

# The 2023-2028 Outlook for Electric Trucks in China

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## Abstracts

This study covers the latent demand outlook for electric trucks across the regions of China, including provinces, autonomous regions (Guangxi, Nei Mongol, Ningxia, Xinjiang, Xizang - Tibet), municipalities (Beijing, Chongqing, Shanghai, and Tianjin), special administrative regions (Hong Kong and Macau), and Taiwan (all hereafter referred to as 'regions'). Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 1,100 cities in China. For each major city in question, the percent share the city is of the region and of China is reported. Each major city is defined as an area of 'economic population', as opposed to the demographic population within a legal geographic boundary. For many cities, the economic population is much larger than the population within the city limits; this is especially true for the cities of the Western regions. For the coastal regions, cities which are close to other major cities or which represent, by themselves, a high percent of the regional population, actual city-level population is closer to the economic population (e.g. in Beijing). Based on this 'economic' definition of population, comparative benchmarks allow the reader to quickly gauge a city's marketing and distribution value vis-à-vis others. This exercise is quite useful for persons setting up distribution centers or sales force strategies. Using econometric models which project fundamental economic dynamics within each region and city of influence, latent demand estimates are created for electric trucks. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

In this report we define the sales of electric trucks as including all commonly understood products and/or services falling within this broad category, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include Alcopa Group, Alke, Allianz, Allison Transmission, Amazon.com, Ambev, American

LaFrance, Amminex, Anheuser-Busch, Anhui Jianghuai Automobile (JAC), Asbury Automotive Group, Audi, Automobili Lamborghini, Automotive, Inc, BAE Systems, BAIC Motor Corporation, Baidu, Banque PSA, Beijing Automotive Industry Company, Bentley Motor Cars, Berg, Berkshire Hathaway, Blue Diamond Truck, BMW, Bogdan, Bosch, BYD (HK) Company, Ltd, Camiones y Motores Internacional de Mexico (CMI), Car2go Europe GmbH, Caterpillar, Celadon Trucking Services, CEPSA, China Dongfeng Motor Industry Imp. & Exp. Company, Ltd, Chrysler, Cinteo GmbH, CJSC SOLLERS-ISUZU, Cloudera, Conquest Motorhomes, Continental Diesel Systems US, Cooper, Corporacion Nacional del Radiodeterminacion (CNR), Cummins, DAF Trucks, Daimler (Mitsubishi Fuso), DHL, Dina Camiones (Mexico), Dongfeng Asset Management Company, Ltd, Doosan Infracore, DRB Hicom, Ducati do Brasil Industria e Comercio de Motocicletas, Eaton, Education Logistics, eGT New Energy Automotive Company, Ltd, EOS, Eurazeo, Euromobil, Europcar Group, FAW, Ford Motor, Garuda Mataram Motor, GAZ Group, General Motors, GM South Africa, Google, Gulf Stream Coach, HERE, Hermes, Heycar, Hino Motor Sales, Australia, Holley Performance Products, Honda, Horton, Huawei, IC Bus, Indigen Armor, INDOMOBIL, International Engine, IONITY, Isuzu Astra Motor Indonesia, Itochu, Izzo Group, J.B. Hunt, Jiangling Motors, Kenworth Trucks, KPIT, LeasePlan, Lei Shing Hong, Leyland Trucks, Li Shufu, Long Ri Bus, Luxoft, Mahindra & Mahindra, MAN, Maxion International Motors, Mazda Motor, Mercedes-AMG Petronas Motorsport, Mercedes-Benz, Meritor, Midamerican Energy Financing I, Mitsubishi, MODEC, Monaco Coach, Monopoly, MWM International Industria De Motores Da America Do Sul, Navistar Defence Canada, NC2 Global, Nikola, Nissan Diesel, Octagon International Services, Ogihara Corporation, OJSC Severstal Auto, Otokar, P.T. Astra International, Paccar, Peterbilt Motors Company (PACCAR, Inc.), Petroleo Brasileiro (Petrobras), PFS, Porsche, Premium Aerotec, Proterra, PSA Peugeot Citroen Group (PSA), PSW Automotive Engineering, Pure Power Technologies, Qingling Motors, Rally, Renault Trucks, Robert Bosch, Russian Machines, SAIC, Samsung, San Marino Onibus e Implementos (San Marino), Scania Commercial Vehicles India, SEAT, Shanghai Volkswagen (SVW), Shaw Tracking, Shell, SinoMOS Semiconductor (Ningbo), Inc, SKODA automobilova, Smith Electric Vehicles, SML Isuzu Limited (SMLI), Sojitz, Sollers, Soul Machines, Sprint, Swift Transportation, T. Rowe Price, Tao Capital Partner, Tatra, TenCate Advanced Composites USA, Terranova GTS, Tesla, Thor Industries, Tibco Software, TomTom, Toshiba, Toyota Motor Corporation, TransAm Trucking, TransPower, Truck Center Hauser, Via, Voith, Volkswagen AG, Volocopter, Volvo, VW, Waberer's International, What3words, Workhorse Custom Chassis, ZAO Severstal Avto-Isuzu, Zenith Motors, and Zhengzhou Nissan Motor Company, Ltd. In addition to the sources indicated, additional information available to the public via news and/or press releases published by players in the industry was considered in defining and calibrating this category. All figures are in a

common currency (U.S. dollars, millions) and are not adjusted for inflation (i.e., they are current values). Exchange rates used to convert to U.S. dollars are averages for the year in question. Future exchange rates are assumed to be constant in the future at the current level (the average of the year of this publication's release in 2022).

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