



China Commercial Vehicle Finance Industry Report, 2020-2026

September 2020

STUDY GOAL AND OBJECTIVES

This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES

- ◆ To establish a comprehensive, factual, annually updated and cost-effective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
- ◆ To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
- ◆ To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
- ◆ To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
- ◆ To help company to succeed in a competitive market, and

METHODOLOGY

Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications.

Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES

The primary information sources include Company Reports, and National Bureau of Statistics of China etc.

Abstract

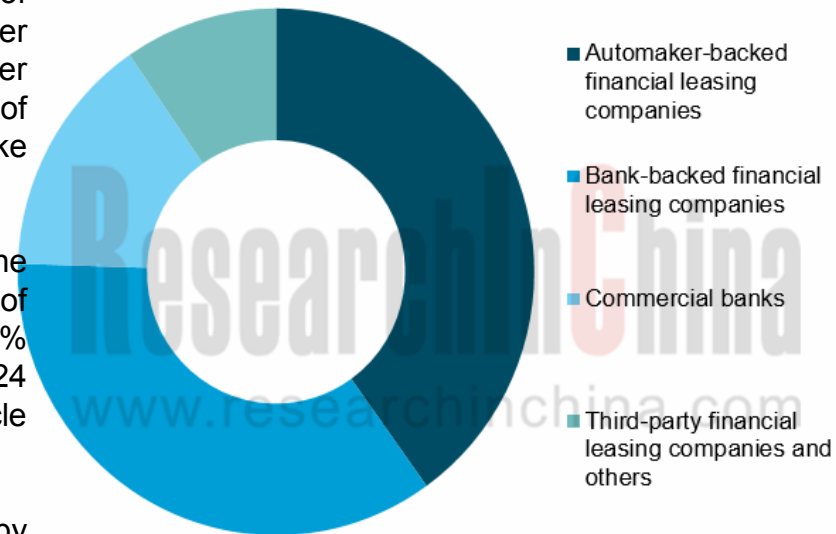
China's auto finance which has undergone four stages of development now becomes a market featuring diversified competition, with penetration of 52% and being valued at RMB1,280 billion in 2019.

The sale of commercial vehicle has remained at more than 4 million units over the past two years. Despite the COVID-19 pandemic's big bite of China's commercial vehicle sales in the first quarter of 2020, faster progress in major infrastructure, logistics e-commerce and 5G will trigger the surging demand for commercial vehicles. In the first seven months of 2020, China sold 2.8318 million units of commercial vehicle, a like-on-like jump of 14.3%.

In China, the prospering commercial vehicle market invigorates the commercial vehicle finance market. In 2019, the penetration of commercial vehicle finance in China was roughly 55%, far below the 90% in the world's mature markets, leaving vast room for growth. By 4.324 million commercial vehicles sold in 2019, China's commercial vehicle finance market boasted a scale of 2.378 million units in 2019.

China's commercial vehicle finance market is now dominated firmly by automaker-backed and bank-backed financial leasing companies, sweeping a combined 75.5% of the market in 2019. Besides, commercial banks ranked fourth with a 14.9% share. Automaker-backed financial leasing companies stand out for most manufacturers have developed a closed loop in their efforts to transform from manufacture to marketing, and then to services.

China's Commercial Vehicle Finance Market Size, 2019



Source: ResearchInChina

The thorough development of commercial vehicle finance has been accompanied by imperfections of such services, like weak foundation of used-car evaluation system, unsound risk control system, blind competition, and huge financial capital demand and insufficient bank capital supply, all of which hinders the development of commercial vehicle financial services in China.

Yet, China's risk control system for commercial vehicle finance gets improved progressively. For one thing, advancing technologies such as big data offer better solutions to risk control in auto finance; secondly, the support from automakers, insurers, leasing and logistics companies helps perfect the risk control system.

In the forthcoming years, the favorable policies will foster the maturity of Chinese commercial vehicle finance market which is to feature more diversified products, better risk control system, lower credit threshold and higher penetration. It is forecast that the commercial vehicle finance market in China will boast penetration up to 80% and scale of 4.056 million units by 2026.

