

Maker	Model name	Vama Classification	Seat	Sales - January 2020				Share	Sales - YTM 2020				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				-					-	
Mekong Auto	Changan 1.0T -Canvas box	Light truck	2 seats				-					-	
Mekong Auto	Changan 1.0T -Composite Box	Light truck	2 seats				-					-	
							-					-	
							-					-	
							-					-	
Mekong	Sub-total						-					-	
Vinfast (Chevrolet)	Trailblazer LTZ	SUV	7 seats	10	8	12	30	10	8	12	30		
Vinfast (Chevrolet)	Colorado LTZ	Pick-up	5 seats	20	15	24	59	20	15	24	59		
Vinfast (Chevrolet)	Xe khác	Sedan	5 seats					-	-	-			
								-	-	-			
								-	-	-			
								-	-	-			
Vinfast (Chevrolet)	Sub-total			30	23	36	89	30	23	36	89		
Mitsubishi	Outlander	SUV	7 seats	45	13	34	92	45	13	34	92		
Mitsubishi	Pajero Sport	SUV	7 seats	18	5	14	37	18	5	14	37		
Mitsubishi	Mirage	Sedan	5 seats	10	11	7	28	10	11	7	28		
Mitsubishi	Attrage	Sedan	5 seats	73	46	66	185	73	46	66	185		
Mitsubishi	Triton	Pick-up	5 seats	87	45	37	169	87	45	37	169		
Mitsubishi	Xpander	MPV	7 seats	389	216	554	1159	389	216	554	1159		
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			622	336	712	1670	622	336	712	1670		
Suzuki	Carry Blind Van	Van	2 seats	22		9	31	22		9	31		
Suzuki	Carry Truck	Small truck	2 seats	8		26	34	8		26	34		
Suzuki	Super Carry Pro	Small truck	2 seats	58		40	98	58		40	98		
Suzuki	Ertiga 5MT	MPV	7 seats										
Suzuki	Ertiga 4AT	MPV	7 seats	50	3	20	73	50	3	20	73		
Suzuki	Swift	Hatchback	5 seats			1	1			1	1		
Suzuki	Ciaz	Sedan	5 seats										
Suzuki	Celerio GL MT	Hatchback	5 seats	10		9	19	10		9	19		
Suzuki	Celerio GL CVT	Hatchback	5 seats	43	2	15	60	43	2	15	60		
Suzuki													
Suzuki	Sub-total			191	5	120	316	191	5	120	316		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	105	39	126	270	105	39	126	270		
Toyota	Camry 2.5G/KL	Sedan	5 seats										
Toyota	Camry 2.0E/KE	Sedan	5 seats	55	14	75	144	55	14	75	144		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	67	19	48	134	67	19	48	134		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats			1	1			1	1		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	1		1	2	1		1	2		
Toyota	Corolla Altis RS	Sedan	5 seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	353	179	240	772	353	179	240	772		
Toyota	Vios 1.5E/VE	Sedan	5 seats	315	104	407	826	315	104	407	826		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	30	4	119	153	30	4	119	153		
Toyota	Innova E	MPV	8 seats	39	18	184	241	39	18	184	241		
Toyota	Innova V	MPV	8 seats	2		9	11	2		9	11		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/EVD	SUV	8 seats	49	8	17	74	49	8	17	74		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	36	14	46	96	36	14	46	96		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	86	34	152	272	86	34	152	272		
Toyota	Fortuner Diesel/FG	SUV	8 seats	28	17	124	169	28	17	124	169		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	27	3	10	40	27	3	10	40		
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats	15		24	39	15		24	39		
Toyota	Hiace Gasoline 2.7	Minibus	16 seats										
Toyota	Hiace Diesel 2.5	Minibus	16 seats										
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	12	3	6	21	12	3	6	21		
Toyota	Land Prado	SUV	8 seats	28	4	13	45	28	4	13	45		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	17	11	6	34	17	11	6	34		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	5	1	2	8	5	1	2	8		
