

Maker	Model name	Vama Classification	Sales - Dec 2019				Share	Sales - YTM 2019				Share
			North	Central	South	Total		North	Central	South	Total	
Mekong Auto	Changan 1,0T -Chassic Cabin	Light truck				-	0.4%				-	0.1%
Mekong Auto	Changan 1,0T -Standard box	Light truck	74			74		159			159	
Mekong Auto	Changan 1,0T -Canvas box	Light truck				-		105			105	
Mekong Auto	Changan 1,0T -Composite Box	Light truck	50			50		103			103	
						-					-	
Mekong	Sub-total		124			124	367			367		
Vinfast (Chevrolet)	Trailblazer LTZ	SUV	20	15	24	59	0.5%	365	232	399	996	0.9%
Vinfast (Chevrolet)	Colorado LTZ	Pick-up	40	25	46	111		675	309	670	1,654	
Vinfast (Chevrolet)	Xe khác	Sedan						-	4	3	7	
								-	-	-	-	
								-	-	-	-	
Vinfast (Chevrolet)	Sub-total		60	40	70	170	1,040	545	1,072	2,657		
Mitsubishi	Outlander	SUV	182	97	134	413	12.3%	1659	956	1220	3835	10.0%
Mitsubishi	Pajero Sport	SUV	71	6	35	112		469	156	346	971	
Mitsubishi	Mirage	Sedan	39	9	13	61		336	270	167	773	
Mitsubishi	Attrage	Sedan	76	73	75	224		732	887	677	2296	
Mitsubishi	Triton	Pick-up	134	65	76	275		1,341	688	640	2669	
Mitsubishi	Xpander	MPV	857	586	1,349	2792	6,009	5,031	9,058	20098		
Mitsubishi	Sub-total		1359	836	1682	3877	10546	7988	12108	30642		
Suzuki	Carry Blind Van	Van	59	3	32	94	4.2%	827	23	536	1386	3.9%
Suzuki	Carry Truck	Small truck	63	6	33	102		945	58	730	1733	
Suzuki	Super Carry Pro	Small truck	122	13	123	258		756	126	925	1807	
Suzuki	Ertiga 5MT	MPV	1		1	2		56	18	194	268	
Suzuki	Ertiga 4AT	MPV	200	23	124	347		753	182	1094	2029	
Suzuki	Swift	Hatchback	147	10	65	222		1075	141	474	1690	
Suzuki	Ciaz	Sedan						541	79	497	1117	
Suzuki	Celerio GL MT	Hatchback	14	10	67	91		125	61	369	555	
Suzuki	Celerio GL CVT	Hatchback	75	8	121	204		557	79	565	1201	
Suzuki	Sub-total		681	73	566	1320		5635	767	5384	11786	
Toyota	Camry 2.5Q/KZ	Sedan	168	67	176	411	27.6%	1207	398	1773	3378	25.9%
Toyota	Camry 2.5G/KL	Sedan										
Toyota	Camry 2.0E/KE	Sedan	24	9	63	96		892	270	888	2050	
Toyota	Camry 3.5Q	Sedan										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	262	72	194	528		1792	503	1437	3732	
Toyota	Corolla Altis 1.8MT/CG	Sedan			9	9		9	2	70	81	
Toyota	Corolla Altis 2.0/CQ	Sedan			2	2		25	1	64	90	
Toyota	Corolla Altis RS	Sedan										
Toyota	Vios 1.5G/VG	Sedan	909	347	571	1827		6879	2692	4814	14385	
Toyota	Vios 1.5E/VE	Sedan	498	161	686	1345		4902	1358	6535	12795	
Toyota	Vios 1.5J	Sedan										
Toyota	Vios Limo	Sedan										
Toyota	Innova G	MPV	35	5	142	182		532	115	2000	2647	
Toyota	Innova E	MPV	168	74	979	1221		1171	662	7479	9312	
Toyota	Innova V	MPV	3		7	10		45	2	158	205	
Toyota	Innova J	MPV										
Toyota	Innova GSR	MPV										
Toyota	Fortuner Gasoline (4x4)/FVD	SUV						219	69	250	538	
Toyota	Fortuner Gasoline (4x4)/FVD - CKD	SUV	17	4	12	33		92	21	75	188	
Toyota	Fortuner Gasoline (4x2)/FX	SUV	77	21	121	219		989	357	1742	3088	
Toyota	Fortuner Diesel (4x2)/FK	SUV						608	314	1228	2150	
Toyota	Fortuner Diesel/FG	SUV						337	262	1368	1967	
