



TecAlliance E-newsletter
December 2020

Merry Christmas
Happy New Year

Dear TecAlliance partner,

Thank you for your trust and support to TecAlliance.

**We wish you and your beloved ones the best Christmas ever
and a happy new year.**

Let's look forward to a safe and healthy 2021!

TecAlliance China



TecAlliance

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01

Market Info

(China Mainland /
Hongkong / Taiwan)

China Mainland Highlight Vehicle News

2020 New Energy vehicle Industry Trends



Hyundai Group will establish exclusive fuel cell brand HTWO

With Toyota's rapid progress in hydrogen vehicles, Hyundai Motor Group has just announced that it will launch a dedicated hydrogen fuel cell brand, HTWO, to strengthen its industrial layout in the hydrogen fuel field.

Modern officials have interpreted the name of "HTWO": HTWO contains the concepts of H₂ "hydrogen molecule", Hydrogen "hydrogen" and Humanity "human". According to Hyundai Motor's plan, the main application areas of hydrogen fuel cells in the future will focus on air transportation, automobiles, ships, trains, etc., and focus on the four major markets of China, the United States, Europe, and South Korea.

Hyundai Motor Group has always been an active promoter of hydrogen fuel cell systems. At the end of 2013, it launched the ix35 FCV, the hydrogen energy model of ix35, and then launched a series of hydrogen energy models such as NEXO SUV and XCIENT fuel cell heavy truck. The sales volume also shows a slight growth trend year by year.

Winter is here, and for many electric car owners, it has reached the most troublesome time of the year. The impact of low temperature on the battery system is also a major technical problem facing electric vehicle companies. The hydrogen fuel cell technology shows its own unique advantages in this regard, which is one of the reasons why many Japanese and Korean brands are eager for this technology. In addition, studies have shown that the cost of converting existing gas station facilities into hydrogen charging stations is also advantageous.

It is believed that with the increasing maturity of fuel cell vehicle (FCV) technology, the new energy market will also present a flourishing market scene in the foreseeable future, bringing consumers more choices.

China Mainland Highlight Vehicle News

2020 New Energy vehicle Industry Trends

Replace Panasonic! LG will expand production capacity in China, or become Tesla's largest battery supplier

Recently, LG Chem is about to substantially increase battery production to meet Tesla's needs. It is reported that LG Chem will invest approximately US\$500 million in a lithium-ion battery plant in Nanjing and plans to expand the existing 8 production lines to 17 production lines, with a view to increasing battery production by approximately 8 MWh next year.

According to the existing news, it can be judged that as the production and sales of the domestic Model 3 continue to rise, the 2170 cylindrical NCM batteries in the high-end models of the car are out of stock. Therefore, it is reasonable to increase the battery output. Of course, the domestically produced Model 3 standard endurance rear-drive upgraded version is still equipped with the lithium iron phosphate battery provided by CATL.

Another point worth noting is that even if the domestic Model Y is put into production and sold, it will not further increase the expanded battery capacity. According to informed sources: Each LG Chem production line can produce up to 7 million batteries per month. Therefore, LG Chem's 17 production lines in Nanjing will be able to meet their one-year battery production capacity and supply approximately 323,000 pure electric vehicles. As for the extra batteries, they will be sent to Germany and supplied to the local Tesla factory.



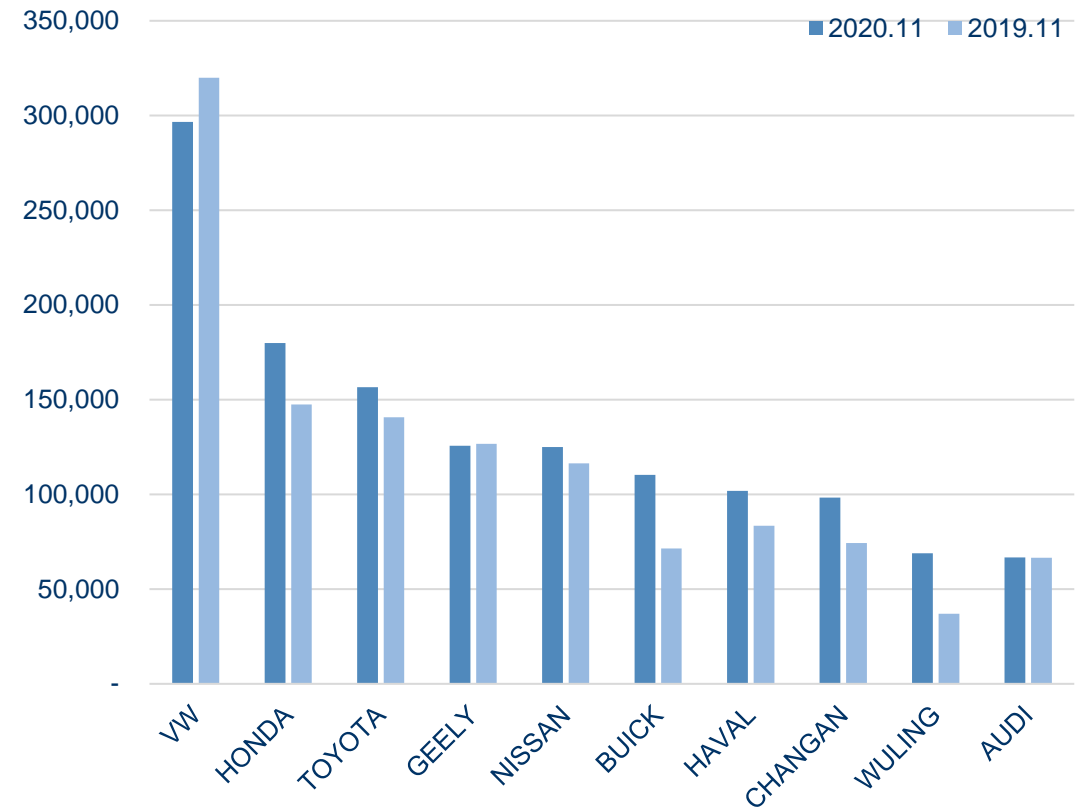
China Mainland Highlight Vehicle News

Top 10 Brand sales rankings in November 2020



Sales comparison

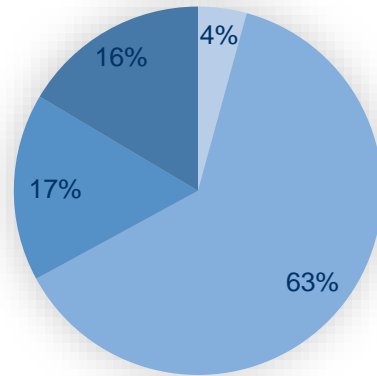
In terms of November sales, Volkswagen is still the most popular brand in China, and its sales are far ahead of other brands. Compared with the same period last year, with the exception of Volkswagen, all other brands are higher than the same period last year.





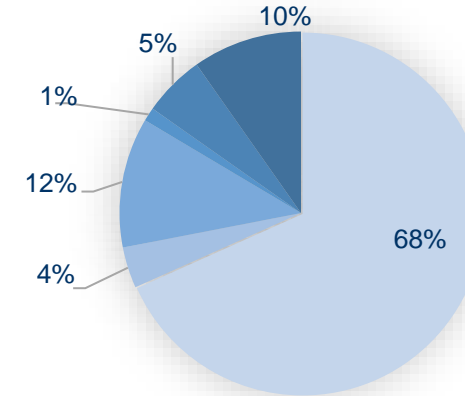
China November New vehicle Analysis

New vehicle statistics



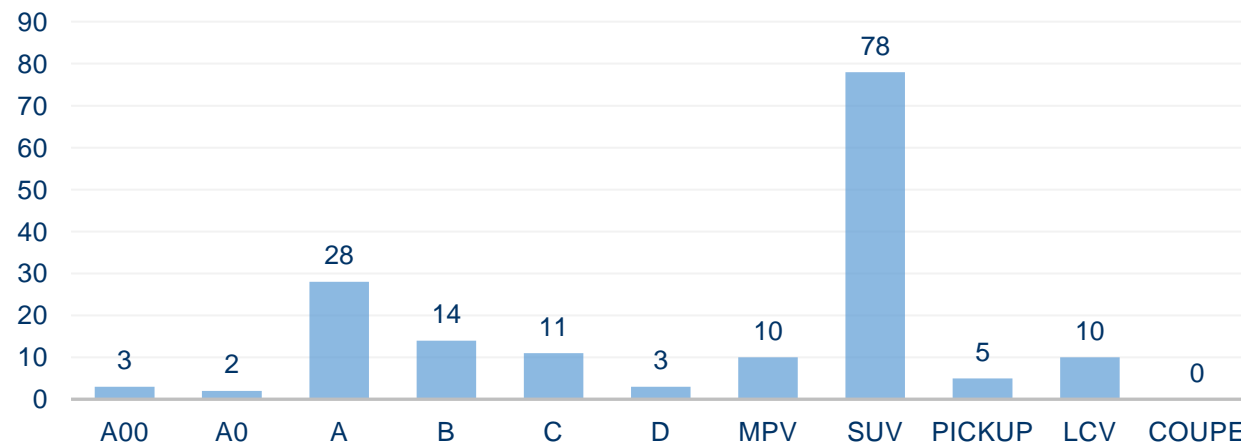
■ New Generation ■ Facelifted ■ New Type ■ New Model

