



# COVID 19 ANALYSIS

A U T O M O T I V E I N D U S T R Y

PREPARED BY

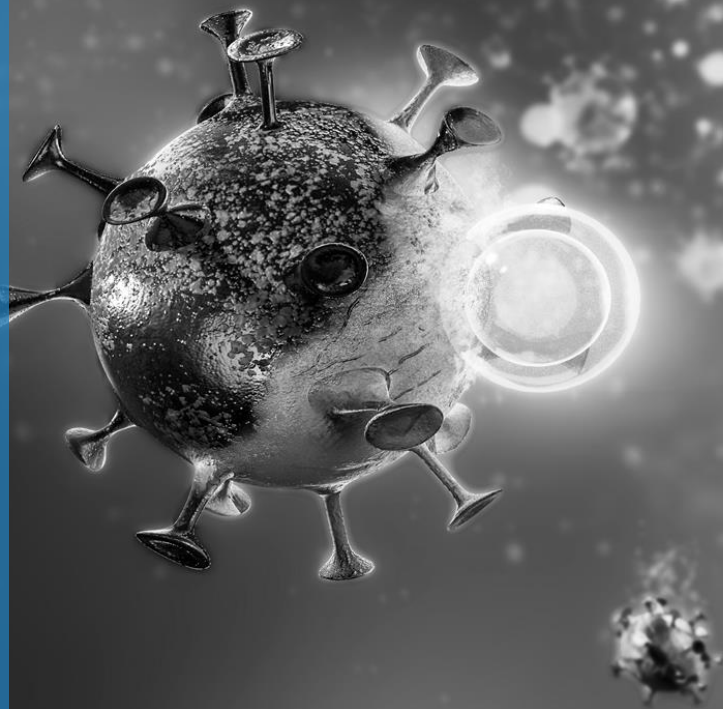
**MARKET RESEARCH FUTURE**

(Part of Wantstats Research & Media Pvt. Ltd.)

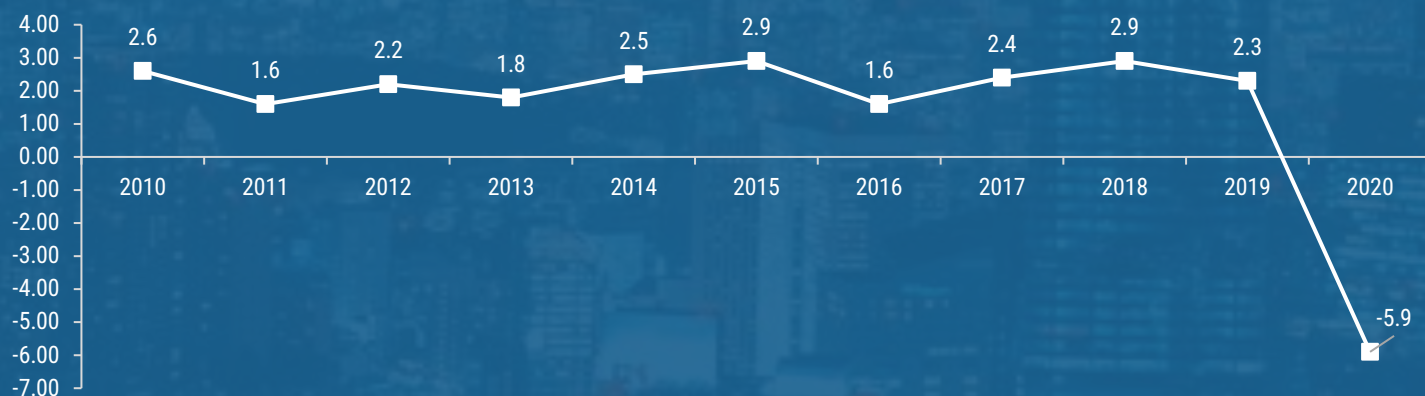


COVID 19 IMPACT ON  
**UNITED  
STATES**  
AUTOMOTIVE INDUSTRY

20  
20



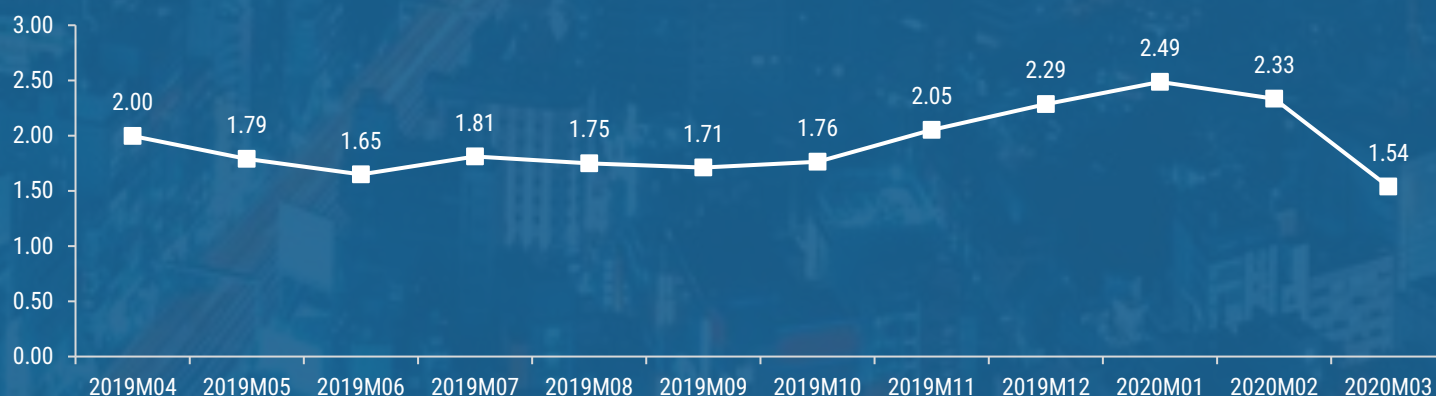
## US-Real GDP Growth (Annual Percent Change) 2010 - 2020



The US economy shrunk by 4.8 % in the first quarter of the 2020, It's the country's first contraction since 2014 and the biggest largest drop in over a past 10 year.

Consumer spending declined sharply in first quarter, contributing -5.3 % points to the first quarter's contraction. Falling consumer spending has major effects on overall GDP growth in US, as it accounts for nearly 68 % of GDP.

## US-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



The decline in GDP, due to the spread of COVID-19, as US governments issued 'stay-at-home' orders in March. Which led to rapid changes in demand, as businesses and schools switched to remote work or shutdown, which has affected the overall consumer spending.

The impact of the COVID-19 pandemic on Consumer Price Index (CPI) data in US was relatively minor for March 2020

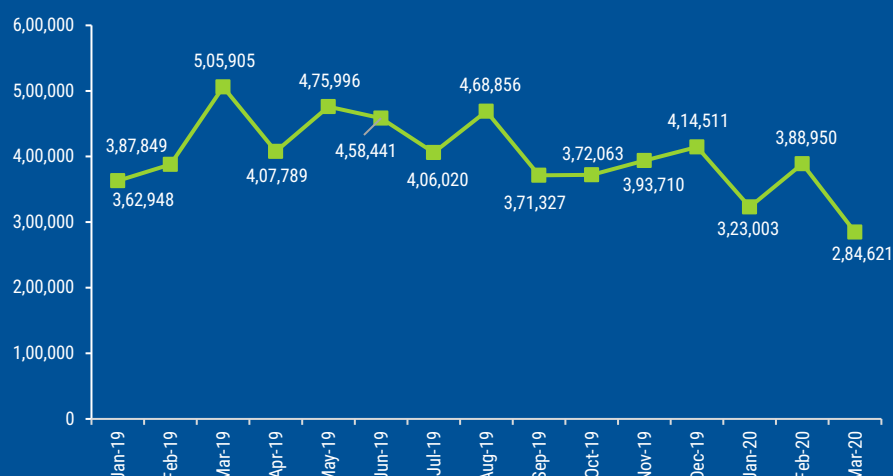
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



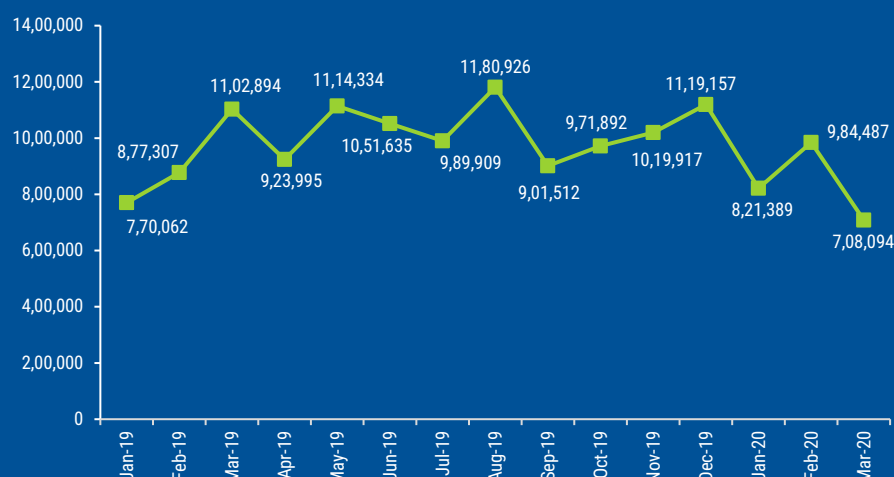
## PASSENGER CARS

- Passenger cars account for just around 29% of vehicle sales in the US
- The automotive sector in this country is dominated by LCVs, also known as pick-up or light trucks
- Due to economic slowdown, the passenger car sales declined by 44% from March 2019 to March 2020



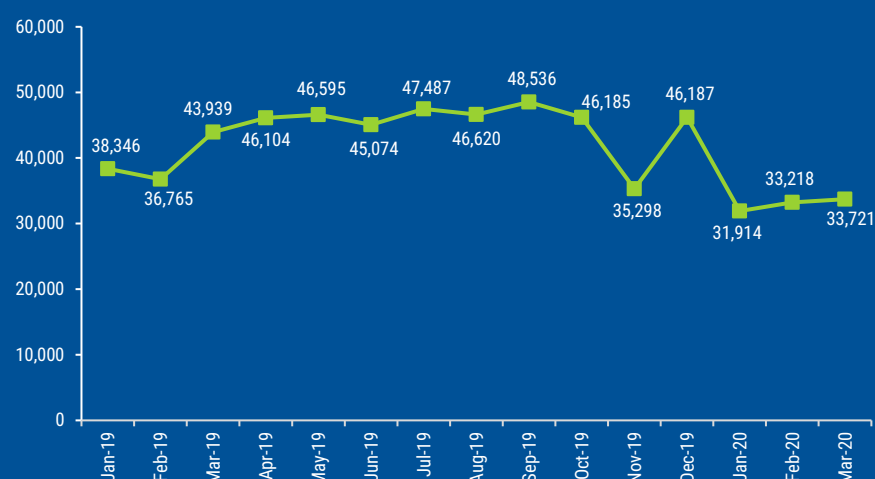
## LCV

- LCVs account for 68% of the automobile sales in the US
- These are multi-utility vehicles preferred by customers as they are rugged and strong and can be used for off-road activities
- General Motors and Ford are two of the most popular OEMs in this segment in the US



## HCV

- The growth of the HCV segment in the US is directly proportional to the growth of the construction, mining and freight industries
- Due to a slowdown in these sectors recently, the HCV segment has witnessed a drop in sales
- Recovery from the Covid 19 pandemic could play a key role in the recovery of this segment in 2020



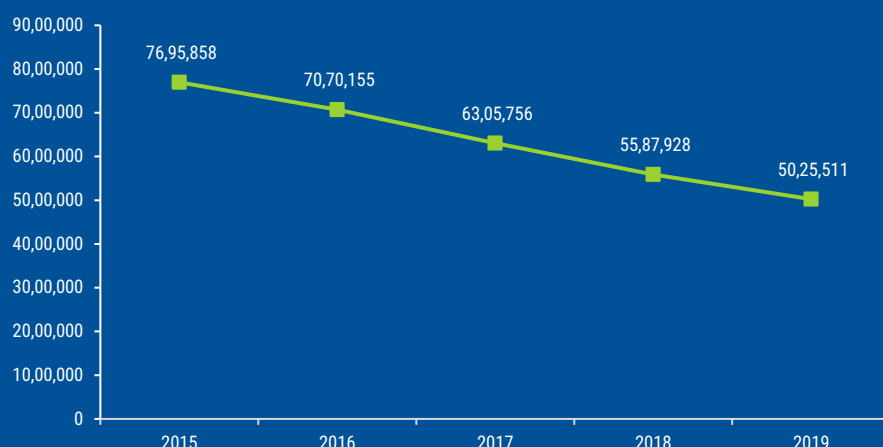


# YEAR-ON-YEAR DATA (2015 - 2020) - Units



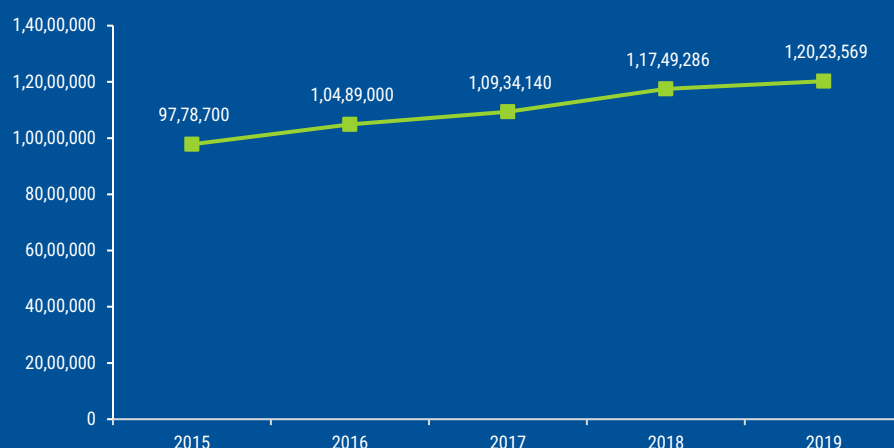
## PASSENGER CARS

- The passenger car segment in the US has declined drastically by 10% from 2015 to 2019
- This can be attributed to a shift in consumer preference towards light trucks (LCVs)
- Toyota, GM, Honda and Hyundai are the major PC OEMs in this country



