

Finished Vehicle Exports from China 2022

By Volume & Value

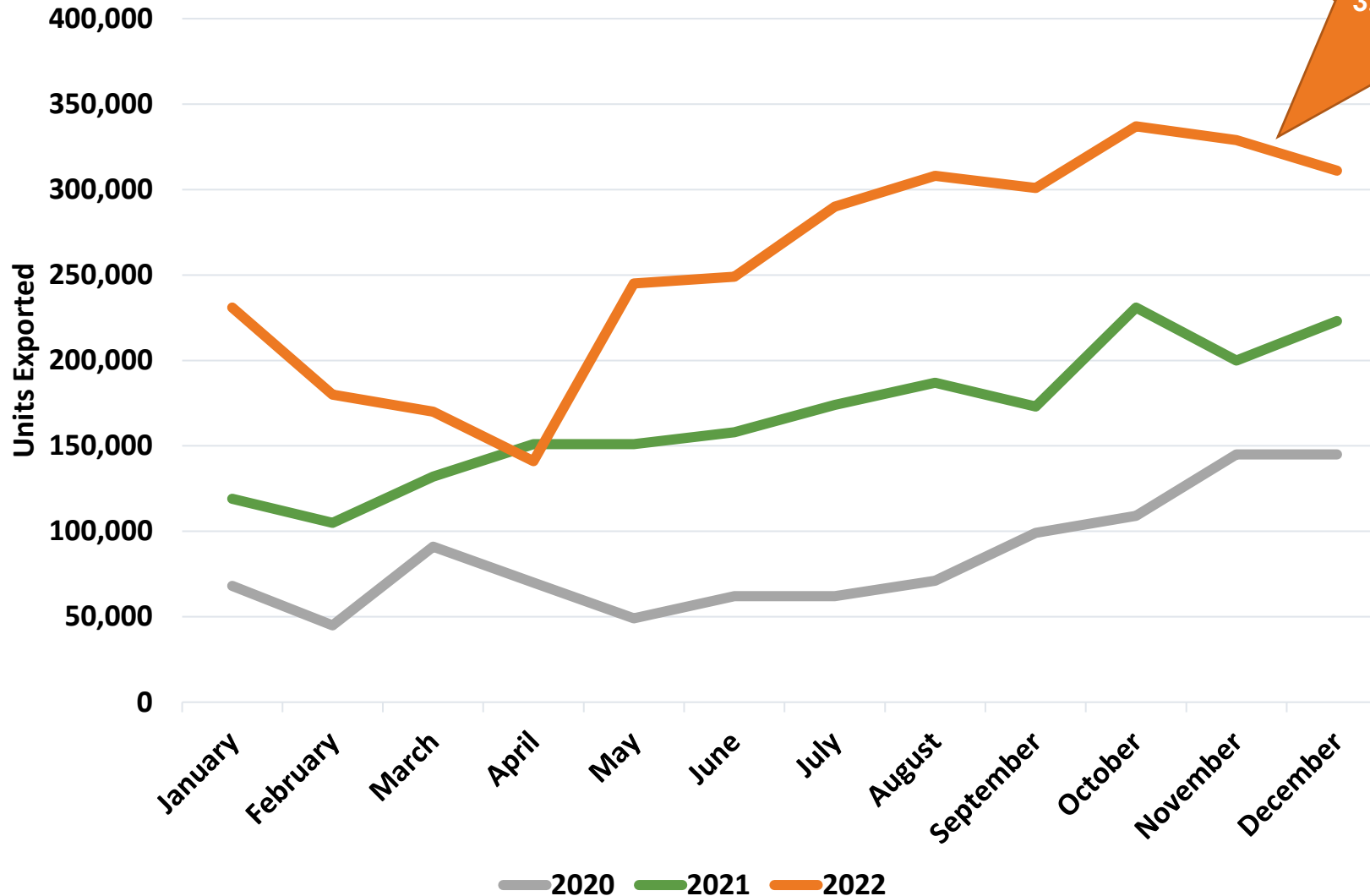


Full Year 2022
update

Volume of Chinese PV Exports

Finished Vehicle Exports from China

Vehicle Exports from China, by Volume



Exports hit 3.09m units!