Traditional Energy and New Energy Vehicles Statistics

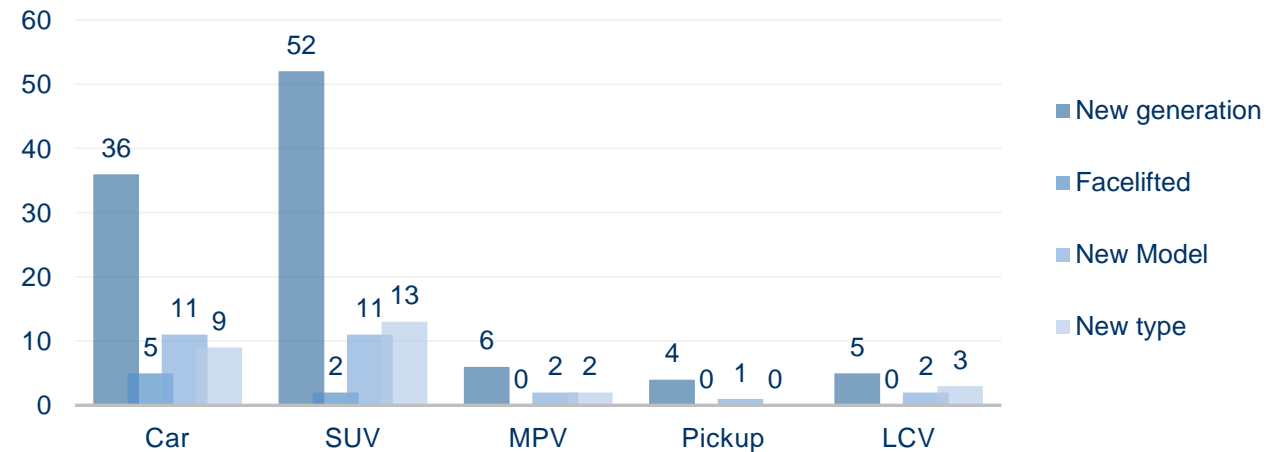


■ Petrol ■ Desiel ■ EV ■ HEV ■ PHEV ■ MHEV

Level statistics



Market segment type statistics



Remarks:
 All statistical data is based on K-Type. In November 2020, the total coverage of K-Type was 164, of which 61 were New K-Type.
 New model means that launched model that did not exist before
 New type means that the new displacement and power have been launched

New Car – China Mainland Nov 2020

#	Brand	Number of New Applications	#	Brand	Number of New Applications
1	MERCEDES-BENZ	20	17	GAC NE	3
2	VW (FAW)	9	18	LINCOLN	3
3	AUDI	8	19	WEY	3
4	VW (SVW)	5	20	mitsubishi (GAC)	2
5	MASERATI	5	21	PORSCHE	2
6	FORD (CHANGAN)	5	22	NAC IVECO (NAVECO)	2
7	CADILLAC (SGM)	4	23	GEELY	2
8	MG (SAIC)	4	24	CHERY	2
9	AUDI (FAW)	4	25	MERCEDES-BENZ (BBDC)	2
10	LAND ROVER	4	26	BAOJUN (SGMW)	2
11	BEIJING	3	27	XIAOPENG	2
12	DONGFENG (DFAC)	3	28	NISSAN (DFAC)	2
13	WULING (SGMW)	3	29	EXEED (CHERY)	2
14	BUICK (SGM)	3	30	LINCOLN (CHANGAN)	2
15	NETA (HOZON)	3	31	JMEV	2
16	BMW	3	32	FOTON	2

#	Brand	Number of New Applications	#	Brand	Number of New Applications
33	ROEWE (SAIC)	2	49	SOL	1
34	MAXUS	2	50	CIIMO	1
35	YEMA	2	51	SKODA (SVW)	1
36	JINBEI	2	52	CHANGHE	1
37	GREAT WALL	2	53	HONDA (GAC)	1
38	CHANA	2	54	PEUGEOT (DF-PSA)	1
39	OSHAN	2	55	ORA	1
40	CHANGAN	2	56	BYD	1
41	VW	2	57	JAC	1
42	BESTUNE	1	58	VOLVO ASIA	1
43	DONGFENG XIAOKANG	1	59	HAIMA (FAW)	1
44	LINGBOX	1	60	REFINE	1
45	JEEP (GAC FCA)	1	61	KIA (DYK)	1
46	DAYUN	1	62	LAND ROVER (CHERY)	1
47	BMW (BRILLIANCE)	1	63	FARIZON AUTO	1
48	GAC	1	64	MINI	1
			65	LEXUS	1
			66	AEOLUS	1

CHINA VIO REPORT

China Mainland



VIO until 2020 H1

VEHICLES IN OPERATION

232,061,348

KTYPE WITH VIO

7118

VEHICLE BRANDS

287

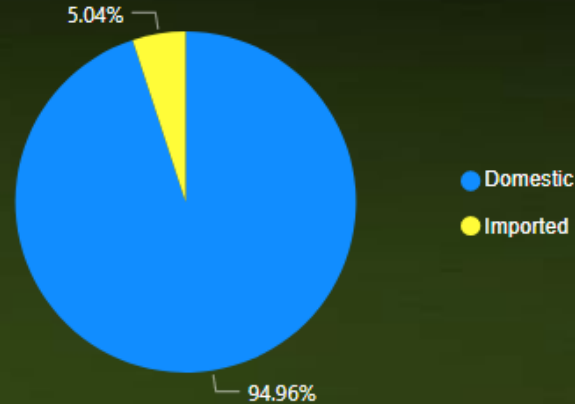
VIO BY VEHICLE SEGMENTS

INFORMATION

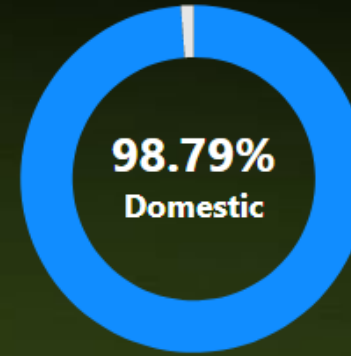
DOMESTIC & JOINT VENTURE CAR
INCLUDES BRAND WHICH ARE PRODUCED IN CHINA SUCH AS BYD, GEELY, VW (SVW), TOYOTA (GAC) & ETC

IMPORTED CAR

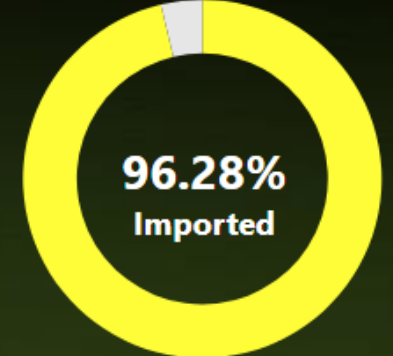
INCLUDES BRAND WHICH ARE NOT PRODUCED IN CHINA SUCH AS VW, PORSCHE, LAND ROVER & ETC



K-TYPE / VIO COVERAGE BY SEGMENT



217.5M
VIO COVERED



11.4M
VIO COVERED

TOP1 VEHICLE BASED ON VIO



上汽大众
SAIC VOLKSWAGEN



VW (SVW)

LAVIDA

VIO OF TOP1 VEHICLE

1,897,454

POPULATION SHARE

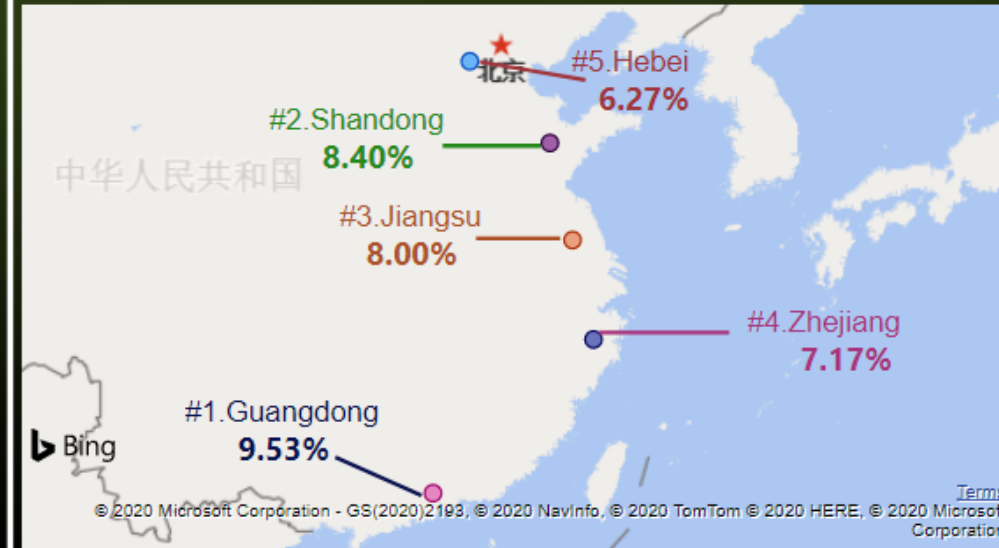
0.82%

TREND OF ANNUAL REGISTRATION FROM 2005 TO 2019



TOP 5 PROVINCES BY VIO

(Dated from 1999 to 2020H1)



Hong Kong Highlight Vehicle News

Hong Kong November 2020 Vehicle News

At present, the epidemic in Hong Kong has eased, the third wave of the new crown epidemic has been brought under control, and the auto market has continued to rebound. Passenger car sales were 3,116 in September 2019, and 3,839 in September 2020, a year-on-year increase of 23.2%. Toyota's sales this month were 934 vehicles, an increase of 15.9% from the previous month, making it the most popular car brand in Hong Kong again.

