

China & India automotives : a Market Access perspective

Andrés Garcia Bermudez
European Commission- DG TRADE

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China- basic data

- Production: 8.9 million vehicles
- Sales (million vehicles): 8.8, of which
 - 6.3 → PCs
 - 2.5 → commercial
- Car fleet: 57 million vehicles
- Vehicles per 1000 habitant: 44 (ww 120; US 750)
- Forecast 2008: 10 million vehicles



China- trends

- 2008 H1: Δ 18.5%
- 2008 H2: slower increase
- Challenges:
 - Oil prices
 - Costs
 - Vehicle taxes
 - Monetary policy

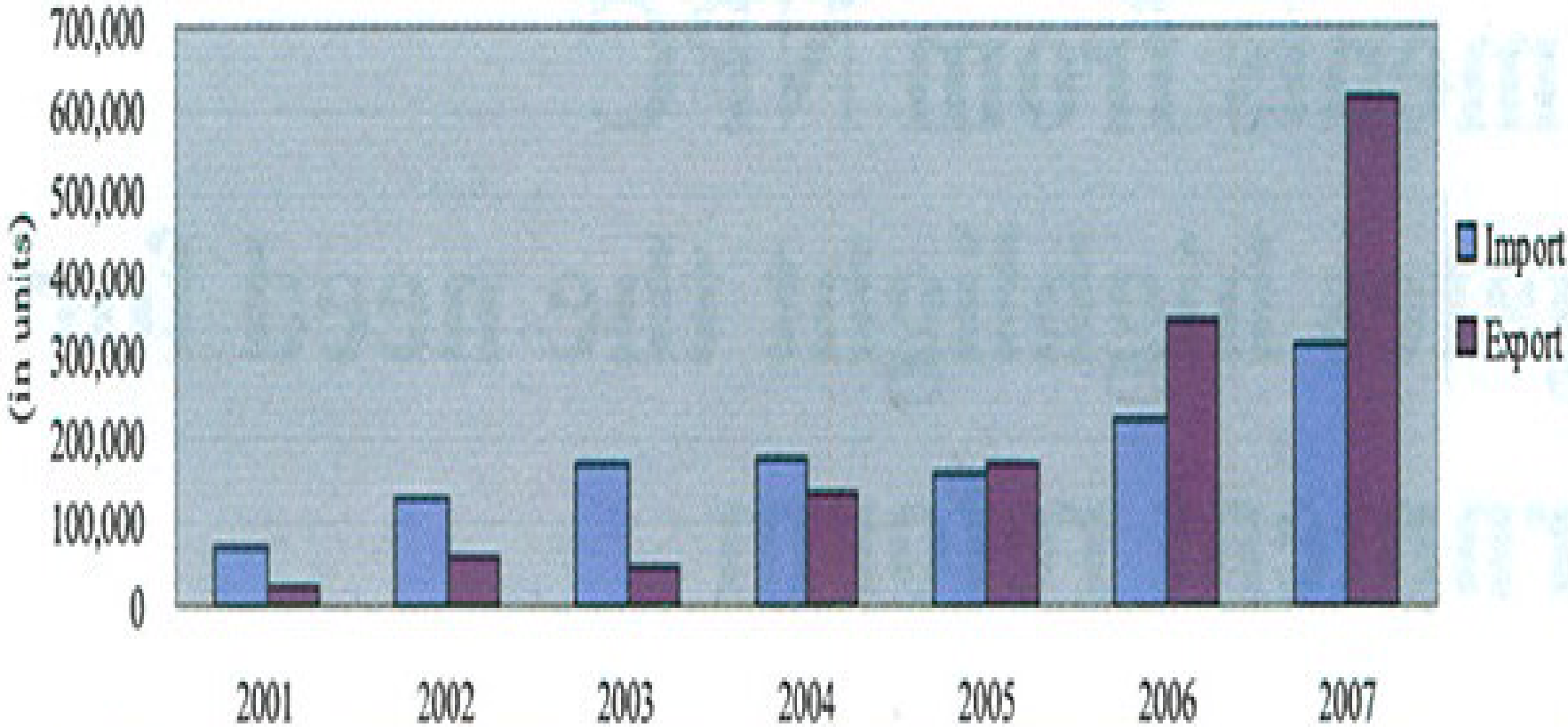


Trade 2008 1H

- M in China (WW):
 - 212,000 vehicles (Δ 53%); \$ 7.7 bio.
 - 92,000 vehicles > 3 litres; 70% > 2.5 litres
- X from China (WW):
 - 361,000 vehicles (Δ 58%); \$ 4.6 bio.