Full Year 2022
Vehicle Exports:
3,092,100 units

Full Year 2021
Vehicle Exports:
2,015,000 units

Full Year 2020
Vehicle Exports:
995,000 units

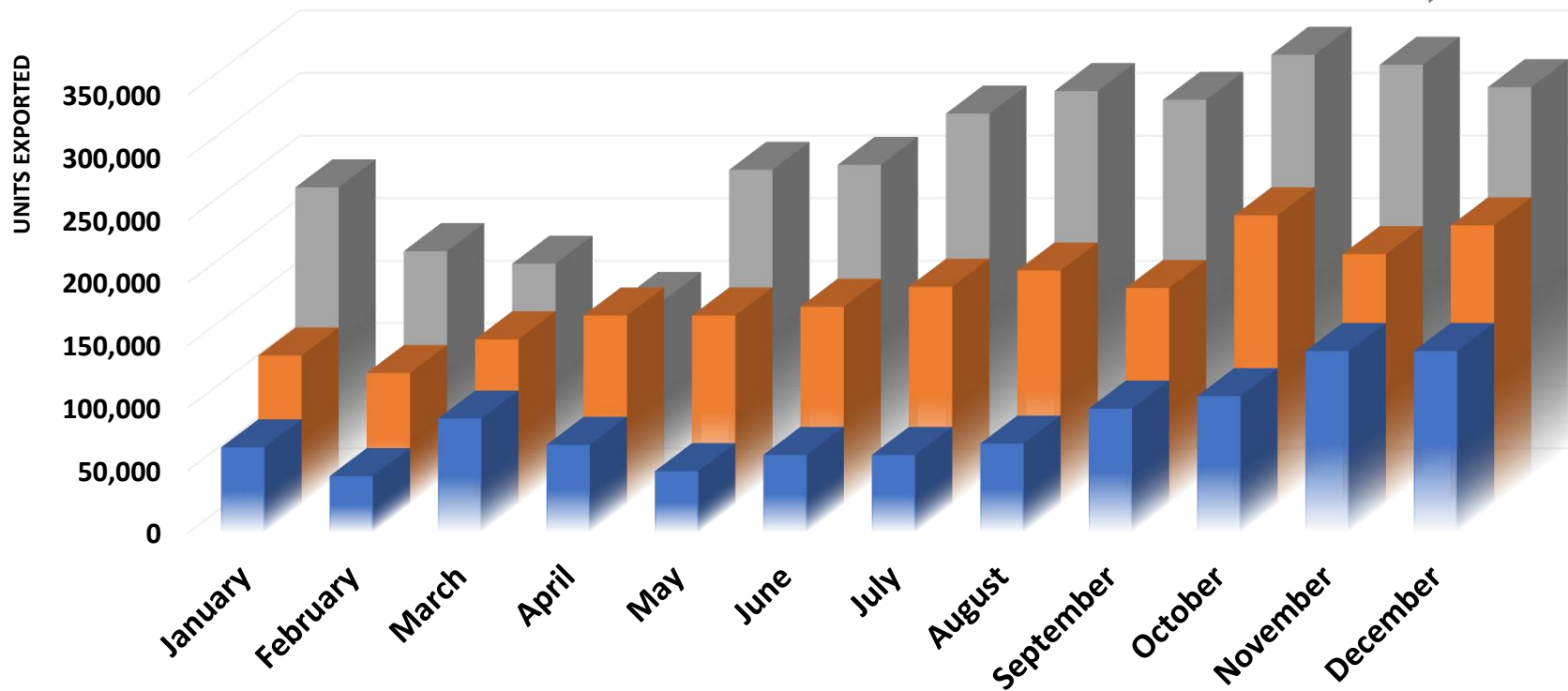
* Rounding may occur



Chinese Vehicle Exports

Monthly Export Volumes
now over **300,000 units**

FINISHED VEHICLE EXPORTS FROM CHINA



	2020	2021	2022
January	68,000	119,000	231,000
February	45,000	105,000	180,000
March	91,000	132,000	170,000
April	70,000	151,000	141,000
May	49,000	151,000	245,000
June	62,000	158,000	249,000
July	62,000	174,000	290,000
August	71,000	187,000	308,000
September	99,000	173,000	301,000
October	109,000	231,000	337,000
November	145,000	200,000	329,000
December	145,000	223,000	311,100



■ 2020 ■ 2021 ■ 2022

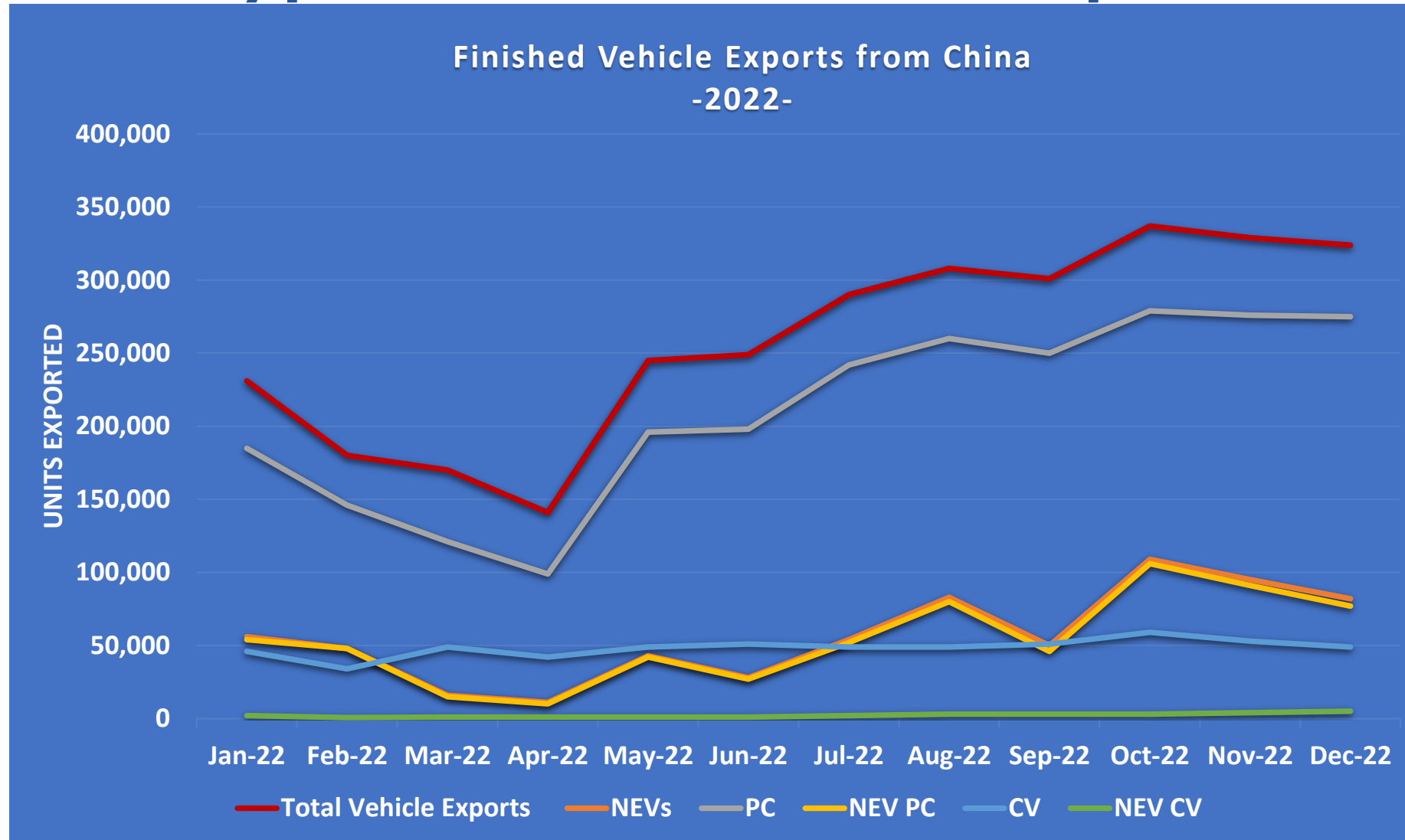


Source: CAAM

* Rounding may occur



What types of vehicles are exported?



