

Maker	Model name	Vama Classification	Seat	Sales - Nov 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
Mekong Auto	Changan 1.0T -Classic 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				-					-	
							-					-	
							-					-	
							-					-	
<b>Mekong</b>	<b>Sub-total</b>						-					-	
Mitsubishi	Outlander	SUV	7 seats	377	126	243	746		1646	593	1117	3356	
Mitsubishi	Pajero Sport	SUV	7 seats	60	18	34	112		419	94	283	796	
Mitsubishi	Mirage	Sedan	5 seats						83	46	27	156	
Mitsubishi	Attrage	Sedan	5 seats	273	214	143	630		1,759	1,223	1,316	4,298	
Mitsubishi	Triton	Pick-up	5 seats	116	55	65	236		921	474	488	1,883	
Mitsubishi	Xpander (CBU)	MPV	7 seats	701	439	1,020	2,160		4,175	2,477	6,451	13,103	
Mitsubishi	Xpander (CKD)	MPV	7 seats	52	16	81	149		348	80	367	795	
<b>Mitsubishi</b>	<b>Sub-total</b>			<b>1579</b>	<b>868</b>	<b>1586</b>	<b>4033</b>		<b>9351</b>	<b>4987</b>	<b>10049</b>	<b>24387</b>	<b>10.2%</b>
Suzuki	Carry Blind Van	Van	2 seats	33	1	59	93		764	16	604	1384	
Suzuki	Carry Truck	Small truck	2 seats	62	5	59	126		1010	30	542	1582	
Suzuki	Super Carry Pro	Small truck	2 seats	74	7	94	175		1258	169	1259	2686	
Suzuki	Ertiga 5MT	MPV	7 seats	8	3	20	31		129	56	310	495	
Suzuki	Ertiga 4AT	MPV	7 seats	29	7	72	108		761	123	946	1830	
Suzuki	Swift	Hatchback	5 seats	60	13	19	92		305	25	91	421	
Suzuki	Ciaz	Sedan	5 seats	19	6	12	37		72	13	48	133	
Suzuki	Celerio GL MT	Hatchback	5 seats						19	2	19	40	
Suzuki	Celerio GL CVT	Hatchback	5 seats						106	10	45	161	
Suzuki	XL7	SUV	7 seats	245	51	242	538		1342	286	1576	3204	
<b>Suzuki</b>	<b>Sub-total</b>			<b>530</b>	<b>93</b>	<b>577</b>	<b>1200</b>		<b>5766</b>	<b>730</b>	<b>5440</b>	<b>11936</b>	<b>5.0%</b>
Toyota	Camry	Sedan	5 seats	224	65	348	637		1754	446	2384	4584	
Toyota	Corolla	Sedan	5 seats	230	40	191	461		1209	270	887	2366	
Toyota	Vios	Sedan	5 seats	1,714	684	1,237	3635		12698	4317	9183	26198	
Toyota	Innova	MPV	8 seats	108	28	528	664		737	230	3540	4507	
Toyota	Fortuner	SUV	8 seats	333	95	549	977		2185	748	4306	7239	
Toyota	Hiace	Minibus	10 - 16 seats	5	1	3	9		21	1	25	47	
Toyota	Granvia	MPV	9 seats						1	2	6	9	
Toyota	Landeruiser 200 GX 470	SUV	8 seats	48	11	15	74		172	33	64	269	
Toyota	Land Prado	SUV	8 seats	1			1		231	28	71	330	
Toyota	FT86	Sedan	5 seats										
Toyota	Corolla Cross	SUV	5 seats	644	311	582	1537		2003	807	1646	4456	
Toyota	Hilux	Pick-up	5 seats	213	85	124	422		1153	413	655	2221	
Toyota	Yaris	Sedan	5 seats	117	57	47	221		685	296	363	1344	
Toyota	Alphard	MPV	7 seats						22	1	28	51	
Toyota	Avanza	MPV	7 seats	6	15	18	39		61	50	201	312	
Toyota	Wigo	Sedan	5 seats	106	49	114	269		800	308	1016	2124	
Toyota	Rush	SUV	7 seats	165	101	231	497		1073	559	1705	3337	
<b>Toyota</b>	<b>Sub-total</b>			<b>3914</b>	<b>1543</b>	<b>3987</b>	<b>9444</b>		<b>24805</b>	<b>8509</b>	<b>26080</b>	<b>59394</b>	<b>24.9%</b>
Isuzu	D-Max	Pick-up	5 seats	4		7	11		64		121	185	
Isuzu	mu-X	SUV	7 seats	10		47	57		83		392	475	
Isuzu	QKR	Small truck	3 seats	142	28	333	503		1206	202	3003	4411	
Isuzu	NMR	Small truck	3 seats			26	26		8	5	165	178	
Isuzu	NPK	Light truck	3 seats	23	2	32	57		167	27	286	480	
Isuzu	NQL	Light truck	3 seats	25	10	55	90		226	28	454	708	
Isuzu	FRR	Medium truck	3 seats	25	1	46	72		165	5	338	508	
