



Medium and Heavy Commercial Vehicle Forecasts

Strengthen your product planning and strategy with insight into future truck sales and production

Get insight from
the industry leader in
commercial vehicle forecasts





The Medium and Heavy Commercial Vehicle (MHCV) Forecasts are indispensable tools for OEMs, suppliers, and other industry stakeholders

OEMs

- Assess market share
- Understand production value and position in the truck cycle
- Identify new market opportunities
- Identify and analyze market, segment, and demographic trends
- Conduct competitive product analysis
- Conduct product planning in light of competitor production plans
- Evaluate competitors' production capacity footprint and utilization
- Assess and compare other OEMs' competitive future product plans and launch timings

Suppliers

- Assess global OEM production
- Target and prioritize future OEM and supplier sales opportunities
- Minimize production and business risk using third-party forecasts for comparison with OEMs' stated production plans
- Develop capacity plans to better meet OEM demand
- Assess OEM market growth trends globally
- Conduct future product/production planning

Financial institutions

- Evaluate OEMs' future financial performance
- Assess OEM market share
- Leverage market and OEM insights to make investment decisions
- Analyze OEM brand strength



Sales and production insights by region, country, manufacturer, segment, model, and plant



MHCV Industry Forecast

Provides forecasts of production and new truck sales at a brand level in more than 70 countries.

- Brand level
- By weight segment
- For rigid and articulated trucks greater than 6 tons
- 12-year forecast
- 75+ countries
- Updated quarterly



MHCV Model Family Sales Forecast

Provides model-level demand forecasts for key commercial vehicle markets around the world.

- Model Family Level
- Includes predicted future truck launches
- Usable for custom-segment forecasts
- 7-year forecast, 1 year of historical data
- Incl. North America, Western Europe, China, and India
- For vehicles greater than 6 tons
- Data available in monthly buckets for current year plus two, quarterly thereafter
- Updated quarterly



MHCV Model Production Forecast

This forecast provides model- and platform-level production forecasts.

- Model level
- 7-year forecast, 10 years of historical data
- 40+ countries
- Assembly plant
- For vehicles greater than 6 tons
- Updated quarterly



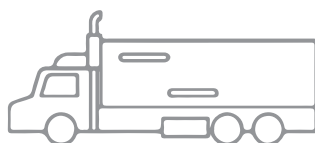
95% Unmatched
global coverage



MHCV Engine Production Forecast

The forecast provides the most comprehensive technical and geographic coverage of medium/heavy engines.

- Engine production by platform, model, and plant and engine installation
- 20+ technical attributes
- 7-year forecast, 10 years of historical data
- 40+ countries
- For vehicles greater than 6 tons
- Updated quarterly



Reinventing the Truck

Electrification, autonomous technologies, stringent regulations...the next 20 years can expect major change across the transportation and energy sectors. This service provides:

- Sales, fleet and fuel demand outlooks to 2050
- Two scenarios included
- Detail on the policy, technology, and cost assumptions
- Total cost of ownership analysis
- Markets covered: China, United States, Europe and Japan

Complementary solutions

Aftermarket parts information

Access vehicles-in-operation (VIO) and VIO forecast data for more than 95% of the global vehicle population. Fully integrate with ACES and TecDoc parts catalogs.

Get a forecast of North America replacement parts' demand.