- Total Vehicles Exported 3.09 mil
- Passenger Vehicles 2.52 million
- Total NEVs 675,000
- NEV Passenger vehicles 648,000
- Commercial Vehicles 581,000
- NEV CV 26,700

NEV: New Energy Vehicle*

* Battery Electric Vehicle, Plug in Hybrid, Fuel Cell Vehicle

FVL exports from China: Chinese Brands + International Brands

Automaker	Jan-Dec 2022 FVL Exports	Jan-Dec 2021 FVL Exports	y/y% Change
SAIC (MG, Maxus + others)	1,017,459	697,249	45.92%
GEELY (Geely, Lynk & Co, Zeekr)	198,242	115,008	72.37%
Great Wall Motor (Haval, Wey, Ora, Tank)	173,180	142,793	21.28%
Chery (Tiggo, Arrizo)	452,000	264,705	67.7% +
OTHERS	1,424,399	784,245	
Total	3,092,100	2,004,000	54.29%

Includes exports by **SAIC VW & SAIC GM**

14,571 Lynk & Co models exported to Europe in 2022

Chery exports to Russia, Middle East, Latin America



Chinese built EVs hit 21% market penetration in Europe

Renault's made-in-China Dacia EV angers French unions

Automotive News Europe

VW Will Join Tesla and BMW in Selling China-Built EVs in Europe

2 December 2022 Bloomberg UK

AUTOCAR

2024 Cupra Tavascan electric SUV to be produced in China



Rises to 21%* by year end

- **Dacia Spring** made in China's Hubei province, exported to Europe
- **BMW iX3** made in Shenyang exported to Europe
- **Tesla Model 3** made in Shanghai exported to Europe
- **MG 5, MG ZS, MG Marvel R**
- **Polestar 2**
- **Lynk & Co**
- **VW SEAT Cupra Tavascan**

Tesla's Shanghai gigafactory delivers 710,000 vehicles in 2022

2023-01-05

Tesla Shanghai plant remains a major export hub

CHINADAILY.COM.CN

2022-10-24

Statistics from the China Passenger Car Association showed that in the first half, Tesla exported 97,182 Shanghai-made vehicles, accounting for 48 percent of the total vehicle exports from China.

China's auto brand Hongqi to boost overseas expansion

CHANGCHUN, Jan. 9 (Xinhua) -- Hongqi, a car brand under China's leading automaker FAW Group Co., Ltd., will accelerate expansion in the overseas high-end auto market with a focus on the European region, the company said Monday.



CHINADAILY.COM.CN

Chinese automaker Geely's sales up 8% in 2022

2023-01-10

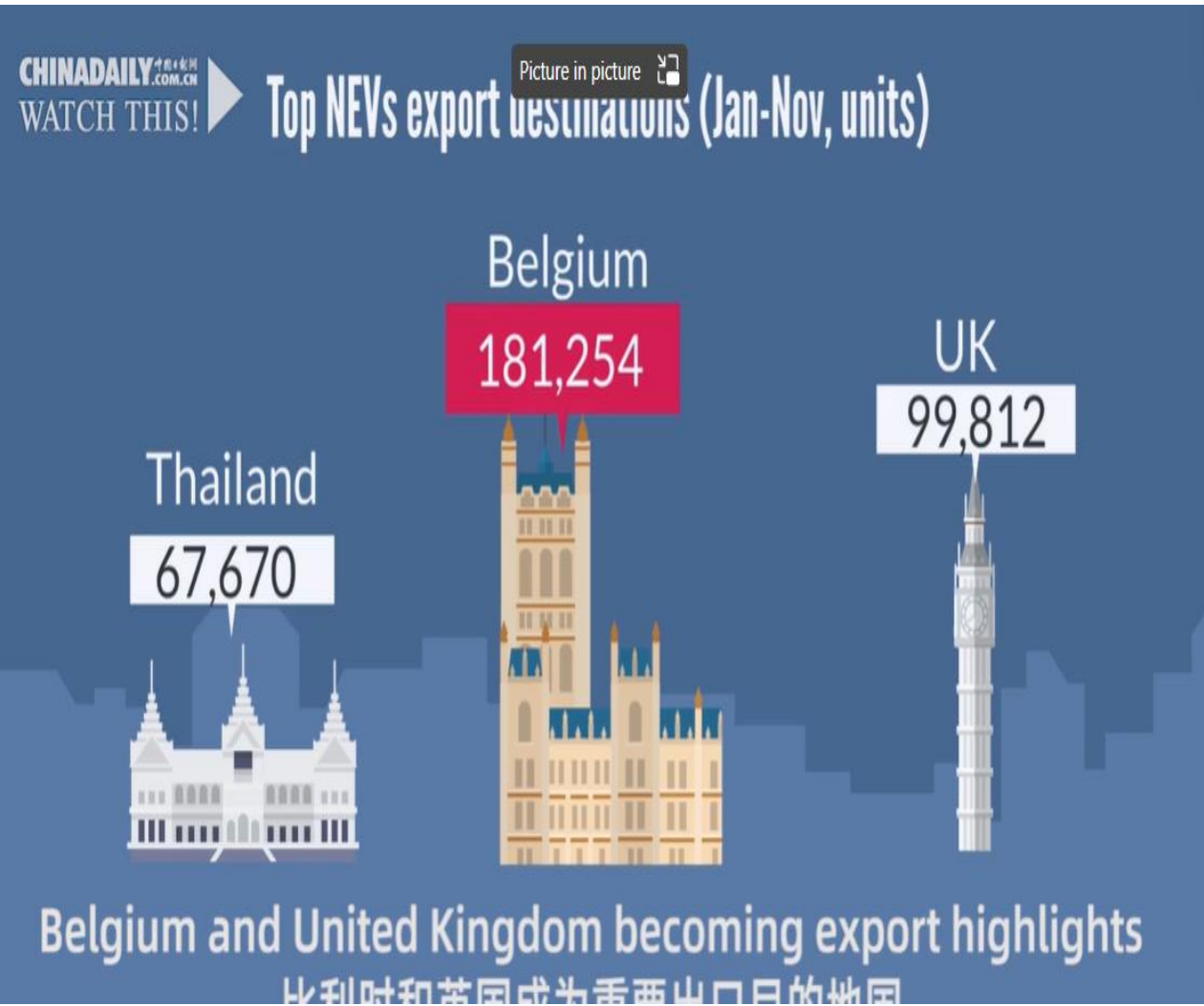
The company also exported more than 198,000 vehicles in 2022, an increase of 72.4 percent, year-on-year.

