	2,746	9643		
THACO KIA	Sorento	SUV	7 seats	46	8	52	106	387	189	759	1335		
THACO KIA	Rondo	MPV	7 seats	8	24	47	79	173	271	703	1147		
THACO KIA	Sedona	MPV	7 seats	110	20	278	408	472	95	1,260	1827		
THACO KIA	Optima	Sedan	5 seats	3	3	3	9	94	44	98	236		
THACO KIA	Rio	Sedan	5 seats					-	-	-	-		
THACO KIA	Sportage	SUV	5 seats					-	-	-	-		
THACO KIA	Xe khác	Sedan				1	1	1	-	1	2		
THACO KIA	Sub-total			1406	281	970	2657	11597	3290	8423	23310		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	55	34	98	187	596	243	844	1683	0.7%	0.8%
THACO BUS	Minibus	Minibus						12	-	15	27		
THACO BUS	Sub-total			55	34	98	187	608	243	859	1710		
THACO TRUCK	K2700	Small truck		147	36	105	288	1,723	206	1,380	3309	7.2%	11.4%
THACO TRUCK	K3000	Small truck		235	48	348	631	3,736	891	3,697	8324		
THACO TRUCK	Thaco truck	Light truck		309	81	306	696	3,183	940	3,605	7728		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		129	29	245	403	1,391	712	3,053	5156		
THACO TRUCK	Sub-total			820	194	1004	2018	10033	2749	11735	24517		
VINAMAZDA	Mazda2	Sedan	5 seats	10	9		19	860	411	695	1966	10.4%	12.2%
VINAMAZDA	Mazda3	Sedan	5 seats	744	162	351	1257	5282	2007	3473	10762		
VINAMAZDA	CX-5	Crossover		577	112	306	995	4795	1427	3624	9846		
VINAMAZDA	Mazda 6	Sedan	5 seats	80	28	114	222	730	217	1042	1989		
VINAMAZDA	BT-50	Pick-up	5 seats	193	55	179	427	618	385	596	1599		
VINAMAZDA	CX-9	SUV	7 seats						1	2	3		
VINAMAZDA	Sub-total			1604	366	950	2920	12285	4448	9432	26165		
THACO	Peugeot	Peugeot	7 seats	143		250	393	1,260	482	1,876	3618	1.4%	1.7%
PEUGEOT	Sub-total			143		250	393	1,260	482	1,876	3,618		
Honda	CR-V	SUV	7 seats	421	237	335	993	3007	1446	2505	6958		
Honda	CITY	Sedan	5 seats	367	300	438	1105	2858	1926	3843	8627		
Honda	Jazz	Sedan	5 seats	76	70	75	221	767	457	650	1874		
Honda	Accord	Sedan	5 seats	18	10	32	60	120	77	188	385		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	96	87	173	356	708	574	1188	2470		
Honda	HR-V	SUV	5 seats	268	189	283	740	268	189	283	740		
Honda	Sub-Total			1246	893	1336	3475	7728	4669	8657	21054		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	32	1	2	35	1042	63	140	1245	0.5%	1.1%
VINAMOTOR	Hyundai	Medium truck	Under 10T	70	11	19	100	783	108	156	1047		
VINAMOTOR	Sub-Total			102	12	21	135	1825	171	296	2292		
VEAM	VEAM Motor	Light truck	2~3	9	19	64	92	591	107	745	1443	0.3%	0.7%
VEAM	MAZ	Medium truck	2~3					63			63		
VEAM	Sub-Total			9	19	64	92	654	107	745	1506		
TCIEV	Sunny	Sedan	5 seats					22	4	5	31	0.8%	1.0%
TCIEV	Sunny XL	Sedan	5 seats					153	72	74	299		
TCIEV	Sunny XV	Sedan	5 seats	31	11	12	54	268	129	124	521		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	81	10	14	105	592	145	188	925		
TCIEV	VAMASendtoMedia	SUV	5 + 2 seats	41	11	12	64						

Maker	Model name	Vama Classification	Seat	Sales - Oct 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
<b>TCIEV</b>				153	32	39	224		1251	433	485	2169		
HYUNDAI	County	Medium bus	29 seats					1.7%					2.8%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	193	48	241	482		2,340	597	2,987	5924		
<b>DOZHANH</b>				193	48	241	482		2340	597	2987	5924		
VIDABUS	FX120	Large bus	47 seats					0.0%					0.1%	
VIDABUS	BX212	Large bus	41 seats						3		2	5		
VIDABUS	GDW6117	Large bus	47 seats	10			10		60			60		
VIDABUS	BC095	City bus	60 seats						66			66		
VIDABUS	GDW6901	City bus	61 seats						12			12		
