

2020

AUTOMOTIVE REPORT



Hi there!

Welcome to the latest edition of our annual Automotive Report. At TecAlliance we are constantly trying to increase the value of our products and services. What you are holding in your hands right now is basically the same product as before, but most likely not the way you remember it from previous editions. The Automotive Report 2020 is a great team effort of key members of our System Integration Management and Marketing department. Our main consideration was to introduce an entirely new visual aesthetic. But this was not our only motivation. This year we are providing deeper market insights than ever before.

Our Vehicles in Operation (VIO) and OE services have become a renowned source of information in the automotive aftermarket since they were first introduced in 1991. With unbridled enthusiasm, our global team operates from our Maastricht (Netherlands) office: Data specialists, data analysts, data-staging engineers, developers and data scientists, all with multiple years of experience in their particular fields. In addition, local colleagues knowledgeable about the vehicles circulating in their home markets have given us their full support over the years.

This year advanced machine learning algorithms will move front and center in the whole process of creating the VIO data. Bulk data obtained from global sources is fed into our A.I. tooling, which automatically links the original raw data to the various vehicle tables with remarkable precision. The first results have revealed that our A.I. tooling ensures the best possible mapping against our global vehicle table known in the market — that's how we are building the future to serve your needs. We are also going to take data transparency to new levels, giving insights into the challenges we are facing and how we are dealing with them. At the time of this writing, we are rolling out a source quality document which will tell you precisely what kind of data fields we are receiving from each of our sources.

There is no doubt that 2020 will be an exciting year for TecAlliance. We hope you will join us on this journey into the future.

See you there!



BERND MEIJERS



ROBBERT LASOE

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DISCLAIMER

We link the raw source data from global sources such as Ministries and Automotive Associations to the TecAlliance standard and enrich wherever possible. Most of the figures shown in the Automotive Report 2020 derive from these official sources.

Although our goal is to ensure that our VIO data is as accurate a depiction of the reality as possible, we depend heavily on the reliability of raw data available in the market. Imperfections may therefore occur. Please let us know if you see something that does not align with your own expectations.

Please note that all figures relate to VIO data until 31.12.2019, but that the months July-December 2019 have been estimated. At the end of August 2020 we will have final end of 2019 VIO data. Figures do not include unspecified vehicles.

Version
2.2.0

GLOSSARY

A	
ACC	Accumulator
ACES	Aftermarket Catalog Enhanced Standard
AGRI	Agricultural Vehicles
A.I.	Artificial Intelligence

C	
Car-ID	TA vehicle ID; contains 60+ vehicle attributes.
CCU	Carsource Catalogue Utility

D	
DMM	Data Management Module

E	
ET	„Einpress Tiefe“ (german); describes the distance between the mounting surface and the geometric centre of the wheel of a car.
EV	Electric Vehicle

G	
GDP	Gross Domestic product
GM	General Motors
GVW	Gross Vehicle Weight

H	
HCV	Heavy Commercial Vehicles
H/F	Historical and Forecast Data
HMD	TA vehicle ID; contains 14 vehicle attributes.

I	
ICE	Internal Combustion Engine

J	
JATO	Global supplier of automotive business intelligence

K	
K-Type	TA vehicle ID; contains 11 vehicle criteria (vehicle < 7.5 tons).

L	
LCV	Light Commercial Vehicles

M	
MMI	Make Model Index
MPV	Multi Purpose Vehicle
MQB	„Modularer Querbaukasten“ (german); describes a platform model made by the VAG.

N	
N.U.T.S	Nomenclature of Territorial Units for Statistics
N-Type	TA vehicle ID; contains 9 vehicle criteria (vehicle > 7.5 tons)

O	
OEM	Original Equipment Manufacturer

P	
PC	Passenger Cars
PCD	Pitch Circle Diameter
PMA	Product Management Analytics
PSA	Peugeot Citroën Group

R	
RF	Run on Flat
RMI	Repair and Maintenance Information

S	
SUV	Sports Utility Vehicle

T	
TA	Tec Alliance
TC	Terrain Cars
TDI	Turbocharged Direct/Diesel Injection; a description of Engine Models by the VAG

V	
VAG	Volkswagen AG
VIO	Vehicles In Operation
VWE	Vehicle documentation and information office (NL)

W	
WLTP	Worldwide harmonized Light Vehicles Test Procedure

VIO SERVICES

01

ONE PLANET

1 billion+ registered vehicles

Each year we strive to bring you the best possible quality of our report, which by now is an established market report and is always primarily derived from our Vehicles in Operation Data (VIO). The Automotive Report paints a global picture of the current market situation, VIO services, automotive data trends and developments in the electric vehicle market. As electric cars are becoming more affordable, and diesel engines are gently declining in sales, the contents will reflect that with a strong focus on fuel types. For example, we provide a breakdown of all known electrically powered engines and inform you what they mean. Our efforts to diversify increases the value of the automotive statistics in subtle, yet valuable ways.

Today, we provide VIO data for a grand total of 77 countries with vehicle registration figures covering passenger cars, light commercial vehicles, heavy duty trucks and buses.

All 77 countries will be highlighted in the Automotive Report 2020. Furthermore, VIO data for motorcycles and agriculture tractors is in development. Moreover, historical and forecast data is also available in addition to VIO data on a deeper geographical level. Finally, the new VIO data, the status of the car parc at June 30th 2019, is available as of today.

We are able to link our VIO data to following ID's known in the market:
ACES (US) • Car-ID • HMD • JATO • K/N-Type • MMI (UK) • VWE (NL)

NORTH AMERICA

Countries: 5
Population: 505,7 million
VIO: 318 million
Coverage: 98%

EUROPE

Countries: 37
Population: 817,7 million
VIO: 376,8 million
Coverage: 98%

ASIA + MIDDLE EAST

Countries: 18
Population: 3,6 billion
VIO: 402,2 million
Coverage 96%

AFRICA

Countries: 5
Population: 242,9 million
VIO: 20,8 million
Coverage 96%

OCEANIA

Countries: 2
Population: 29,4 million
VIO: 22,1 million
Coverage: 98%

SOUTH AMERICA

Countries: 10
Population: 442,8 million
VIO: 74,1 million
Coverage 97%

6
CONTINENTS

75+
COUNTRIES

60+
ATTRIBUTES

6
SEGMENTS

GLOBAL HISTORICAL & FORECAST VIO

Looking to the past and towards the future

Our historical and forecast VIO data (Vehicles In Operation data) uses the current data as the starting point to calculate the next (and previous) five years using an in-house developed algorithm.

The current figures are based on the original raw data that we purchase from official global sources. Using a combination of AI tooling and manual work, the raw data is then translated to the TecAlliance standard. In the end, the data is linked to the internal vehicle identifiers such as HMD, K-Type and N-Type.

Algorithm Indicators

Our in-house developed algorithm uses the following indicators to gather all the information you need:

PC, TC, LCV, HCV	Figures
<ul style="list-style-type: none">• Total vehicles registered and operational• Sales new vehicles	<ul style="list-style-type: none">• Trade balance• Unemployment• GDP per capita• Population
Other	
<ul style="list-style-type: none">• End of production lifecycle• Trade embargo• Political situation• Fuel prices	<ul style="list-style-type: none">• Law changes (e.g., tax discount on hybrid/EV vehicles)• Average vehicle age• Legislation

Forecast VIO 2020. A renewed look into the future

We are constantly seeking to optimize our services and consider the needs of our customers. 2020 is a particularly exciting year as we will be developing a brand-new forecast model with a heightened focus on country-specific trends and developments.

The model will be available for passenger cars and light commercial vehicles and updated at least twice per year. Furthermore, we believe that we can support you even better by adding customer profiles which will align with specific customer needs. To realize our goals, we have assembled a team of internal and external experts. The framework, based on mathematical models and machine-learning, will be developed in close cooperation with the University of Maastricht (Sections Economics, Business Economics, Data Science and Knowledge Engineering).

The new model at a glance

- Web based customizable tooling
- „What-if“ simulations to anticipate future developments
- Predictive Analysis
- Environmental laws
- Regional & national economic situation
- Forecast sales
- Vehicle lifecycles
- Future vehicles
- Legislation changes
- Governmental policy

Tire size

Front/rear: Size, Load index, Speed index, Tire pressure, Laden tire pressure, RF, Extra load

Rim size

Front/rear: Size, ET, PCD, Center Bore

Nut/Bolt

Thread Type, Hex, Bolt length, Torque

Aftermarket Sizes

Allround/front/rear:
Upstep wheel, Min offset, Max offset, Comments, Tire size 1–7



TIRE AND VIO DATA IN ONE UNIFIED FORMAT

VIO TIRE DATA

We have partnered with one of the major players in the tire industry.

Thanks to this alliance, fully specified vehicle data and high quality tire data will come together in a unified format, complementing each other perfectly and rendering the individual parts even stronger than they already were.



6,929,262
Total Carparc

2%
VW GOLF
Most Popular Car

59.1%
DIESEL
Fuel Type

38.6%
HATCHBACK
Body Style

BELGIUM

DON'T GO NUTS LET'S GET N.U.T.S

VIO on a deeper geographical level

N.U.T.S. stands for Nomenclature of Territorial Units for Statistics. It's a geocode standard for referencing the subdivisions of countries for statistical purposes.

With N.U.T.S, TecAlliance is able to provide data on a deeper geographical level for 28 countries. Depending on the country, this data is accessible on different levels e.g., city, post code, municipality, province, district, etc. The data is updated once a year in August.



HENEGOUWEN

741,290
Total Carparc

2.2%
VW GOLF
Most Popular Car

57.7%
DIESEL
Fuel Type

25.2%
HATCHBACK
Body Style



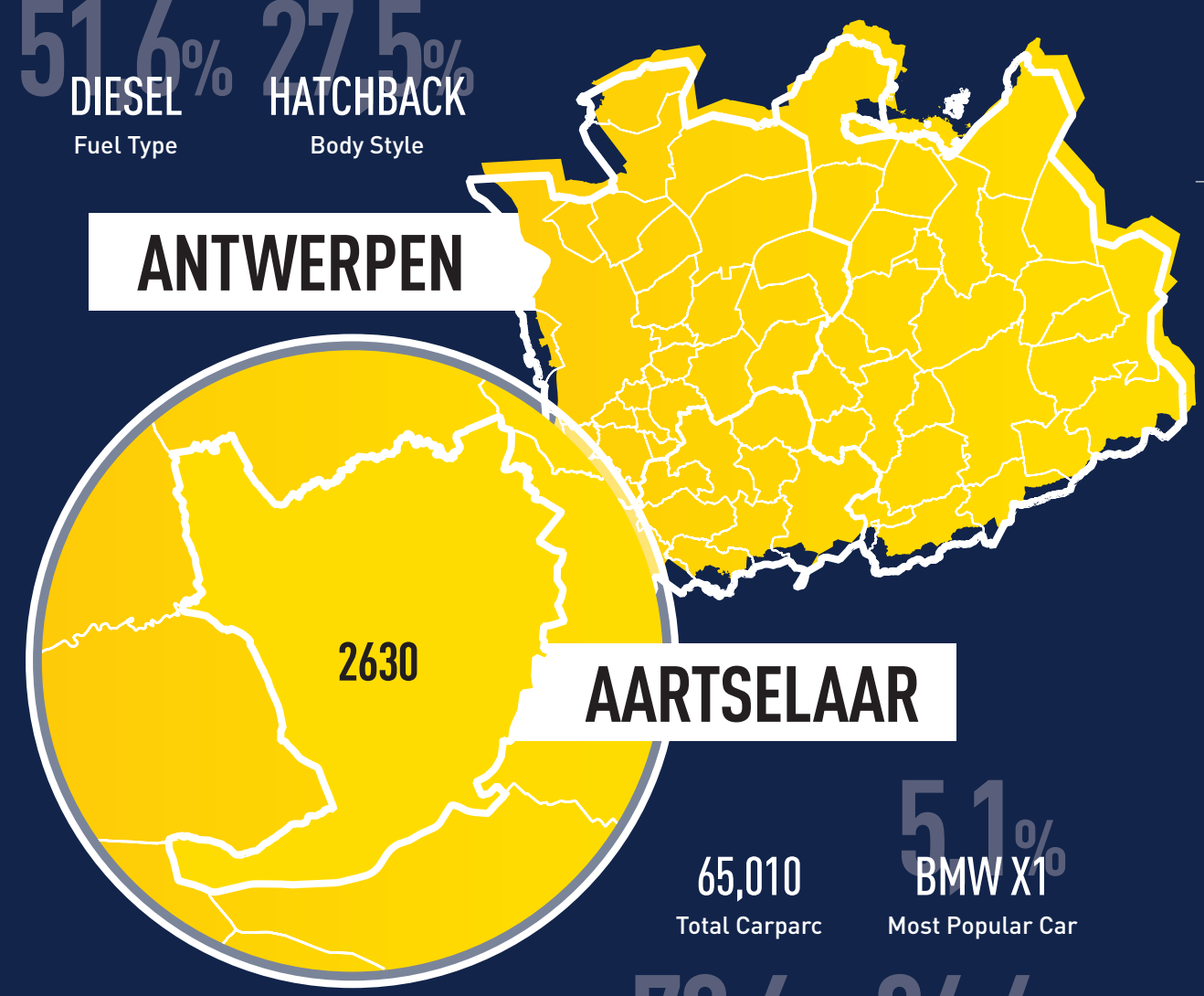
CHÂTELET

17,779
Total Carparc

4%
VW GOLF
Most Popular Car

59.1%
DIESEL
Fuel Type

40.2%
HATCHBACK
Body Style



ANTWERPEN

1,079,823
Total Carparc

2.9%
VW GOLF
Most Popular Car

51.6%
DIESEL
Fuel Type

27.5%
HATCHBACK
Body Style

AARTSELAAR

65,010
Total Carparc

5.1%
BMW X1
Most Popular Car

70.6%
DIESEL
Fuel Type

24.4%
HATCHBACK
Body Style

HOW DO WE USE A.I. & MACHINE LEARNING

DATA

DESCRIPTIVE
What Happened?

DIAGNOSTIC
Why did it happen?

PREDICTIVE
What will happen?

PRESCRIPTIVE
What should I do?

DECISION SUPPORT

DECISION AUTOMATION

DECISION

ACTION

Analytics Human Input

THE HARMONIZATION TOOL

A powerful tool

The Harmonization Tool was built to speed up and automate the translation process of the raw data files to our internal data tables.

We have two kinds of files:

- Complete parc
(all the registered vehicles in a country)
- Sales or first-time registration
(All the new vehicles registered or sold)

Before the Harmonization Tool, we processed all these raw data files in Excel and translated each row manually. This methodology was very time consuming and prone to errors.

We used the experience from the Information Management department (team VIO) in combination with our software developers to build the tool. Once we started to use it, it quickly established itself as a powerful tool throughout the whole organization. We concluded that the Harmonization Tool was useful for more than only processing raw VIO data files.

A combination of machine learning and artificial intelligence

The Harmonization Tool is used for the translation of raw source data files and to create a vehicle linkage to our internal standard (HMD).

Developed in-house, it is continuously improved by adding new features while existing ones are tweaked and refined.

At this point, we are processing the following source data types via the Harmonization Tool:

- Full parc source files
(national/regional N.U.T.S)
- Sales/first time registration source files
(half yearly)
- Vehicle tables
(Spec list without quantities)
- External data files is linked to the HMD
(e.g. JATO, ACES, VWE)

A KEY FEATURE

Predictive analytics

By using the available attributes in a raw source data file, the Harmonization Tool creates (=predicts) linkages to our internal database vehicles. For the vehicles in the source data with a correct set of attributes and values, and assuming the same equivalent exists in our internal vehicle tables, the process automatically links the external vehicle to the equivalent internal vehicle without the need for human input.

Missing attributes or values, or attributes that show deviations in values, will be highlighted by the process so the employee can't miss these. In such instances, by excluding the wrong or deviant values (e.g. a wrong horsepower), a linkage suggestion based on the remaining values of the other attributes will be provided to the employee. Currently, the Harmonization Tool can only offer a proposed linkage with one excluded value, whereas anything higher than one will result in such vehicles receiving the status 'Not-Linked'. Human input is subsequently needed to validate (approve vs. reject) the suggested linkage with the employee then required to correct the wrong, or add the missing values, which were previously excluded.

Prescriptive analytics

If a linkage is approved, the Harmonization Tool saves the specific linkage as well as the corrective measures so that such steps are automatically repeated during future translation jobs. Therefore, the process prescribes a course of action thanks to its accumulated and ever-evolving process of self-learning.

Future developments

Whereas in the current situation all translation jobs consist of linking the external data to the HMD first and foremost, future developments ensure that the Harmonization Tool will be able to link source data to any available external ID without the need to first link to the HMD. This setup will be more dynamic and versatile as the linkages will be one-to-one in nature.

Thanks to this new development we will be able to anticipate more specifically to the needs of the global automotive marketplace while the process will become more efficient.

14
15

AUTOMOTIVE DATA INSIGHTS

02

At TecAlliance we distinguish between the following principal vehicle segments for motor vehicles having at least four wheels.

Several characteristics define them, but none more so than the Gross Vehicle Weight. The first three segments are defined as the Light Duty Vehicles with a tonnage usually below 7.5 tons, whereas the fourth segment (Heavy Commercial Vehicles) has a tonnage typically starting from 7.5 tons.

VEHICLE DEFINITIONS

01 PASSENGER CARS (PC)

Designed primarily for the carriage of passengers (incl. driver) and their luggage. The general usage is primarily on regular (non off-road) roads such as paved streets and highways and it is understood the cars are being used privately rather than by commercially-minded companies or parties.

Body types for Passenger Cars: Combi Van, Convertible, Coupé, Estate, Hatchback, Multi-Purpose Vehicle (MPV), Targa.

02 TERRAIN CARS (TC)

Also designed primarily for the carriage of passengers (incl. the driver) and their luggage. Their general usage

is primarily on regular roads such as paved streets and highways, but vehicles are equally designed for, and capable on, off-road terrain. Similar to passenger cars, it is understood the cars are being used privately rather than by commercially-minded companies or parties.

Body types for Terrain Cars: Pick-Up Truck, SUV, Terrain Cab open/closed, Terrain Cab Wagon closed.

03 LIGHT COMMERCIAL VEHICLES (LCV)

Designed primarily for the carriage of passengers exceeding the numbers found in a passenger or terrain car or for the transport of cargo. The general usage is understood to be commercial in nature rather than for personal use. Generally speaking, the gross vehicle weight does not exceed 7.5 tons.

Body types for Light Commercial Vehicles: Bus, Chassis Cabin/Pick-Up, Van (Cargo carriage).

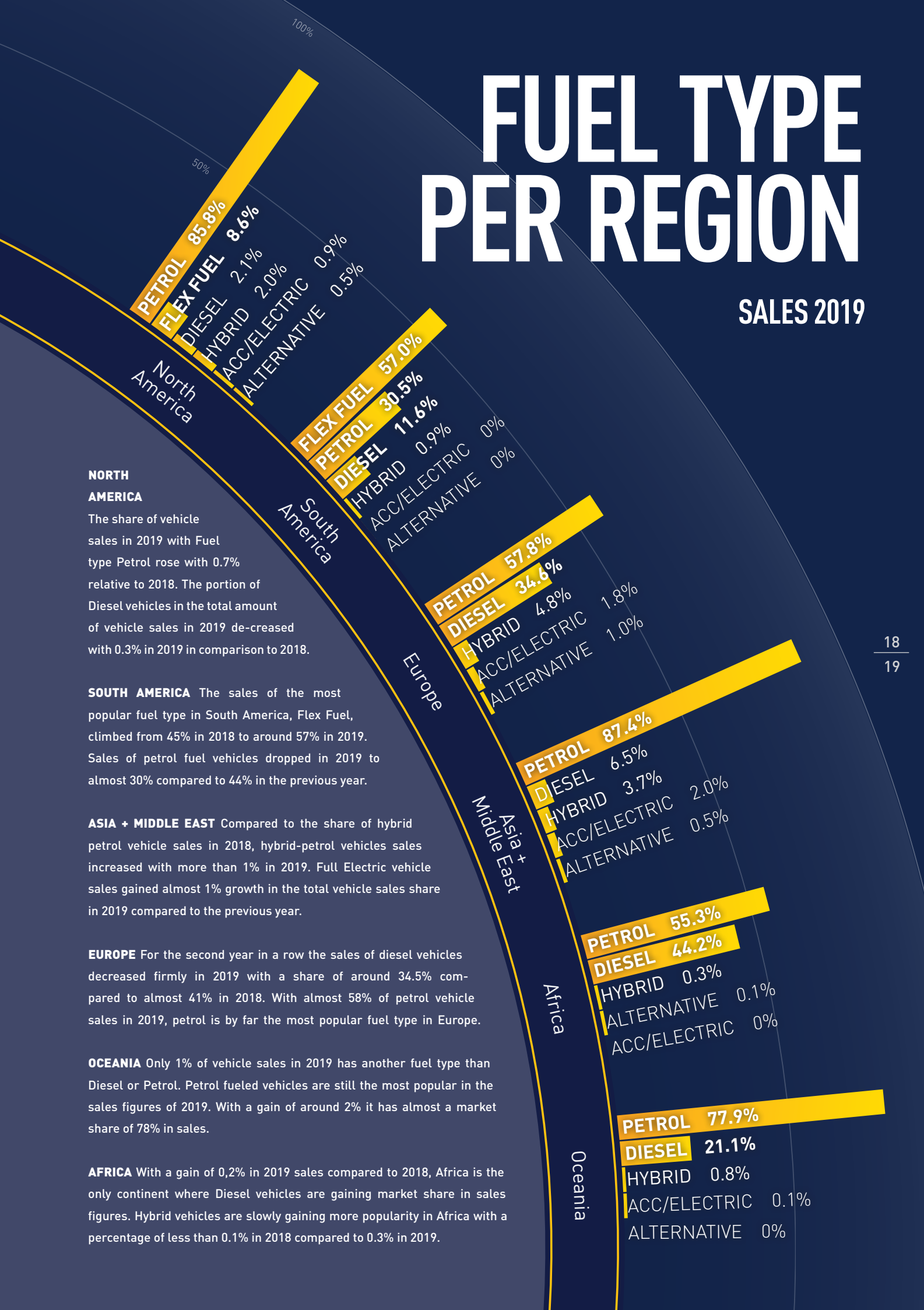
04 HEAVY COMMERCIAL TRUCKS & BUSES (HCV)

Designed primarily for the carriage of passengers or for the transport of cargo, with capacity far exceeding those found in the previous segments. The general usage is understood to be of a commercial rather than private nature. The gross vehicle weight usually starts at 7.5 tons. Such vehicles can be used in the service of companies but can also be used in a municipal capacity like, e.g. fire trucks or garbage trucks.