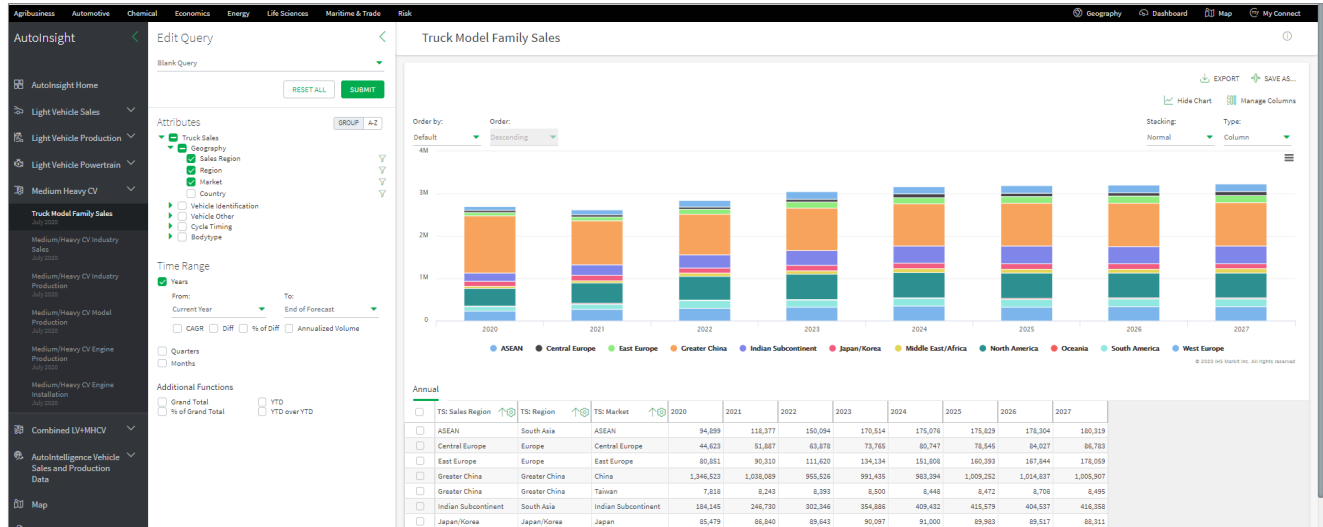
Registration and VIO data and forecasts

Access essential vehicle registration and vehicle population information around the world, including:

- 97% of new registrations
- 90% of VIO
- Used vehicle registrations
- Subnational registrations

Inform your complex product planning decisions with deep coverage, unmatched insights, and advanced analytical tools

The forecasts are available via AutoInsight, our proprietary web application that allows you to read insights, save and share queries, assess trends, and access Efiles—all in one place.



Create charts using the AutoInsight Query tool.

Available for:

- Industry Forecast
- Model Production Forecast
- Engine Production Forecast

The screenshot shows a webinar presentation slide from IHS Markit. The slide is titled 'Automotive' and 'EMEA-Americas'. The main heading is 'Around the World Global MHC Sales and Production Forecast'. Below the heading, it says '27 August 2020'. The presenters listed are Thiago Costa, Andrej Divis, Paritosh Gupta, Jia Li, Antti Lindstrom, Christiane Stein, and Guido Vildozo. The IHS Markit logo is visible in the top right and bottom right corners. On the left side of the slide, there is a 'Media Player' section with a video player, a 'PDF Download' section with a link to 'Medium and Heavy Commercial Vehicle Webinar', and a 'Q&A' section with a text input field and a 'Submit' button. At the bottom left, there is a note: 'Audio for this webinar is available through your computer speakers or headphones.'

Attend our complimentary quarterly webinars, where our experts will provide our most recent outlook and answer questions from the audience.

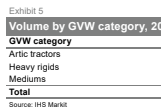
Available for:

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onto the corporate sector, then employment and consumption, extending the recession.

- Rising concerns about sustainability in high-debt



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- **Exceptionally large GDP contractions** were evident across member states, with **significant differences**. This was due to the containment of COVID-19, economic structural changes and policy restrictions. These factors were a divergence in the scale of the impact and the speed of recoveries. Highly industrialised and export-orientated economies in southern Europe were particularly vulnerable.

- **Coordinated policy stimulus** to exceptionally severe recessions to mitigate some related risks. The Central Bank's (ECB's) ongoing asset purchases and liquidity facilities has contributed to a compression in yield spreads and other risk premia with the European Commission proposals. Still, high public-sector potential legal constraints on disagreements across member states remain a source of risk.