Toyota	Hilux E (4x2)	Pick-up	5 seats	4	2	6	12	4	2	6	12		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	15	7	18	40	15	7	18	40		
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats	20	24	29	73	20	24	29	73		
Toyota	Alphard	MPV	7 seats	5		4	9	5		4	9		
Toyota	Avanza AG	MPV	7 seats	6	4	12	22	6	4	12	22		
Toyota	Avanza AE	MPV	7 seats	4	1	9	14	4	1	9	14		
Toyota	Wigo WG	Sedan	5 seats	39	17	44	100	39	17	44	100		
Toyota	Wigo WE	Sedan	5 seats	19	12	51	82	19	12	51	82		
Toyota	Rush	SUV	7 seats	64	48	107	219	64	48	107	219		
Toyota	Sub-total			1446	587	1890	3923	1446	587	1890	3923		
Isuzu	D-Max	Pick-up	5 seats	10		32	42	10		32	42		
Isuzu	mu-X	SUV	7 seats	9		72	81	9		72	81		
Isuzu	QKR	Small truck	3 seats	16	14	42	72	16	14	42	72		
Isuzu	NMR	Small truck	3 seats										
Isuzu	NPK	Light truck	3 seats	2		2	4	2		2	4		
Isuzu	NQL	Light truck	3 seats	4	1	2	7	4	1	2	7		
Isuzu	FRR	Medium truck	3 seats	2		3	5	2		3	5		
Isuzu	FVR	Medium truck	3 seats	13		1	14	13		1	14		
Isuzu	FVM	Medium truck	3 seats	8		6	14	8		6	14		
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu	Bus Chassis	Chassis				30	30			30	30		
Isuzu	Sub-total			64	15	160	239	64	15	160	239		
Ford	EcoSport	SUV		42	27	59	128	42	27	59	128		
Ford	Transit	Minibus	16 seats	29	11	18	58	29	11	18	58		
Ford	Ranger	Pick-up	5 seats	127	125	251	503	127	125	251	503		
Ford	Everest	SUV	7 seats	167	81	268	516	167	81	268	516		
Ford	Explorer	SUV	7 seats	6	4	18	28	6	4	18	28		

Maker	Model name	Vama Classification	Seat	Sales - January 2020					Share	Sales - YTM 2020					Share
				North	Central	South	Total	North		Central	South	Total			
Ford	Tourneo	MPV	7 seats	4	1	30	35	8.3%	4	1	30	35	8.3%		
Sub-total				375	249	644	1268		375	249	644	1268			
Hino	HINO	Other Truck	3 seats	35	13	78	126	0.8%	35	13	78	126	0.8%		
Hino	Bus Chassis	Chassis													
Sub-total				35	13	78	126		35	13	78	126			
SAMCO	SAMCO 29 CN (KGP1E4; KGP2E4)	Medium bus	29 seats	1		3	4	0.3%	1		3	4	0.3%		
SAMCO	SAMCO 29 CN (KGQAE4; KGQCE4)	Medium bus	29 seats	2	2	1	5		2	2	1	5			
SAMCO	SAMCO 34 CN (KGQBE4; KGQDE4)	Large bus	34 seats	1		1	2		1		1	2			
SAMCO	SAMCO 29 CN (KGQ1E4)	Medium bus	29 seats		1		1			1		1			
SAMCO	SAMCO 34 CN (KGQ2E4)	Large bus	34 seats												
SAMCO	SAMCO 21CN+19CD (BGPIE4)	Large bus	21seats&19stands												
SAMCO	SAMCO 19CN+11CD (BGPIE4)	Large bus	19seats + 11 stands	2			2					2			
SAMCO	SAMCO 26CN+25CD (BGQ1E4)	Large bus	26seats&25stands			8	8				8	8			
SAMCO	SAMCO 19CN+36CD (BGQSE4)	Large bus	19seats&36stands	19			19			19		19			
SAMCO	SAMCO 29CN+13CD (BGQ2E4)	Large bus	29seats&13stands												
SAMCO	SAMCO 27CN+24CD (BGC2)	Large bus	27seats&24stands												
SAMCO	SAMCO 27CN+33CD (BSD2)	Large bus	31seats & 34 stands												
SAMCO	SAMCO 40CN+28CD (BF4-1)	Large bus	40seats&29stands												
SAMCO	SAMCO 47CN (KSD1)	Large bus	46 seats	1		1	2		1		1	2			
SAMCO	SAMCO 42CN (KGV5)	Large bus	42 seats												
SAMCO	SAMCO PRIMAS GIUONG NAM (KGV1/KGV5)	Large bus	41bunk+2seats												
SAMCO	SAMCO GN VIP (KGV7)	Large bus	33 sleeps + 2 seats			10	10			10	10				
SAMCO	Bus Chassis	Chassis													
Sub-total				26	3	24	53		26	3	24	53			
THACO KIA	Morning	Hatchback	5 seats	236	43	126	405	13.0%	236	43	126	405	13.0%		
THACO KIA	Cerato	Sedan	5 seats	330	57	216	603		330	57	216	603			
THACO KIA	Sorento	SUV	7 seats	31	5	47	83		31	5	47	83			
THACO KIA	Rondo	MPV	7 seats	7	25	53	85		7	25	53	85			