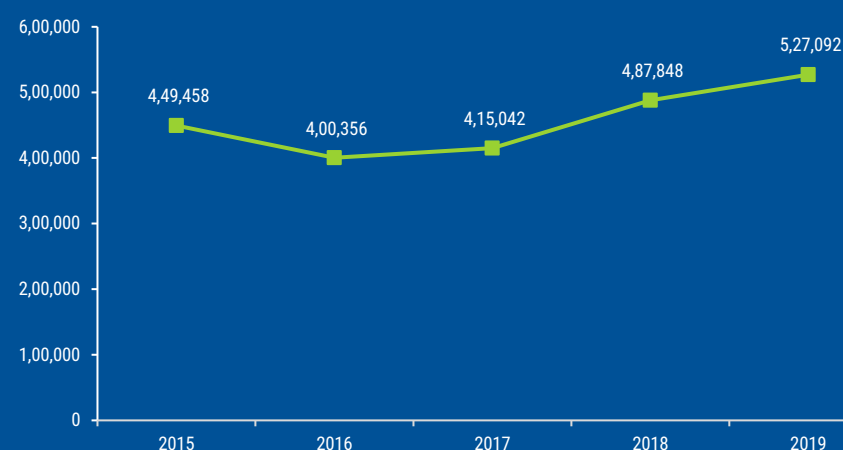
## LCV

- The LCV segment has grown by 5% from 2015 to 2019
- GM, Toyota and Ford together command 50% market share in this segment
- This segment has witnessed increased demand from passenger car customers



## HCV

- Trucks are responsible for over 70% of the freight movement in the US
- Over 6% of full time jobs in the US are related to the trucking industry
- The Covid 19 pandemic, which has hit the US the hardest, is expected to lower economic growth across sectors, restraining the demand for HCVs in 2020





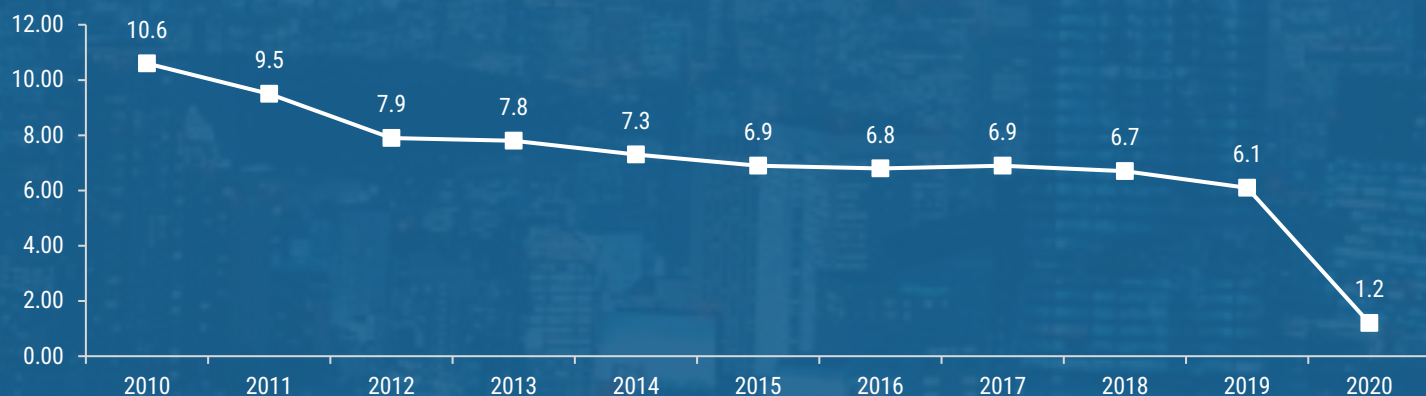
# COVID 19 IMPACT ON **CHINA**

## AUTOMOTIVE INDUSTRY

20  
20



## China-Real GDP Growth (Annual Percent Change) 2010 - 2020



The Chinese economy contracted by a seasonally adjusted 9.8 percent on quarter in the three months to March 2020, following a 1.2 percent growth in the previous quarter and compared with market estimates of a 9.9 percent decrease. This was the first quarterly contraction on record, as the coronavirus outbreak paralyzed production and activities.

## China-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



- China's Consumer Price Index (CPI) growth was measured at 4.3 % YoY in Mar 2020, compared with a rate of 5.2 % in the previous month.
- E-commerce giants Alibaba ( BABA ), JD.com ( JD ), and Meituan each announced that they would monitor prices closely and remove overpriced items or ban merchants for price-gouging.

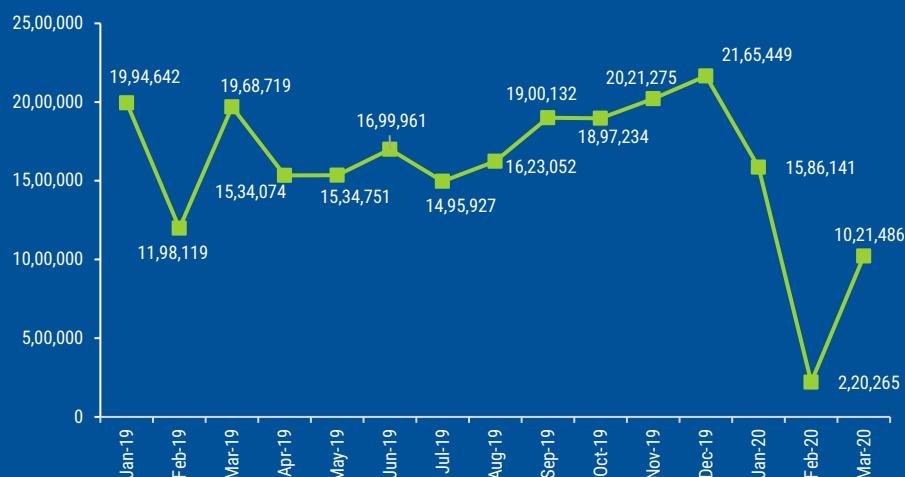
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



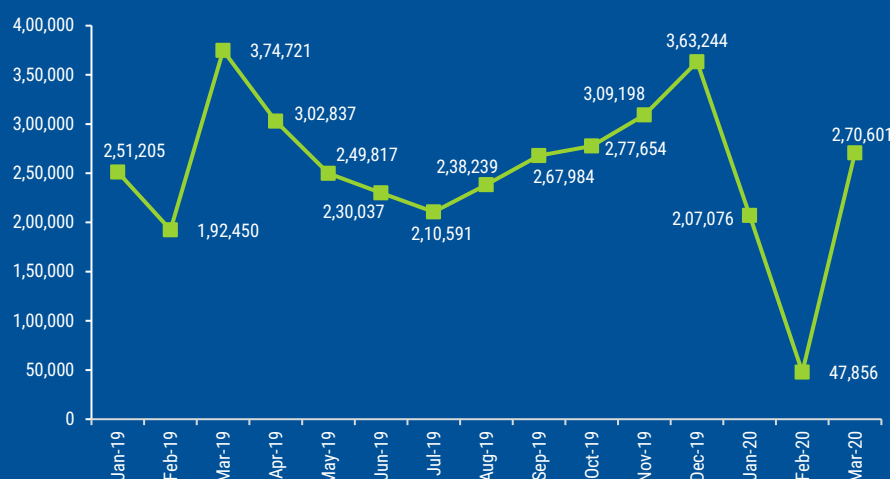
## PASSENGER CARS

- The Overall vehicle production in March totaled 1.422 million units, reflecting a 44.5% year-over-year decrease, while sales totaled 1.43 million units, reflecting a 43.3% y/y decline.
- March production and sales both showed lower decreasing rates compared with those in February.



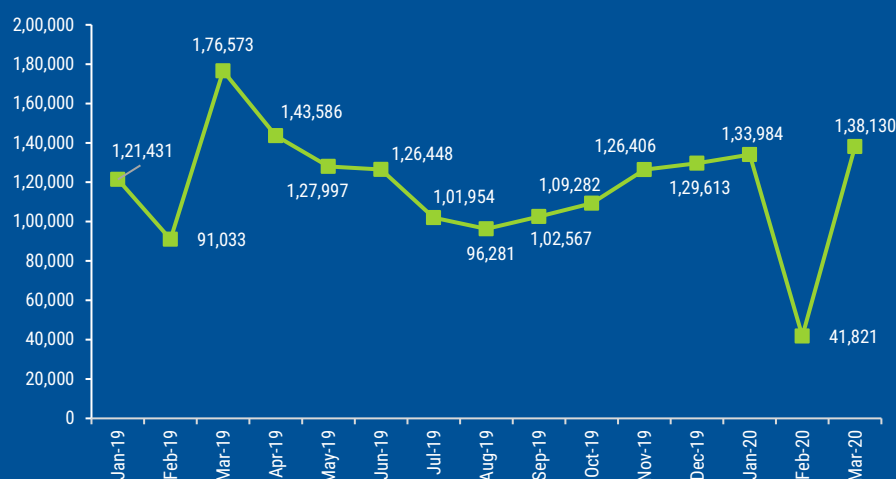
## LCV

- Light commercial vehicles, production in March totaled 373,000 units, reflecting a 20.3% decrease as compared to previous year. Commercial vehicle sales were 2,70,601 units, reflecting a 22.6% year-on-year decrease.
- Commercial vehicle exports totalled 23,000 units, reflecting a 33.8% year-on-year decline



## HCV

- Affected by the novel coronavirus disease (COVID-19) outbreak, around 138,000 heavy commercial vehicles were sold in March in China, down by 24 percent year on year.
- FAW Group, reported sales of 44,000 middle and heavy trucks in March, up 20 percent year on year



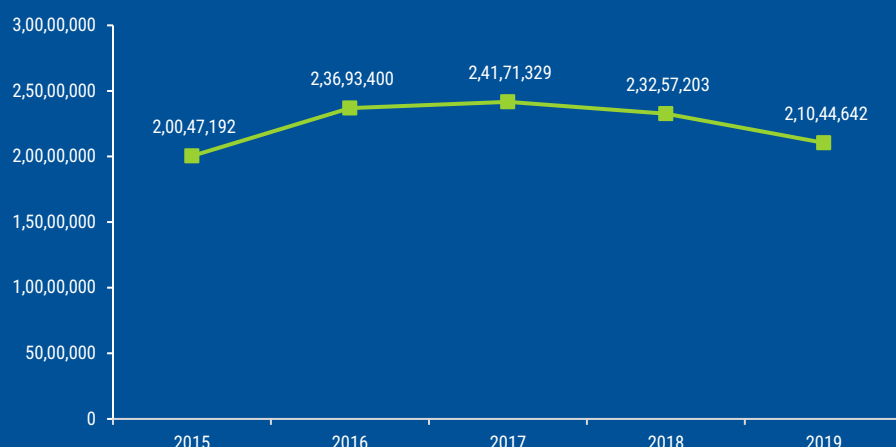


# YEAR-ON-YEAR DATA (2015 - 2020) - Units



## PASSENGER CARS

- China overall passenger vehicle sales fell down by 7% in 2019, however the market is likely to gain traction in 2020 owing to changes in emissions standards for petrol cars and to electric car subsidies to manufacturers
- The major OEMs in China Market are Guangqi Honda Automobile/Honda Automobile, SAIC VW, Dongfeng Honda Automobile, Toyota, FAW-Volkswagen Automotive, Audi, Beijing Hyundai Motor, BMW and Mercedes-Benz.



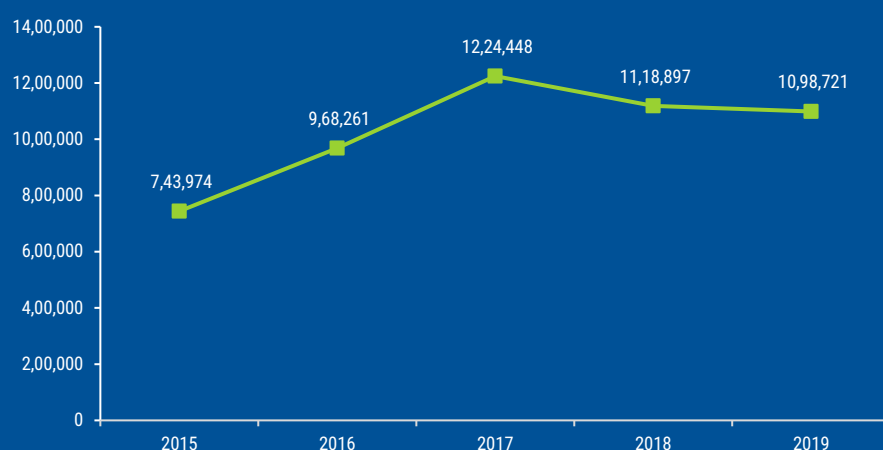
## LCV

- In 2019, China sold 139,000 units medium-trucks, dropped by 21.5% as compared to 2018.
- China, sold 1.883 million units light trucks, down by 0.6% year on year; it sold 653,000 units mini-trucks, down by 1.8% year on year.



## HCV

- China produced 4.36 million units commercial vehicles, up by 1.9% year on year, and sold 4.324 million units, down by 1.1% year on year



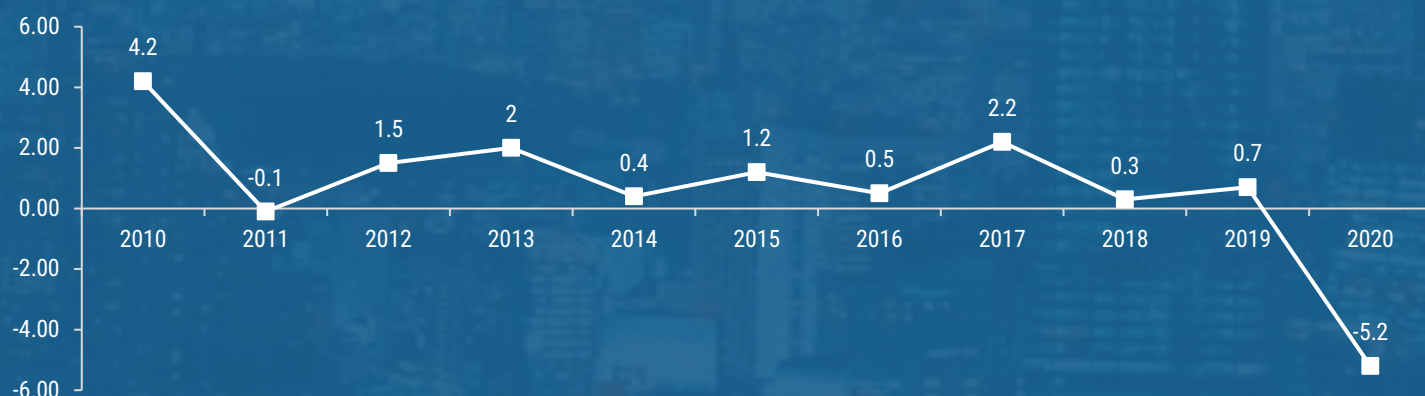


COVID 19 IMPACT ON  
**JAPAN**  
AUTOMOTIVE INDUSTRY

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## Japan-Real GDP Growth (Annual Percent Change) 2010 - 2020



- The gross domestic products (GDP) in Japan averaged USD 2,782.13 Bn from 1960 until 2019, reaching an all time high of 6,203.21 USD Billion in 2012
- As per the experts after the fallout from the coronavirus outbreak, the Japan's economy will boost by up to 3.8 % in coming year.

## Japan-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



- Business sentiment among large Japanese companies in the first quarter fell to the lowest level in past five years, majorly affected by the new COVID-19 outbreak and declining exports to China
- The confidence index covering firms capitalized at USD 9.6 million, and stood at minus 10.1 % in the quarter of 2020.

