

Maker	Model name	Vama Classification	Seat	Sales - Nov 2019			Share	Sales - YTM 2019				Share	
				North	Central	South		Total	North	Central	South		Total
Mekong Auto	Changan 1,0T -Chassic Cabin	Light truck	2 seats										
Mekong Auto	Changan 1,0T -Standard box	Light truck	2 seats					85				85	
Mekong Auto	Changan 1,0T -Canvas box	Light truck	2 seats					105				105	
Mekong Auto	Changan 1,0T -Composite Box	Light truck	2 seats					53				53	
Mekong	Sub-total							243				243	0.1%
Vinfast (Chevrolet)	Trailblazer LTZ	SUV	7 seats	22	13	24	59	345	217	375	937		
Vinfast (Chevrolet)	Colorado LTZ	Pick-up	5 seats	49	30	55	134	635	284	624	1,543		
Vinfast (Chevrolet)	Xe khác	Sedan	5 seats					-	4	3	7		
								-	-	-	-		
								-	-	-	-		
								-	-	-	-		
								-	-	-	-		
Vinfast (Chevrolet)	Sub-total			71	43	79	193	980	505	1,002	2,487		0.9%
Mitsubishi	Outlander	SUV	7 seats	176	61	133	370	1477	859	1086	3422		
Mitsubishi	Pajero Sport	SUV	7 seats	59	15	34	108	398	150	311	859		
Mitsubishi	Mirage	Sedan	5 seats	31	22	17	70	297	261	154	712		
Mitsubishi	Attrage	Sedan	5 seats	73	74	66	213	656	814	602	2072		
Mitsubishi	Triton	Pick-up	5 seats	167	70	60	297	1,207	623	564	2394		
Mitsubishi	Xpander	MPV	7 seats	696	572	1,424	2692	5,152	4,445	7,709	17306		9.7%
Mitsubishi													
Mitsubishi	Sub-total			1202	814	1734	3750	9187	7152	10426	26765		
Suzuki	Carry Blind Van	Van	2 seats	78	2	43	123	768	20	504	1292		
Suzuki	Carry Truck	Small truck	2 seats	48	4	69	121	882	52	697	1631		
Suzuki	Super Carry Pro	Small truck	2 seats	47	16	98	161	634	113	802	1549		
Suzuki	Ertiga 5MT	MPV	7 seats	11	1	21	33	55	18	193	266		
Suzuki	Ertiga 4AT	MPV	7 seats	257	82	441	780	553	159	970	1682		
Suzuki	Swift	Hatchback	5 seats	224	23	103	350	928	131	409	1468		3.8%
Suzuki	Ciaz	Sedan	5 seats	4		2	6	541	79	497	1117		
Suzuki	Celerio GL MT	Hatchback	5 seats	15	4	21	40	111	51	302	464		
Suzuki	Celerio GL CVT	Hatchback	5 seats	47	3	48	98	482	71	444	997		
Suzuki													
Suzuki	Sub-total			731	135	846	1712	4954	694	4818	10466		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	143	54	218	415	1039	331	1597	2967		
Toyota	Camry 2.5G/KL	Sedan	5 seats										
Toyota	Camry 2.0E /KE	Sedan	5 seats	42	28	50	120	868	261	825	1954		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	212	40	118	370	1530	431	1243	3204		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats		1	5	6	9	2	61	72		
Toyota	Corolla Altis 2.0/CQ	Sedan	5seats	1		6	7	25	1	62	88		
Toyota	Corolla Altis RS	Sedan	5seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	715	296	427	1438	5963	2345	4243	12551		
Toyota	Vios 1.5E/VE	Sedan	5 seats	434	117	572	1123	4401	1197	5849	11447		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	36	6	113	155	496	110	1858	2464		
Toyota	Innova E	MPV	8 seats	67	23	557	647	1001	588	6500	8089		
Toyota	Innova V	MPV	8 seats			20	20	42	2	151	195		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FVD	SUV	8 seats					217	69	250	536		
Toyota	Fortuner Gasoline (4x4)/FVD - CKD	SUV	8 seats	17	4	13	34	75	17	63	155		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	56	22	89	167	911	336	1621	2868		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats					607	314	1228	2149		
Toyota	Fortuner Diesel/FG	SUV	8 seats					337	262	1368	1967		
Toyota	Fortuner Diesel (4x2)/FK - CKD	SUV	8 seats	103	48	266	417	432	240	1120	1792		