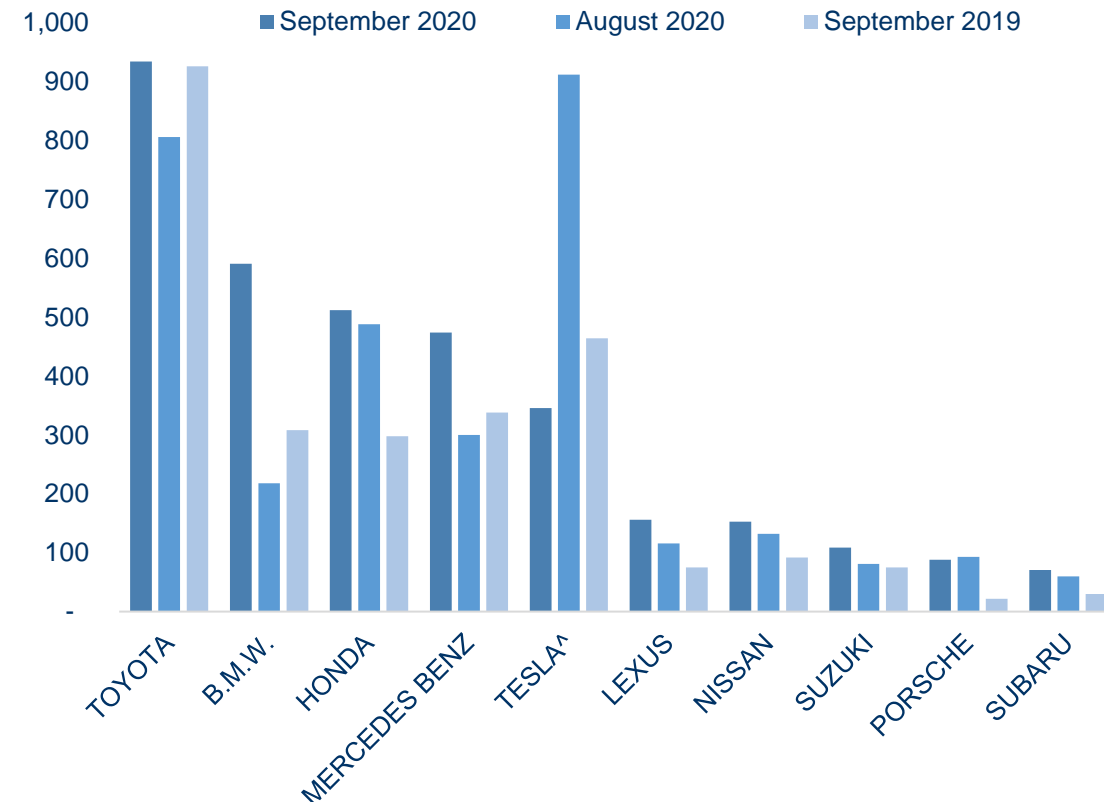
BMW ranked second with 591 sales, an increase of 171% from the previous month. Honda's sales ranked third, with a month-on-month increase of 5%. Mercedes-Benz sales increased by 58% from last month, ranking fourth. Tesla's sales this month fell sharply compared to the previous month, ranking fifth. The sales of the remaining top ten brands are basically at the monthly average level, and the sales of the entire automobile market as a whole exceed the level of the same period last year.



Hong Kong Sales Comparison

The COVID-19 pandemic eases and car sales rise overall

In September, Toyota became the most popular car manufacturer in Hong Kong again. Sales of BMW, Honda and Mercedes-Benz rose month-on-month, ranking second, third and fourth respectively. Although Tesla's sales skyrocketed last month, sales plummeted again this month, and the ranking moved four places to fifth place. The sales of the remaining brands are slowly picking up year-on-year, and overall car sales are showing an upward trend.



HONG KONG VIO REPORT

Hong Kong (China)