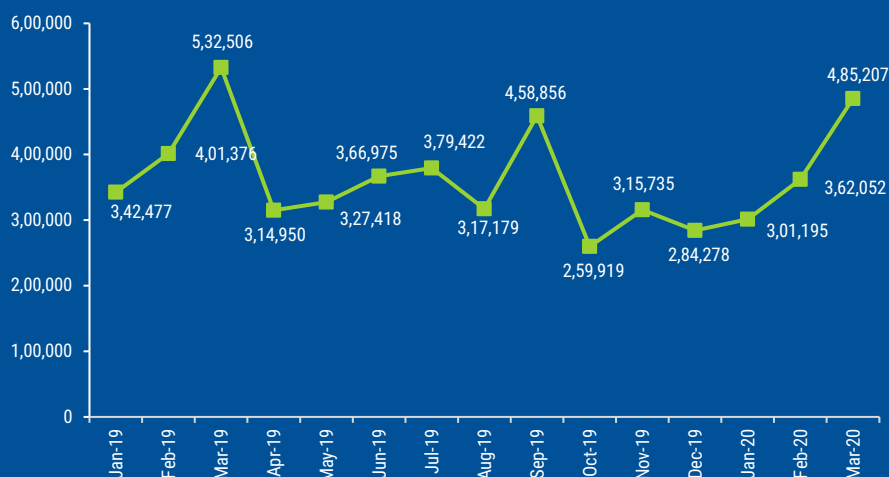
# MONTH-ON-MONTH DATA

## (Jan 19 - Mar 20) - Units



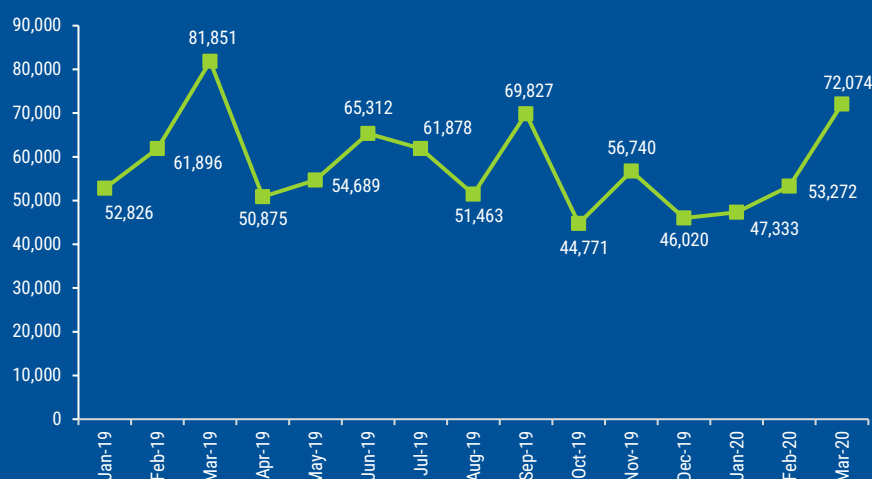
### PASSENGER CARS

- Passenger cars account for over 80% of the overall automobile sales in Japan
- Japanese passenger cars are in high demand in the European and North American regions
- Sales remained relatively unaffected in March 2020 due to the late arrival of the Covid 19 pandemic in this country
- However, the sales are expected to fall drastically in April 2020 due to lockdown



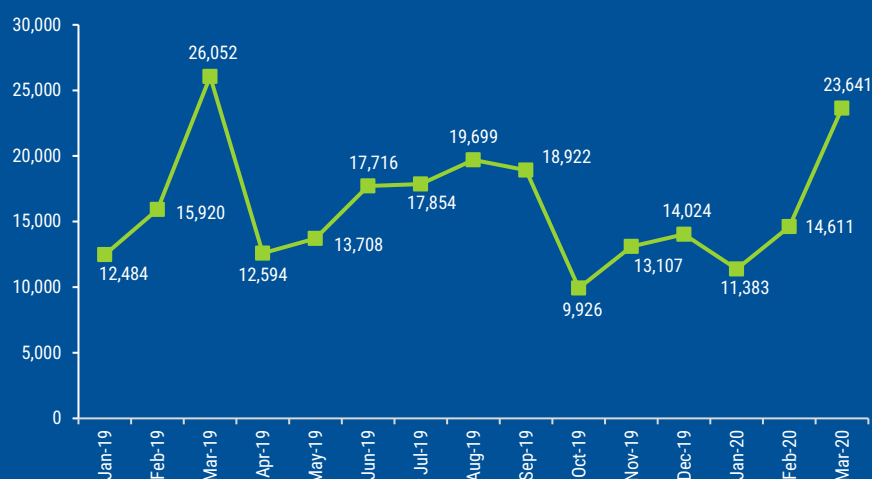
### LCV

- Toyota, Daihatsu, Suzuki, Nissan, and Isuzu dominate the Japanese LCV market
- From the beginning of 2019 the segment witnessed reduced sales due to new emission norms and severe shortage of drivers



### HCV

- March 2020 was one of the better months in terms of sales of HCVs in Japan
- Lack of construction activities in recent years and change in emission regulations in 2019 had negatively impacted the Japanese HCV demand over the last few months
- The demand in the month of April 2020 is expected to go down due to the economic shutdown in the country



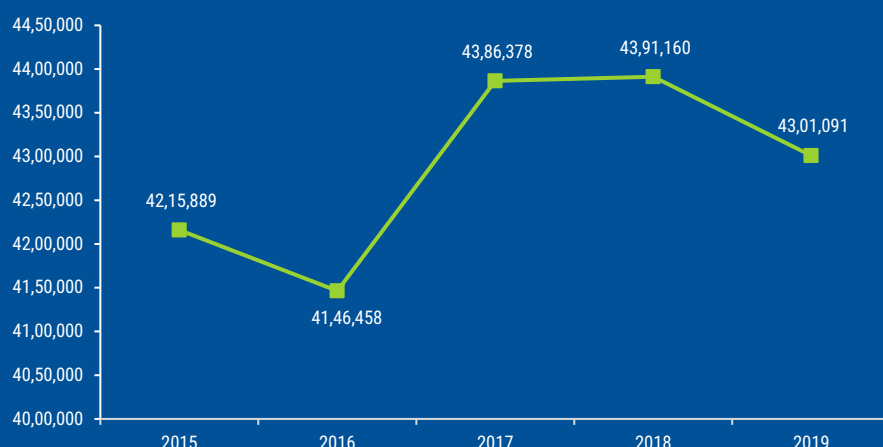


# YEAR-ON-YEAR DATA (2015 - 2020) - Units



## PASSENGER CARS

- Passenger car sales grew by only 1% between 2015 and 2019
- Toyota accounts for around 30% of the passenger car sales in Japan
- Decline in GDP growth, high car cost due to new emission regulations and uncertainty due to the Covid 19 pandemic are expected to reduce the demand for cars in this country in 2020



## LCV

- LCV sales grew at a CAGR of 2% between 2015 and 2019, which is relatively low as compared to other APAC countries such as China and India
- The growth in the LCV segment in this country is expected to go down over the next two quarters of 2020



## HCV

- The HCV segment in Japan has witnessed positive growth every year in the last decade
- As a part of a cyclic downturn, this segment is braced to decline in 2020
- Besides, slow growth in construction and infrastructure sectors could further lower growth





COVID 19 IMPACT ON

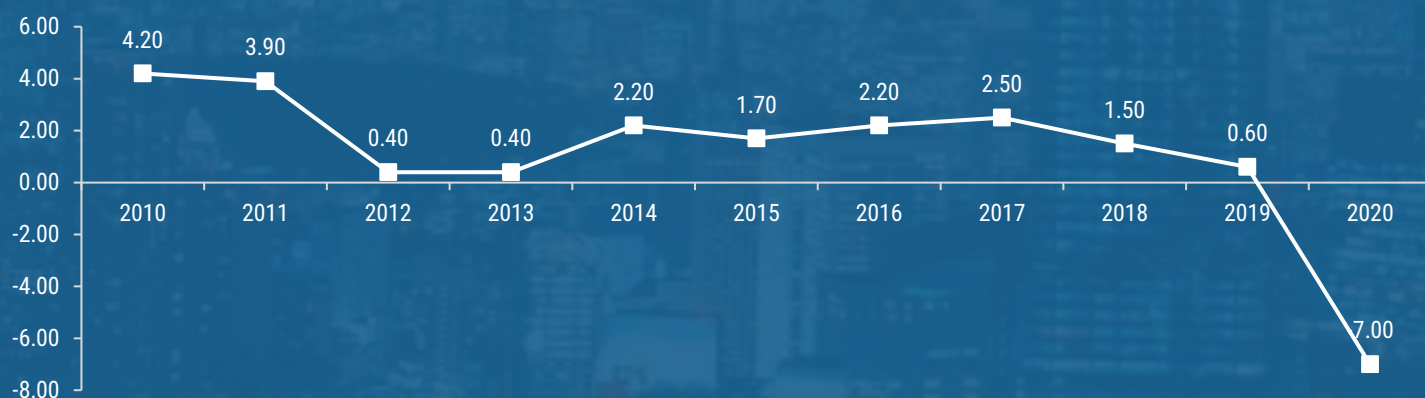
# GERMANY

AUTOMOTIVE INDUSTRY

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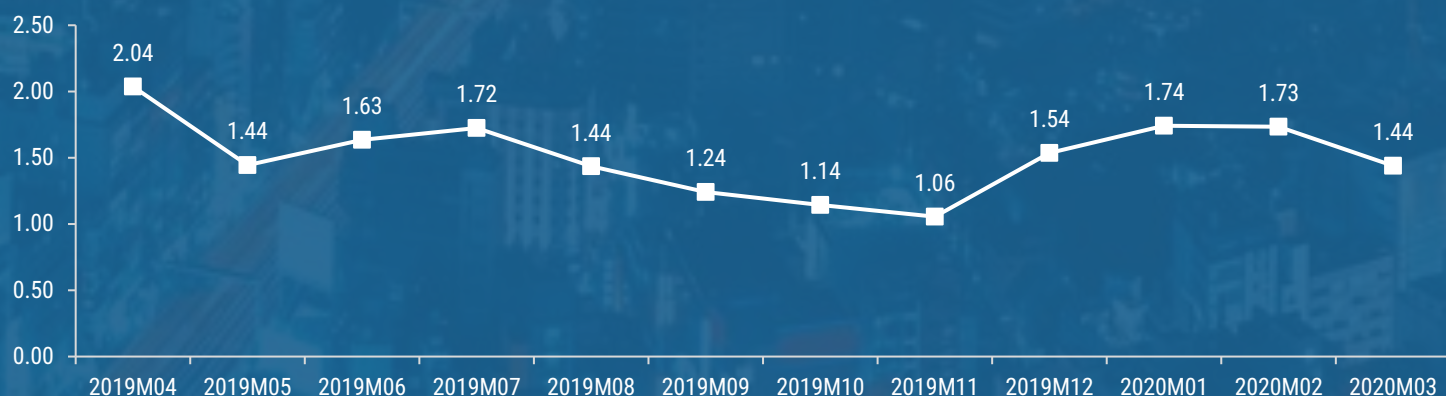


## Germany-Real GDP Growth (Annual percent change) 2010- 2020



Germany is the fifth largest economy in the world and the largest within the Euro Area. Germany is the second largest exporter in the world and exports account for more than one-third of national output. As such, the export of high added value products has been the main driver of growth in recent years. Composition of the GDP on the expenditure side: household consumption (55 percent), gross capital formation (20 percent, of which 10 percent in construction, 6 percent in machinery and equipment and 4 percent in other products) and government expenditure (19 percent). Exports of goods and services account for 46 percent of GDP while imports for 39 percent, adding 7 percent to total GDP.

## Germany -Consumer Price Index (CPI) April 2019 - March 2020 (% change)



In Germany, the most important categories in the consumer price index are Housing, water, electricity, gas & other fuels (32 percent of the total weight), Transport (13 percent), Recreation, entertainment & culture (11 percent) and Food & non-alcoholic beverages (10 percent). The index also includes Miscellaneous goods & services (7 percent), Furniture, lighting equipment, appliances & other household equipment (5 percent), Restaurant & accommodation services (5 percent), Health (5 percent) and Clothing & footwear (5 percent). The remaining 7 percent of the index is composed by Alcoholic beverages & tobacco, Communication and Education.

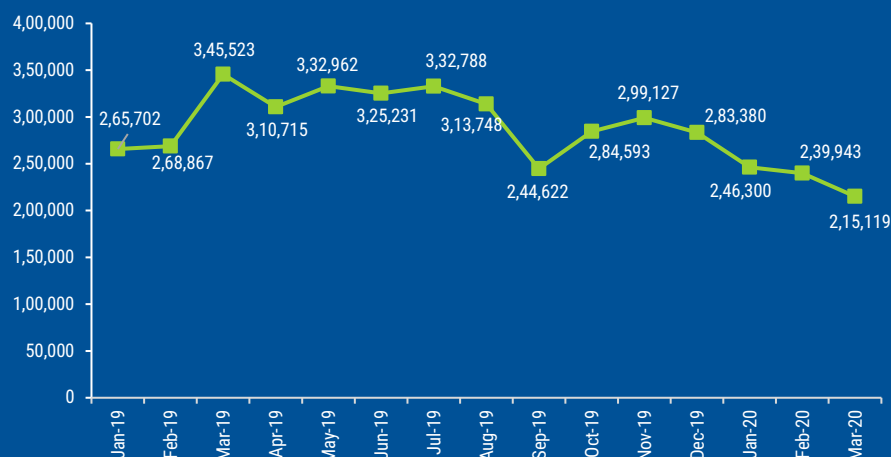
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



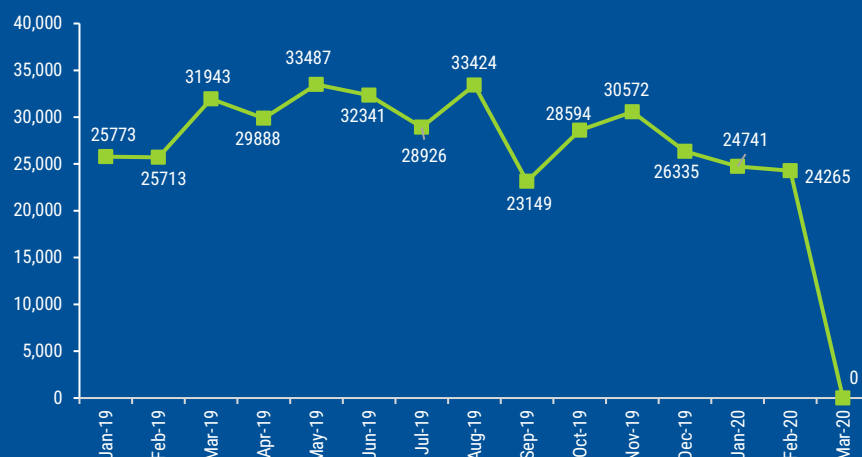
## PASSENGER CARS

- German passenger cars are known for sturdiness, reliability, design and safety
- One out of five cars on the road is a German make, globally
- This country is focussing heavily on electric vehicles with favorable policies such as tax exemption



