

Maker	Model name	Vama Classification	Seat	Sales - Dec 2023				Share	Sales - YTM 2023				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	251	47	103	401	11.8%	1501	290	708	2499	11.2%
Mitsubishi	Pajero Sport	SUV	7 seats	134	16	27	177		792	81	160	1033	
Mitsubishi	Attrage	Sedan	5 seats	159	159	237	555		1,883	1,368	1,799	5050	
Mitsubishi	Xpander (CBU)	MPV	7 seats	926	524	1,101	2551		6,117	3,335	8,386	17838	
Mitsubishi	Xpander (CKD)	MPV	7 seats	61	93	104	258		445	673	784	1902	
Mitsubishi	Triton	Pick-up	5 seats	218	68	46	332		1,520	549	503	2572	
Mitsubishi													
Mitsubishi	Sub-total			1749	907	1618	4274		12258	6296	12340	30894	
Suzuki	Carry Blind Van	Van	2 seats	199	8	102	309	3.1%	823	27	497	1347	4.8%
Suzuki	Carry Truck	Small truck	2 seats	67	5	33	105		1390	50	691	2131	
Suzuki	Super Carry Pro	Small truck	2 seats	13	1	11	25		4854	107	599	5560	
Suzuki	Carry Pro CKD	Small truck	2 seats	79	3	49	131		93	7	110	210	
Suzuki	Ertiga 5MT Euro 5	MPV	7 seats										
Suzuki	Ertiga 4AT Euro 5	MPV	7 seats						1	1	1	3	
Suzuki	Ertiga Hybrid 4AT	MPV	7 seats	47	7	204	258		138	41	716	895	
Suzuki	Ertiga Hybrid 5MT	MPV	7 seats	9	4	21	34		29	18	159	206	
Suzuki	Swift	Hatchback	5 seats	23	11	23	57		186	52	163	401	
Suzuki	Ciaz	Sedan	5 seats			1	1		10	4	23	37	
Suzuki	XL7	SUV	7 seats	59	19	117	195		830	162	1534	2526	
Suzuki	Jimv	SUV	4 seats								1	1	
Suzuki	Sub-total			496	58	561	1115		8354	469	4494	13317	
Toyota	Camry	Sedan	5 seats	136	19	90	245	24.9%	903	229	1297	2429	20.8%
Toyota	Corolla	Sedan	5 seats										
Toyota	Corolla (CBU)	Sedan	6 seats	54	10	50	114		542	114	774	1430	
Toyota	Vios	Sedan	5 seats	1,431	649	942	3022		6277	2748	4496	13521	
Toyota	Innova	MPV	8 seats	49	2	131	182		449	61	1399	1909	
Toyota	Fortuner (CBU)	SUV	8 seats	83	9	31	123		484	73	345	902	
Toyota	Fortuner	SUV	8 seats	22	13	51	86		754	387	1449	2590	
Toyota	Hiace	Minibus	10 - 16 seats										
Toyota	Granvia	MPV	9 seats										
Toyota	Landcruiser 200 GX 470	SUV	8 seats	31	14	11	56		213	114	227	554	
Toyota	Land Prado	SUV	8 seats	8	2		10		85	44	73	202	
Toyota	FT86	Sedan	5 seats										
Toyota	Corolla Cross	SUV	5 seats	166	122	135	423		4961	2622	2902	10485	
Toyota	Hilux	Pick-up	5 seats	5	2		7		62	19	53	134	
Toyota	Yaris	Sedan	5 seats	5			5		92	26	16	134	
Toyota	Alphard	MPV	7 seats	13	2	6	21		61	13	61	135	
Toyota	Avanza	MPV	7 seats	148	139	414	701		867	825	2091	3783	
Toyota	Veloz	MPV	8 seats	630	358	682	1670		2995	1734	4589	9318	
Toyota	Wigo	Sedan	5 seats	133	72	86	291		728	359	661	1748	
Toyota	Rush	SUV	7 seats										
Toyota	Raize	SUV	5 seats	107	90	115	312		1933	1119	1494	4546	
Toyota	Yaris Cross	SUV	5 seats	600	550	408	1558		1158	1029	878	3065	
Toyota	Innova Cross	MPV	7 seats	56	19	149	224		132	51	346	529	
Toyota	Sub-total			3677	2072	3301	9050		22696	11567	23151	57414	
Isuzu	D-Max	Pick-up	5 seats	24	3	20	47	2.6%	264	51	204	519	3.1%
Isuzu	mu-X	SUV	7 seats	15	12	15	42		72	29	135	236	
Isuzu	Truck	Other Truck	3 seats	308	42	509	859		2918	434	4564	7916	
