

Maker	Model name	Vama Classification	Seat	Sales - Sep 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	4			4	74				74			
Mekong Auto	Changan 1,0T -Canvas box	Light truck	2 seats	6			6	85				85			
Mekong Auto	Changan 1,0T -Composite Box	Light truck	2 seats					16				16			
Mekong	Sub-total						10	175				175			
Vinfast (Chevrolet)	Trailblazer LTZ	SUV	7 seats	24	13	26	63	305	193	331		829			
Vinfast (Chevrolet)	Colorado LTZ	Pick-up	5 seats	62	32	70	164	548	234	528		1,310			
Vinfast (Chevrolet)	Xe khác	Sedan	5 seats					-	4	3		7			
Vinfast (Chevrolet)	Sub-total						86	45	96	227		853	431	862	2,146
Mitsubishi	Outlander	SUV	7 seats	170	84	110	364	1139	728	835		2702			
Mitsubishi	Pajero Sport	SUV	7 seats	22	16	26	64	292	119	241		652			
Mitsubishi	Mirage	Sedan	5 seats	39	27	13	79	240	225	115		580			
Mitsubishi	Attrage	Sedan	5 seats	67	102	59	228	530	675	479		1684			
Mitsubishi	Triton	Pick-up	5 seats	131	56	60	247	905	497	444		1846			
Mitsubishi	Xpander	MPV	7 seats	556	580	945	2081	3,529	3,229	5,227		11985			
Mitsubishi	Sub-total						985	865	1213	3063		6635	5473	7341	19449
Suzuki	Carry Blind Van	Van	2 seats	126	5	68	199	628	18	398		1044			
Suzuki	Carry Truck	Small truck	2 seats	130	7	76	213	787	46	598		1431			
Suzuki	Super Carry Pro	Small truck	2 seats	34	6	35	75	518	79	599		1196			
Suzuki	Ertiga 5MT	MPV	7 seats	11	6	28	45	31	14	125		170			
Suzuki	Ertiga 4AT	MPV	7 seats	23	5	12	40	234	57	299		590			
Suzuki	Swift	Hatchback	5 seats	155	22	71	248	668	105	293		1066			
Suzuki	Ciaz	Sedan	5 seats	160	19	160	339	534	79	494		1107			
Suzuki	Celerio GL MT	Hatchback	5 seats	12	5	51	68	95	46	274		415			
Suzuki	Celerio GL CVT	Hatchback	5 seats	85	9	63	157	414	65	368		847			
Suzuki	Sub-total						736	84	564	1384		3909	509	3448	7866
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	144	26	130	300	687	221	1049		1957			
Toyota	Camry 2.5G/KL	Sedan	5 seats												
Toyota	Camry 2.0E /KE	Sedan	5 seats	102	25	93	220	727	201	680		1608			
Toyota	Camry 3.5Q	Sedan	5 seats												
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	149	58	98	305	1287	381	1095		2763			
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats			3	3	9	1	54		64			
Toyota	Corolla Altis 2.0/CQ	Sedan	5seats	5		5	10	24	1	56		81			
Toyota	Corolla Altis RS	Sedan	5seats												
Toyota	Vios 1.5G/VG	Sedan	5 seats	566	260	390	1216	4675	1833	3372		9880			
Toyota	Vios 1.5E/VE	Sedan	5 seats	410	139	568	1117	3527	955	4758		9240			
Toyota	Vios 1.5J	Sedan	5 seats												
Toyota	Vios Limo	Sedan	5 seats												
Toyota	Innova G	MPV	8 seats	44	11	147	202	418	96	1589		2103			
Toyota	Innova E	MPV	8 seats	115	58	686	859	851	503	5226		6580			
Toyota	Innova V	MPV	8 seats	3		12	15	41	2	123		166			
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	24	8	16	48	38	10	31		79			
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	74	43	168	285	777	288	1371		2436			
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	199	104	352	655	221	128	525		874			
Toyota	Fortuner Diesel/FG - CKD	SUV	8 seats	46	38	266	350	62	49	421		532			
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	54	7	28	89	76	12	47		135			
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats												