Body types for Heavy Commercial Trucks & Buses: Bus, Chassis Bus/Cabin/Pick-Up/Tractor, Mixer, Municipal Vehicle, Van (Cargo carriage)

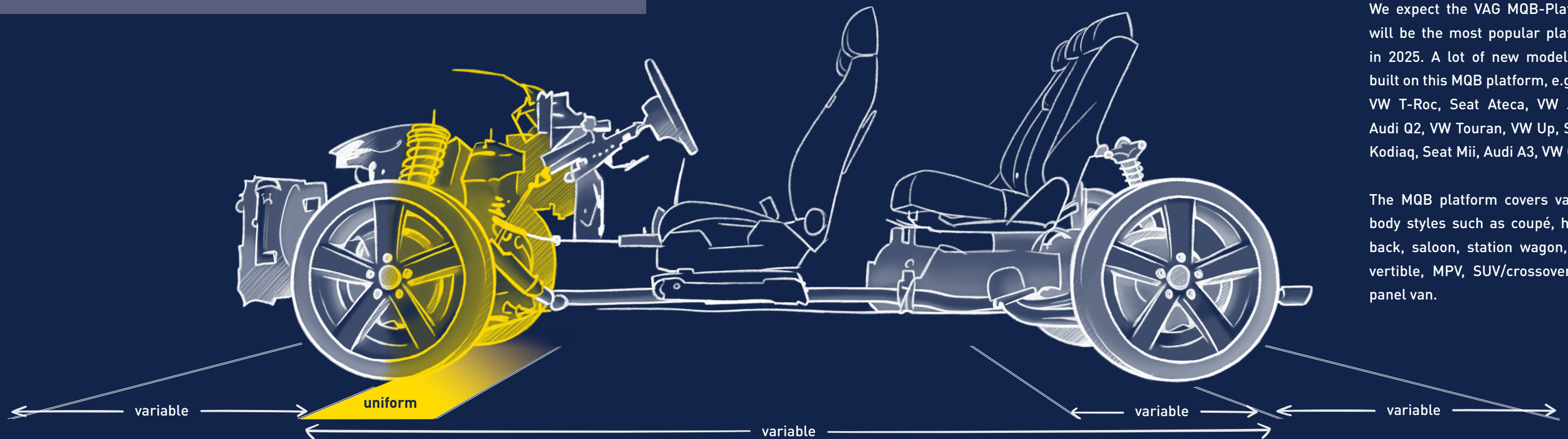
FUEL TYPE PER REGION

SALES 2019



PLATFORM INFORMATION

ONE SIZE FITS ALL



MQB-Platform

We expect the VAG MQB-Platform will be the most popular platform in 2025. A lot of new models are built on this MQB platform, e.g. The VW T-Roc, Seat Ateca, VW Jetta, Audi Q2, VW Touran, VW Up, Skoda Kodiaq, Seat Mii, Audi A3, VW Golf.

The MQB platform covers various body styles such as coupé, hatchback, saloon, station wagon, convertible, MPV, SUV/crossover and panel van.

What is the platform?

Automobile manufacturers often have models share a similar platform to help reduce development and to design and build parts in greater volumes, spreading out the overhead costs for a lower cost per unit.

The platform consists of the underlying structure and suspension, but often includes engines, transmissions and exterior body panels. Modular platforms are becoming even more important as automakers explore alternative power sources. These platforms tend to have a modular quality that allows their length and width to be changed easily.

If a platform can be shared by vehicles with different technologies, such as hybrid, electric, or fuel cell, it can bring down the cost of designing these lower-volume vehicles, since manufacturers don't have to engineer a new one for each type.

3 Facts about Platforms

01

Currently there are more than 2.600 different platforms available all over the globe.

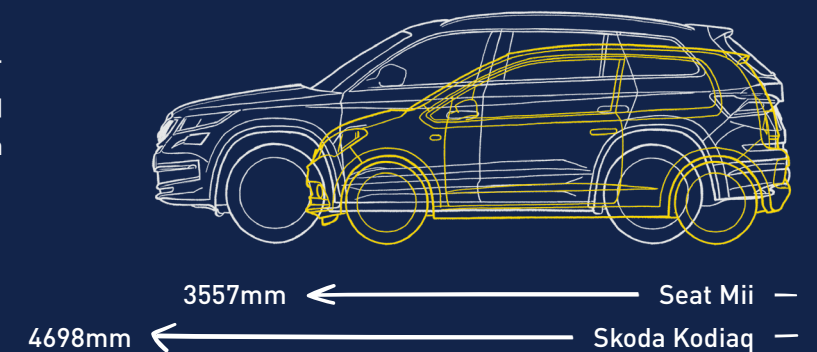
02

The most popular platform today is the PQ35 (A5) platform. It is used by more than 32 million cars.

03

The Top 10 of all platforms cover almost 13% of all vehicles driving around worldwide.

Wait, what? Yes! Despite having a length difference of 1141mm, the SUV Skoda Kodiaq and the hatchback vehicle Seat Mii are both built on top of the MQB-Platform.



Top 10 Platforms

Ranked by global 2019 VIO Data

01 PQ35 (A5)
VAG
32,675,765 (2.6%)

02 NISSAN/RENAULT B
Nissan/Renault
24,152,170 (1.9%)

03 MQB
VAG
14,420,969 (1.2%)

04 PQ24 (A04)
VAG
13,197,432 (1.1%)

05 PSA PF1
PSA
12,832,679 (1.0%)

06 N-TOYOTA IMV
Toyota
12,677,590 (1.0%)

07 NISSAN/RENAULT C
Nissan/Renault
12,530,211 (1.0%)

08 C1
Ford/Volvo/Mazda
11,580,531 (0.9%)

09 GM DELTA II
GM Global
11,472,413 (0.9%)

10 TOYOTA K
Toyota
11,274,013 (0.9%)

AVERAGE VEHICLE AGE

Average vehicle age grows

The European vehicle fleet is getting older year-on-year. Passenger cars in Europe are now on average almost 13 years old. In general, commercial vehicles are a little bit younger based on a snapshot of vehicles in operation June 30, 2019.

Vehicle Sales

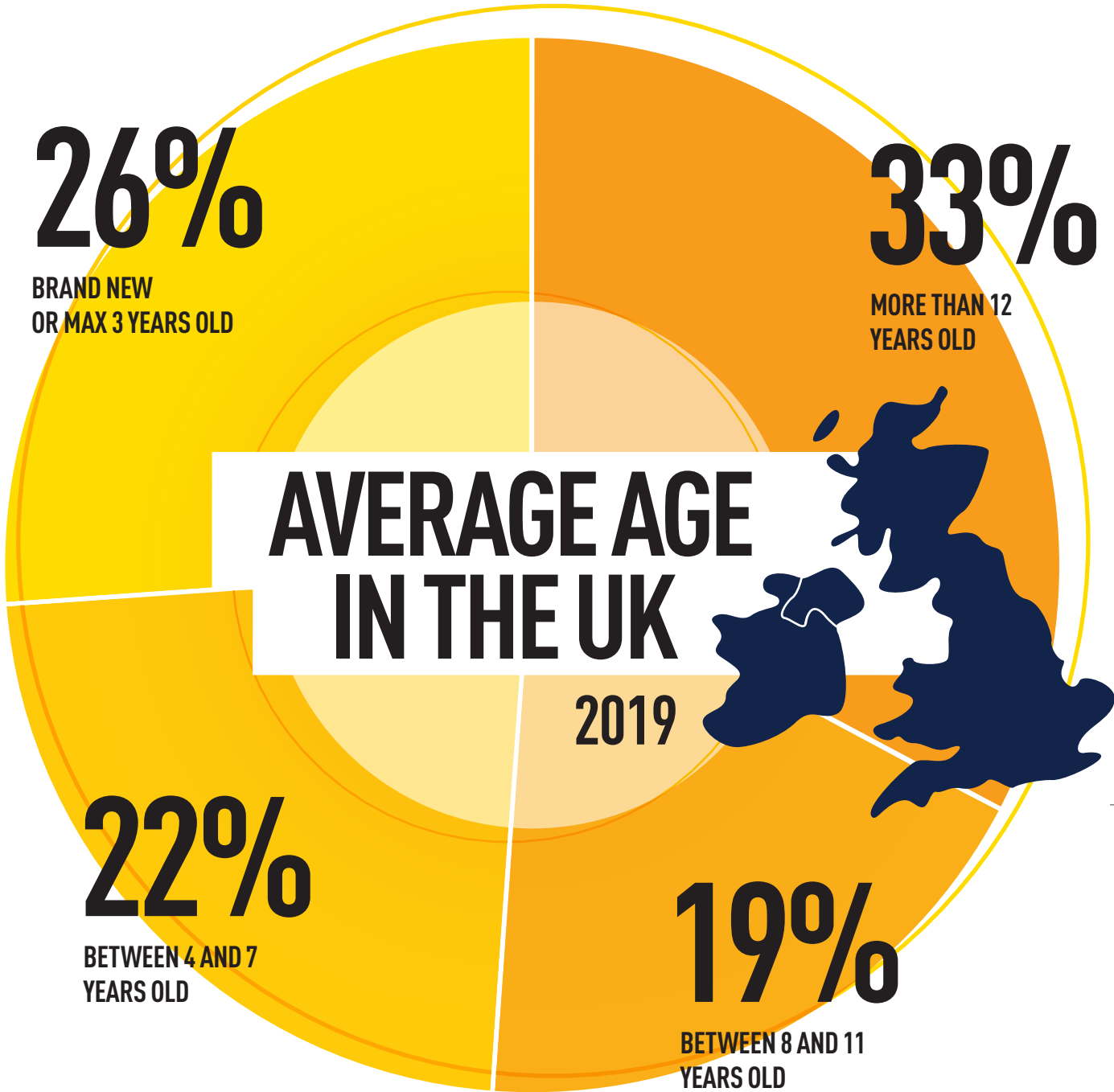
The number of registered light vehicles in Europe hit almost 9.5 million in the first 6 months of 2019, a decrease of 1.2 million, or 10%.

The average age of a vehicle has continued to increase since vehicles last longer than they used to. In addition, new sales for alternative fuel types are certainly rising, but not as intensely as expected. This reflects both slower fleet renewal and the increased longevity of vehicles, which is not beneficial for the environment.

Repair opportunities

The growing number of older vehicles circulating provides more repair opportunities (oil changes, new wiper blades etc..) for dealers and aftermarket parts manufacturers that focus on automotive service repair beyond the standard warranty coverage.

Nowadays, cars have never been built better. They last longer, have fewer breakdowns, and are safer. That being said, every car, old and new, can be subject to mechanical failure.



	12+		8-11		4-7		0-3	
2019	13,160,226	33%	7,473,466	19%	9,063,960	22%	10,591,876	26%
2018	12,004,408	30%	8,062,450	20%	8,700,586	22%	10,971,167	28%
2017	10,860,025	28%	8,609,262	22%	8,659,022	22%	11,082,206	28%
2016	9,471,043	24%	9,314,912	24%	8,733,252	23%	11,169,046	29%

Example: Development of the UK's car parc age during the last four years.

ELECTRIC VEHICLE MARKET

03

Despite the ongoing important discussions about emission compliance, it's a fact that passenger and commercial vehicle fuel consumption and CO₂ emissions per vehicle are today much lower than they were 20–30 years ago.

TRENDS IN FUEL TYPE REDUCING CO₂ TOGETHER

Nevertheless, the automobile industry remains committed to continuing to lower gas emissions, through the development of more fuel-efficient technologies like variable valve timing, turbocharging, stop-start systems and direct injection technology and ongoing investments into alternative powertrains.

Furthermore, the automobile industry has succeeded in transforming engines and components to increase fuel efficiency and reduce emissions from new vehicles. However, new vehicles only make 5% of the European car fleet which results in a slow uptake of more efficient vehicles.

Given the fact that the average age of cars in Europe is rising year-on year, and emission targets which exclusively focus on new vehicles, we fail to address the bulk of vehicles already on the road.

A lot of countries already change regulations

As of March 2020, The Dutch Government has decreed that the highway speed in The Netherlands is not to exceed 100 km/h while additional taxes on diesel vehicles older than 15 years will increase by 15%.

France is also lowering the CO₂ emissions and increases taxes over new cars which cross the current standard of 138g/km based on WLTP (Worldwide Harmonized Light Vehicle Test Procedure) figures.

As of January 2020, diesel vehicles with emission standard EURO 4 are no longer allowed in city centres in the Belgian cities of Antwerp, Brussels and Ghent. As a result, a lot of popular vehicles like the BMW 320d (E90 generation) or those equipped with the

popular VW 1.9 TDI and 1.4 TDI engine are prohibited from entering these cities. In addition, some EURO 1 petrol engines are barred from circulation in these low-emission zones.

Governments are focusing on three areas to secure individual mobility:

- preservation of resources
- environmental compatibility
- safety

In response, OEMs will begin to build cleaner, safer and a more diverse range of cars, including a variety of zero-emission vehicles.

From the customer's perspective, penalties and incentives will influence their decision to purchase a vehicle and how it will be used. Penalties may include increased taxation, while incentives, such as rebates, will be used to reduce ownership tax for zero-emission vehicles.

The contribution of diesel

Declining sales of diesel vehicles in Europe have also made a very important contribution to rising co₂ emissions.

Compared to other continents and driven by policy makers, in recent years Europe's fleet is more heavily skewed towards diesel. Because of the relative efficiency of modern diesel vehicles compared to petrol driven vehicles, emissions of CO₂ per kilometer are up to 20% less from a diesel car than from a petrol one. New technology means that diesel cars are helping to reduce CO₂ emissions whilst also meeting the most stringent ultra-fine particle standards in the world.

On the other hand, a lot of consumers switched to a Petrol driven engine due to the diesel scandal in 2015 which means the average CO₂ emission will increase as a petrol vehicle emits more CO₂ than a modern diesel variant.

Average CO₂ Emissions by Market and FuelType (g/km)


COUNTRY	2017	2018	2019
Norway	83.7	72.4	60.3
Portugal	104.2	105.4	83.2
The Netherlands	108.9	106.0	100.1
Denmark	108.0	111.0	107.8
France	110.7	112.0	111.1
Ireland	111.8	113.1	113.7
Finland	119.0	118.4	115.6
Greece	108.6	111.4	116.0
Croatia	112.0	114.7	118.3
Italy	112.5	115.3	118.4
Sweden	121.8	122.0	118.4
Spain	114.8	118.6	120.6
Belgium	115.4	119.3	121.0
Slovenia	118.3	120.0	122.6
Romania	118.8	121.3	124.0
Austria	120.4	123.4	124.8
Czech-Republic	124.8	125.6	126.9
United Kingdom	120.8	125.1	127.4
Hungary	124.3	125.9	128.7
Slovakia	125.1	127.1	129.7
Germany	126.2	129.1	129.9
Poland	126.0	128.3	131.4
Switzerland	133.3	137.3	137.7

TOTAL AVERAGE118.0120.5121.8


The average of shown CO₂ emissions is based on the totals of 23 countries.

CLEANER, SAFER AND
MORE DIVERSE RANGE OF
CARS, INCLUDING A
VARIETY OF ZERO-
EMISSION VEHICLES

TRENDS IN FUEL TYPE



UNITED KINGDOM




The United Kingdom has committed to a plan to ban all sales of gasoline and diesel-engine cars by 2040. Furthermore, they have also made plans to ensure that, by 2050, all circulating cars in the UK are zero-emissions only.

GERMANY




Germany has begun its commitment to remove diesel cars in the not too distant future. In fact, numerous German cities have already started to ban older, more polluting cars from their roads.





FRANCE



After 2040, car manufacturers in France will only be allowed to produce electrical vehicles or other clean alternatives. That being said, hybrid cars will also be allowed.

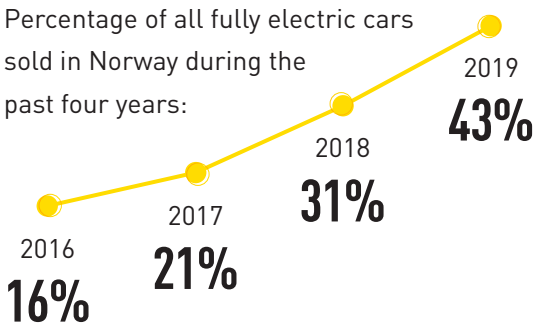


NORWAY




Norway is another country that hopes to remove diesel cars as soon as possible. The Government's plans are slightly more ambitious with goals to ensure that all new cars are powered by zero-emission means by 2025.

As of 2019, there are more than 220.000 electric vehicles registered in Norway. To continue this growth, the country's electric vehicle association aims to have more than 350.000 battery-powered cars on its roads by 2020 which would make Norway the leading electric market in Europe!

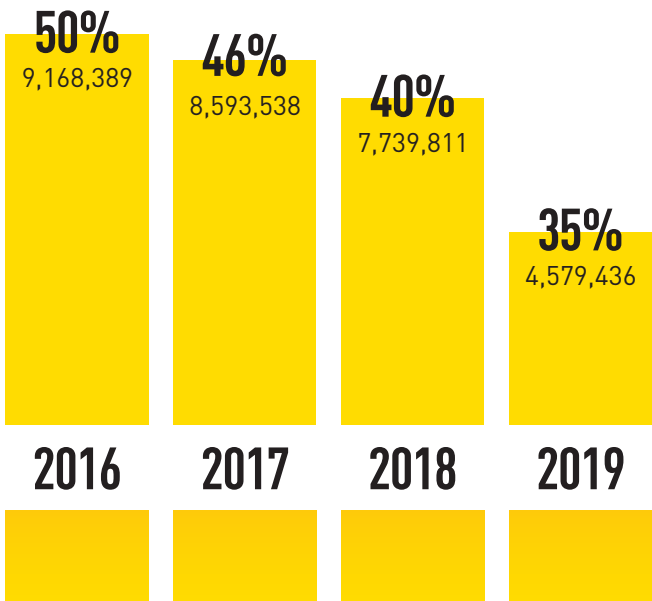


INDIA





Also, beyond Europe, in India, they are planning to remove all diesel engine cars in circulation by 2030. When that time arrives, these are to be replaced with primarily electrically powered alternatives.



Diesel sales in Europe is decreasing

But still, we believe that most car manufacturers will not be able to meet the European defined CO₂ emission output of 95 g/km in the year 2021. The penalties will be severe because of that.

THEY HAVE LOW MAINTENANCE AND RUNNING COSTS

Electric Vehicles have fewer parts than gasoline powered ones, which means that they have fewer parts to maintain. Their costly batteries do not last forever, but they have a lifetime of many years which keeps the replacement cost low. Furthermore, the overall energy consumption is also rather low with, on average, only 0.18 kWh/mi being used. By contrast, a gasoline-powered one uses 10 p/mi.

ELECTRIC VEHICLE FACTS

THEY ARE MORE EXPENSIVE THAN VEHICLES WITH AN INTERNAL COMBUSTION ENGINE

The high cost of electrically powered vehicles is attributed to the additional cost of the batteries. Due to these high battery costs, most people are reluctant to buy electric vehicles. That said, some carmakers have begun to manufacture cheaper batteries, which should offer considerable incentive to those who have not yet jumped on the bandwagon (e.g. VW ID3).

THEY ARE HEAVIER THAN GASOLINE VEHICLES, BUT LESS NOISY

The vehicles' comparatively heavier weight, caused primarily by the batteries, results in a longer stopping distance, but on the plus side, the added weight increases the safety in case of a collision. Finally, electric vehicles are generally far less noisy than engine-powered variants.

01 CHEAPER THAN GASOLINE

On average, the cost to power a vehicle by electricity is 50% lower per mile than to power it by gasoline, while electricity prices are much more stable than gas prices.

04 GOT THE POWER

Electric vehicles are a highly efficient means of transportation. Up to 80% of the battery energy is transferred directly to power the car, compared to just 14–26% for gasoline-powered vehicles.

07 GOOD NIGHT, SWEET LOADING

A majority of the electric vehicle owners charge their cars overnight at home when the electricity costs are lower.

08 THEY HAVE ARRIVED

Currently there are over 250 electric vehicle models on the market, and the number continues to rise.

02 SAVE CASH

Beyond wiper blades and tires, all-electric vehicles require little maintenance, saving consumers money over the car's lifecycle. Even the brake pads last longer.

05 BASICALLY NOTHING NEW

The first electric vehicle was created in 1832, and Thomas Edison worked on an electric car battery in 1899. In the early 1900s, New York City taxis were primarily electric.

09 OH, HOLY BATTERY

The battery is one of the most expensive parts of an electric vehicle, but technological advances are already reducing their costs.

03 INTELLIGENT BRAKING

Electric vehicles use regenerative braking to slow down, a method of converting the energy used to reduce the car's speed into power that is stored in the car's battery.

06 GROWING FAST

The electric vehicle market is growing faster than you might realize. More than 1 million plug-in and all-electric vehicles were sold in Europe in 2019. This is an increase of 16% compared to 2018.

10 SAVE THE PLANET

Switching to an electric vehicle can reduce your carbon footprint by up to 50%.

MHEV

HEV

EREV

PHEV

BEV

FCEV

MILD HYBRID

Mild-Hybrid Vehicles (MHEV) use an electric motor alongside a combustion engine, but the two power sources can’t be used independently of one another.

