

Maker	Model name	Vama Classification	Sales - Oct 2020				Share	Sales - YTM 2020				Share
			North	Central	South	Total		North	Central	South	Total	
Mekong Auto	Changan 1,0T -Chassic Cabin	Light truck				-					-	
Mekong Auto	Changan 1,0T -Standard box	Light truck				-					-	
Mekong Auto	Changan 1,0T -Canvas box	Light truck				-					-	
Mekong Auto	Changan 1,0T -Composite Box	Light truck				-					-	
						-					-	
						-					-	
						-					-	
<b>Mekong</b>	<b>Sub-total</b>					-					-	
Mitsubishi	Outlander	SUV	172	72	105	349		1269	467	874	2610	
Mitsubishi	Pajero Sport	SUV	86	25	73	184		359	76	249	684	
Mitsubishi	Mirage	Sedan						83	47	27	157	
Mitsubishi	Attrage	Sedan	335	180	243	758		1,486	1,008	1,173	3667	
Mitsubishi	Triton	Pick-up	82	34	36	152		805	419	423	1647	
Mitsubishi	Xpander (CBU)	MPV	480	240	764	1484	9.9%	2,934	1,668	4,375	8977	10.0%
Mitsubishi	Xpander (CKD)	MPV	112	18	69	199		836	434	1,342	2612	
Mitsubishi												
<b>Mitsubishi</b>	<b>Sub-total</b>		<b>1267</b>	<b>569</b>	<b>1290</b>	<b>3126</b>		<b>7772</b>	<b>4119</b>	<b>8463</b>	<b>20354</b>	
Suzuki	Carry Blind Van	Van	107	1	55	163		731	15	545	1291	
Suzuki	Carry Truck	Small truck	279	9	75	363		948	25	483	1456	
Suzuki	Super Carry Pro	Small truck	155	25	174	354		1184	162	1165	2511	
Suzuki	Ertiga 5MT	MPV	7	3	15	25		121	53	290	464	
Suzuki	Ertiga 4AT	MPV	38	3	66	107	6.3%	732	116	874	1722	5.3%
Suzuki	Swift	Hatchback	79	1	27	107		245	12	72	329	
Suzuki	Ciaz	Sedan	50	5	29	84		53	7	36	96	
Suzuki	Celerio GL MT	Hatchback						19	2	19	40	
Suzuki	Celerio GL CVT	Hatchback				2		106	10	45	161	
Suzuki	XL7	SUV	299	65	435	799		1097	235	1334	2666	
<b>Suzuki</b>	<b>Sub-total</b>		<b>1014</b>	<b>112</b>	<b>878</b>	<b>2004</b>		<b>5236</b>	<b>637</b>	<b>4863</b>	<b>10736</b>	
Toyota	Camry	Sedan	205	55	356	616		1530	381	2036	3947	
Toyota	Corolla	Sedan	163	41	103	307		979	230	696	1905	
Toyota	Vios	Sedan	1,667	580	1,196	3443		10984	3633	7946	22563	
Toyota	Innova	MPV	103	15	387	505		629	202	3012	3843	
Toyota	Fortuner	SUV	393	112	599	1104		1852	653	3757	6262	
Toyota	Hiace	Minibus	2			2		16		22	38	
Toyota	Granvia	MPV						1	1	6	8	
Toyota	Landcruiser 200 GX 470	SUV	20	4	3	27		124	22	49	195	
Toyota	Land Prado	SUV	10			10		230	28	71	329	
Toyota	FT86	Sedan										
Toyota	Corolla Cross	SUV	670	268	610	1548		1359	496	1064	2919	
Toyota	Hilux	Pick-up	159	87	136	382	28.0%	940	328	531	1799	24.5%
Toyota	Yaris	Sedan	73	27	35	135		568	239	316	1123	
Toyota	Alphard	MPV	1			1		22	1	28	51	
Toyota	Avanza	MPV	3	6	14	23		55	35	183	273	
Toyota	Wigo	Sedan	106	50	129	285		694	259	902	1855	
Toyota	Rush	SUV	156	72	225	453		908	458	1474	2840	
<b>Toyota</b>	<b>Sub-total</b>		<b>3731</b>	<b>1317</b>	<b>3793</b>	<b>8841</b>		<b>20891</b>	<b>6966</b>	<b>22093</b>	<b>49950</b>	