<b>Sub-Total</b>				10			10		141		2	143		
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								105	105		
SANYANG	SYM V11	Van	11 seats											
<b>Sub-Total</b>											105	105		

No	Vehicle Type	Sales - Oct 2018				Share	Sales - YTM 2018				Share
		North	Central	South	Total		North	Central	South	Total	
<b>I Passenger cars (PC)</b>											
1	Sedans	4,706	1,818	3,826	10,350		34,065	13,168	29,800	77,033	
2	Sport utility vehicles (SUV)	2,014	1,027	2,348	5,389		9,832	4,496	10,386	24,714	
3	Cross-over cars	577	112	306	995		4,795	1,427	3,624	9,846	
4	Multi-purpose vehicles (MPV)	510	262	1,319	2,091		3,210	1,434	11,751	16,395	
5	Convertible cars	-	-	-	-		-	-	-	-	
6	Hatchback	819	104	408	1,331		5,999	1,219	3,495	10,713	
7	Others (please specify)	-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal	146	45	172	363		1,935	607	2,278	4,820	
9	Lexus's PC subtotal	42	-	50	92		127	-	156	283	
10	Thaco Peugeot's PC subtotal	143	-	250	393		1,260	482	1,876	3,618	
<b>Subtotal</b>		8,987	3,208	8,879	21,064		61,223	32,813	63,366	147,423	
<b>In percentage (%)</b>		42.64%	16.04%	41.32%	100.00%		41.53%	15.49%	42.98%	100.00%	
<b>II Commercial vehicles (CV)</b>											
<b>Trucks</b>											
11	Pick-ups	1,019	375	1,091	2,485		5,282	2,025	4,704	12,011	
12	Vans	163	15	44	222		1,820	164	454	2,438	
13	Small trucks (G.V.M ≤ 5,000 Kg)	551	128	715	1,394		8,039	1,613	9,298	18,950	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	530	166	669	1,365		6,297	1,712	7,714	15,723	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	81	11	53	145		954	131	410	1,495	
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	68	18	168	254		558	194	1,472	2,224	
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-		-	-	-	-	
<b>Subtotal</b>		2,412	713	2,740	5,865		22,950	5,839	24,852	52,641	
<b>In percentage (%)</b>		41.13%	12.16%	46.72%	100.00%		43.43%	11.05%	45.52%	100.00%	
<b>Buses</b>											
20	Minibuses [(10-16) seats]	153	33	292	478		2,047	494	2,753	5,294	
21	Medium buses / Coaches [(17-30) seats]	15	14	20	49		153	98	229	480	
22	Large buses / Coaches [(31-55) seats]	100	35	100	235		1,779	312	1,043	3,134	
23	Sleeping buses	-	-	-	-		-	-	-	-	
24	City buses of all lengths	-	-	-	-		78	-	-	78	
25	Bus rapid transit (BRT)	-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)	-	-	36	36		-	-	485	485	
<b>Subtotal</b>		268	82	412	762		4,087	904	4,025	8,986	
<b>In percentage (%)</b>		35.17%	10.76%	54.07%	100.00%		45.15%	10.06%	44.79%	100.00%	
<b>III Special-Purpose Vehicles</b>											
27	Dump trucks	129	29	245	403		1,391	712	3,053	5,156	
28	Concrete mixer trucks	-	-	-	-		-	-	-	-	
29	Tractor trucks	1	-	-	1		7	-	29	36	
30	Tanker trucks	-	-	-	-		-	-	-	-	
31	Refrigerator trucks	-	-	-	-		-	-	-	-	
32	Ambulance	-	-	-	-		-	-	-	-	
33	Fire-fighting trucks	-	-	-	-		1	-	-	1	
34	Garbages	6	-	-	6		7	1	7	15	
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)	-	-	-	-		-	-	-	-	
46	Aerial Platform Truck (SPV)	-	-	-	-		2	-	-	2	
47	Stage truck (SPV)	-	-	-	-		-	-	-	-	
48	Xe chi huy chữa cháy (SPV)	-	-	-	-		-	-	-	-	
<b>Subtotal</b>		138	39	245	419		1,409	713	3,099	5,177	
<b>In percentage (%)</b>		33.17%	7.07%	59.76%	100.00%		27.01%	13.67%	59.33%	100.00%	
<b>Grand-total</b>		11773	4192	12076	28041		89639	30289	94538	214466	
<b>In percentage (%)</b>		41.98%	14.95%	43.07%	100.00%		41.80%	14.12%	44.08%	100.00%	