Instead, the small electric motor is used solely to assist the engine.

HYBRID

A Hybrid car (HEV) is a vehicle which uses two different energy sources to maximize efficiency. This usually means combining electrical energy stored in batteries, with the combustion energy of petrol or diesel fuel.

EXTENDED RANGE

An Extended Range Electric Vehicle (EREV) has an auxiliary power unit (range extender) which increases the EREV’s driving range. Most range extenders are small internal combustion en-

PLUG-IN HYBRID

A Plug-In Hybrid Electric Vehicle (PHEV) or Plug-In Hybrid, uses an electric motor and gas engine to operate. Its electric motor uses batteries that are recharged by

BATTERY POWERED

A Pure Electric, or Battery-Powered Electric Vehicle (BEV) gets all its power from its batteries and electric motors. It contains no internal combustion engine (ICE).

FUEL CELL

Fuel cell vehicles (FCEV’s) use hydrogen gas to power an electric motor. Unlike conventional vehicles which run on gasoline or diesel, fuel cell cars and trucks combine hydrogen and oxygen to produce electricity, which runs a motor.

Since they’re powered entirely by electricity, fuel cell vehicles are considered electric vehicles (EVs)—but unlike other EVs, their range and refueling processes are comparable to conventional cars.

Example: Hyundai Nexo

Hydrogen fuel cell vehicles combine the range and refueling of conventional cars with the recreational and environmental benefits of driving on electricity.

- FCEV’s can be refueled in less than five minutes
- Their mileage range does not decrease in cold weather

ELECTRIC VEHICLE TYPES

MHEV’s offer a simpler powertrain with modest power and efficiency gains. Using a belt alternator starter, MHEV systems allow energy to be regained through braking, feeding it into the batteries. They do not require the same level of battery power and do not achieve the same levels of fuel economy improvement compared to full hybrid models. It is also not possible to drive in electric mode only.

Example: Audi A4 TFSI

- Regenerative breaking charges the battery
- The electric motor is acting as a power booster
- Fuel efficiency improvement between 10 and 15%

The wheels can be powered in three different ways: directly by the engine, by the electric motor alone, or by both power sources working together.

Example: Toyota Prius

The Toyota Prius gets the best gas mileage (between 50 and 60mph) of any car using an internal combustion engine.

- HEV’s use small electric batteries and internal combustion engines
- Their batteries are charged by engines or through regenerative breaking
- Maximum acceleration: 40mph

gines that drive an electric generator furnishing the electric batteries and motor with electricity.

An EREV will create CO₂ when its small range extender motor is operating, but not when the EREV is using its electric power. Over its lifetime, an EREV will create significantly less CO₂ than an ICE car.

Example: Chevrolet Bolt

- They use rechargeable batteries and internal combustion engines
- The batteries are charged by engines or power grids

plugging it in to an electric power source. The gas-powered motor can work together with the electric motor, or separately on its own, to power the powertrain.

Scientific studies have shown that powertrains using a gas engine plus an electric motor creates much better fuel efficiency.

Example: Mitsubishi Outlander

- PHEV’s use rechargeable batteries, electric motors, and internal combustion engines

Its electric motor uses batteries that are recharged by plugging it in to an electric power source.

CO₂ is emitted during the BEV’s manufacturing process, however no CO₂ is emitted by the BEV itself, once it begins operating. Electric Vehicles emit 50 to 51% less CO₂ than ICE vehicles.

Example: Tesla Model 3

- BEV’s run entirely on electric motors and batteries
- Recharged from a power grid

ELECTRIC VEHICLE TYPES

FACTS & FIGURES

The first electric cars launched were slow, underpowered and contained a low battery capacity. Prices were also very high for those electric cars, resulting in decreased interest by customers.

Since the release of the first electric vehicles, vehicle makers from all around the world have refined their manufacturing processes and improved on existing technology.

The results of these refinements are electric vehicles that can drive hundreds of miles off one charge. The performance of these vehicles has significantly improved.

There are different types of electric vehicles. From Mild Hybrid electric vehicles, which are split into different architectures, to Fuel Cell electric vehicles. In the table below some interesting facts per electric vehicle type.

		<div>KW ⚡</div> <div>Electric Power</div>	<div>V ⚡</div> <div>Operating Voltage</div>	<div>KW/H 🔋</div> <div>Battery Capacity</div>	<div>CO₂ 🌿</div> <div>Reduction</div>	<div>KM 📶</div> <div>In EV Mode</div>	<div>PLUG-IN 🔌</div> <div>Charging</div>	
MHEV	BSG	Belt-integrated Starter Generator	2–4	48	~1	7–12%	–	No
	TMG	Transmission-integrated Motor Generator	10–15	48	~1	7–12%	–	No
	CSG	Crankshaft-integrated Starter Generator	<21	<160	~1	7–12%	–	No
HEV			15–20	150–350	1–2	15–20%	5–10	No
EREV			25–44	>120	33–42,2	15–20%	>100	Yes
PHEV			40–100	<400	10–15	>20%	~50	Yes
BEV			>60	<450	>15	100%	>100	Yes
FCEV			>100	<450	>90	100%	>250	No

AUTOMOTIVE

TRENDS

Electrified vehicles are becoming viable and competitive; however, the speed of their adoption will vary strongly at the local level.

There are currently 61 Chinese brands selling electric vehicles.

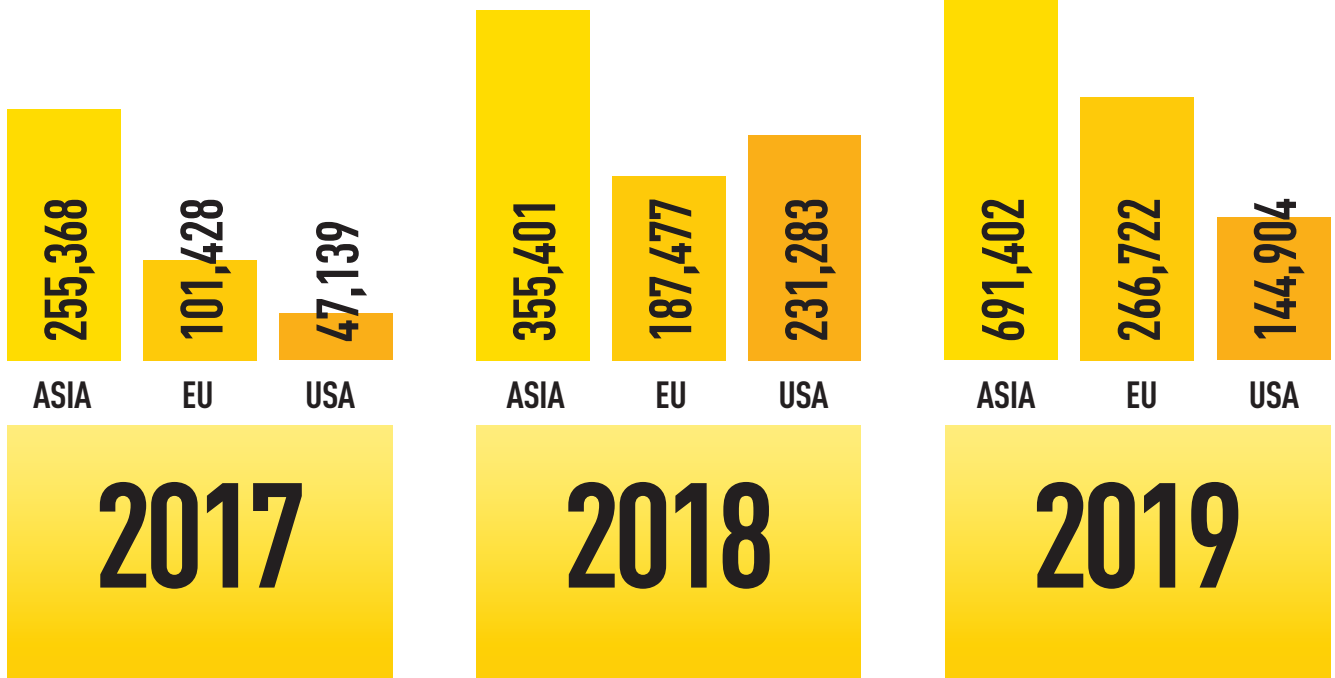
The Chinese government plans to increase the number of public charging poles from 200,000 to 5 million by 2020.

China expanded its market leading position in electric vehicles sales over the last years while Europe and the States are lagging behind.

The US has led in total disclosed investments into future mobility technologies since 2010 with 69 billion Euro — followed by China with 40 billion Euro.

The two European countries in the top 10 are the United Kingdom with 2.3 billion Euro and France with 1.5 billion Euro.

New BEV registrations








































COUNTRY & REGION SPECIFIC VIO DATA




















04

COUNTRIES & REGIONS

VIO SERVICES

OVERVIEW

		PC/TC	LCV	HCV	H/F	N.U.T.S			PC/TC	LCV	HCV	H/F	N.U.T.S	
EUROPE														
	AT	✓	✓	✓	✓	City		IT	✓	✓	✓	✓	Region/Province	
	BA	✓	✓	✓	✓	✗		LT	✓	✓	✓	✓	Municipality	
	BE	✓	✓	✓	✓	Province/Post Code		LU	✓	✓	✓	✓	✗	
	BG	✓	✓	✓	✓	✗		LV	✓	✓	✓	✓	✗	
	BY	✓	✓	✓	✓	✗		ME	✓	✓	✓	✓	✗	
	CH	✓	✓	✓	✓	Canton		MK	✓	✓	✓	✓	✗	
	CZ	✓	✓	✓	✓	✗		NL	✓	✓	✓	✓	Cebuco	
	DE	✓	✓	✓	✓	Post Code Area		NO	✓	✓	✓	✓	Municipality	
	DK	✓	✓	✓	✓	Town/Post Code		PL	✓	✓	✓	✓	District	
	EE	✓	✓	✓	✓	Province/City		PT	✓	✓	✓	✓	✗	
	ES	✓	✓	✓	✓	Province/Municipality/Post Code		RO	✓	✓	✓	✓	✗	
	FI	✓	✓	✓	✓	Municipality		RS	✓	✓	✓	✓	✗	
	FR	✓	✓	✓	✓	Département		RU	✓	✓	✓	✓	Region	
	GB	✓	✓	✓	✓	Country/Post Code Area		SE	✓	✓	✓	✓	Municipality	
	GR	✓	✓	✓	✓	✗		SI	✓	✓	✓	✓	City	
	HR	✓	✓	✓	✓	Municipality		SK	✓	✓	✓	✓	✗	
	HU	✓	✓	✓	✓	✗		TR	✓	✓	✓	✓	✗	
	IE	✓	✓	✓	✓	County		UA	✓	✓	✓	✓	✗	
	IS	✓	✓	✓	✓	Post Code								

PC/TC	LCV	HCV	H/F	N.U.T.S		PC/TC	LCV	HCV	H/F	N.U.T.S			
ASIA + MIDDLE EAST													
	AE	✓	✓	✗	✓	✗		KZ	✓	✓	✓	✓	✗
	CN	✓	✓	✓	✓	Province/City		MY	✓	✓	✗	✓	✗
	HK*	✓	✓	✗	✓	✗		PE	✓	✓	✗	✓	✗
	ID	✓	✓	✗	✓	✗		PH	✓	✓	✗	✓	✗
	IL	✓	✓	✗	✓	✗		SA	✓	✓	✗	✓	✗
	IN	✓	✓	✗	✓	✗		SG	✓	✓	✗	✓	✗
	IR	✓	✓	✗	✓	✗		TH	✓	✓	✗	✓	✗
	JP	✓	✓	✗	✓	✗		TW*	✓	✓	✗	✓	✗
	KR	✓	✓	✗	✓	✗		VN	✓	✓	✗	✓	Region
	KW	✓	✓	✗	✓	✗							

OCEANIA													
	AU					State**		NZ					State

*Region of China **Calculated Data

formats ranging from several variants, Access databases, CSV, BAK and DAT files and all the way to SQL-based relational formats and others.

In addition, VIO data can be provided through several in-house developed solutions such as CCU, PMA and VDP.

Data Management Module

CCU

You can analyze your product portfolio and find any gaps to improve market coverage in addition to identifying your sales potential on parts level rather than the coarser vehicle level. Numerous configuration options are

Visit <https://autostats4all.com>

available and perfectly matched with specific requirements, hereby simplifying your work and rendering your processes even more efficient and effective.

Online analysis tool for successful product management in the Automotive aftermarket.

VDP, which stands for Vehicle Data Portal, is a web-based solution that is our primary means of distributing the VIO data for 77 countries to our customers thanks to a streamlined, intuitive interface. The primary distinction between VDP and CCU is that the former has a singular focus on the VIO data whereas the latter has a focus on OE parts data, but enriched with VIO data in one consolidated package.

FUEL PRICE OF PETROL

FUEL PRICE OF DIESEL

VEHICLE AGE IN YEARS*

VEHICLES / 1000 INHABITANTS

VEHICLE PRODUCTION (PC ONLY)

TOP 5 MOST POPULAR CARS



↗ 4%

FUEL TYPE (PC/TC/LCV)

↗ ↘ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

→ 25%

BODY STYLES

VEHICLES IN OPERATION (PC/TC/LCV)



TRUCKS IN OPERATION (HCV)

VEHICLE SALES (PC)

[illegible]

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 101 102 103 104 105 106 107 108 109 110 111 112 113 114 115 116 117 118 119 120 121 122 123 124 125 126 127 128 129 130 131 132 133 134 135 136 137 138 139 140 141 142 143 144 145 146 147 148 149 150 151 152 153 154 155 156 157 158 159 160 161 162 163 164 165 166 167 168 169 170 171 172 173 174 175 176 177 178 179 180 181 182 183 184 185 186 187 188 189 190 191 192 193 194 195 196 197 198 199 200 201 202 203 204 205 206 207 208 209 210 211 212 213 214 215 216 217 218 219 220 221 222 223 224 225 226 227 228 229 230 231 232 233 234 235 236 237 238 239 240 241 242 243 244 245 246 247 248 249 250 251 252 253 254 255 256 257 258 259 260 261 262 263 264 265 266 267 268 269 270 271 272 273 274 275 276 277 278 279 280 281 282 283 284 285 286 287 288 289 290 291 292 293 294 295 296 297 298 299 300 301 302 303 304 305 306 307 308 309 310 311 312 313 314 315 316 317 318 319 320 321 322 323 324 325 326 327 328 329 330 331 332 333 334 335 336 337 338 339 340 341 342 343 344 345 346 347 348 349 350 351 352 353 354 355 356 357 358 359 360 361 362 363 364 365 366 367 368 369 370 371 372 373 374 375 376 377 378 379 380 381 382 383 384 385 386 387 388 389 390 391 392 393 394 395 396 397 398 399 400 401 402 403 404 405 406 407 408 409 410 411 412 413 414 415 416 417 418 419 420 421 422 423 424 425 426 427 428 429 430 431 432 433 434 435 436 437 438 439 440 441 442 443 444 445 446 447 448 449 450 451 452 453 454 455 456 457 458 459 460 461 462 463 464 465 466 467 468 469 470 471 472 473 474 475 476 477 478 479 480 481 482 483 484 485 486 487 488 489 490 491 492 493 494 495 496 497 498 499 500 501 502 503 504 505 506 507 508 509 510 511 512 513 514 515 516 517 518 519 520 521 522 523 524 525 526 527 528 529 530 531 532 533 534 535 536 537 538 539 540 541 542 543 544 545 546 547 548 549 550 551 552 553 554 555 556 557 558 559 560 561 562 563 564 565 566 567 568 569 570 571 572 573 574 575 576 577 578 579 580 581 582 583 584 585 586 587 588 589 590 591 592 593 594 595 596 597 598 599 600 601 602 603 604 605 606 607 608 609 610 611 612 613 614 615 616 617 618 619 620 621 622 623 624 625 626 627 628 629 630 631 632 633 634 635 636 637 638 639 640 641 642 643 644 645 646 647 648 649 650 651 652 653 654 655 656 657 658 659 660 661 662 663 664 665 666 667 668 669 670 671 672 673 674 675 676 677 678 679 680 681 682 683 684 685 686 687 688 689 690 691 692 693 694 695 696 697 698 699 700 701 702 703 704 705 706 707 708 709 710 711 712 713 714 715 716 717 718 719 720 721 722 723 724 725 726 727 728 729 730 731 732 733 734 735 736 737 738 739 740 741 742 743 744 745 746 747 748 749 750 751 752 753 754 755 756 757 758 759 760 761 762 763 764 765 766 767 768 769 770 771 772 773 774 775 776 777 778 779 780 781 782 783 784 785 786 787 788 789 790 791 792 793 794 795 796 797 798 799 800 801 802 803 804 805 806 807 808 809 810 811 812 813 814 815 816 817 818 819 820 821 822 823 824 825 826 827 828 829 830 831 832 833 834 835 836 837 838 839 840 841 842 843 844 845 846 847 848 849 850 851 852 853 854 855 856 857 858 859 860 861 862 863 864 865 866 867 868 869 870 871 872 873 874 875 876 877 878 879 880 881 882 883 884 885 886 887 888 889 890 891 892 893 894 895 896 897 898 899 900 901 902 903 904 905 906 907 908 909 910 911 912 913 914 915 916 917 918 919 920 921 922 923 924 925 926 927 928 929 930 931 932 933 934 935 936 937 938 939 940 941 942 943 944 945 946 947 948 949 950 951 952 953 954 955 956 957 958 959 960 961 962 963 964 965 966 967 968 969 970 971 972 973 974 975 976 977 978 979 980 981 982 983 984 985 986 987 988 989 990 991 992 993 994 995 996 997 998 999 1000 1001 1002 1003 1004 1005 1006 1007 1008 1009 1010 1011 1012 1013 1014 1015 1016 1017 1018 1019 1020 1021 1022 1023 1024 1025 1026 1027 1028 1029 1030 1031 1032 1033 1034 1035 1036 1037 1038 1039 1040 1

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[illegible]

*rounded





BOSNIA-HERZEGOVINA

EUROPE

€1.16 / LITER
\$1.28 / LITER

FUEL PRICE OF PETROL

€1.18 / LITER
\$1.32 / LITER

FUEL PRICE OF DIESEL

17.5 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

234
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
PASSAT



3
CLIO



4
FABIA



5
OCTAVIA

TOP 5 MOST POPULAR CARS



1
OCTAVIA



2
FABIA



3
DUSTER



4
SANDERO



5
TUCSON

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

DIESEL ↘ 56%

PETROL ↗ 39%

HYBRID ↗ 2%

OTHER → 3%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↘ 38%

SUV ↗ 31%

SALOON ↘ 13%

OTHER ↘ 18%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

770,951

VEHICLES IN OPERATION (PC/TC/LCV)

29,387

TRUCKS IN OPERATION (HCV)

11,183

VEHICLE SALES (PC)

*rounded

773,116

29,750

11,321

775,306

30,117

11,461

777,522

30,489

11,602

779,764

30,865

11,745

€1.38 / LITER
\$1.52 / LITER

FUEL PRICE OF PETROL

€1.44 / LITER
\$1.61 / LITER

FUEL PRICE OF DIESEL

8.5 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

586
VEHICLES / 1000 INHABITANTS

268,575
VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
CORSA



3
POLO



4
BERLINGO



5
CLIO

TOP 5 MOST POPULAR CARS



1
GOLF



2
CLIO



3
C3



4
500



5
TIGUAN

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 56%

DIESEL ↘ 38%

HYBRID → 4%

OTHER ↗ 3%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV ↗ 31%

HATCHBACK ↘ 31%

ESTATE ↘ 11%

OTHER ↘ 27%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

6,731,789

VEHICLES IN OPERATION (PC/TC/LCV)

204,340

TRUCKS IN OPERATION (HCV)

563,500

VEHICLE SALES (PC)

*rounded

6,866,282

206,862

570,454

7,002,287

209,415

577,493

7,139,919

211,999

584,619

7,279,197

214,615

591,833



BELGIUM

EUROPE

BRUSSELS

CAPITAL

11,492,764

POPULATION

EURO

CURRENCY

€43,959

\$47,519

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

42

43



SWITZERLAND
EUROPE

€1.40 / LITER
\$1.55 / LITER

FUEL PRICE OF PETROL

687

VEHICLES / 1000 INHABITANTS

€1.49 / LITER
\$1.66 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

9 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
PASSAT



3
OCTAVIA



4
3 SERIES



5
POLO

TOP 5 MOST POPULAR CARS



1
OCTAVIA



2
TIGUAN



3
GOLF



4
A-SERIES



5
MINI

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL → 58%

DIESEL ↘ 34%

HYBRID ↗ 5%

OTHER ↗ 3%

FUEL TYPE (PC/TC/LCV)

SUV ↗ 36%

HATCHBACK ↘ 26%

ESTATE ↘ 11%

OTHER ↘ 27%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

5,884,211

VEHICLES IN OPERATION (PC/TC/LCV)

100,561

TRUCKS IN OPERATION (HCV)

301,790

VEHICLE SALES (PC)

*rounded

5,952,534

101,684

305,514

6,021,625

102,785

309,284

6,091,542

103,932

313,101

6,162,296

105,041

316,965

€1.27 / LITER
\$1.39 / LITER

FUEL PRICE OF PETROL

544

VEHICLES / 1000 INHABITANTS

€1.25 / LITER
\$1.39 / LITER

FUEL PRICE OF DIESEL

1,314,723

VEHICLE PRODUCTION

15 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
OCTAVIA



2
FABIA



3
FELICIA



4
GOLF



5
PASSAT

TOP 5 MOST POPULAR CARS



1
OCTAVIA



2
FABIA



3
RAPID



4
KAROQ



5
DUSTER

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL → 67%

DIESEL ↘ 30%

HYBRID ↗ 2%

OTHER ↗ 2%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

HATCHBACK ↘ 33%

SUV ↗ 27%

ESTATE → 20%

OTHER → 19%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

5,800,949

VEHICLES IN OPERATION (PC/TC/LCV)

124,429

TRUCKS IN OPERATION (HCV)