VEHICLES IN OPERATION

712,931

KTYPE WITH VIO

3971

VEHICLE BRANDS

71

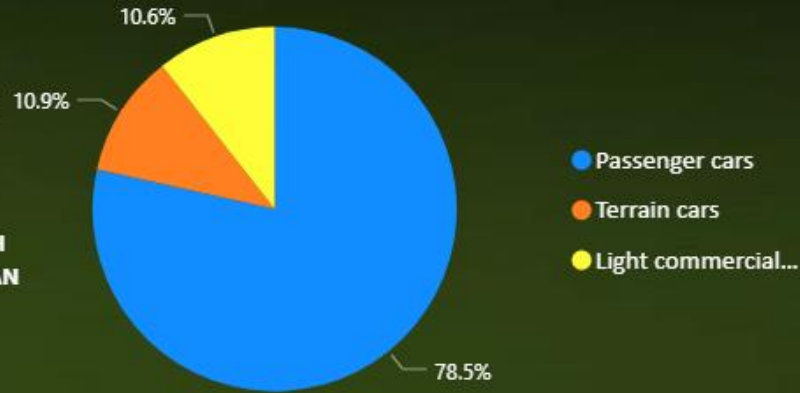
VIO until 2019

VIO BY VEHICLE SEGMENTS

INFORMATION

TERRAIN CAR (e.g. SUV & PICKUP)
INCLUDES VEHICLES SUCH AS TOYOTA HILUX, SUZUKI JIMNY, BMW X5 & ETC

LIGHT COMMERCIAL VEHICLE
INCLUDES VEHICLE < 7.5 TONNES SUCH AS TOYOTA HIACE, HONDA ACTY, NISSAN NV-SERIES & ETC



K-TYPE / VIO COVERAGE BY SEGMENT



547K
VIO COVERED



76.9K
VIO COVERED



69.2K
VIO COVERED

TOP1 VEHICLE BASED ON VIO



TOYOTA



COROLLA

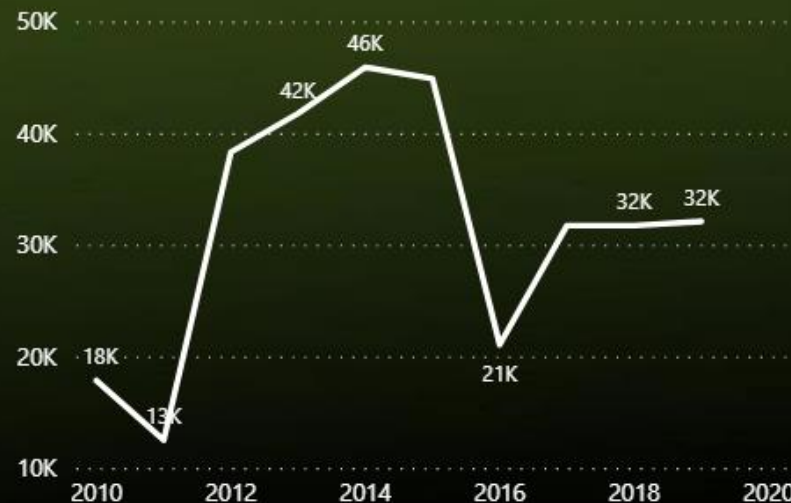
VIO OF TOP1 VEHICLE

36,876

POPULATION SHARE

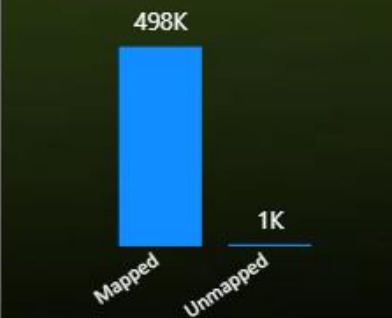
5.17%

TREND OF ANNUAL REGISTRATION FROM 2010 TO 2019



TOP 1000 VIO K-TYPE MAPPING

TOP 1000 VIO = 69.91%
Total VIO



MATCH	VIO	%
Mapped	497,698	99.85%
Unmapped	733	0.15%

MAP



POWERED BY esri

Taiwan Highlight Vehicle News

Taiwan Auto Sales Report for November 2020



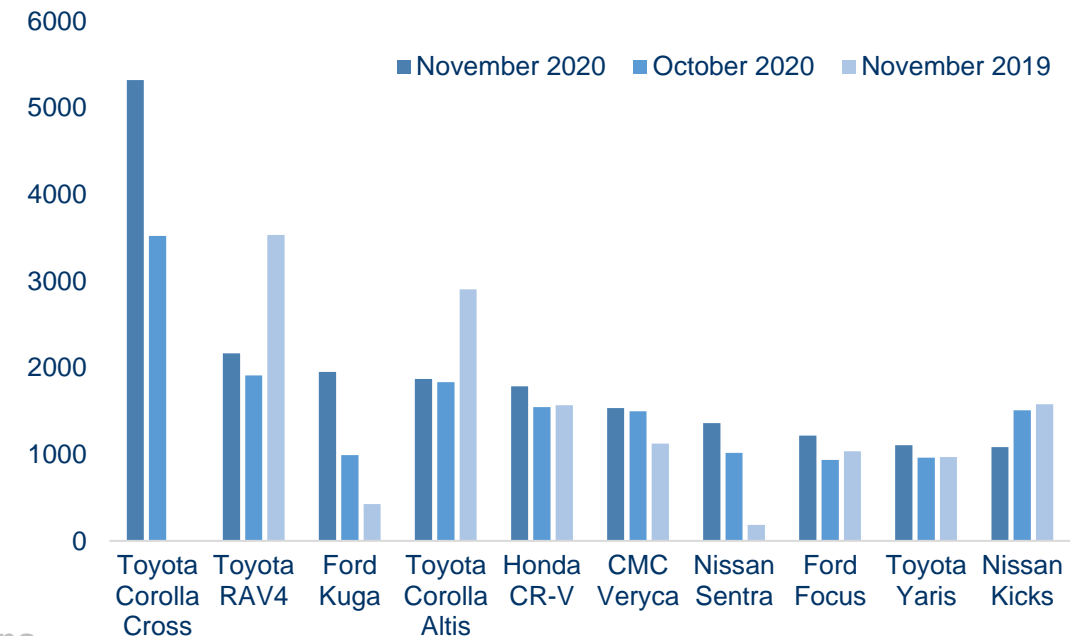
Continuing the momentum of the focus on new cars in October 2020, Toyota Corolla Cross once again became the most watched model for new car sales in November 2020. With an astonishing monthly sales volume of 5,319 vehicles, Corolla Cross easily regained the sales champion in the general market in November. The monthly sales volume of 5,319 units paid by Corolla Cross surpassed the same RAV4 car series and set a new monthly sales record for RVs in the total market in Taiwan. The first full sales month of Corolla Cross was really amazing, and it also proved the birth of a new generation of sales cars!

The total market is also driven by the best-selling cars such as Corolla Cross, Toyota RAV4, Ford Kuga, Toyota Corolla Altis, and the closing effect of the sunset subsidy close to January 7, 2021. Together, they will sell the total market. The 46,332 vehicles with a data increase were 16.4% higher than in October, and 13.8% higher than the same period in November 2019. Not only that, the cumulative sales in the first November of 2020 reached 411,930 vehicles, which also increased the total market sales. Compared with the same period in 2019, the lead has been expanded again, from 3.5% in October to 4.6% in one breath, showing the overall buying momentum.

Taiwan Sales Comparison

The new car market shows a enthusiasm for overall buying

This month's sales champion was once again won by Toyota Corolla Cross, which debuted at the beginning of last month, with 5,319 units, while the imported Toyota RAV4 ranked second with 2,164 units this month, with a month-on-month sales increase of 13.4% and a year-on-year decrease of 38.7%. The domestically produced Ford Kuga ranked third with a good result of 1949, with sales soaring 97.1% month-on-month and 360% year-on-year. Toyota Corolla Altis ranked fourth with 1,868 vehicles, sales rose 2% month-on-month and sales plummeted 35.6% year-on-year. Honda CR-V ranked fifth with 1,785 units sold this month, and Zhonghua Veryca ranked sixth with 1,532 units. Finally, Nissan Sentra, Ford Focus, Toyota Yaris, and Nissan Kicks ranked seventh, eighth, ninth and tenth with 1,360, 1,217, 1,103, and 1081 respectively. On the whole, Taiwan's new car market has shown an overall buying interest.



TAIWAN VIO REPORT

Taiwan (China)



VEHICLES IN OPERATION

8,171,996

KTYPE WITH VIO

6265

VEHICLE BRANDS

91

VIO until 2019

VIO BY VEHICLE SEGMENTS

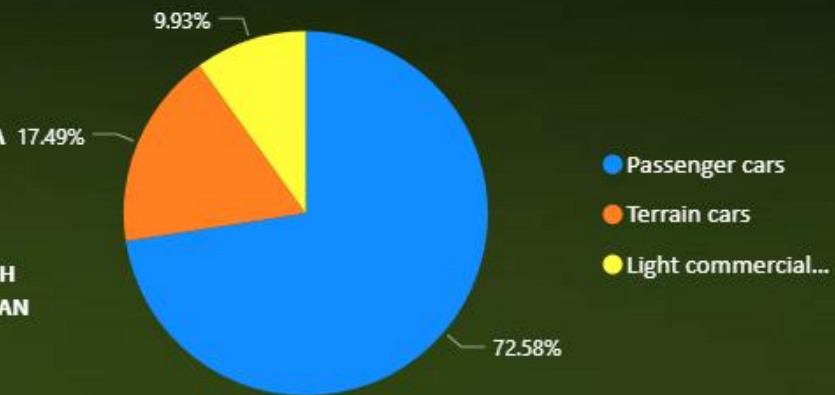
INFORMATION

TERRAIN CAR(e.g. SUV & PICKUP)

