

Maker	Model name	Vama Classification	Seat	Sales - March 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						-					-	
Mitsubishi	Outlander	SUV	7 seats	177	76	135	388	308	123	222	653		
Mitsubishi	Pajero Sport	SUV	7 seats	10		10	20	74	12	30	116		
Mitsubishi	Mirage	Sedan	5 seats	32	4	3	39	56	27	14	97		
Mitsubishi	Attrage	Sedan	5 seats	167	147	104	418	299	234	201	734		
Mitsubishi	Triton	Pick-up	5 seats	50	22	21	93	200	96	104	400		
Mitsubishi	Xpander	MPV	7 seats	239	190	392	821	969	651	1,381	3001		10.0%
Mitsubishi													
Mitsubishi													
Mitsubishi	Sub-total			675	439	665	1779	1906	1143	1952	5001		
Suzuki	Carry Blind Van	Van	2 seats	90	1	37	128	249	5	138	392		
Suzuki	Carry Truck	Small truck	2 seats	120	2	70	192	280	5	200	485		
Suzuki	Super Carry Pro	Small truck	2 seats	292	40	237	569	512	44	350	906		
Suzuki	Ertiga 5MT	MPV	7 seats	11	1	14	26	20	6	66	92		
Suzuki	Ertiga 4AT	MPV	7 seats	72	10	45	127	162	20	167	349		4.8%
Suzuki	Swift	Hatchback	5 seats			1	1			2	2		
Suzuki	Ciaz	Sedan	5 seats										
Suzuki	Celerio GL MT	Hatchback	5 seats	3	1	5	9	17	2	14	33		
Suzuki	Celerio GL CVT	Hatchback	5 seats	16		10	26	93	9	33	135		
Suzuki													
Suzuki	Sub-total			604	55	419	1078	1333	91	970	2394		
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	117	36	138	291	295	90	357	742		
Toyota	Camry 2.5G/KL	Sedan	5 seats										
Toyota	Camry 2.0E/KE	Sedan	5 seats	56	11	62	129	142	32	158	332		
Toyota	Camry 3.5Q	Sedan	5 seats										
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	129	25	68	222	266	55	168	489		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats			3	3		1	4	5		
Toyota	Corolla Altis 2.0CQ	Sedan	5seats			1	1	1		3	4		
Toyota	Corolla Altis RS	Sedan	5seats										
Toyota	Vios 1.5G/VG	Sedan	5 seats	627	233	317	1177	1678	579	889	3146		
Toyota	Vios 1.5E/VE	Sedan	5 seats	499	151	466	1116	1404	369	1440	3213		
Toyota	Vios 1.5J	Sedan	5 seats										
Toyota	Vios Limo	Sedan	5 seats										
Toyota	Innova G	MPV	8 seats	27	6	103	136	78	15	310	403		
Toyota	Innova E	MPV	8 seats	52	22	325	399	166	69	894	1129		
Toyota	Innova V	MPV	8 seats	3		6	9	6		24	30		
Toyota	Innova J	MPV	8 seats										
Toyota	Innova GSR	MPV	8 seats										
Toyota	Fortuner Gasoline (4x4)/FVD	SUV	8 seats	7	5	7	19	61	14	30	105		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	43	4	78	125	95	22	155	272		
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	97	53	204	354	256	124	576	956		
Toyota	Fortuner Diesel/FG	SUV	8 seats	7	10	66	83	40	34	259	333		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats	35	3	8	46	87	7	37	131		
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats	7	2	20	29	23	3	51	77		
Toyota	Hiace Gasoline 2.7	Minibus	16 seats										
Toyota	Hiace Diesel 2.5	Minibus	16 seats							3	3		
Toyota	Hiace Super Wagon	Minibus	10 seats										
Toyota	Landeruiser 200 GX 470	SUV	8 seats	10		4	14	26	6	14	46		
Toyota	Land Prado	SUV	8 seats	12		4	16	58	6	25	89		
Toyota	FT86	Sedan	5 seats										
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	16	6	11	33	44	22	32	98		
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	125	1	4	130	134	5	7	146		
Toyota	Hilux E (4x2)	Pick-up	5 seats			2	2	4	2	18	24		
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	114	14	19	147	148	34	53	235		
Toyota	Yaris E	Sedan	5 seats										
Toyota	Yaris G	Sedan	5 seats	103	30	29	162	151	72	76	299		
Toyota	Alphard	MPV	7 seats	2		2	4	8		9	17		
Toyota	Avanza AG	MPV	7 seats	2	1	9	12	11	7	34	52		
Toyota	Avanza AE	MPV	7 seats	4	3	5	12	11	5	25	41		
Toyota	Wigo WG	Sedan	5 seats	44	11	34	89	124	35	109	268		
Toyota	Wigo WE	Sedan	5 seats	18	10	45	73	65	32	146	243		
Toyota	Rush	SUV	7 seats	129	45	136	310	279	136	405	820		
Toyota	Sub-total			2285	682	2176	5143	5661	1776	6311	13748		
Isuzu	D-Max	Pick-up	5 seats	6		8	14	19		42	61		
Isuzu	mu-X	SUV	7 seats	5		42	47	19		126	145		
Isuzu	QKR	Small truck	3 seats	124	17	303	444	227	42	561	830		