THACO KIA	Sedona	MPV	7 seats	27	8	81	116		27	8	81	116			
THACO KIA	Optima	Sedan	5 seats	38	6	31	75		38	6	31	75			
THACO KIA	Soluto	Sedan	5 seats	270	104	231	605		270	104	231	605			
Sub-total				939	248	785	1972		939	248	785	1972			
THACO MAZDA	Mazda2	Hatchback	5 seats	11	5	7	23	12.3%	11	5	7	23	12.3%		
THACO MAZDA	Mazda2	Sedan	5 seats	53	24	30	107		53	24	30	107			
THACO MAZDA	Mazda3	Hatchback	5 seats	23	6	28	57		23	6	28	57			
THACO MAZDA	Mazda3	Sedan	5 seats	483	103	215	801		483	103	215	801			
THACO MAZDA	CX-5	Crossover	5 seats	254	58	116	428		254	58	116	428			
THACO MAZDA	Mazda 6	Sedan	5 seats	41	6	61	108		41	6	61	108			
THACO MAZDA	BT-50	Pick-up	5 seats	70	20	22	112		70	20	22	112			
THACO MAZDA	CX-8	SUV	7 seats	90	16	129	235		90	16	129	235			
Sub-total				1025	238	608	1871	1025	238	608	1871				
THACO PREMIUM	Peugeot	peugeot	7 seats	68	29	105	202	1.3%	68	29	105	202	1.3%		
Sub-total				68	29	105	202		68	29	105	202			
THACO TRUCK	K2700 (K200)	Small truck	2 seats	82	29	82	193	5.4%	82	29	82	193	5.4%		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	75	37	96	208		75	37	96	208			
THACO TRUCK	Thaco truck	Light truck	2 seats	106	75	134	315		106	75	134	315			
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	31	21	53	105		31	21	53	105			
Sub-total				294	162	365	821	294	162	365	821				
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	63	35	92	190	1.2%	63	35	92	190	1.2%		
Sub-total				63	35	92	190		63	35	92	190			
Honda	CR-V	SUV	7 seats	250	100	199	549	12.6%	250	100	199	549	12.6%		
Honda	CITY	Sedan	5 seats	214	127	240	581		214	127	240	581			
Honda	Jazz	Sedan	5 seats	9	16	19	44		9	16	19	44			
Honda	Accord	Sedan	5 seats	3	7	12	22		3	7	12	22			
Honda	Odyssey	MPV	7 seats												
Honda	Civic	Sedan	5 seats	51	76	135	262		51	76	135	262			
Honda	Brio	Sedan	5 seats	82	89	81	252		82	89	81	252			
Honda	HR-V	SUV	5 seats	92	30	84	206		92	30	84	206			
Sub-Total				701	445	770	1916	701	445	770	1916				
VINAMOTOR	Hyundai	Large bus	29-80 Seats	1			1	0.2%	1			1	0.2%		
VINAMOTOR	Hyundai	Medium truck	Under 10T	14			14		14			14			
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	10			10		10			10			
Sub-Total				25			25	25			25				
VEAM	VEAM Motor	Light truck	2~3		2	1	3	0.0%		2	1	3	0.0%		
VEAM	MAZ	Medium truck	2~3												
Sub-Total					2	1	3			2	1	3			
TCIEV	Sunny XL	Sedan	5 seats	34	14	3	51	0.1%	34	14	3	51	0.1%		
TCIEV	Sunny XV	Sedan	5 seats	23	16	5	44		23	16	5	44			
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	22	12	8	42		22	12	8	42			
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	36	5	30	71		36	5	30	71			
Sub-Total				115	47	46	208		115	47	46	208			
HYUNDAI	County	Medium bus	29 seats					1.1%					1.1%		
HYUNDAI	Mighty CBU	Light truck	3 seats												
HYUNDAI	Mighty CKD	Light truck	3 seats	69	17	86	172		69	17	86	172			
Sub-Total				69	17	86	172	69	17	86	172				
VIDABUS	FX120	Large bus	47 seats					0.1%					0.1%		
VIDABUS	BX212	Large bus	41 seats												
VIDABUS	GDW6117	Large bus	47 seats												
VIDABUS	BC095	City bus	60 seats	15			15		15			15			
VIDABUS	GDW6901	City bus	60 seats												
Sub-Total				15			15	15			15				

Maker	Model name	Vama Classification	Seat	Sales - January 2020				Share	Sales - YTM 2020				Share		
				North	Central	South	Total		North	Central	South	Total			
				Sales - January 2020				Sales - YTM 2020							
No	Vehicle Type			North	Central	South	Total		North	Central	South	Total			
