

Maker	Model name	Vama Classification	Seat	Sales - Dec 2022				Share	Sales - YTM 2022				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	284	42	83	409	2409	715	1601	4725		
Mitsubishi	Pajero Sport	SUV	7 seats	52	4	16	72	706	106	338	1150		
Mitsubishi	Attrage	Sedan	5 seats	212	175	124	511	3,072	2,119	2,023	7214		
Mitsubishi	Xpander (CBU)	MPV	7 seats	539	364	848	1751	6,532	4,065	10,641	21238		
Mitsubishi	Xpander (CKD)	MPV	7 seats	30	31	44	105	143	208	394	745		
Mitsubishi	Triton	Pick-up	5 seats	107	50	51	208	2,247	1,245	1,297	4789		11.1%
Mitsubishi													
Mitsubishi	Sub-total			1224	666	1166	3056	15109	8458	16294	39861		
Suzuki	Carry Blind Van	Van	2 seats	67	6	33	106	904	37	715	1656		
Suzuki	Carry Truck	Small truck	2 seats	200	2	23	225	1795	46	894	2735		
Suzuki	Super Carry Pro	Small truck	2 seats	576	12	86	674	2193	207	1322	3722		
Suzuki	Ertiga 5MT	MPV	7 seats					24	27	145	196		
Suzuki	Ertiga 4AT	MPV	7 seats	2		1	3	128	38	271	437		
Suzuki	Ertiga Hybrid 4AT	MPV	7 seats	2	3	55	60	37	16	113	166		4.5%
Suzuki	Ertiga Hybrid 5MT	MPV	7 seats	2	2	36	40	7	14	59	80		
Suzuki	Swift	Hatchback	5 seats	58	10	17	85	373	68	195	636		
Suzuki	Ciaz	Sedan	5 seats			4	4	26	6	23	55		
Suzuki	XL7	SUV	7 seats	164	37	217	418	2357	555	3614	6526		
Suzuki	Sub-total			1071	72	472	1615	7844	1014	7351	16209		
Toyota	Camry	Sedan	5 seats	176	44	355	575	1579	488	2404	4471		
Toyota	Corolla	Sedan	5 seats					196	18	57	271		
Toyota	Corolla (CBU)	Sedan	6 seats	139	26	190	355	1435	375	1775	3585		
Toyota	Vios	Sedan	5 seats	1,459	501	804	2764	10716	4475	8338	23529		
Toyota	Innova	MPV	8 seats	102	6	252	360	565	110	2597	3272		
Toyota	Fortuner (CBU)	SUV	8 seats	37	14	67	118	624	126	686	1436		
Toyota	Fortuner	SUV	8 seats	71	51	224	346	1531	867	3819	6217		
Toyota	Hiace	Minibus	10 - 16 seats					9	2	25	36		
Toyota	Granvia	MPV	9 seats						1	4	5		
Toyota	Landeruiser 200 GX 470	SUV	8 seats	7	2	2	11	103	46	83	232		
Toyota	Land Prado	SUV	8 seats	2		2	4	167	58	106	331		
Toyota	FT86	Sedan	5 seats										
Toyota	Corolla Cross	SUV	5 seats	1,081	545	853	2479	9650	4774	7049	21473		25.4%
Toyota	Hilux	Pick-up	5 seats					5	4	1	10		
Toyota	Yaris	Sedan	5 seats	15	6	18	39	349	116	163	628		
Toyota	Alphard	MPV	7 seats	1	3	5	9	23	6	42	71		
Toyota	Avanza	MPV	7 seats	79	86	179	344	905	702	1985	3592		
Toyota	Veloz	MPV	8 seats	371	239	618	1228	4456	2457	7191	14104		
Toyota	Wigo	Sedan	5 seats					137	60	291	488		
Toyota	Rush	SUV	7 seats					114	88	262	464		
Toyota	Raize	SUV	5 seats	421	190	381	992	3016	1582	2302	6900		
Toyota	Sub-total			3961	1713	3950	9624	35580	16355	39180	91115		
Isuzu	D-Max	Pick-up	5 seats	10	2	14	26	277	134	346	757		
Isuzu	mu-X	SUV	7 seats	21	1	11	33	148	27	278	453		
Isuzu	Truck	Other Truck	3 seats	333	52	411	796	3546	580	5772	9898		3.1%
Isuzu	Bus Chassis	Chassis					24				135		135
Isuzu	Sub-total			364	55	436	855	3971	741	6396	11108		
Ford	EcoSport	SUV						50	28	9	87		
Ford	Transit	Minibus	16 seats	98	16	61	175	893	206	1324	2423		
Ford	Ranger CBU	Pick-up	5 seats					316	209	385	910		
Ford	Ranger CKD	Pick-up	5 seats	831	599	994	2424	5529	3876	6132	15537		
Ford	Everest	SUV	7 seats	364	148	561	1073	2358	1239	3382	6979		
Ford	Explorer	SUV		71	7	59	137	398	121	330	849		
Ford	Tourneo	MPV	7 seats					4	9	11	24		8.1%
Ford	Territory	MPV	5 seats	404	260	338	1002	799	531	708	2038		
Ford	Sub-total			1768	1030	2013	4811	10347	6219	12281	28847		
Hino	HINO	Other Truck	3 seats	115	70	330	515	1448	729	3436	5613		1.6%
Hino	Bus Chassis	Chassis											
Hino	Sub-total			115	70	330	515	1448	729	3436	5613		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	6		5	11	44	2	70	116		
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	32		6	38	65	5	34	104		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats										
SAMCO	Truck	Medium truck	3 seats					2	6	6	6		
SAMCO	Crane truck	Crane truck (SPV)	3 seats										