China Commercial Vehicle Finance Industry Report, 2020-2026 highlights the following:

- ◆ China auto finance industry (development environment, development history, status quo, market size, competitive landscape, development trends, etc.);
- ◆ China commercial vehicle finance industry (status quo, main players, competitive landscape, market size, risk control system, etc.);
- ◆ 16 commercial vehicle finance companies (profile, commercial vehicle finance business, etc.).

1 Automotive Finance

- 1.1 Overview of Automotive Finance
 - 1.1.1 Classification and Market Players
 - 1.1.2 Automotive Financial Leasing
 - 1.1.3 Business Mode of Automotive Financial Leasing
- 1.2 Overview of Commercial Vehicle Finance

2 China Automotive Finance Industry

- 2.1 Development Environment
 - 2.1.1 Policy
 - 2.1.2 Economy
 - 2.1.3 Automobile Production
 - 2.1.4 Automobile Sales
 - 2.1.5 Automobile Ownership
- 2.2 Status Quo
- 2.3 Market Size
- 2.4 Competitive Landscape
- 2.5 Operation of Auto Finance Companies
- 2.6 Development Trends
 - 2.6.1 Larger Market Share of Auto Finance Companies
 - 2.6.2 Soaring Used Car Finance Business
 - 2.6.3 More and More Auto Finance Products Come out
 - 2.6.4 Better Credit System Promotes Auto Finance Market
 - 2.6.5 Internet Automotive Finance Becomes Trend
 - 2.6.6 A Change in Consumption Structure

- 2.6.7 Faster Shuffle of the Industry

3 China Commercial Vehicle Finance Industry

- 3.1 Commercial Vehicle Sales
- 3.2 Status Quo
- 3.3 Penetration
- 3.4 Major Participants
 - 3.4.1 Commercial Banks
 - 3.4.2 Bank-backed Financial Leasing Companies & Automaker-backed Finance Companies & Third-party Financial Leasing Companies
- 3.5 Competitive Landscape
- 3.6 Market Size
 - 3.6.1 Market Size (by Product)
- 3.7 Risk Control System
- 3.8 Favorable Policies Spur Commercial Vehicle Finance Industry

4 China Commercial Vehicle Finance Companies

- 4.1 Lionbridge Financing Leasing (China) Co., Ltd.
 - 4.1.1 Profile
 - 4.1.2 Development History
 - 4.1.3 Commercial Vehicle Finance Business
- 4.2 Fincera Inc.
 - 4.2.1 Profile
 - 4.2.2 Commercial Vehicle Finance Business

- 4.3 Pangda Automobile Trade Co., Ltd.
 - 4.3.1 Profile
 - 4.3.2 Commercial Vehicle Finance Business
- 4.4 FAW Auto Finance Co., Ltd.
- 4.5 First Automobile Finance Co., Ltd.
 - 4.5.1 Profile
 - 4.5.2 Commercial Vehicle Finance Business
- 4.6 Shandong HOWO Auto Finance Co., Ltd.
- 4.7 Guangxi Tong Sheng Finance Leasing Co., Ltd.
- 4.8 Keking Financial Leasing (Shanghai) Co., Ltd.
 - 4.8.1 Profile
 - 4.8.2 Development History
 - 4.8.3 Commercial Vehicle Finance Business
- 4.9 Tianjin ForFin Leasing Co., Ltd.
 - 4.9.1 Profile
 - 4.9.2 Commercial Vehicle Finance Business
- 4.10 Beijing CA Sinfusi Financial Leasing Co., Ltd.
 - 4.10.1 Profile
 - 4.10.2 Commercial Vehicle Finance Business
- 4.11 Honggao Finance Leasing Co., Ltd.
 - 4.11.1 Profile
 - 4.11.2 Partners
 - 4.11.3 Commercial Vehicle Finance Business
- 4.12 Fortune Auto Finance Co., Ltd.
 - 4.12.1 Profile
 - 4.12.2 Commercial Vehicle Finance Business
- 4.13 Dongfeng Motor Finance Co., Ltd.
 - 4.13.1 Profile
 - 4.13.2 Commercial Vehicle Finance Business
 - 4.13.3 Commercial Vehicle Financial Products
- 4.14 Deron International Financial Leasing Co., Ltd.
- 4.15 Ping An International Financial Leasing Co., Ltd.
- 4.16 Sany Auto Finance Co., Ltd.

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