Toyota	Fortuner Diesel/FG - CKD	SUV	8 seats	60	28	196	284	192	138	956	1286		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	37	5	34	76	154	25	113	292		
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats										
Toyota	Fortuner Gasoline (4x2) TRD - CKD	SUV	8 seats	8	2	25	35	11	4	62	77		
Toyota	Hiace Gasoline 2.7	Minibus	16 seats										
Toyota	Hiace Diesel 2.5	Minibus	16 seats					162	15	356	533		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	17	2	9	28	106	35	74	215		
Toyota	Land Prado	SUV	8 seats	34	5	19	58	401	70	249	720		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	24	13	13	50	312	153	271	736		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	3	1	6	10	136	40	59	235		
Toyota	Hilux E (4x2)	Pick-up	5 seats	11	3	17	31	25	10	44	79		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	104	39	61	204	674	297	601	1572		
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats	111	46	64	221	1390	486	869	2745		
Toyota	Alphard	MPV	7 seats	5		5	10	39	3	65	107		
Toyota	Avanza AG	MPV	7 seats	4	3	15	22	91	56	151	298		
Toyota	Avanza AE	MPV	7 seats	2	3	16	21	77	51	182	310		
Toyota	Wigo WG	Sedan	5 seats	96	35	63	194	1637	474	1189	3300		
Toyota	Wigo WE	Sedan	5 seats	71	29	78	178	1468	473	1212	3153		
Toyota	Rush	SUV	7 seats	114	42	115	271	954	400	1123	2477		
Toyota	Sub-total			2527	895	3190	6612	25782	9236	35615	70633		
Isuzu	D-Max 4x4	Pick-up	5 seats	8			8	76		63	139		
Isuzu	D-Max 4x2	Pick-up	5 seats	3		4	7	44		179	223		
Isuzu	mu-X	SUV	7 seats	7		31	38	106		399	505		
Isuzu	NLR	Small truck	3 seats										
Isuzu	NMR	Small truck	3 seats	23		36	59	35	4	140	179		
Isuzu	NPK	Light truck	3 seats	8	4	33	45	122	20	248	390		
Isuzu	NQL	Light truck	3 seats	40		49	89	321	17	478	816		
Isuzu	QKR	Small truck	3 seats	132	21	398	551	1052	187	2994	4233		
Isuzu	FRR	Medium truck	3 seats	12		33	45	95	5	314	414		
Isuzu	FVR	Medium truck	2 seats	2		12	14	49	3	71	123		
Isuzu	FVM	Medium truck	5 seats	16		21	37	64	1	164	225		

Maker	Model name	Vama Classification	Seat	Sales - Nov 2019				Share	Sales - YTM 2019				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				23	23				353	353	
Isuzu	Sub-total			251	25	617	893	1969	239	5039	7247		
Ford	Focus	Sedan						605	156	448	1209		
Ford	EcoSport	SUV						1376	706	1584	3666		
Ford	Transit	Minibus	16 seats	130	23	88	241	1890	517	1984	4391		
Ford	Ranger	Pick-up	5 seats	485	234	572	1291	4952	1908	4923	11783		
Ford	Everest	SUV	7 seats	260	110	361	731	2627	978	3444	7049		
Ford	Explorer	SUV		23	9	19	51	312	99	390	801		
Ford	Tourneo	MPV	7 seats	22	7	47	76	45	15	121	181		10.6%
Ford	Sub-total			1003	444	1199	2646	11807	4379	12894	29080		
Hino	HINO	Other Truck	3 seats	77	29	204	310	664	191	1410	2265		
Hino	Bus Chassis	Chassis											
Hino	Sub-total			77	29	204	310	664	191	1410	2265		0.8%
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats	3	2	9	14	110	45	138	293		
SAMCO	SAMCO B40 - B80	Large bus	40 seats	31	-	7	38	109	10	101	220		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	1	-	-	1	4	1	5	10		
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							8	8		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			2	2			30	30		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vaccum tank truck	Vaccum tank truck (SPV)	3 seats										
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats	1			1	1		2	3		
SAMCO	Hooklift	Hooklift (SPV)	3 seats			1	1			1	1		
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats							4	4		
