



# Automotive Newsletter

(Overseas Edition)

October 2023 Issue

# Content

## 01. Market Info & TecAlliance Data

- Japan
- Korea
- Indonesia
- Malaysia
- Philippines
- Singapore
- Thailand
- Vietnam
- Australia
- New Zealand
- India

## 02. TecAlliance Company News

- Customer Days in Japan and Korea planned for November
- DLZ was invited to record a Success Story interview with us
- Meet us at Automechanika Shanghai 2023!



# 01

## Market Info & TecAlliance Data





**Hi Data Managers and Certified TecDoc Suppliers,**

**Welcome to the monthly Newsletter for East, South, Southeast Asia and Oceania Regions.**

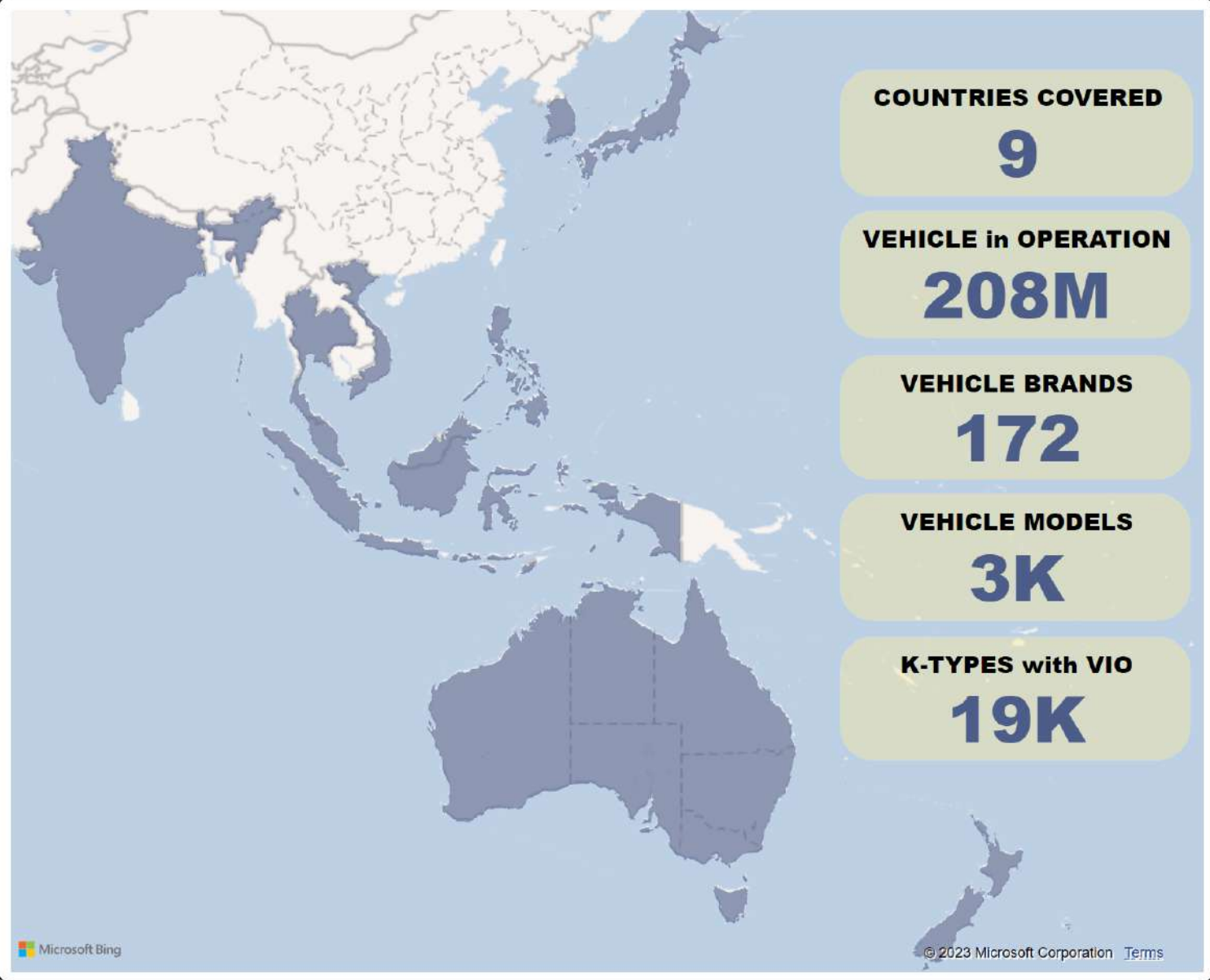
**To support your pursuit of Data Driven Decision Making, TecAlliance provides you updates in SALES, VEHICLE in OPERATION (VIO), Vehicle Models (K-TYPES) and OES Research.**