252,227

VEHICLE SALES (PC)

*rounded

5,850,296

125,662

255,339

5,900,198

126,963

258,490

5,950,697

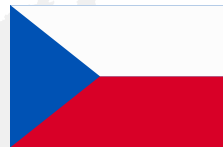
128,284

261,680

6,001,800

129,498

264,909



CZECH REPUBLIC
EUROPE

PRAGUE

CAPITAL

10,668,641

POPULATION

CZECH KORUNA

CURRENCY

€21,350

\$23,079

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

46
47



GERMANY
EUROPE

€1.39 / LITER
\$1.54 / LITER

FUEL PRICE OF PETROL

574
VEHICLES / 1000 INHABITANTS

€1.26 / LITER
\$1.41 / LITER

FUEL PRICE OF DIESEL

4,997,959
VEHICLE PRODUCTION

9.5 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
POLO



3
PASSAT



4
CORSA



5
ASTRA

TOP 5 MOST POPULAR CARS



1
GOLF



2
TIGUAN



3
POLO



4
C-SERIES



5
FOCUS

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 56%

DIESEL ↘ 32%

HYBRID ↗ 7%

OTHER ↗ 5%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↘ 29%

SUV ↗ 29%

ESTATE ↗ 13%

OTHER ↗ 29%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

47,653,456

VEHICLES IN OPERATION (PC/TC/LCV)

1,090,044

TRUCKS IN OPERATION (HCV)

3,626,049

VEHICLE SALES (PC)

48,434,663

1,103,495

3,670,794

49,224,648

1,117,112

3,716,092

50,024,083

1,130,897

3,761,949

50,833,082

1,144,852

3,808,371

*rounded



DENMARK
EUROPE

€1.57 / LITER
\$1.74 / LITER

FUEL PRICE OF PETROL

618
VEHICLES / 1000 INHABITANTS

€1.41 / LITER
\$1.58 / LITER

FUEL PRICE OF DIESEL

—
VEHICLE PRODUCTION

9 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
POLO



3
PASSAT



4
UP



5
MONDEO

TOP 5 MOST POPULAR CARS



1
C3



2
QASHQAI



3
208



4
POLO



5
YARIS

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 58%

DIESEL ↘ 34%

HYBRID ↗ 6%

OTHER ↗ 2%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

HATCHBACK ↘ 42%

SUV ↗ 22%

ESTATE → 14%

OTHER → 22%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

3,591,100

VEHICLES IN OPERATION (PC/TC/LCV)

137,947

TRUCKS IN OPERATION (HCV)

229,200

VEHICLE SALES (PC)

3,641,434

139,649

232,028

3,692,333

141,372

234,891

3,743,841

143,117

237,790

3,795,965

144,883

240,724

*rounded

COPENHAGEN

CAPITAL

5,814,461

POPULATION

DANISH KRONE

CURRENCY

€56,755

\$61,350

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

48

49



€1.51 /LITER
\$1.66 /LITER
FUEL PRICE OF PETROL

€1.39 /LITER
\$1.55 /LITER
FUEL PRICE OF DIESEL

12 IN THIS COUNTRY
13 AVG. IN EUROPE
VEHICLE AGE IN YEARS*

667
VEHICLES / 1000 INHABITANTS

110,040
VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS

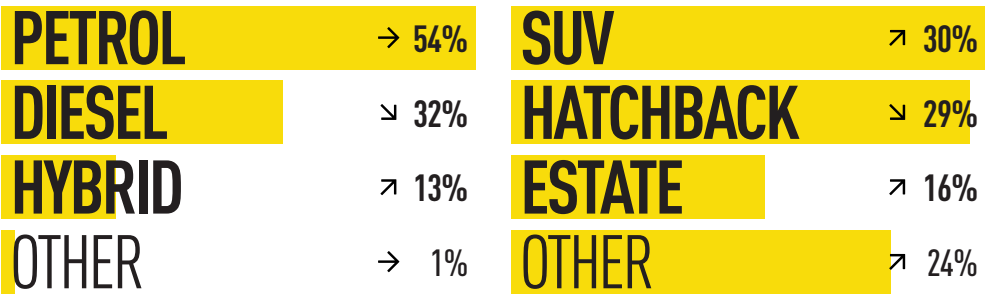


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

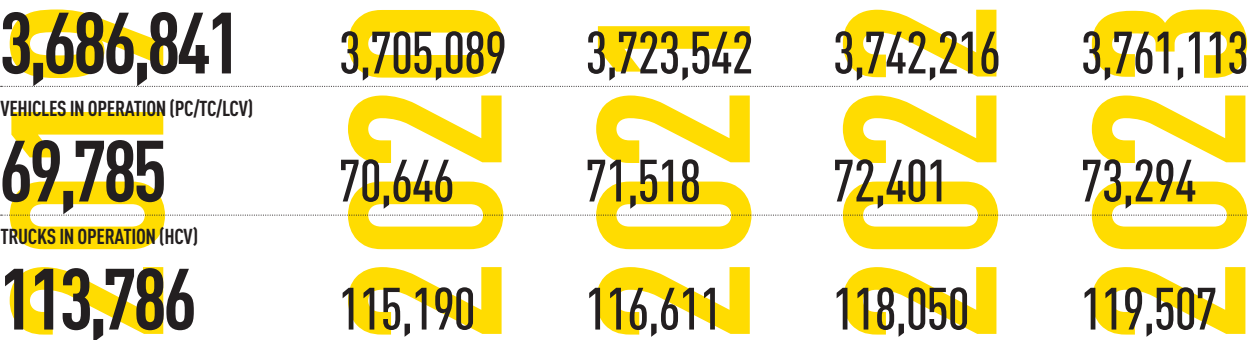


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



€1.50 /LITER
\$1.66 /LITER
FUEL PRICE OF PETROL

€1.45 /LITER
\$1.61 /LITER
FUEL PRICE OF DIESEL

9 IN THIS COUNTRY
13 AVG. IN EUROPE
VEHICLE AGE IN YEARS*

606
VEHICLES / 1000 INHABITANTS

2,070,106
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

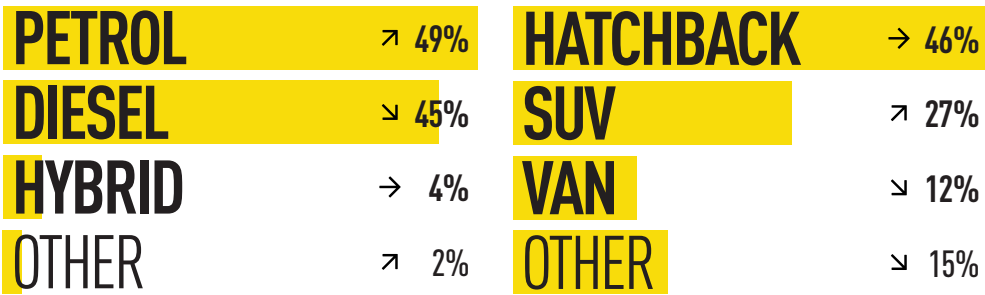


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

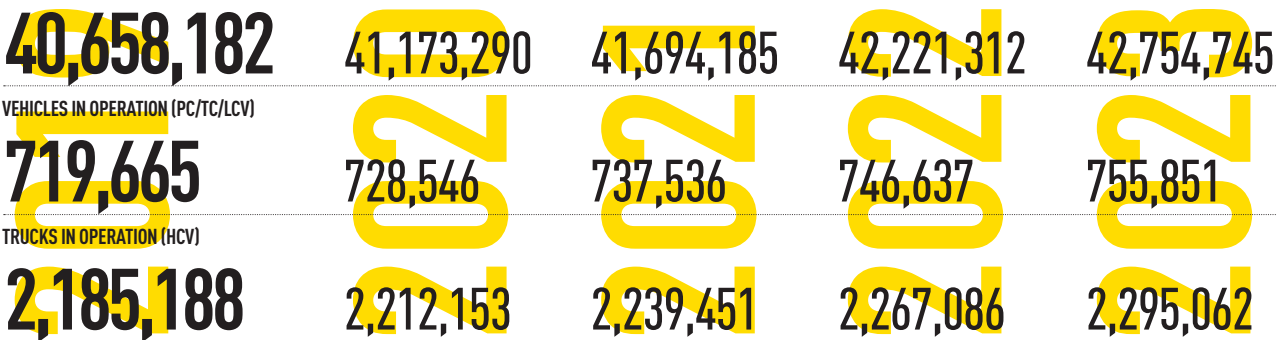


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded

PARIS

CAPITAL

67,055,000
POPULATION

EURO

CURRENCY

€38,358
\$41,464
GDP PER CAPITA

TA LOCAL

PARIS

TECALLIANCE OFFICES



UNITED KINGDOM
EUROPE

€1.48 / LITER
\$1.60 / LITER

FUEL PRICE OF PETROL

€1.54 / LITER
\$1.71 / LITER

FUEL PRICE OF DIESEL

8.5 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

607
VEHICLES / 1000 INHABITANTS

1,364,424
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

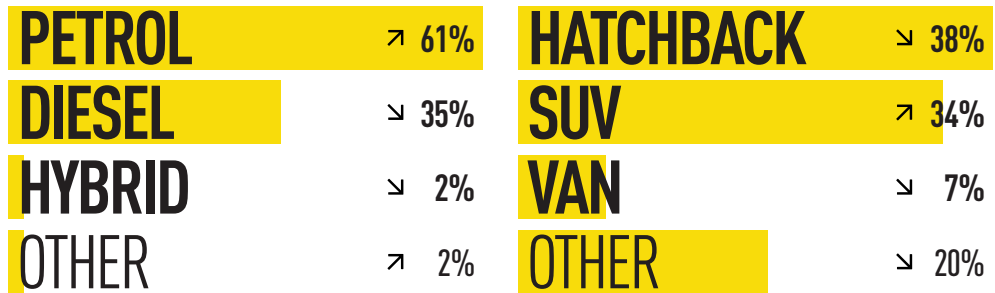


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

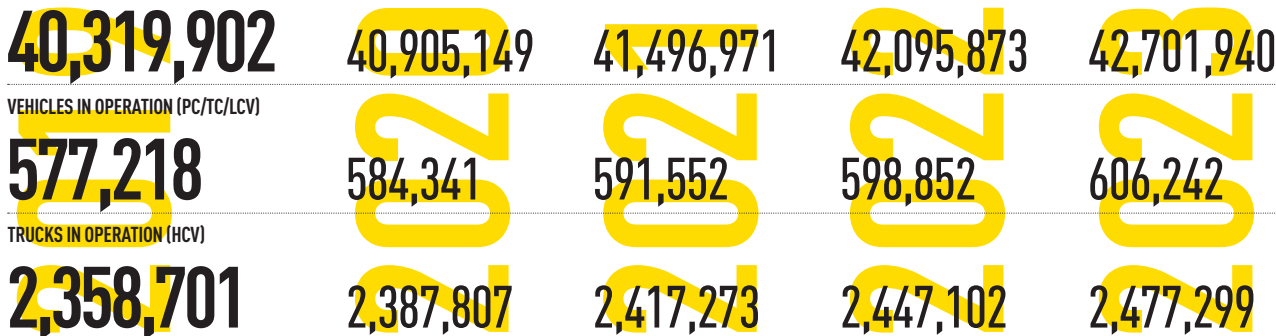


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded

€1.60 / LITER
\$1.77 / LITER

FUEL PRICE OF PETROL

€1.40 / LITER
\$1.56 / LITER

FUEL PRICE OF DIESEL

16 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

555
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

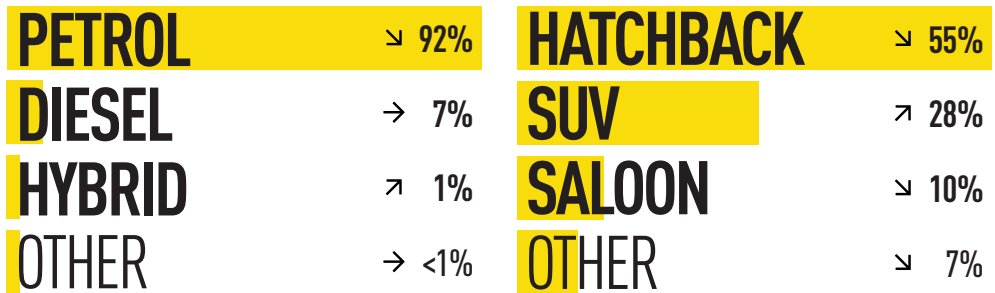


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

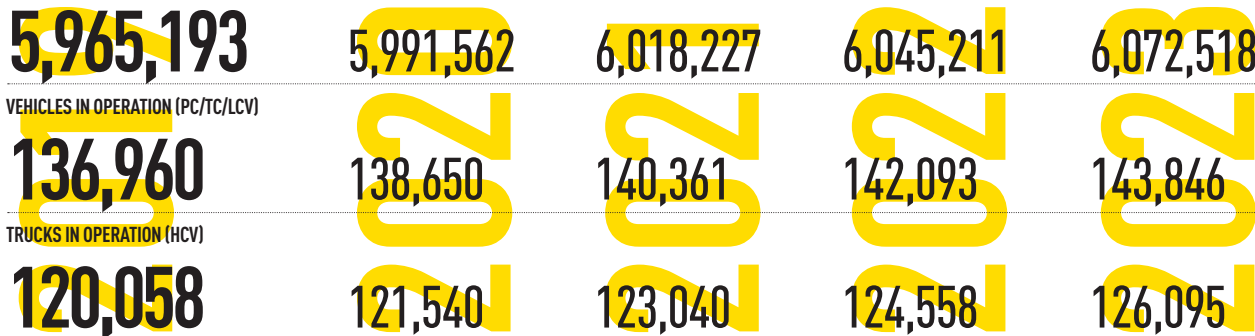


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



GREECE
EUROPE

ATHENS
CAPITAL

10,741,165
POPULATION

EURO
CURRENCY

€18,802
\$20,324

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES



CROATIA
EUROPE

€1.27 / LITER
\$1.42 / LITER
FUEL PRICE OF PETROL

€1.32 / LITER
\$1.47 / LITER
FUEL PRICE OF DIESEL

11 IN THIS COUNTRY
13 AVG. IN EUROPE
VEHICLE AGE IN YEARS*

435
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

ZAGREB

CAPITAL

4,130,304

POPULATION

KUNA

CURRENCY

€13,793
\$14,910

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
ASTRA



3
CLIO



4
CORSA



5
POLO

TOP 5 MOST POPULAR CARS



1
CLIO



2
OCTAVIA



3
C3



4
500



5
ASTRA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 53%

DIESEL ↘ 43%

HYBRID ↗ 2%

OTHER ↗ 1%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↘ 49%

SUV ↗ 26%

VAN ↘ 8%

OTHER ↘ 17%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

1,796,444

VEHICLES IN OPERATION (PC/TC/LCV)

31,034

TRUCKS IN OPERATION (HCV)

64,272

VEHICLE SALES (PC)

*rounded

1,813,086

31,417

65,065

1,829,915

31,805

65,868

1,846,945

32,197

66,681

1,864,179

32,594

67,504

€1.16 / LITER
\$1.29 / LITER
FUEL PRICE OF PETROL

€1.24 / LITER
\$1.38 / LITER
FUEL PRICE OF DIESEL

14.5 IN THIS COUNTRY
13 AVG. IN EUROPE
VEHICLE AGE IN YEARS*

363
VEHICLES / 1000 INHABITANTS

544,217
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
SWIFT



2
ASTRA



3
FOCUS



4
CORSA



5
OCTAVIA

TOP 5 MOST POPULAR CARS



1
VITARA



2
SX4



3
OCTAVIA



4
DUSTER



5
ASTRA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 72%

DIESEL ↘ 22%

HYBRID ↗ 5%

OTHER → 1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

HATCHBACK ↗ 43%

SUV ↗ 35%

SALOON ↘ 7%

OTHER ↘ 15%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

3,544,701

VEHICLES IN OPERATION (PC/TC/LCV)

93,676

TRUCKS IN OPERATION (HCV)

154,657

VEHICLE SALES (PC)

*rounded

3,575,516

94,832

156,565

3,606,678

96,002

158,497

3,638,212

97,187

160,453

3,670,124

98,386

162,433



HUNGARY
EUROPE

BUDAPEST

CAPITAL

9,772,756

POPULATION

FORINT (HUF)

CURRENCY


€14,951
\$16,162

GDP PER CAPITA

TA LOCAL

56
57

TECALLIANCE OFFICES



IRELAND

EUROPE

€1.43

/ LITER

\$1.58

/ LITER

FUEL PRICE OF PETROL

€1.33

/ LITER

\$1.48

/ LITER

FUEL PRICE OF DIESEL

9

IN THIS COUNTRY

13

AVG. IN EUROPE

VEHICLE AGE IN YEARS*

572

VEHICLES / 1000 INHABITANTS

—

VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

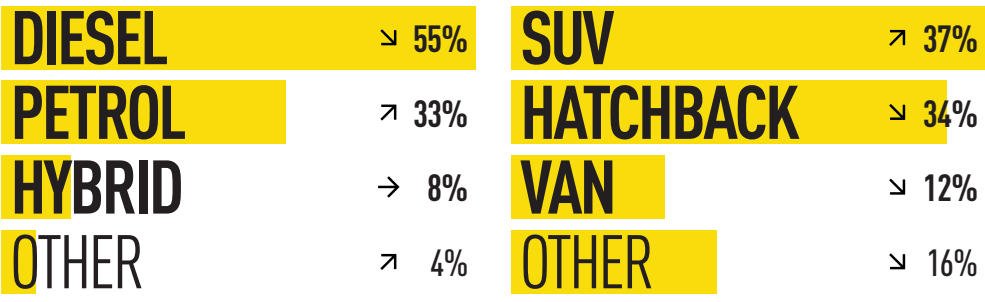


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

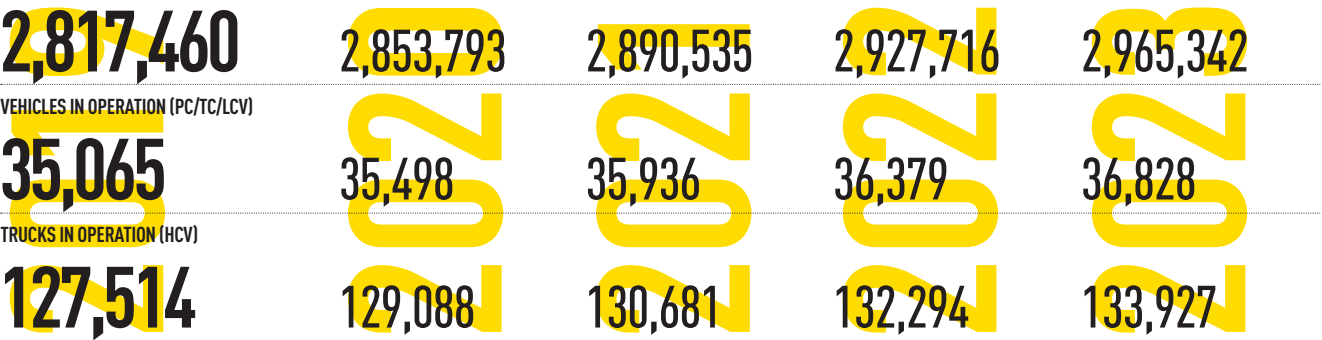


FUEL TYPE (PC/TC/LCV)


BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



ICELAND

EUROPE

€1.68

/ LITER

\$1.89

/ LITER

FUEL PRICE OF PETROL

€1.62

/ LITER

\$1.81

/ LITER

FUEL PRICE OF DIESEL

12.5

IN THIS COUNTRY

13

AVG. IN EUROPE

VEHICLE AGE IN YEARS*

775

VEHICLES / 1000 INHABITANTS

—

VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

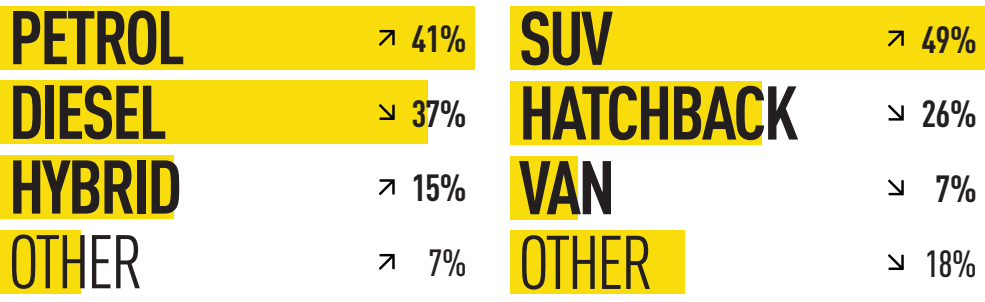


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

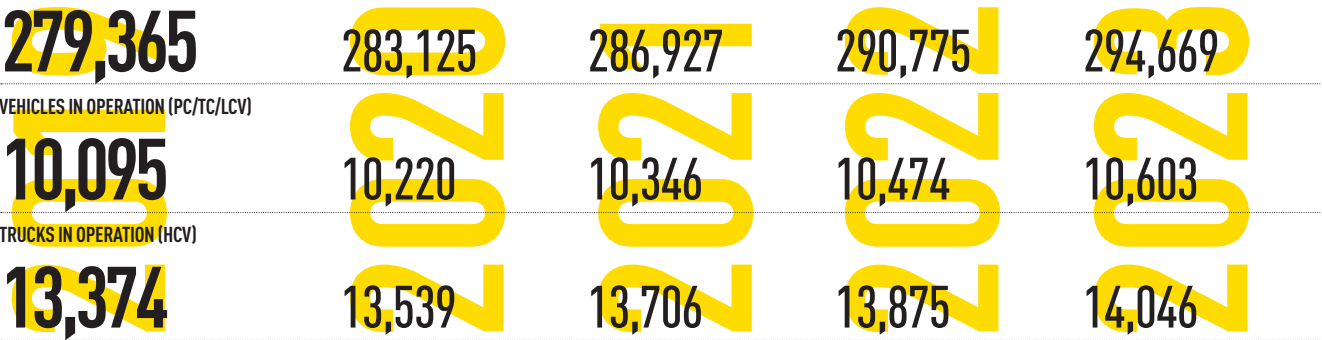


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded

REYKJAVIK

CAPITAL

360,390

POPULATION

ICELANDIC KRONA

CURRENCY

€67,709

\$73,191

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

58

59



ITALY
EUROPE

ROME

CAPITAL

60,278,616

POPULATION

EURO

CURRENCY

€31,900

\$34,483

GDP PER CAPITA

TA LOCAL

MILAN

TECALLIANCE OFFICES

€1.57 / LITER

\$1.74 / LITER

FUEL PRICE OF PETROL

666

VEHICLES / 1000 INHABITANTS

€1.47 / LITER

\$1.64 / LITER

FUEL PRICE OF DIESEL

881,604

VEHICLE PRODUCTION

11.5 IN THIS COUNTRY

13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



PANDA



PUNTO



500



FIESTA



GOLF

TOP 5 MOST POPULAR CARS



PANDA



500



YPSILON



C3



CLIO

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

DIESEL 46%

PETROL 44%

LPG 5%

OTHER 4%

FUEL TYPE (PC/TC/LCV)