## CV

- Online business is one of the major users of commercial vehicles in Germany
- This segment is dominated by Volkswagen
- Buses carry over 50% of the local public transport in Germany



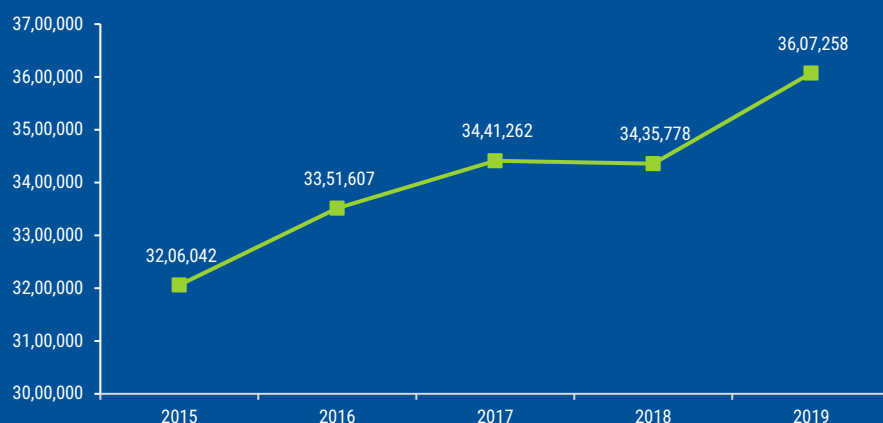


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



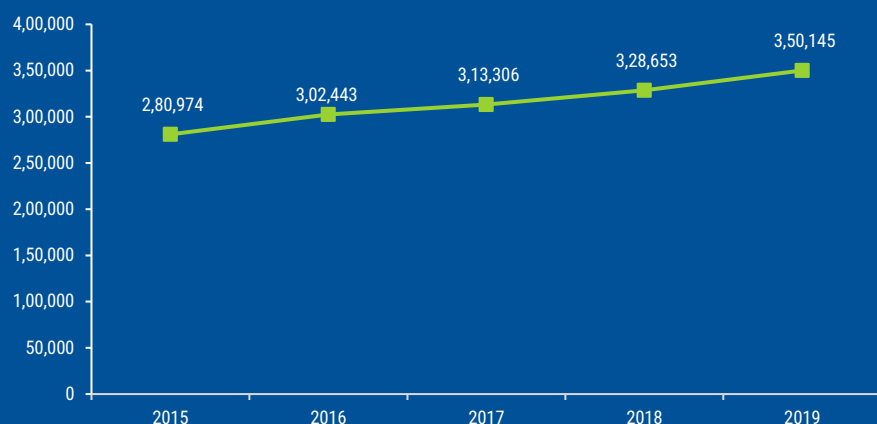
## PASSENGER CARS

- Passenger car sales grew by 3% between 2015 and 2019
- Innovation and R&D have driven the PC segment in this country
- In 2019, German brands accounted for over 60% of the overall global fleet



## CV

- CV sales grew by 6% between 2015 and 2019 in Germany
- Light trucks and buses have witnessed increased demand in this country
- However, due to slowdown in construction activities, the HCV segment is expected to witness stagnant growth over the next few quarters



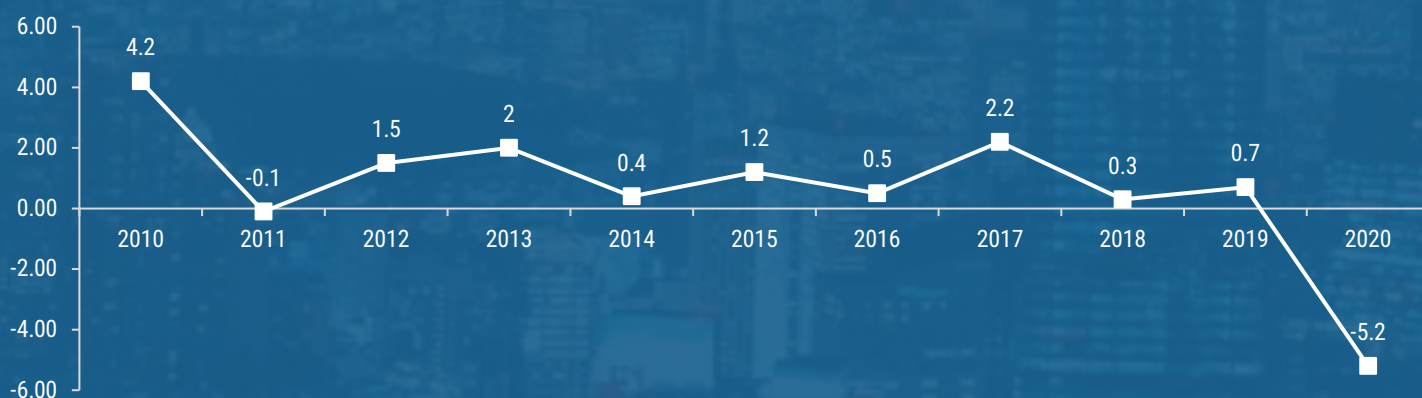


COVID 19 IMPACT ON  
**INDIA**  
AUTOMOTIVE INDUSTRY

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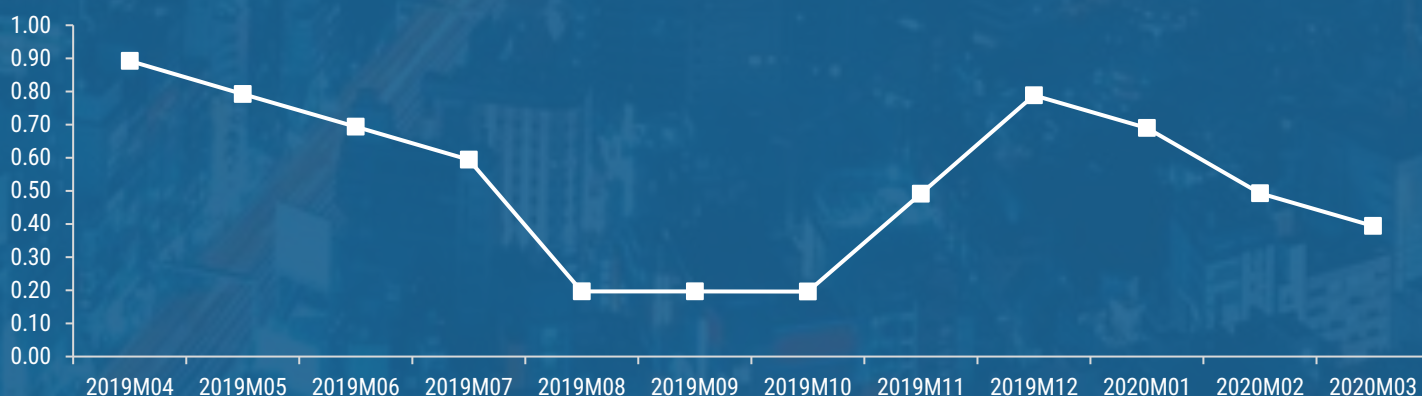


## India-Real GDP Growth (Annual percent change) 2010- 2020



- India has emerged as the fastest growing major economy in the world and is expected to be in top three economic powers of the world over in coming years, owing to its its strong democracy and partnerships.
- India's nominal GDP growth rate is estimated at 12 % in 2019-20. Due to current COVID-19 impact, the expert have estimated growth for fiscal year 2021 with the lowest figures India has seen in three decades.

## India-Consumer Price Index (CPI) April 2019 - March 2020 (% change)



- India's consumer price index or retail inflation has shown 5.9% YoY in March 2020 amid coronavirus-induced nationwide lockdown.
- With falling crude oil prices, lower food prices, and weaker consumer demand for non-essential products due to the spread of COVID-19, The CPI is expected to show moderation in the coming months.

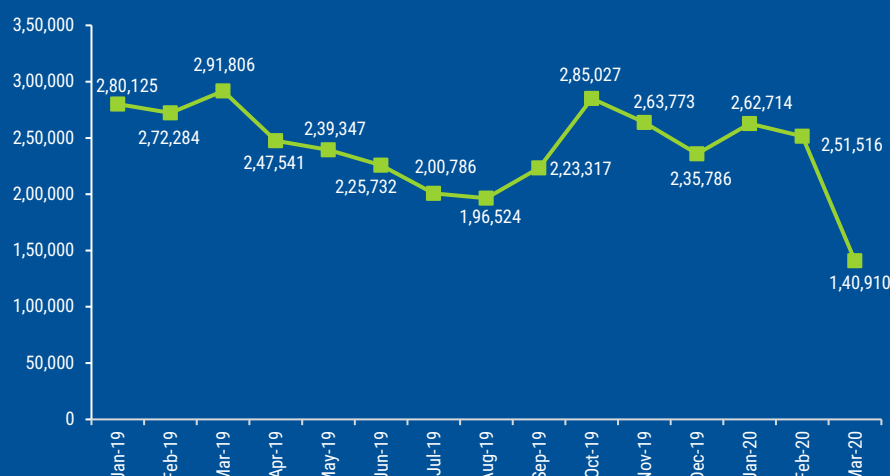
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



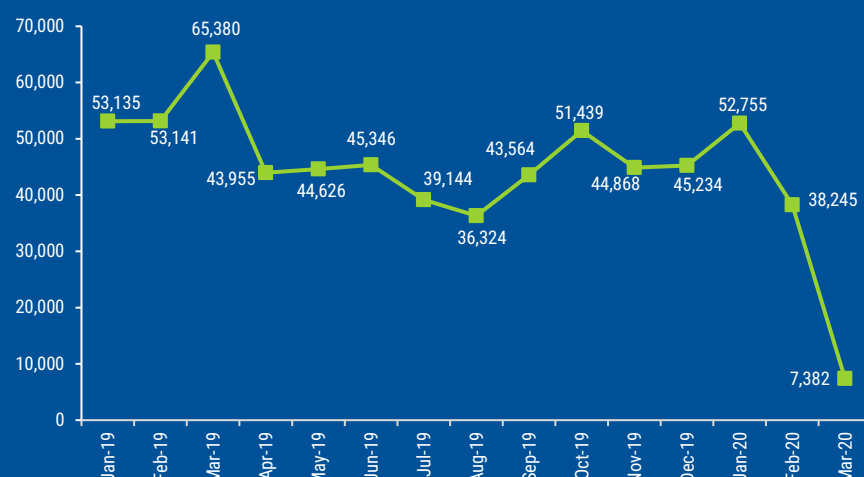
## PASSENGER CARS

- Passenger cars account for 77% of vehicle sales in India
- Sales declined by 51% between March '19 to March '20
- Introduction of BS6 standards resulted in increase in the cost of the vehicles
- No sales recorded in April 2020, due to the nation-wide lockdown



## LCV

- LCVs account for 15% of the vehicle sales in India
- Tata Motors and Mahindra & Mahindra lead the way in terms of market share in this segment
- Lockdown imposed in March 2020 due to Covid 19 resulted in steep decline in sales in March and April 2020



## HCV

- HCVs account for 8% of the vehicle sales in India
- Tata Motors dominates this segment in India
- Shutdown of manufacturing plants, disruption in supply chain and market shutdown in various parts of the country adversely affected the demand for HCVs in March, April 2020
- Temporary shutdown of construction and mining activities, supply of goods also played a role in market decline



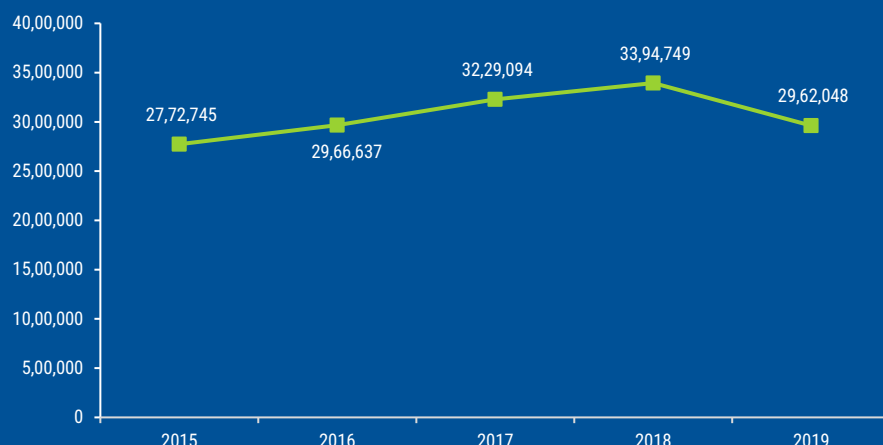


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



## PASSENGER CARS

- Passenger car sales grew by 1.7% between 2015 and 2019
- Sales were at their peak in 2018 due to new model launches, easy finance availability
- However, the introduction of BS6 standards and country-wide lockdown have negatively affected the market growth



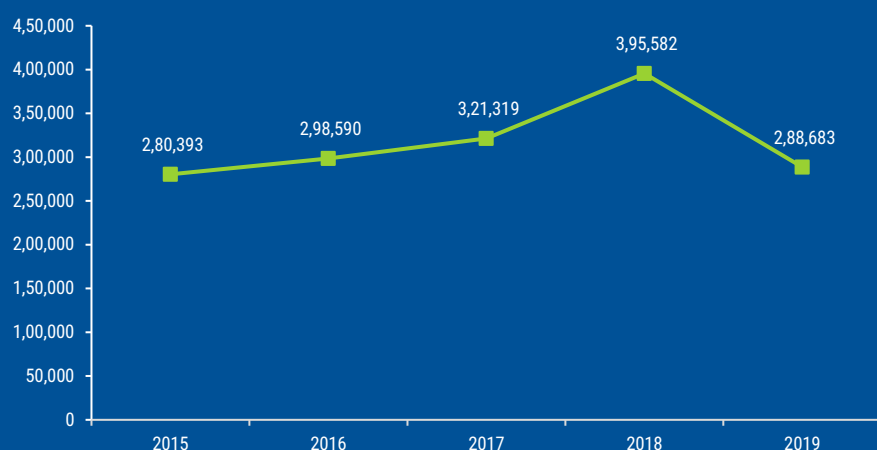
## LCV

- LCV sales grew at a CAGR of 11% between 2015 and 2019
- Similar to passenger cars, the sales were at their peak in 2018
- This was due to booming trading activities in the country
- The growth could not be sustained in 2019 with further decline in 2020