**Explore our Dashboards and Find the Market Insights you seek. Feel free to contact us if there are Specific Data or Service that you may require in your analysis.**

**We look forward hearing from you.**

**TecAlliance ESEA Newsletter Team**  
**sales\_sea@tecalliance.net**

OE B2B Data Vehicle Software Historical  
Parc Automotive Shop Global Research  
Intelligence Analysis System Statistical  
& Online Catalogue Applications TecPMA  
Production Product TecDOC  
Management TecORDER





# JAPAN

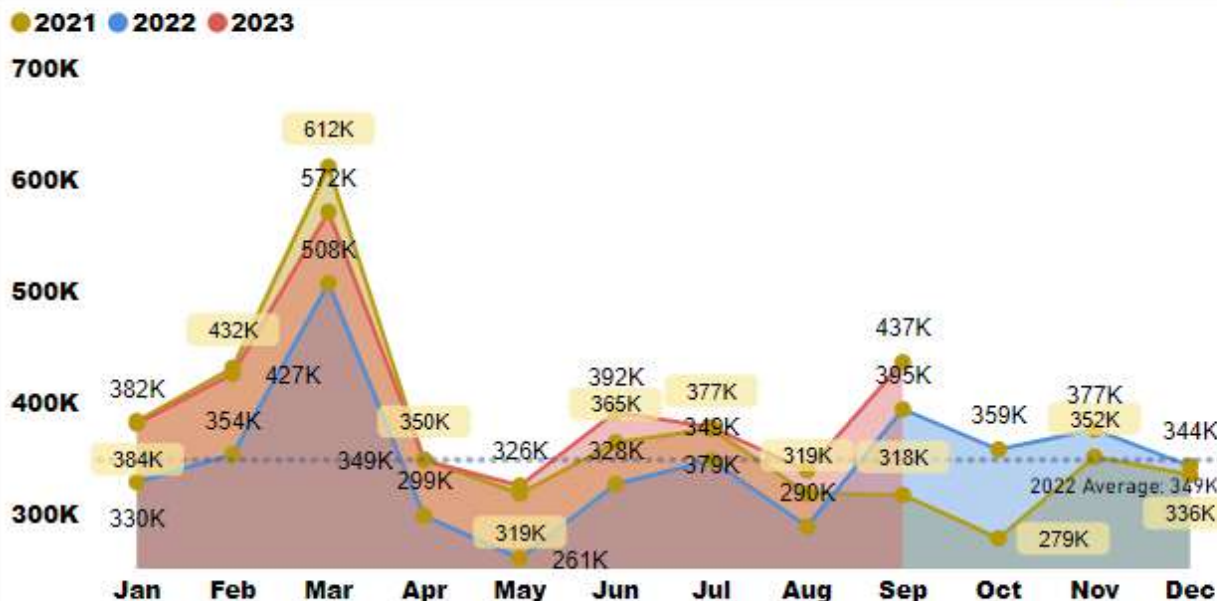




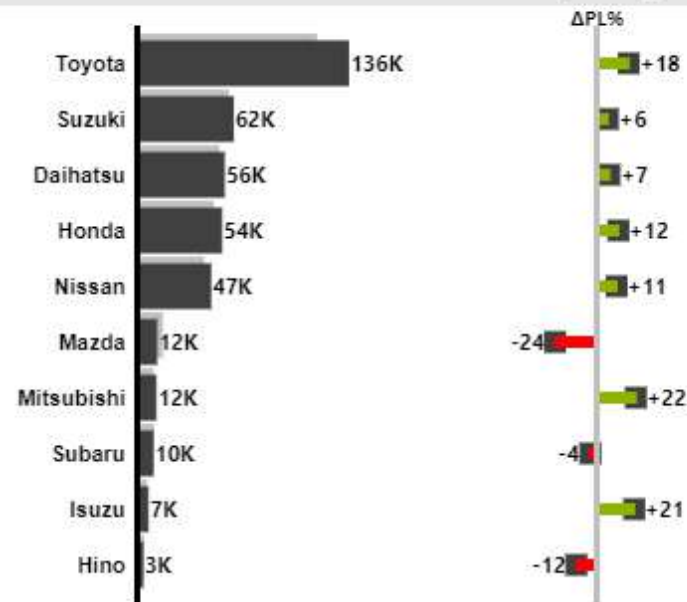
JP



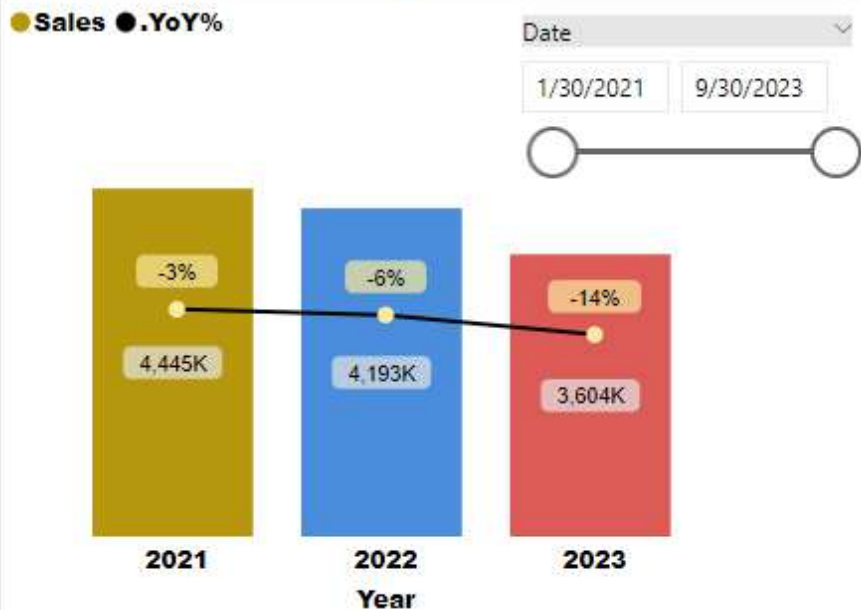
## VEHICLE SALES by MONTH to DATE [as of Sep 2023]



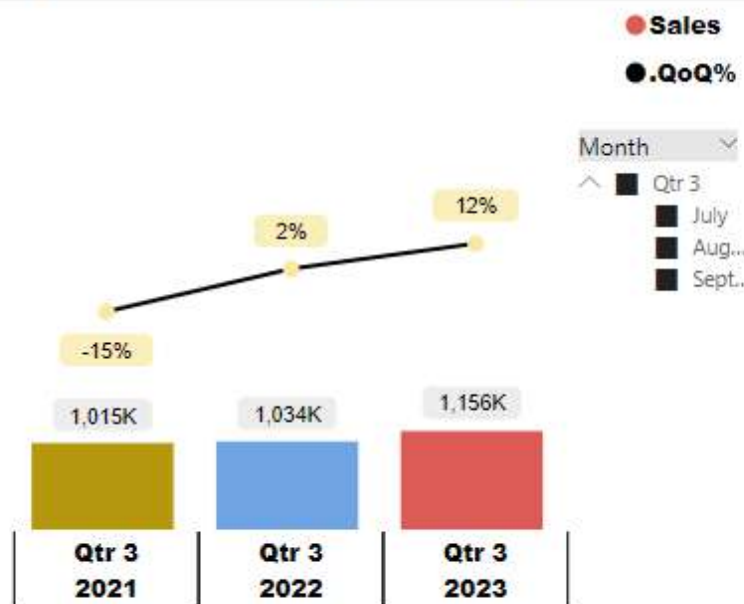
## TOP BRANDS of the MONTH [YoY]



