

China Automotive Distribution Industry Report, 2011-2012

<https://marketpublishers.com/r/C845E41CB5AEN.html>

Date: October 2011

Pages: 95

Price: US\$ 2,200.00 (Single User License)

ID: C845E41CB5AEN

Abstracts

With the rapid growth of the automotive market, China is also accelerating the development of automotive distribution industry. According to the statistics of the Ministry of Commerce and China Automobile Dealers Association (CADA), in 2010 there were over 60,000 automotive distributors in China, including 15,000 4S stores, of which 1,700 were newly added for that year alone.

The Report mainly covers the following aspects:

Automotive distribution models in China and their development characteristics, strengths and weaknesses;

Development of automotive distributors in China, including quantity, profitability, development characteristics, etc.;

Development of various automotive distribution businesses in China, covering the distribution model, characteristics and development prospect of new cars, used cars, auto repair and maintenance, auto finance, car insurance, etc.;

Distribution network features of six car manufacturers in China, operation of 12 listed automotive distributors, current status and expansion of 4S distribution networks.

China's automotive distribution industry has displayed two characteristics:

Automotive distributors show pretty obvious regional traits, which, however, with the distributors' continuous expansion, will gradually wear off.

China's large-scale automotive distributors are mainly concentrated in economically developed eastern, northern and southern regions, each with 1-2 large leading distributors, such as Pangda Group in Hebei, Yaxia Automobile in Anhui, and Grand Orient in Wuxi, Jiangsu.

However, along with the continuous expansion of automotive distributors, the regional traits will be gradually diluted, e.g., Zhejiang Material Industrial Zhongda Yuantong Group Co., Ltd., based on Zhejiang market, has established 4S stores beyond Zhejiang since 2011, in Guiyang, Chengdu and Xi'an for instance; while ZhengTong Group, based on Hubei, Hunan and Inner Mongolia markets, has extended its distribution network to Qingdao of Shandong, Nanchang of Jiangxi, and Shenzhen of Guangdong, etc. in 2011.

Among all automotive distribution businesses in China, new car sales accounts for an overwhelming proportion, while used car and after-sales service have an enormous space for development.

For example, Pangda Group, China's largest automotive distributor, in 2008-2010 the new car sales held over 93% of the total revenue. Although the after-sales service business of Pangda Group accounted for less than 7%, its gross margin was much higher than new car sales business, and the operating revenue also experienced rapid growth at the rate of up to 42.7% and 39.9% in 2009 and 2010 respectively.

As the used car and after-sales service businesses are closely related with the new car market, we believe that after China's new car sales market reached peak growth in 2009, the auto repair and maintenance market will accelerate its growth in 2012-2013, while the supply and demand of used cars will be greatly increased in 2014-2015.

Contents

1. BUSINESS MODEL OF AUTOMOTIVE DISTRIBUTION IN CHINA

- 1.1 Development Course
- 1.2 Distribution Model
 - 1.2.1 Major Marketing Models
 - 1.2.2 Characteristics of Marketing Model
 - 1.2.3 Distribution Model of Imported Cars
 - 1.2.4 Development Characteristics of Marketing Channel

2. DEVELOPMENT OF MAJOR AUTO DEALERS IN CHINA

- 2.1 Quantity
- 2.2 Profitability
 - 2.2.1 Profit Margin
 - 2.2.2 Profit Structure
- 2.3 Market Share
 - 2.3.1 Ranking of Auto Dealer
 - 2.3.2 Market Share of Auto Dealer
- 2.4 Regional Features of Auto Dealers

3. CURRENT STATUS AND DEVELOPMENT PROSPECT OF NEW CAR SALES IN CHINA

- 3.1 Sales Volume
 - 3.1.1 Total Sales Volume
 - 3.1.2 Sales Volume of Passenger Car
 - 3.1.3 Sales Volume of Commercial Vehicle
- 3.2 Price
 - 3.2.1 Overview
 - 3.2.2 Price of Passenger Car
 - 3.2.3 Price of Commercial Vehicle
- 3.3 Distribution Model
 - 3.3.1 Distribution Model of Passenger Car
 - 3.3.2 Distribution Model of Commercial Vehicle
- 3.4 Operation of Auto Dealer
 - 3.4.1 Profit of New Car Sales
 - 3.4.2 Profit Model

- 3.4.3 Construction Cost
- 3.5 Development Trend Forecast

4. CURRENT STATUS AND DEVELOPMENT PROSPECT OF USED CAR SALES IN CHINA

- 4.1 Sales
 - 4.1.1 Sales Volume
 - 4.1.2 Main Auto Models
 - 4.1.3 Selling Price
- 4.2 Distribution Model
- 4.3 Market Prospect Forecast
 - 4.3.1 Forecast of Development Trend
 - 4.3.2 Forecast of Market Size

