



## VEHICLE SALES AND PRODUCTION FORECASTING

### ▶ DRIVING AUTOMOTIVE INTELLIGENCE

IHS Global Insight's suite of vehicle forecasts and analyses spans the globe. We offer the most reliable view of events and trends that are shaping the industry and provide detailed forecasts of automotive production and sales. We support our forecasts with insightful commentary and analysis that enable you to succeed in this complex, highly competitive industry.

Our vehicle forecasts are available at the country, regional, and global level by manufacturer and vehicle sector. Each service provides production and sales forecasts by model, as well as insightful analysis of issues affecting supply and demand. Additional critical elements of our coverage include the monitoring of segment trends and manufacturers' platforms, product and production strategies, and access to IHS Global Insight's automotive experts.

| SERVICE   | VEHICLE SECTOR  | COVERAGE   | FREQUENCY |
|---|---|--|-----------|
| WORLD CAR INDUSTRY FORECAST                             | LIGHT VEHICLES  | WESTERN AND EASTERN EUROPE, NORTH AND SOUTH AMERICA, ASIA, AFRICA, AND THE MIDDLE EAST   | MONTHLY*  |
| WORLD CAR SALES FORECAST                                | CARS AND CAR SUBSTITUTES  | WESTERN EUROPE, UNITED STATES, AND JAPAN   | MONTHLY*  |
| WORLD LIGHT TRUCK INDUSTRY FORECAST                     | SUVs, MPVs, CAR-DERIVED VANS, PICK-UPS, MICROVANS, MEDIUM VANS, AND HEAVY VANS. | WESTERN EUROPE, NORTH AMERICA, AND JAPAN   | MONTHLY*  |
| WORLD TRUCK INDUSTRY FORECAST                           | MEDIUM AND HEAVY DUTY   | WESTERN AND EASTERN EUROPE, NORTH AND SOUTH AMERICA, AND ASIA  | QUARTERLY |
| ASIAN AUTOMOTIVE INDUSTRY FORECAST                      | LIGHT, MEDIUM, AND HEAVY DUTY   | AUSTRALIA, CHINA, INDIA, INDONESIA, JAPAN, MALAYSIA, THE PHILIPPINES, SOUTH KOREA, TAIWAN, AND THAILAND  | MONTHLY*# |
| EAST EUROPEAN AUTOMOTIVE INDUSTRY FORECAST              | LIGHT, MEDIUM, AND HEAVY DUTY   | BELARUS, BULGARIA, CROATIA, CZECH REPUBLIC, ESTONIA, HUNGARY, KAZAKHSTAN, LATVIA, LITHUANIA, POLAND, ROMANIA, SERBIA-MONTENEGRO, SLOVAKIA, SLOVENIA, TURKEY, RUSSIA, UKRAINE, AND UZBEKISTAN | MONTHLY*# |
| EUROPEAN LIGHT VEHICLE INDUSTRY FORECAST                | LIGHT VEHICLES  | WESTERN EUROPE PLUS EU ACCESSION COUNTRIES   | MONTHLY*  |
| MIDDLE EASTERN AND AFRICAN AUTOMOTIVE INDUSTRY FORECAST | LIGHT VEHICLES  | IRAN, SAUDI ARABIA, ISRAEL, KUWAIT, OMAN, QATAR, UNITED ARAB EMIRATES, BAHRAIN, EGYPT, MOROCCO, AND SOUTH AFRICA   | MONTHLY*  |
| NORTH AMERICAN LIGHT VEHICLE INDUSTRY FORECAST          | LIGHT VEHICLES  | UNITED STATES, CANADA, AND MEXICO  | MONTHLY*  |
| SOUTH AMERICAN AUTOMOTIVE INDUSTRY FORECAST             | LIGHT, MEDIUM, AND HEAVY DUTY   | ARGENTINA, BOLIVIA, BRAZIL, CHILE, COLOMBIA, ECUADOR, PARAGUAY, PERU, URUGUAY, AND VENEZUELA   | MONTHLY*# |

\*10 updates per year

#Medium- and heavy-duty trucks are updated quarterly



### ▶ **WORLD CAR INDUSTRY FORECASTING SERVICE**

This service provides a global perspective on the car industry, enabling clients to anticipate demand mix, prepare product and production plans, evaluate shifts in market share, and assess the impact of new products. Insightful commentary, together with clear data and analysis, provides the tools to help automotive industry players understand the impact of economic, political, and industry changes on car demand, supply, and trade. This service offers a consolidated view of the world car market, as well as regional and country-level analysis.