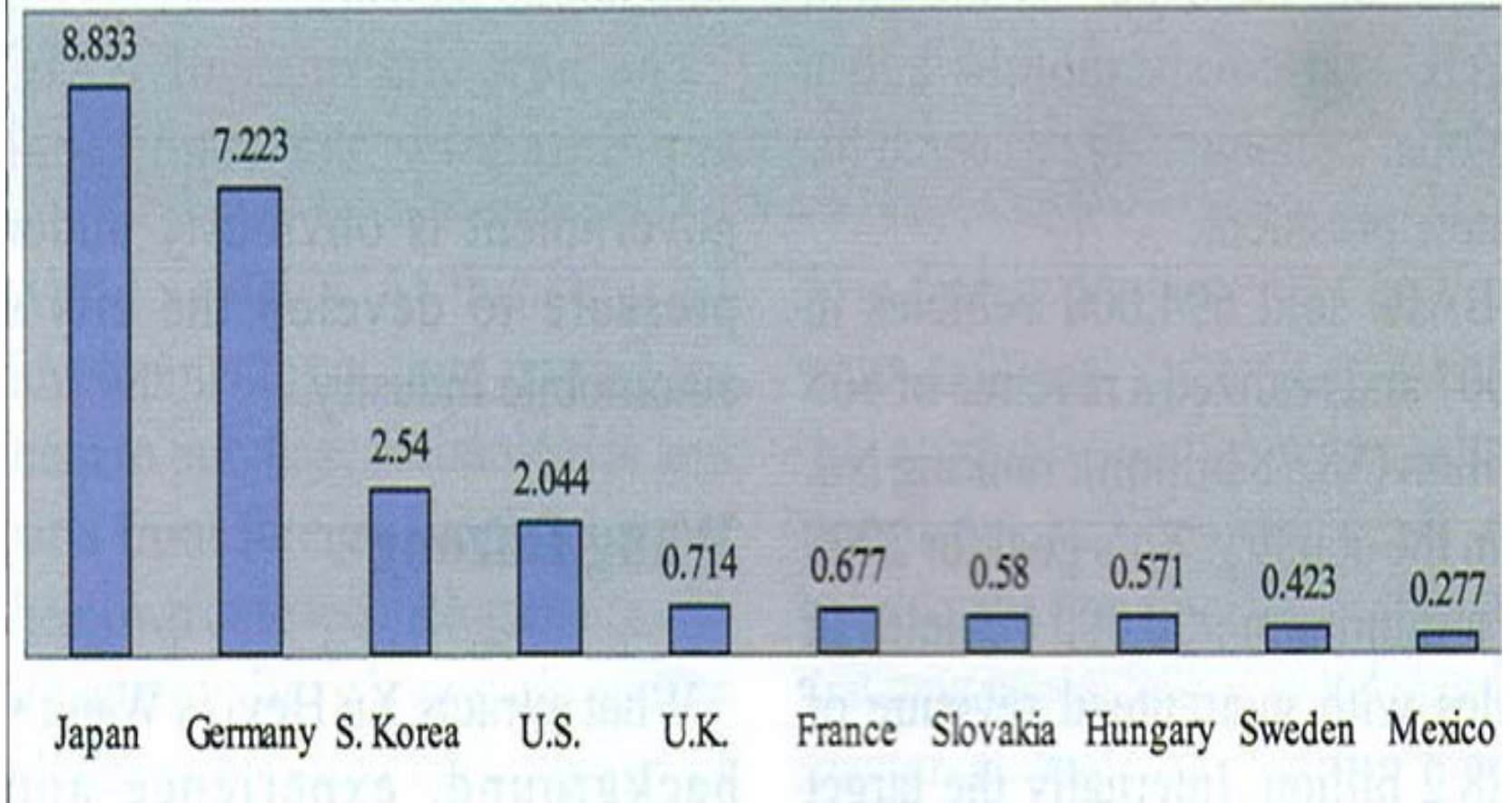


China's motor vehicle import and export, 2001-2007