HATCHBACK 49%

SUV 34%

VAN 6%

OTHER 11%

BODY STYLES

↗ ↘ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019-2023

40,120,761

VEHICLES IN OPERATION (PC/TC/LCV)

718,664

TRUCKS IN OPERATION (HCV)

1,946,719

VEHICLE SALES (PC)

40,503,753

727,532

1,970,742

40,891,048

736,510

1,995,061

41,282,977

745,599

2,019,680

41,679,594

754,800

2,044,603

*rounded



LITHUANIA
EUROPE

VILNIUS

CAPITAL

2,793,486

POPULATION

EURO

CURRENCY

€17,719

\$19,153

GDP PER CAPITA

TA LOCAL

60
61

€1.13 / LITER

\$1.26 / LITER

FUEL PRICE OF PETROL

469

VEHICLES / 1000 INHABITANTS

€1.09 / LITER

\$1.21 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

16 IN THIS COUNTRY

13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



PASSAT



GOLF



80



ASTRA



A6

TOP 5 MOST POPULAR CARS



OCTAVIA



QASHQAI



CLIO



SPORTAGE



YARIS

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL 59%

DIESEL 38%

HYBRID 2%

OTHER 1%

FUEL TYPE (PC/TC/LCV)

↗ ↘ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV 39%

HATCHBACK 27%

ESTATE 9%

OTHER 25%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019-2023

1,309,288

VEHICLES IN OPERATION (PC/TC/LCV)

72,895

TRUCKS IN OPERATION (HCV)

46,625

VEHICLE SALES (PC)

1,312,610

73,795

47,200

1,315,969

74,706

47,782

1,319,368

75,628

48,372

1,322,808

76,561

48,969

*rounded



LUXEMBOURG
EUROPE

€1.19 / LITER
\$1.31 / LITER

FUEL PRICE OF PETROL

€1.12 / LITER
\$1.25 / LITER

FUEL PRICE OF DIESEL

7.5 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

759
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
POLO



3
CLIO



4
TIGUAN



5
OCTAVIA

TOP 5 MOST POPULAR CARS



1
GOLF



2
TOURNEO CUSTOM



3
A-SERIES



4
TIGUAN



5
500

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

DIESEL ↘ 48%

PETROL → 47%

HYBRID → 3%

OTHER ↗ 2%

FUEL TYPE (PC/TC/LCV)

SUV ↗ 35%

HATCHBACK ↗ 31%

VAN ↘ 8%

OTHER ↘ 26%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

466,056

VEHICLES IN OPERATION (PC/TC/LCV)

18,582

TRUCKS IN OPERATION (HCV)

56,597

VEHICLE SALES (PC)

*rounded

483,245

18,811

57,295

500,646

19,043

58,002

518,216

19,278

58,718

536,094

19,516

59,443

€1.23 / LITER
\$1.36 / LITER

FUEL PRICE OF PETROL

€1.18 / LITER
\$1.32 / LITER

FUEL PRICE OF DIESEL

14 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

387
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
GOLF



2
NIVA



3
3 SERIES



4
PASSAT



5
ASTRA

TOP 5 MOST POPULAR CARS



1
TIGUAN



2
COROLLA



3
RAV 4



4
GOLF



5
PASSAT

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 48%

DIESEL ↘ 43%

HYBRID ↗ 8%

OTHER ↗ 2%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV ↗ 41%

HATCHBACK ↘ 19%

ESTATE ↘ 11%

OTHER ↘ 29%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

739,300

VEHICLES IN OPERATION (PC/TC/LCV)

30,678

TRUCKS IN OPERATION (HCV)

18,815

VEHICLE SALES (PC)

*rounded

743,541

31,057

19,047

747,830

31,440

19,282

752,170

31,828

19,520

756,562

32,221

19,761



LATVIA
EUROPE

RIGA

CAPITAL

1,910,400

POPULATION

EURO

CURRENCY

€16,523

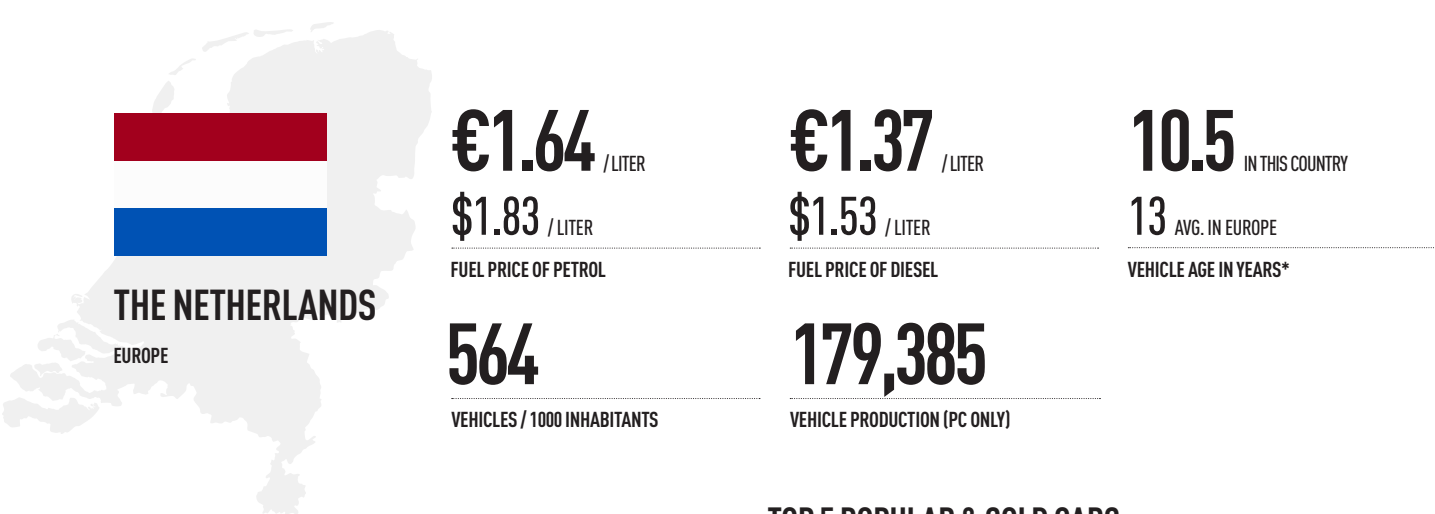
\$17,861

GDP PER CAPITA

TA LOCAL

62
63

TECALLIANCE OFFICES



TOP 5 POPULAR & SOLD CARS

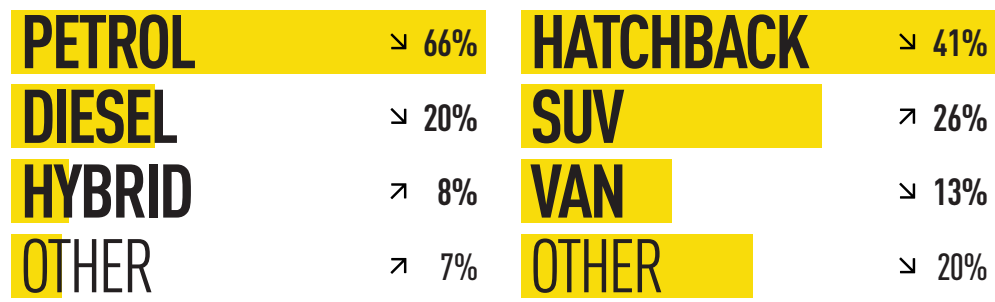


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

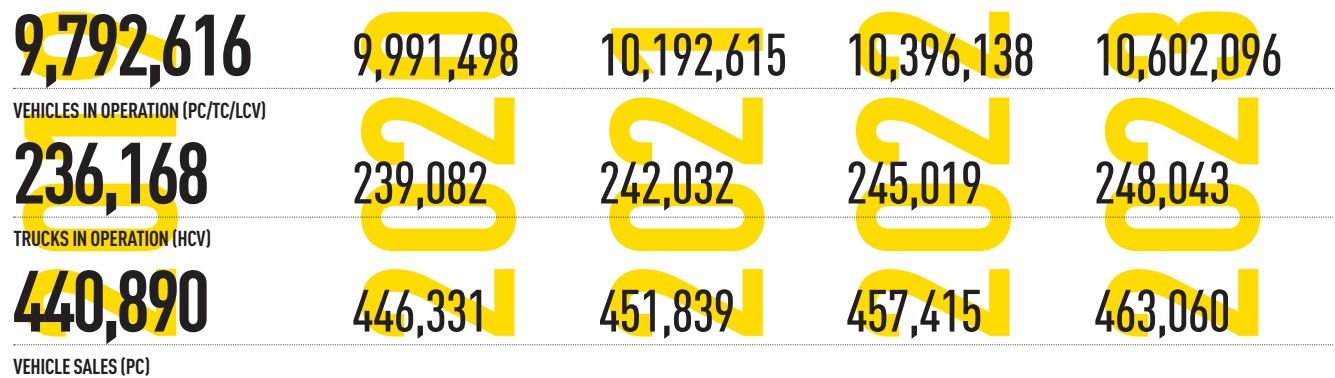


FUEL TYPE (PC/TC/LCV)

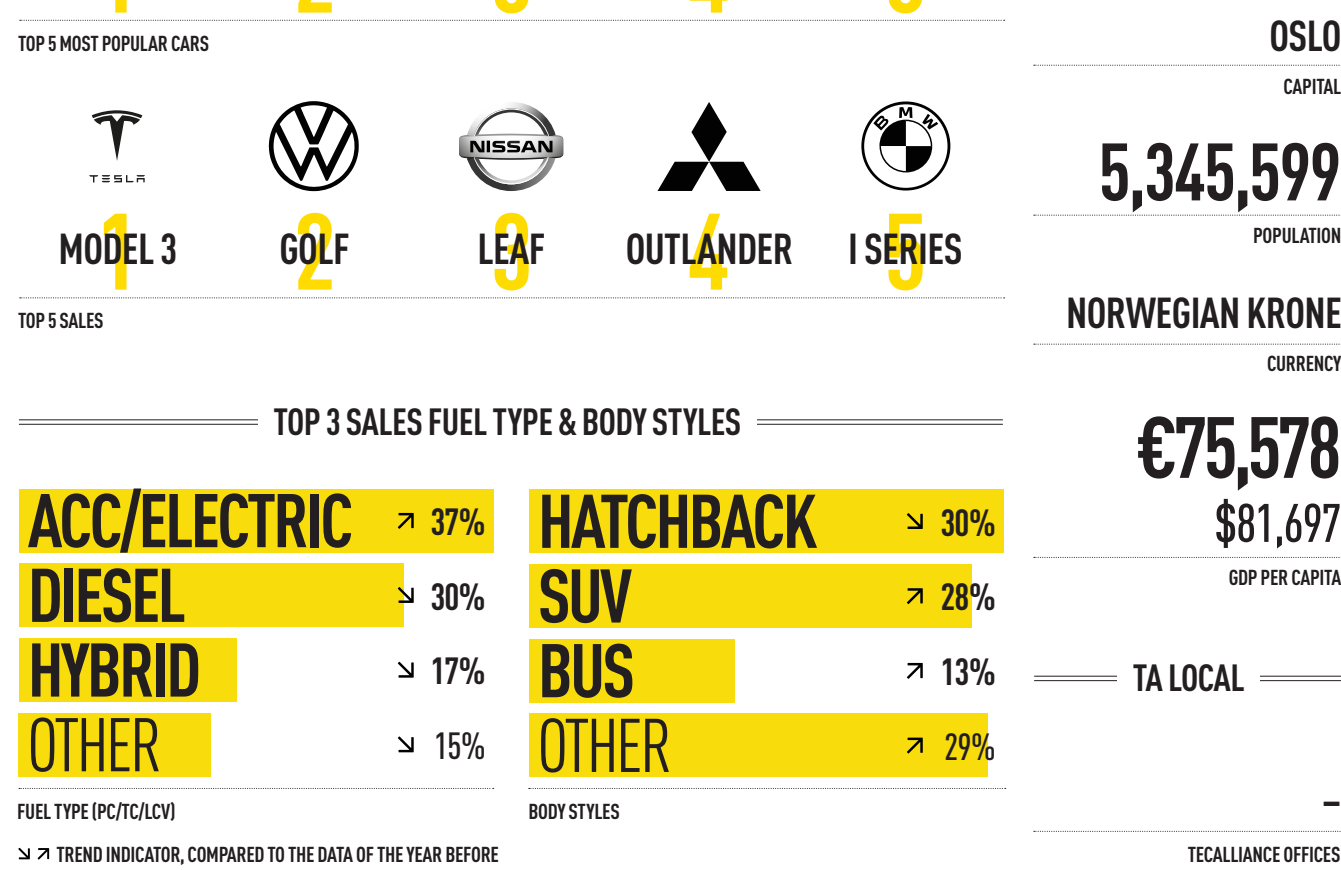
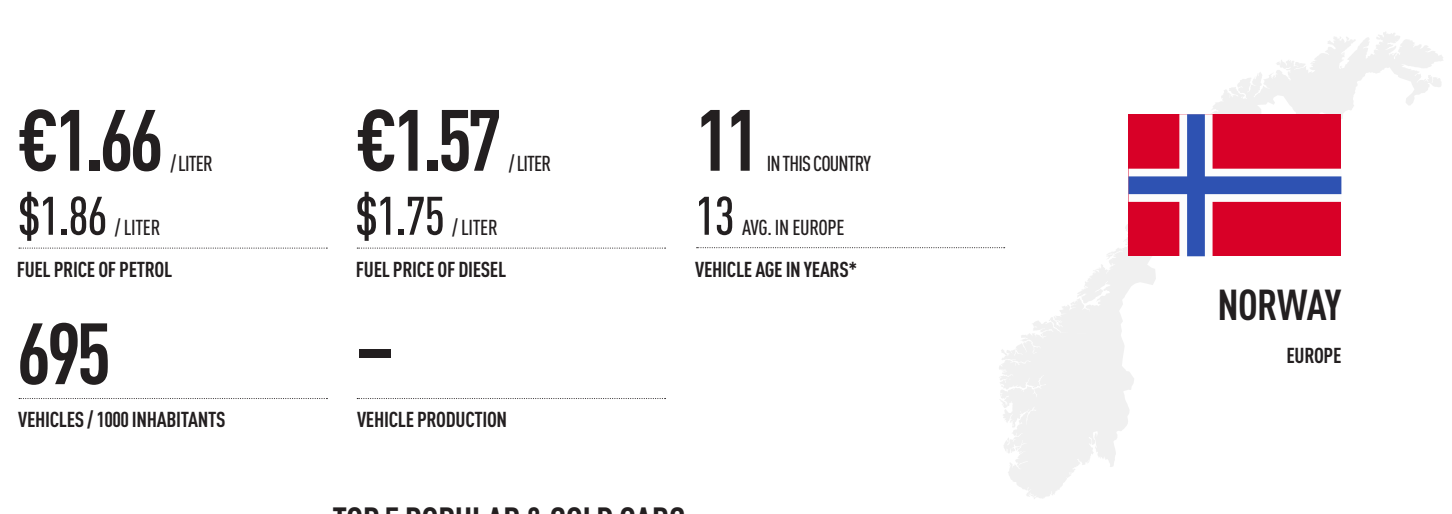
BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



TOP 5 POPULAR & SOLD CARS

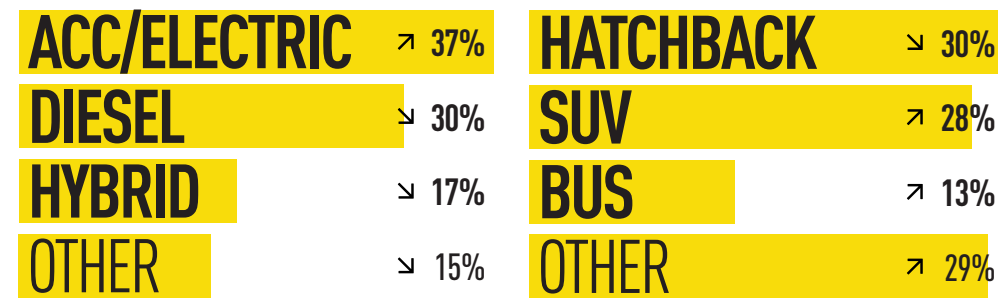


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

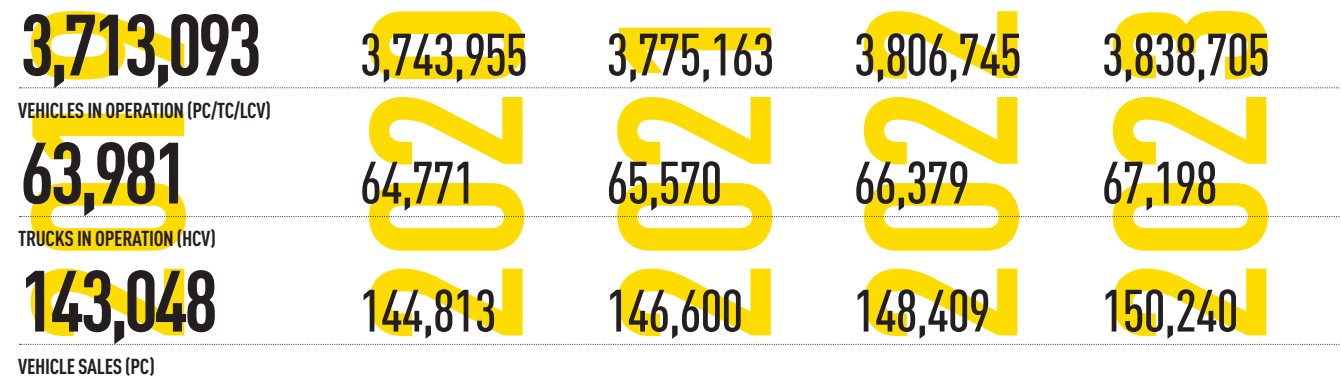


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



ROMANIA
EUROPE

€1.17 / LITER
\$1.29 / LITER

FUEL PRICE OF PETROL

245

VEHICLES / 1000 INHABITANTS

€1.21 / LITER
\$1.35 / LITER

FUEL PRICE OF DIESEL

490,412

VEHICLE PRODUCTION

16 IN THIS COUNTRY
13 AVG. IN EUROPE

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
LOGAN



2
1310



3
OCTAVIA



4
ASTRA



5
PASSAT

TOP 5 MOST POPULAR CARS



1
LOGAN



2
DUSTER



3
SANDERO



4
CLIO



5
OCTAVIA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 46%

DIESEL ↘ 36%

HYBRID ↗ 3%

OTHER → 2%

FUEL TYPE (PC/TC/LCV)

HATCHBACK → 32%

SUV ↗ 31%

SALOON ↘ 22%

OTHER ↘ 15%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

4,759,269

VEHICLES IN OPERATION (PC/TC/LCV)

159,480

TRUCKS IN OPERATION (HCV)

161,224

VEHICLE SALES (PC)

*rounded

4,791,722

161,448

163,214

4,824,539

163,440

165,228

4,857,749

165,457

167,267

4,891,356

167,499

169,331

€1.27 / LITER
\$1.41 / LITER

FUEL PRICE OF PETROL

260

VEHICLES / 1000 INHABITANTS

€1.38 / LITER
\$1.54 / LITER

FUEL PRICE OF DIESEL

56,543

VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS



1
CLIO



2
GOLF



3
PUNTO



4
OCTAVIA



5
FABIA

TOP 5 MOST POPULAR CARS



1
FABIA



2
500



3
OCTAVIA



4
TIPO



5
DOBLO

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 50%

DIESEL ↘ 48%

HYBRID ↗ 1%

OTHER ↗ 1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

HATCHBACK ↘ 45%

SUV ↗ 23%

SALOON ↗ 11%

OTHER ↗ 21%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

1,812,063

VEHICLES IN OPERATION (PC/TC/LCV)

41,235

TRUCKS IN OPERATION (HCV)

35,406

VEHICLE SALES (PC)

*rounded

1,819,755

41,744

35,843

1,827,534

42,259

36,285

1,835,406

42,780

36,733

1,843,372

43,308

37,186



SERBIA
EUROPE

BELGRADE

CAPITAL

6,963,764

POPULATION

SERBIAN DINAR

CURRENCY

€6,704


\$7,247

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

70
71



SLOVENIA

EUROPE

€1.27

/ LITER

\$1.43

/ LITER

FUEL PRICE OF PETROL

699

VEHICLES / 1000 INHABITANTS

€1.26

/ LITER

\$1.40

/ LITER

FUEL PRICE OF DIESEL

239,505

VEHICLE PRODUCTION

11


IN THIS COUNTRY

13

AVG. IN EUROPE


VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS




1

CLIO




2

GOLF




3

PASSAT



4


MEGANE



5


POLO

TOP 5 MOST POPULAR CARS




1

CLIO




2

OCTAVIA




3

GOLF



4

PASSAT



5

SANDERO

TOP 5 SALES

DIESEL

↘ 50%

HATCHBACK

→ 34%

PETROL

↗ 48%

SUV

↗ 25%

HYBRID

↗ 2%

ESTATE

↘ 16%

OTHER

↗ 1%

OTHER

↘ 25%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

VEHICLE TYPE (PC/TC/LCV)