Isuzu	Bus Chassis	Chassis									194	194	
Isuzu	Sub-total			347	57	544	948		3254	514	4903	8671	
Ford	Transit	Minibus	16 seats	151	15	115	281		1588	436	1837	3861	
Ford	Ranger CBU	Pick-up	5 seats	80	31	72	183		503	323	680	1506	
Ford	Ranger CKD	Pick-up	5 seats	785	423	521	1729		5982	3339	5258	14579	
Ford	Everest	SUV	7 seats	760	213	511	1484		4303	1696	3961	9960	
Ford	Explorer	SUV	7 seats	15	1	13	29		186	16	118	320	
Ford	Territory	MPV	5 seats	547	266	335	1148		3309	1889	2898	8096	
Ford	Sub-total			2338	949	1567	4854		15871	7699	14752	38322	
Hino	HINO	Other Truck	3 seats	137	41	189	367	1.0%	695	409	1451	2555	0.9%
Hino	Bus Chassis	Chassis											
Hino	Sub-total			137	41	189	367		695	409	1451	2555	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	6	3	12	21	0.1%	78	8	54	140	0.1%
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats						45		18	63	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	5	2		7		6	2	6	14	
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats								1	1	
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats								1	1	
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats		1		1		3	5	9	17	
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								1	1	
SAMCO	Hooklift	Hooklift (SPV)	3 seats			2	2				2	2	
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 chỉ huy chữa cháy	Xe chỉ huy chữa cháy (SPV)	4 seats										
SAMCO	Xe trộn máu lưu động	Xe trộn máu lưu động (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			11	6	14	31		132	15	92	239	
THACO KIA	Morning	Hatchback	5 seats	53	7	40	100	13.0%	738	161	568	1467	14.8%
THACO KIA	K3	Sedan	5 seats	200	38	131	369		1,509	493	1,203	3205	
THACO KIA	Sorento	SUV	7 seats	71	14	63	148		593	229	637	1459	
THACO KIA	Rondo	MPV	7 seats						-	-	-	-	
THACO KIA	Carnival	MPV	7 seats	198	20	356	574		1,943	241	3,217	5401	
THACO KIA	Sub-total			30	28	57	115		61	23	61	244	

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				North	Central	South	Total		North	Central	South	Total	
THACO KIA	Soluto	Sedan	5 seats	31	32	37	100	100%	379	230	446	1055	100%
THACO KIA	Seltos	Crossover	5 seats	741	258	276	1275		5,397	2,002	2,264	9663	
THACO KIA	Sonet	Crossover	5 seats	841	236	277	1354		5,902	2,343	3,121	11366	
THACO KIA	Sportage	SUV	5 seats	113	38	111	262		1,018	374	955	2347	
THACO KIA	Carens	SUV	7 seats	99	75	267	441	11.9%	1,037	665	2,064	3766	12.9%
THACO KIA	Sub-total			2,377	746	1,615	4738		18844	6970	14959	40773	
THACO MAZDA	Mazda2	Sedan	5 seats	324	80	120	524		2,215	650	1,154	4019	
THACO MAZDA	Mazda3	Sedan	5 seats	500	131	292	923		3,217	1,167	2,334	6718	
THACO MAZDA	CX-5	Crossover	5 seats	1,255	272	523	2050		9,261	2,594	4,953	16808	
THACO MAZDA	Mazda 6	Sedan	5 seats	34	14	40	88		385	220	489	1094	
THACO MAZDA	BT-50	Pick-up	5 seats	21	20	21	62		290	212	310	812	
THACO MAZDA	CX-8	SUV	7 seats	140	17	190	347		1,084	269	1,671	3024	
THACO MAZDA	CX-3	SUV	5 seats	114	63	63	240		704	351	479	1534	
THACO MAZDA	CX-30	SUV	7 seats	31	21	50	102		628	253	742	1623	