Half of Tesla's global deliveries in 2021 came from China, as the EV maker moved its export hub to Shanghai from Fremont

INSIDER



Chinese media states Belgium & UK biggest export markets for Chinese EVs



China has a 10,000 euro cost advantage in small EVs, auto supplier says

January 5, 2023



Note: Belgium is a transport 'Hub' for Europe, not final destination



H1 2022 update

Value of Chinese PV Exports

Value of Chinese PV Exports & Destinations

Monthly global passenger vehicle exports from China, by Value

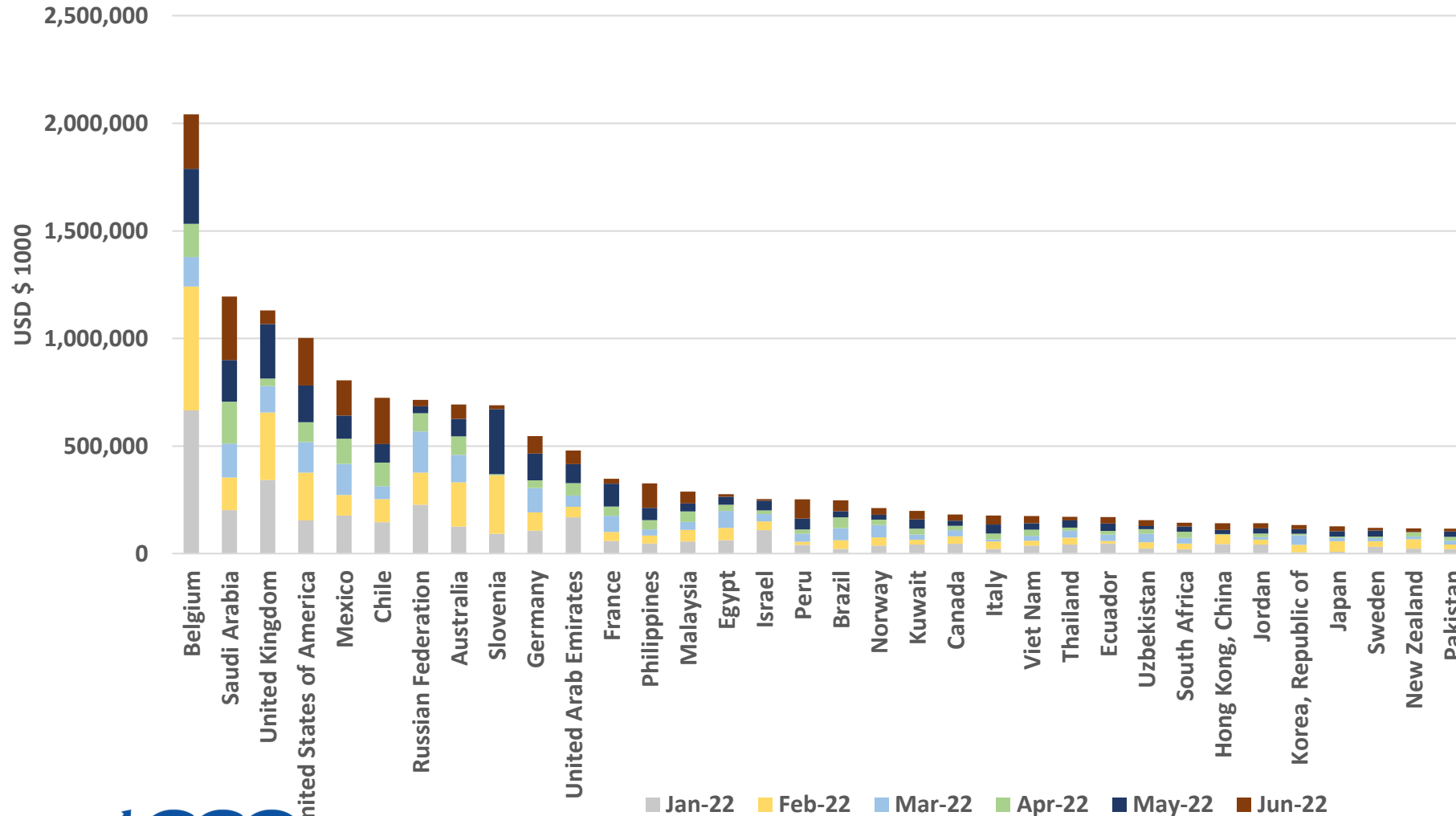


Product: 8703 Motor cars and other motor vehicles principally designed for the transport of upto 10 persons, incl. station wagons and racing cars (excluding motor vehicles of heading 8702 –for transport of over 10 persons)