Toyota	Fortuner Gasoline (4x2) TRD - CKD	SUV	8 seats	1		8	9	1		8		9			
Toyota	Hiace Gasoline 2.7	Minibus	16 seats												
Toyota	Hiace Diesel 2.5	Minibus	16 seats	10		5	15	162	15	353		530			
Toyota	Hiace Super Wagon	Minibus	10 seats												
Toyota	Landcruiser 200 GX 470	SUV	8 seats	18	3	16	37	78	25	61		164			
Toyota	Land Prado	SUV	8 seats	42	8	22	72	331	58	212		601			
Toyota	FT86	Sedan	5 seats												
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	28	21	22	71	277	132	234		643			
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	21	6	2	29	131	36	52		219			
Toyota	Hilux E (4x2)	Pick-up	5 seats	4	3	10	17	4	3	10		17			
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	48	37	54	139	485	223	481		1189			
Toyota	Yaris E	Sedan	5 seats												
Toyota	Yaris G	Sedan	5 seats	179	47	74	300	1135	389	746		2270			
Toyota	Alphard	MPV	7 seats	5		4	9	29	2	51		82			
Toyota	Avanza AG	MPV	7 seats	5	9	26	40	85	51	133		269			
Toyota	Avanza AE	MPV	7 seats	2	3	16	21	71	44	148		263			
Toyota	Wigo WG	Sedan	5 seats	169	53	113	335	1419	389	1012		2820			
Toyota	Wigo WE	Sedan	5 seats	112	43	92	247	1319	398	1027		2744			
Toyota	Rush	SUV	7 seats	118	58	143	319	724	287	824		1835			
Toyota	Sub-total						2697	1068	3569	7334		20832	7378	28595	56805
Isuzu	D-Max 4x4	Pick-up	5 seats	13		2	15	56		63		119			
Isuzu	D-Max 4x2	Pick-up	5 seats			9	9	40		166		206			
Isuzu	mu-X	SUV	7 seats	11		46	57	91		328		419			
Isuzu	NLR	Small truck	3 seats												
Isuzu	NMR	Small truck	3 seats			5	5	12	2	89		103			
Isuzu	NPK	Light truck	3 seats	15	4	29	48	95	13	184		292			
Isuzu	NQL	Light truck	3 seats	33	3	63	99	256	17	376		649			
Isuzu	QKR	Small truck	3 seats	124	23	339	486	795	142	2259		3196			
Isuzu	FRR	Medium truck	3 seats	12	1	38	51	67	4	247		318			
Isuzu	FVB	Medium truck	3 seats	6	1	10	17	36	3	54		93			
Isuzu	FVM	Medium truck	5 seats	7	1	24	32	113	31	114		249			

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				North	Central	South	Total		North	Central	South	Total	
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				37	37				289	289	
Isuzu	Sub-total			221	33	565	819	1483	184	3877	5544		
Ford	Focus	Sedan		8		3	11	601	156	447	1204		
Ford	EcoSport	SUV		132	67	153	352	1166	569	1331	3066		
Ford	Transit	Mimibus	16 seats	181	48	170	399	1594	451	1753	3798		
Ford	Ranger	Pick-up	5 seats	415	164	396	975	3864	1398	3774	9036		
Ford	Everest	SUV	7 seats	271	101	317	689	2103	751	2680	5534		
Ford	Explorer	SUV		35	11	29	75	270	81	331	682		10.6%
Ford	Sub-total			1042	391	1068	2501	9598	3406	10316	23320		
Hino	HINO	Other Truck	3 seats	96	29	150	275	507	142	1012	1661		
Hino	Bus Chassis	Chassis											
Hino	Sub-total			96	29	150	275	507	142	1012	1661		0.8%
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats	16	5	14	35	93	40	114	247		
SAMCO	SAMCO B40 - B80	Large bus	40 seats	-	-	12	12	76	10	86	172		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	-	-			3	1	5	9		
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			4	4			28	28		
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							2	2		
SAMCO	Hooklift	Hooklift (SPV)	3 seats										
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 chura chay	Xe chi huy chura chay (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			16	5	30	51	172	51	250	473		