I Passenger cars (PC)															
1	Sedans			2,688	1,110	2,374	6,172		2,688	1,110	2,374	6,172			
2	Sport utility vehicles (SUV)			1,163	437	1,473	3,073		1,163	437	1,473	3,073			
3	Cross-over cars			254	58	116	428		254	58	116	428			
4	Multi-purpose vehicles (MPV)			563	280	1,075	1,918		563	280	1,075	1,918			
5	Convertible cars			-	-	-	-		-	-	-	-			
6	Hatchback			323	56	186	565		323	56	186	565			
7	Others (please specify)			-	-	-	-		-	-	-	-			
8	Mercedes-Benz's PC subtotal			-	-	-	-		-	-	-	-			
9	Lexus's PC subtotal			66	-	66	132		66	-	66	132			
10	Thaco Peugeot's PC subtotal			68	29	105	202		68	29	105	202			
Subtotal				8,125	1,976	8,988	12,989		8,125	1,976	8,988	12,989			
In percentage (%)				41.03%	15.77%	43.19%	100.00%		41.03%	15.77%	43.19%	100.00%			
II Commercial vehicles (CV)															
Trucks															
11	Pick-ups			355	226	398	979		355	226	398	979			
12	Vans			22	-	9	31		22	-	9	31			
13	Small trucks (G.V.M ≤ 5,000 Kg)			249	80	286	615		249	80	286	615			
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			181	95	225	501		181	95	225	501			
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			37	-	10	47		37	-	10	47			
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			35	13	78	126		35	13	78	126			
19	Tractor trucks			-	-	-	-		-	-	-	-			
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-			
Subtotal				879	414	1,896	2,299		879	414	1,896	2,299			
In percentage (%)				38.23%	18.01%	43.76%	100.00%		38.23%	18.01%	43.76%	100.00%			
Buses															
21	Minibuses [(10-16) seats]			29	11	18	58		29	11	18	58			
22	Medium buses / Coaches [(17-30) seats]			5	3	12	20		5	3	12	20			
23	Large buses / Coaches [(31-55) seats]			85	35	104	224		85	35	104	224			
24	Sleeping buses			-	-	-	-		-	-	-	-			
25	City buses of all lengths			15	-	-	15		15	-	-	15			
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-			
27	Bus chassis (incompletely-built vehicles)			-	-	30	30		-	-	30	30			
Subtotal				134	49	134	317		134	49	134	317			
In percentage (%)				42.27%	15.46%	42.27%	100.00%		42.27%	15.46%	42.27%	100.00%			
III Special-Purpose Vehicles															
28	Dump trucks			31	21	53	105		31	21	53	105			
29	Concrete mixer trucks			-	-	-	-		-	-	-	-			
30	Tanker trucks			-	-	-	-		-	-	-	-			
31	Refrigerator trucks			-	-	-	-		-	-	-	-			
32	Ambulance			-	-	-	-		-	-	-	-			
33	Fire-fighting trucks			-	-	-	-		-	-	-	-			
34	Garbages			-	-	-	-		-	-	-	-			
35	Hydraulic crane truck			-	-	-	-		-	-	-	-			
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-			
37	Crane trucks			-	-	-	-		-	-	-	-			
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-			
39	Truck-mounted concretet pumps			-	-	-	-		-	-	-	-			
40	Car transport (carrying) truck			-	-	-	-		-	-	-	-			
41	Hooklift			-	-	-	-		-	-	-	-			
42	Prisoner transport truck			-	-	-	-		-	-	-	-			
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-			
44	Sewage suction truck (SPV)			-	-	-	-		-	-	-	-			
45	Vacuum tank truck (SPV)			-	-	-	-		-	-	-	-			
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-			
47	Stage truck (SPV)			-	-	-	-		-	-	-	-			
48	Xe chi huy chũa chây (SPV)			-	-	-	-		-	-	-	-			
Subtotal				31	21	53	105		31	21	53	105			
In percentage (%)				29.52%	20.00%	50.48%	100.00%		29.52%	20.00%	50.48%	100.00%			
Grand-total				6169	2454	6588	15211		6169	2454	6588	15211			
In percentage (%)				40.56%	16.13%	43.31%	100.00%		40.56%	16.13%	43.31%	100.00%			