

Maker	Model name	Vama Classification	Seat	Sales - Dec 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				-					-	
							-					-	
							-					-	
							-					-	
Mekong	Sub-total						-					-	
Mitsubishi	Outlander	SUV	7 seats	272	149	192	613	1918	742	1309	3969		
Mitsubishi	Pajero Sport	SUV	7 seats	45	12	53	110	464	106	336	906		
Mitsubishi	Mirage	Sedan	5 seats					83	46	27	156		
Mitsubishi	Attrage	Sedan	5 seats	209	164	161	534	1,968	1,387	1,477	4832		
Mitsubishi	Triton	Pick-up	5 seats	197	96	71	364	1,118	570	559	2247		
Mitsubishi	Xpander (CBU)	MPV	7 seats	944	529	1,378	2851	5,119	3,006	7,829	15954	10.2%	
Mitsubishi	Xpander (CKD)	MPV	7 seats	39	15	41	95	387	95	408	890		
Mitsubishi	Sub-total			1706	965	1896	4567	11057	5952	11945	28954		
Suzuki	Carry Blind Van	Van	2 seats	110	2	35	147	874	18	639	1531		
Suzuki	Carry Truck	Small truck	2 seats	60	7	91	158	1070	37	633	1740		
Suzuki	Super Carry Pro	Small truck	2 seats	187	51	213	451	1445	220	1472	3137		
Suzuki	Ertiga 5MT	MPV	7 seats	8	18	50	76	137	74	360	571		
Suzuki	Ertiga 4AT	MPV	7 seats	59	9	68	136	820	132	1014	1966		
Suzuki	Swift	Hatchback	5 seats	155	42	30	227	460	67	121	648		5.1%
Suzuki	Ciaz	Sedan	5 seats	98	22	38	158	170	35	86	291		
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	520	157	552	1229	1862	443	2128	4433		
Suzuki	Sub-total			1197	308	1077	2582	6963	1038	6517	14518		
Toyota	Camry	Sedan	5 seats	316	104	402	822	2070	550	2786	5406		
Toyota	Corolla	Sedan	5 seats	285	83	211	579	1494	353	1098	2945		
Toyota	Vios	Sedan	5 seats	2,054	802	1,197	4053	14752	5119	10380	30251		
Toyota	Innova	MPV	8 seats	153	44	719	916	890	274	4259	5423		
Toyota	Fortuner	SUV	8 seats	413	181	679	1273	2598	929	4985	8512		
Toyota	Hiace	Minibus	10 - 16 seats	5		3	8	26	1	28	55		
Toyota	Granvia	MPV	9 seats			1	1	1	2	7	10		
Toyota	Landeruiser 200 GX 470	SUV	8 seats	43	18	16	77	215	51	80	346		
Toyota	Land Prado	SUV	8 seats	52	8	17	77	283	36	88	407		
Toyota	FT86	Sedan	5 seats										
Toyota	Corolla Cross	SUV	5 seats	593	311	556	1460	2596	1118	2202	5916		
Toyota	Hilux	Pick-up	5 seats	186	77	158	421	1339	490	813	2642		24.9%
Toyota	Yaris	Sedan	5 seats	117	45	63	225	802	341	426	1569		
Toyota	Alphard	MPV	7 seats					22	1	28	51		
Toyota	Avanza	MPV	7 seats	11	13	21	45	72	63	222	357		
Toyota	Wigo	Sedan	5 seats	186	62	189	437	986	370	1205	2561		
Toyota	Rush	SUV	7 seats	328	141	435	904	1401	700	2140	4241		
Toyota	Sub-total			4742	1889	4667	11298	29547	10398	30747	70692		
Isuzu	D-Max	Pick-up	5 seats	1		2	3	65		123	188		
Isuzu	mu-X	SUV	7 seats	27		52	79	110		444	554		
Isuzu	QKR	Small truck	3 seats	246	47	550	843	1452	249	3554	5255		
Isuzu	NMR	Small truck	3 seats			10	10	8	5	175	188		
Isuzu	NPK	Light truck	3 seats	29	3	30	62	196	30	316	542		
Isuzu	NQL	Light truck	3 seats	43	6	81	130	269	34	535	838		
Isuzu	FRR	Medium truck	3 seats	25		35	60	190	5	373	568		3.1%
Isuzu	FVR	Medium truck	3 seats	30		21	51	245	2	181	428		
Isuzu	FVM	Medium truck	3 seats	34		50	84	161	14	189	364		
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				60	60			296	296		
Isuzu	Sub-total			435	56	831	1322	2696	339	5890	8925		
Ford	EcoSport	SUV		132	83	111	326	1005	608	1200	2813		
Ford	Transit	Minibus	16 seats	61	13	128	202	492	83	644	1219		
Ford	Ranger	Pick-up	5 seats	813	467	941	2221	5045	2665	5581	13291		
Ford	Everest	SUV	7 seats	385	157	550	1092	2024	864	3014	5902		
Ford	Explorer	SUV		10	2	3	15	444	105	549	1098		
Ford	Tourneo	MPV	7 seats	9	2	54	65	63	14	263	340		8.7%