Isuzu	NMR	Small truck	3 seats		1	23	24		1	29	30		
Isuzu	NPK	Light truck	3 seats	17	2	35	54	28	4	53	85		
Isuzu	NQL	Light truck	3 seats	18	3	54	75	35	4	86	125		
Isuzu	FRR	Medium truck	3 seats	14		32	46	25		57	82		2.9%
Isuzu	FVR	Medium truck	3 seats	24		10	34	40		12	52		
Isuzu	FVM	Medium truck	3 seats	17	1	8	26	26	1	16	43		
Isuzu	Tractor Head	Tractor truck (CV)											
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis				62	62			92	92		
Isuzu	Sub-total			225	24	515	764	419	52	982	1453		
Ford	EcoSport	SUV		62	39	80	181	160	110	177	447		
Ford	Transit	Minibus	16 seats	18	10	42	70	109	32	140	281		
Ford	Ranger	Pick-up	5 seats	367	158	335	860	756	377	766	1899		
Ford	Everest	SUV	7 seats	55	39	69	163	306	168	508	982		
Ford	Explorer	SUV		40	11	18	69	92	18	77	187		
Ford	Tourneo	MPV	7 seats	2		11	13	20	4	63	87		7.8%
Ford	Sub-total			544	257	555	1356	1443	709	1731	3883		
Hino	HINO	Other Truck	3 seats	86	26	184	296	168	51	321	540		

Maker	Model name	Vama Classification	Seat	Sales - March 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
Hino	Bus Chassis	Chassis						1.6%					1.2%
Hino		Sub-total		86	26	184	296		168	51	387	606	
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats			7	7		9	7	30	46	
SAMCO	SAMCO B40 - B80	Large bus	40 seats	45		3	48		77		11	88	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	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								3	3	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats			1	1				1	1	
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)	3 seats										
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chĩa chĩa	Xe chi huy chĩa chĩa (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO		Sub-total		45		11	56		86	7	45	138	
THACO KIA	Morning	Hatchback	5 seats	249	22	146	417		778	81	381	1240	
THACO KIA	Cerato	Sedan	5 seats	385	43	104	532		1,031	154	471	1656	
THACO KIA	Sorento	SUV	7 seats	24	7	47	78		81	21	160	262	
THACO KIA	Rondo	MPV	7 seats	26	15	51	92		39	55	160	254	
THACO KIA	Sedona	MPV	7 seats	35	4	75	114		104	17	235	356	11.3%
THACO KIA	Optima	Sedan	5 seats	25	13	35	73		121	19	80	220	
THACO KIA	Soluto	Sedan	5 seats	238	92	186	516		756	276	607	1639	
THACO KIA		Sub-total		982	196	644	1822		2910	623	2094	5627	
THACO MAZDA	Mazda2	Hatchback	5 seats	33	4	14	51		68	16	39	123	
THACO MAZDA	Mazda2	Sedan	5 seats	104	30	58	192		218	83	128	429	
THACO MAZDA	Mazda3	Hatchback	5 seats	11	4	15	30		50	14	64	128	
THACO MAZDA	Mazda3	Sedan	5 seats	253	61	123	437		1,103	247	575	1925	
THACO MAZDA	CX-5	Crossover	5 seats	159	28	94	281		601	127	350	1078	
THACO MAZDA	Mazda 6	Sedan	5 seats	38	6	62	106		114	20	175	309	9.8%
THACO MAZDA	BT-50	Pick-up	5 seats	36	24	42	102		138	72	110	320	
THACO MAZDA	CX-8	SUV	7 seats	64	16	76	156		232	43	302	577	
THACO MAZDA		Sub-total		698	173	484	1355		2524	622	1743	4889	
THACO PREMIUM	Peugeot	peugeot	7 seats	65	18	49	132		211	67	234	512	1.0%
PEUGEOT		Sub-total		65	18	49	132		211	67	234	512	
THACO TRUCK	K2700 (K200)	Small truck	2 seats	234	43	178	455		592	120	443	1155	
THACO TRUCK	K3000 (K250)	Small truck	2 seats	291	76	228	595		601	184	571	1356	
THACO TRUCK	Thaco truck	Light truck	2 seats	254	109	358	721		539	279	849	1667	9.7%
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	69	76	149	294		179	156	333	668	
THACO TRUCK		Sub-total		848	304	913	2065		1911	739	2196	4846	
BUS THACO	Thaco 28 45 seats	Large bus	28 - 45 seats	17	5	13	35		97	49	129	275	0.5%
BUS THACO		Sub-total		17	5	13	35		97	49	129	275	
Honda	CR-V	SUV	7 seats	317	79	168	564		738	253	510	1501	
Honda	CITY	Sedan	5 seats	185	110	181	476		566	333	610	1509	
Honda	Jazz	Sedan	5 seats	3		4	7		24	17	29	70	
Honda	Accord	Sedan	5 seats	8	4	13	25		14	13	36	63	10.6%
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	119	61	170	350		192	172	394	758	
Honda	Brio	Sedan	5 seats	113	67	86	266		293	230	258	781	
Honda	HR-V	SUV	5 seats	133	61	86	280		276	114	218	608	
