

Maker	Model name	Vama Classification	Seat	Sales - Feb 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)	Traiblazer LTZ	SUV	7 seats	9	7	10	26	19	15	22	56		
Vinfast (Chevrolet)	Colorado LTZ	Pick-up	5 seats	18	14	22	54	38	29	46	113		
Vinfast (Chevrolet)	Xe khác	Sedan	5 seats					-	-	-			
								-	-	-			
								-	-	-			
								-	-	-			
								-	-	-			
Vinfast (Chevrolet)	Sub-total			27	21	32	80	57	44	68	169		
Mitsubishi	Outlander	SUV	7 seats	86	34	53	173	131	47	87	265		
Mitsubishi	Pajero Sport	SUV	7 seats	46	7	6	59	64	12	20	96		
Mitsubishi	Mirage	Sedan	5 seats	14	12	4	30	24	23	11	58		
Mitsubishi	Attrage	Sedan	5 seats	59	41	31	131	132	87	97	316		
Mitsubishi	Triton	Pick-up	5 seats	63	29	46	138	150	74	83	307		
Mitsubishi	Xpander	MPV	7 seats	341	245	435	1021	730	461	989	2180		
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			609	368	575	1552	1231	704	1287	3222		
Suzuki	Carry Blind Van	Van	2 seats	137	4	92	233	159	4	101	264		
Suzuki	Carry Truck	Small truck	2 seats	152	3	104	259	160	3	130	293		
Suzuki	Super Carry Pro	Small truck	2 seats	162	4	73	239	220	4	113	337		
Suzuki	Ertiga 5MT	MPV	7 seats	9	5	52	66	9	5	52	66		
Suzuki	Ertiga 4AT	MPV	7 seats	40	7	102	149	90	10	122	222		
Suzuki	Swift	Hatchback	5 seats							1	1		
Suzuki	Ciaz	Sedan	5 seats										
Suzuki	Celerio GL MT	Hatchback	5 seats	4	1		5	14	1	9	24		
Suzuki	Celerio GL CVT	Hatchback	5 seats	34	7	8	49	77	9	23	109		
Suzuki													
Suzuki	Sub-total			538	31	431	1000	729	36	551	1316		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	73	15	93	181	178	54	219	451		
Toyota	Camry 2.5G/KL	Sedan	5 seats										
Toyota	Camry 2.0E/KE	Sedan	5 seats	31	7	21	59	86	21	96	203		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	70	11	52	133	137	30	100	267		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats		1		1		1	1	2		
Toyota	Corolla Altis 2.0/CQ	Sedan	5seats			1	1	1		2	3		
Toyota	Corolla Altis RS	Sedan	5seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	698	167	332	1197	1051	346	572	1969		
Toyota	Vios 1.5E/VE	Sedan	5 seats	590	114	567	1271	905	218	974	2097		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	21	5	88	114	51	9	207	267		
Toyota	Innova E	MPV	8 seats	75	29	385	489	114	47	569	730		
Toyota	Innova V	MPV	8 seats	1		9	10	3		18	21		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FVD	SUV	8 seats	5	1	6	12	54	9	23	86		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	16	4	31	51	52	18	77	147		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	73	37	220	330	159	71	372	602		
Toyota	Fortuner Diesel/FG	SUV	8 seats	5	7	69	81	33	24	193	250		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	25	1	19	45	52	4	29	85		
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats	1	1	7	9	16	1	31	48		
Toyota	Hiace Gasoline 2.7	Minibus	16 seats										
Toyota	Hiace Diesel 2.5	Minibus	16 seats			3	3			3	3		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	4	3	4	11	16	6	10	32		
Toyota	Land Prado	SUV	8 seats	18	2	8	28	46	6	21	73		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	11	5	15	31	28	16	21	65		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	4	3	1	8	9	4	3	16		
Toyota	Hilux E (4x2)	Pick-up	5 seats			10	10	4	2	16	22		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	19	13	16	48	34	20	34	88		
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats	28	18	18	64	48	42	47	137		
Toyota	Alphard	MPV	7 seats	1		3	4	6		7	13		
Toyota	Avanza AG	MPV	7 seats	3	2	13	18	9	6	25	40		
Toyota	Avanza AE	MPV	7 seats	3	1	11	15	7	2	20	29		
Toyota	Wigo WG	Sedan	5 seats	41	7	31	79	80	24	75	179		
Toyota	Wigo WE	Sedan	5 seats	28	10	50	88	47	22	101	170		
Toyota	Rush	SUV	7 seats	86	43	162	291	150	91	269	510		
Toyota	Sub-total			1930	507	2245	4682	3376	1094	4135	8605		
Isuzu	D-Max	Pick-up	5 seats	3	2	5	10	13		34	47		
Isuzu	mu-X	SUV	7 seats	5	12	17	34	14		84	98		
Isuzu	QKR	Small truck	3 seats	87	11	216	314	103	25	258	386		
Isuzu	NMR	Small truck	3 seats			6	6			6	6		