Isuzu	D-Max	Pick-up	2		3	5		60		114	174	
Isuzu	mu-X	SUV	9		30	39		73		345	418	
Isuzu	QKR	Small truck	175	19	371	565		1064	174	2670	3908	
Isuzu	NMR	Small truck		1	20	21		8	5	139	152	
Isuzu	NPK	Light truck	20	4	32	56		144	25	254	423	
Isuzu	NQL	Light truck	30	1	54	85		201	18	399	618	
Isuzu	FRR	Medium truck	14		47	61		140	4	292	436	
Isuzu	FVR	Medium truck	36		25	61	3.0%	198	2	145	345	3.3%
Isuzu	FVM	Medium truck	21	3	22	46		110	12	120	242	
Isuzu	Tractor Head	Tractor truck (CV)										
Isuzu												
Isuzu												
Isuzu	Bus Chassis	Chassis								176	176	
<b>Isuzu</b>	<b>Sub-total</b>		<b>307</b>	<b>28</b>	<b>604</b>	<b>939</b>		<b>1998</b>	<b>240</b>	<b>4478</b>	<b>6716</b>	
Ford	EcoSport	SUV	104	44	134	282		719	430	923	2072	
Ford	Transit	Minibus	31	6	59	96		360	62	447	869	
Ford	Ranger	Pick-up	566	342	675	1583		3726	1913	4045	9684	
Ford	Everest	SUV	207	99	315	621		1434	622	2097	4153	
Ford	Explorer	SUV	43	16	83	142		399	95	503	997	
Ford	Tourneo	MPV	3	1	22	26	8.7%	43	11	182	236	8.8%
<b>Ford</b>	<b>Sub-total</b>		<b>954</b>	<b>508</b>	<b>1288</b>	<b>2750</b>		<b>6681</b>	<b>3133</b>	<b>8197</b>	<b>18011</b>	
Hino	HINO	Other Truck	98	28	226	352		721	222	1522	2465	
Hino	Bus Chassis	Chassis										
<b>Hino</b>	<b>Sub-total</b>		<b>98</b>	<b>28</b>	<b>226</b>	<b>352</b>		<b>721</b>	<b>222</b>	<b>1522</b>	<b>2465</b>	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	1		8	9		21	10	59	90	
SAMCO	SAMCO B40 ~ B80	Large bus	1		13	14		87		80	167	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus										
SAMCO	Prima	Medium truck			2	2						
SAMCO	Prima	Crane truck (SPV)										

Maker	Model name	Vama Classification	Sales - Oct 2020				Share	Sales - YTM 2020				Share
			North	Central	South	Total		North	Central	South	Total	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)			2	2				8	8	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)								1	1	
SAMCO	Stage truck	Stage truck (SPV)								1	1	
SAMCO	Fire truck	Fire fighting truck (SPV)								2	2	
SAMCO	Hooklift	Hooklift (SPV)								4	4	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)										
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)										
SAMCO	Car carrying truck	Car Carrying Truck (SPV)								1	1	
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)										
SAMCO	Xe chỉ huy chữa cháy	Xe chỉ huy chữa cháy (SPV)										
SAMCO	Xe hiển màu lưu động	Xe hiển màu lưu động (SPV)								1	1	
SAMCO	Bus Chassis	Chassis										
<b>SAMCO</b>	<b>Sub-total</b>		<b>2</b>	<b>25</b>	<b>27</b>		<b>108</b>	<b>11</b>	<b>159</b>	<b>278</b>		
THACO KIA	Morning	Hatchback	293	49	210	552		2,709	293	1,404	4,406	
THACO KIA	Cerato	Sedan	810	138	580	1,528		4,735	820	2,931	8,486	
THACO KIA	Sorento	SUV	70	12	50	132		389	86	509	984	
