

Maker	Model name	Vama Classification	Seat	Sales - Dec 2021				Share	Sales - YTM 2021				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	194	77	152	423		1457	513	823	2793	
Mitsubishi	Pajero Sport	SUV	7 seats	110	16	60	186		558	128	390	1076	
Mitsubishi	Attrage	Sedan	5 seats	518	373	258	1149		2,799	1,850	1,426	6,075	
Mitsubishi	Xpander (CBU)	MPV	7 seats	694	316	999	2009		4,641	2,002	5,763	12,406	
Mitsubishi	Xpander (CKD)	MPV	7 seats						444	185	581	1,210	
Mitsubishi	Triton	Pick-up	5 seats	451	262	262	975		1,826	995	862	3,683	9.8%
Mitsubishi													
Mitsubishi	Sub-total			1967	1044	1731	4742		11725	5673	9845	27243	
Suzuki	Carry Blind Van	Van	2 seats	100	1	91	192		903	38	595	1536	
Suzuki	Carry Truck	Small truck	2 seats	119	2	91	212		1161	58	683	1902	
Suzuki	Super Carry Pro	Small truck	2 seats	79	23	292	394		1153	263	1634	3050	
Suzuki	Ertiga 5MT	MPV	7 seats	5	2	43	50		81	47	259	387	
Suzuki	Ertiga 4AT	MPV	7 seats	14		50	64		282	47	482	811	5.0%
Suzuki	Swift	Hatchback	5 seats	35		34	69		386	32	135	553	
Suzuki	Ciaz	Sedan	5 seats						169	24	133	326	
Suzuki	XL7	SUV	7 seats	241	85	445	771		2374	507	2294	5175	
Suzuki	Sub-total			593	113	1046	1752		6509	1016	6215	13740	
Toyota	Camry	Sedan	5 seats	204	118	299	621		1570	509	2127	4206	
Toyota	Corolla	Sedan	5 seats	180	34	95	309		1041	230	683	1954	
Toyota	Vios	Sedan	5 seats	1,394	554	853	2801		10095	4134	5702	19931	
Toyota	Innova	MPV	8 seats	392	11	261	664		834	127	2041	3002	
Toyota	Fortuner (CBU)	SUV	8 seats	128	46	98	272		566	131	516	1213	
Toyota	Fortuner	SUV	8 seats	341	161	527	1029		1553	822	2764	5139	
Toyota	Hiace	Minibus	10 - 16 seats	7		6	13		56	13	125	194	
Toyota	Granvia	MPV	9 seats						1		2	3	
Toyota	Landcruiser 200 GX 470	SUV	8 seats	6	3	4	13		150	49	58	257	
Toyota	Land Prado	SUV	8 seats	49	12	21	82		380	93	155	628	
Toyota	FT86	Sedan	5 seats										
Toyota	Corolla Cross	SUV	5 seats	2,086	1,235	1,145	4466		8652	4586	5173	18411	24.4%
Toyota	Hilux	Pick-up	5 seats	116	26	153	295		1901	1054	1458	4413	
Toyota	Yaris	Sedan	5 seats	68	29	22	119		637	243	238	1118	
Toyota	Alphard	MPV	7 seats	6		12	18		37	5	65	107	
Toyota	Avanza	MPV	7 seats						4	5	24	33	
Toyota	Wigo	Sedan	5 seats	140	57	147	344		1097	432	963	2492	
Toyota	Rush	SUV	7 seats	245	174	379	798		1251	759	1653	3663	
Toyota	Raize	SUV	5 seats	215	139	226	580		303	184	282	769	
Toyota													
Toyota	Sub-total			5577	2599	4248	12424		30128	13376	24029	67533	
Isuzu	D-Max	Pick-up	5 seats	50	22	37	109		108	33	150	291	
Isuzu	mu-X	SUV	7 seats	3	2	18	23		47	5	103	155	
Isuzu	QKR	Small truck	3 seats	314	45	517	876		1866	311	3363	5540	
Isuzu	NMR	Small truck	3 seats	1	1	29	31		12	9	161	182	
Isuzu	NPK	Light truck	3 seats	52	9	54	115		226	40	279	545	
Isuzu	NQL	Light truck	3 seats	71	4	75	150		438	26	467	931	
Isuzu	FRR	Medium truck	3 seats	27	1	60	88		233	11	311	555	
Isuzu	FVR	Medium truck	3 seats	36	2	15	53		207	3	105	315	
Isuzu	FVM	Medium truck	3 seats	32	4	20	56		158	19	153	330	
Isuzu	Tractor Head	Tractor truck (CV)							1		12	13	
Isuzu													
Isuzu	Bus Chassis	Chassis									108	108	
Isuzu	Sub-total			586	90	825	1501		3296	457	5104	8857	
Ford	EcoSport	SUV		119	55	161	335		526	345	619	1490	
Ford	Transit	Minibus	16 seats	95	2	31	128		407	45	446	898	
Ford	Ranger	Pick-up	5 seats	427	276	486	1189		5896	3677	6077	15650	
Ford	Everest	SUV	7 seats	234	108	333	675		1906	948	2631	5485	
Ford	Explorer	SUV							2		1	3	
Ford	Tourneo	MPV	7 seats	9		10	19		50	2	130	182	8.6%
Ford													
Ford	Sub-total			884	441	1021	2346		8787	5017	9904	23708	
Hino	HINO	Other Truck	3 seats	140	78	364	582		1483	556	2776	4815	
Hino													
Hino	Bus Chassis	Chassis											
Hino	Sub-total			140	78	364	582		1483	556	2776	4815	1.7%
SAMCO	SAMCO 24 CN - 46CN	Medium bus	27 seats	1			1		5	2	17	24	
SAMCO	SAMCO B40 - B80	Large bus	40 seats						121	2	20	143	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats								12	12	