Isuzu	NPK	Light truck	3 seats	9	2	16	27	11	2	18	31		
Isuzu	NQL	Light truck	3 seats	13		30	43	17	1	32	50		
Isuzu	FRR	Medium truck	3 seats	9		22	31	11		25	36		
Isuzu	FVR	Medium truck	3 seats	3		1	4	16		2	18		
Isuzu	FVM	Medium truck	3 seats	1		2	3	9		8	17		
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu	Bus Chassis	Chassis									30		30
Isuzu	Sub-total			130	13	307	450	194	28	467	689		
Ford	EcoSport	SUV		56	44	38	138	98	71	97	266		
Ford	Transit	Minibus	16 seats	62	11	80	153	91	22	98	211		
Ford	Ranger	Pick-up	5 seats	262	94	180	536	389	219	431	1039		
Ford		SUV		84	48	171	303	224	129	179	479		

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				North	Central	South	Total		North	Central	South	Total	
Ford	Explorer	SUV		46	3	41	90		52	7	59	118	
Ford	Tourneo	MPV	7 seats	14	3	22	39	7.5%	18	4	52	74	7.9%
Sub-total				524	203	532	1259		899	452	1176	2527	
Hino	HINO	Other Truck	3 seats	47	12	125	184		82	25	203	310	
Sub-total				47	12	125	184		82	25	203	310	
Hino	Bus Chassis	Chassis						1.1%					1.0%
Sub-total				47	12	125	184		82	25	203	310	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	4	4	7	15		9	7	23	39	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	11			11		32		8	40	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Medium truck	45 seats										
SAMCO	Truck	Medium truck	3 seats										
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			2	2				3	3	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats										
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats										
SAMCO	Hooklift	Hooklift (SPV)	3 seats										
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										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chữa cháy	Xe chi huy chữa cháy (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
Sub-total				15	4	9	28		41	7	34	82	
THACO KIA	Morning	Hatchback	5 seats	293	16	109	418		529	59	235	823	
THACO KIA	Cerato	Sedan	5 seats	316	54	151	521		646	111	367	1124	
THACO KIA	Sorento	SUV	7 seats	26	9	66	101		57	14	113	184	
THACO KIA	Rondo	MPV	7 seats	6	15	56	77		13	40	109	162	
THACO KIA	Sedona	MPV	7 seats	42	5	79	126		69	13	160	242	
THACO KIA	Optima	Sedan	5 seats	58		14	72		96	6	45	147	
THACO KIA	Soluto	Sedan	5 seats	248	80	190	518		518	184	421	1123	
Sub-total				989	179	665	1833		1928	427	1450	3805	
THACO MAZDA	Mazda2	Hatchback	5 seats	24	7	18	49		35	12	25	72	
THACO MAZDA	Mazda2	Sedan	5 seats	61	29	40	130		114	53	70	237	
THACO MAZDA	Mazda3	Hatchback	5 seats	16	4	21	41		39	10	49	98	
THACO MAZDA	Mazda3	Sedan	5 seats	367	83	237	687		850	186	452	1488	
THACO MAZDA	CX-5	Crossover	5 seats	188	41	140	369		442	99	256	797	
THACO MAZDA	Mazda 6	Sedan	5 seats	35	8	52	95		76	14	113	203	
THACO MAZDA	BT-50	Pick-up	5 seats	32	28	46	106		102	48	68	218	
THACO MAZDA	CX-8	SUV	7 seats	78	11	97	186		168	27	226	421	
Sub-total				801	211	651	1663		1826	449	1259	3534	
THACO PREMIUM	Peugeot	peugeot	7 seats	78	20	80	178		146	49	185	380	
Sub-total				78	20	80	178		146	49	185	380	
THACO TRUCK	K2700 (K200)	Small truck	2 seats	276	48	183	507		358	77	265	700	
THACO TRUCK	K3000 (K250)	Small truck	2 seats	235	71	247	553		310	108	343	761	
THACO TRUCK	Thaco truck	Light truck	2 seats	179	95	357	631		285	170	491	946	
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	79	59	131	269		110	80	184	374	
Sub-total				769	273	918	1960		1063	435	1283	2781	
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	17	9	24	50		80	44	116	240	
Sub-total				17	9	24	50		80	44	116	240	
Honda	CR-V	SUV	7 seats	171	74	143	388		421	174	342	937	
Honda	CITY	Sedan	5 seats	167	96	189	452		381	223	429	1033	
Honda	Jazz	Sedan	5 seats	12	1	6	19		21	17	25	63	
Honda	Accord	Sedan	5 seats	3	2	11	16		6	9	23	38	
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	22	35	89	146		73	111	224	408	
Honda	Brio	Sedan	5 seats	98	74	91	263		180	163	172	515	
Honda	HR-V	SUV	5 seats	51	23	48	122		143	53	132	328	