Isuzu	FVR	Medium truck	3 seats	17		15	32		215	2	160	377	
Isuzu	FVM	Medium truck	3 seats	17	2	19	38		127	14	139	280	
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis					60				236	236	
<b>Isuzu</b>	<b>Sub-total</b>			<b>263</b>	<b>43</b>	<b>580</b>	<b>886</b>		<b>2261</b>	<b>283</b>	<b>5058</b>	<b>7602</b>	<b>3.2%</b>
Ford	EcoSport	SUV		154	95	166	415		873	525	1089	2487	
Ford	Transit	Minibus	16 seats	71	8	69	148		431	70	516	1017	
Ford	Ranger	Pick-up	5 seats	506	285	595	1386		4232	2198	4640	11070	
Ford	Everest	SUV	7 seats	205	85	367	657		1639	707	2464	4810	
Ford	Explorer	SUV		35	8	43	86		434	103	546	1083	
Ford	Tourneo	MPV	7 seats	11	1	27	39		54	12	209	275	
<b>Ford</b>	<b>Sub-total</b>			<b>982</b>	<b>482</b>	<b>1267</b>	<b>2731</b>		<b>7663</b>	<b>3615</b>	<b>9464</b>	<b>20742</b>	<b>8.7%</b>
Hino	HINO	Other Truck	3 seats	107	32	222	361		828	254	1744	2826	
<b>Hino</b>	<b>Sub-total</b>			<b>107</b>	<b>32</b>	<b>222</b>	<b>361</b>		<b>828</b>	<b>254</b>	<b>1744</b>	<b>2826</b>	<b>1.2%</b>
Hino	Bus Chassis	Chassis											
<b>Hino</b>	<b>Sub-total</b>			<b>107</b>	<b>32</b>	<b>222</b>	<b>361</b>		<b>828</b>	<b>254</b>	<b>1744</b>	<b>2826</b>	<b>1.2%</b>
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats						21	10	59	90	
SAMCO	SAMCO B40 - B80	Large bus	40 seats			3	3		87		83	170	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats										
SAMCO	Truck	Medium truck	3 seats							1	2	3	
SAMCO	Crane truck	Crane truck (SPV)	3 seats										
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats		4	1	5			4	9	13	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vaccum tank truck	Vaccum tank truck (SPV)	3 seats								1	1	
SAMCO	Stage truck	Stage truck (SPV)	3 seats								1	1	
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats								2	2	
SAMCO	Hooklift	Hooklift (SPV)	3 seats								4	4	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats										
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats								1	1	
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chĩa cháy	Xe chi huy chĩa cháy (SPV)	4 seats										
SAMCO	Xe hiện màu lưu động	Xe hiện màu lưu động (SPV)	4 seats								1	1	
SAMCO	Bus Chassis	Chassis											
<b>SAMCO</b>	<b>Sub-total</b>			<b>4</b>	<b>4</b>	<b>8</b>	<b>16</b>		<b>108</b>	<b>15</b>	<b>163</b>	<b>286</b>	<b>0.1%</b>
<b>THACO KIA</b>	<b>Sub-total</b>			<b>391</b>	<b>35</b>	<b>163</b>	<b>589</b>		<b>391</b>	<b>35</b>	<b>163</b>	<b>589</b>	<b>2.3%</b>

Maker	Model name	Vama Classification	Seat	Sales - Nov 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
THACO KIA	Cerato	Sedan	5 seats	1,161	143	433	1737	18.0%	5,896	963	3,364	10223	13.1%
THACO KIA	Sorento	SUV	7 seats	233	32	293	558		622	118	802	1542	
THACO KIA	Rondo	MPV	7 seats	15	13	76	104		280	145	535	960	
THACO KIA	Sedona	MPV	7 seats	74	3	193	270		664	95	910	1669	
THACO KIA	Optima	Sedan	5 seats	45	12	54	111		471	67	345	883	
THACO KIA	Soluto	Sedan	5 seats	611	122	337	1070		3,324	851	2,430	6605	
THACO KIA	Seltos	Crossover	5 seats	956	269	596	1821		2,222	585	1,666	4473	
THACO KIA		Sub-total		3486	629	2145	6260		16579	3152	11619	31350	
THACO MAZDA	Mazda2	Hatchback	5 seats	49	22	35	106		293	89	199	581	
THACO MAZDA	Mazda2	Sedan	5 seats	103	35	90	228	927	262	653	1842		