#### **Service features include:**

- Key developments in the economic, legislative, and competitive environments
- Historical and forecast production tables by region and country
- Model-line production detail for cars produced in Western Europe, North America, and Japan
- Annual forecasts for production by manufacturer for all countries and regions
- Demand forecasts by market and by segment
- Manufacturer product plans with information on new models, platforms, body variants, and facelifts

### ▶ **WORLD CAR SALES FORECASTING SERVICE**

With sales forecasts for the world car market at the regional and country level, this service complements the World Car Industry Forecasting Service, where the emphasis is on production. In addition to insightful commentary and analysis, this service provides model-line forecasts for every car manufactured in Western Europe, the United States, and Japan.

### ▶ **WORLD TRUCK AND LIGHT TRUCK INDUSTRY FORECASTING SERVICES**

These services combine quantitative analytical techniques with informed judgments to provide forecasts and analyses of truck sales and production in the key markets of the world's major regions. Source data have been refined by detailed analyses in order to establish uniform and consistent segmentation on a global basis. The World Truck and Light Truck Services also cover political, economic, and legislative changes and their impact on the world's truck and light-truck markets.

#### **Service features include:**

- Forecast tables and supporting commentary for each country
- World and regional summaries
- Sales and production by country, manufacturer, brand, and weight sector, as well as by model line for light trucks (0–6 tons/14,000 lbs. GVW)
- Summary tables with production by manufacturer and assembly plant (medium and heavy trucks)
- Manufacturer market shares and competitive changes
- Key economic data and forecasts
- Company profiles for the major medium and heavy truck producers



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## ▶ AUTOINSIGHT PRODUCTION

AutoInsight Production is IHS Global Insight's newest generation of automotive intelligence. Delivered through a Web browser, the service provides in-depth coverage of light-vehicle production forecasts around the world. Information is delivered in all-inclusive "snapshots" saturated with links that bridge the information gaps between forecast data, product knowledge, life-cycle timing, and the rationale behind forecasts.

### The service provides production forecast and intelligence for:

- 50+ countries
- 130 strategic groups
- 250+ brands
- 1,670+ models
- 600+ plants
- 600+ platforms
- 1,900+ program codes

## ▶ REGIONAL AUTOMOTIVE INDUSTRY FORECASTING SERVICES

IHS Global Insight's Regional Automotive Industry Forecasting Services provide extensive analyses and forecasts of the world's light-, medium-, and heavy-duty vehicle markets and industries. Each service provides a regional overview and country-level analyses. Our commentary includes insightful analyses on the economic, demographic, and financial forces that impact each market and topical issues that affect future sales and production.

### Service features, where applicable, include:

- Coverage of key developments in the economic, legislative, and competitive environments
- Historical and forecast production tables for the region and by country
- Model and platform production detail for all light vehicles at the plant level
- Demand forecasts by market and by segment
- Manufacturer product plans with information on new models, facelifts, platforms, and body variants

IHS Global Insight's Automotive Group provides more specific vehicle forecasting services targeted toward niche markets, including the NAFTA Truck Forecasting Service. IHS Global Insight also provides sales or production data and customized deliveries to accommodate clients' market segmentation systems where required. All services can be augmented with selected technical and body-style detail.

## ▶ ABOUT IHS GLOBAL INSIGHT AUTOMOTIVE

IHS Global Insight's Automotive Group is comprised of over 100 dedicated, full-time employees in countries across three continents. Collectively, we have over 650 years of experience working in the automotive industry. Many of our team members have previously been employed in various analytical, planning, engineering, and management positions at over 40 different vehicle manufacturers, suppliers, and automotive consulting and information companies. The automotive team includes graduates in many relevant disciplines, including economics, business studies, and engineering, and is fluent in more than 15 languages. We believe that no other automotive information supplier has the diversity, experience, and expertise of the Automotive Group at IHS Global Insight.

## ▶ MORE INFORMATION

IHS Global Insight's automotive consultants and industry experts are always available to answer questions and offer customized solutions for your unique challenges. For more information about IHS Global Insight's automotive practice, please visit [www.ihsglobalinsight.com/Automotive](http://www.ihsglobalinsight.com/Automotive).

## THE POWER OF PERSPECTIVE

**ABOUT IHS GLOBAL INSIGHT:** IHS Global Insight ([www.ihsglobalinsight.com](http://www.ihsglobalinsight.com)) provides the most comprehensive economic and financial information on countries, regions, and industries available from any source. IHS Global Insight's immediate and insightful analysis of market conditions and key events enables innovative and successful decision making for clients around the world. IHS Global Insight employs approximately 700 employees in 13 countries.

### CONTACT US

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