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats				1				1	1	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats								1	1	
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			2	2				26	26	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats								1	1	
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats								1	1	0.1%
SAMCO	Hooklift	Hooklift (SPV)	3 seats		9		9			9	1	10	
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								4	4	
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 chua chay	Xe chi huy chua chay (SPV)	4 seats										
SAMCO	Xe hien mau luu dong	Xe hien mau luu dong (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			1	9	3	13		126	13	85	224	
THACO KIA	Morning	Hatchback	5 seats	302	65	189	556		2,497	367	1,040	3904	
THACO KIA	Cerato/K3	Sedan	5 seats	800	245	515	1560		5,717	1,483	3,305	10505	
THACO KIA	Sorento	SUV	7 seats	278	60	174	512		2,104	685	1,964	4753	
THACO KIA	Rondo	MPV	7 seats						64	66	194	324	
THACO KIA	Sub-total			496	107	309	912	16.0%	10,382	2,501	7,303	25,586	16.4%

Maker	Model name	Vama Classification	Seat	Sales - Dec 2021				Share	Sales - YTM 2021				Share
				North	Central	South	Total		North	Central	South	Total	
THACO KIA	Optima	Sedan	5 seats					36	10	50	96		
THACO KIA	Soluto	Sedan	5 seats	310	67	193	570	2,306	746	1,448	4,500		
THACO KIA	Seltos	Crossover	5 seats	1,258	287	800	2,345	7,420	2,672	6,030	16,122		
THACO KIA	Sonet	Crossover	5 seats	369	149	395	913	704	285	753	1,742		
THACO KIA		Sub-total		3,813	980	2,575	7,368	22,342	6,759	16,431	45,532		
THACO MAZDA	Mazda2	Sedan	5 seats	283	105	203	591	1,500	607	1,140	3,247		
THACO MAZDA	Mazda3	Sedan	5 seats	447	188	425	1,060	2,341	923	2,069	5,333		
THACO MAZDA	CX-5	Crossover	5 seats	986	350	864	2,200	4,583	1,676	3,971	10,230		
THACO MAZDA	Mazda 6	Sedan	5 seats	73	53	98	224	441	150	531	1,122		
THACO MAZDA	BT-50	Pick-up	5 seats	71	15	44	130	594	193	501	1,288		
THACO MAZDA	CX-8	SUV	7 seats	207	67	260	534	1,451	382	1,770	3,603		
THACO MAZDA	CX-3	SUV	5 seats	173	37	108	318	669	265	662	1,596		
THACO MAZDA	CX-30	SUV	7 seats	116	25	73	214	406	111	350	867		
THACO MAZDA		Sub-total		2,356	840	2,075	5,271	11,985	4,307	10,994	27,286		
THACO PREMIUM	Peugeot	peugeot	7 seats	466	118	392	976	3,201	855	2,698	6,754		
PEUGEOT		Sub-total		466	118	392	976	3,201	855	2,698	6,754		
THACO TRUCK	K2700 (K200)	Small truck	2 seats	197	26	175	398	2,961	476	2,041	5,478		
THACO TRUCK	K3000 (K250)	Small truck	2 seats	152	37	201	390	3,160	606	2,938	6,704		
THACO TRUCK	Thaco truck	Light truck	2 seats	226	64	253	543	2,727	1,096	3,617	7,440		
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	51	29	69	149	1,075	535	1,609	3,219		
THACO TRUCK		Sub-total		626	156	698	1,480	9,923	2,713	10,205	22,841		
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	2	1	5	8	110	30	151	291		
BUS THACO	Minibus	Minibus		4		8	12	124	26	141	291		
BUS THACO		Sub-total		6	1	13	20	234	56	292	582		
Honda	CR-V (CKD)	SUV	7 seats	605	235	454	1,294	3,038	1,039	1,777	5,854		
Honda	CITY	Sedan	5 seats	941	509	638	2,088	4,072	2,448	3,225	9,745		
Honda	Jazz	Sedan	5 seats										
Honda	Accord	Sedan	5 seats	3	3	9	15	22	22	76	120		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	45	61	157	263	395	349	1,204	1,948		
Honda	Brio	Sedan	5 seats	214	156	103	473	1,152	896	822	2,870		
Honda	HR-V	SUV	5 seats	54	44	61	159	414	329	418	1,161		
Honda		Sub-Total		1,862	1,008	1,422	4,292	9,093	5,083	7,522	21,698		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	7			7	75		9	84		
VINAMOTOR	Hyundai	Medium truck	Under 10T	13			13	122		50	172		
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T					131		285	416		
VINAMOTOR		Sub-Total		20			20	328		344	672		
VEAM	VEAM Motor	Light truck	2~3	19	10	24	53	196	125	218	539		
VEAM	MAZ	Medium truck	2~3										
VEAM		Sub-Total		19	10	24	53	196	125	218	539		
TCIEV	Sunny XL	Sedan	5 seats										
TCIEV	Sunny XV	Sedan	5 seats										