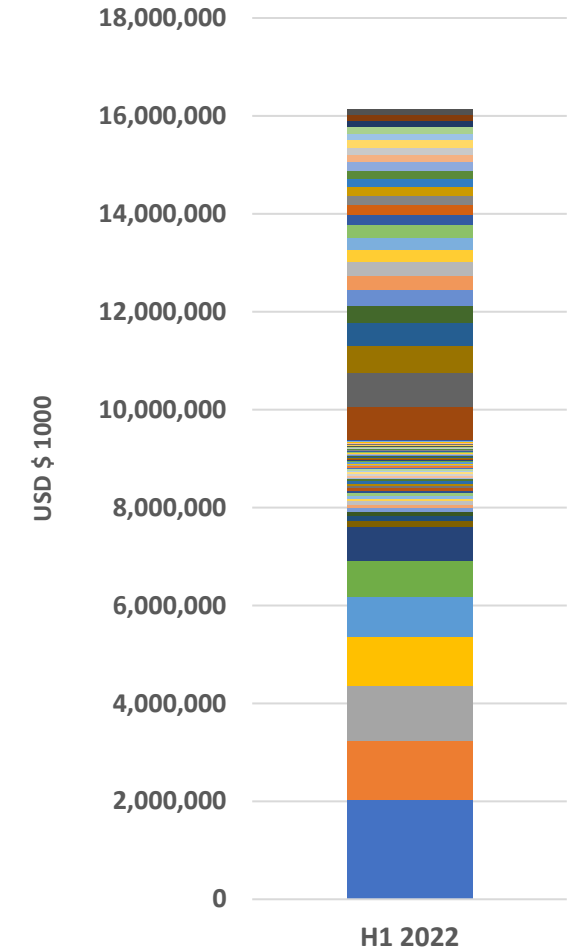
Global Destinations for Chinese PVs by Value, H1 2022



Chinese PV Exports by Value, Top Destinations H1 2022
Countries with H1 total import value over USD \$ 1mil, 35 Countries



Total PV Exports from China, by Value H1 2022 (over 150 countries)