## HCV

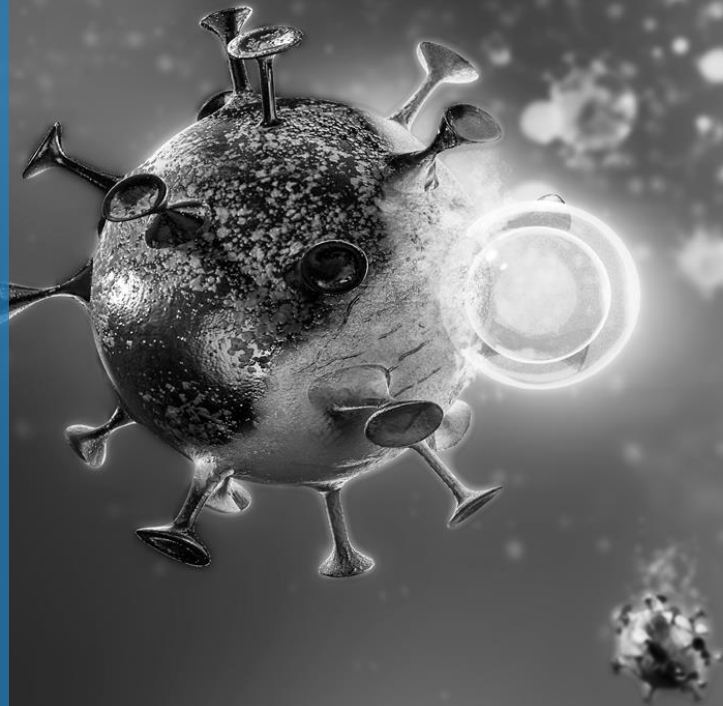
- HCV sales grew at a CAGR of 0.7% from 2015 to 2019
- In 2018, due to growing construction and infrastructure activities, the demand for HCVs was the highest
- General slowdown in economy, lower freight rates hampered the sales in 2019



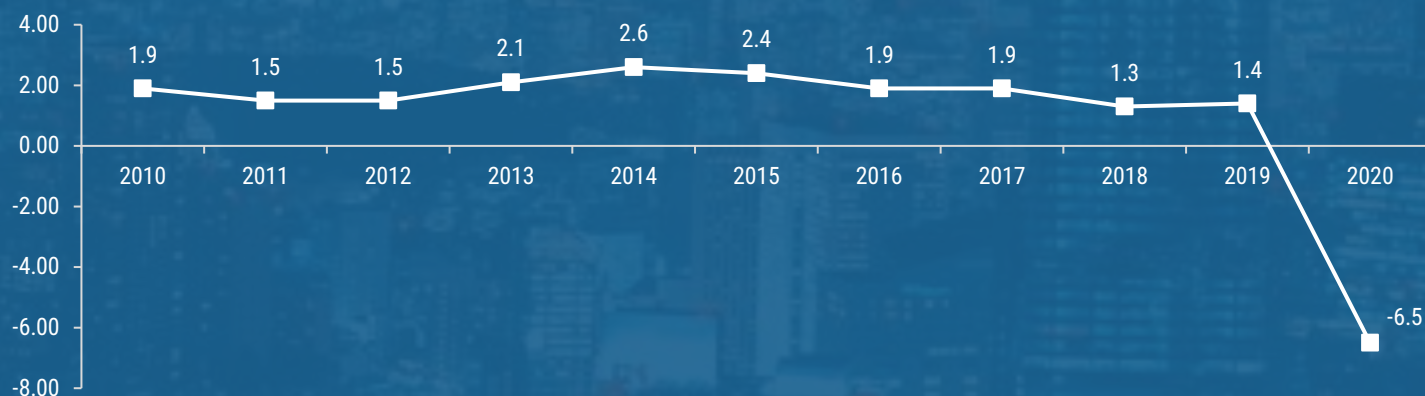


COVID 19 IMPACT ON  
**UNITED  
KINGDOM**  
AUTOMOTIVE INDUSTRY

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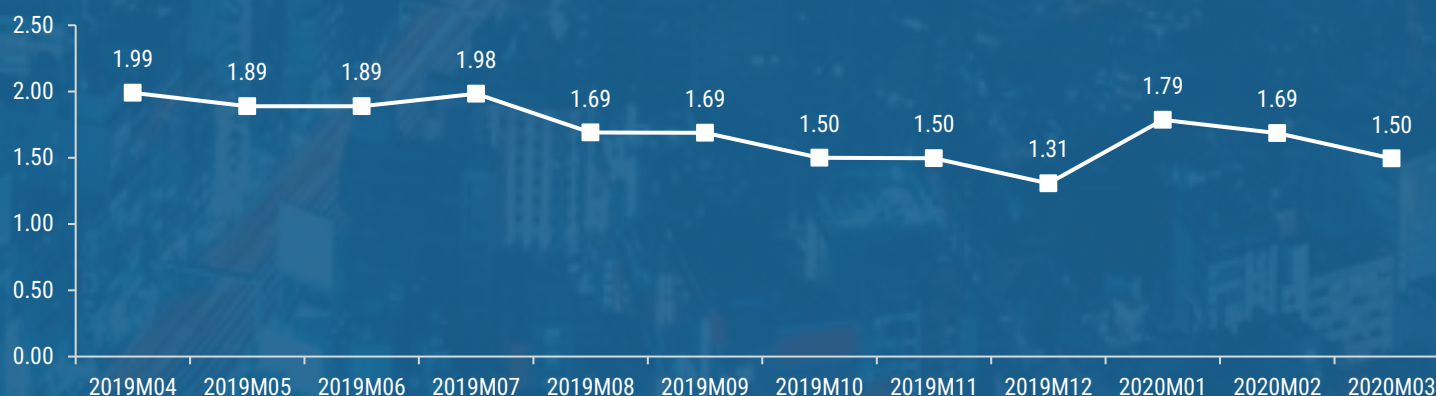


## UK-Real GDP Growth (Annual Percent Change) 2010 - 2020



- Like all other European countries, the United Kingdom is also in a state of lockdown, followed by measures of social distancing.
- As a consequence of COVID 19 pandemic, the UK economy has taken a sudden and dramatic hit, more severe than the global financial crisis of 2008.

## UK-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



- Consumer Price Index (CPI) in the UK reached an all time high of 108.60 points in February of 2020.
- In UK, the most important categories in the CPI (consumer price index) are Transport and Recreation and Culture.

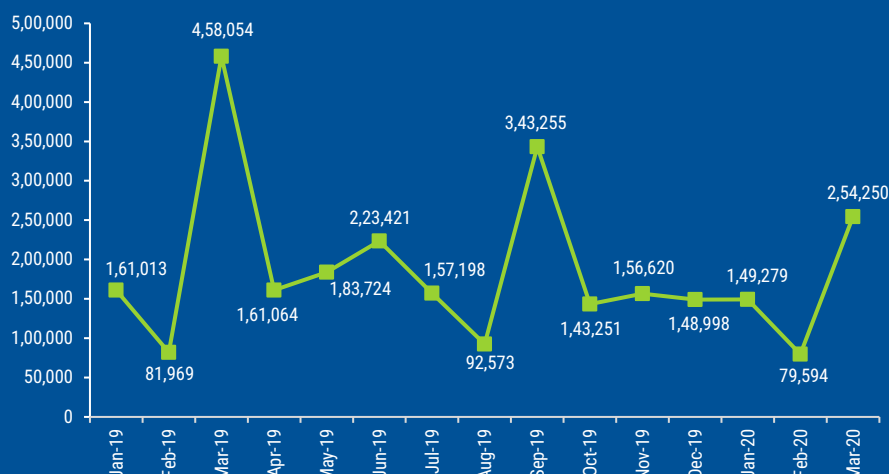
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



## PASSENGER CARS

- Passenger cars account for over 85% of vehicle sales in the UK
- The PC segment is highly fragmented with Audi, BMW, Mercedes Benz, Volkswagen being the major OEMs in this country
- This country has witnessed growing demand for mild hybrid vehicles, at the expense of diesel cars



## LCV

- Although the sales of LCVs picked up in March 2020, they were considerably lower than that in March 2019
- Uncertainty due to Brexit and economic slowdown were some of the major factors affecting trade in the UK, resulting in low growth of LCVs in 2019 and 2020 Q1



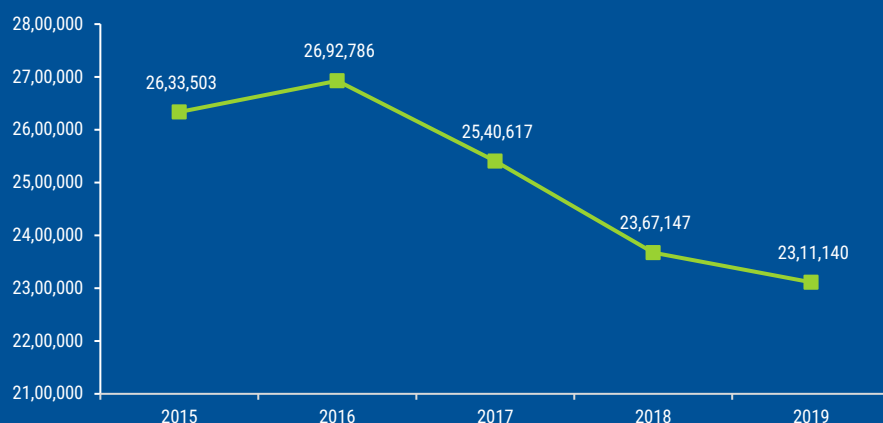


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



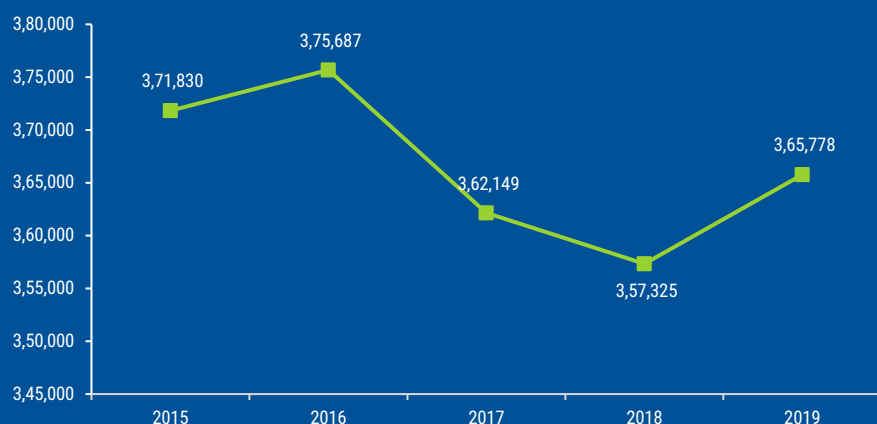
## PASSENGER CARS

- Passenger car sales declined by 3% between 2015 and 2019 after a peak in sales in 2016
- Decline in exports has played a key role in the declining growth in this country, as 8 out of 10 cars manufactured in the UK are exported overseas



## LCV

- Similar to the passenger car scenario, majority of the LCVs manufactured in the UK are exported to other countries
- The CV sales in the UK has remained more or less stagnant from 2015 to 2019
- However, the country is expected to be highly impacted by the Covid 19 pandemic, which could affect the LCV demand in 2020



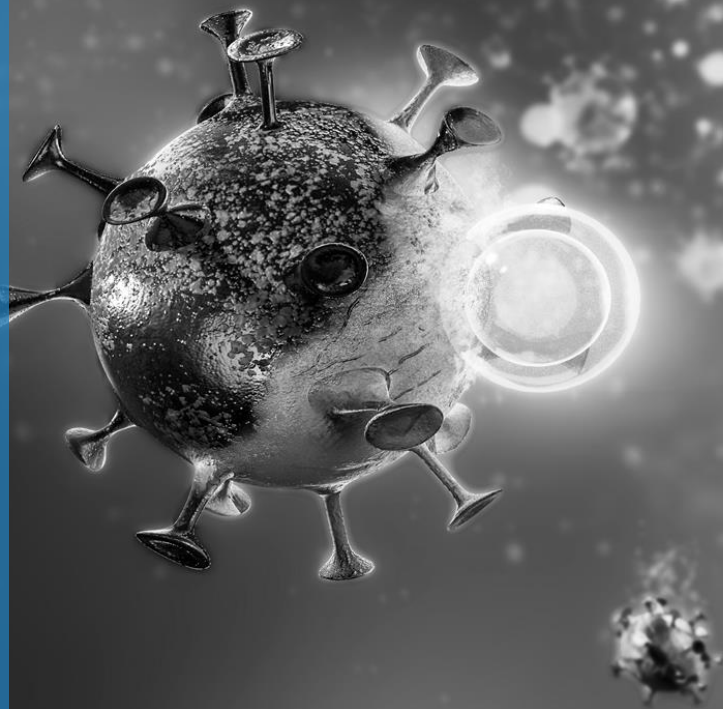


COVID 19 IMPACT ON

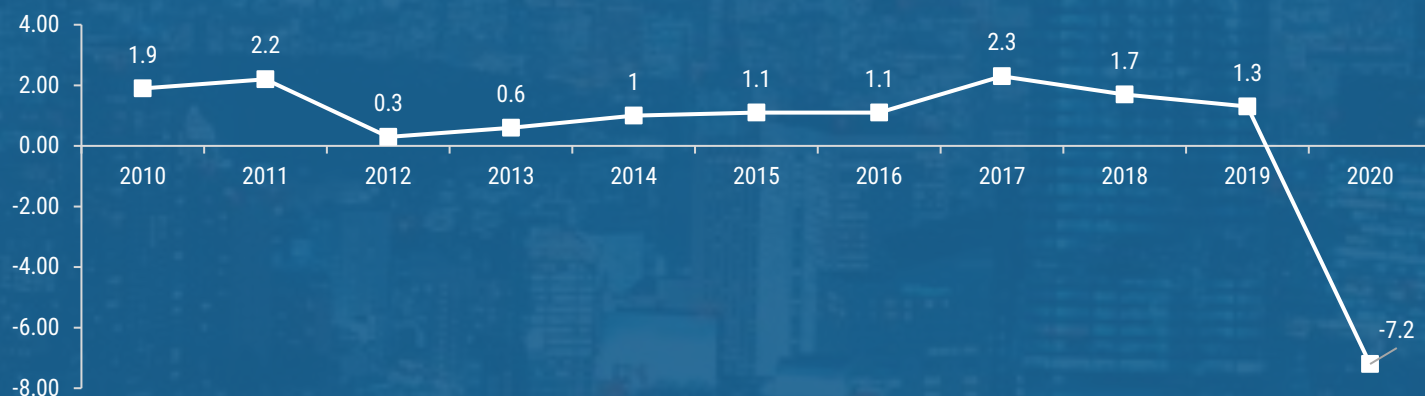
# FRANCE

AUTOMOTIVE INDUSTRY

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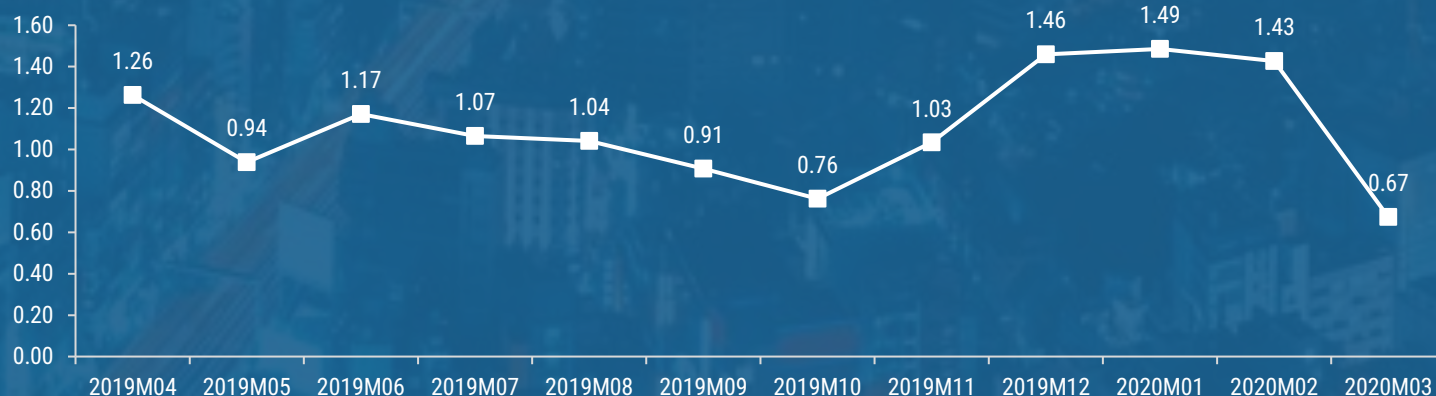


## France-Real GDP Growth (Annual Percent Change) 2010 - 2020



France is the seventh largest economy in the world and the second largest in the Euro Area. the biggest sector of the economy is household consumption (55 percent) followed by government expenditure (24 percent) and gross fixed capital formation (22 percent). Exports of goods and services account for 29 percent of GDP while imports account for 31 percent, subtracting 2 percent from total GDP.