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats			2	2	1		3	4		0.1%
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats			9	9		10	25	35		
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						12		12		
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats			1	1			6	6		
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats			1	1		1	2	3		
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chỉ huy chữa cháy	Xe chỉ huy chữa cháy (SPV)	4 seats										
SAMCO	Xe liên mẫu lưu động	Xe liên mẫu lưu động (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			38		24	62	110	38	141	289		
THACO KIA	Morning	Hatchback	5 seats	52	32	36	120	2,503	284	1,192	3979		
THACO KIA	K3	Sedan	5 seats	233	218	264	715	5,802	1,567	4,035	11404		
THACO KIA	Sorento	SUV	7 seats	39	30	42	111	1,954	350	2,075	4379		
THACO KIA	Rondo	MPV	7 seats										
THACO KIA	Carnival	MPV	7 seats	41	9	70	120	3,043	278	5,999	9320		
THACO KIA	Sub-total	Sedan		13	15	27	55						0.7%

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				North	Central	South	Total		North	Central	South	Total	
THACO KIA	Soluto	Sedan	5 seats	24	21	57	102	2.7%	1,718	395	1,700	3,813	4.0%
THACO KIA	Seltos	Crossover	5 seats	216	105	131	452		7,004	1,744	3,650	12,398	
THACO KIA	Sonet	Crossover	5 seats	224	140	132	496		5,634	1,258	2,554	9,446	
THACO KIA	Sportage	SUV	5 seats	109	26	89	224		1,365	385	1,445	3,195	
THACO KIA	Carens	SUV	7 seats	177	114	259	550		388	182	515	1,085	
THACO KIA	Sub-total			1,128	710	1,107	2,945		29,976	6,622	24,131	60,729	
THACO MAZDA	Mazda2	Sedan	5 seats	218	120	147	485		2,075	607	1,222	3,904	
THACO MAZDA	Mazda3	Sedan	5 seats	258	71	153	482		5,092	967	3,753	9,812	
THACO MAZDA	CX-5	Crossover	5 seats	356	149	210	715		6,996	1,533	4,171	12,700	
THACO MAZDA	Mazda 6	Sedan	5 seats	31	21	35	87		455	130	704	1,289	
THACO MAZDA	BT-50	Pick-up	5 seats	14	14	14	42	8.3%	278	141	340	759	10.1%
THACO MAZDA	CX-8	SUV	7 seats	102	47	110	259		1,489	294	2,054	3,837	
THACO MAZDA	CX-3	SUV	5 seats	117	49	81	247		936	335	667	1,938	
THACO MAZDA	CX-30	SUV	7 seats	74	31	78	183		802	207	804	1,813	
THACO MAZDA	Sub-total			1,170	502	828	2,500		18,123	4,214	13,715	36,052	
THACO PREMIUM	Peugeot	peugeot	7 seats	159	137	154	450	1.5%	4,456	1,886	3,833	10,175	2.8%
PEUGEOT	Sub-total			159	137	154	450		4,456	1,886	3,833	10,175	
THACO TRUCK	K2700 (K200)	Small truck	2 seats	136	27	104	267		2,308	395	1,642	4,345	
THACO TRUCK	K3000 (K250)	Small truck	2 seats	136	17	111	264		2,782	515	2,340	5,637	
THACO TRUCK	Thaco truck	Light truck	2 seats	120	41	160	321	3.2%	3,109	1,165	3,575	7,849	5.9%
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	42	16	54	112		1,022	475	1,779	3,276	
THACO TRUCK	Sub-total			434	101	429	964		9,221	2,550	9,336	21,107	
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	18	9	23	50		259	106	243	608	
BUS THACO	Minibus	Minibus		2		8	10	0.2%	119	54	158	331	0.3%
BUS THACO	Sub-total			20	9	31	60		378	160	401	939	
Honda	CR-V (CKD)	SUV	7 seats	549	203	276	1,028		4,541	1,978	3,059	9,578	
Honda	CITY	Sedan	5 seats	552	345	289	1,186		6,222	3,821	4,653	14,696	
Honda	Jazz	Sedan	5 seats										
Honda	Accord	Sedan	5 seats	1		2	3		37	37	163	237	
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	8	13	35	56	7.7%	391	291	1,243	1,925	8.6%
Honda	Brio	Sedan	5 seats						697	690	566	1,953	
Honda	HR-V	SUV	5 seats	21	13	15	49		905	614	737	2,256	
Honda	Sub-Total			1,131	574	617	2,322		12,793	7,431	10,421	30,645	
VINAMOTOR	Hyundai	Large bus	29-80 Seats						101			101	
VINAMOTOR	Vinamotor K6	Medium truck	Under 10T						135			135	
VINAMOTOR	Vinamotor NS700	Light truck	Under 7T	40		5	45	0.1%	122	8	18	148	0.1%
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T										
VINAMOTOR	Sub-Total			40		5	45		358	8	18	384	
VEAM	VEAM Motor	Light truck	2~3	8	2	4	14		216	55	220	491	
VEAM	MAZ	Medium truck	2~3										
VEAM	Sub-Total			8	2	4	14		216	55	220	491	