THACO KIA	Rondo	MPV	49	9	36	94		265	132	459	856	
THACO KIA	Sedona	MPV	83	14	60	157		590	92	717	1,399	
THACO KIA	Optima	Sedan	50	8	36	94		426	55	291	772	
THACO KIA	Soluto	Sedan	384	66	276	726		2,713	729	2,093	5,535	
THACO KIA	Seltos	Crossover	742	126	534	1,402		1,266	316	1,070	2,652	
<b>THACO KIA</b>	<b>Sub-total</b>		<b>2,481</b>	<b>422</b>	<b>1,782</b>	<b>4,685</b>		<b>13,093</b>	<b>2,523</b>	<b>9,474</b>	<b>25,090</b>	
THACO MAZDA	Mazda2	Hatchback	42	8	28	78		244	67	164	475	
THACO MAZDA	Mazda2	Sedan	162	40	74	276		824	227	563	1,614	
THACO MAZDA	Mazda3	Hatchback	75	17	78	170		328	87	328	743	
THACO MAZDA	Mazda3	Sedan	410	90	360	860		3,234	837	2,506	6,577	
THACO MAZDA	CX-5	Crossover	887	148	636	1,671		4,296	874	2,881	8,051	
THACO MAZDA	Mazda 6	Sedan	81	12	106	199		447	86	726	1,259	
THACO MAZDA	BT-50	Pick-up	50	13	49	112		495	163	482	1,140	
THACO MAZDA	CX-8	SUV	252	34	274	560		1,307	208	1,996	3,511	
<b>THACO MAZDA</b>	<b>Sub-total</b>		<b>1,959</b>	<b>362</b>	<b>1,605</b>	<b>3,926</b>		<b>11,175</b>	<b>2,549</b>	<b>9,646</b>	<b>23,370</b>	
THACO PREMIUM	Peugeot	peugeot	234	61	221	516		1,233	358	1,202	2,793	
<b>PEUGEOT</b>	<b>Sub-total</b>		<b>234</b>	<b>61</b>	<b>221</b>	<b>516</b>		<b>1,233</b>	<b>358</b>	<b>1,202</b>	<b>2,793</b>	
THACO TRUCK	K2700 (K200)	Small truck	362	52	235	649		2,669	453	1,860	4,982	
THACO TRUCK	K3000 (K250)	Small truck	291	84	317	692		2,709	591	2,538	5,838	
THACO TRUCK	Thaco truck	Light truck	259	71	375	705		2,156	922	3,439	6,517	
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	85	32	93	210		629	365	968	1,962	
<b>THACO TRUCK</b>	<b>Sub-total</b>		<b>997</b>	<b>239</b>	<b>1,020</b>	<b>2,256</b>		<b>8,163</b>	<b>2,331</b>	<b>8,805</b>	<b>19,299</b>	
BUS THACO	Thaco 28 45 seats	Large bus	17	9	26	52		196	92	304	592	
BUS THACO	Minibus	Minibus										
<b>BUS THACO</b>	<b>Sub-total</b>		<b>17</b>	<b>9</b>	<b>26</b>	<b>52</b>		<b>196</b>	<b>92</b>	<b>304</b>	<b>592</b>	
Honda	CR-V (CBU)	SUV						1,883	648	1,396	3,927	
Honda	CR-V (CKD)	SUV	490	200	431	1,121		1,319	503	1,108	2,930	
Honda	CITY	Sedan	2	3	3	8		2,310	1,332	1,947	5,589	
Honda	Jazz	Sedan						27	22	34	83	
Honda	Accord	Sedan	3	3	9	15		32	28	144	204	
Honda	Odyssey	MPV										
Honda	Civic	Sedan	22	30	96	148		423	369	1,138	1,930	
Honda	Brio	Sedan	96	104	104	304		780	706	716	2,202	
Honda	HR-V	SUV	42	46	54	142		554	310	529	1,393	
<b>Honda</b>	<b>Sub-Total</b>		<b>655</b>	<b>386</b>	<b>697</b>	<b>1,738</b>		<b>7,328</b>	<b>3,918</b>	<b>7,012</b>	<b>18,258</b>	
VINAMOTOR	Hyundai	Large bus	13			13		44			44	
VINAMOTOR	Hyundai	Medium truck	8			8		108			108	
VINAMOTOR	Vinamotor Cabstar	Small truck	11			11		82			82	
<b>VINAMOTOR</b>	<b>Sub-Total</b>		<b>32</b>			<b>32</b>		<b>234</b>			<b>234</b>	
VEAM	VEAM Motor	Light truck	11	4	11	26		136	68	222	426	