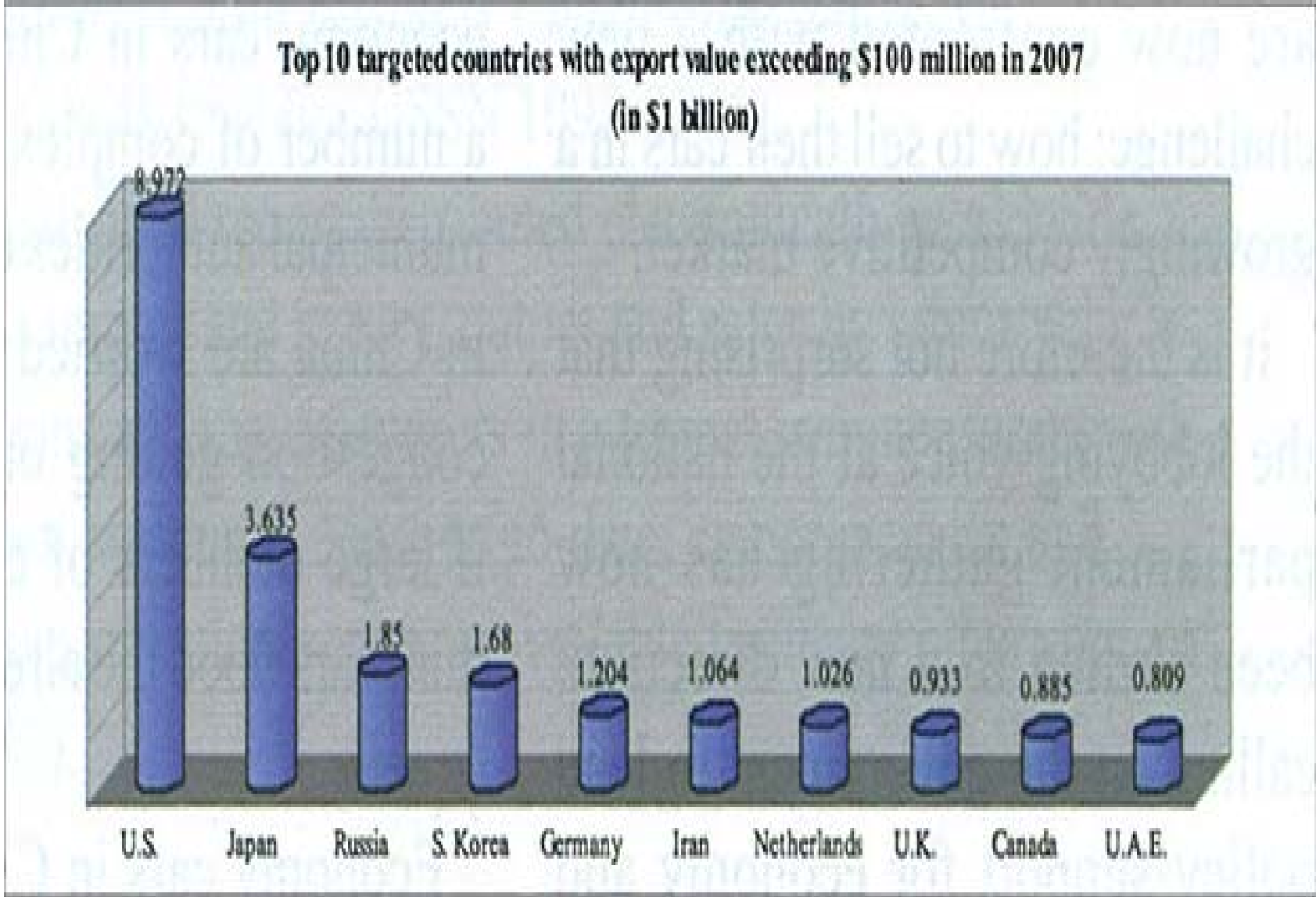




Top 10 countries with import value exceeding \$100 million in 2007 (in \$1 billion)