INCLUDES VEHICLES SUCH AS TOYOTA HILUX,SUZUKI JIMNY,BMW X5 & ETC

LIGHT COMMERCIAL VEHICLE

INCLUDES VEHICLE<7.5 TONNES SUCH AS TOYOTA HIACE,HONDA ACTY,NISSAN NV-SERIES & ETC



K-TYPE / VIO COVERAGE BY SEGMENT



5852.2K
VIO COVERED



1367.9K
VIO COVERED



5919K
VIO COVERED

TOP1 VEHICLE BASED ON VIO



TOYOTA



COROLLA

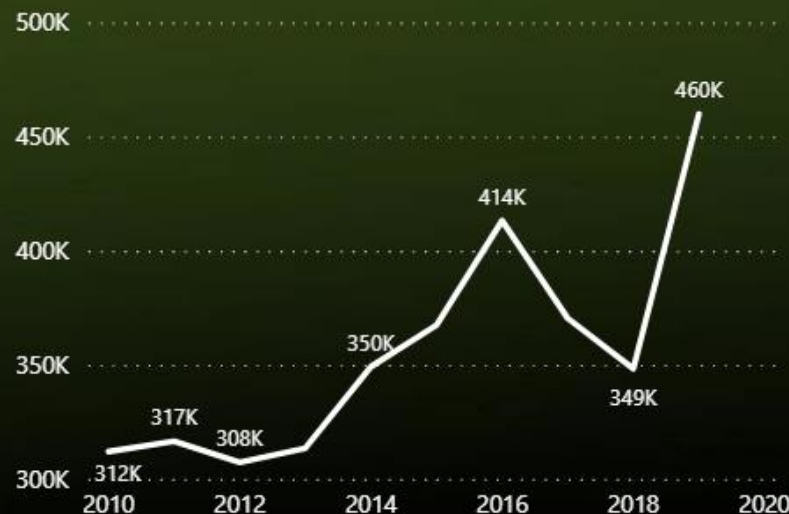
VIO OF TOP1 VEHICLE

651,087

POPULATION SHARE

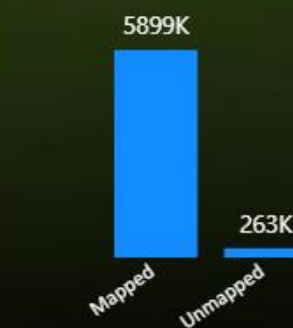
7.96%

TREND OF ANNUAL REGISTRATION FROM 2010 TO 2019



TOP 1000 VIO K-TYPE MAPPING

TOP 1000 VIO =75.40%
Total VIO



MATCH	VIO	%
Mapped	5,898,677	95.73%
Unmapped	263,005	4.27%

MAP

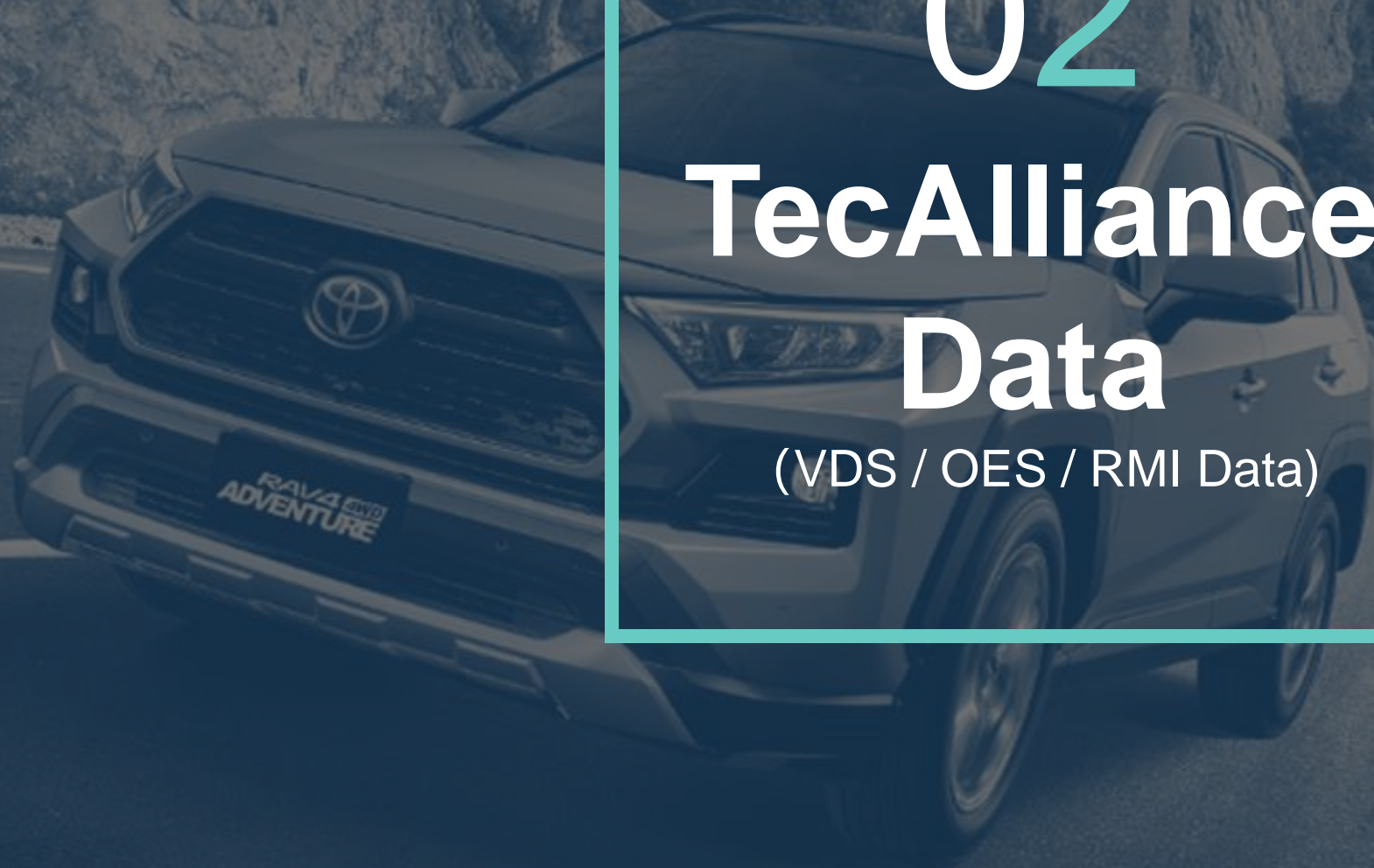


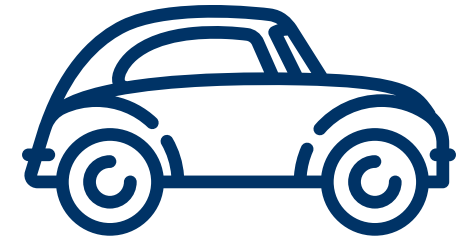
POWERED BY esri

02

TecAlliance Data

(VDS / OES / RMI Data)



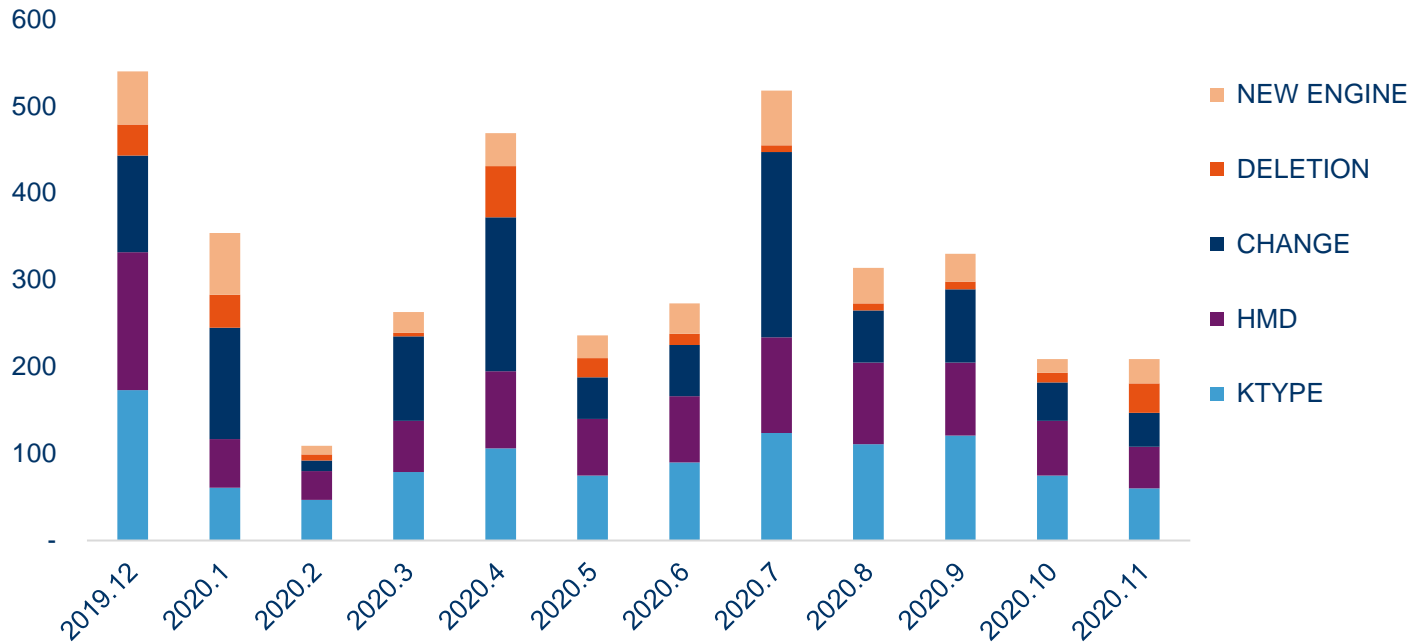


Vehicle Data Overview

TecAlliance Vehicle Team Dash Board

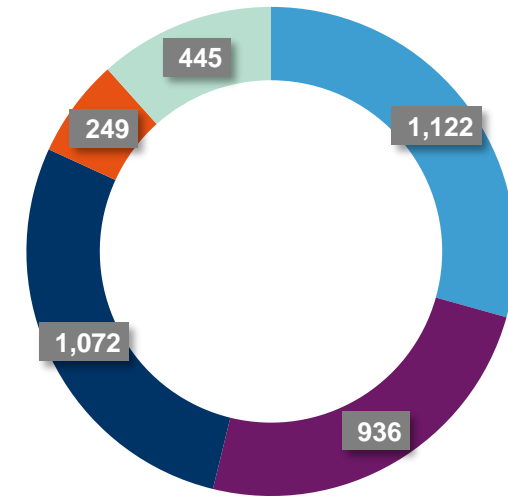
VDS Monthly Dashboard

2019 Dec – 2020 Nov



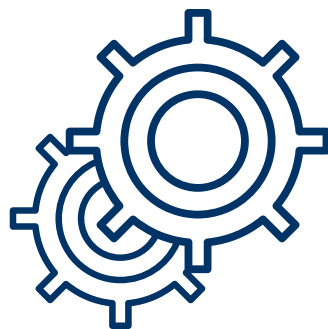
Latest K-type numbers (China Mainland): 8986

2019 Dec – 2020 Nov



- KTY** Release new KType for China market
- HMD** Release new HMD for China market
- CHA** Do amending to KType and HMD
- DEL** Remove invalid KType and HMD from China
- ENG** Create new engine code in the database







YEAR	2019	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020
MONTH	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV
KTYPE	173	61	47	79	106	75	90	124	111	121	75	60
HMD	159	56	33	59	89	65	76	110	94	84	63	48
CHANGE	111	128	12	97	177	48	59	213	60	84	44	39
DELETION	36	38	7	4	59	22	13	8	8	9	11	34
NEW ENGINE	61	71	10	24	38	26	35	63	41	32	16	28



OES Data Overview



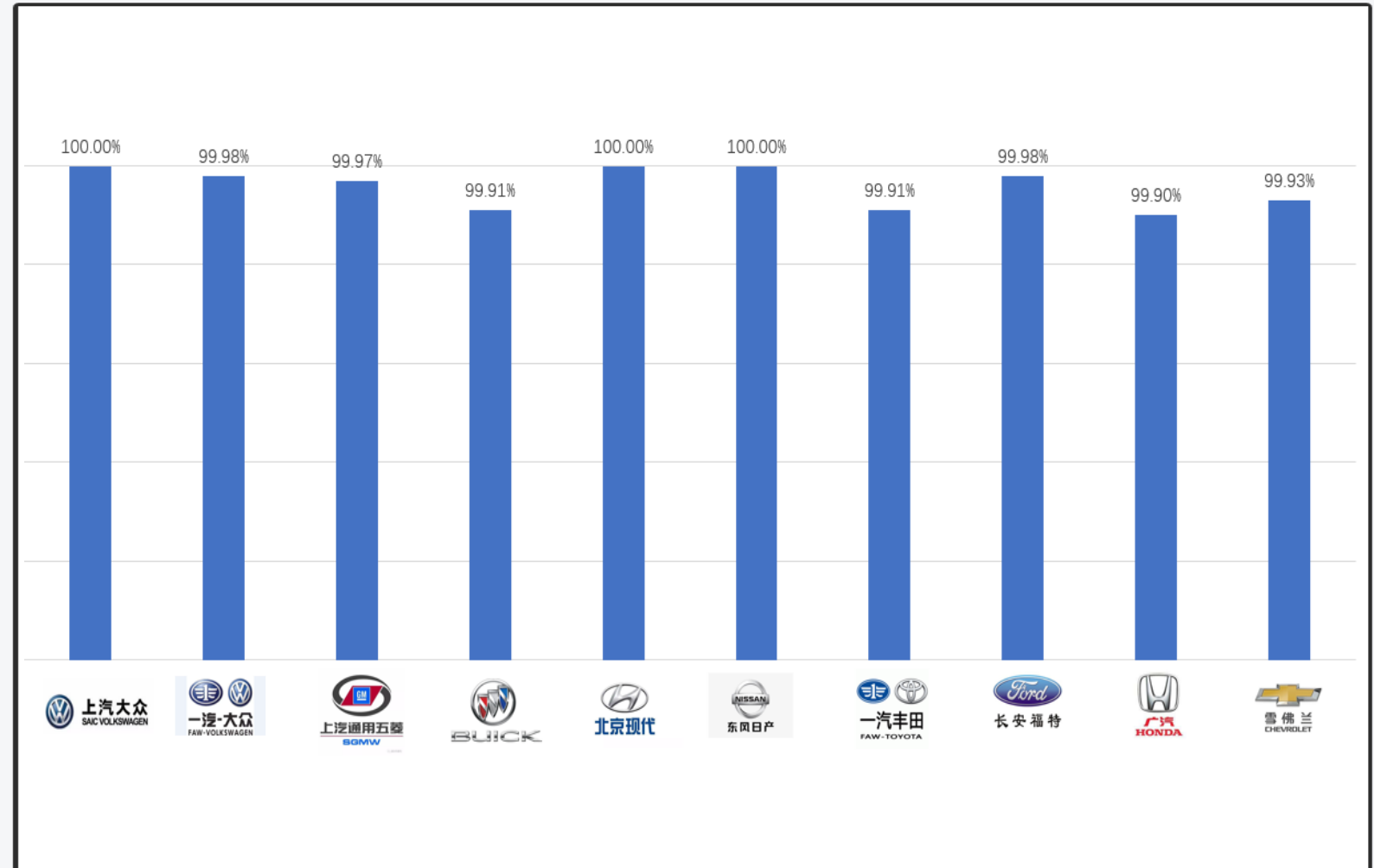
New launched vehicles & OE numbers (Selection)

