

Maker	Model name	Vama Classification	Seat	Sales - Dec 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
Mekong	Pronto	SUV	7 seats				-							
Mekong	Premio	Pick-up	5 seats				-							
Mekong	Paso 990BE	Small truck	2 seats				-							
Mekong	Paso 990 D	Small truck	2 seats				-							
Mekong	Paso 1.5TD	Small truck	3 seats				-							
Mekong	Paso 2.0TD	Small truck	3 seats				-							
Mekong	Paso 2.5TD	Light truck	3 seats				-							
Mekong	Sub-total						-							
GM Vietnam	Spark Van	Van	2 seats	-	-	-		975	204	346	1525			
GM Vietnam	Spark LS	Sedan	5 seats	-	-	-		299	84	492	875			
GM Vietnam	Spark LT	Sedan	5 seats	-	-	-		156	71	333	560			
GM Vietnam	Aveo LT	Sedan	5 seats	-	-	-		268	172	549	989			
GM Vietnam	Aveo LTZ	Sedan	5 seats	-	-	-		285	137	410	832			
GM Vietnam	Cruze LS	Sedan	5 seats	-	4	6	10	207	86	353	646			
GM Vietnam	Cruze LTZ	Sedan	5 seats	-	2	1	3	209	53	205	467			
GM Vietnam	Orlando LTZ	MPV	7 seats	-	-	-		158	66	255	479			
GM Vietnam	Trax LT	SUV	5 seats	-	-	-		27	21	35	83			
GM Vietnam	Captiva LTZ	SUV	7 seats	-	-	1	1	54	28	149	231			
GM Vietnam	Trailblazer LTZ	SUV	7 seats	47	23	124	194	456	282	993	1731			
GM Vietnam	Colorado LTZ	Pick-up	5 seats	183	91	231	505	1509	726	1681	3916			
GM Vietnam														
GM Vietnam	Sub-total			230	120	363	713	4603	1930	5801	12334			4.5%
Mitsubishi	Outlander	SUV	7 seats	348	146	127	621	1576	970	933	3479			
Mitsubishi	Pajero Sport	SUV	7 seats	82	30	59	171	395	95	207	697			
Mitsubishi	Outlander	SUV	7 seats					15	31	5	51			
Mitsubishi	Mirage	Sedan	5 seats	38	44	25	107	318	318	186	822			
Mitsubishi	Attrage	Sedan	5 seats	128	173	122	423	739	962	521	2222			
Mitsubishi	Triton	Pick-up	5 seats	146	72	91	309	1,017	615	385	2017			
Mitsubishi	Xpander	MPV	7 seats	127	148	128	403	309	348	333	990			3.7%
Mitsubishi														
Mitsubishi	Sub-total			869	613	552	2034	4369	3339	2570	10278			
Suzuki	Carry Blind Van	Van	2 seats	52	2	57	111	1134	29	295	1458			
Suzuki	Carry Truck	Small truck	2 seats	55	3	68	126	1181	76	1153	2410			
Suzuki	Super Carry Pro	Small truck	2 seats	60	10	101	171	782	168	957	1907			
Suzuki	Vitara	SUV	5 seats					16	2	13	31			
Suzuki	Ertiga	Sedan	7 seats					8	3	18	29			
Suzuki	Swift	Hatchback	5 seats	103	11	54	168	103	11	54	168			2.5%
Suzuki	Ciaz	Sedan	5 seats	41	8	18	67	126	33	102	261			
Suzuki	Celerio GL MT	Hatchback	5 seats	15	2	16	33	49	16	93	158			
Suzuki	Celerio GL CVT	Hatchback	5 seats	41	10	41	92	253	44	178	475			
Suzuki														
Suzuki	Sub-total			367	46	355	768	3652	382	2863	6897			
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	78	19	96	193	759	132	1216	2107			
Toyota	Camry 2.5G/KL	Sedan	5 seats					1		2	3			
Toyota	Camry 2.0E /KE	Sedan	5 seats	112	35	79	226	1076	320	997	2393			
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	215	71	170	456	2600	785	1764	5149			
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats		1	10	11	24	14	107	145			
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	1		8	9	77	13	176	266			
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	921	373	542	1836	6063	2139	3736	11938			
Toyota	Vios 1.5E/VE	Sedan	5 seats	691	185	945	1821	6354	1496	7400	15250			
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	69	15	207	291	739	164	2259	3162			
Toyota	Innova E	MPV	8 seats	85	65	665	815	1731	846	8539	11116			
Toyota	Innova V	MPV	8 seats	4	1	25	30	64	4	235	303			
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats	41	8	24	73	130	47	186	363			
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats	128	49	245	422	655	265	1185	2105			
Toyota	Fortuner Diesel (4x2)/FK	SUV	8 seats	127	68	305	500	453	215	958	1626			