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CN- market shares

OEMs market shares in 2007 (passenger vehicles), in %

	EU		US		JAPAN		KOREA		CHINA	TOTAL
VW	17.3	GM	10	Honda	8.7	Hyundai	4.5	Chery	7.2	
Peugeot-Citroën	3.9	Ford	3.4	Toyota	8.5	Kia	1.9	Geely	4.1	
BMW	0.6	Chrysler	0.2	Nissan	5.3					
Fiat	0.3			Suzuki	3			+ others	...	
Mercedes-Benz	0.1			Mazda	1.7					
				Mitsubishi	1.4					
	22.2		13.6		28.6		6.4		29.1	100



CN- Industry main concerns

- 1. Limitations on Investment
- 2. Type Approval/Homologation Standards
- 3. Fuel Consumption and CO2 Reduction
- 4. Scrapping Requirement for Commercial Vehicles
- 5. Intellectual Property Rights (IPR)
- 6. Length Regulations for Commercial Vehicles
- (Auto parts)



IN- production trends

Category	200203	200304	200405	200506	200607	2007-08
Passenger Vehicles	723.330	989.560	1.209.876	1.309.300	1.545.223	1.762.131
Commercial Vehicles	203.697	275.040	353.703	391.083	519.982	545.176
Three Wheelers	276.719	356.223	374.445	434.423	556.126	500.592
Two Wheelers	5.076.221	5.622.741	6.529.829	7.608.697	8.466.666	8.026.049
GRANDTOTAL	6.279.967	7.243.564	8.467.853	9.743.503	11.087.997	10.833.948



IN- Shares of automobile sector

Commercial Vehicles	5,05%
Total Passenger Vehicles	16,4%
Three Wheelers	3,78%
Two wheelers	75,13%



IN- Turnover auto

1999 - 2000	422.933
2000 - 2001	492.024
2001 - 2002	499.136
2002 - 2003	595.184
2003 - 2004	661.769
2004 - 2005	835.851