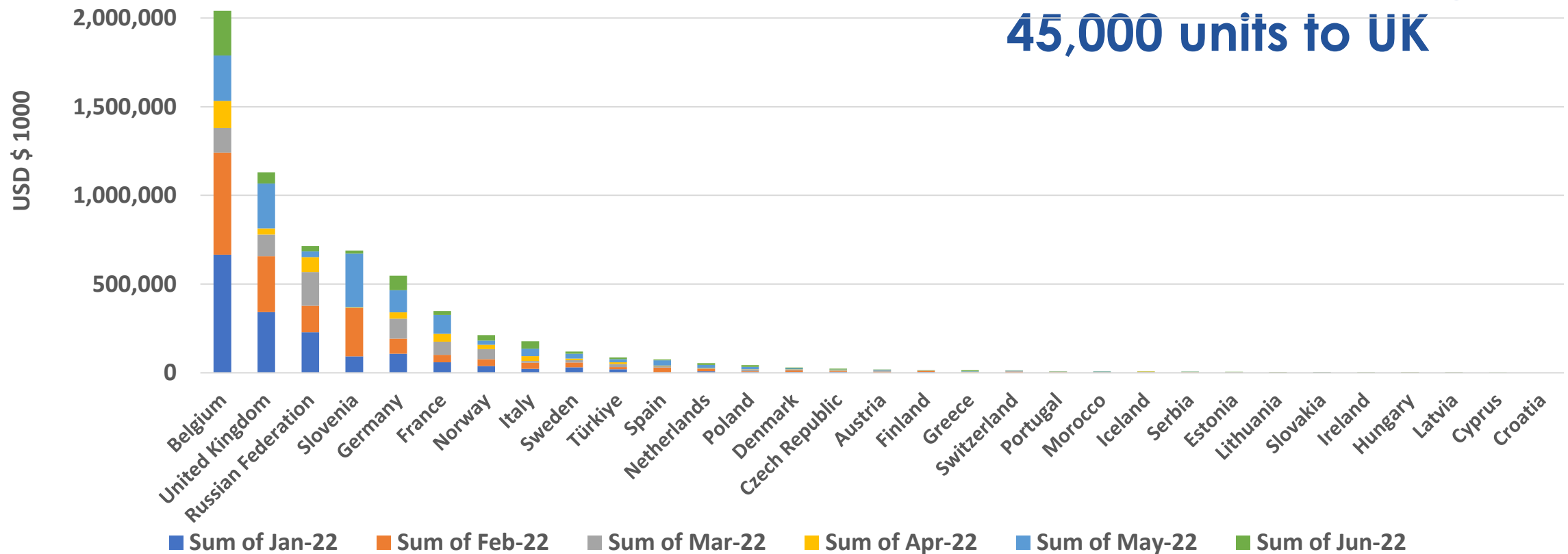


Chinese PV Exports to Europe* H1 2022, by Value



Chinese PV Exports to Europe, by Value in H1 2022

78,000 units to Belgium
45,000 units to UK

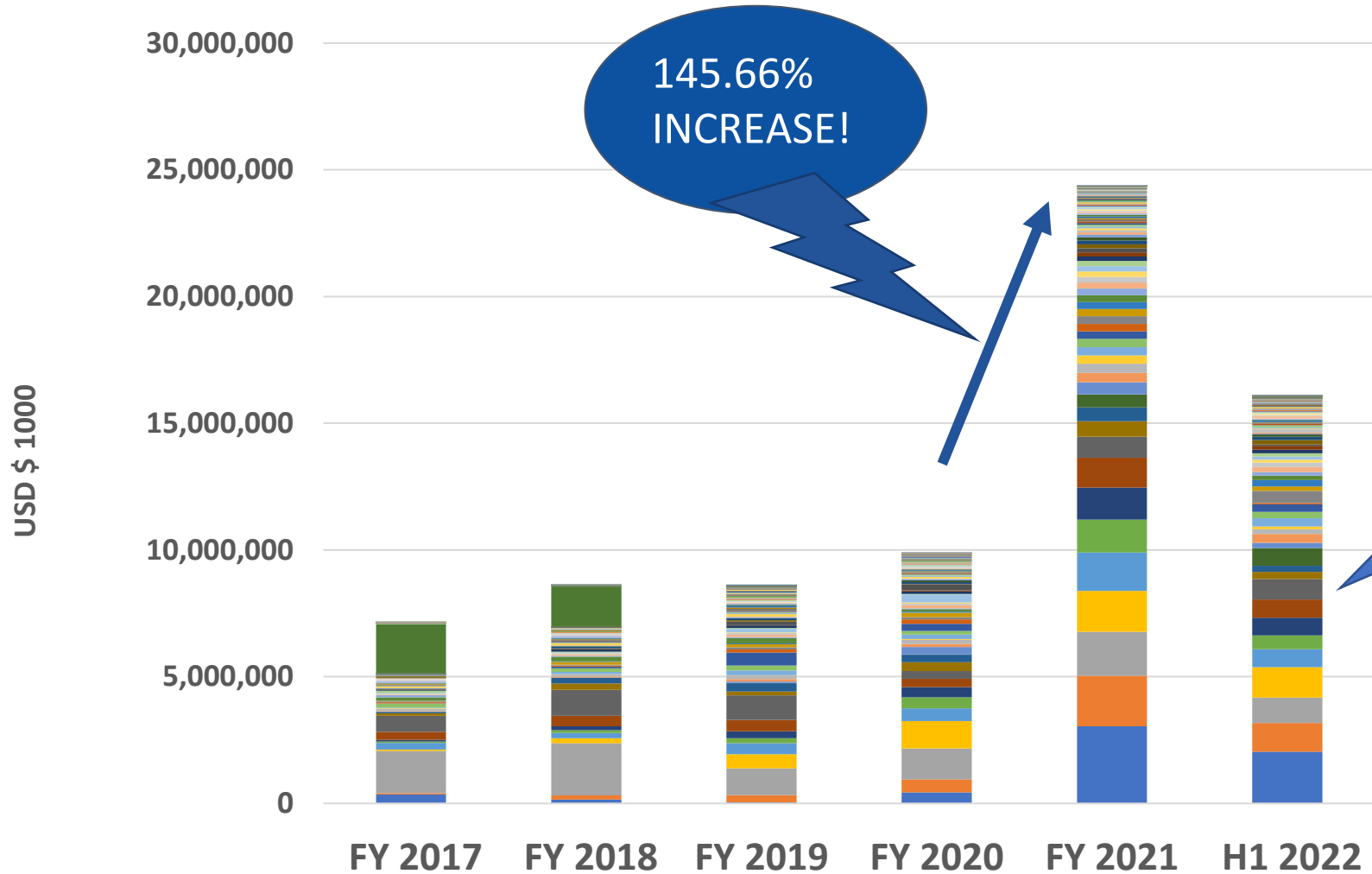


Note: Belgium is a transport hub, so not final destination for vast majority.

* Including Russia, UK, Turkey



Value of Chinese Passenger Vehicle Exports to Global Markets:
Full Year (FY) 2017,2018,2019,2021 and Half Year (H1) 2022



- **H1 2022** PV export value over 65% of FY 2021 export value!
- H2 2022 data as yet not available.

HS Code: 8703- Motor Vehicles for the transport of up to 10 persons

Top 10 Export Markets by Value (2021) for China built Passenger Vehicles

Unit : US Dollar thousand

Importers	Exported value in 2017	Exported value in 2018	Exported value in 2019	Exported value in 2020	Exported value in 2021	Exported Value in H1 2022	Y/Y % Change 2018	Y/Y % Change 2019	Y/Y % Change 2020	Y/Y % Change 2021	Y/Y% Change H1 2022
1.Belgium	352,549	152,807	39,194	433,488	3,041,183	2,041,212	-56.66	-74.35	1,006.01	601.56	176.67
2.United Kingdom	55,318	167,137	283,133	511,481	1,990,969	1,130,681	202.14	69.40	80.65	289.26	18.39
3.United States of America	1,665,858	2,056,069	1,062,203	1,223,899	1,738,452	1,003,220	23.42	-48.34	15.22	42.04	7.36
4.Saudi Arabia	50,476	195,914	553,624	1,083,406	1,612,279	1,195,546	288.13	182.59	95.69	48.82	33.10
5.Russian Federation	261,766	205,679	439,259	502,118	1,518,341	715,242	-21.43	113.57	14.31	202.39	-10.38
6.Germany	56,254	114,989	191,720	437,493	1,302,443	546,670	104.41	66.73	128.19	197.71	-33.15
7.Australia	62,897	144,422	271,955	401,390	1,261,432	693,388	129.62	88.31	47.59	214.27	-17.18
8.Chile	317,301	423,115	448,092	323,223	1,174,418	724,575	33.35	5.90	-27.87	263.35	19.03
9.Mexico	630,940	1,017,749	977,294	306,466	830,563	805,725	61.31	-3.97	-68.64	171.01	146.41
10.Egypt	100,006	255,173	153,541	347,058	606,655	805,725	155.16	-39.83	126.04	74.80	-12.66