Toyota	Fortuner Diesel/FG	SUV	8 seats	70	51	230	351	489	259	1193	1941			23.8%
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats											
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats											
Toyota	Hiace Gasoline 2.7	Minibus	16 seats											
Toyota	Hiace Diesel 2.5	Minibus	16 seats	11		23	34	51	18	250	319			
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Landcruiser 200 GX 470	SUV	8 seats					8	4	4	16			
Toyota	Land Prado	SUV	8 seats	44	18	32	94	209	54	114	377			
Toyota	FT86	Sedan	5 seats											
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats	34	23	29	86	154	84	165	403			
Toyota	Hilux G (4x4) MT/HG	Pick-up	5 seats	95	8	10	113	251	57	69	377			
Toyota	Hilux E (4x2)	Pick-up	5 seats					1	2	10	13			
Toyota	Hilux (4x2) AT/HK	Pick-up	5 seats	179	13	60	252	351	107	232	690			
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats	101	34	61	196	569	180	369	1118			
Toyota	Alphard	MPV	7 seats					1	3	2	6			
Toyota	Avanza AG	MPV	7 seats	9	12	34	55	53	34	139	226			
Toyota	Avanza AE	MPV	7 seats	12	11	20	43	45	27	77	149			
Toyota	Wigo WG	Sedan	5 seats	300	80	154	534	1078	334	653	2065			
Toyota	Wigo WE	Sedan	5 seats	175	86	111	372	773	245	447	1465			
Toyota	Rush	SUV	7 seats	81	20	78	179	338	100	327	765			
Toyota	Sub-total			3583	1246	4163	8992	25097	7948	32811	65856			
Isuzu	D-Max 4x4	Pick-up	5 seats	2		1	3	65	2	47	114			
Isuzu	D-Max 4x2	Pick-up	5 seats	4		15	19	76	12	208	296			
Isuzu	mu-X	SUV	7 seats	6	2	55	63	174	11	600	785			
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats	14		11	25	22	2	73	97			
Isuzu	VAM	Light truck	3 seats	23	1	42	66							

Maker	Model name	Vama Classification	Seat	Sales - Dec 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	NQL	Light truck	3 seats	26	3	73	102	3.4%	169	53	385	607	2.7%
Isuzu	QKR	Small truck	3 seats	229	19	384	632		1221	327	2955	4503	
Isuzu	FRR	Medium truck	3 seats	38	1	19	58		71	9	169	249	
Isuzu	FVR	Medium truck	3 seats	64		6	70		111	8	48	167	
Isuzu	FVM	Medium truck	3 seats	34	3	20	57		97	11	119	227	
Isuzu	Tractor Head	Tractor truck (SPV)							7		29	36	
Isuzu													
Isuzu													
Isuzu													
Isuzu	Bus Chassis	Chassis					36				592	592	
Isuzu	Sub-total			440	29	626	1095	2099	460	4816	7375		
Ford	FIESTA - 5Drs	Hatchback		3	3	2	8	140	45	115	300	12.2%	
Ford	FIESTA - 4Drs	Sedan		1		1	2	46	18	41	105		
Ford	FOCUS - 5Drs	Hatchback		62	23	59	144	544	168	496	1208		
Ford	FOCUS - 4Drs	Sedan		58	10	42	110	421	118	358	897		
Ford	Transit 16 seats	Minibus	16 seats	189	25	126	340	2389	527	2899	5815		
Ford	Ranger	Pick-up	5 seats	829	270	829	1928	3888	1092	3695	8675		
Ford	Everest/Explorer	SUV	7 seats	308	98	398	804	1169	353	1270	2792		
Ford	EcoSport	SUV		268	101	254	623	1948	866	2030	4844		
Ford	Sub-total			1718	530	1711	3959	10545	3187	10904	24636		
Hino	HINO	Other Truck	3 seats	159	48	172	379	834	287	1739	2860		1.2%
Hino	Bus Chassis	Chassis											
Hino	Sub-total			159	48	172	379	834	287	1739	2860		
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	6	2	1	9	170	106	251	527	0.3%	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	26		47	73	99	2	83	184		
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats					6	5	21	32		
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats			1	1			4	4		
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats			1	1			2	2		
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats					7	1	11	19		
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vacuum tank truck	Vacuum tank truck (SPV)	3 seats			1	1	2		1	3		
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats					1			1		