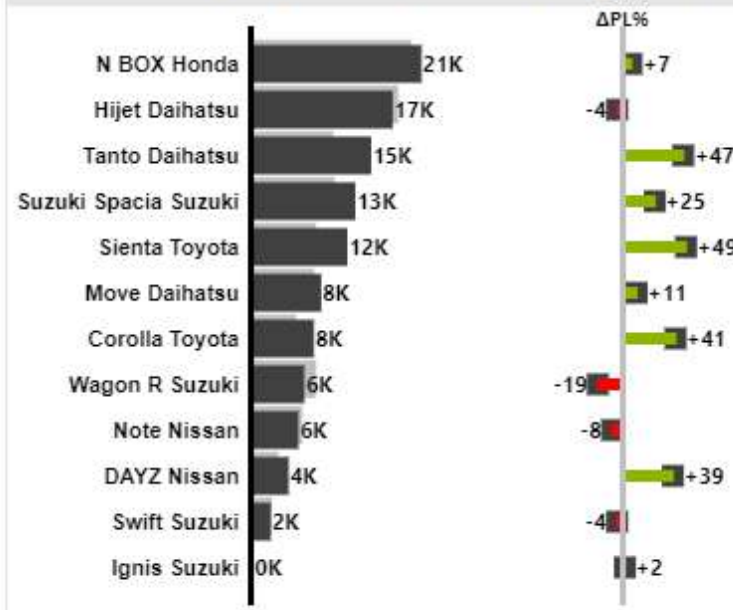
## VEHICLE SALES by YEAR to DATE



## VEHICLE SALES by QUARTER to DATE



## TOP MODELS of the MONTH [YoY]





**VEHICLES IN OPERATION**

**74M**

**VEHICLES BRANDS**

**95**

**K-TYPES W/ VIO**

**12K**

**TOP 1000 K-TYPE COVERAGE**

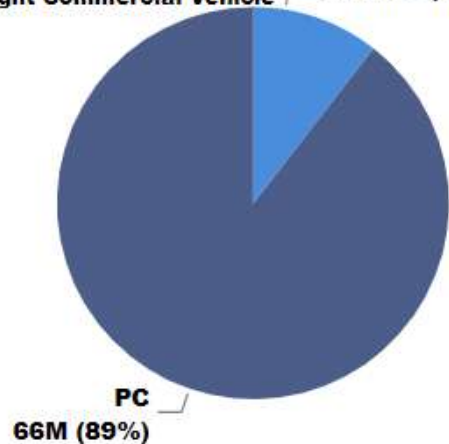
**98.30%**

**SEGMENT by VIO**

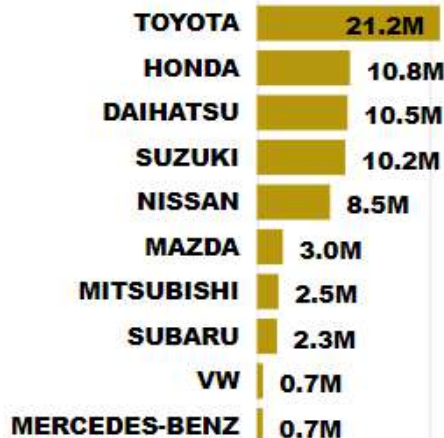
**LEGEND:**

PC - Passenger Car

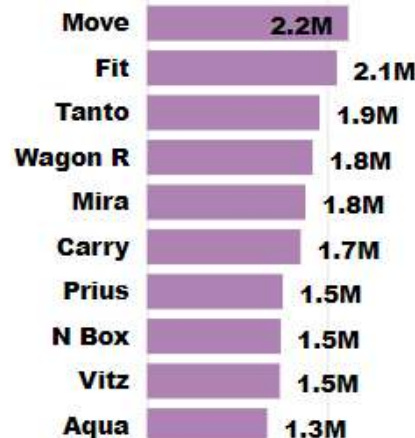
LCV - Light Commercial Vehicle **LCV 8M (11%)**



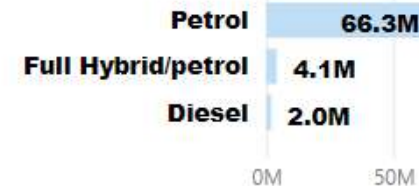
**TOP 10 BRANDS by VIO**



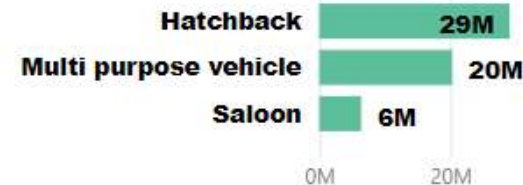
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