VEAM	MAZ	Medium truck										
<b>VEAM</b>	<b>Sub-Total</b>		<b>11</b>	<b>4</b>	<b>11</b>	<b>26</b>		<b>136</b>	<b>68</b>	<b>222</b>	<b>426</b>	
TCIEV	Sunny XL	Sedan						199	47	21	267	
TCIEV	Sunny XV	Sedan						310	176	40	526	
TCIEV	X-Trail 2.0L	SUV						417	147	50	614	
TCIEV	X-Trail 2.5L	SUV						454	59	121	634	
<b>TCIEV</b>	<b>Sub-Total</b>							<b>1,380</b>	<b>429</b>	<b>232</b>	<b>2,041</b>	
HYUNDAI	County	Medium bus										
HYUNDAI	Mighty CBU	Light truck										
HYUNDAI	Mighty CKD	Light truck	92	23	116	231		955	240	1,197	2,392	
<b>DOTHANH</b>	<b>Sub-Total</b>		<b>92</b>	<b>23</b>	<b>116</b>	<b>231</b>		<b>955</b>	<b>240</b>	<b>1,197</b>	<b>2,392</b>	
VIDABUS	FX120	Large bus										
VIDABUS	G12	Large bus										
VIDABUS	BX212	Large bus										
VIDABUS	GDW6117	Large bus						18			18	
VIDABUS	BC095	City bus						32			32	
VIDABUS	GDW6901	City bus										
VIDABUS	G8	Large bus						1		1	2	
VIDABUS	LESTAR LBS1	Medium bus										
VIDABUS	LESTAR SBF1	Medium bus										
VIDABUS	LESTAR LBF1	Medium bus										
VIDABUS	GVD090	City bus						13			13	
<b>DAEWOO BUS</b>	<b>Sub-Total</b>							<b>64</b>		<b>1</b>	<b>65</b>	
<b>Sub-Total</b>												

Maker	Model name	Vama Classification	Sales - Oct 2020				Share	Sales - YTM 2020				Share
			North	Central	South	Total		North	Central	South	Total	
No	Vehicle Type		Sales - Oct 2020					Sales - YTM 2020				
			North	Central	South	Total		North	Central	South	Total	
<b>I Passenger cars (PC)</b>												
1	Sedans		4,619	1,432	3,735	9,786		32,837	11,238	26,282	70,357	
2	Sport utility vehicles (SUV)		3,023	1,069	3,421	7,513		16,146	5,543	18,449	40,138	
3	Cross-over cars		1,629	274	1,170	3,073		5,562	1,190	3,951	10,703	
4	Multi-purpose vehicles (MPV)		879	309	1,433	2,621		6,228	2,745	11,468	20,441	
5	Convertible cars		-	-	-	-		-	-	-	-	
6	Hatchback		489	75	345	909		3,651	471	2,032	6,154	
7	Others (please specify)		-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal		-	-	-	-		-	-	-	-	
9	Lexus's PC subtotal		56	-	50	106		584	-	490	1,074	
10	Thaco Peugeot's PC subtotal		234	61	221	516		1,233	358	1,202	2,793	
	<b>Subtotal</b>		<b>18,929</b>	<b>3,228</b>	<b>18,377</b>	<b>34,534</b>		<b>86,241</b>	<b>21,825</b>	<b>63,874</b>	<b>171,940</b>	
	<b>In percentage (%)</b>		<b>44.56%</b>	<b>13.13%</b>	<b>42.31%</b>	<b>100.00%</b>		<b>43.68%</b>	<b>14.21%</b>	<b>42.12%</b>	<b>100.00%</b>	
<b>II Commercial vehicles (CV)</b>												
<b>Trucks</b>												
11	Pick-ups		859	476	899	2,234		6,026	2,823	5,595	14,444	
12	Vans		107	1	55	163		731	15	545	1,291	
13	Small trucks (G.V.M ≤ 5,000 Kg)		1,273	190	1,192	2,655		8,664	1,410	8,855	18,929	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)		412	103	588	1,103		3,592	1,273	5,511	10,376	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)		79	3	96	178		556	19	559	1,134	