SAMCO	Hooklift	Hooklift (SPV)	3 seats			1	1	1		1	2		
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats			1	1	1		2	2		
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats							1	1		
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chũa chũa	Xe chi huy chũa chũa (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			32	2	53	87	286	114	377	777		
THACO KIA	Morning	Hatchback	5 seats	812	105	365	1282	6,753	1,206	3,499	11458	9.3%	
THACO KIA	Cerato	Sedan	5 seats	628	136	292	1056	6,465	1,937	3,276	11678		
THACO KIA	Sorento	SUV	7 seats	42	12	108	162	473	221	966	1660		
THACO KIA	Rondo	MPV	7 seats	15	46	90	151	202	339	882	1423		
THACO KIA	Sedona	MPV	7 seats	78	13	212	303	652	119	1,680	2451		
THACO KIA	Optima	Sedan	5 seats	29	2	31	62	129	46	137	312		
THACO KIA	Rio	Sedan	5 seats					2	-	-	2		
THACO KIA	Sportage	SUV	5 seats					-	-	-	-		
THACO KIA	Xe khác	Sedan						1	-	1	2		
THACO KIA	Sub-total			1604	314	1098	3016	14677	3868	10441	28986		
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	44	30	61	135	683	304	1,005	1992	0.4%	
THACO BUS	Minibus	Minibus						12	-	15	27		
THACO BUS	Sub-total			44	30	61	135	695	304	1020	2019		
THACO TRUCK	K2700	Small truck		173	23	123	319	2,188	264	1,686	4138	4.6%	
THACO TRUCK	K3000	Small truck		152	35	123	310	4,067	976	4,042	9085		
THACO TRUCK	Thaco truck	Light truck		248	95	303	646	3,670	1,109	4,212	8991		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)		76	16	132	224	1,570	756	3,391	5717		
THACO TRUCK	Sub-total			649	169	681	1499	11495	3105	13331	27931		
VINAMAZDA	Mazda2	Sedan	5 seats	176	86	155	417	1157	551	961	2669	8.8%	
VINAMAZDA	Mazda3	Sedan	5 seats	637	144	257	1038	6941	2370	4135	13446		
VINAMAZDA	CX-5	Crossover	5 seats	652	110	344	1106	6245	1681	4317	12243		
VINAMAZDA	Mazda 6	Sedan	5 seats	51	18	94	163	879	257	1241	2377		
VINAMAZDA	BT-50	Pick-up	5 seats	75	25	33	133	726	440	824	1990		
VINAMAZDA	CX-9	SUV	7 seats						1	2	3		
VINAMAZDA	Sub-total			1591	383	883	2857	15948	5300	11480	32728		
THACO	Peugeot	Peugeot	7 seats	174		265	439	1,584	482	2,397	4463	1.4%	
PEUGEOT	Sub-total			174		265	439	1584	482	2397	4463		
Honda	CR-V	SUV	7 seats	305	221	264	790	3784	1922	3113	8819		
Honda	CITY	Sedan	5 seats	356	306	434	1096	3578	2544	4729	10851	9.6%	
Honda	Jazz	Sedan	5 seats	97	58	89	244	990	609	825	2424		
Honda	Accord	Sedan	5 seats		1		1	135	87	198	420		
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	120	131	224	475	872	739	1488	3099		
Honda	HR-V	SUV	5 seats	175	147	177	499	582	373	531	1486		
Honda	Sub-Total			1053	864	1188	3105	9941	6274	10884	27099		
VINAMOTOR	Hyundai	Large bus	29-80 Seats	20	1	2	23	1090	65	143	1298	0.3%	
VINAMOTOR	Hyundai	Medium truck	Under 10T	60	4	8	72	918	120	179	1217		
VINAMOTOR	Sub-Total			80	5	10	95	2008	185	322	2515		
VEAM	VEAM Motor	Light truck	2~3	1,684	13	70	1767	2,310	129	868	3307	5.4%	
VEAM	MAZ	Medium truck	2~3					63			63		
VEAM	Sub-total			1684	13	70	1767	2373	129	868	3370		
TCIEV	Sunny	Sedan	5 seats					22	4	5	31	0.7%	
TCIEV	Sunny XL	Sedan	5 seats	3	7	1	11	169	83	79	331		
TCIEV	Sunny XV	Sedan	5 seats	34	20	5	59	342	166	137	645		
TCIEV	VMAAsendtomedia	SUV	5 +	51	8	17	76	776	111	190	1190		

Maker	Model name	Vama Classification	Seat	Sales - Dec 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	39	13	33	85		324	103	146	573		
TCIEV				127	48	56	231		1563	527	590	2680		
HYUNDAI	County	Medium bus	29 seats					1.0%					2.5%	
HYUNDAI	Mighty CBU	Light truck	3 seats											
HYUNDAI	Mighty CKD	Light truck	3 seats	126	31	158	315		2,686	683	3,421	6,790		
DOTHANH				126	31	158	315		2,686	683	3,421	6,790		