Brand	Sales Designation	Engine Capacity (litre)	Engine Type	Construction From (M/D/Y)	Maximum output (KW)	Maximum output (HP)	Wheel Bearing Front (GA655)	Wheel Bearing Rear (GA655)
 PEUGEOT (DF-PSA)	508 L	1.6	Plug-In Hybrid	11/1/2020	147	200	YL0025****	967132****
 VW (FAW)	GOLF	1.4	Petrol Engine	11/1/2020	110	150	L5QD40****	L5QD501****
 VW (FAW)	TIGUAN X	2.0	Petrol Engine	11/1/2020	137	186	5QF501****	5QD498****
 MERCEDES-BENZ	AMG GLA 35	2.0	Petrol Engine	11/1/2020	225	306	A****340500	A****560200
 MERCEDES-BENZ	AMG GLA 45	2.0	Petrol Engine	11/1/2020	285	387	A****340500	A****340500
 KIA (DYK)	K3	N/A	Electric Motor	11/1/2020	135	184	517***2000	527***0000

P.S Please contact our sales team if you request OE numbers for your product group.

Steering & Suspension System Coverage

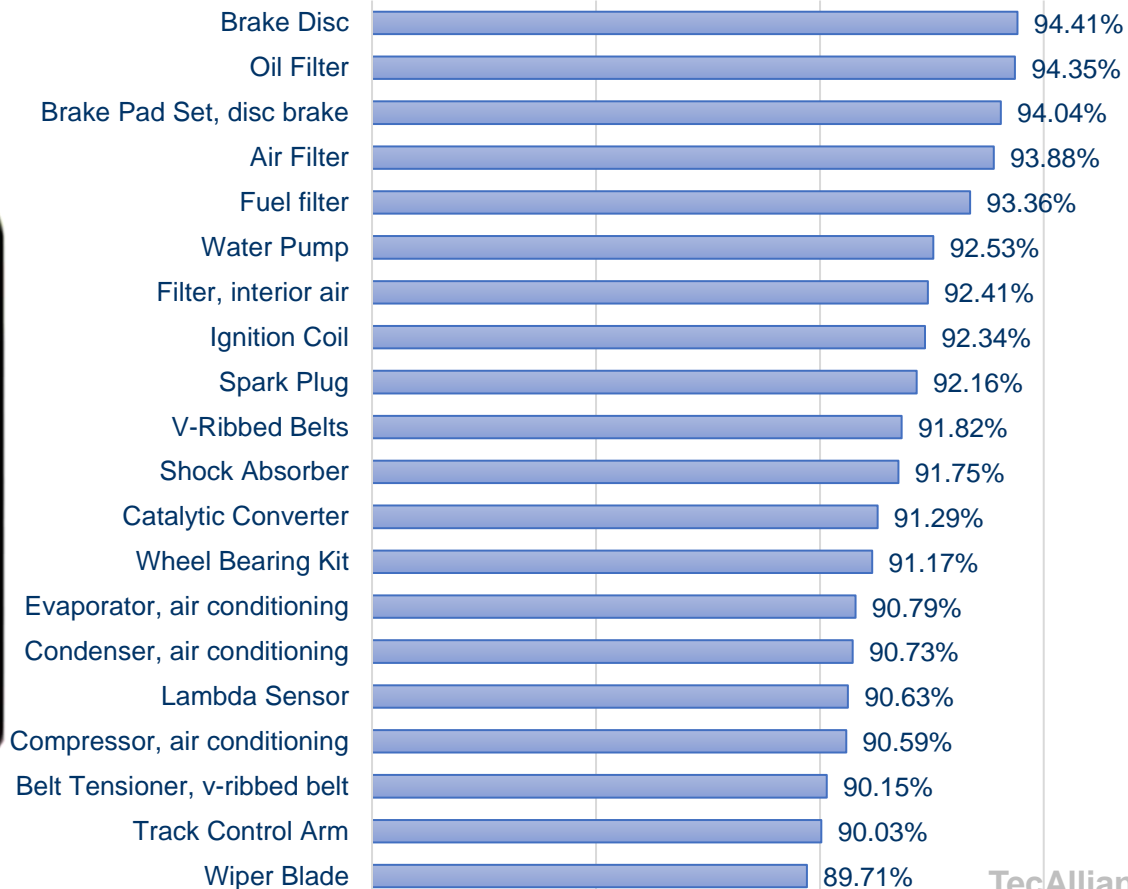
*based China
2020 VIO
229M
(K-type
Coverage) &
Manufacturers*



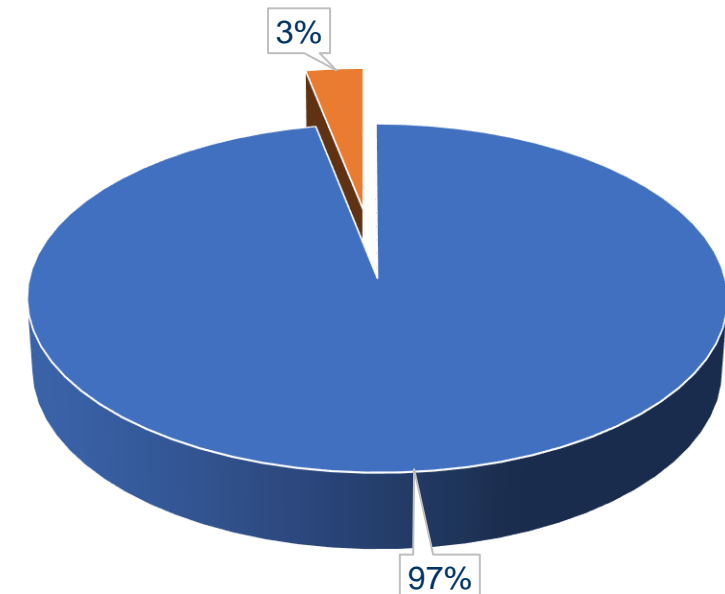
Data on-hand by Generic Article (GA)

K-type coverage by Generic Article(GA) is based on China 2020 VIO 229M & Availability of EPC

Top 20 GA



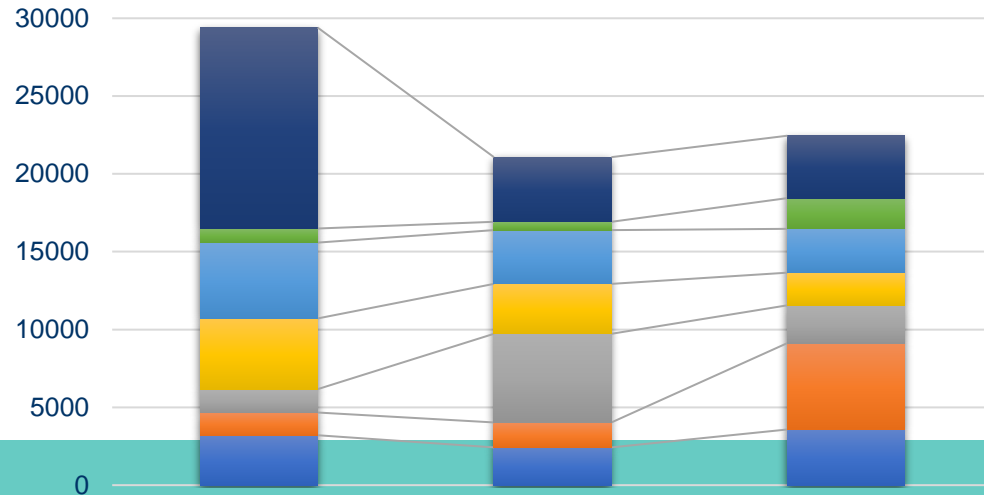
VIO coverage (based on acquired EPC)