Honda		Sub-Total		878	382	708	1968		2103	1132	2055	5290	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	2			2		5			5	
VINAMOTOR	Hyundai	Medium truck	Under 10T	6			6		35			35	0.1%
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T	7			7		25			25	
VINAMOTOR		Sub-Total		15			15		65			65	
VEAM	VEAM Motor	Light truck	2-3	7	5	17	29		27	20	49	96	0.2%
VEAM	MAZ	Medium truck	2-3										
VEAM		Sub-total		7	5	17	29		27	20	49	96	
TCIEV	Sunny XL	Sedan	5 seats	4	3		7		44	18	4	66	
TCIEV	Sunny XV	Sedan	5 seats	35	9	2	46		73	39	7	119	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	27	16	3	46		56	35	13	104	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	22	4	7	33		68	9	42	119	
TCIEV		Sub-total		88	32	12	132		241	101	66	408	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	64	16	80	160		194	48	243	485	1.0%
DOTRANH		Sub-total		64	16	80	160		194	48	243	485	
VIDABUS	FX120	Large bus	47 seats										
VIDABUS	BX212	Large bus	41 seats										
VIDABUS	GDW6117	Large bus	47 seats										
VIDABUS	BC095	City bus	60 seats	7			7		22			22	0.1%
VIDABUS	GDW6901	City bus	60 seats										
VIDABUS	GVD090	City bus	60 seats						13			13	
DAEWOO BUS		Sub-Total		7			7		35			35	

No	Vehicle Type	Sales - March 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
1	Passenger cars (PC)								
1	Sedans	3,302	1,157	2,294	6,753	9,030	3,147	6,939	19,116
2	3. VAMA send to media_Mar20-revised	1,283	470	1,268	3,021				

Maker	Model name	Vama Classification	Seat	Sales - March 2020				Share	Sales - YTM 2020				Share
				North	Central	South	Total		North	Central	South	Total	
3	Cross-over cars			159	28	94	281		601	127	350	1,078	
4	Multi-purpose vehicles (MPV)			475	252	1,038	1,765		1,594	849	3,368	5,811	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			312	31	191	534		1,006	122	533	1,661	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			-	-	-	-		-	-	-	-	
9	Lexus's PC subtotal			42	-	36	78		126	-	132	258	
10	Thaco Peugeot's PC subtotal			65	18	49	132		211	67	234	512	
	Subtotal			1,438	1,976	3,973	12,584		15,803	5,570	15,453	36,826	
	In percentage (%)			44.87%	15.57%	39.56%	100.00%		43.02%	15.07%	41.91%	100.00%	
II	Commercial vehicles (CV)												
	Trucks												
11	Pick-ups			714	225	442	1,381		1,443	608	1,132	3,183	
12	Vans			90	1	37	128		249	5	138	392	
13	Small trucks (G.V.M ≤ 5,000 Kg)			1,068	179	1,039	2,286		2,237	396	2,154	4,787	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			360	135	544	1,039		823	355	1,280	2,458	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			61	1	50	112		126	1	85	212	
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			86	26	184	296		168	51	387	606	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	Subtotal			2,378	567	2,298	5,343		5,046	1,416	5,176	11,638	
	In percentage (%)			45.38%	10.82%	43.80%	100.00%		43.36%	12.17%	44.47%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			18	10	42	70		109	32	143	284	
22	Medium buses / Coaches [(17-30) seats]			-	-	7	7		9	7	30	46	
23	Large buses / Coaches [(31-55) seats]			64	5	16	85		179	49	140	368	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			7	-	-	7		35	-	-	35	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	62	62		-	-	92	92	
	Subtotal			89	15	65	169		332	88	313	733	
	In percentage (%)			52.66%	8.88%	38.46%	100.00%		45.29%	12.01%	42.70%	100.00%	
III	Special-Purpose Vehicles												
28	Dump trucks			69	76	149	294		179	156	333	668	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	-	-	
34	Garbages			-	-	-	-		-	-	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	Vacuum tank truck (SPV)			-	-	1	1		-	-	1	1	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chi huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			69	76	150	297		179	156	337	672	
	In percentage (%)			23.39%	25.76%	50.85%	100.00%		26.64%	23.21%	50.15%	100.00%	
	Grand-total			8175	2614	7481	18270		21460	7230	21319	50009	
	In percentage (%)			44.75%	14.31%	40.95%	100.00%		42.91%	14.46%	42.63%	100.00%	