Sales in Feb_17 reached 17,740 units increase 46.98% compared to Feb_16.

<table>
<thead>
<tr>
<th>Total Market</th>
<th>Feb_16</th>
<th>Feb_17</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales volume</td>
<td>12,069</td>
<td>17,740</td>
<td>46.98%</td>
</tr>
</tbody>
</table>

### Top 10 Makes (Car/LCV)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Make</th>
<th>Feb_17</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>KIA</td>
<td>3,939</td>
</tr>
<tr>
<td>2</td>
<td>TOYOTA</td>
<td>3,588</td>
</tr>
<tr>
<td>3</td>
<td>FORD</td>
<td>1,881</td>
</tr>
<tr>
<td>4</td>
<td>MAZDA</td>
<td>1,816</td>
</tr>
<tr>
<td>5</td>
<td>CHEVROLET</td>
<td>825</td>
</tr>
<tr>
<td>6</td>
<td>HYUNDAI</td>
<td>745</td>
</tr>
<tr>
<td>7</td>
<td>HONDA</td>
<td>547</td>
</tr>
<tr>
<td>8</td>
<td>MERCEDES</td>
<td>401</td>
</tr>
<tr>
<td>9</td>
<td>ISUZU</td>
<td>380</td>
</tr>
<tr>
<td>10</td>
<td>MITSUBISHI</td>
<td>380</td>
</tr>
<tr>
<td>TOTAL MARKET</td>
<td>17,740</td>
<td></td>
</tr>
</tbody>
</table>
The winner in Feb_17 is KIA which:
- Sales gained 5.83%.

The loser in Feb_17 is Ford including:
- Sales dropped 2.02%.
- The highest growth in Feb_17 is Honda City which:
  - Sales increased 172.30%.
- The lowest growth in Feb_17 is Ford Transit including:
  - Sales decreased 26.69%.
New Mercedes GLC Coupe

New Porsche 911 GT3 version

New Hyundai Solati

New Jaguar F-Pace

New Mercedes C43 AMG version

New Mercedes GLC 43 AMG version

New Mercedes S400 Coupe version

New Mercedes GLE Coupe 43 AMG version
Emission Regulation & Industry News

Emission regulation in Vietnam

- Petrol vehicle must comply to EU4 level of emission from 1/1/2017, diesel vehicle from 31/12/2017.
- From 1/1/2022, all vehicles must comply to EU5 level of emission.

Industry News

- Update on BMW importer, Euro Auto, fraudulent case, Ministry of Transportation has ordered Vietnam Register to check all BMW vehicle registration & origin which sold by Euro Auto from 1/1/2013 up to now. Euro Auto was alleged by Vietnam Customs of several fraudulent practices including using fake documents, selling vehicle before clearing customs.
  It was made clear earlier by BMW AG that some document used by Euro Auto faked and not issued by BMW Group.
  Ministry of Finance is proceeding to bring the case to court. Euro Auto is suspended from importing vehicle effective from Jan 2017.

- Lexus Vietnam recalled RX for fix fault on hatch door, the fault may happen when door stops by an obstacle when operation causing damage to the control module.
  Lexus also recalled the RX200t to fix the braking system, the fault that the braking system may not working properly causing the vehicle to stray unintentionally.

- Mazda announced an incentive program giving one-year free car insurance to buyers in April.
From 27/Mar - 10/May, Porsche Vietnam discount 20% to summer service package, the package include checking air condition system and other component.

Hanoi, 1st April, Suzuki Vietnam with Bridgestone Vietnam held a Vitara Day providing free checking service and consulting for Vitara owners in the North.

Bac Ninh 3rd April, Mitsubishi opened a new dealer in the North increase total dealer to 23. Mitsubishi also launched incentive campaign giving gift worth up to 73 mil to new car buyers.

Honda Vietnam recalled 1300 vehicle including Civic and CR-V models to fix fault in passenger airbag.

Mercedes added new dealer Vietnam Star Phu My Hung in district 7 at the South of HCM city.

Toyota organized the Toyota Road Caravan tour to the mountainous area in the North Vietnam. The Toyota Road Caravan 2017 is organized by Toyota Asia Pacific to showcase IMV models like Fortuner, Innova and Hilux. The tour started in Thailand, travel to Myanmar, Cambodia, Vietnam, Laos and ended at Thailand.

Isuzu Vietnam also ran Isuzu Diesel Challenge 2017 to promoting the fuel saving of the mu-X and D-MAX. Isuzu Diesel Challenge took place from 7-9/April with 30 Isuzu vehicle traveling from HCM city to Phnom Penh, Cambodia and back to HCM city.

Audi Vietnam will provide over 300 Audi cars for the event of APEC summit in Vietnam. In April, 137 Audi cars already handed over to the organizers. Model includes 63 A4s, 26 A5s, 99 A6s, 50 Q5s, and 79 Q7s. The APEC summit 2017 will be held in the central city of Danang in November.
Vinh Phuc, 14th April, Honda Vietnam announced the new president Mr. Toshio Kuwahara. Mr. Kuwahara will replace Mr. Minoru Kato. Before Vietnam, Mr. Kuwara was president of Honda Motors Philippines.

Isuzu Vietnam recalled the mu-X to fix the wiring system fault, which is the wire of the engine igniting system may rub against other component causing short circuit. 250 mu-X are affected by the fault.

Mercedes ran the annual event of Mercedes Benz Driving Academy in the suburb of Hanoi. The focus of this year event is to promote off-road features in Mercedes SUV like GLC, GLE.

Mercedes announced it will recall about 1000 car of C-Class, E-Class, CLA, GLA and GLC models relate to a fault in engine igniting system.

Ford Vietnam launched the program of Test Drive and Mobile Maintenance Roadshow, the roadshow started 15/4 in Hanoi and travel 29 provinces and ended at 28/May/2017. The roadshow includes test driving and quick maintenance for local Ford owners.

From 15/4 to 7/6, Honda Vietnam run an incentive program giving 50 mil VND to buyer of CR-V and Accord. CR-V buyers also gets free sport hatch-spoiler worth of 6 mil VND.

Honda Vietnam recalled 300 Civic to fix the fault in engine cooling system. The fault in one of the hoses is smaller than design and not provide adequate cooling for the engine. That makes the engine overheat and kick off Check Engine alarm.

Ford are recalling 1426 Transit to the fault in crank shaft. That is the cushion for crank shaft may not meet quality requirement causing vibration and noise, may causing damage to the crank shaft. Transit that manufactured from 1/8/2016 to 18/11/2016 are subject of this recall.
LET'S CREATE SUCCESS STORY TOGETHER!

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Thank You
Merci
Gracias
Grazie
Obrigado
Tack
Vilen Dank
Dank U
Kiitos
Спасибо
Σας ευχαριστούμε
हायत
ありがとうございます
谢谢
감사합니다
Terima Kasih
คุณขอบคุณ
cảm ơn bạn
धन्यवाद
شكرا لك

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