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats										
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			36	2	19	57	224	56	292	572		
THACO KIA	Morning	Hatchback	5 seats	408	36	166	610	5,320	564	2,824	8708		
THACO KIA	Cerato	Sedan	5 seats	651	116	245	1012	5,577	1,342	3,344	10263		
THACO KIA	Sorento	SUV	7 seats	26	8	73	107	303	124	804	1231		
THACO KIA	Rondo	MPV	7 seats	12	20	74	106	120	252	780	1152		
THACO KIA	Sedona	MPV	7 seats	80	7	121	208	642	105	1,734	2481		
THACO KIA	Optima	Sedan	5 seats	41	3	33	77	288	69	348	705		
THACO KIA	Soluto	Sedan	5 seats	580	138	298	1016	1,128	343	889	2360		
THACO KIA	Xe khác	Sedan	5 seats					-	-	-	-		
								-	-	-	-		
								-	-	-	-		
THACO KIA	Sub-total			1798	328	1010	3136	13378	2799	10723	26900		
THACO MAZDA	Mazda2	Hatchback	5 seats	25	7	8	40	271	77	195	543		
THACO MAZDA	Mazda2	Sedan	5 seats	89	43	67	199	863	357	608	1828		
THACO MAZDA	Mazda3	Hatchback	5 seats	83	15	56	154	686	192	573	1451		
THACO MAZDA	Mazda3	Sedan	5 seats	520	135	319	974	5,638	1,535	3,829	11002		
THACO MAZDA	CX-5	Crossover	5 seats	269	82	150	501	4,750	1,136	3,285	9171		
THACO MAZDA	Mazda 6	Sedan	5 seats	43	8	51	102	574	146	854	1574		
THACO MAZDA	BT-50	Pick-up	5 seats	88	21	69	178	750	300	726	1776		
THACO MAZDA	CX-8	SUV	7 seats	96	20	150	266	852	150	1,151	2153		
								-	-	-	-		
								-	-	-	-		
THACO MAZDA	Sub-total			1213	331	870	2414	14384	3893	11221	29498		
THACO PREMIUM	Peugeot	peugeot	7 seats	119	45	128	292	1,358	436	1,533	3327		
								-	-	-	-		
								-	-	-	-		
PEUGEOT	Sub-total			119	45	128	292	1358	436	1533	3327		
THACO TRUCK	K2700 (K200)	Small truck	2 seats	232	57	186	475	2138	430	1682	4250		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	265	74	261	600	2795	651	2918	6364		
THACO TRUCK	Thaco truck	Light truck	2 seats	246	69	334	649	2924	1040	3564	7528		
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	52	37	132	221	878	519	1563	2960		
THACO TRUCK	Sub-total			795	237	913	1945	8735	2640	9727	21102		
BUS THACO	Thaco 28 45 seats	Large bus	28 - 45 seats	81	42	92	215	597	438	966	2001		
BUS THACO	Minibus	Minibus						-	-	-	-		
BUS THACO	Sub-total			81	42	92	215	597	438	966	2001		0.7%
Honda	CR-V	SUV	7 seats	401	179	253	833	5170	2467	4626	12263		
Honda	CITY	Sedan	5 seats	273	239	371	883	2794	2030	4114	8938		
Honda	Jazz	Sedan	5 seats	20	14	27	61	389	147	578	1114		
Honda	Accord	Sedan	5 seats	27	14	81	122	51	27	129	207		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	69	82	220	371	520	648	1720	2888		
Honda	Brio	Sedan	5 seats	119	115	119	353	763	621	912	2296		
Honda	HR-V	SUV	5 seats	151	132	157	440	736	657	1014	2407		
Honda	Sub-Total			1060	775	1228	3063	10423	6597	13093	30113		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	24			24	181			181		
VINAMOTOR	Hyundai	Medium truck	Under 10T	27			27	464	5	2	471		
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	10			10	65			65		
VINAMOTOR	Sub-Total			61			61	710	5	2	717		
VEAM	VEAM Motor	Light truck	2-3	15	2	30	47	237	73	616	926		
VEAM	MAZ	Medium truck	2-3					27		2	29		0.3%
VEAM													
VEAM	Sub-Total			15	2	30	47	264	73	618	955		
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats	7	8	2	17	141	98	75	314		
TCIEV	Sunny	Sedan	5 seats	49	21	9	79	49	21	9	79		0.6%

Maker	Model name	Vama Classification	Seat	Sales - Nov 2019				Share	Sales - YTM 2019				Share	