THACO KIA	Morning	Hatchback	5 seats	354	39	228	621	4,508	500	2,517	7525		
THACO KIA	Cerato	Sedan	5 seats	465	94	279	838	4,334	1,138	2,867	8339		
THACO KIA	Sorento	SUV	7 seats	35	12	66	113	255	99	664	1018		
THACO KIA	Rondo	MPV	7 seats	28	17	61	106	94	209	640	943		
THACO KIA	Sedona	MPV	7 seats	69	8	126	203	509	92	1,485	2086		
THACO KIA	Optima	Sedan	5 seats	32	7	34	73	211	61	279	551		9.6%
THACO KIA	Soluto	Sedan	5 seats	261	93	265	619	261	93	265	619		
THACO KIA	Xe khác	Sedan	5 seats					-	-	-	-		
THACO KIA	Sub-total			1244	270	1059	2573	10172	2192	8717	21081		
THACO MAZDA	Mazda2	Hatchback	5 seats	13	8	15	36	214	65	173	452		
THACO MAZDA	Mazda2	Sedan	5 seats	61	20	45	126	661	275	485	1421		
THACO MAZDA	Mazda3	Hatchback	5 seats	61	17	57	135	548	165	464	1177		
THACO MAZDA	Mazda3	Sedan	5 seats	459	122	297	878	4,602	1,285	3,260	9147		
THACO MAZDA	CX-5	Crossover	5 seats	386	80	243	709	4,100	972	2,870	7942		
THACO MAZDA	Mazda 6	Sedan	5 seats	37	10	55	102	485	132	755	1372		
THACO MAZDA	BT-50	Pick-up	5 seats	39	19	50	108	622	261	597	1480		
THACO MAZDA	CX-8	SUV	7 seats	162	9	136	307	633	95	850	1578		
THACO MAZDA	Sub-total			1218	285	898	2401	11865	3250	9454	24569		
THACO PREMIUM	Peugeot	peugeot	7 seats	121	47	144	312	1,130	349	1,276	2755		
THACO PREMIUM	Sub-total			121	47	144	312	1130	349	1276	2755		1.3%
THACO TRUCK	K2700 (K200)	Small truck	2 seats	315	47	174	536	1651	333	1324	3308		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	305	53	275	633	2260	512	2389	5161		
THACO TRUCK	Thaco truck	Light truck	2 seats	241	110	340	691	2426	879	2852	6157		
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	52	45	125	222	774	431	1319	2524		7.8%
THACO TRUCK	Sub-total			913	255	914	2082	7111	2155	7884	17150		
BUS THACO	Thaco 28 45 seats	Large bus	28 - 45 seats	75	25	68	168	459	365	789	1613		
BUS THACO	Mimibus	Mimibus						-	-	-	-		
BUS THACO	Sub-total			75	25	68	168	459	365	789	1613		0.7%
Honda	CR-V	SUV	7 seats	393	190	327	910	4254	2061	4007	10322		
Honda	CITY	Sedan	5 seats	293	249	414	956	2264	1578	3397	7239		
Honda	Jazz	Sedan	5 seats	22	8	41	71	346	121	516	983		
Honda	Accord	Sedan	5 seats										
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	52	71	191	314	391	488	1287	2166		10.9%
Honda	Brio	Sedan	5 seats	108	92	153	353	537	424	635	1596		
Honda	HR-V	SUV	5 seats	69	60	133	262	511	454	721	1686		
Honda	Sub-Total			937	670	1259	2866	8303	5126	10563	23992		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	8			8	139			139		
VINAMOTOR	Hyundai	Medium truck	Under 10T	45			45	412	5	2	419		0.3%
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	1			1	53			53		
VINAMOTOR	Sub-Total			54			54	604	5	2	611		
VEAM	VEAM Motor	Light truck	2-3	29	8	32	69	212	61	550	823		
VEAM	MAZ	Medium truck	2-3					27		2	29		0.4%
VEAM	Sub-Total			29	8	32	69	239	61	552	852		
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats	1	4	3	8	133	89	72	294		
TCIEV		Sedan		30	5	6	41	168	20	146	393		1.0%

Maker	Model name	Vama Classification	Seat	Sales - Sep 2019				Share	Sales - YTM 2019				Share	