## France-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



In France, the most important category in the consumer price index is services (48 percent of total weight), in particular actual rentals and services for dwellings (7 percent), health services (6 percent), transport (3 percent), and communication (2 percent). The index also includes manufactured products (26 percent) such as medical products (4 percent) and clothing and footwear (4 percent); food (16 percent); energy (8 percent) such as petroleum products (4 percent); and tobacco (2 percent).

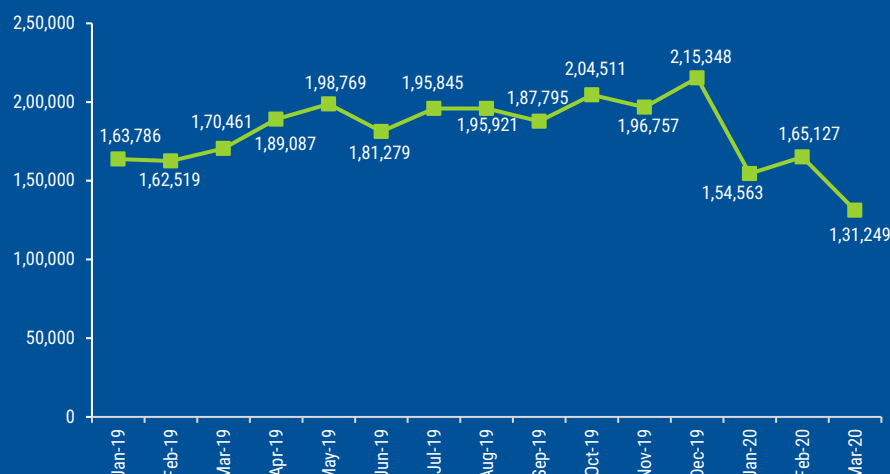
# MONTH-ON-MONTH DATA

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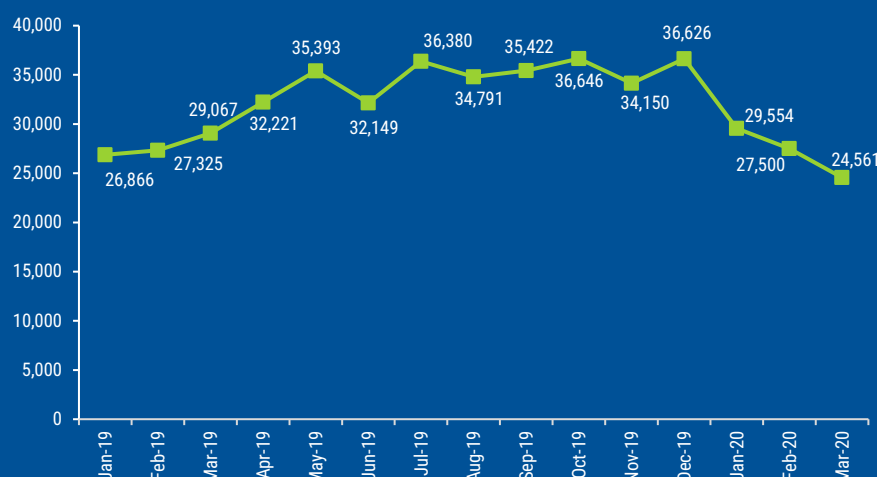
## PASSENGER CARS

- As per the French Automobile manufacturer Committee (CCFA), the new passenger car sales in France was 0.16 million units in February 2020, a 2.2% decrease from the same period in 2019
- New car sales decreased by 7.8% in first two months of 2020



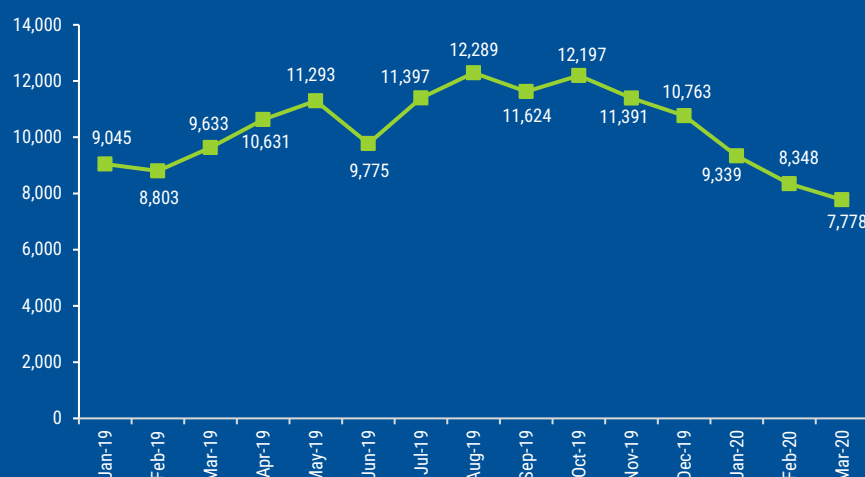
## LCV

- Sales of Light Commercial Vehicles, decreased by 64.5% in march 2020, with total vehicles registration was 16,854 units.
- Sales of Light Commercial Vehicles, increased by 8.5% in December 2019, with total vehicles registration was 44,211 units.



## HCV

- Heavy commercial vehicle sales in February of 8,348 units decreased 13.0% from the same month a year ago.
- The overall sales of heavy commercial vehicles fell down by 13% in January 2020.





# YEAR-ON-YEAR DATA

## (2015 - 2019) - Units



### PASSENGER CARS

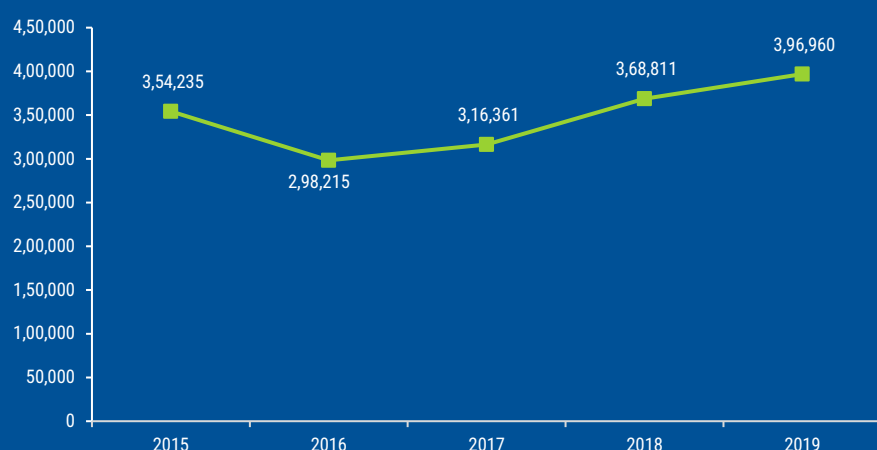
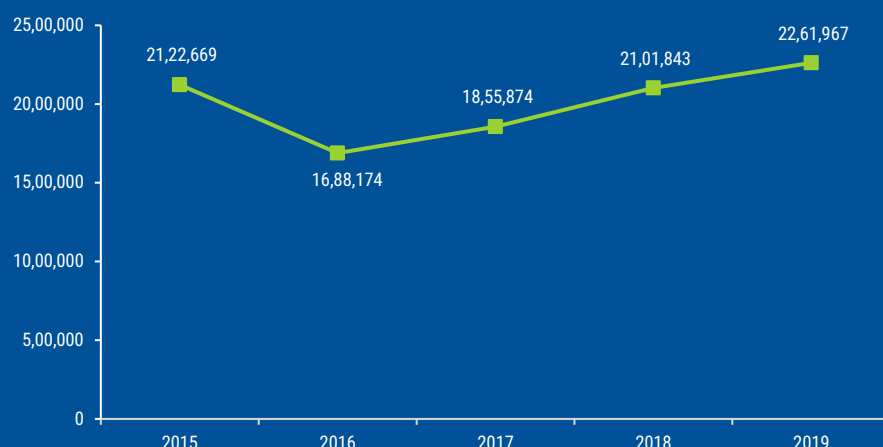
- The major OEMs in France are Peugeot, DS, Toyota, Mercedes-Benz, Fiat, Ford, Skoda, VW Group, and Renault.
- The passenger cars market in France increased by 2.2% in 2019 to 2,61,967 cars, this is highest total car sales since 2010. Diesel vehicle sales declined to only 34% of the new car market while 2% of cars sold in 2019 were electric.
- French car manufacturers took a 56.8% share of the new car market. The key major models are Peugeot 208, Renault Clio, Renault's supermini, and Citroen C3.

### LCV

- In the first quarter of 2019, Groupe Renault PC + LCV sales rose 0.2% to 178,058 vehicles, the best volume since 2011.
- The Renault brand is the leader in PC, LCV, electric markets and the leader in passenger car sales to private customers

### HCV

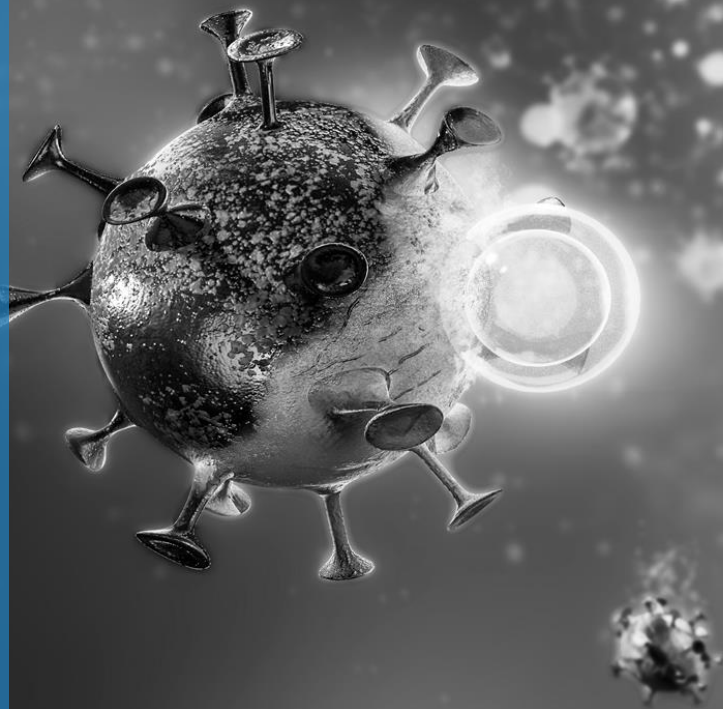
- In first quarter of 2020, heavy commercial vehicle registrations fell by 11.5% across the European Union.
- The demand for new heavy trucks dropped by 14% in the first month of the year.



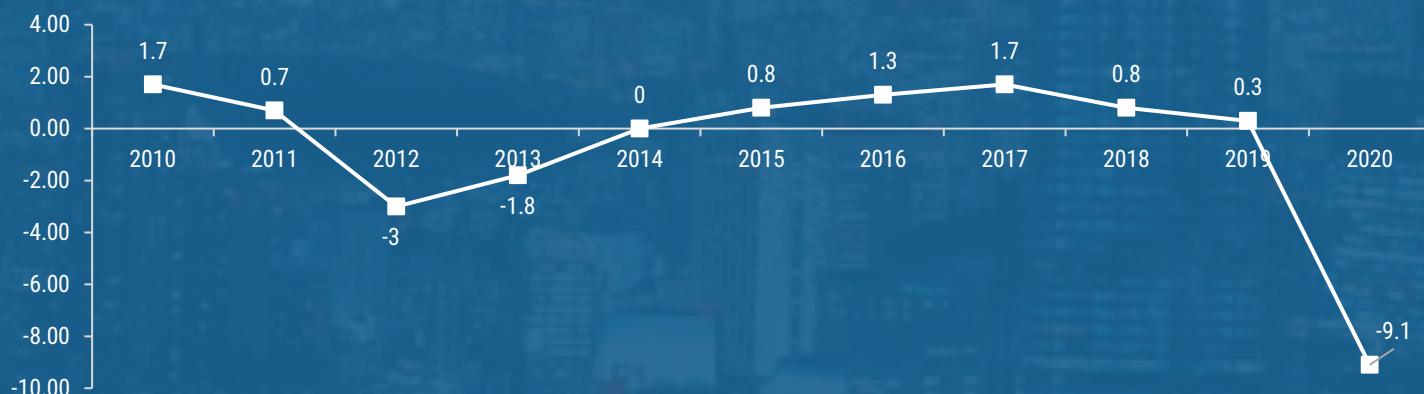


# COVID 19 IMPACT ON **ITALY** AUTOMOTIVE INDUSTRY

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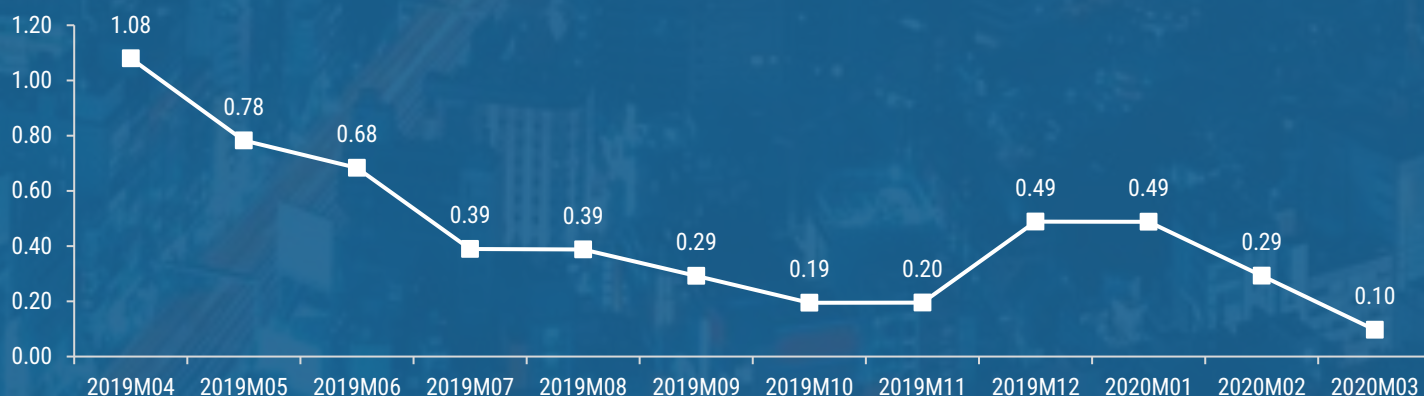


## Italy-Real GDP Growth (Annual Percent Change) 2010 - 2020



- The GDP (Gross Domestic Product) in Italy was worth 2030 billion USD in 2019, Which represents 1.68 % of the world economy.
- Italy also entered into a recession in the first quarter of 2020 with GDP decreasing by 4.7% compared to the previous quarter due to the impact of COVID 19, the country's GDP had contracted for the first time since 2014.
- The Country follows contracting of 0.3 % in the last three months of 2019

## Italy-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



- Italy's Consumer Price Index (CPI) has shown a growth rate of 0.1 % YoY in March 2020, compared with a rate of 0.3 % in the February 2020.
- Consumers in Italy are unable or reluctant to purchase goods and services. Given the current environment of uncertainty and lockdown, enterprises are likely to delay investments, purchases of goods and the hiring of workers.