Toyota	Fortuner Diesel (4x2)/FK - CKD	SUV	209	111	506	826		641	351	1626	2618	
Toyota	Fortuner Diesel/FG - CKD	SUV	73	45	237	355		265	183	1193	1641	
Toyota	Fortuner Gasoline (4x4) TRD	SUV	46	9	19	74		200	34	132	366	
Toyota	Fortuner Gasoline (4x2) TRD	SUV										
Toyota	Fortuner Gasoline (4x2) TRD - CKD	SUV	4	6	24	34		15	10	86	111	
Toyota	Hiace Gasoline 2.7	Minibus										
Toyota	Hiace Diesel 2.5	Minibus						162	15	356	533	
Toyota	Hiace Super Wagon	Minibus										
Toyota	Landcruiser 200 GX 470	SUV	23	10	19	52		129	45	93	267	
Toyota	Land Prado	SUV	37	6	21	64		438	76	270	784	
Toyota	FT86	Sedan										
Toyota	Hilux (4x4) AT/HQ	Pick-up	22	14	19	55		334	167	290	791	
Toyota	Hilux G (4x4) MT/HG	Pick-up	5	3	5	13		141	43	64	248	
Toyota	Hilux E (4x2)	Pick-up	22	7	19	48		47	17	63	127	
Toyota	Hilux (4x2) AT/HK	Pick-up	62	21	42	125		736	318	643	1697	
Toyota	Yaris E	Sedan										
Toyota	Yaris G	Sedan	48	46	44	138	1441	532	913	2886		
Toyota	Alphard	MPV	6	1	10	17	45	4	75	124		
Toyota	Avanza AG	MPV	4	3	24	31	95	59	175	329		
Toyota	Avanza AE	MPV	2	6	16	24	79	57	198	334		
Toyota	Wigo WG	Sedan	124	45	65	234	1765	519	1254	3538		
Toyota	Wigo WE	Sedan	75	17	97	189	1554	490	1309	3353		
Toyota	Rush	SUV	187	89	222	498	1141	489	1345	2975		
Toyota	Sub-total		3110	1199	4351	8660	28927	10435	39966	79328		
Isuzu	D-Max 4x4	Pick-up	3		1	4	79		64	143		
Isuzu	D-Max 4x2	Pick-up			2	2	44		181	225		
Isuzu		SUV			31	39	1		479	2020		

Maker	Model name	Vama Classification	Sales - Dec 2019				Share	Sales - YTM 2019				Share
			North	Central	South	Total		North	Central	South	Total	
Honda	Brio	Sedan	120	125	110	355		883	746	1022	2651	
Honda	HR-V	SUV	126	51	116	293		862	708	1130	2700	
Honda	Sub-Total		1053	698	1238	2989		11476	7295	14331	33102	
VINAMOTOR	Hyundai	Large bus	5			5	0.1%	186			186	0.2%
VINAMOTOR	Hyundai	Medium truck	3			3		467	5	2	474	
VINAMOTOR	Vinamotor Cabstar	Small truck	36			36		101			101	
VINAMOTOR	Sub-Total		44			44		754	5	2	761	
VEAM	VEAM Motor	Light truck	8	7	30	45	0.1%	245	80	646	971	0.3%
VEAM	MAZ	Medium truck						27		2	29	
VEAM	Sub-Total		8	7	30	45			272	80	648	
TCIEV	Sunny	Sedan					0.7%					0.9%
TCIEV	Sunny XL	Sedan	7	8	3	18		148	106	78	332	
TCIEV	Sunny XV	Sedan	46	46	10	102		563	328	125	1016	
TCIEV	X-Trail 2.0L	SUV	34	20	4	58		357	111	93	561	
TCIEV	X-Trail 2.5L	SUV	23	5	12	40		488	62	146	696	
TCIEV	Sub-Total		110	79	29	218		1556	607	442	2605	
HYUNDAI	County	Medium bus					0.8%					1.7%
HYUNDAI	Mighty CBU	Light truck						2,047	513	2,558	5118	
HYUNDAI	Mighty CKD	Light truck	104	26	131	261						
DOZHANH	Sub-Total		104	26	131	261		2047	513	2558	5118	
VIDABUS	FX120	Large bus					0.2%	1			1	0.1%
VIDABUS	BX212	Large bus						3			3	
VIDABUS	GDW6117	Large bus						26			26	
VIDABUS	BC095	City bus	65			65		203			203	
VIDABUS	GDW6901	City bus										
DAEWOO BUS	Sub-Total		65			65		233			233	

No	Vehicle Type	Sales - Dec 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,571	1,903	4,039	10,513	44,271	16,863	40,408	#####