VIDABUS	FX120	Large bus	47 seats	8			8	0.2%	8			8	0.1%	
VIDABUS	BX212	Large bus	41 seats						3		2	5		
VIDABUS	GDW6117	Large bus	47 seats	25			25		86			86		
VIDABUS	BC095	City bus	60 seats	25		2	27		145		2	147		
VIDABUS	GDW6901	City bus	60 seats						12			12		
DAEWOO BUS		Sub-Total		58		2	60		254		4	258		
SANYANG	SYM T880	Small truck	2 seats					0.0%					0.0%	
SANYANG	SYM T1000	Small truck	2 seats											
SANYANG	SYM V5	Van	5 seats											
SANYANG	SYM V9	Van	9 seats											
SANYANG	SYM 2.0T	Small truck	3 seats			2	2				108	108		
SANYANG	SYM V11	Van	11 seats											
SANYANG		Sub-Total				2	2				108	108		

No	Vehicle Type	Sales - Dec 2018				Sales - YTM 2018			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	4,991	2,034	3,973	10,998	44,138	17,106	37,647	98,891
2	Sport utility vehicles (SUV)	2,162	1,015	2,531	5,708	13,981	6,394	15,183	35,558
3	Cross-over cars	652	110	344	1,106	6,245	1,681	4,317	12,243
4	Multi-purpose vehicles (MPV)	399	311	1,381	2,091	3,954	1,950	14,401	20,305
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	1,036	154	537	1,727	7,842	1,490	4,435	13,767
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	362	102	301	765	2,570	810	2,889	6,269
9	Lexus's PC subtotal	108	-	90	198	288	-	300	588
10	Thaco Peugeot's PC subtotal	174	-	265	439	1,584	482	2,397	4,463
	Subtotal	9,884	3,776	9,432	23,032	89,602	29,813	81,568	192,983
	In percentage (%)	42.91%	16.18%	40.91%	100.00%	41.96%	15.57%	42.47%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,547	502	1,299	3,348	8,038	3,137	7,316	18,491
12	Vans	52	2	57	111	2,109	233	641	2,983
13	Small trucks (G.V.M ≤ 5,000 Kg)	683	90	812	1,585	9,461	1,813	10,974	22,248
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	2,107	143	646	2,896	8,921	1,999	9,069	19,989
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	196	8	53	257	1,260	148	515	1,923
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	159	48	172	379	834	287	1,739	2,860
19	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	Subtotal	4,744	793	3,039	8,576	30,823	7,417	30,254	68,498
	In percentage (%)	55.32%	9.25%	35.44%	100.00%	44.71%	11.12%	44.17%	100.00%
	Buses								
20	Minibuses [(10-16) seats]	200	25	149	374	2,452	545	3,164	6,161
21	Medium buses / Coaches [(17-30) seats]	6	2	1	9	170	106	251	527
22	Large buses / Coaches [(31-55) seats]	123	31	110	264	1,975	376	1,254	3,605
23	Sleeping buses	-	-	-	-	-	-	-	-
24	City buses of all lengths	25	-	2	27	157	-	2	159
25	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
26	Bus chassis (incompletely-built vehicles)	-	-	36	36	-	-	592	592
	Subtotal	354	58	263	675	4,754	1,027	4,871	10,353
	In percentage (%)	52.52%	8.61%	38.87%	100.00%	45.48%	9.83%	44.69%	100.00%
III	Special-Purpose Vehicles								
27	Dump trucks	76	16	132	224	1,570	756	3,391	5,717
28	Concrete mixer trucks	-	-	-	-	-	-	-	-
29	Tractor trucks	-	-	-	-	7	-	29	36
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	1	-	-	1
34	Garbages	-	-	-	-	7	1	11	19
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	1	1	-	-	2	2
37	Crane trucks	-	-	1	1	-	-	4	4
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	1	1
41	Hooklift	-	-	1	1	1	-	1	2
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	1	1	-	-	2	2
45	Vacuum tank truck (SPV)	-	-	1	1	2	-	1	3
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chua chay (SPV)	-	-	-	-	-	-	-	-
	Subtotal	76	16	137	329	1,908	797	3,442	5,787
	In percentage (%)	33.19%	6.99%	59.83%	100.00%	27.44%	13.08%	59.48%	100.00%
	Grand-total	15058	4593	12860	32511	117567	39314	119936	276817
	In percentage (%)	46.32%	14.13%	39.56%	100.00%	42.47%	14.20%	43.33%	100.00%