AUTOMOTIVE MARKET FORECAST 2019–2023

1,456,987

VEHICLES IN OPERATION (PC/TC/LCV)

33,741

TRUCKS IN OPERATION (HCV)

74,961

VEHICLE SALES (PC)

1,480,389

2

34,157

2

75,886

2

1,504,053

2

34,578

2

76,822

2

1,528,001

2

35,005

2

77,770

2

1,552,235

2


35,437

2

78,730

2

*rounded



SLOVAKIA

EUROPE

€1.32

/ LITER

\$1.46

/ LITER

FUEL PRICE OF PETROL

429

VEHICLES / 1000 INHABITANTS

€1.24

/ LITER

\$1.39

/ LITER

FUEL PRICE OF DIESEL

1,079,978

VEHICLE PRODUCTION

13.5


IN THIS COUNTRY

13

AVG. IN EUROPE


VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS




1

OCTAVIA




2

FABIA




3

FAVORIT



4


FELICIA



5


RAPID

TOP 5 MOST POPULAR CARS




1

FABIA




2

OCTAVIA




3

JUMPER



4

RAPID



5

GOLF

TOP 5 SALES

DIESEL

↘ 70%

HATCHBACK

↘ 38%

PETROL

→ 29%

VAN

↗ 19%

HYBRID

→ <1%

SUV

↗ 16%

OTHER

→ <1%

OTHER

↗ 27%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

VEHICLE TYPE (PC/TC/LCV)

AUTOMOTIVE MARKET FORECAST 2019–2023

2,336,256

VEHICLES IN OPERATION (PC/TC/LCV)

70,284

TRUCKS IN OPERATION (HCV)

103,025

VEHICLE SALES (PC)

2,356,941

2

71,151

2

104,296

2

2,377,858

2

72,029

2

105,583

2

2,399,025

2

72,918

2

106,886

2

2,420,446

2

73,818

2

108,205

2

*rounded

CAPITAL

2,084,301

POPULATION

EURO

CURRENCY

€24,167

\$26,124

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

CAPITAL

5,450,017

POPULATION

EURO

CURRENCY

€17,986

\$19,443

GDP PER CAPITA

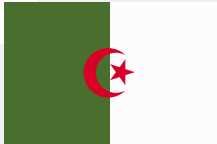
TA LOCAL

—

TECALLIANCE OFFICES

74

75



ALGERIA
AFRICA

€0.32 /LITER
\$0.35 /LITER
FUEL PRICE OF PETROL

€0.17 /LITER
\$0.19 /LITER
FUEL PRICE OF DIESEL

14.5 IN THIS COUNTRY
14 AVG. IN AFRICA
VEHICLE AGE IN YEARS*

94
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

ALGIERS

CAPITAL

43,378,027

POPULATION

ALGERIAN DINAR
CURRENCY

€3,807
\$4,115

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS



1
CLIO



2
HILUX



3
SYMBOL



4
LOGAN



5
ACCENT

TOP 5 MOST POPULAR CARS



1
SYMBOL



2
SANDERO



3
CLIO



4
LEON



5
IBIZA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 59%

DIESEL ↘ 41%

LPG → <1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↘ 62%

SALOON ↗ 30%

SUV ↘ 3%

OTHER ↘ 4%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

4,083,550

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

118,689

VEHICLE SALES (PC)

*rounded

4,114,241

N/A

113,941

4,145,276

N/A

109,383

4,176,683

N/A

108,289

4,208,465

N/A

107,206



EGYPT
AFRICA

€0.48 /LITER
\$0.54 /LITER
FUEL PRICE OF PETROL

€0.37 /LITER
\$0.42 /LITER
FUEL PRICE OF DIESEL

15 IN THIS COUNTRY
14 AVG. IN AFRICA
VEHICLE AGE IN YEARS*

34
VEHICLES / 1000 INHABITANTS

18,500
VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS



1
T SERIES



2
VERNA



3
SUNNY



4
ACCENT



5
LANCER

TOP 5 MOST POPULAR CARS



1
T SERIES



2
SUNNY



3
ELANTRA



4
SENTRA



5
ACCENT

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 85%

DIESEL ↘ 14%

HYBRID → <1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SALOON ↗ 55%

SUV ↗ 20%

PICKUP ↘ 11%

OTHER ↘ 14%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

3,397,087

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

138,818

VEHICLE SALES (PC)

*rounded

3,424,590

N/A

140,531

3,452,402

N/A

142,265

3,480,547

N/A

144,021

3,509,028

N/A

145,798

CAIRO

CAPITAL

99,492,700

POPULATION

EGYPTIAN POUND

CURRENCY


€2,358
\$2,549

GDP PER CAPITA

TA LOCAL

78
79

TECALLIANCE OFFICES



MOROCCO

AFRICA

€1.04

/ LITER

\$1.15

/ LITER

FUEL PRICE OF PETROL

€0.92

/ LITER

\$1.03

/ LITER

FUEL PRICE OF DIESEL

17.5

IN THIS COUNTRY

14

AVG. IN AFRICA

VEHICLE AGE IN YEARS*


76

VEHICLES / 1000 INHABITANTS

429,099


VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS




1

CLIO




2

LOGAN




3

KANGOO



4


POLO



5


PARTNER

TOP 5 MOST POPULAR CARS




1

DOKKER




2

LOGAN




3

CLIO



4

SANDERO



5

FIESTA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

DIESEL

↗ 79%

PETROL

↘ 20%

HYBRID

↗ 1%

OTHER

→ <1%

HATCHBACK

↘ 37%

SUV

↘ 22%

VAN

↗ 15%

OTHER

↗ 27%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

2,716,804

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

161,466

VEHICLE SALES (PC)

2,749,239

N/A

163,458

2,782,039

N/A

165,475

2,815,231

N/A


167,517

2,848,820

N/A

169,584

*rounded



TUNISIA

AFRICA

€0.66

/ LITER

\$0.73

/ LITER

FUEL PRICE OF PETROL

€0.58

/ LITER

\$0.65

/ LITER

FUEL PRICE OF DIESEL

13

IN THIS COUNTRY

14

AVG. IN AFRICA

VEHICLE AGE IN YEARS*


69

VEHICLES / 1000 INHABITANTS

—


VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS




1

POLO




2

CLIO




3

BERLINGO



4


MEGANE



5


KB-SERIES

TOP 5 MOST POPULAR CARS




1

POLO




2

RIO




3

CLIO



4

I10



5

SYMBOL

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

→ 63%

DIESEL

↘ 36%

HYBRID

↗ 1%

OTHER

→ 1%

SALOON

↗ 39%

HATCHBACK

↘ 32%

SUV

↗ 12%

OTHER

↗ 17%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

796,178

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

47,324

VEHICLE SALES (PC)

805,704

N/A

47,908

815,337

N/A

48,499

825,086

N/A

49,097

834,951

N/A

49,703

*rounded

80

81



SOUTH AFRICA
AFRICA

€0.95 / LITER
\$1.06 / LITER

FUEL PRICE OF PETROL

183
VEHICLES / 1000 INHABITANTS

€1.00 / LITER
\$1.12 / LITER

FUEL PRICE OF DIESEL

597,515
VEHICLE PRODUCTION

10 IN THIS COUNTRY
14 AVG. IN AFRICA
VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
HILUX



2
POLO



3
COROLLA

ISUZU

4
KB-SERIES



5
CORSA

TOP 5 MOST POPULAR CARS



1
HILUX



2
RANGER



3
NP200



4
POLO



5
QUANTUM

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 58%

DIESEL ↗ 42%

HYBRID → <1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↗ 27%

PICKUP → 26%

SUV ↘ 26%

OTHER ↘ 21%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

10,736,892

VEHICLES IN OPERATION (PC/TC/LCV)

287,685

TRUCKS IN OPERATION (HCV)

539,996

VEHICLE SALES (PC)

*rounded

10,807,909

291,235

546,660

10,879,724

294,829

553,406

10,952,398

298,467

560,235

11,025,941

302,150

567,148



UNITED ARAB
EMIRATES
ASIA

€0.52 / LITER
\$0.58 / LITER

FUEL PRICE OF PETROL

301
VEHICLES / 1000 INHABITANTS

€0.59 / LITER
\$0.66 / LITER

FUEL PRICE OF DIESEL

—
VEHICLE PRODUCTION

5.5 IN THIS COUNTRY
9.5 AVG. IN ASIA
VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
LAND CRUISER



2
LANCER



3
PATROL



4
HILUX



5
PAJERO

TOP 5 MOST POPULAR CARS



1
LAND CRUISER



2
PAJERO



3
PATROL



4
SUNNY



5
HILUX

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 91%

DIESEL ↘ 8%

HYBRID → 1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

TCW (CLOSED) ↘ 28%

SUV ↗ 25%

SALOON ↘ 22%

OTHER ↘ 25%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

2,938,275

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

225,497

VEHICLE SALES (PC)

*rounded

2,984,770

N/A

228,280

3,031,787

N/A

231,097

3,079,367

N/A

233,949

3,127,516

N/A

236,836

ABU DHABI

CAPITAL

9,770,529

POPULATION

UAE DIRHAM

CURRENCY

€39,784

\$43,005

GDP PER CAPITA

TA LOCAL

DUBAI

TECALLIANCE OFFICES








CHINA MAINLAND

ASIA

€0.91 / LITER	€0.81 / LITER	6 IN THIS COUNTRY
\$1.01 / LITER	\$0.90 / LITER	9.5 AVG. IN ASIA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
158	23,910,753	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1 EXCELLE	2 ELANTRA	3 SANTANA	4 SUNSHINE	5 LAVIDA

TOP 5 MOST POPULAR CARS				
				
1 LAVIDA	2 SYLPHY	3 TRUMPCHI	4 H6	5 COROLLA

TOP 5 SALES				
-------------	--	--	--	--

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL	↘ 93%	SALOON	↗ 42%
ACC/ELECTRIC	↗ 3%	SUV	↗ 41%
HYBRID	↗ 3%	HATCHBACK	↘ 6%
OTHER	→ 1%	OTHER	↘ 12%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	






AUTOMOTIVE MARKET FORECAST 2019–2023






220,789,530	236,609,490	252,261,614	268,173,607	284,173,196
VEHICLES IN OPERATION (PC/TC/LCV)				
4,391,368	4,921,284	5,396,759	5,847,209	6,247,609
TRUCKS IN OPERATION (HCV)				
21,166,326	20,088,215	22,397,804	23,211,213	23,528,489
VEHICLE SALES (PC)				

*rounded

€2.05 / LITER	€1.67 / LITER	9.5 IN THIS COUNTRY
\$2.29 / LITER	\$1.86 / LITER	9.5 AVG. IN ASIA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
95	—	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1 COROLLA	2 HIACE	3 CROWN	4 STEPWAGON	5 GALANT

TOP 5 MOST POPULAR CARS				
				
1 ALPHARD	2 HIACE	3 VELLFIRE	4 C-SERIES	5 N-SERIES

TOP 5 SALES				
-------------	--	--	--	--

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL	↘ 80%	MPV	↘ 29%
DIESEL	↘ 10%	SUV	↗ 26%
HYBRID	↗ 4%	SALOON	↗ 16%
OTHER	↗ 6%	OTHER	↗ 29%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	

AUTOMOTIVE MARKET FORECAST 2019–2023

714,672	722,063	729,537	737,101	744,755
VEHICLES IN OPERATION (PC/TC/LCV)				
N/A	N/A	N/A	N/A	N/A
TRUCKS IN OPERATION (HCV)				
38,685	39,162	39,645	40,134	40,629
VEHICLE SALES (PC)				

*rounded



HONG KONG

ASIA

HONG KONG
CAPITAL
7,524,100
POPULATION
HK DOLLAR
CURRENCY
€45,030
\$48,676
GDP PER CAPITA
TA LOCAL
—
TECALLIANCE OFFICES

84
85

INDONESIA

ASIA

€0.63 / LITER

\$0.70 / LITER

FUEL PRICE OF PETROL

€0.77 / LITER

\$0.86 / LITER

FUEL PRICE OF DIESEL

12 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

61

VEHICLES / 1000 INHABITANTS

1,191,816

VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS

1

KIJANG

2

AVANZA

3

CARRY

4

GRAN MAX

5

XENIA

TOP 5 MOST POPULAR CARS

1

AVANZA

2

XPANDER

3

BRIO

4

RUSH

5

GRAN MAX

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↗ 94%

DIESEL

↘ 6%

HYBRID

→ <1%

OTHER

–

MPV

↗ 40%

HATCHBACK

↗ 21%

TCW (CLOSED)

↘ 15%

OTHER

↘ 24%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

16,331,755

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

1,019,531

VEHICLE SALES (PC)

17,383,428

N/A

1,032,112

18,631,578

N/A

1,044,848

20,005,704

N/A

1,057,741

21,496,658

N/A

1,070,794

*rounded

ISRAEL

ASIA

€1.62 / LITER

\$1.82 / LITER

FUEL PRICE OF PETROL

€1.49 / LITER

\$1.66 / LITER

FUEL PRICE OF DIESEL

6.5 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

386

VEHICLES / 1000 INHABITANTS

—

VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

1

COROLLA

2

PICANTO

3

IMPREZA

4

CIVIC

TOP 5 MOST POPULAR CARS

1

COROLLA

2

IONIQ

3

PICANTO

4

I10

5

TUCSON

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 80%

HYBRID

↗ 11%

DIESEL

↗ 9%

OTHER

→ <1%

SUV

↗ 47%

HATCHBACK

↘ 40%

SALOON

↘ 5%

OTHER

↘ 8%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

3,513,624

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

270,935

VEHICLE SALES (PC)

3,573,099

N/A

274,278

3,633,242

N/A

277,663

3,694,104

N/A

281,089

3,755,694

N/A

284,558

*rounded

86

87



INDIA
ASIA

€0.96 / LITER
\$1.07 / LITER
FUEL PRICE OF PETROL

€0.87 / LITER
\$0.97 / LITER
FUEL PRICE OF DIESEL

12 IN THIS COUNTRY
9.5 AVG. IN ASIA
VEHICLE AGE IN YEARS*

30
VEHICLES / 1000 INHABITANTS

4,212,331
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
SWIFT



2
ALTO



3
800



4
WAGON R



5
I10

TOP 5 MOST POPULAR CARS



1
SWIFT



2
ALTO



3
BALENO



4
VITARA



5
I20

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 62%

DIESEL ↘ 31%

HYBRID ↗ 3%

OTHER ↘ 4%

FUEL TYPE (PC/TC/LCV)

HATCHBACK ↗ 48%

SUV ↘ 19%

SALOON ↘ 17%

OTHER ↘ 16%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

40,238,223

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

2,979,176

VEHICLE SALES (PC)

*rounded

41,981,779

N/A

3,015,939

44,073,087

N/A

3,053,156

46,171,318

N/A

3,090,832

48,401,680

N/A

3,128,973

€0.32 / LITER
\$0.29 / LITER
FUEL PRICE OF PETROL

€0.08 / LITER
\$0.09 / LITER
FUEL PRICE OF DIESEL

12 IN THIS COUNTRY
9.5 AVG. IN ASIA
VEHICLE AGE IN YEARS*

177
VEHICLES / 1000 INHABITANTS

762,832
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



1
111



2
PAYKAN



3
SAMAND



4
206



5
PRIDE

TOP 5 MOST POPULAR CARS



1
111



2
PEUGEOT 206



3
PEUGEOT 405



4
PEUGEOT PARS



5
TIBA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 93%

CNG ↗ 4%

FLEX FUEL ↘ 2%

OTHER ↘ <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SALOON ↘ 70%

HATCHBACK ↗ 21%

PICKUP ↘ 3%

OTHER ↘ 6%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

14,692,565

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

762,932

VEHICLE SALES (PC)

*rounded

14,835,890

N/A

772,347

14,980,825

N/A

781,878

15,127,494

N/A

791,526

15,275,918

N/A

801,293



IRAN
ASIA

TEHRAN

CAPITAL

82,900,000

POPULATION

RIAL

CURRENCY

€5,206


\$5,627


GDP PER CAPITA

TA LOCAL

88
89

TECALLIANCE OFFICES





JAPAN

ASIA

€1.18 / LITER

\$1.33 / LITER

FUEL PRICE OF PETROL

€1.02 / LITER

\$1.13 / LITER

FUEL PRICE OF DIESEL

8.5 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*


650

VEHICLES / 1000 INHABITANTS

8,893,965


VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS




1

MOVE




2

CARRY




3

N-SERIES



4


HIJET



5


WAGON R

TOP 5 MOST POPULAR CARS




1

N-SERIES




2

DAYZ




3

COROLLA



4

MOVE



5

MIRA

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 88%

HYBRID

↗ 8%

DIESEL

→ 3%

OTHER

→ <1%

HATCHBACK

↘ 40%

MPV

↘ 33%

SUV

→ 11%

OTHER

→ 16%

—

TECALLIANCE OFFICES

TOKYO

CAPITAL

126,140,000

POPULATION

YEN

CURRENCY

€36,347

\$39,290

GDP PER CAPITA


TA LOCAL


—

TECALLIANCE OFFICES

90

91





SOUTH KOREA

ASIA

€1.18 / LITER

\$1.30 / LITER

FUEL PRICE OF PETROL

€1.06 / LITER

\$1.18 / LITER

FUEL PRICE OF DIESEL

8 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*


462

VEHICLES / 1000 INHABITANTS

3,612,587


VEHICLE PRODUCTION (PC ONLY)

TOP 5 POPULAR & SOLD CARS




1

AVANTE




2

SONATA




3

PORTER



4


GRANDEUR



5


MORNING

TOP 5 MOST POPULAR CARS




1

GRANDEUR




2

SANTA FE




3

PORTER



4

CARNIVAL



5

AVANTE

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 73%

DIESEL

→ 22%

HYBRID

↗ 2%

OTHER

→ 2%

SALOON

↘ 36%

SUV

↗ 32%

HATCHBACK

↘ 11%

OTHER

↘ 20%

—

TECALLIANCE OFFICES

SEOUL

CAPITAL

51,811,167

POPULATION

WON

CURRENCY

€29,014

\$31,363

GDP PER CAPITA

TA LOCAL

—

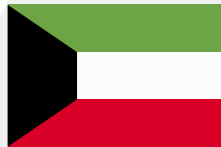
TECALLIANCE OFFICES

90

91

AUTOMOTIVE MARKET FORECAST 2019–2023					
82,037,383	83,159,323	84,293,869	85,441,987	86,603,840	
VEHICLES IN OPERATION (PC/TC/LCV)					
N/A	N/A	N/A	N/A	N/A	
TRUCKS IN OPERATION (HCV)					
5,291,282	5,356,576	5,422,676	5,489,592	5,557,334	
VEHICLE SALES (PC)					
*rounded					

AUTOMOTIVE MARKET FORECAST 2019–2023					
23,934,743	24,282,827	24,634,822	24,991,028	25,351,495	
VEHICLES IN OPERATION (PC/TC/LCV)					
N/A	N/A	N/A	N/A	N/A	
TRUCKS IN OPERATION (HCV)					
1,742,576	1,764,079	1,785,848	1,807,885	1,830,194	
VEHICLE SALES (PC)					
*rounded					



KUWAIT
ASIA

€0.31 / LITER
\$0.35 / LITER

FUEL PRICE OF PETROL

375

VEHICLES / 1000 INHABITANTS

€0.34 / LITER
\$0.38 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

10 IN THIS COUNTRY
9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1 LAND CRUISER



2 PRADO



3 LANCER

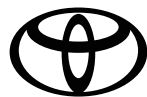


4 COROLLA



5 CAMRY

TOP 5 MOST POPULAR CARS



1 PRADO



2 LAND CRUISER



3 SUNNY



4 CAMRY



5 HILUX

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↗ 92%

DIESEL

↘ 8%

HYBRID

→ <1%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

SALOON

↗ 33%

SUV

↗ 27%

TCW (CLOSED)

↗ 17%

OTHER

↗ 24%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

1,732,332

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

107,973

VEHICLE SALES (PC)

1,753,491

N/A

109,305

1,774,888

N/A

110,654

1,796,541

N/A

112,019

1,818,453

N/A

113,401

*rounded



KAZAKHSTAN
ASIA

€0.40 / LITER
\$0.45 / LITER

FUEL PRICE OF PETROL

158

VEHICLES / 1000 INHABITANTS

€0.44 / LITER
\$0.49 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

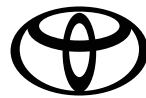
17.5 IN THIS COUNTRY
9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1 SAMARA



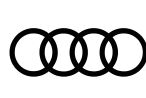
2 CAMRY



3 PASSAT



4 ZHIGULI



5 80

TOP 5 MOST POPULAR CARS



1 CAMRY



2 GRANTA



3 TUCSON



4 NIVA



5 LAND CRUISER

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↗ 97%

DIESEL

↘ 3%

HYBRID

→ <1%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV

↘ 29%

SALOON

↘ 23%

HATCHBACK

↘ 21%

OTHER

↘ 27%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

2,931,820

VEHICLES IN OPERATION (PC/TC/LCV)

398,051

TRUCKS IN OPERATION (HCV)

70,484

VEHICLE SALES (PC)

2,942,827

402,963

71,354

2,953,958

407,936

72,235

2,965,222

412,970

73,126

2,976,621

418,066

74,028

*rounded

ASTANA

CAPITAL

18,577,144

POPULATION

TENGE

CURRENCY

€9,078

\$9,813

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

92
93










MALAYSIA

ASIA

€0.45 / LITER	€0.47 / LITER	14.5 IN THIS COUNTRY
\$0.50 / LITER	\$0.52 / LITER	9.5 AVG. IN ASIA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
412	556,206	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1 SAGA	2 MYVI	3 KANCIL	4 VIVA	5 ALZA