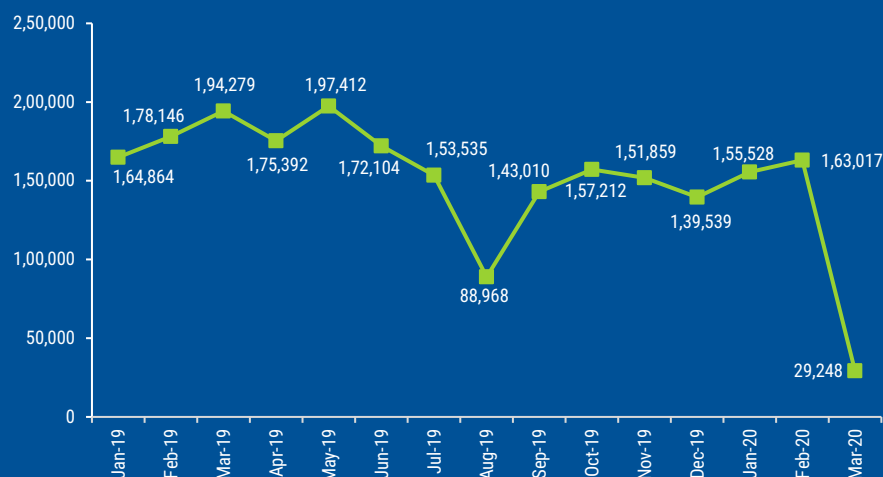
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



## PASSENGER CARS

- Passenger cars account for 92% of vehicle sales in Italy
- Sales declined by 84% between March '19 and March '20
- High number of Covid 19 cases in this country has negatively affected the passenger car sector in 2020



## CV

- Commercial vehicles account for 8% of the vehicle sales in Italy
- Sales declined by 69% between March '19 and March '20
- Lockdown in the months of March, April and May have resulted in restrictions in the transport of goods in the country, restraining the market growth of the CV segment



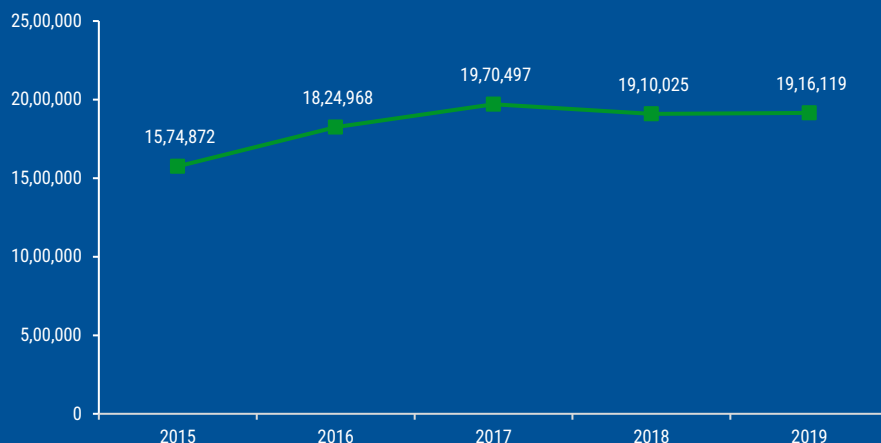


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



## PASSENGER CARS

- Passenger car sales grew by 5% between 2015 and 2019
- Sales were at their peak in 2017 due to a high GDP and increased consumer spending power
- However, sales in 2020 are expected to be low due to the uncertainty in the recovery from the Covid 19 pandemic



## CV

- LCV sales grew at a CAGR of 9% between 2015 and 2019
- Similar to passenger cars, the sales were at their peak in 2017
- 2019 witnessed a recovery in the sales of commercial vehicles, which was short-lived



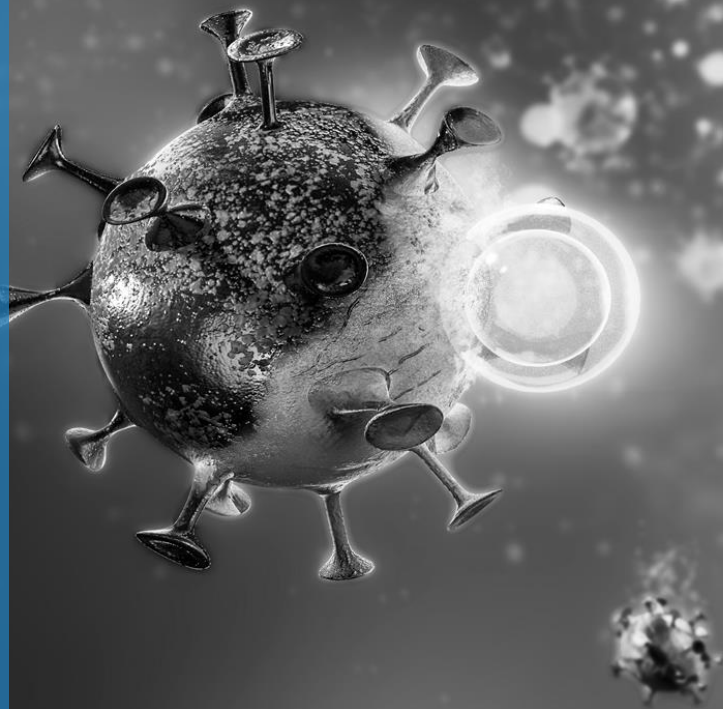


COVID 19 IMPACT ON

# BRAZIL

AUTOMOTIVE INDUSTRY

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## Brazil-Real GDP Growth (Annual percent change) 2010- 2020



Brazil is the tenth largest economy in the world and the biggest in Latin America. The services sector is the most important and accounts for 63 percent to total GDP. The biggest segments within services are government, defense, education and health (15 percent of total GDP); other services (15 percent); wholesale and retail trade (11 percent); real estate (8 percent); and financial services (7 percent). Also, manufacturing contributes to 18 percent of GDP, with manufacturing (11 percent) and construction (4 percent) accounting for the largest share. Exports of goods and services account for 13 percent of GDP while imports account for 12 percent, adding 1 percent of total GDP.

## Brazil -Consumer Price Index (CPI) April 2019 - March 2020 (% change)



In Brazil, the inflation rate measures a broad rise or fall in prices that consumers pay for a standard basket of goods. The most important categories of the index are: Food and beverages (26 percent of the total weight); transport (18 percent); housing (15 percent); health care (12 percent); and personal expenses (11 percent). Also, clothing accounts for 6 percent; education for 5 percent; household goods for 4 percent; and communication for 4 percent.

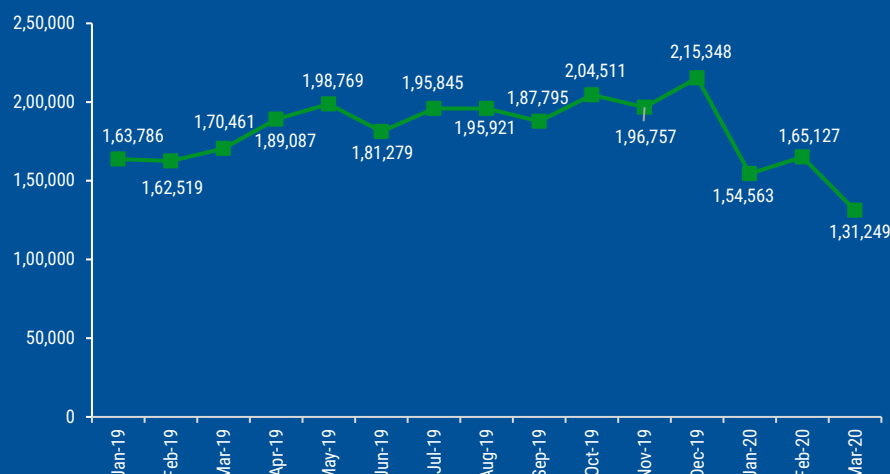
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



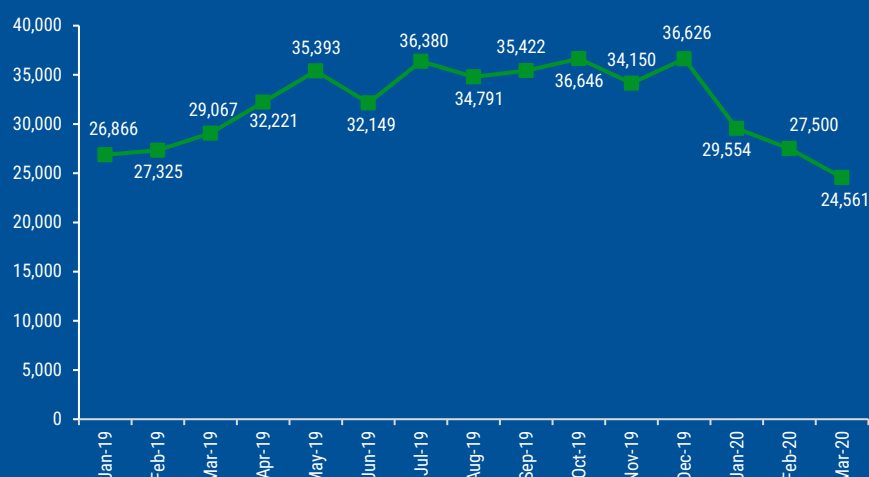
## PASSENGER CARS

- In March 2020, passenger car registrations in Brazil fell by 23% with respect to March of 2019
- With annual sales of 13.07 cars per 1,000 residents, 0.78 of them in March 2020, Brazil, occupies 47th place in the world ranking
- Changes in the vehicle sales in the country are directly related to GDP changes and country's economic condition



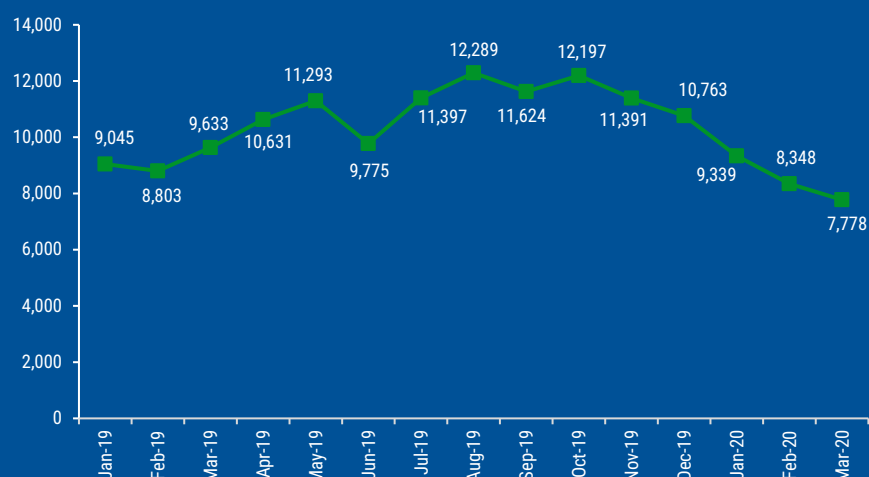
## LCV

- New sales registration of LCV in 2020 witnessed continuous drop in first three months due to fall in consumer confidence and, when it is sustained, a recession in the real economy
- LCV new sales witnessed drop by 18% in March 2020 compared to March 2020



## HCV

- HCV segment registered decline in new CV sales in the 2019 Q4 and 2020 Q1



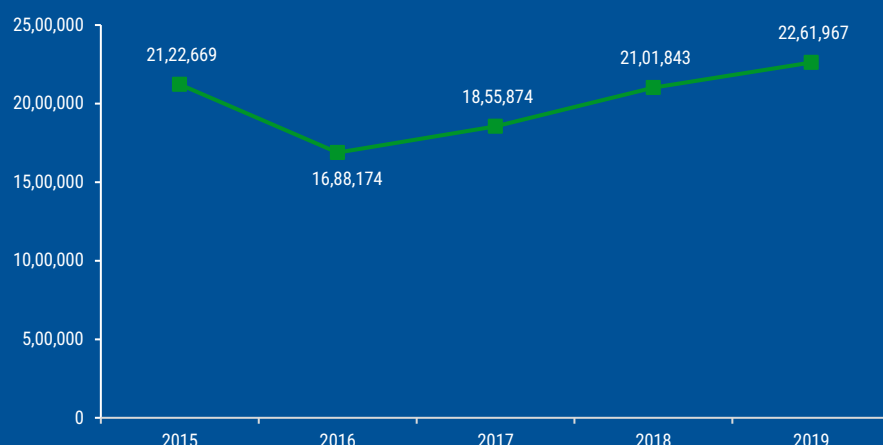


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



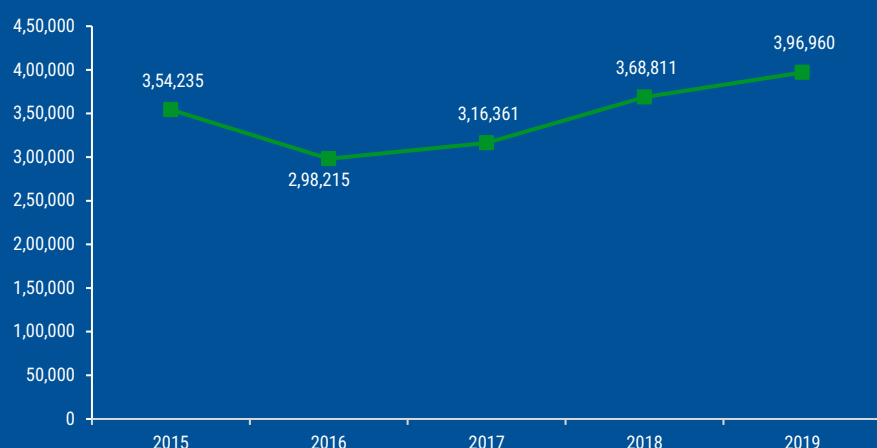
## PASSENGER CARS

- Brazil passenger car sales witnessed year-on-year growth of 13% and 7.6% in 2018 and 2019 respectively
- General Motors Co. sold the most cars and light trucks, accounting for 16 percent of new vehicles in the category in 2018
- Increases in credit availability continue to support gains in the segment