				North	Central	South	Total		North	Central	South	Total		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	26	9	7	42	0.6%	323	91	89	503	0.7%	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	12	1	14	27		465	57	134	656		
TCIEV				94	39	32	165		1446	528	413	2387		
HYUNDAI	County	Medium bus	29 seats					1.2%					1.8%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	140	35	174	349		1,943	487	2,427	4,857		
DO THANH				140	35	174	349		1943	487	2427	4857		
VIDABUS	FX120	Large bus	47 seats	1			1	0.1%	1			1	0.1%	
VIDABUS	BX212	Large bus	41 seats						3			3		
VIDABUS	GDW6117	Large bus	47 seats						26			26		
VIDABUS	BC095	City bus	60 seats	39			39		138	5,804	2	140		
VIDABUS	GDW6901	City bus	60 seats											
DAEWOO BUS				40			40			168		2		170
Sub-Total														

No	Vehicle Type	Sales - Nov 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,421	1,678	3,528	9,627	39,672	14,960	36,369	91,001
2	Sport utility vehicles (SUV)	1,788	776	2,134	4,698	18,887	8,465	23,634	50,986
3	Cross-over cars	269	82	150	501	4,750	1,136	3,285	9,171
4	Multi-purpose vehicles (MPV)	1,192	724	2,854	4,770	8,313	5,804	20,414	34,531
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	802	88	402	1,292	7,798	1,086	4,747	13,631
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	50	-	39	89	708	-	686	1,394
10	Thaco Peugeot's PC subtotal	119	45	128	292	1,358	436	1,533	3,327
	Subtotal	8,641	3,393	8,238	21,272	83,111	32,893	91,273	206,000
	In percentage (%)	40.63%	15.95%	43.42%	100.00%	39.96%	15.62%	44.42%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	942	411	857	2,210	8,811	3,615	8,054	20,480
12	Vans	78	2	43	123	768	20	504	1,292
13	Small trucks (G.V.M ≤ 5,000 Kg)	757	172	1,048	1,977	7,601	1,437	9,233	18,271
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	449	110	620	1,179	5,790	1,637	7,333	14,760
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	57	-	66	123	704	16	542	1,262
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	77	29	204	310	664	191	1,410	2,265
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,366	714	2,838	5,917	24,338	8,916	27,976	58,136
	In percentage (%)	39.85%	12.23%	47.92%	100.00%	41.72%	11.86%	46.42%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	130	23	88	241	2,052	532	2,340	4,924
22	Medium buses / Coaches [(17-30) seats]	3	2	9	14	110	45	138	293
23	Large buses / Coaches [(31-55) seats]	138	42	99	279	921	449	1,072	2,442
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	39	-	-	39	138	-	2	140
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	23	23	-	-	353	353
	Subtotal	310	67	196	573	3,221	1,026	3,352	7,799
	In percentage (%)	54.10%	11.69%	34.21%	100.00%	41.30%	13.16%	45.54%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	52	37	132	221	878	519	1,563	2,960
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	1	-	-	1	1	-	2	3
34	Garbages	-	-	2	2	-	-	30	30
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	8	8
37	Crane trucks	-	-	-	-	-	-	3	3
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	1	1	-	-	1	1
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	4	4
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chĩa chày (SPV)	-	-	-	-	-	-	-	-
	Subtotal	53	37	135	225	879	519	1,611	3,988
	In percentage (%)	23.56%	16.44%	60.00%	100.00%	29.21%	17.25%	53.54%	100.00%
	Grand-total	11364	4221	12404	27989	110549	40554	123510	274613
	In percentage (%)	40.60%	15.08%	44.32%	100.00%	40.26%	14.77%	44.98%	100.00%