H2 2022 To Be Updated when data available

Key Takeaways:

- Total finished vehicle exports from China hit over 3.09 million units in 2022, up 54% y/y.
- China exported 78,000 units in first six months of 2022 to Belgium, this rose to 181,254 units in January to November. Full year exports to Belgium expected to be over 200,000 units. Belgium is a hub for Europe, and not the final destination.
- China exported 45,000 units in first six months of 2022 to the United Kingdom, this rose to 99,812 units in January to November. Full year exports to UK expected to be over 120,000 units.
- Belgium & UK account for 70% of direct PV exports from China to Europe.
- PV Exports to Europe rise on demand for Electric Vehicles (EVs) from China. Market penetration of Chinese made EVs in Europe estimated at 21%* in the EV segment.
- Both Chinese owned brands and international brands use China as a base for export sales, specifically EVs which are exported to Europe



New Brands in Europe



Who are the new players?

Will they succeed in Europe?



ZEEKR



ORA GWM

Europe forecast to import 800,000 Chinese-built cars by 2025

Automotive News Europe

Tesla Isn't the Only Start-Up Disrupting the Car Business

The shift to battery power has inspired a wave of new companies to challenge the automotive dinosaurs. **The New York Times**



Top findings

strategy&
Part of the PwC network

- An import surplus for Europe in car sales is already expected for 2024. The reason for this is, among other things, the relocation of BEV production by European and American manufacturers to China
- By 2025, 800,000 cars from Chinese production could already be sold in Europe

New Entrants & Potential Disruptions

VinFast delays Europe launch on chip shortage

The delay for Europe comes as VinFast's first shipment of midsize SUVs departed Vietnam for the U.S.

November 29, 2022 05:09 AM Automotive News Europe



China's BYD sets Europe prices for its electric cars

The three full-electric passenger vehicles will be sold in six European countries.

September 29, 2022

Nio founder William Li sees Europe success as a long-term game



COVID-19

Nio, BYD, China EV Makers Make Historic Push Into Europe

Great Wall partners with Emil Frey to distribute Wey, Ora brands

August 09, 2022

October 25, 2022 03:53 AM

Nio targets Europe and reaching profit faster than Tesla



VOYAH –Europe Sales Start 2023

Norway is Voyah's first stop in international markets, and it plans to enter more countries, including Sweden, the Netherlands and Denmark, starting in 2023. <https://voyah.no>



Jan 3, 2023 - 04:21 pm

Voyah completes first vehicle deliveries in Norway



NEZHA (NETA)

Upstart Chinese electric car brand delivered more cars than Nio in 2022



Nezha also said it exported about 3,500 cars in 2022. Since late 2021, the company has pushed into Southeast Asia, starting with a partnership in Thailand. Nezha, also known as Neta, has an English-language website that shows it's looking for partners in the Philippines and Cambodia.



Upstart Chinese electric car brand delivered more cars than Nio in 2022

Hozon plans to export the Neta V to more countries around the world after the rollout in the ASEAN countries.

Hozon Neta V, 38.54 kWh LFP battery from CATL, 95 hp, price \$14,900



www.hozonauto.com

MG4 Electric

- Debut in Europe –13.09.2022
- Target markets: Germany, France, UK, Italy, Spain, Norway, Sweden, Denmark, Netherlands, Belgium and Luxembourg
- 2023: MG4 Electric to enter Australia, New Zealand, Middle East, Mexico and South America



OMODA

- OMODA 5 –new model, debut autumn 2022
- Sales in Europe to start 2023
- Target market: Europe-Spain, Italy, France, Germany
- Global target markets: Israel, Russia, South Africa, Chile, Australia & New Zealand, Malaysia, Thailand

OMODA



'NEW' Startups from tech firms-SOS 2025



Pre-orders are planned to begin in the first half of 2025, sales by the end of 2025, and delivery from spring in 2026 in North America.



HRH CROWN PRINCE LAUNCHES CEER, THE FIRST SAUDI ELECTRIC VEHICLE BRAND



Each vehicle will be designed and manufactured in Saudi Arabia, and tested to the highest global automotive quality control and safety standards. Ceer vehicles are scheduled to be available in 2025.



But maybe what we didn't realise....

Foxconn and Monarch Tractor Host Reveal Event



In August 2022, Foxconn and Monarch Tractor entered into a contract manufacturing agreement (CMA) to produce MK-V tractors at Foxconn's Ohio facility. The agreement with Monarch Tractor is the first contract manufacturing engagement by Foxconn following the closing of Foxconn's asset purchase agreement (APA) with Lordstown Motors.

- Foxconn –a Taiwan based company—is hedging bets outside....Saudi Arabia, USA, Europe, India...for EVs

TECHNOLOGY

NIKKEI Asia

Foxconn aims to build EV factories in Europe and India by 2024

Multiple American plants also possible as key iPhone assembler races into autos

"Regional manufacturing will be a key to developing our EV business globally," Foxconn Chairman Young Liu told reporters on the sideline of an industry event in Taipei on Wednesday. **"We will share details of a European facility,** followed by India and then the South American market."
"In Europe, through collaboration, we will work indirectly with German automakers."



Who they are*:



SAIC –Shanghai Automotive Industry Corp.

- Export Brands:
 - MG
 - Maxus Datong

<https://www.saicmotor.com/english/index.shtml>

CHANGAN

Changan Automobile

- Export Brands:
 - Changan

<http://www.globalchangan.com/index.html>



Who they are:



Chery Automobile

- Export Brands:
 - Chery
 - Tiggo, Exeed
 - Arrizo
 - Omoda

<https://www.cheryinternational.com>



Dongfeng Motor Corp.

