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
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
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

95% Unmatched global coverage

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

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

Available for:
- Industry Forecast
- Model Family Sales Forecast
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- Engine Production Forecast
### Western Europe: Region Overview

**Economic summary**

- The overall economic situation is unprecedented collapse, plummeting in March and April in response to containment measures. European GDP in first quarter 2020, with investment, and exports all falling sharply, in line with restrictions on activity. Activity is starting to improve in May and June.

- Exceptions are large GDP growth evident across member states at significant differences. This is due to the containment measures, economic stress policy space. These factors are the same as in the scale of speed of recoveries. Highly capitalized-oriented economies in in particular vulnerable.

- Coordinated policy stimulus exceptionally severe recent multilateralism as some related risks Central Bank's ECHR's ongoing asset purchase programme and liquidity. It has contributed to a sharp spread and other risk with the European Conservatives propose that high-capitalization-oriented economies continue to see a long-term unemployment risk.

- Damage from the COVID-19 last longer than assumed, with the lockdown.

### Exhibit 4

<table>
<thead>
<tr>
<th>Region</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
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<tr>
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<td>289,704</td>
<td>301,062</td>
<td>308,236</td>
<td>315,561</td>
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<tr>
<td>Artic tractors</td>
<td>138,722</td>
<td>145,081</td>
<td>148,833</td>
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<td>150,258</td>
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<td>Tractors</td>
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### Table 1

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<tr>
<th>Region</th>
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About IHS Markit

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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ihsmarkit.com/automotive
automotive@ihsmarkit.com