Risks and alternative sc

- Damage from the COVID-19 lasts longer than assumed, w

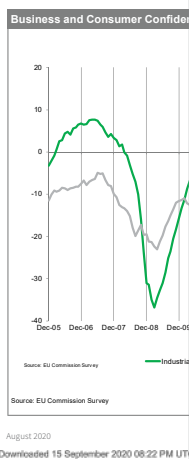
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Table 1											
Economic and monetary union (Eurozone 19)											
Indicators											
Economic indicators	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Real GDP (bil. EUR)	1										
%CH											
Per capita GDP (current USD)	3										
%CH											
Ind. prod. index (base 2000=100)											
%CH											
Real cons. expenditure (bil. 2000 USD)											
%CH											
Real investment (bil. 2000 USD)											
%CH											
Consumer price index (base 2000=100)											
%CH											
ECB policy interest rate (%)											
Population (millions)											
%CH											

Table W1				
Global summary				
Truck sales above 6t GVW				
Sales region	Country	2017	2018	2019
ASEAN	Indonesia	76324	110105	81631
ASEAN	Malaysia	3859	10228	10358
ASEAN	Philippines	21389	17288	16629
ASEAN	Singapore	3294	1679	2184
ASEAN	Thailand	24945	26494	24496
ASEAN	Vietnam	25832	23416	19286
ASEAN Total		155643	189210	145478
ASEAN % CHG		8.64%	15.78%	-14.11%