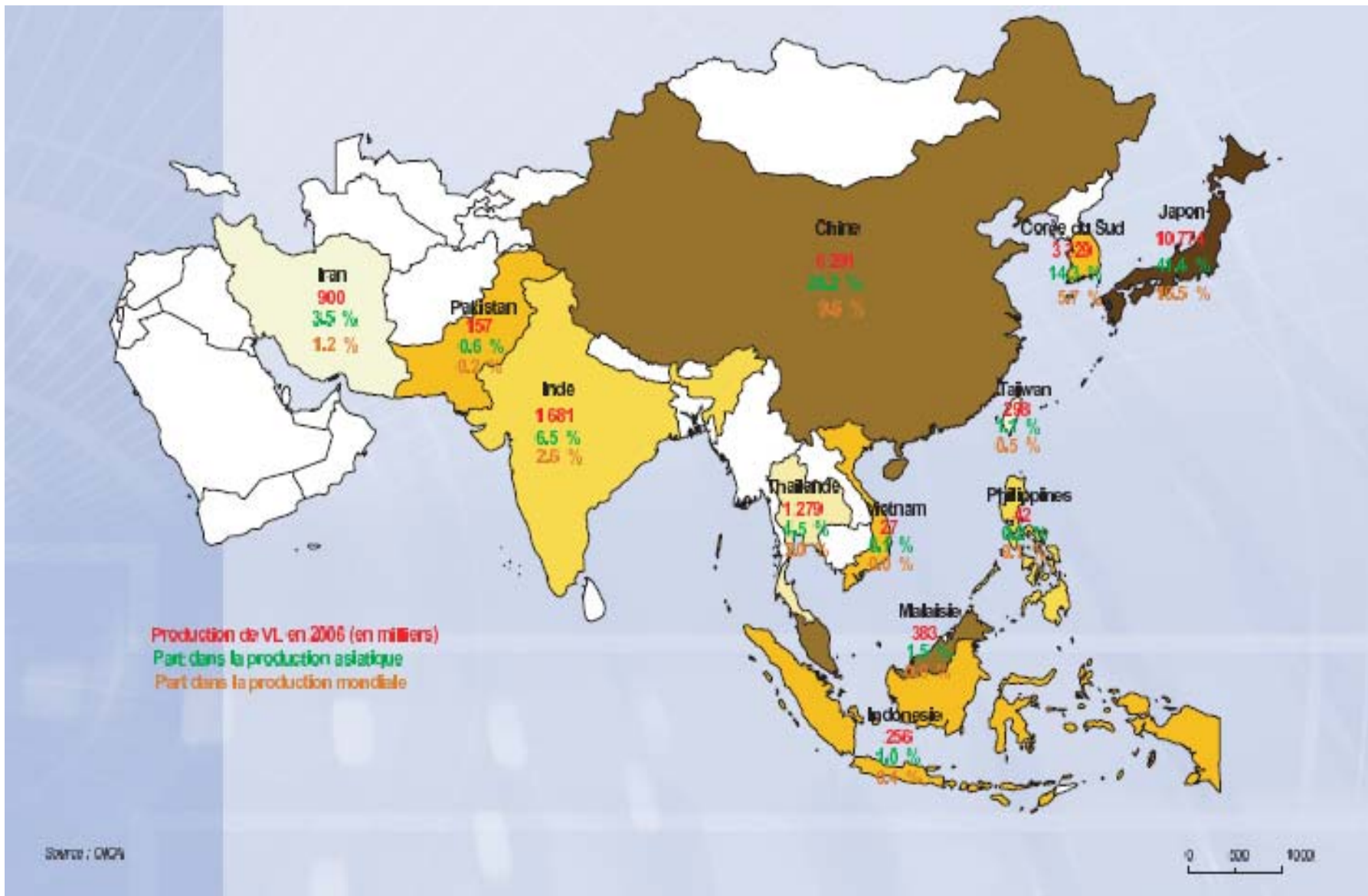
IN- auto export trends

Category	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08
Passenger Vehicles	72.005	129.291	166.402	175.572	198.452	218.418
Commercial Vehicles	12.255	17.432	29.940	40.600	49.537	58.999
Three Wheelers	43.366	68.144	66.795	76.881	143.896	141.235
Two Wheelers	179.682	265.052	366.407	513.169	619.644	819.847
GRAND TOTAL	307.308	479.919	629.544	806.222	1.011.529	1.238.499

Production of 4-Wheelers

Manufacturers	2005-06 (Apr-Mar) In Nos.	Manufacturers	2005-06 (Apr-Mar) In Nos.
Japanese OEM		Korean OEM	
<u>Maruti Udyog Ltd.</u>	572,097	<u>Hyundai Motor India Ltd.</u>	260,440
<u>Toyota Kirloskar Motor Pvt. Ltd.</u>	44,975	American OEM	
<u>Honda Siel Cars India Ltd.</u>	41,361	<u>General Motors India Pvt. Ltd.</u>	30,687
<u>Swaraj Mazda Ltd.</u>	11,946	<u>Ford India Pvt. Ltd.</u>	26,946
Total	670,379	Total	57,633
European OEM		Indian OEM	
<u>Skoda Auto India Pvt. Ltd.</u>	9,767	<u>Tata Motors Ltd.</u>	449,878
<u>Daimler Chrysler India Pvt. Ltd.</u>	1,780	<u>Mahindra & Mahindra Ltd.</u>	128,601
<u>Volvo India Pvt. Ltd.</u>	1,004	<u>Ashok Leyland Ltd.</u>	65,085
<u>Tatra Trucks India Ltd.</u>	125	<u>Force Motors Ltd.</u>	35,728
<u>Fiat India Pvt. Ltd.</u>	671	<u>Eicher Motors Ltd.</u>	24,348
		<u>Hindustan Motors Ltd.</u>	15,458
Total	13,347	Total	719,098

Source: Automotive Component Manufacturers Association of India



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Impact DDA tariff dismantling

	Current applied	New applied
Brazil	35 %	24,5 %
China	25 %	25 %
India	60 %	60 %
Indonesia	43,7 %	43,7 %
Malaysia	38,8 %	38,0 %
Thailand	62,5 %	55,8 %
EU	10 %	4,4 % MFN - 0 % GSP