				North	Central	South	Total		North	Central	South	Total		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	47	7	4	58	1.9%	290	82	75	447	1.9%	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	86	5	5	96		424	55	116	595		
TCIEV				164	21	18	203		1315	485	369	2169		
HYUNDAI	County	Medium bus	29 seats					1.9%					1.9%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	209	52	261	522		1,680	421	2,100	4,201		
DO THANH				209	52	261	522		1680	421	2100	4201		
VIDABUS	FX120	Large bus	47 seats					0.0%					0.1%	
VIDABUS	BX212	Large bus	41 seats	1			1		3			3		
VIDABUS	GDW6117	Large bus	47 seats						16			16		
VIDABUS	BC095	City bus	60 seats	2			2		99		2	101		
VIDABUS	GDW6901	City bus	60 seats											
DAEWOO BUS		Sub-Total		3			3		118		2	120		
		Sub-Total												

No	Vehicle Type	Sales - Sep 2019				Sales - YTM 2019			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,931	1,574	3,584	9,089	31,407	11,851	29,311	72,569
2	Sport utility vehicles (SUV)	2,033	844	2,397	5,274	15,202	6,789	18,856	40,847
3	Cross-over cars	386	80	243	709	4,100	972	2,870	7,942
4	Multi-purpose vehicles (MPV)	861	697	2,063	3,621	5,892	4,299	15,046	25,237
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	680	100	485	1,265	6,447	946	4,089	11,482
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	625	206	603	1,434
9	Lexus's PC subtotal	91	-	50	141	605	-	614	1,219
10	Thaco Peugeot's PC subtotal	121	47	144	312	1,130	349	1,276	2,755
	Subtotal	8,183	3,342	8,968	20,411	68,408	28,412	72,865	169,686
	In percentage (%)	39.70%	16.37%	43.93%	100.00%	40.01%	15.54%	44.45%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	761	338	675	1,774	6,932	2,784	6,349	16,065
12	Vans	126	5	68	199	628	18	398	1,044
13	Small trucks (G.V.M ≤ 5,000 Kg)	909	136	904	1,949	6,076	1,114	7,258	14,448
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	537	177	725	1,439	4,844	1,391	6,062	12,297
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	70	3	72	145	577	15	416	1,008
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	96	29	150	275	507	142	1,012	1,661
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	2,295	680	2,594	5,731	19,564	5,464	21,495	46,523
	In percentage (%)	43.23%	11.90%	44.87%	100.00%	42.05%	11.74%	46.20%	100.00%
	Buses								
21	Minibuses [(10-16) seats]	191	48	175	414	1,756	466	2,106	4,328
22	Medium buses / Coaches [(17-30) seats]	16	5	14	35	93	40	114	247
23	Large buses / Coaches [(31-55) seats]	84	25	80	189	696	376	880	1,952
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	2	-	-	2	99	-	2	101
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	37	37	-	-	289	289
	Subtotal	293	78	289	640	2,644	882	3,102	6,628
	In percentage (%)	45.78%	12.19%	42.03%	100.00%	39.89%	13.31%	46.80%	100.00%
III	Special-Purpose Vehicles								
28	Dump trucks	52	45	125	222	774	431	1,319	2,524
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	2	2
34	Garbages	-	-	4	4	-	-	28	28
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	-	-	-	-	-	-	-	-
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	51	45	129	226	774	431	1,364	2,558
	In percentage (%)	23.01%	19.91%	57.08%	100.00%	30.13%	16.78%	53.09%	100.00%
	Grand-total	10947	4153	11958	27058	88390	32189	98626	219205
	In percentage (%)	40.46%	15.35%	44.19%	100.00%	40.32%	14.68%	44.99%	100.00%