THACO MAZDA	Sub-total			2419	618	1299	4336	1.5%	17784	5716	12132	35632	1.1%
THACO PREMIUM	Peugeot SUV	peugeot	7 seats	246	95	212	553		1,417	534	1,087	3038	
THACO PREMIUM	Peugeot MPV	peugeot	7 seats										
PEUGEOT	Sub-total			246	95	212	553		1417	534	1087	3038	
THACO TRUCK	K2700 (K200)	Small truck	2 seats	115	22	63	200	3.0%	2019	248	1130	3397	5.3%
THACO TRUCK	K3000 (K250)	Small truck	2 seats	82	14	70	166		1810	239	1195	3244	
THACO TRUCK	Thaco truck	Light truck	2 seats	159	68	443	670		2484	766	3637	6887	
THACO TRUCK	Thaco dumptruck (SPV)	Dump truck (SPV)	2 seats	22	12	22	56		371	185	451	1007	
THACO TRUCK	Sub-total			378	116	598	1092	0.8%	6684	1438	6413	14535	0.6%
BUS THACO	Thaco 28 45 seats	Large bus	28 ~ 45 seats	123	41	93	257		620	174	573	1367	
BUS THACO	Minibus	Minibus		9	1	13	23		84	16	163	263	
BUS THACO	Sub-total			132	42	106	280		704	190	736	1630	
Honda	CR-V (CKD)	SUV	7 seats	510	204	295	1009	11.2%	3014	1147	1597	5758	8.6%
Honda	CITY	Sedan	5 seats	691	389	423	1503		4531	2504	2859	9894	
Honda	Jazz	Sedan	5 seats										
Honda	Accord	Sedan	5 seats	4	1	2	7		17	6	35	58	
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	18	23	101	142		203	182	837	1222	
Honda	Civic TypeR	Others	5 seats						5	4	10	19	
Honda	BR-V	MPV	7 seats	261	134	311	706		1038	624	1385	3047	
Honda	Brio	Sedan	5 seats										
Honda	HR-V	SUV	5 seats	249	241	202	692		1528	1019	1257	3804	
Honda	Sub-Total			1733	992	1334	4059	0.1%	10336	5486	7980	23802	0.1%
VINAMOTOR	Hyundai	Large bus	29-80 Seats						16	5	6	27	
VINAMOTOR	Vinamotor D8	Medium truck	Under 10T	16	5	6	27		198	17	43	258	
VINAMOTOR	Vinamotor NS700	Light truck	Under 7T										
VINAMOTOR	Vinamotor Cabstar	Small truck	Under 3.5T					0.0%	214	22	49	285	0.1%
VINAMOTOR	Sub-Total			16	5	6	27		97	51	68	216	
VEAM	VEAM Motor	Light truck	2~3	7	3	7	17						
VEAM	MAZ	Medium truck	2~3										
VEAM				7	3	7	17	0.3%	97	51	68	216	0.1%
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													
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	45	18	58	121		307	170	472	949	
DO THANH				45	18	58	121	0.0%	307	170	472	949	0.1%
VIDABUS	G8	Large bus	29-34 seats						5	1	2	8	
VIDABUS	G11	Large bus	47 seats										
VIDABUS	G12	Large bus	47 seats						37			37	
VIDABUS	GVD090	City bus	60 seats						16			16	
VIDABUS	GDW6117	Large bus	47 seats										
VIDABUS	Lestar	Medium bus	29 seats										
VIDABUS	BC095	City bus	60 seats	16			16		25			25	
VIDABUS	BC110	City bus	70-80 seats										
VIDABUS	BS 106	City bus	60 seats						102			102	
VIDABUS	BS 090	City bus	60 seats						14			14	
VIDABUS	CRD400	City bus	60 seats										
DAEWOO BUS	Sub-Total			16			16		199	1	2	202	
	Sub-Total												

No	Vehicle Type	Sales - Dec 2023				Sales - YTM 2023			
		North	Central	South	Total	North	Central	South	Total
I	Passenger cars (PC)								
1	Sedans	3,750	1,645	2,609	8,004	23,219	10,532	18,907	52,658
2	Sport utility vehicles (SUV)	3,578	1,781	2,778	8,137	26,878	11,969	23,387	62,234
3	Cross-over cars	2,837	766	1,076	4,679	20,560	6,939	10,338	37,837