■ Cleared 221M
■ Uncleared 8M

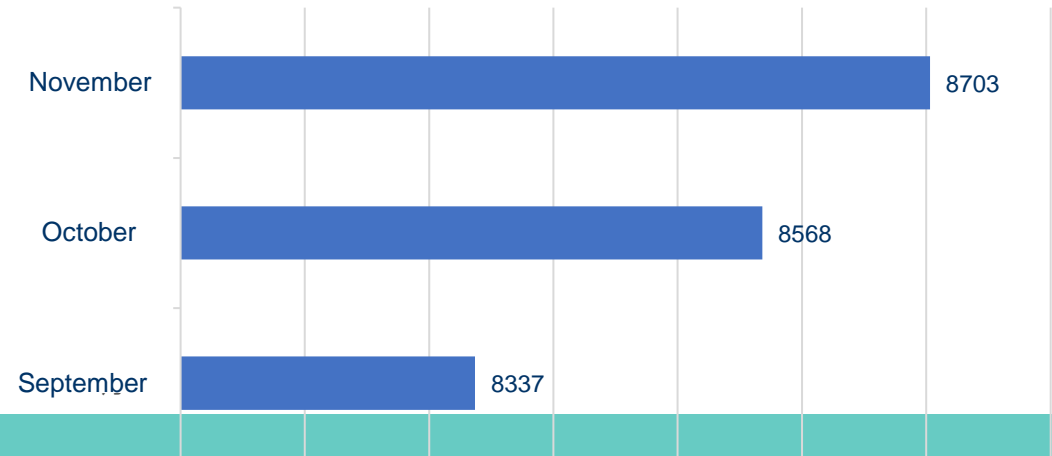
New OE to Ktype Linkages by Month

PADS Team Dashboard

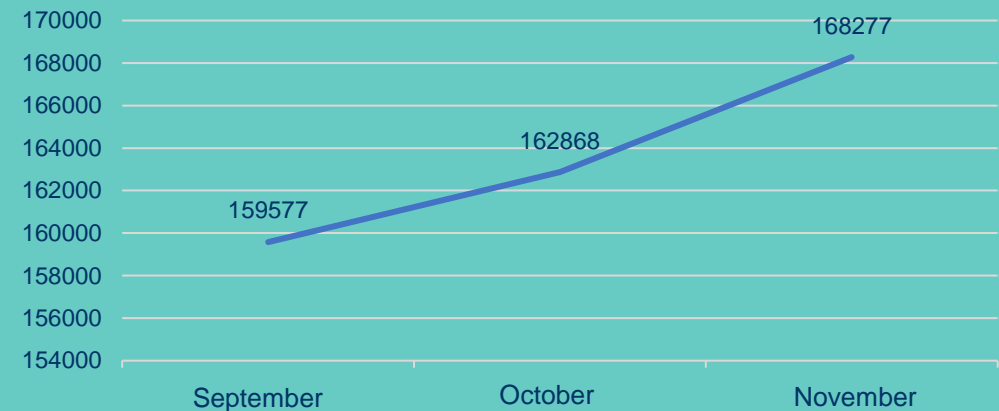


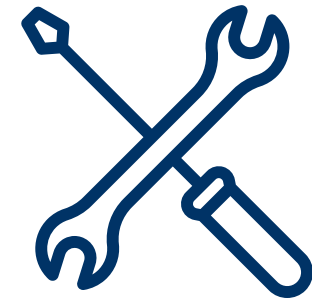
	September	October	November
Steering & Suspension	12907	4161	4000
Ignition	919	532	1965
Glazing	4872	3463	2830
Exhaust	4535	3202	2090
Engine & Sealing Products	1503	5693	2426
Cooling	1461	1619	5556
Braking & Hydraulics	3204	2412	3576

Total K-type matched OE number



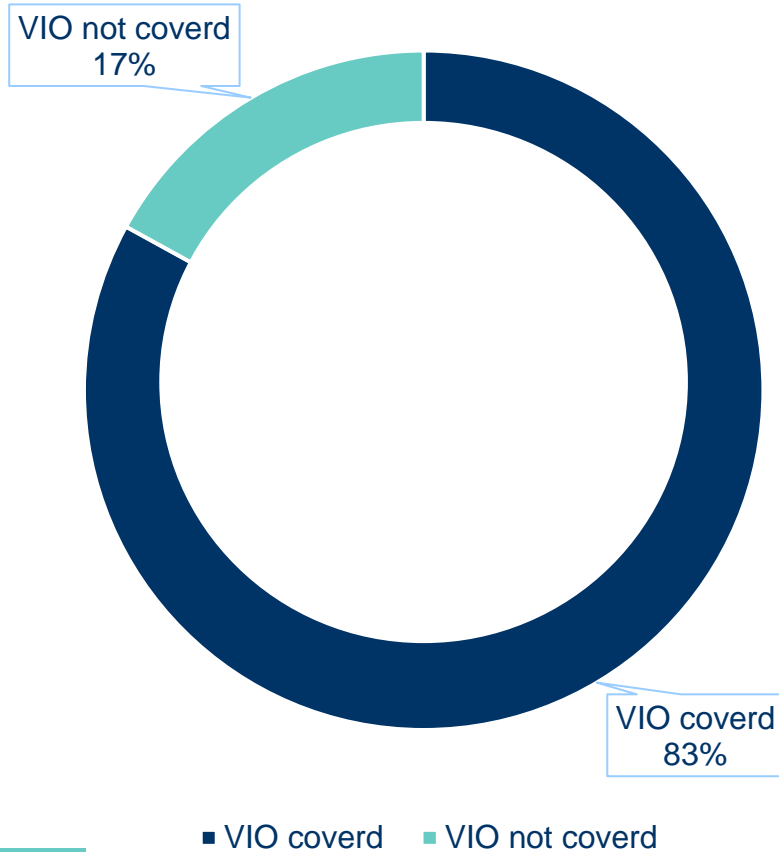
Total OE number matched to K-type





RMI Data Overview

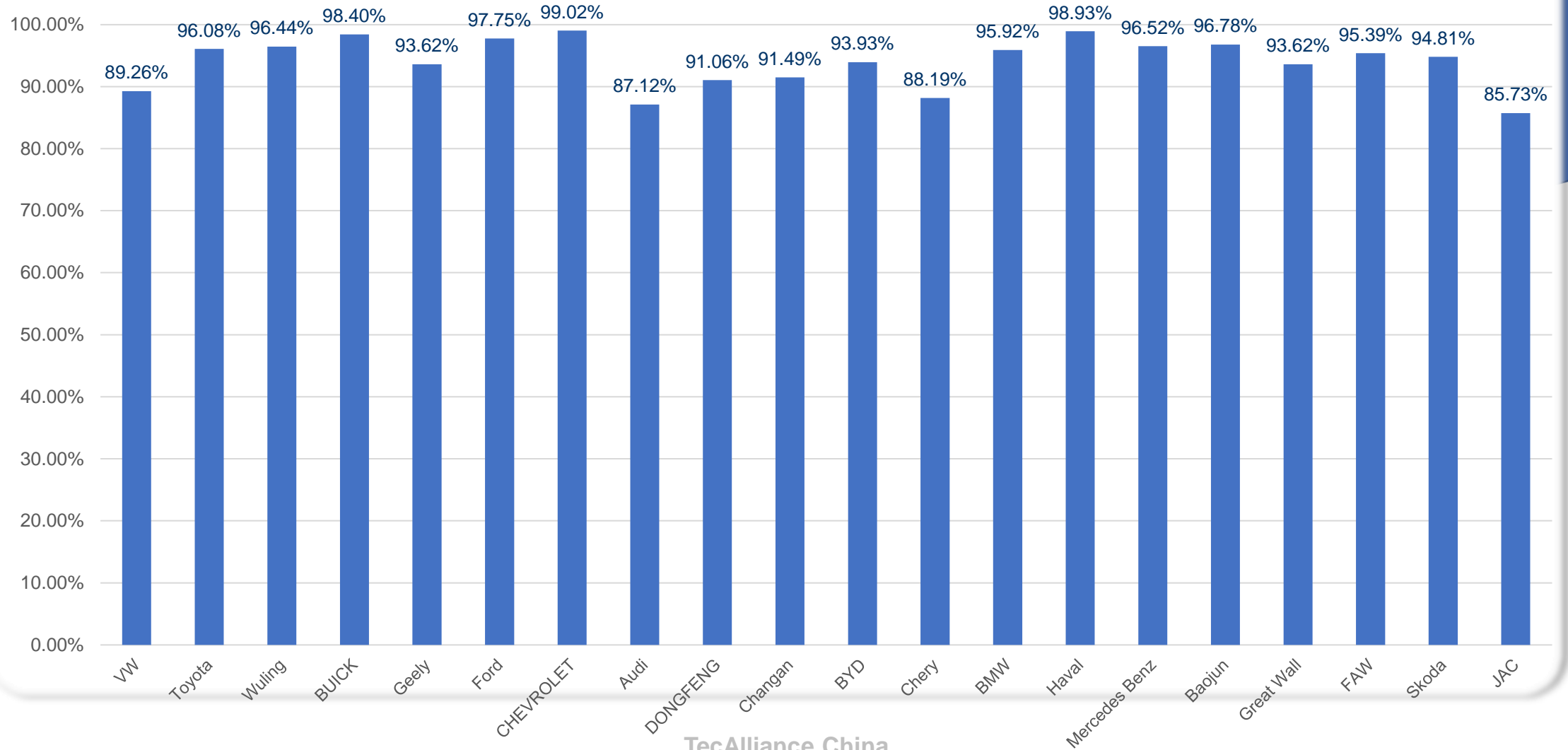
TecRMI Data Overview (maintenance)



83%
—
190M Vehicles
of **229M VIO Completed**

Top 20 Vehicle Brand Based on China VIO

Coverage of Maintenance Information



TecRMI Maintenance data overview

Oil & Fluid Specification/ Filling Quantity



Engine Oil

~97% of VIO



Gearbox Oil

~95% of VIO



Brake Fluid

~80% of VIO



Coolant

~70% of VIO



A/C Refrigerant

~65% of VIO



*Others Available
on Demand*

axle oils, steering oil etc.