THACO MAZDA	Mazda3	Hatchback	5 seats	75	16	64	155	403	103	392	898		
THACO MAZDA	Mazda3	Sedan	5 seats	580	135	348	1063	3,814	972	2,854	7640		
THACO MAZDA	CX-5	Crossover	5 seats	997	211	690	1898	5,293	1,085	3,571	9949		
THACO MAZDA	Mazda 6	Sedan	5 seats	55	11	113	179	502	97	839	1438		
THACO MAZDA	BT-50	Pick-up	5 seats	34	11	55	100	529	174	537	1240		
THACO MAZDA	CX-8	SUV	7 seats	269	39	332	640	1,576	247	2,328	4151		
THACO MAZDA		Sub-total		2162	480	1727	4369	13337	3029	11373	27739		
THACO PREMIUM	Peugeot	peugeot	7 seats	265	57	228	550	1,498	415	1,430	3343		
PEUGEOT		Sub-total		265	57	228	550	1498	415	1430	3343		
THACO TRUCK	K2700 (K200)	Small truck	2 seats	376	55	257	688	3045	508	2117	5670		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	296	87	345	728	3005	678	2883	6566		
THACO TRUCK	Thaco truck	Light truck	2 seats	302	94	397	793	2458	1016	3836	7310		
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	95	47	104	246	724	412	1072	2208		
THACO TRUCK		Sub-total		1069	283	1103	2455	9232	2614	9908	21754		
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	18	9	28	55	214	101	332	647		
BUS THACO	Minibus	Minibus		10	3	12	25	10	3	12	25		
BUS THACO		Sub-total		28	12	40	80	224	104	344	672		
Honda	CR-V (CBU)	SUV	7 seats					1883	648	1396	3927		
Honda	CR-V (CKD)	SUV	7 seats	605	264	413	1282	1924	767	1521	4212		
Honda	CITY	Sedan	5 seats					2310	1332	1947	5589		
Honda	Jazz	Sedan	5 seats					27	22	34	83		
Honda	Accord	Sedan	5 seats	11	2	23	36	43	30	167	240		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	38	33	144	215	461	402	1282	2145		
Honda	Brio	Sedan	5 seats	113	104	112	329	893	810	828	2531		
Honda	HR-V	SUV	5 seats	54	36	66	156	608	346	595	1549		
Honda		Sub-Total		821	439	758	2018	8149	4357	7770	20276		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	15			15	59			59		
VINAMOTOR	Hyundai	Medium truck	Under 10T	12			12	120			120		
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	45			45	127			127		
VINAMOTOR		Sub-Total		72			72	306			306		
VEAM	VEAM Motor	Light truck	2~3	10	5	17	32	146	73	239	458		
VEAM	MAZ	Medium truck	2~3										
VEAM		Sub-total		10	5	17	32	146	73	239	458		
TCIEV	Sunny XL	Sedan	5 seats					199	47	21	267		
TCIEV	Sunny XV	Sedan	5 seats					310	176	40	526		
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats					417	147	50	614		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats					454	59	121	634		
TCIEV		Sub-total						1380	429	232	2041		
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	21	81	101	203	976	321	1,298	2595		
DOTHANH		Sub-total		21	81	101	203	976	321	1298	2595		
VIDABUS	FX120	Large bus	47 seats										
VIDABUS	G12	Large bus	47 seats										
VIDABUS	GVD090E4	City bus									13		
VIDABUS	BX212	Large bus	41 seats										
VIDABUS	GDW6117	Large bus	47 seats					18			18		
VIDABUS	BC095	City bus	60 seats					32			32		
VIDABUS	BC095MA	City bus											
VIDABUS	GDW6901	City bus	60 seats										
VIDABUS	G8	Large bus	34 seats					1		1	2		
VIDABUS	BS090 ED3	City bus											
VIDABUS	BS090 EC3	City bus											
VIDABUS	BS106 ED2	City bus											
VIDABUS	BC110	City bus											
VIDABUS	LESTAR LBS1	Medium bus	29 seats										
VIDABUS	LESTAR SBF1	Medium bus	29 seats										
VIDABUS	LESTAR LBF1	Medium bus	29 seats										