2	Sport utility vehicles (SUV)	2,173	1,001	2,721	5,895	21,064	9,466	26,355	56,885
3	Cross-over cars	494	165	401	1,060	5,244	1,301	3,686	10,231
4	Multi-purpose vehicles (MPV)	1,382	740	2,877	4,999	9,698	6,544	23,291	39,533
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	690	107	506	1,303	8,488	1,193	5,253	14,934
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	46	-	69	115	755	-	756	1,511
10	Thaco Peugeot's PC subtotal	130	39	140	309	1,488	475	1,673	3,636
	Subtotal	9,486	3,957	10,753	34,194	91,633	36,648	103,025	289,999
	In percentage (%)	39.21%	16.35%	44.44%	100.00%	39.89%	15.69%	44.42%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,041	384	862	2,287	9,852	3,999	8,916	22,767
12	Vans	59	3	32	94	827	23	536	1,386
13	Small trucks (G.V.M ≤ 5,000 Kg)	851	174	1,090	2,115	8,452	1,611	10,323	20,386
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	572	129	599	1,300	6,362	1,766	7,932	16,060
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	76	3	108	187	780	19	650	1,449
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	97	26	258	381	761	217	1,668	2,646
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,896	719	2,829	6,444	37,034	7,635	30,025	64,694
	In percentage (%)	42.36%	11.30%	46.34%	100.00%	41.79%	11.80%	46.41%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	185	15	99	299	2,237	547	2,439	5,223
22	Medium buses / Coaches [(17-30) seats]	2	3	7	12	112	48	145	305
23	Large buses / Coaches [(31-55) seats]	97	59	153	309	1,018	508	1,225	2,751
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	65	-	-	65	203	-	-	203
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	1	-	25	26	1	-	378	379
	Subtotal	349	77	279	695	3,570	1,103	3,809	8,482
	In percentage (%)	50.95%	11.24%	37.81%	100.00%	42.09%	13.00%	44.91%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	69	23	78	170	947	542	1,641	3,130
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	2	3
34	Garbages	-	-	9	9	-	-	39	39
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	8	8
37	Crane trucks	-	-	1	1	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-

Maker	Model name	Vama Clasification	Sales - Dec 2019				Share	Sales - YTM 2019				Share
			North	Central	South	Total		North	Central	South	Total	
39	Truck-mounted concret pumps		-	-	-	-	-	-	-	-	-	
40	Car transport (carrying) truck		-	-	-	-	-	-	-	-	-	
41	Hooklift		-	-	1	1	-	-	2	2		
42	Prisoner transport truck		-	-	-	-	-	-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)		-	-	-	-	-	-	-	-	-	
44	Sewage suction truck (SPV)		-	-	1	1	-	-	5	5		
45	Vaccum tank truck (SPV)		-	-	-	-	-	-	-	-	-	
46	Aerial Platform Truck(SPV)		-	-	-	-	-	-	-	-	-	
47	Stage truck (SPV)		-	-	-	-	-	-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)		-	-	-	-	-	-	-	-	-	
	Subtotal		69	23	90	183		948	543	1,701	3,191	
	In percentage (%)		37.91%	12.64%	49.45%	100.00%		29.71%	16.99%	53.31%	100.00%	
	Grand-total		12600	4774	14051	31425		123185	45328	137560	306073	
	In percentage (%)		40.10%	15.19%	44.71%	100.00%		40.25%	14.81%	44.94%	100.00%	