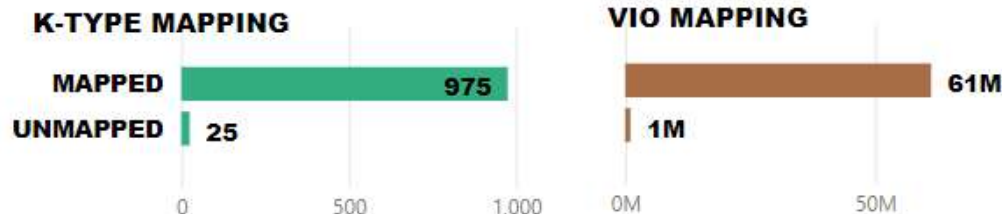


**TOP 3 BODY STYLES by VIO**



JP

**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**



**K-TYPE/VIO COVERAGE by SEGMENT**

**PASSENGER CARS**  
**64.4M**



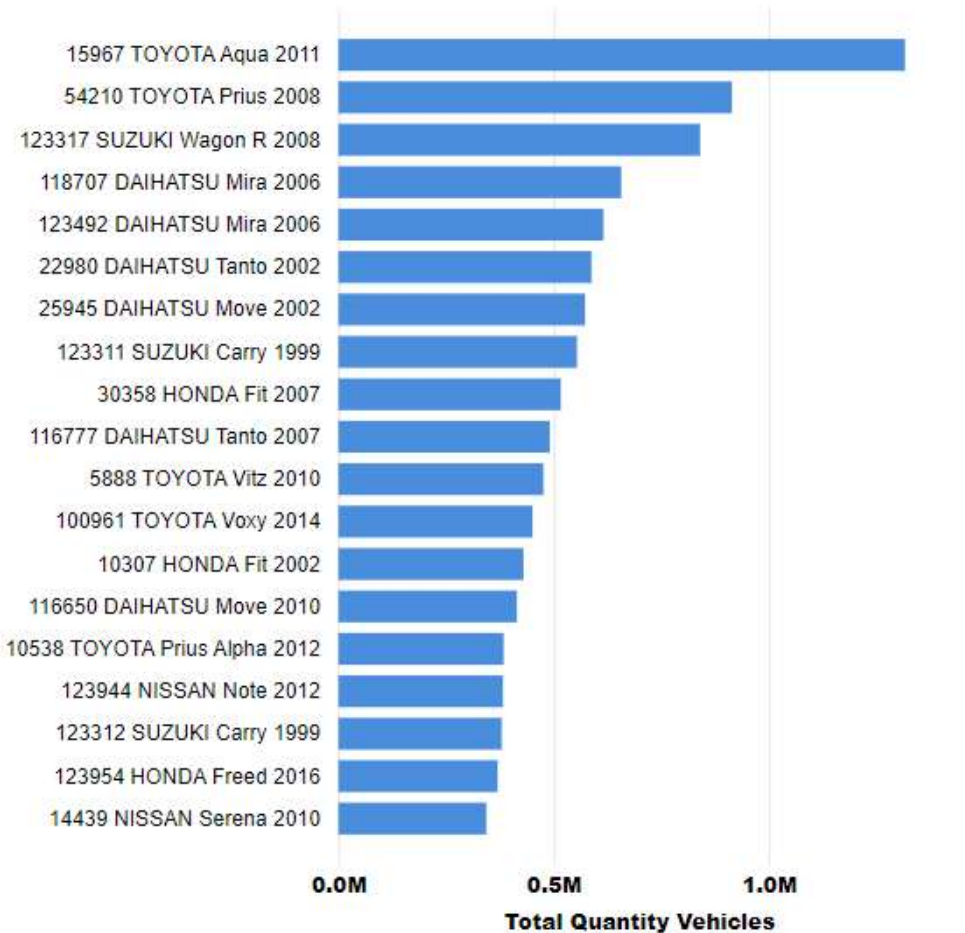
**LIGHT COMMERCIAL VEHICLES**  
**7.3M**





# TOP 3 K-TYPES by VEHICLE IN OPERATION

## TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**AQUA**  
**MODEL**  
**2011**  
**GENERATION**  
**15967**  
**K-TYPE**  
**1,316K**  
**TOTAL VEHICLES**  
**1.79%**  
**SHARE**



**PRIUS**  
**MODEL**  
**2008**  
**GENERATION**  
**31134**  
**K-TYPE**  
**914K**  
**TOTAL VEHICLES**  
**1.24%**  
**SHARE**



**WAGON R**  
**MODEL**  
**2008**  
**GENERATION**  
**123317**  
**K-TYPE**  
**840K**  
**TOTAL VEHICLES**  
**1.14%**  
**SHARE**



**NOTE:** Distribution is based on H2-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tec Alliance.net](mailto:sales_sea@tec Alliance.net).