DAEWOO BUS		Sub-Total						64		1	65		
		Sub-Total											

No	Vehicle Type	Sales - Nov 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
1	Passenger cars (PC)								
1	Sedans	5,400	1,712	3,746	10,858	38,237	12,950	30,028	81,215
2	Sport utility vehicles (SUV)	3,438	1,272	3,623	8,333	19,584	6,815	22,072	48,471
3	Cross-over cars	1,953	480	1,286	3,719	7,515	1,670	5,237	14,422
4	Multi-purpose vehicles (MPV)	1,004	526	2,035	3,565	7,232	3,271	13,503	24,006
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	575	86	281	942	4,226	557	2,313	7,096
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	96	-	62	158	680	-	552	1,232
10	Thaco Peugeot's PC subtotal	265	57	228	550	1,498	415	1,430	3,343
	Subtotal	12,731	4,131	11,591	28,453	71,972	23,278	71,131	176,381
	In percentage (%)	45.27%	14.70%	40.04%	100.00%	43.93%	14.28%	41.79%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	873	436	846	2,155	6,899	3,259	6,441	16,599
12	Vans	33	1	59	93	764	16	604	1,384
13	Small trucks (G.V.M ≤ 5,000 Kg)	995	182	1,114	2,291	9,659	1,692	9,069	21,220
14	Medium trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	381	192	602	1,175	3,918	2,468	1,673	7,159

Maker	Model name	Vama Classification	Seat	Sales - Nov 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			71	3	80	154		627	22	639	1,288	
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			107	32	222	361		828	254	1,744	2,826	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	<b>Subtotal</b>			<b>1,988</b>	<b>846</b>	<b>2,923</b>	<b>6,759</b>		<b>22,790</b>	<b>4,608</b>	<b>28,398</b>	<b>84,808</b>	
	<b>In percentage (%)</b>			<b>39.49%</b>	<b>13.58%</b>	<b>46.93%</b>	<b>100.00%</b>		<b>41.46%</b>	<b>12.04%</b>	<b>46.49%</b>	<b>100.00%</b>	
	<b>Buses</b>												
21	Minibuses [(10-16) seats]			86	12	84	182		462	74	553	1,089	
22	Medium buses / Coaches [(17-30) seats]			-	-	-	-		21	10	59	90	
23	Large buses / Coaches [(31-55) seats]			33	9	31	73		379	101	416	896	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			-	-	-	-		32	-	-	45	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	60	60		-	-	236	236	
	<b>Subtotal</b>			<b>119</b>	<b>21</b>	<b>115</b>	<b>255</b>		<b>894</b>	<b>185</b>	<b>1,079</b>	<b>2,120</b>	
	<b>In percentage (%)</b>			<b>46.67%</b>	<b>8.24%</b>	<b>45.10%</b>	<b>100.00%</b>		<b>42.17%</b>	<b>8.73%</b>	<b>48.49%</b>	<b>100.00%</b>	
<b>III</b>	<b>Special-Purpose Vehicles</b>												
28	Dump trucks			95	47	104	246		724	412	1,072	2,208	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	2	2	
34	Garbages			-	4	1	5		-	4	9	13	
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 chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
49	Xe hiến máu lưu động (SPV)			-	-	-	-		-	-	1	1	
	<b>Subtotal</b>			<b>95</b>	<b>47</b>	<b>105</b>	<b>247</b>		<b>724</b>	<b>416</b>	<b>1,091</b>	<b>2,211</b>	
	<b>In percentage (%)</b>			<b>37.85%</b>	<b>20.32%</b>	<b>41.83%</b>	<b>100.00%</b>		<b>32.45%</b>	<b>18.65%</b>	<b>48.90%</b>	<b>100.00%</b>	
	<b>Grand-total</b>			<b>15405</b>	<b>5051</b>	<b>14404</b>	<b>34860</b>		<b>103340</b>	<b>32887</b>	<b>102764</b>	<b>239004</b>	
	<b>In percentage (%)</b>			<b>44.19%</b>	<b>14.49%</b>	<b>41.32%</b>	<b>100.00%</b>		<b>43.24%</b>	<b>13.76%</b>	<b>43.00%</b>	<b>100.00%</b>	