4	Multi-purpose vehicles (MPV)	2,945	1,568	3,814	8,327	17,524	9,506	26,032	53,062
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	76	18	63	157	924	213	731	1,868
7	Others (please specify)	-	-	-	-	5	4	10	19
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	198	-	37	235	1,106	-	687	1,793
10	Thaco Premium subtotal	113	18	106	237	897	146	1,067	2,110
11	Thaco Peugeot's PC subtotal	246	95	212	553	1,417	534	1,087	3,038
	Subtotal	13,115	5,891	10,595	29,601	82,738	38,843	81,246	202,827
	In percentage (%)	45.31%	19.42%	35.26%	100.00%	43.11%	18.56%	38.32%	100.00%
II	Commercial vehicles (CV)								
	Trucks								
11	Pick-ups	1,133	547	680	2,360	8,621	4,493	7,008	20,122
12	Vans	199	8	102	309	823	27	497	1,347
13	Small trucks (G.V.M ≤ 5,000 Kg)	356	45	226	627	10,166	651	3,725	14,542
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	211	89	508	808	3,086	1,004	4,220	8,310
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	16	5	6	27	16	5	6	27
16	Heavy trucks (24,000 Kg < G.V.M ≤ 45,000 Kg)	-	-	-	-	-	-	-	-

Maker	Model name	Vama Clasification	Seat	Sales - Dec 2023				Share	Sales - YTM 2023				Share
				North	Central	South	Total		North	Central	South	Total	
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)			-	-	-	-		-	-	-	-	
18	Other Trucks			445	83	698	1,226		3,613	843	6,015	10,471	
19	Tractor trucks			-	-	-	-		-	-	-	-	
20	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
	Subtotal			3,968	777	3,138	7,883		36,325	7,853	31,471	75,649	
	In percentage (%)			44.05%	14.50%	41.44%	100.00%		48.02%	12.81%	39.17%	100.00%	
	Buses												
21	Minibuses [(10-16) seats]			160	16	128	304		1,672	452	2,000	4,124	
22	Medium buses / Coaches [(17-30) seats]			6	3	12	21		78	8	54	140	
23	Large buses / Coaches [(31-55) seats]			128	43	93	264		713	177	599	1,489	
24	Sleeping buses			-	-	-	-		-	-	-	-	
25	City buses of all lengths			16	-	-	16		157	-	-	157	
26	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
27	Bus chassis (incompletely-built vehicles)			-	-	-	-		-	-	194	194	
	Subtotal			316	63	233	612		2,628	637	2,653	5,918	
	In percentage (%)			51.24%	10.25%	38.51%	100.00%		44.33%	10.78%	44.89%	100.00%	
III	Special-Purpose Vehicles												
28	Dump trucks			22	12	22	56		371	185	451	1,007	
29	Concrete mixer trucks			-	-	-	-		-	-	-	-	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	1	1	
34	Garbages			-	1	-	1		3	5	9	17	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	1	1	
37	Crane trucks			-	-	-	-		-	-	1	1	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	-	-	
41	Hooklift			-	-	2	2		-	-	2	2	
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)			-	-	-	-		-	-	-	-	
49	Xe hiến máu lưu động (SPV)			-	-	-	-		-	-	-	-	
	Subtotal			22	11	24	57		374	190	483	1,047	
	In percentage (%)			37.29%	22.03%	40.68%	100.00%		36.35%	18.46%	45.19%	100.00%	
	Grand-total			16435	6743	13172	36350		121849	47693	106835	276377	
	In percentage (%)			45.21%	18.55%	36.24%	100.00%		44.09%	17.26%	38.66%	100.00%	