**K-TYPES Researched  
YTD 2023**

**5K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**44**

**PART NOs Researched  
YTD 2023**

**19K**

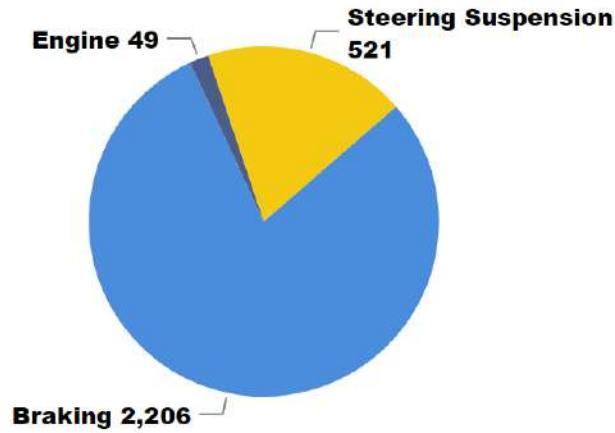
**VEHICLE BRANDS  
Covered YTD 2023**

**45**

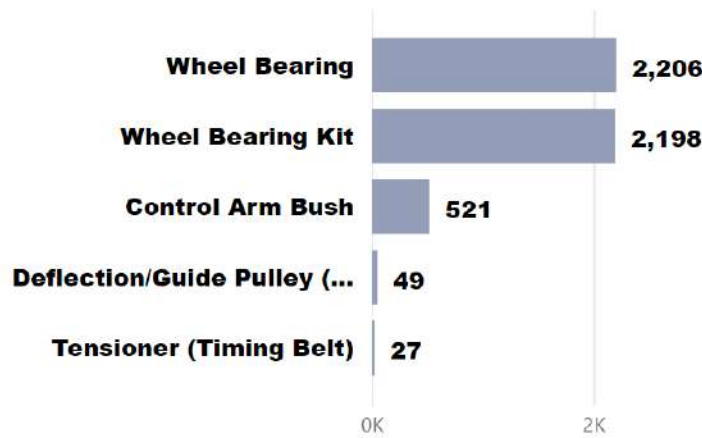