5. CURRENT STATUS AND DEVELOPMENT PROSPECT OF AUTO AFTER-SALES SERVICE IN CHINA

- 5.1 Current Development of Auto After-Sales Service
 - 5.1.1 Profit Model
 - 5.1.2 Development Trend
- 5.2 Auto Repair and Maintenance
 - 5.2.1 Business Model
 - 5.2.2 Competitiveness of Auto Dealers in Auto Repair and Maintenance Business
 - 5.2.3 Market Demand
- 5.3 Auto Finance
- 5.4 Auto Insurance

6. DISTRIBUTION NETWORKS OF MAJOR AUTO MANUFACTURERS IN CHINA

- 6.1 FAW-Toyota
- 6.2 Guangqi Honda
- 6.3 Dongfeng-Nissan
- 6.4 SVW
- 6.5 SGM
- 6.6 Chang'an Ford

7. MAJOR AUTO DEALERS IN CHINA

- 7.1 Pangda
 - 7.1.1 Profile
 - 7.1.2 Operation
 - 7.1.3 Competitive Advantage
- 7.2 Zhongda (ZD)
 - 7.2.1 Profile
 - 7.2.2 Operation
 - 7.2.3 Distribution Network
- 7.3 Zhongsheng Group
 - 7.3.1 Profile
 - 7.3.2 Operation
 - 7.3.3 Distribution Network
- 7.4 Dah Chong Hong (DCH)
 - 7.4.1 Profile
 - 7.4.2 Operation
 - 7.4.3 Distribution Network
- 7.5 ZhengTong Auto
 - 7.5.1 Profile
 - 7.5.2 Operation
 - 7.5.3 Expansion
- 7.6 Wuxi Commercial Mansion Grand Orient Co., Ltd. (CMC)
 - 7.6.1 Operation
 - 7.6.2 Business Planning
- 7.7 AutoChina
 - 7.7.1 Profile
 - 7.7.2 Operation
- 7.8 Lentuo
- 7.9 Yaxia Automobile
- 7.10 Zhangzhou Development (ZZDC)
- 7.11 Tellus
- 7.12 G.A. Holdings

Selected Charts

SELECTED CHARTS

Main Automotive Distribution Models in China

Feature Comparison of Automotive Distribution Models in China

Distribution Model Comparison between Import Automobiles and Domestic Ones

Number of Auto 4S Stores in China, 2008-2010

Distribution of Auto 4S Stores in China, 2010

Profit Margin Comparison of Main Auto Dealers in China, 2010

Service Scope of Auto Dealers in China

Profit Structure Comparison between Chinese and US Auto Dealers

TOP20 Auto Dealers in China, 2010

Market Share of Top 10 Auto Dealers in USA, 2008

Market Share of Top 10 Auto Dealers by Revenue in China, 2010

Market Share of Top 10 Auto Manufacturers by Sales Volume in China, 2010

Regional Features of 4S Store Distribution of Major Auto Dealers in China

Sales Volume of Automobile in China, 2006-2011

Sales Volume of Passenger Car in China, 2006-2011

Proportion of Sedan and SUV Sales Volume to Passenger Car Sales Volume in China, 2006-2011

Proportion of 1.0-1.6L Passenger Car Sales Volume to Total Passenger Car Sales Volume in China, 2006-2011

Sales Target Accomplishment Ratio of Passenger Car Enterprises in China, 2010

Sales Volume of Commercial Vehicle in China, 2006-2011

Proportion of 3 types of Bus by Sales Volume in China, 2006-2011

Proportion of 4 types of Truck by Sales Volume in China, 2006-2011

Price Index of Automobile in China, 2007-2011

Price Index of Sedan in China, 2007-2011

Price Index of Truck in China, 2007-2011

Construction Process of Passenger Car 4S Store in China

Profitability Comparison of Auto Dealers by Automotive Type

Profit Model of New Car Sales Business of Auto Dealer in China

Construction Cost Structure of Auto 4S Store

Car Ownership and New Car Sales Volume of China, Japan and South Korea

Sales Volume Forecast of China by MIIT and CAAM, 2015

Sales Volume of New Car in China, 2011-2015E

Ownership of Automobile for Civilian Use in Middle, West and East China, 2005-2009