TOP 5 MOST POPULAR CARS				
				
1 MYVI	2 BEZZA	3 AXIA	4 ALZA	5 SAGA

TOP 5 SALES				
-------------	--	--	--	--

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL → 90%	SALOON ↗ 42%
DIESEL → 10%	HATCHBACK → 30%
HYBRID → 1%	SUV ↘ 9%
OTHER → <1%	OTHER ↘ 18%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	






AUTOMOTIVE MARKET FORECAST 2019–2023





13,451,127	14,021,622	14,801,597	15,590,006	16,388,128
VEHICLES IN OPERATION (PC/TC/LCV)				
N/A	N/A	N/A	N/A	N/A
TRUCKS IN OPERATION (HCV)				
590,655	597,944	605,323	612,793	620,355
VEHICLE SALES (PC)				

*rounded

€0.90 / LITER	€0.75 / LITER	11 IN THIS COUNTRY
\$0.99 / LITER	\$0.84 / LITER	9.5 AVG. IN ASIA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
30	93,405	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1 VIOS	2 INNOVA	3 FORTUNER	4 MONTERO	5 HILUX

TOP 5 MOST POPULAR CARS				
				
1 YARIS	2 INNOVA	3 HILUX	4 MIRAGE	5 FORTUNER

TOP 5 SALES				
-------------	--	--	--	--

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 69%	SALOON ↘ 23%
DIESEL ↘ 31%	SUV ↘ 21%
HYBRID → <1%	MPV ↗ 15%
OTHER → <1%	OTHER ↗ 42%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	

AUTOMOTIVE MARKET FORECAST 2019–2023

3,306,949	3,386,987	3,467,924	3,549,829	3,632,714
VEHICLES IN OPERATION (PC/TC/LCV)				
N/A	N/A	N/A	N/A	N/A
TRUCKS IN OPERATION (HCV)				
410,187	393,780	389,842	385,944	382,085
VEHICLE SALES (PC)				

*rounded





PHILIPPINES

ASIA

MANILA
CAPITAL
108,437,000
POPULATION
PESO
CURRENCY
€2,870
\$3,103
GDP PER CAPITA
TA LOCAL
—
TECALLIANCE OFFICES



THAILAND

ASIA

€1.03 / LITER

\$1.14 / LITER

FUEL PRICE OF PETROL

€0.76 / LITER

\$0.85 / LITER

FUEL PRICE OF DIESEL

12 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

244

VEHICLES / 1000 INHABITANTS

1,982,366

VEHICLE PRODUCTION (PC ONLY)

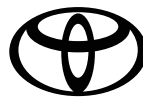
TOP 5 POPULAR & SOLD CARS



HILUX

ISUZU

D-MAX



COROLLA



VIOS



CITY

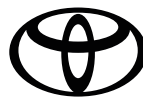
TOP 5 MOST POPULAR CARS



D-MAX



HILUX



YARIS



2



RANGER

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 71%

DIESEL ↘ 29%

FLEX FUEL → <1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

PICKUP ↘ 44%

SALOON ↘ 21%

HATCHBACK ↗ 14%

OTHER ↗ 21%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

16,201,843

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

1,006,762

VEHICLE SALES (PC)

*rounded

16,980,225

N/A

1,019,185

17,749,133

N/A

1,031,762

18,528,818

N/A

1,044,494

19,319,541

N/A

1,057,383

€0.81 / LITER

\$0.91 / LITER

FUEL PRICE OF PETROL

€0.70 / LITER

\$0.79 / LITER

FUEL PRICE OF DIESEL

10.5 IN THIS COUNTRY

9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

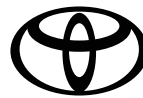
345

VEHICLES / 1000 INHABITANTS

245,477

VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



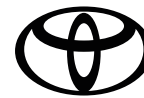
COROLLA



LANCER



SENTRA

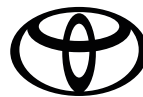


WISH



CR-V

TOP 5 MOST POPULAR CARS



COROLLA



RAV 4



VERYCA



KICKS



VERYCA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 96%

DIESEL ↗ 3%

HYBRID → 1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV ↗ 38%

SALOON ↘ 24%

HATCHBACK ↘ 14%

OTHER ↘ 24%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

8,145,271

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

429,722

VEHICLE SALES (PC)

*rounded

8,227,545

N/A

435,025

8,310,743

N/A

440,393

8,394,936

N/A

445,827

8,480,136

N/A

451,329



TAIWAN

ASIA

TAIPEI

CAPITAL

23,593,794

POPULATION

NEW TW DOLLAR

CURRENCY

98

99

GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES



VIETNAM

ASIA

€0.81 / LITER
\$0.92 / LITER

FUEL PRICE OF PETROL

21

VEHICLES / 1000 INHABITANTS

€0.63 / LITER
\$0.71 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

8 IN THIS COUNTRY
9.5 AVG. IN ASIA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1 INNOVA



2 VIOS



3 FORTUNER



4 MORNING



5 COROLLA

TOP 5 MOST POPULAR CARS



1 VIOS



2 CR-V



3 INNOVA



4 FORTUNER



5

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL 74%

DIESEL 25%

FLEX FUEL 1%

OTHER <1%

FUEL TYPE (PC/TC/LCV)

SUV 26%

SALOON 25%

HATCHBACK 14%

OTHER 35%

BODY STYLES

↗ ↘ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

1,979,649

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

311,138

VEHICLE SALES (PC)

*rounded

2,231,828

N/A

314,977

2,484,006

N/A

318,864

2,736,185

N/A

322,799

2,988,364

N/A

326,782

€0.89 / LITER
\$0.99 / LITER

FUEL PRICE OF PETROL

729

VEHICLES / 1000 INHABITANTS

€0.92 / LITER
\$1.03 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

10 IN THIS COUNTRY
13 AVG. IN OCEANIA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1 COMMODORE



2 HILUX



3 COROLLA



4 FALCON



5 LAND CRUISER

TOP 5 MOST POPULAR CARS



1 HILUX



2 RANGER



3 CROROLLA



4 I30



5 TRITON

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL 81%

DIESEL 19%

HYBRID 1%

OTHER <1%

FUEL TYPE (PC/TC/LCV)

↗ ↘ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV 41%

HATCHBACK 19%

PICKUP 17%

OTHER 23%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

18,584,034

VEHICLES IN OPERATION (PC/TC/LCV)

390,604

TRUCKS IN OPERATION (HCV)

1,067,594

VEHICLE SALES (PC)

*rounded

18,863,135

395,424

1,080,768

19,145,372

400,304

1,094,105

19,430,986

405,244

1,107,606

19,720,016

410,245

1,121,274



AUSTRALIA

OCEANIA

CANBERRA

CAPITAL

25,502,800

POPULATION

AU DOLLAR

CURRENCY

€53,076

\$57,374

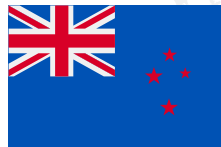
GDP PER CAPITA

TA LOCAL

MELBOURNE

TECALLIANCE OFFICES

100
101



NEW ZEALAND

OCEANIA

€1.43 /LITER

\$1.56 /LITER

FUEL PRICE OF PETROL

€0.92 /LITER

\$1.02 /LITER

FUEL PRICE OF DIESEL

15.5 IN THIS COUNTRY

13 AVG. IN OCEANIA

VEHICLE AGE IN YEARS*

743

VEHICLES / 1000 INHABITANTS

—

VEHICLE PRODUCTION

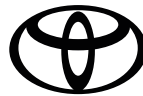
TOP 5 POPULAR & SOLD CARS



COROLLA



HILUX



HIACE



COMMODORE



RAV4

TOP 5 MOST POPULAR CARS



RANGER



HILUX



TRITON



COLORADO



RAV4

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL 56%

DIESEL 40%

HYBRID 3%

OTHER 1%

FUEL TYPE (PC/TC/LCV)

SUV 41%

PICKUP 26%

HATCHBACK 18%

OTHER 14%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

3,669,816

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

156,385

VEHICLE SALES (PC)

*rounded

3,696,341

N/A

158,315

3,723,165

N/A

160,269

3,750,309

N/A

162,247

3,777,778

N/A

164,249

€0.94 /LITER

\$1.03 /LITER

FUEL PRICE OF PETROL

€0.86 /LITER

\$0.95 /LITER

FUEL PRICE OF DIESEL

10 IN THIS COUNTRY

14 AVG. IN NORTH AMERICA

VEHICLE AGE IN YEARS*

643

VEHICLES / 1000 INHABITANTS

1,898,546

VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS



F-SERIES



CIVIC



COROLLA



SIERRA



SILVERADO

TOP 5 MOST POPULAR CARS



F-SERIES



1500



COROLLA



CIVIC



ROGUE

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL → 83%

FLEX FUEL ↘ 10%

DIESEL ↘ 3%

OTHER ↗ 4%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV ↘ 38%

PICKUP ↗ 23%

SALOON ↗ 21%

OTHER ↗ 18%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

24,307,223

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

1,984,383

VEHICLE SALES (PC)

*rounded

24,789,352

N/A

2,008,870

25,277,430

N/A

2,033,659

25,750,943

N/A

2,058,754

26,209,458

N/A

2,084,159



CANADA

NORTH AMERICA

OTTAWA

CAPITAL

37,794,300

POPULATION

CA DOLLAR

CURRENCY

€42,770

\$46,233

GDP PER CAPITA

TA LOCAL

MONTREAL

TECALLIANCE OFFICES

102

103



DOMINICAN
REPUBLIC

NORTH AMERICA

€0.78 / LITER

\$0.87 / LITER

FUEL PRICE OF PETROL

104

VEHICLES / 1000 INHABITANTS

€0.68 / LITER

\$0.76 / LITER

FUEL PRICE OF DIESEL

—

VEHICLE PRODUCTION

19.5 IN THIS COUNTRY

14 AVG. IN NORTH AMERICA

VEHICLE AGE IN YEARS*

SANTO DOMINGO

CAPITAL

10,358,320

POPULATION

PESO

CURRENCY

€7,448

\$8,051

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS



COROLLA



CAMRY



CIVIC



CR-V



SONATA

TOP 5 MOST POPULAR CARS



LAND CRUISER



TRAX



EXPEDITION



HILUX



CIVIC

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

→ 80%

DIESEL

→ 19%

FLEX FUEL

→ <1%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

SUV

↗ 41%

SALOON

↗ 19%

HATCHBACK

↘ 11%

OTHER

↘ 29%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

1,072,244

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

20,636

VEHICLE SALES (PC)

*rounded

1,076,350

N/A

20,891

1,080,503

N/A

21,149

1,084,705

N/A

21,410

1,088,958

N/A

21,674

€0.91 / LITER

\$1.00 / LITER

FUEL PRICE OF PETROL

256

VEHICLES / 1000 INHABITANTS

€0.99 / LITER

\$1.10 / LITER

FUEL PRICE OF DIESEL

3,750,841

VEHICLE PRODUCTION

15.5 IN THIS COUNTRY

14 AVG. IN NORTH AMERICA

VEHICLE AGE IN YEARS*



MEXICO

NORTH AMERICA

MEXICO CITY

CAPITAL

126,577,691

POPULATION

PESO (MXN)

CURRENCY

€8,949

\$9,673

GDP PER CAPITA

TA LOCAL

MEXICO CITY

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS



TSURU



JETTA



CHEVY



F-SERIES



SENTRA

TOP 5 MOST POPULAR CARS



VERSA



BEAT



AVEO



NP300



MARCH

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 97%

DIESEL

↗ 2%

HYBRID

→ 1%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SALOON

↘ 30%

HATCHBACK

→ 27%

SUV

↗ 22%

OTHER

↗ 21%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

32,396,756

VEHICLES IN OPERATION (PC/TC/LCV)

1,698,421

TRUCKS IN OPERATION (HCV)

1,317,727

VEHICLE SALES (PC)

*rounded

32,655,878

1,705,919

1,333,463

32,917,912

1,713,510

1,394,393

33,183,081

1,721,194

1,365,519

33,451,422

1,728,973

1,381,844








PUERTO RICO

NORTH AMERICA

€0.75 / LITER	€0.64 / LITER	15.5 IN THIS COUNTRY
\$0.84 / LITER	\$0.72 / LITER	14 AVG. IN NORTH AMERICA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
750	—	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1COROLLA	2YARIS	3F-SERIES	4MIRAGE	5TERCEL

				
1TACOMA	2SOUL	3COROLLA	4ACCENT	5TUCSON

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 94%	SALOON ↗ 30%
FLEX FUEL ↗ 4%	SUV ↘ 26%
CNG → 1%	PICKUP ↘ 23%
OTHER ↘ 1%	OTHER ↘ 21%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	

AUTOMOTIVE MARKET FORECAST 2019–2023

2,396,521	2,403,912	2,411,386	2,418,949	2,426,603
VEHICLES IN OPERATION (PC/TC/LCV)				
N/A	N/A	N/A	N/A	N/A
TRUCKS IN OPERATION (HCV)				
105,072	106,369	107,682	109,011	110,356
VEHICLE SALES (PC)				

*rounded

€0.71 / LITER	€0.71 / LITER	11 IN THIS COUNTRY
\$0.79 / LITER	\$0.79 / LITER	14 AVG. IN NORTH AMERICA
FUEL PRICE OF PETROL	FUEL PRICE OF DIESEL	VEHICLE AGE IN YEARS*
864	10,519,996	
VEHICLES / 1000 INHABITANTS	VEHICLE PRODUCTION	

TOP 5 POPULAR & SOLD CARS

				
1F-SERIES	2SILVERADO	3CAMRY	4ACCORD	5CIVIC

				
1F-SERIES	21500	3EQUINOX	4CAMRY	5COROLLA

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL → 84%	SUV ↘ 38%
FLEX FUEL ↘ 9%	SALOON → 29%
DIESEL → 3%	PICKUP ↗ 17%
OTHER ↗ 4%	OTHER ↗ 16%

FUEL TYPE (PC/TC/LCV)	BODY STYLES
↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE	

AUTOMOTIVE MARKET FORECAST 2019–2023

259,204,228	262,209,964	265,249,472	268,325,342	271,438,009
VEHICLES IN OPERATION (PC/TC/LCV)				
N/A	N/A	N/A	N/A	N/A
TRUCKS IN OPERATION (HCV)				
16,937,460	17,146,468	17,358,055	17,572,253	17,789,095
VEHICLE SALES (PC)				

*rounded



UNITED STATES OF AMERICA

NORTH AMERICA

WASHINGTON DC.

CAPITAL

300,139,000

POPULATION

US DOLLAR

CURRENCY

€58,091

\$62,795


GDP PER CAPITA

TA LOCAL

SALT LAKE CITY

TECALLIANCE OFFICES

106
107



ARGENTINA

SOUTH AMERICA

€0.75

/ LITER

\$0.84

/ LITER

FUEL PRICE OF PETROL

€0.69

/ LITER

\$0.77

/ LITER

FUEL PRICE OF DIESEL

13

IN THIS COUNTRY

15

AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

267

VEHICLES / 1000 INHABITANTS

330,046

VEHICLE PRODUCTION

BUENOS AIRES

CAPITAL

44,938,712

POPULATION

PESO

CURRENCY

€10,809

\$11,684


GDP PER CAPITA

TA LOCAL

—


TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS




1

CORSA




2

GOL




3

RANGER



4


POLO



5


PALIO

TOP 5 MOST POPULAR CARS




1

HILUX




2

DUSTER




3

KA



4

ONIX



5

ETIOS

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 86%

DIESEL

↗ 14%

HYBRID

→ <1%

OTHER

→ <1%

HATCHBACK

↘ 40%

PICKUP

↗ 18%

SALOON

↘ 16%

OTHER

↘ 26%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

12,003,226

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

475,282

VEHICLE SALES (PC)

12,098,597

N/A

481,147

12,195,039

N/A

487,084

12,292,635


N/A

493,095

12,391,398

N/A

499,180



BOLIVIA

SOUTH AMERICA

€0.48

/ LITER

\$0.54

/ LITER

FUEL PRICE OF PETROL

€0.48

/ LITER

\$0.54

/ LITER

FUEL PRICE OF DIESEL

22

IN THIS COUNTRY

15

AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

109

VEHICLES / 1000 INHABITANTS

—

VEHICLE PRODUCTION

SUCRE

CAPITAL

11,469,896

POPULATION

BOLIVIANO

CURRENCY

€3,283

\$3,549


GDP PER CAPITA

TA LOCAL

—


TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS




1

GRAND VITARA




2

PATHFINDER




3

SHARAN



4


3 SERIES



5


GRAND CHEROKEE

TOP 5 MOST POPULAR CARS




1

GRAND VITARA




2

HILUX




3

SWIFT



4

SX4 S-CROSS



5

ECOSPORT

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

→ 97%

DIESEL

→ 3%

HYBRID

→ <1%

OTHER

→ <1%

HATCHBACK

↗ 23%

SUV

↗ 23%

TCW (CLOSED)

↘ 17%

OTHER

↘ 37%

FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

1,244,921

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

19,341

VEHICLE SALES (PC)

1,248,403

N/A

19,580

1,251,925

N/A

19,822

1,255,489

N/A

20,067

1,259,095

N/A

20,315

*rounded

*rounded

108
109



BRAZIL

SOUTH AMERICA

€0.95 / LITER
\$1.06 / LITER

FUEL PRICE OF PETROL

207
VEHICLES / 1000 INHABITANTS

€0.80 / LITER
\$0.90 / LITER

FUEL PRICE OF DIESEL

2,804,012
VEHICLE PRODUCTION

9.5 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
GOL



2
PALIO



3
UNO



4
FOX



5
CELTA

TOP 5 MOST POPULAR CARS



1
ONIX



2
KA



3
HB20



4
KWID



5
GOL

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

FLEX FUEL

↘ 84%

DIESEL

↗ 11%

PETROL

↘ 5%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

HATCHBACK

↗ 46%

SUV

→ 18%

SALOON

↗ 17%

OTHER

↗ 19%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

43,659,549

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

2,625,801

VEHICLE SALES (PC)

*rounded

44,164,864

N/A

2,658,203

44,675,857

N/A

2,691,005

45,192,963

N/A

2,724,212

45,716,255

N/A

2,757,829

€1.05 / LITER
\$1.19 / LITER

FUEL PRICE OF PETROL

217
VEHICLES / 1000 INHABITANTS

€0.77 / LITER
\$0.86 / LITER

FUEL PRICE OF DIESEL

—
VEHICLE PRODUCTION

11 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
YARIS



2
ACCENT



3
SPARK



4
RIO



5
CORSA

TOP 5 MOST POPULAR CARS



1
L200



2
RIO



3
MORNING



4
SAIL



5
SWIFT

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL

↘ 80%

DIESEL

↗ 19%

HYBRID

→ <1%

OTHER

→ <1%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

SUV

↘ 31%

SALOON

↘ 20%

HATCHBACK

↗ 20%

OTHER

↗ 28%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

4,150,016

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

372,860

VEHICLE SALES (PC)

*rounded

4,221,449

N/A

377,461

4,293,684

N/A

382,119

4,366,784

N/A

386,834

4,440,758

N/A

391,608



CHILE

SOUTH AMERICA

SANTIAGO

CAPITAL

19,107,216

POPULATION

PESO

CURRENCY

€14,731

\$15,923

GDP PER CAPITA

TA LOCAL

110
111

TECALLIANCE OFFICES



COLOMBIA
SOUTH AMERICA

€0.64 / LITER
\$0.72 / LITER
FUEL PRICE OF PETROL

€0.61 / LITER
\$0.68 / LITER
FUEL PRICE OF DIESEL

14 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA
VEHICLE AGE IN YEARS*

99
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

BOGOTÁ

CAPITAL

48,258,494

POPULATION

PESO (COP)