Ford	Sub-total			1410	724	1787	3921	9073	4339	11251	24663		
Hino	HINO	Other Truck	3 seats	153	47	299	499	981	301	2043	3325		1.2%
Hino	Sub-total			153	47	299	499	981	301	2043	3325		
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats			10	10	21	10	69	100		
SAMCO	SAMCO B40 - B80	Large bus	40 seats	26		4	30	113		87	200		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	2			2	2			2		
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	12	16		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats			3	3						
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		0.1%
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 buc chĩa chĩa (SPV)	Xe chi buc chĩa chĩa (SPV)	4 seats										
SAMCO	Xe hiên màu lưu động (SPV)	Xe hiên màu lưu động (SPV)	4 seats							1	1		
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			28	17	45	90	136	15	180	331		
THACO KIA	Sub-total			608	114	511	1233						

Maker	Model name	Vama Classification	Seat	Sales - Dec 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
THACO KIA	Cerato	Sedan	5 seats	718	321	771	1810	17.4%	6,614	1,284	4,135	12033	13.8%
THACO KIA	Sorento	SUV	7 seats	412	275	344	1031		1,034	393	1,146	2573	
THACO KIA	Rondo	MPV	7 seats	25	14	38	77		305	159	573	1037	
THACO KIA	Sedona	MPV	7 seats	114	41	137	292		778	136	1,047	1961	
THACO KIA	Optima	Sedan	5 seats	22	10	34	66		493	77	379	949	
THACO KIA	Soluto	Sedan	5 seats	822	208	699	1729		4,146	1,059	3,129	8334	
THACO KIA	Seltos	Crossover	5 seats	599	358	635	1592		2,821	943	2,301	6065	
THACO KIA		Sub-total		3320	1341	3169	7830		19899	4493	14788	39180	
THACO MAZDA	Mazda2	Hatchback	5 seats	51	21	39	111		344	110	238	692	
THACO MAZDA	Mazda2	Sedan	5 seats	88	43	114	245		1,015	305	767	2087	
THACO MAZDA	Mazda3	Hatchback	5 seats	45	53	75	173	448	156	467	1071		
THACO MAZDA	Mazda3	Sedan	5 seats	426	185	453	1064	4,240	1,157	3,307	8704		
THACO MAZDA	CX-5	Crossover	5 seats	749	312	793	1854	6,042	1,397	4,364	11803		
THACO MAZDA	Mazda 6	Sedan	5 seats	106	33	76	215	608	130	915	1653		
THACO MAZDA	BT-50	Pick-up	5 seats	21	21	47	89	550	195	584	1329		
THACO MAZDA	CX-8	SUV	7 seats	299	90	345	734	1,875	337	2,673	4885		
THACO MAZDA		Sub-total		1785	758	1942	4485	15122	3787	13315	32224		
THACO PREMIUM	Peugeot	peugeot	7 seats	479	138	451	1068	1,977	553	1,881	4411		
PEUGEOT		Sub-total		479	138	451	1068	1977	553	1881	4411		
THACO TRUCK	K2700 (K200)	Small truck	2 seats	305	56	192	553	3350	564	2309	6233		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	297	43	272	612	3302	721	3155	7178		
THACO TRUCK	Thaco truck	Light truck	2 seats	354	112	525	991	2812	1128	4361	8301		
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	46	27	136	209	770	439	1208	2417		
THACO TRUCK		Sub-total		1002	238	1125	2365	10234	2852	11033	24119		
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	13	17	66	96	227	118	398	743		
BUS THACO	Minibus	Minibus		8	4	13	25	18	7	25	50		
BUS THACO		Sub-total		21	21	79	121	245	125	423	793		
Honda	CR-V (CBU)	SUV	7 seats					1883	648	1396	3927		
Honda	CR-V (CKD)	SUV	7 seats	1,576	654	996	3226	3500	1421	2517	7438		
Honda	CITY	Sedan	5 seats					2310	1332	1947	5589		
Honda	Jazz	Sedan	5 seats					27	22	34	83		
Honda	Accord	Sedan	5 seats	19	8	18	45	62	38	185	285		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	76	51	206	333	537	453	1488	2478		
Honda	Brio	Sedan	5 seats	140	131	104	375	1033	941	932	2906		
Honda	HR-V	SUV	5 seats	43	59	61	163	651	405	656	1712		
Honda		Sub-Total		1854	903	1385	4142	10003	5260	9155	24418		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	23			23	82			82		