Sub-Total				524	305	577	1406		1225	750	1347	3322	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	2			2		3			3	
VINAMOTOR	Hyundai	Medium truck	Under 10T	15			15		29			29	
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	8			8		18			18	
Sub-Total				25			25		50			50	
VEAM	VEAM Motor	Light truck	2~3	20	13	31	64		20	15	32	67	
VEAM	MAZ	Medium truck	2~3										
Sub-Total				20	13	31	64		20	15	32	67	
TCIEV	Sunny XL	Sedan	5 seats	6	1	1	8		40	15	4	59	
TCIEV	Sunny XV	Sedan	5 seats	15	14		29		38	30	5	73	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	7	7	2	16		29	19	10	58	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	10		5	15		46	5	35	86	
Sub-total				38	22	8	68		153	69	54	276	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	61	15	77	153		130	32	163	325	
Sub-total				61	15	77	153		130	32	163	325	
VIDABUS	FX120	Large bus	47 seats										
VIDABUS	BX212	Large bus	41 seats										
VIDABUS	GDW6117	Large bus	47 seats										
VIDABUS	BC095	City bus	60 seats						15			15	
VIDABUS	GDW6901	City bus	60 seats										
VIDABUS	GVD090	City bus	60 seats	13			13		13			13	
Sub-Total				13			13		28			28	

Maker	Model name	Vama Classification	Seat	Sales - Feb 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
Sub-Total													
No	Vehicle Type			Sales - Feb 2020					Sales - YTM 2020				
				North	Central	South	Total		North	Central	South	Total	
I	Passenger cars (PC)												
1	Sedans			3,040	880	2,271	6,191		5,728	1,990	4,645	12,363	
2	Sport utility vehicles (SUV)			908	366	1,218	2,492		2,071	803	2,691	5,565	
3	Cross-over cars			188	41	140	369		442	99	256	797	
4	Multi-purpose vehicles (MPV)			556	317	1,255	2,128		1,119	597	2,330	4,046	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			371	35	156	562		694	91	342	1,127	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			-	-	-	-		-	-	-	-	
9	Lexus's PC subtotal			18	-	30	48		84	-	96	180	
10	Thaco Peugeot's PC subtotal			78	20	80	178		146	49	185	380	
	Subtotal			5,159	1,639	5,159	11,968		18,284	3,629	18,548	24,458	
	In percentage (%)			43.11%	13.86%	43.03%	100.00%		42.05%	14.84%	43.11%	100.00%	
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups			412	186	338	936		767	412	736	1,915	
12	Vans			137	4	92	233		159	4	101	264	
13	Small trucks (G.V.M ≤ 5,000 Kg)			920	137	829	1,886		1,169	217	1,115	2,501	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			282	125	511	918		463	220	736	1,419	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			28	-	25	53		65	-	35	100	
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			47	12	125	184		82	25	203	310	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	Subtotal			1,828	364	1,920	4,218		2,705	878	2,926	6,509	
	In percentage (%)			43.37%	11.02%	45.61%	100.00%		41.56%	13.49%	44.95%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			62	11	83	156		91	22	101	214	
22	Medium buses / Coaches [(17-30) seats]			4	4	7	15		9	7	23	39	
23	Large buses / Coaches [(31-55) seats]			30	9	24	63		115	44	124	283	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			13	-	-	13		28	-	-	28	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	-	-		-	-	30	30	
	Subtotal			109	24	114	247		243	73	248	564	
	In percentage (%)			44.13%	9.72%	46.15%	100.00%		43.09%	12.94%	43.97%	100.00%	
III	Special-Purpose Vehicles												
28	Dump trucks			79	59	131	269		110	80	184	374	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	-	-	
34	Garbages			-	-	2	2		-	-	3	3	
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			-	-	-	-		-	-	-	-	
41	Hooklift			-	-	-	-		-	-	-	-	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	-	-	
45	Vaccum tank truck (SPV)			-	-	-	-		-	-	-	-	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			79	59	133	271		110	80	187	377	
	In percentage (%)			29.15%	21.77%	49.08%	100.00%		29.18%	21.22%	49.60%	100.00%	
	Grand-total			7173	2206	7317	16696		13342	4660	13906	31908	
	In percentage (%)			42.96%	13.21%	43.82%	100.00%		41.81%	14.60%	43.58%	100.00%	