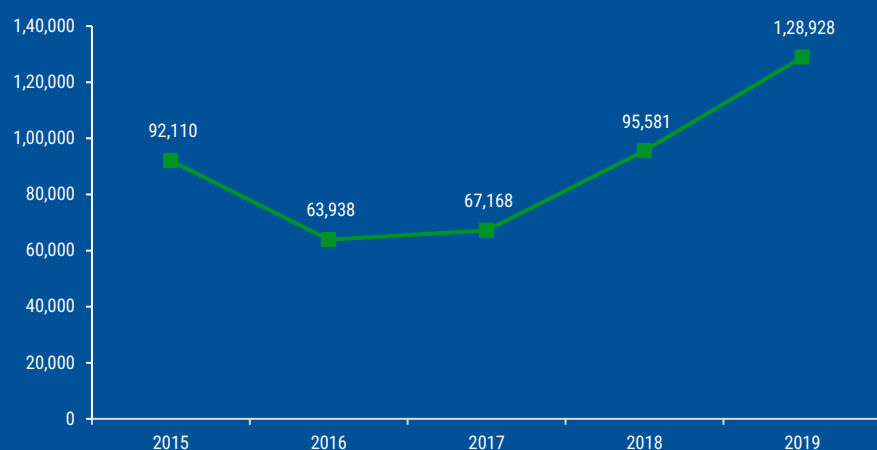
## LCV

- Brazil LCV category sales levelled off and started recovered post 2017
- The segment registered 16% and 7.5% Y-o-Y growth in 2018 and 2019 respectively



## HCV

- A strong rise in sales of HCV segment was witnessed in 2018 and 2019
- The vehicle category registered growth of 41% and 36% in 2018 and 2019 respectively





COVID 19 IMPACT ON

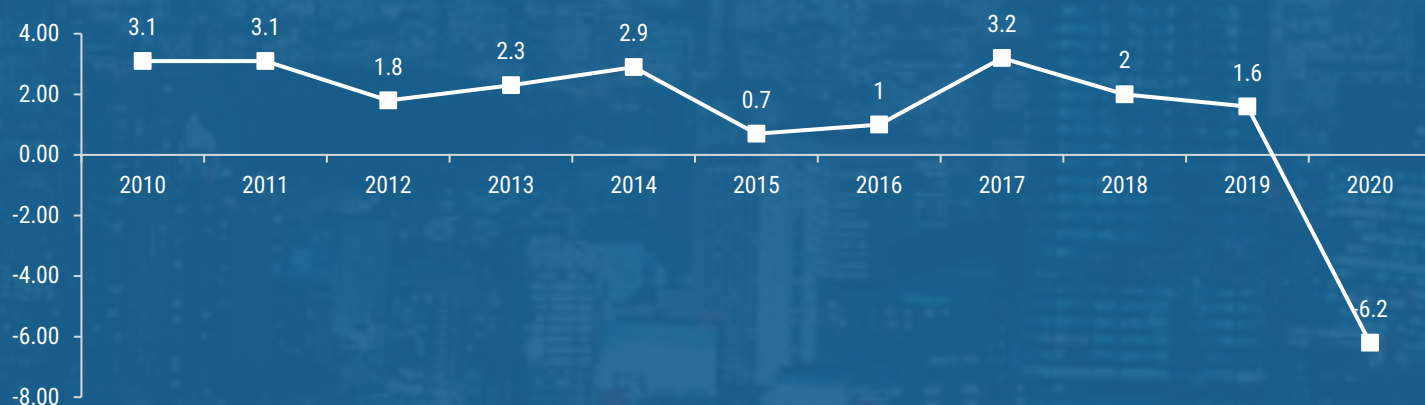
# CANADA

AUTOMOTIVE INDUSTRY

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## Canada-Real GDP Growth (Annual Percent Change) 2010 - 2020



The Gross Domestic Product (GDP) in Canada expanded 1.50 percent in the fourth quarter of 2019 over the same quarter of the previous year. In Canada, services account for more than 70 percent of GDP. Within services the most important are finance, insurance, real estate, rental and leasing and management of companies and enterprises (21 percent of total GDP); retail and wholesale trade (12 percent), health (8 percent) and public administration (6 percent). Manufacturing accounts for 13 percent of the output and construction for 6 percent. Mining and oil and gas extraction constitute only 4 percent of GDP, yet Canada is a net exporter of energy. Finally, agriculture, forestry, fishing and hunting account for 2 percent of output.

## Canada-Consumer Price Index (CPI) April 2019 - March 2020 (% Change)



Consumer Price Index CPI in Canada decreased to 136.60 points in March from 137.40 points in February of 2020. The goods and services in the CPI basket are divided into 8 major components: Food; Shelter; Household operations, furnishings and equipment; Clothing and footwear; Transportation; Health and personal care; Recreation, education and reading, and Alcoholic beverages, tobacco products and recreational cannabis. CPI data are published at various levels of geography including Canada, the ten provinces, Whitehorse, Yellowknife and Iqaluit, and select cities.

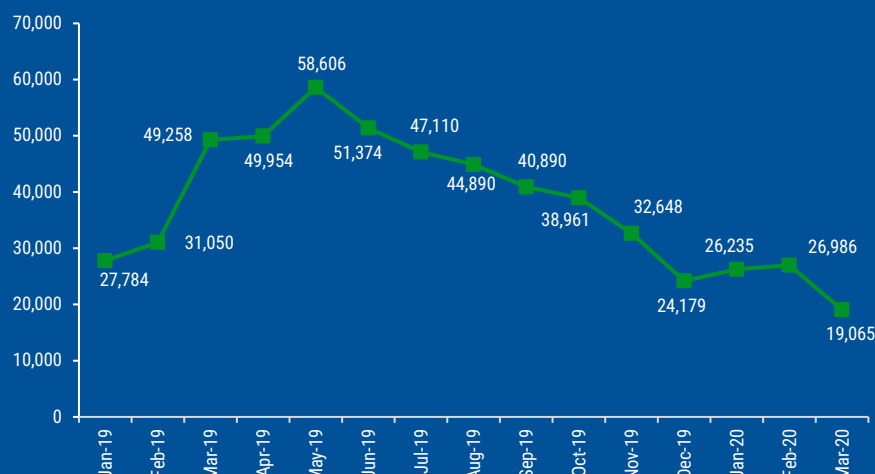
# MONTH-ON-MONTH DATA

(Jan 19 - Mar 20) - Units



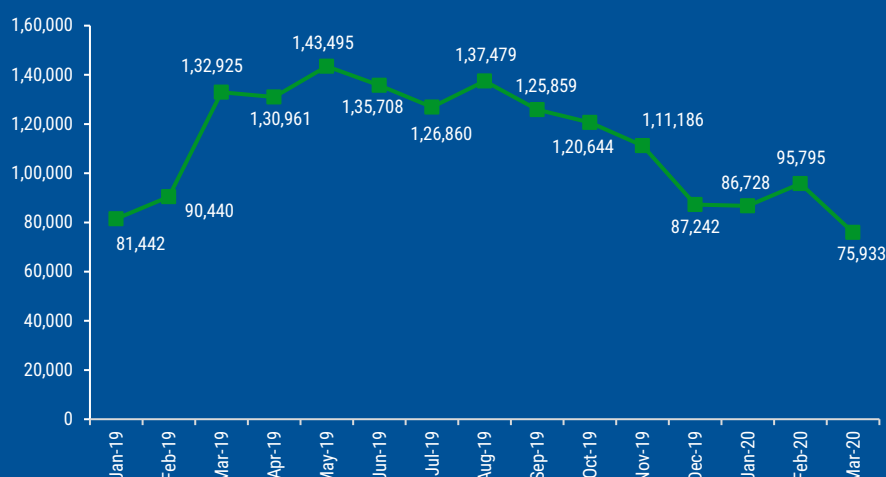
## PASSENGER CARS

- Toyota, GM, Volkswagen and Honda are some of the major OEMs operating in Canada
- Similar to the US, this country has witnessed an increase in sales of light trucks, at the expense of passenger cars
- Between March '19 to March '20, the PC sales declined by 61%



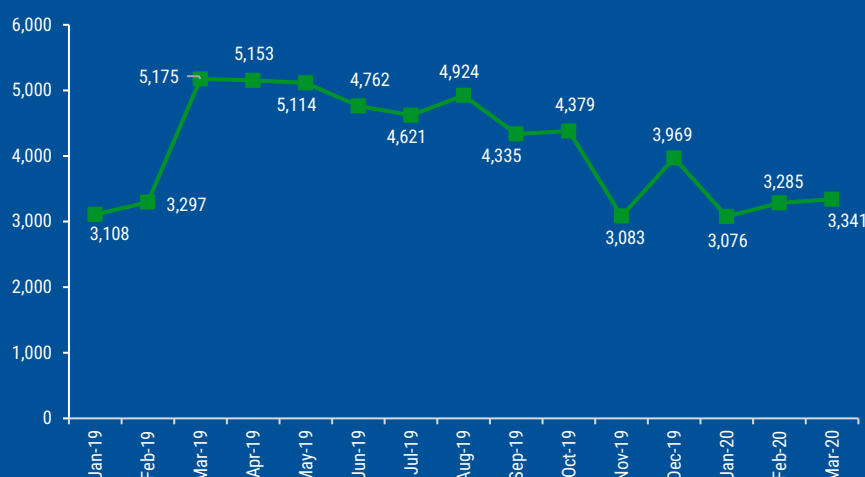
## LCV

- Pick up trucks/LCVs have witnessed increased demand in Canada in recent years
- These vehicles are majorly used for off-road activities in this country
- However, the extended lockdown has resulted in slowdown in economic activities, affecting the market negatively



## HCV

- As a part of the NAFTA, Canada has access to one of the largest markets, the US
- The HCV sales in this country are largely dependent on construction activities and goods transport



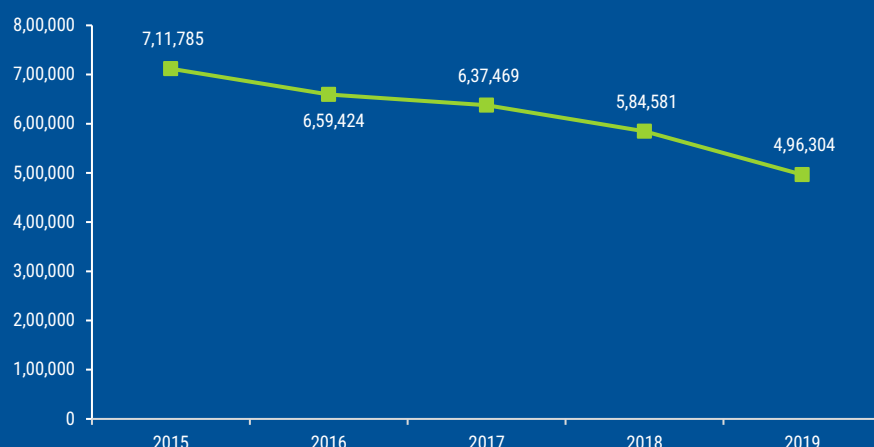


# YEAR-ON-YEAR DATA (2015 - 2019) - Units



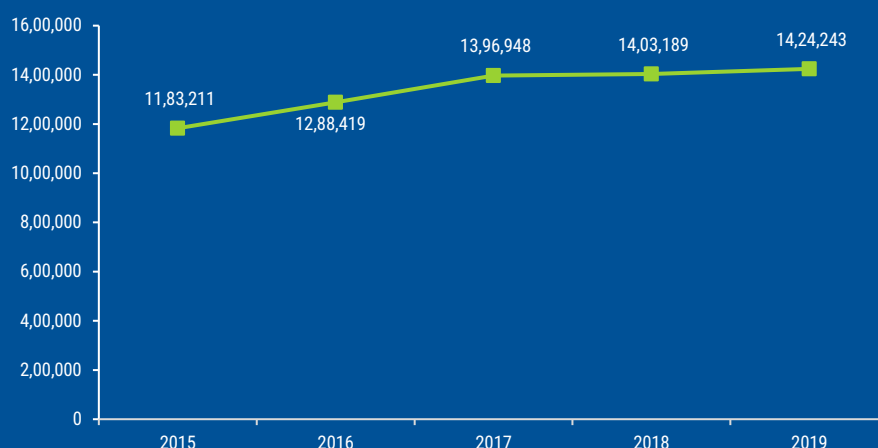
## PASSENGER CARS

- Passenger car sales declined by 9% from 2015 to 2019
- Most of the customers in this segment have moved towards the LCV segment



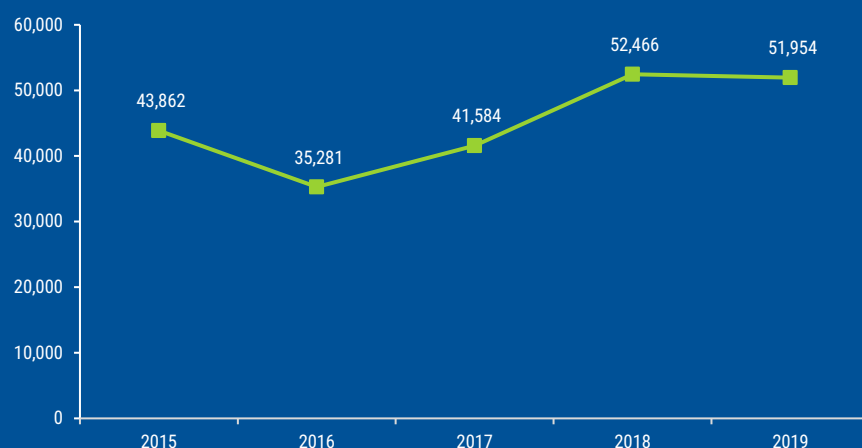
## LCV

- The LCV segment is dominated by Ford and General Motors in Canada
- New launches in this segment are expected to further boost demand
- However, decline in GDP and the Covid 19 pandemic could pose a challenge to this segment in 2020



## HCV

- The HCV segment has witnessed a 4% growth from 2015 to 2019, with highest sales in 2018
- Slowdown in the transportation of goods, construction activities and infrastructure could stagnate this market in 2020



# Thank You

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