TecRMI Maintenance data overview

Maintenance Interval

- Engine Oil and Filter ~87% of VIO
- Spark Plug ~88% of VIO
- Transmission Oil and Fluid ~87% of VIO
- Air Filter ~88% of VIO
- Interior Filter ~88% of VIO
- Fuel Filter ~87% of VIO
- Brake Fluid ~87% of VIO
- Coolant ~87% of VIO



Contact Us

Parts manufacturer China



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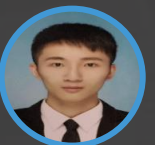
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03

Product & Solution

(FEMFM Fitting instruction for Brake pad
of PC / LCV --Asia Pacific Version)



FEMFM Fitting instruction for Brake pad of PC / LCV --Asia Pacific Version

Products applicable to:

- Any manufacturer or trader of disc brake pads involves inExport business to Asia Pacific
- Any manufacturer or trader of disc brake pads wishes to havethe fitting instructions in their products

It contains 9 languages: English, Chinese, Japanese, Korean, Bahasa Malaysia, Hindi, Bahasa Indonesia, Thailand and Vietnamese, covers the entire Asia-Pacific region.

According to ECE R90,each package shall contain fitting instruction in an official ECE language,supplemented by the corresponding text in the language of the country where it is sold.

Federation of European Manufacturers of Friction Materials (FEMFM) formulates and expresses the opinions of the industry in its dealikngs with international authorities such as the Economic Commission for Europe (ECE).

TecAlliance is the agent authorized by FEMFM in Asia Pacific.



04

**TecAlliance
Company
NEWS**



Company News

A new version of the Web Catalogue has been officially launched on December 2

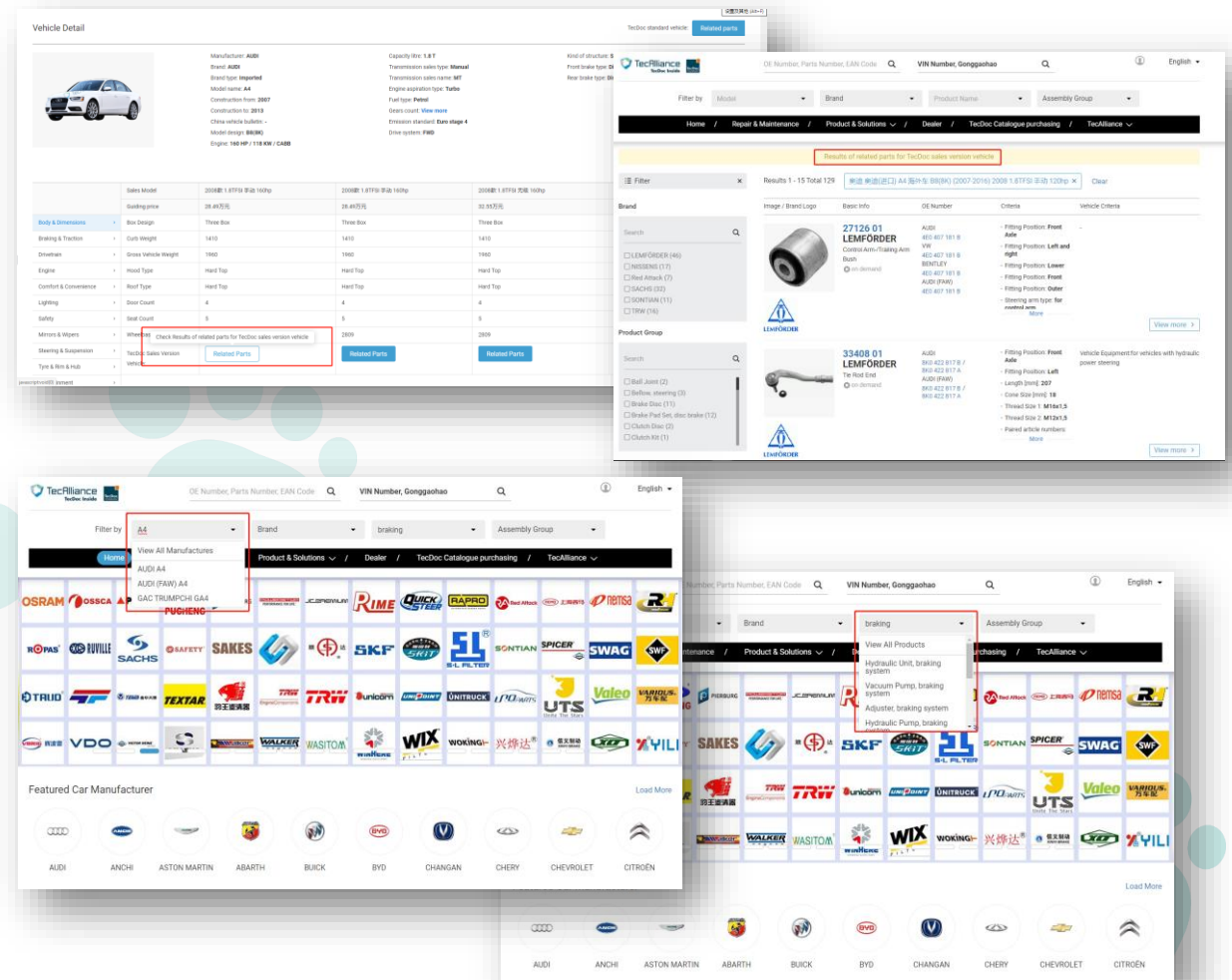
The upgraded catalogue enables a database of Sales Version Vehicle and its associated accessories (currently it has 9 part brands linked to sales version vehicles, but more brands will follow).

Sales Version Vehicle can be found through Vehicle model search. Click "Related Parts" to query all parts information of this model.

A new function of fuzzy search allows convenient vehicle/part search.

Part brands linked to sales version vehicle

- LEMFÖRDER
- NGK-CN
- Red Attack
- SONTIAN
- LPR-CN
- NISSENS
- SACHS
- TRW
- BOSCH



Website: <https://www.tecalliance.cn/cn/>

Company News

Automechanika Shanghai 2020 has been successfully closed

Due to the impact of COVID-19, although the overall visitor flow of the exhibition was much lower than in previous years, our booth still attracted a large number of professional visitors to consult and understand our products, and the visitor flow was even higher than in previous years. And achieved more than previous achievements: 36 global catalog accounts were sold, WeChat official account gained 426 fans.

TecAlliance Award Ceremony was held on site with a live audience of over 100 and The first attempt to live online attracted more than 42,000 online viewers.





Company News

2020 TecAlliance Award, Announcement of winners

TecAlliance Award Ceremony was held on 2 December at Automechanika Shanghai. The long-awaited list of winners is now revealed!

Most Popular Brands Award

OSSCA Parts (China) Co., Ltd.

Shenzhen Meridian Parts Company

CGP (Wuhu) Sealing Co., Ltd.

Best Coverage for New Vehicle Award

LPR (Zhuhai) Auto Parts Ltd.

Guangzhou Masuma Auto Parts Co., Ltd.

Most Updated Data Award

TMD Enterprise Management (Shanghai) Co., Ltd.

Otto Zimmermann GmbH

Best Coverage Award

LPR (Zhuhai) Auto Parts Ltd.

Zhejiang Gold Intelligent Suspension Corp

Best Integrity Award

Mann+Hummel Filter (Shanghai) Trading Co., Ltd.

Dana Management (Shanghai) Co., Ltd.

Best Data Quality Award

TMD Enterprise Management (Shanghai) Co., Ltd.

ZF Services (China) Co., Ltd.



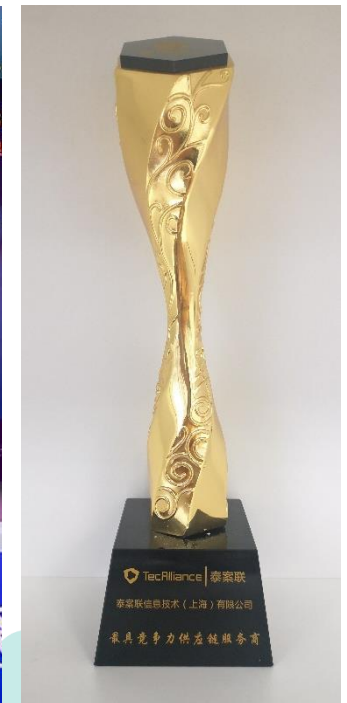
Company News

TecAlliance is named "The Most Competitive Supply Chain Service Provider in 2020"

On November 30, 2020, the "2020 (the fourth) China Auto Supply Chain Conference and Golden Chain Award Ceremony" hosted was held in Shanghai.

TecAlliance won the award of "The most Competitive Supply Chain Service Provider in 2020" for its professional and standardized quality services.

Mr. Qian, Account Manager of TecAlliance, accepted the award on behalf of the company.





TecAlliance

THANK YOU!

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