Sep ▾

2023 ▾

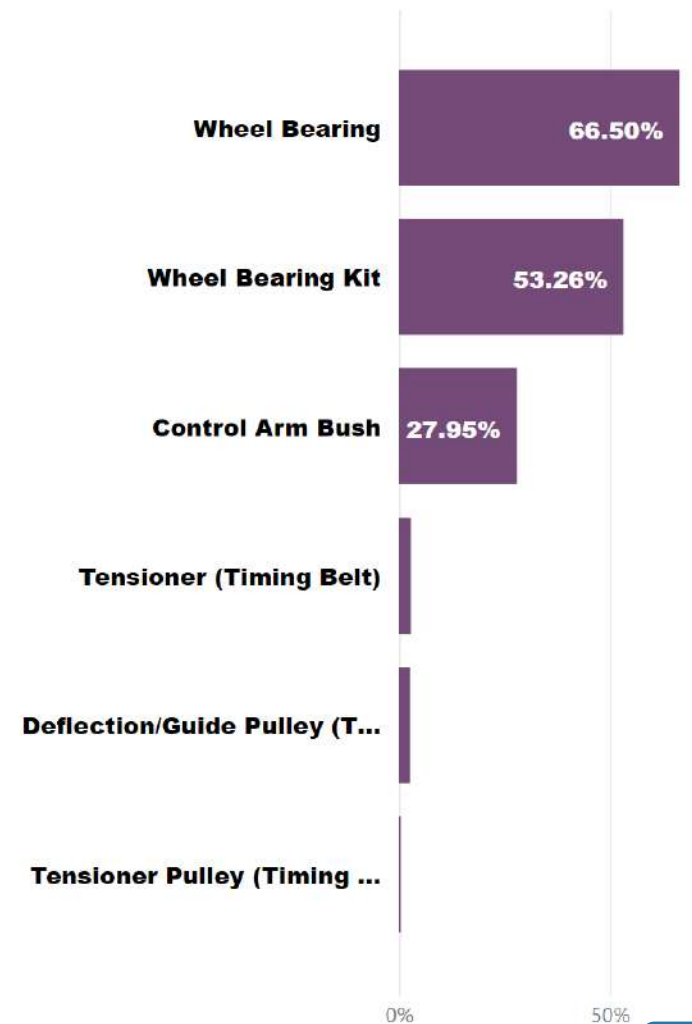
**TOP 5 PRODUCT GROUPS by K-TYPES**



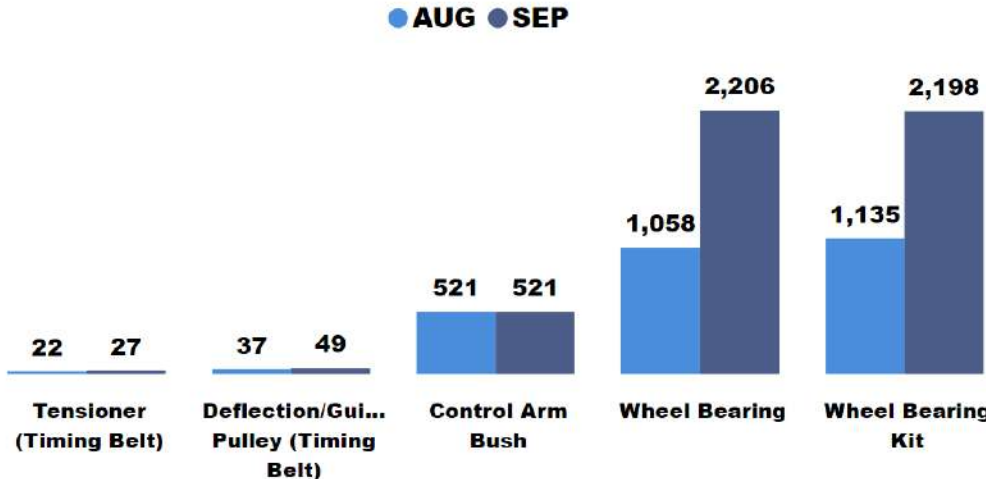
**TOP 5 GA(s) by K-TYPES**



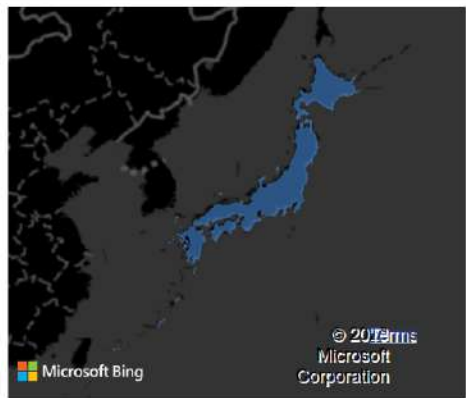
**TOP 20 GA(s) by COVERAGE**



**TOP 5 GA(s) by K-TYPES & MONTH**



JP ▾