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats										
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats										
TCIEV		Sub-Total											
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	89	27	154	270	894	246	1,206	2,346		
DO THANH		Sub-Total		89	27	154	270	894	246	1,206	2,346		
VIDABUS	G8	Large bus	29-34 seats					1			1		
VIDABUS	G11	Large bus	47 seats					51			51		
VIDABUS	G12	Large bus	47 seats					23			23		
VIDABUS	GVD090	Large bus		5			5	5			5		
VIDABUS	GDW6117	Large bus	47 seats					1			1		
VIDABUS	Lestar	Medium bus	29 seats					2			2		
VIDABUS	BC095	City bus	60 seats	13			13	14			14		
VIDABUS	BC110	City bus	70-80 seats	5			5	5			5		
VIDABUS	BS 106 CNG												
DAEWOO BUS		Sub-Total		23			23	102			102		
Sub-Total													

No	Vehicle Type	Sales - Dec 2021				Sales - YTM 2021			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	5,620	2,552	4,015	12,187	35,390	15,056	25,142	75,588
2	Sport utility vehicles (SUV)	5,404	2,581	4,699	12,684	27,807	11,881	24,403	64,091
3	Cross-over cars	2,613	786	2,059	5,458	12,707	4,633	10,754	28,094
4	Multi-purpose vehicles (MPV)	1,616	436	1,684	3,736	7,932	2,931	11,188	22,051
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	337	65	223	625	2,883	399	1,175	4,457
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	102	-	116	218	860	-	609	1,469
10	Thaco Premium subtotal	61	18	96	175	569	41	652	1,262
11	Thaco Peugeot's PC subtotal	466	118	392	976	3,201	855	2,698	6,754
	Subtotal	16,315	5,515	13,284	36,114	91,349	35,796	75,831	203,976
	In percentage (%)	44.98%	18.18%	36.84%	100.00%	44.83%	17.57%	37.60%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,115	601	982	2,698	10,325	5,952	9,048	25,325
12	Vans	100	1	91	192	903	38	595	1,536
13	Small trucks (G.V.M ≤ 5,000 Kg)	862	134	1,305	2,301	10,444	1,723	11,105	23,272
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	457	114	560	1,131	4,481	1,533	5,787	11,801
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	108	7	95	210	720	33	619	1,372
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	140	78	364	582	1,483	556	2,776	4,815
19	Tractor trucks	-	-	-	-	1	-	12	13
20	Mercedes-Benz's CV (EUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	1,962	821	1,397	4,180	17,957	8,326	13,163	39,446

Maker	Model name	Vama Classification	Seat	Sales - Dec 2021				Share	Sales - YTM 2021				Share
				North	Central	South	Total		North	Central	South	Total	
	In percentage (%)			39.11%	13.14%	47.75%	100.00%		41.62%	14.43%	43.95%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			106	2	45	153		587	84	712	1,383	
22	Medium buses / Coaches [(17-30) seats]			1	-	-	1		7	2	17	26	
23	Large buses / Coaches [(31-55) seats]			14	1	5	20		387	32	192	611	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			18	-	-	18		19	-	-	19	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	-	-		-	-	108	108	
	Subtotal			139	3	50	192		1,000	118	921	2,039	
	In percentage (%)			72.40%	1.56%	26.04%	100.00%		49.04%	5.79%	45.17%	100.00%	
III	Special-Purpose Vehicles												
28	Dump trucks			51	29	69	149		1,075	535	1,609	3,219	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	1	1	
34	Garbages			-	-	2	2		-	-	26	26	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	1	1	
37	Crane trucks			-	-	1	1		-	-	1	1	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concert pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	1	1	
41	Hooklift			-	9	-	9		-	9	1	10	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	4	4	
45	Vacuum tank truck (SPV)			-	-	-	-		-	-	1	1	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
49	Xe hiến máu lưu động (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			91	98	77	166		1,075	544	1,645	3,264	
	In percentage (%)			31.68%	23.60%	44.72%	100.00%		32.94%	16.67%	50.40%	100.00%	
	Grand-total			19191	7532	16803	43526		121781	46293	109129	277203	
	In percentage (%)			44.09%	17.30%	38.60%	100.00%		43.93%	16.70%	39.37%	100.00%	