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		98	28	226	352		721	222	1,522	2,465	
19	Tractor trucks		-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal		-	-	-	-		-	-	-	-	
	<b>Subtotal</b>		<b>2,828</b>	<b>801</b>	<b>3,056</b>	<b>6,685</b>		<b>20,299</b>	<b>5,763</b>	<b>22,867</b>	<b>48,639</b>	
	<b>In percentage (%)</b>		<b>42.30%</b>	<b>11.98%</b>	<b>45.71%</b>	<b>100.00%</b>		<b>41.72%</b>	<b>11.85%</b>	<b>46.44%</b>	<b>100.00%</b>	
<b>Buses</b>												
21	Minibuses [(10-16) seats]		33	6	59	98		376	62	469	907	
22	Medium buses / Coaches [(17-30) seats]		1	-	8	9		21	10	59	90	
23	Large buses / Coaches [(31-55) seats]		31	9	39	79		346	92	385	823	
24	Sleeping buses		-	-	-	-		-	-	-	-	
25	City buses of all lengths		-	-	-	-		45	-	-	45	
26	Bus rapid transit (BRT)		-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)		-	-	-	-		-	-	176	176	
	<b>Subtotal</b>		<b>65</b>	<b>15</b>	<b>106</b>	<b>186</b>		<b>788</b>	<b>164</b>	<b>913</b>	<b>1,863</b>	
	<b>In percentage (%)</b>		<b>34.95%</b>	<b>8.06%</b>	<b>56.99%</b>	<b>100.00%</b>		<b>42.25%</b>	<b>8.79%</b>	<b>48.95%</b>	<b>100.00%</b>	
<b>III Special-Purpose Vehicles</b>												
28	Dump trucks		85	32	93	210		629	365	968	1,962	
29	Concrete mixer trucks		-	-	-	-		-	-	-	-	
30	Tanker trucks		-	-	-	-		-	-	-	-	
31	Refrigerator trucks		-	-	-	-		-	-	-	-	
32	Ambulance		-	-	-	-		-	-	-	-	
33	Fire-fighting trucks		-	-	-	-		-	-	2	2	
34	Garbages		-	-	2	2		-	-	8	8	
35	Hydraulic crane truck		-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)		-	-	-	-		-	-	-	-	
37	Crane trucks		-	-	-	-		-	-	-	-	
38	X-Ray medical vehicles		-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps		-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck		-	-	-	-		-	-	1	1	
41	Hooklift		-	-	-	-		-	-	4	4	
42	Prisoner transport truck		-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)		-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)		-	-	-	-		-	-	-	-	
45	Vacuum tank truck (SPV)		-	-	-	-		-	-	1	1	
46	Aerial Platform Truck (SPV)		-	-	-	-		-	-	-	-	
47	Stage truck (SPV)		-	-	-	-		-	-	1	1	
48	Xe chi huy chữa cháy (SPV)		-	-	-	-		-	-	-	-	
49	Xe hiến máu lưu động (SPV)		-	-	-	-		-	-	1	1	
	<b>Subtotal</b>		<b>85</b>	<b>32</b>	<b>93</b>	<b>210</b>		<b>629</b>	<b>365</b>	<b>968</b>	<b>1,962</b>	
	<b>In percentage (%)</b>		<b>40.09%</b>	<b>15.09%</b>	<b>44.81%</b>	<b>100.00%</b>		<b>31.77%</b>	<b>18.43%</b>	<b>49.80%</b>	<b>100.00%</b>	
	<b>Grand-total</b>		<b>13907</b>	<b>4068</b>	<b>13632</b>	<b>31607</b>		<b>87948</b>	<b>27836</b>	<b>88360</b>	<b>204144</b>	
	<b>In percentage (%)</b>		<b>44.00%</b>	<b>12.87%</b>	<b>43.13%</b>	<b>100.00%</b>		<b>43.08%</b>	<b>13.64%</b>	<b>43.28%</b>	<b>100.00%</b>	