CURRENCY

€6,168

\$6,668

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS

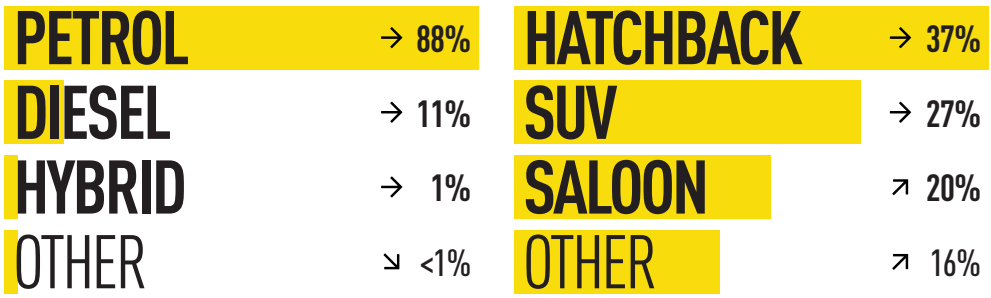


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

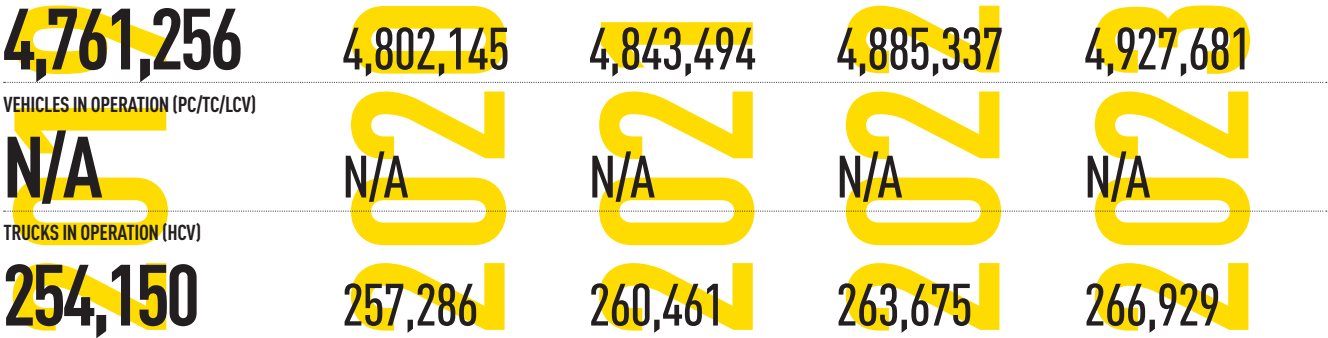


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



ECUADOR
SOUTH AMERICA

€0.44 / LITER
\$0.49 / LITER
FUEL PRICE OF PETROL

€0.25 / LITER
\$0.27 / LITER
FUEL PRICE OF DIESEL

16 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA
VEHICLE AGE IN YEARS*

86
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

QUITO

CAPITAL

17,349,900

POPULATION

US DOLLAR

CURRENCY

€5,870

\$6,345

GDP PER CAPITA

TA LOCAL

—

TECALLIANCE OFFICES

TOP 5 POPULAR & SOLD CARS

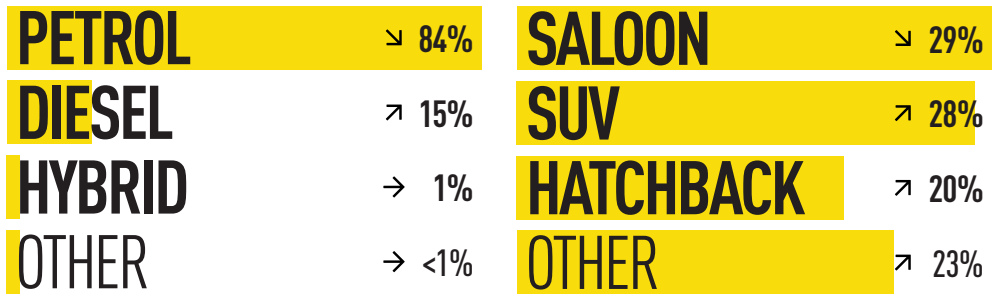


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

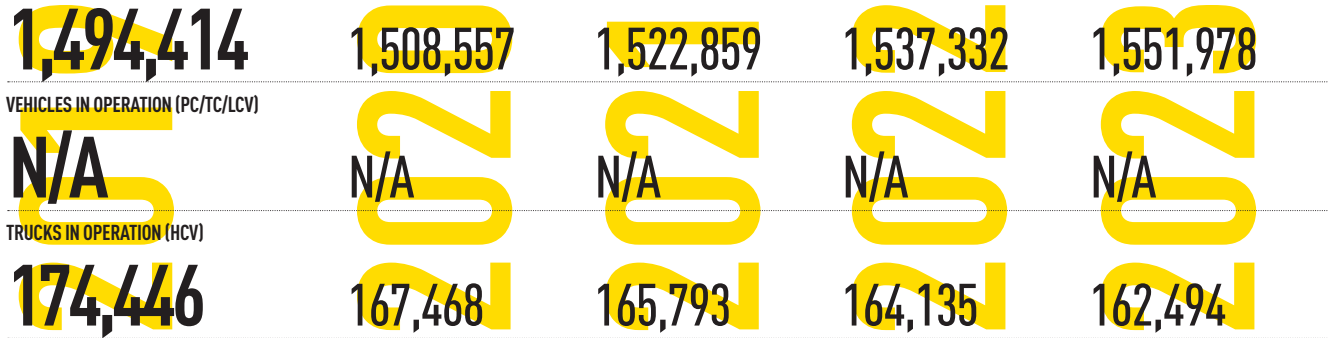


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



PERU
SOUTH AMERICA

€0.97 / LITER
\$1.08 / LITER

FUEL PRICE OF PETROL

69
VEHICLES / 1000 INHABITANTS

€0.89 / LITER
\$0.99 / LITER

FUEL PRICE OF DIESEL

—
VEHICLE PRODUCTION

13 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
YARIS



2
SUNNY



3
HILUX



4
RIO



5
ACCENT

TOP 5 MOST POPULAR CARS



1
HILUX



2
RIO



3
YARIS



4
ACCENT



5
I10

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↘ 79%

DIESEL ↗ 21%

HYBRID → <1%

OTHER → <1%

FUEL TYPE (PC/TC/LCV)

SALOON ↗ 31%

SUV ↘ 24%

PICKUP ↘ 16%

OTHER ↘ 29%

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023

2,215,891

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

151,997

VEHICLE SALES (PC)

*rounded

2,239,664

N/A

145,917

2,263,704

N/A

144,458

2,288,032

N/A

143,013

2,312,651

N/A

141,583

€0.93 / LITER
\$1.04 / LITER

FUEL PRICE OF PETROL

78
VEHICLES / 1000 INHABITANTS

€0.72 / LITER
\$0.80 / LITER

FUEL PRICE OF DIESEL

—
VEHICLE PRODUCTION

18.5 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA

VEHICLE AGE IN YEARS*

TOP 5 POPULAR & SOLD CARS



1
HILUX



2
RIO



3
SANTA FE



4
SPORTAGE



5
GOL

TOP 5 MOST POPULAR CARS



1
HILUX



2
ONIX



3
I10



4
GOL



5
S10

TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

PETROL ↗ 64%

DIESEL ↘ 27%

FLEX FUEL ↘ 8%

OTHER ↗ 2%

FUEL TYPE (PC/TC/LCV)

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

HATCHBACK ↗ 27%

SUV → 22%

PICKUP ↗ 21%

OTHER ↗ 30%

BODY STYLES

AUTOMOTIVE MARKET FORECAST 2019–2023

556,542

VEHICLES IN OPERATION (PC/TC/LCV)

N/A

TRUCKS IN OPERATION (HCV)

26,847

VEHICLE SALES (PC)

*rounded

561,921

N/A

27,178

567,360

N/A

27,513

572,864

N/A

27,853

578,434

N/A

28,197



PARAGUAY
SOUTH AMERICA

ASUNCION

CAPITAL

7,152,703

POPULATION

GUARANI

CURRENCY

€5,386

\$5,822

GDP PER CAPITA

TA LOCAL

114
115

TECALLIANCE OFFICES



URUGUAY
SOUTH AMERICA

€1.32 / LITER
\$1.48 / LITER
FUEL PRICE OF PETROL

€0.97 / LITER
\$1.08 / LITER
FUEL PRICE OF DIESEL

15.5 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA
VEHICLE AGE IN YEARS*

235
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

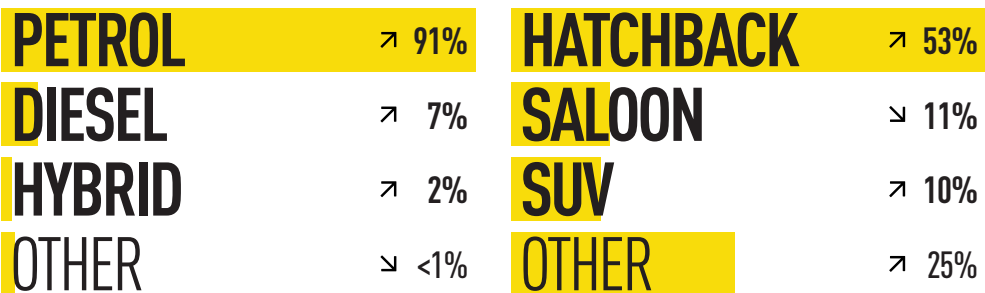


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES



FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded



VENEZUELA
SOUTH AMERICA

€0.01 / LITER
\$0.01 / LITER
FUEL PRICE OF PETROL

€0.01 / LITER
\$0.01 / LITER
FUEL PRICE OF DIESEL

20 IN THIS COUNTRY
15 AVG. IN SOUTH AMERICA
VEHICLE AGE IN YEARS*

114
VEHICLES / 1000 INHABITANTS

—
VEHICLE PRODUCTION

TOP 5 POPULAR & SOLD CARS

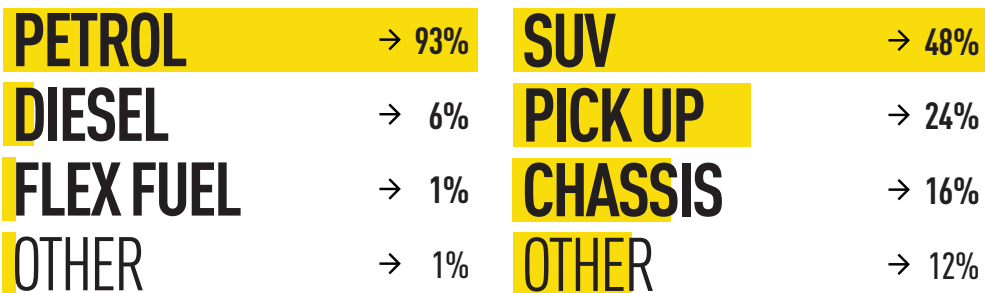


TOP 5 MOST POPULAR CARS



TOP 5 SALES

TOP 3 SALES FUEL TYPE & BODY STYLES

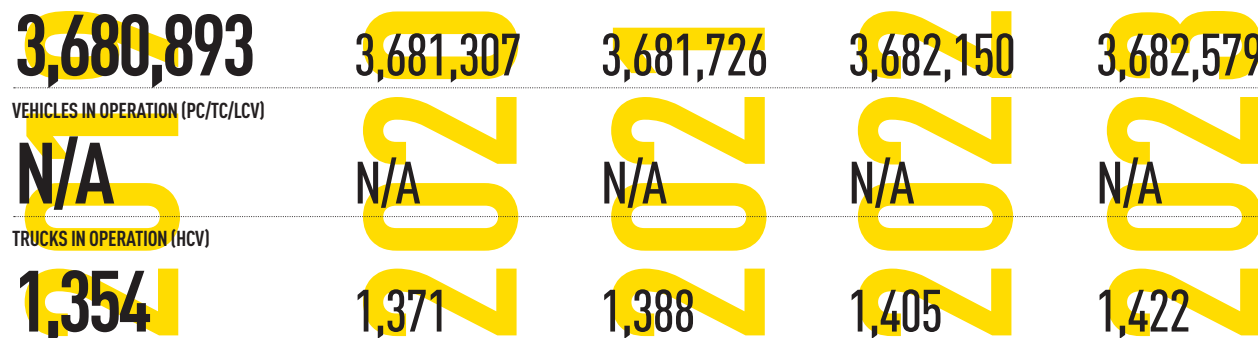


FUEL TYPE (PC/TC/LCV)

BODY STYLES

↘ ↗ TREND INDICATOR, COMPARED TO THE DATA OF THE YEAR BEFORE

AUTOMOTIVE MARKET FORECAST 2019–2023



*rounded

CARACAS
CAPITAL

32,219,521
POPULATION

BOLIVAR
CURRENCY

116
117

—
GDP PER CAPITA

TA LOCAL

TECALLIANCE OFFICES

OTHER TECALLIANCE SERVICES



05

RMI REPAIR AND MAINTENANCE INFORMATION

Technical data of all current vehicle manufacturers in the fields of car repairs, mechanics, maintenance and diagnostics.

With RMI, TecAlliance offers technical data for workshops, parts dealers and parts manufacturers. Benefit from our wide range of options:

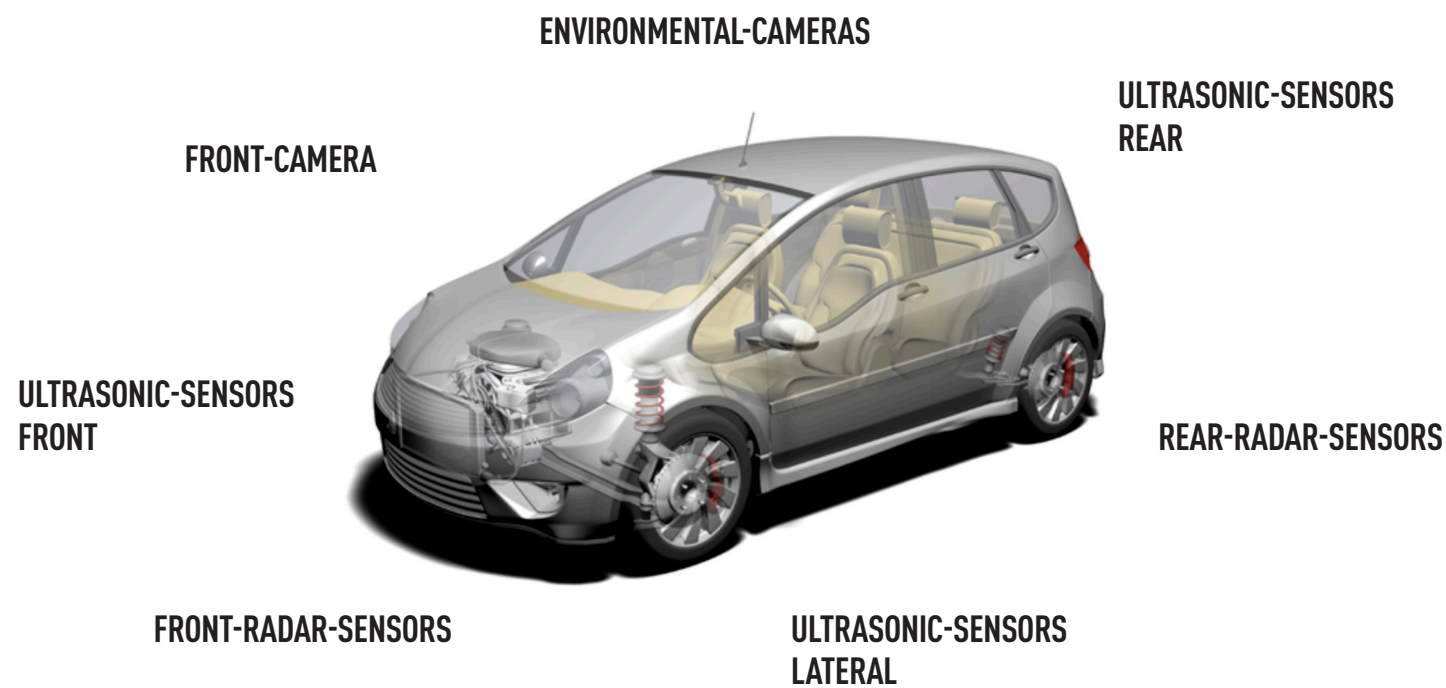
The technical hotline, individual data deliveries in a wide variety of formats, numerous technical contents and complete manuals in your layout. Furthermore, TecAlliance offers both a web application for RMI data, as well as the data as web service for online automotive spare parts dealers.

Our offer

You will get OEM-based information on recalls, Diagnostics data and you will be able to localize components in the engine compartment

Your benefits

You will be able to select parts via Graphic Selection and get displayed the special tools required, incl. OE-Number.



4.5 MIO
REPAIR MANUALS

26 MIO
REPAIR / LABOR TIMES

8.8 MIO
TECHNICAL DATA

4.7 MIO
SERVICE PLANS

ANALYTICS

Optimizing your business with usage insights, market knowledge, vehicle coverage rankings, gap analysis, and many more.

TecAlliance Analytics Solutions and Consulting services provide our customers with essential insights into their markets, customers search behaviour as well as strengths and weaknesses of their product portfolio. Our self-service analytics solutions Demand Dashboard and PMA 2.0 (Product Management Analytics), enriched with data of our worldwide solutions and the leading automotive standard TecDoc-format, provide comprehensive options to analyse your portfolio and compare it with your competitors' parts data.

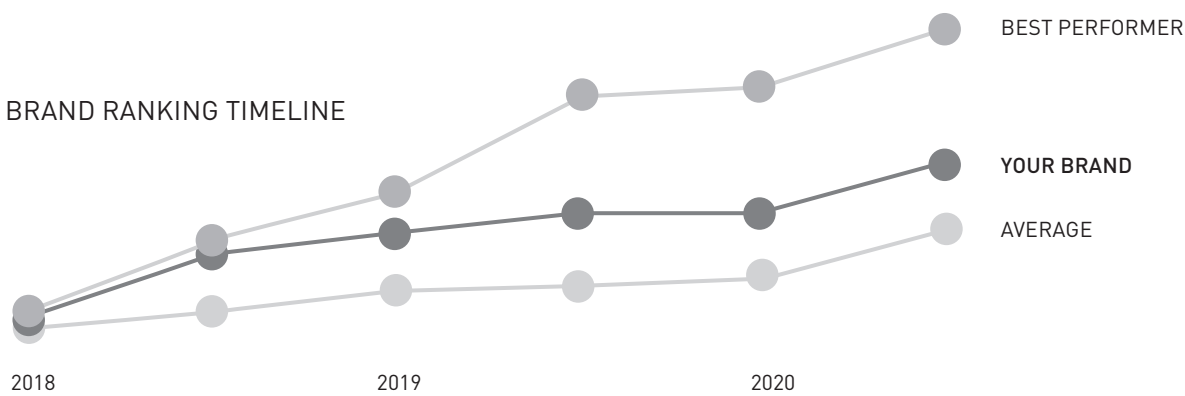
A wide variety of analysis options helps you to effectively manage your product line:

- Gap analysis
- Market knowledge
- Vehicle coverage rankings (VIO)
- TecDoc usage insights
- E-Commerce data

For more extensive analysis and consultation, our IAM experts offer also individual and customized Data Consulting Services.

By discovering our customers objectives and challenges, analysing relevant data and information, we are able to give clear action recommendations to make strategic decisions. Customers are invited to be a partner of the continuous improvement: The experiences of individual projects and a better understanding of the market contribute to current or future solutions.

In data strategy workshops with focus on manufacturing or trade business, we provide help to evaluate the client's current capabilities, identify clear targets and measurable success factors.



8 MIO
ARTICLES

1.5 MIO
TECDOC SEARCHES PER DAY

50 MIO
TECDOC REQUESTS PER DAY

PMA 2.0

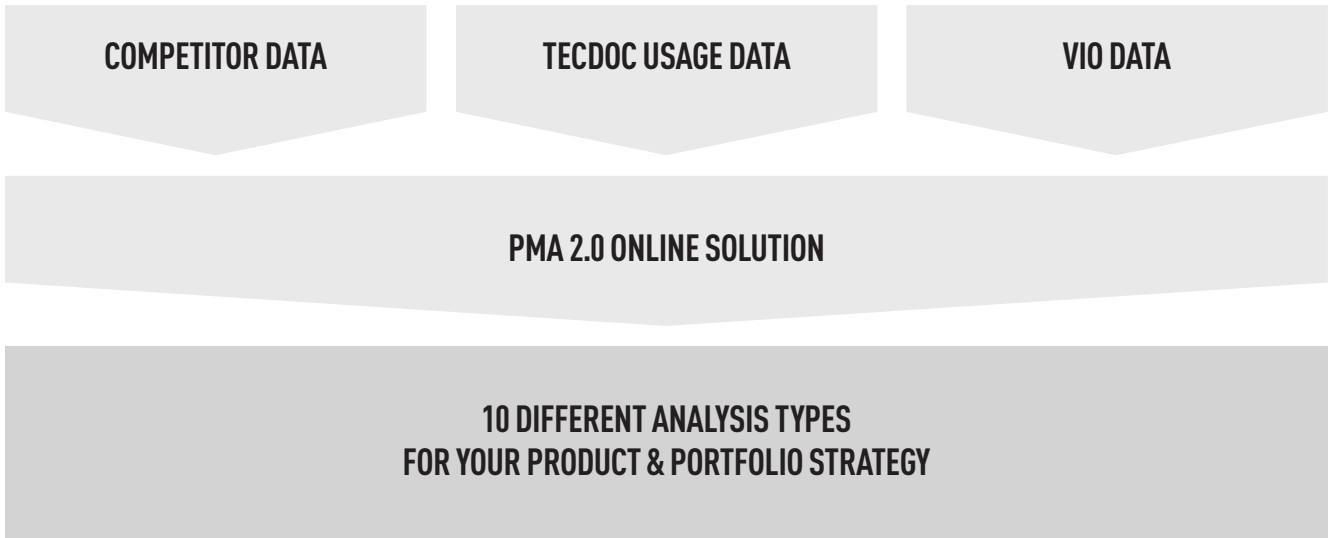
Product Management Analytics for efficient portfolio management.

With continuous and standardised market and competitor observations, the Product Management module PMA delivers data analysis and reporting for product line and portfolio management to all market players.

Manufacturers discover the strengths of their own product offerings and will be able to identify optimisation potential through gap analysis. Parts dealer will benefit by optimising their supplier selection and closing gaps in their product ranges.

With the new version PMA 2.0, released in March 2020, we are ready to meet the future requirements of a global automotive after-market.

With a lean and modern structure, as well as improved functionalities and the implementation of TecDoc usage data, our customers' portfolio management becomes from now on even more individual and efficient. To serve our customers with individual user licenses for customer-specific analysis types is only one of the continuous developments to come in 2020.



CARUSO

Caruso simplifies your access to car data

Your Solution. One Platform. Multi-Brand In-Vehicle Data.

Caruso is the neutral, open and secure mobility data and service marketplace that provides all market participants with the necessary infrastructure to offer and buy standardized data and services in a secure environment. In this way, Caruso enables its partners to digitize their business models, expand their own service portfolio and open up new customer segments.

Business partners and shareholders can be all players who have a legitimate interest in mobility data and/or services and want to participate, for example parts manufacturers, retailers, workshops, insurance companies, fleet and leasing companies, car rental companies and car sharing providers, telematic service providers and breakdown service companies.

Five easy steps to get access to connected vehicle data

Just get in contact with us and we will provide you access to our marketplace. A dedicated Caruso Expert will follow up on all your questions about the platform. Come in, see what is there, try it out. Explore which data items are available, in general and in particular for your vehicles. Now, after seeing how it works, you simply subscribe to the data items you are interested in.

It is almost as simple as buying any other physical good online, but it is a subscription to in-vehicle data coming from multi-brand OEMs. Our techies make sure that the technical integration for your products runs smoothly. The best thing: integrate once, but get access to all of the OEMs that we have onboarded for you. Ready to go: Caruso is provisioning in-vehicle data of course fully compliant with GDPR regulations.

www.caruso-dataplace.com

