



China Heavy Truck Industry Report, 2010-2011

Apr. 2011

This report

- ◆ Analyzes the output and sales , price tendency and competition of China's heavy truck industry .
- ◆ Focuses on the market segments of China's heavy truck ,such as complete vehicle , incomplete vehicle , semi-trailer towing vehicle .
- ◆ Highlights the operation and development of key enterprises in China's heavy truck industry .

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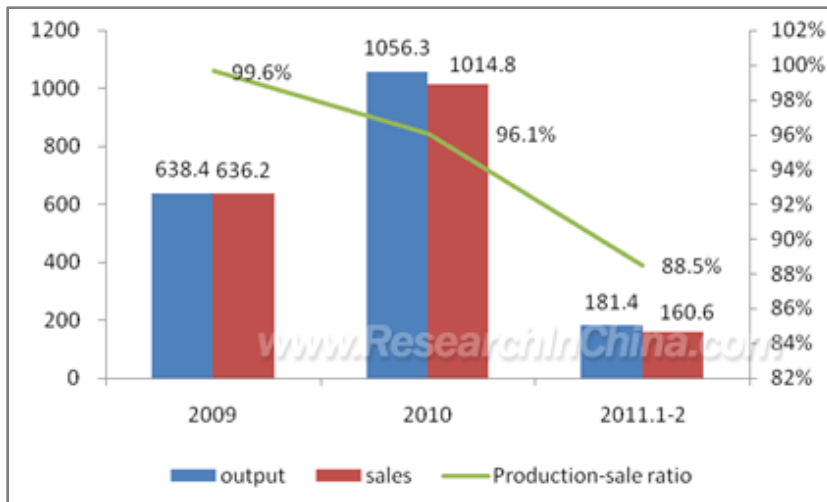
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Abstract

In 2010, benefiting from large-scale infrastructure construction and rapid development of transportation and logistics, Chinese heavy truck industry presented a fast-growing trend. The output and sales volume of heavy trucks reached 1.0563 million and 1.0148 million in 2010, up 65.5% YoY and 59.5% YoY, respectively.

Output, Sales Volume and Production-sale Ratio of Chinese Heavy Trucks, 2009-2011 (Unit: vehicle in thou.)



Source: ResearchInChina

This report starts with an analysis of the overall market situation including production & sales and price tendency of heavy truck, and lays emphasis on the research of competition pattern of the market.

In terms of sales volume, the top 3 manufacturers of heavy truck in China are FAW Jiefang Automotive Co., Ltd. (22.7%), SINOTRUK (19.5%), and Dongfeng Automobile (19.0%). These three manufacturers enjoy large market shares on market segments including complete heavy truck, incomplete heavy truck and semi-trailer towing vehicle.

Current capacities of main heavy truck manufacturers in China cannot satisfy the market demand. Therefore, in order to seize more market shares, most of manufacturers plan to increase capacity. In the mean time, major new entrants gradually released their capacities in 2010; however, they cannot change the market structure in the short term due to the limitations of capacity, incomplete marketing network and low brand awareness.

2011 is the first year of the 12th Five-Year Plan. Driven by the continued construction of high-speed railway, the launch of large-scale welfare housing construction and the rapid development of logistics industry, the demand for heavy trucks will definitely increase.

Meanwhile, major Chinese manufacturers of heavy truck expand overseas business actively, establishing overseas marketing networks and developing vehicles fit for local needs. With the global economic recovery, the exportation of Chinese heavy truck will increase substantially.

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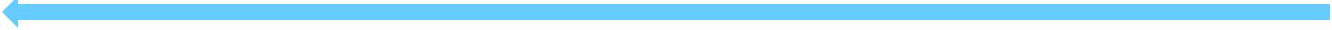
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