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	21	15	37	73	0.2%	537	170	874	1,581	0.4%
DOTHANH	Sub-Total			21	15	37	73		537	170	874	1,581	
VIDABUS	G8	Large bus	29-34 seats	2			2		11			11	
VIDABUS	G11	Large bus	47 seats						15			15	
VIDABUS	G12	Large bus	47 seats										
VIDABUS	GVD090	Large bus		29			29	0.2%	29			29	0.0%
VIDABUS	GDW6117	Large bus	47 seats										
VIDABUS	Lestar	Medium bus	29 seats										
VIDABUS	BC095	City bus	60 seats										
VIDABUS	BC110	City bus	70-80 seats	31			31		31	1		32	
VIDABUS	BS 106 CNG	City bus											
VIDABUS	BS 106 DIESEL	City bus							1			1	
VIDABUS	BS 090 DIESEL	City bus		7			7		22			22	
DAEWOO BUS	Sub-Total			69			69		109	1		110	
Sub-Total													

No	Vehicle Type	Sales - Dec 2022				Sales - YTM 2022			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,339	1,576	2,504	7,419	40,564	16,341	34,079	90,984
2	Sport utility vehicles (SUV)	3,763	1,554	3,426	8,743	36,011	14,677	35,215	85,903
3	Cross-over cars	796	394	473	1,663	19,634	4,535	10,375	34,544
4	Multi-purpose vehicles (MPV)	1,573	1,003	2,446	5,022	16,666	8,462	30,160	55,288
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	110	42	53	205	2,876	352	1,387	4,615
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	37	-	45	82	765	-	745	1,510
10	Thaco Premium subtotal	95	21	125	241	556	91	651	1,298
11	Thaco Peugeot's PC subtotal	159	137	154	450	4,456	1,886	3,833	10,175
	Subtotal	9,871	4,777	8,738	23,387	121,578	46,344	116,440	284,362
	In percentage (%)	41.44%	19.84%	38.72%	100.00%	42.74%	16.30%	40.96%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	962	665	1,073	2,700	8,652	5,609	8,501	22,762
12	Vans	67	6	33	106	904	37	715	1,656
13	Small trucks (G.V.M ≤ 5,000 Kg)	1,048	58	324	1,430	9,078	1,163	6,198	16,439
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	189	58	206	453	3,984	1,398	4,687	10,069
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	-	-	-	-	135	6	-	141
16	Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
18	AMVs	448	122	741	1,311	4,494	1,800	1,608	7,902

Maker	Model name	Vama Classification	Seat	Sales - Dec 2022				Share	Sales - YTM 2022				Share
				North	Central	South	Total		North	Central	South	Total	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	Subtotal			2,714	909	2,377	6,000		27,747	9,522	29,399	66,678	
	In percentage (%)			45.23%	15.15%	39.62%	100.00%		41.68%	14.30%	44.02%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			100	16	69	185		1,021	262	1,507	2,790	
22	Medium buses / Coaches [(17-30) seats]			6	-	5	11		44	2	70	116	
23	Large buses / Coaches [(31-55) seats]			81	9	29	119		480	113	277	870	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			38	-	-	38		54	1	-	55	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	24	24		-	-	135	135	
	Subtotal			325	25	103	453		1,599	278	1,824	3,311	
	In percentage (%)			63.74%	7.08%	29.18%	100.00%		41.74%	9.87%	48.39%	100.00%	
	III												
	Special-Purpose Vehicles												
28	Dump trucks			42	16	54	112		1,022	475	1,779	3,276	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	1	1	
34	Garbages			-	-	9	9		-	10	25	35	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	2	2		1	-	3	4	
37	Crane trucks			-	-	-	-		-	-	-	-	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	1	1		-	1	2	3	
41	Hooklift			-	-	-	-		-	12	-	12	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	1	1		-	-	6	6	
45	Vacuum tank truck (SPV)			-	-	-	-		-	-	-	-	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chi huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
49	Xe hiến máu lưu động (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			45	15	87	137		1,033	498	1,818	3,337	
	In percentage (%)			33.60%	12.80%	53.60%	100.00%		30.66%	14.92%	54.42%	100.00%	
	Grand-total			12853	5677	11773	30303		151897	56742	149424	358063	
	In percentage (%)			42.41%	18.73%	38.85%	100.00%		42.42%	15.85%	41.73%	100.00%	