Source: IMS Market



August 2020
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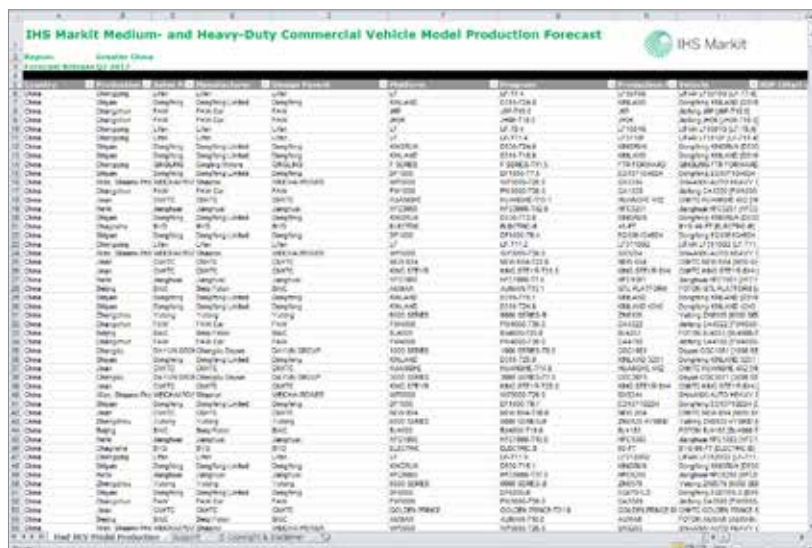
Global summary													
Truck sales above 6t GVW													
Sales Region	Country	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
ASEAN	Indonesia	76324	10105	81831	39686	54973	77065	90053	90865	8905	8905		
ASEAN	Malaysia	3859	10228	10358	624	7587	8715	9390	9968	7587			
ASEAN	Philippines	21489	17288	16629	1243	13623	15019	16549	17609	18648	18648		
ASEAN	Singapore	2385	679	214	113	1465	1703	191	126	191			
ASEAN	Thailand	24545	26494	24466	17036	19174	23021	25513	26236	26236	26236		
ASEAN	Vietnam	25825	23416	19286	14434	16604	18271	19833	21095	22784	22784		
ASEAN Total		155643	180210	154718	9106	113265	143535	163141	167404	171494	171494		
ASEAN % CHG		8.64%	15.27%	-14.10%	-41.15%	24.34%	26.74%	13.64%	2.61%	2.92%	0.32%		
Central Europe	Bulgaria	2096	1432	2019	2620	2686	2686	2686	2686	2686	2686		
Central Europe	Croatia	1198	1240	1400	907	1029	1410	1845	1984	2084			
Central Europe	Czech Republic	9777	9534	9541	5880	7500	8736	9944	10522	10344			
Central Europe	Estonia	1045	1084	1047	742	889	988	1079	1266	1400			
Central Europe	Hungary	5676	6060	5105	2500	3246	4213	4817	5501	5268			
Central Europe	Latvia	1542	1543	1510	723	901	1122	1331	1549	1734			
Central Europe	Lithuania	6927	8267	7305	3597	4212	4556	4956	5147	5109			
Central Europe	Poland	27424	30174	28230	16258	18329	23791	27887	31043	29111			
Central Europe	Romania	6117	7249	6822	5192	6289	6708	7938	8195	8195			
Central Europe	Slovakia	3991	4128	3592	1606	2288	3207	3756	4374	4100			
Central Europe	Slovenia	2377	2767	2409	1881	2095	2273	2533	2694	2851			
Central Europe Total		69050	75376	69722	41416	49848	60088	68495	75792	73823			
Central Europe % CHG		-2.64%	9.45%	-7.75%	-40.60%	18.19%	22.76%	15.66%	9.06%	-2.60%			
East Europe	Belarus	304	3316	3363	2122	2040	2391	4166	5186	5186			
East Europe	Kazakhstan	3835	4498	4788	1300	3245	4110	5022	6338	6912			
East Europe	Russia	77719	7910	79444	56872	62717	75254	87709	95613	97426			
East Europe	Turkey	2292	1939	2292	340	8452	12800	16068	17900	23460			
East Europe	Ukraine	3516	405	3654	2396	2629	3520	4801	5873	6300			
East Europe	Uzbekistan	2829	4466	6364	3640	4041	4675	5150	5671	5931			
East Europe Total		113942	114454	107479	76378	84488	103489	123737	139864	147159			
East Europe % CHG		29.20%	0.45%	-5.86%	-29.11%	10.62%	22.49%	19.22%	13.14%	5.49%			
Greater China	China	1345953	1325069	1315599	1336486	1041077	947280	861101	973638	1003333			
Greater China	Hong Kong	561	561	561	1412	1726	2417	2417	2417	2417			
Greater China	Taiwan	1456	7462	8197	7099	7487	7622	7717	7665	7671			
Greater China Total		1351942	1332915	1326481	1345057	1050290	957873	991205	984145	1003959			
Greater China % CHG		39.41%	-1.41%	-0.26%	1.58%	-21.91%	-8.80%	3.57%	-0.71%	2.00%			
Indian Subcontinent	India	314253	399686	275395	157014	209958	256871	300411	345822	345822	345822		
Indian Subcontinent	Pakistan	9804	9433	5437	3383	4041	4637	5070	5053	5070			
Indian Subcontinent Total		324057	409031	280832	160397	239999	281148	305481	351523	355403			
Indian Subcontinent % CHG		13.53%	26.31%	-31.93%	-42.89%	33.42%	22.16%	16.85%	15.01%	0.77%			
Japan/Korea	Japan	91662	88374	90018	83048	83892	85663	86907	87870	8550			
Japan/Korea	South Korea	32235	26535	23372	21043	22810	26346	26336	25807	2664			
Japan/Korea Total		123897	114909	113390	104091	106702	112099	113243	113777	112144			
Japan/Korea % CHG		2.00%	-7.25%	-1.32%	-8.20%	2.51%	5.06%	1.02%	0.47%	-1.17%			
Middle East/Africa	Algeria	1690	3540	590	249	1236	2417	2417	2417	2417			
Middle East/Africa	Angola	860	1121	1133	591	804	1239	1391	1504	2004			
Middle East/Africa	Egypt	6012	7542	9154	6103	5091	5967	7831	8964	8964			
Middle East/Africa	Israel	6732	6012	6275	4732	5147	5528	6147	6478	7648			
Middle East/Africa	Kenya	6419	7439	7274	5528	6582	7247	7783	7994	7829			
Middle East/Africa	Malawi	213	173	235	137	201	289	409	349	429			
Middle East/Africa	Nigeria	4698	819	819	5445	5445	5445	5445	5445	5445			
Middle East/Africa	Saudi Arabia	14078	12978	10587	7847	9177	12586	14062	15004	16144			

August 2026

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Access written commentary and data spreadsheets via AutoInsight's Efile tab.

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IHS Markit (NYSE: INFO) is the automotive industry's leading source for marketwide insight, expertise, and advanced planning solutions. With a reputation of enabling better decisions and better results for nearly a century, the world's leading OEMs, suppliers, and their transportation partners rely on IHS Markit to power growth, improve efficiency, and drive a sustainable competitive advantage.

Our automotive offerings and expertise span every major market and the entire automotive value chain—from product planning to marketing, sales, and the aftermarket. Headquartered in London, our automotive team is part of IHS Markit's information and analytics powerhouse that includes more than 15,000 colleagues in 34 countries, covering energy, chemical, aerospace & defense, maritime, financial, technology, and media & telecommunications.

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