Ownership Growth of Automobile for Civilian Use in Middle, West and East China,

2005-2009

Sales Volume of Used Car in China, 2007-2011

Comparison of Used Car and New Car Sales Proportion among Different Countries

Model Structure of Used Cars Sold in China, 2010-2011

Average Transaction Prices of Second-hand Cars in China, 2000-2009

Hedge Ratio Comparison of Second-hand Cars between China and USA

Trading Patterns of Second-hand Car in China

Trading Patterns of Used Car in Major Countries

Distribution of Used Cars in China by Service Life, 2010

Expected Car Replacement Life Structure in China

Sales Volume of Used Car in China, 2011-2015E

Profit Model of Auto After-sales Service in China

Business Model of Auto Repair and Maintenance in China

Update Cycle for Some Auto Parts

Auto-loan in Major Countries, 2010

Automobile Credit Scale in China, 2001-2008

Financial Services of Auto Dealers in China and USA

Automobile Insurance Premium Gainings in China, 2004-2010

Financial Service Comparison of Auto Dealer between China and USA

Dealers Distribution of FAW-Toyota, 2010

Dealers Distribution of Guangqi Honda, 2010

Dealers Distribution of Dongfeng-Nissan, 2010

Dealers Distribution of SVW, 2010

Dealers Distribution of SVW-SKODA, 2010

Dealers Distribution of SGM-BUICK, 2010

Dealers Distribution of SGM-Chevrolet, 2010

Dealers Distribution of SGM-Cadillac, 2010

Dealers Distribution of Chang'an Ford, 2010

Auto Sales Volume of Pangda, 2008-2010

Sales Volume of Pangda by Brand, 2008-2010

Operating Revenue and Net Income of Pangda, 2007-2011

Revenue of Pangda by Business, 2008-2010

New Car Sales Business Revenue of Pangda, 2008-2010

After-Sales Business Revenue of Pangda, 2008-2010

Sales Volume of Saab in China, 2007-2011

Operating Revenue and Gross Margin of ZD, 2006-2011

New Car Sales Volume of ZD, 2009-2011

Distribution of Sales Network of Yuantong in Zhejiang

4S Store Distribution of Zhongsheng Group by Region, 2009-2010

Operating Revenue and Gross Margin of Zhongsheng Group, 2006-2010
Gross Margin of New Car Sales and After-Sales Service of Zhongsheng Group, 2006-2010
New Car Sales Volume of Zhongsheng Group, 2006-2010
Number of 4S Stores of Zhongsheng Group, 2009-2011
Operating Revenue of DCH, 2007-2010
Operating Revenue and Net Income of Auto Business of DCH, 2007-2010
New Car Sales Volume of DCH, 2006-2010
Number of 4S Stores of DCH in Mainland China, 2006-2010
Operating Revenue and Net Income of ZhengTong Auto, 2007-2010
Operating Revenue of ZhengTong Auto by Sector, 2007-2010
Number of 4S Stores of ZhengTong Auto by Brand, 2011
Operating Revenue and Net Income of CMC, 2006-2011
Revenue and Gross Margin of Auto Distribution Business of CMC, 2007-2010
Gross Margin of CMC by Business, 2010
Distribution Network of AutoChina
Distributor Quantity and Truck Sales Volume of AutoChina, 2009-2010
Operating Revenue of AutoChina, 2008-2010
Net Income of AutoChina, 2008-2010
Revenue and Net Income of Lentuo, 2007-2010
Gross Margin of Lentuo, 2007-2010
Revenue and Proportion of Lentuo by Business, 2009-2010
Sales Volume of 6 Brands of Lentuo, 2007-2009
Sales Value of 6 Brands of Lentuo, 2007-2009
Repair Shop Quantity and Capacity of Lentuo, 2009
Number of 4S Stores and Licensed Automobile Brands of Yaxia Automobile, 2007-2011
Operating Revenue and Net Income of Yaxia Automobile, 2008-2010
Revenue of Yaxia Automobile by Business, 2008-2010
Gross Margin of Yaxia Automobile by Business, 2010
Sales Volume and Market Share in Anhui of Passenger Cars of Yaxia Automobile, 2008-2010
Auto Sales Volume of Yaxia Automobile by Brand, 2008-2010
Operating Revenue and Net Income of ZZDC, 2006-2011
Operating Revenue of ZZDC by Region, 2010-2011
Sales Revenue and Gross Margin of Vehicle Sales Business of ZZDC, 2008-2011
Operation of Main Subsidiaries Engaged in Automobile Distribution Business of ZZDC, 2010
Operating Revenue and Net Income of Tellus, 2008-2011
Operating Revenue and Gross Margin of New Car Sales Business of Tellus, 2008-2011

Operating Revenue and Gross Margin of Vehicle Inspection and Repair & Maintenance Business of Tellus, 2008-2011

Operation of Major Automobile Distribution Subsidiaries of Tellus, 2010

Main Brands of New Car Sales Business of G.A. Holdings

Business Indicators of G.A. Holdings, 2009-2010

Operating Revenue of G.A. Holdings by Business, 2009-2010

Revenue of G.A. Holdings by Region, 2009-2010

I would like to order

Product name: China Automotive Distribution Industry Report, 2011-2012

Product link: <https://marketpublishers.com/r/C845E41CB5AEN.html>

Price: US\$ 2,200.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/C845E41CB5AEN.html>