VINAMOTOR	Hyundai	Medium truck	Under 10T	18			18	138			138		
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	28			45	155		17	172		
VINAMOTOR		Sub-total		69			86	375		17	392		
VEAM	VEAM Motor	Light truck	2~3	17	7	26	50	163	80	265	508		
VEAM	MAZ	Medium truck	2~3										
VEAM		Sub-total		17	7	26	50	163	80	265	508		
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	146	36	183	365	1,122	357	1,481	2960		
DOTHANH		Sub-total		146	36	183	365	1122	357	1481	2960		
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										
VIDABUS	BS090 ED3	City bus						1		1	2		
VIDABUS	BS090 EC3	City bus											
VIDABUS	BS106 ED2	City bus											
VIDABUS	BC110	City bus		20			20	20			20		
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		20			20	84		1	85		
		Sub-Total											

No	Vehicle Type	Sales - Dec 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
1	Passenger cars (PC)								
1	Sedans	5,682	2,272	4,736	12,690	43,919	15,222	34,764	93,905
2	Sport utility vehicles (SUV)	5,150	2,297	4,962	12,409	24,734	9,112	27,034	60,880
3	Cross-over cars	1,348	670	1,428	3,446	8,863	2,340	6,665	17,868
4	Multi-purpose vehicles (MPV)	1,362	685	2,507	4,554	8,594	3,956	16,010	28,560
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	859	230	655	1,744	5,085	787	2,968	8,840
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	138	-	74	212	818	-	626	1,444
10	Thaco Peugeot's PC subtotal	479	138	451	1,068	1,977	553	1,881	4,411
	Subtotal	13,111	5,371	13,311	31,793	81,996	31,978	80,340	237,214
	In percentage (%)	41.57%	17.42%	41.01%	100.00%	43.53%	14.81%	41.66%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,218	661	1,219	3,098	8,117	3,920	7,660	19,697
12	Vans	110	2	35	147	874	18	639	1,531
13	Small trucks (G.N.M ≤ 5,000 Kg)	1,123	204	1,345	2,672	10,782	1,796	1,115	23,693
14	Medium trucks (5,000 Kg < G.N.M ≤ 10,000 Kg)	589	164	845	1,598	4,562	1,629	6,658	13,449

Maker	Model name	Vama Classification	Seat	Sales - Dec 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)			107	-	106	213		734	22	745	1,501	
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			153	47	299	499		981	301	2,043	3,325	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	Subtotal			3,588	1,878	3,949	8,227		26,050	7,686	29,360	63,096	
	In percentage (%)			40.11%	13.10%	46.78%	100.00%		41.29%	12.18%	46.53%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			74	17	144	235		536	91	697	1,324	
22	Medium buses / Coaches [(17-30) seats]			-	-	10	10		21	10	69	100	
23	Large buses / Coaches [(31-55) seats]			64	17	70	151		443	118	486	1,047	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			20	-	-	20		52	-	-	65	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	60	60		-	-	296	296	
	Subtotal			178	34	274	486		1,052	219	1,353	2,524	
	In percentage (%)			37.98%	8.17%	53.85%	100.00%		41.48%	8.64%	49.37%	100.00%	
III	Special-Purpose Vehicles												
28	Dump trucks			46	27	136	209		770	439	1,208	2,417	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	2	2	
34	Garbages			-	-	3	3		-	4	12	16	
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 hiển máu lưu động (SPV)			-	-	-	-		-	-	1	1	
	Subtotal			46	27	139	212		770	443	1,206	2,443	
	In percentage (%)			21.70%	12.74%	65.57%	100.00%		31.52%	18.13%	50.35%	100.00%	
	Grand-total			18522	7431	19025	44978		121862	40318	121790	283983	
	In percentage (%)			41.18%	16.52%	42.30%	100.00%		42.91%	14.20%	42.89%	100.00%	