- Export Brands:
 - Dongfeng
 - Voyah

<http://www.dongfeng-global.com>



Who they are:

GEELY Zhejiang Geely Holding

- Export Brands:
 - Geely
 - Lynk & Co
 - Zeekr
 - Livian
 - Geometry
 - Radar
 - Farizon

Also owns: Volvo, Polestar, Lotus, LEVC

<http://zgh.com>



Great Wall Motor

- Export Brands:
 - Haval
 - Wey
 - Ora
 - Great Wall
 - Tank

<https://www.gwm-global.com>



Who they are:



Beijing Automotive Industry Corp

- Export Brands:
 - BAIC
 - ArcFox
 - Foton

<http://www.baicintl.com>



BYD –Build Your Dreams

- Export Brands:
 - BYD

<https://www.bydglobal.com>



New entrants to Europe's car market* (1)

Brand	Start of Sales Europe (+UK)	Countries targeted	Global Sales 2021	Europe (Inl UK) sales Volume 2021	Global Sales 2022	Europe Sales volume 2022	Europe Production Plans	Website
MG	2019	UK, France, Sweden, Germany, Norway, Denmark, Netherlands, Italy, Spain, Belgium, Luxembourg, Austria, Ireland, Iceland, Malta, Portugal	471,992	52,546		100,000 +	NO	https://mgmotor.eu
Lynk & Co	2021	Netherlands, Sweden , Germany, Belgium	220,516	11,602	180,127	14,571	MAYBE	https://www.lynkco.com/en/
Polestar	2021	Sweden, UK, Belgium, Norway, Netherlands, Germany	29,000	8,000	51,500		NO-plans now to produce in USA	www.polestar.com
Maxus	2021	Norway, UK, Ireland	232,844	5,000			MAYBE	www.saicmaxus.co.uk
Aiways	mid-2020	Germany, Netherlands, France, Belgium, Denmark, Italy with Switzerland, Spain, Portugal SOS 2022	2,992	2,992			MAYBE	https://www.ai-ways.eu
BYD (PV)	2021	Norway	593,745	1,000			MAYBE	https://bydeurope.com
BYD (CV)	2017	UK, Hungary, etc 20 countries in Europe	136,255	1,000			YES	https://bydeurope.com

*Europe—EU member countries +UK



New entrants to Europe's car market(2)

Brand	Start of Sales Europe (+UK)	Countries targeted	Global Sales 2021	Europe* (Inl UK) sales Volume 2021	Global sales 2022	Europe Sales 2022	Europe Production Plans	Website
Geometry	2021	Belarussia region	11,000	500	149,389		NO	https://www.geometryauto.com
Xpeng	late-2021	Norway with SOS in Sweden, Denmark, Netherlands in 2022	98,155	100			NO	https://en.xiaopeng.com
Nio	mid-2021	Norway, SOS Germany late 2022	91,429	50			MAYBE	https://www.nio.com
Great Wall Motors (Voyah, Ora, Wey, Tank, Haval)	mid-2022	Germany	1,280,993	0	1,067,523		MAYBE	https://www.gwm-global.com
Great Wall --ORA	Mid-2022	Sweden, Germany, UK	135,028	0	103,996			https://gwm-ora.eu
Chery	2023?	Germany?	839,781	0	1,127,289 +		NO	https://www.cheryinternational.com
WM Motors	late-2022	Italy?	44,157	0			NO	https://www.wm-motor.com
Vinfast	mid-2022 -POSTPONED	France, Germany, Netherlands	30,000	0			YES	https://vinfastauto.eu



New entrants to Europe's car market(3)

Brand	Start of Sales Europe (+UK)	Countries targeted	Global Sales 2021	Europe* (Inl UK) sales Volume 2021	Global Sales 2022	Europe Sales 2022	Europe Production Plans	Website
Arcfox (BAIC)	2023?	Germany ?	6,009	0			YES	http://en.arcfox.cn
Zeekr	2023	UK, Germany?	4,000	0	71,941		NO	https://zeekrlife.com
Rivian	mid-2022	Netherlands, UK	920	0			YES	https://rivian.com
Ineos	mid-2022	Germany	0	0			YES	https://www.ineos.com
Byton	2023?	Germany,	0	0			MAYBE	https://www.byton.com
Fisker	2022	Germany, Norway, Denmark in 2022, then in 2023 UK	0	0			YES	www.fiskerinc.com
Volta Trucks	2022	UK, Germany, Italy, Spain, France	0	0			YES	https://voltatrucks.com
Rimac-Nevera	2022				150?	150?	YES	https://www.rimac-automobili.com

New entrants to Europe's car market (4)

2022 to be updated

Brand	Start of Sales Europe (+UK)	Countries targeted	Global Sales 2021	Europe* (Inl UK) sales Volume 2021	Europe Production Plans	Website
Lightyear	2022	Netherlands, Finland ?	0	0	YES	https://lightyear.one
Sono Motors	2023	Sweden, UK, Belgium, Norway, Netherlands, Germany	0	0	YES	https://sonomotors.com
Arrival	2022	UK, ROE	0	0	YES	https://arrival.com/uk/en
Switch Mobility	2023?	Spain, ROE (Rest of Europe), UK, Italy, France etc	300	0	YES	www.switchmobility.tech
Canoo	CANCELLED		0	0	NO	https://www.canoo.com
Gunsel	?	Cyprus	0	0	YES	https://www.gunsel.com.tr/
Riversimple	?	UK	0	0	YES	http://www.riversimple.com
Izera	?	Poland	0	0	YES	https://izera.com
Uniti	?	Sweden	0	0	YES	http://www.uniti.earth/
Frescoe Motors	?	Norway	0	0	YES	https://www.frescomotors.com



Please note:

Report will be regularly updated with latest quarterly and annual data when available.

You may click [here](#) for the latest updates on:

- Finished vehicle exports from China by volume
- Finished passenger vehicle exports from China by value
- New players in Europe



Thank You!

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