# SOUTH KOREA



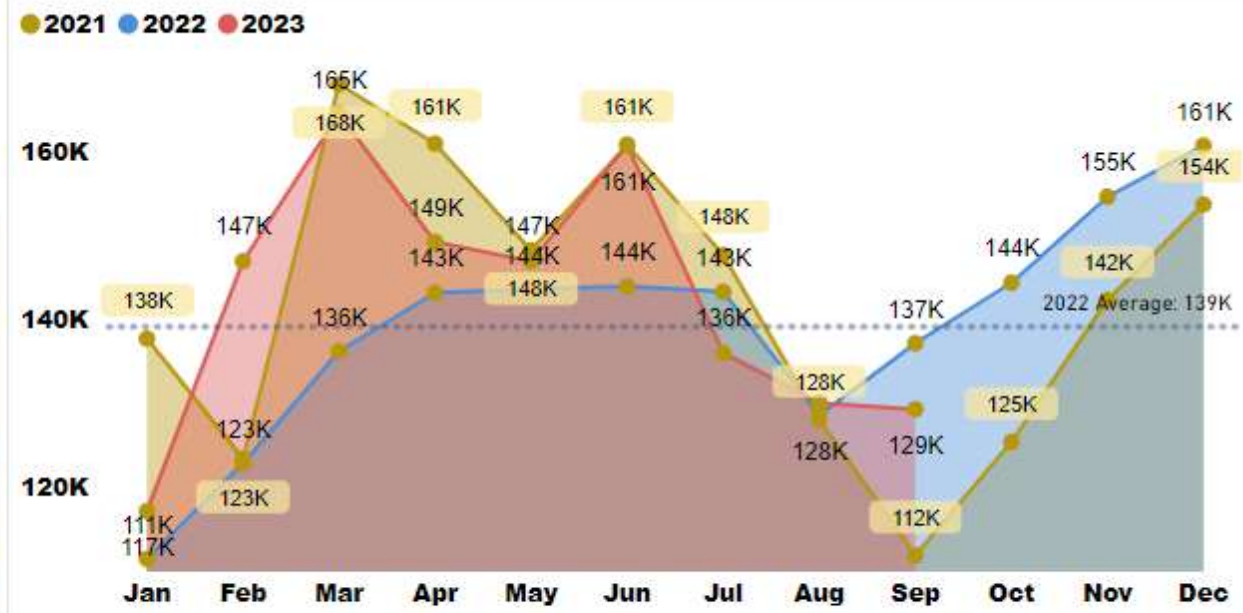




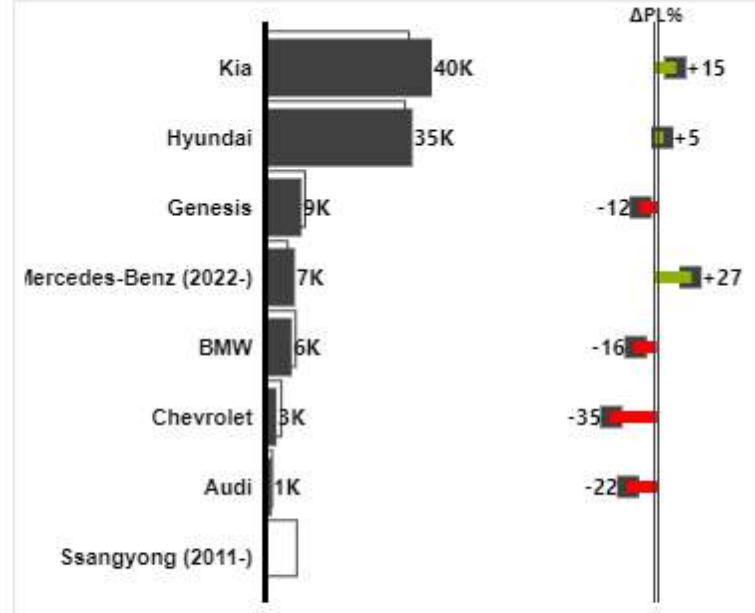
KR



## VEHICLE SALES by MONTH to DATE [as of Sep 2023]



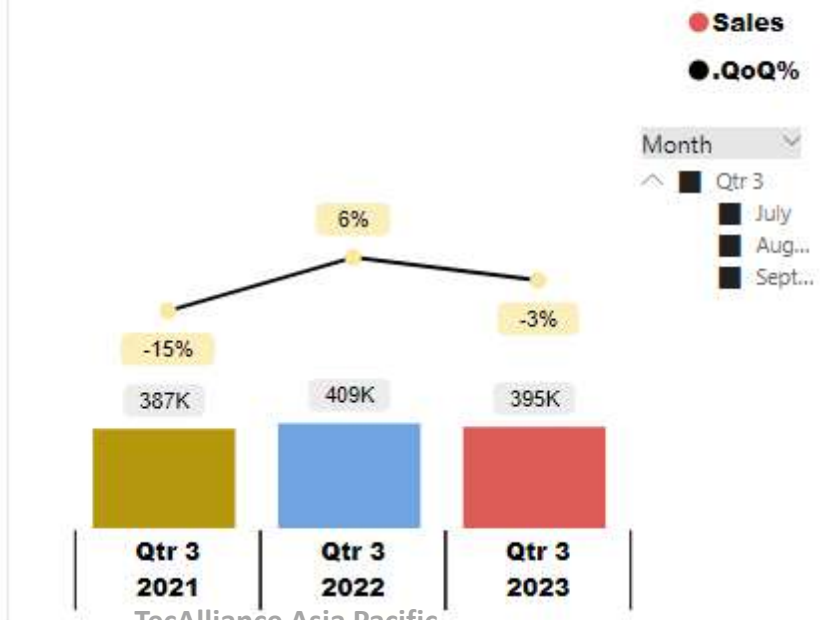
## TOP BRANDS of the MONTH [YoY]



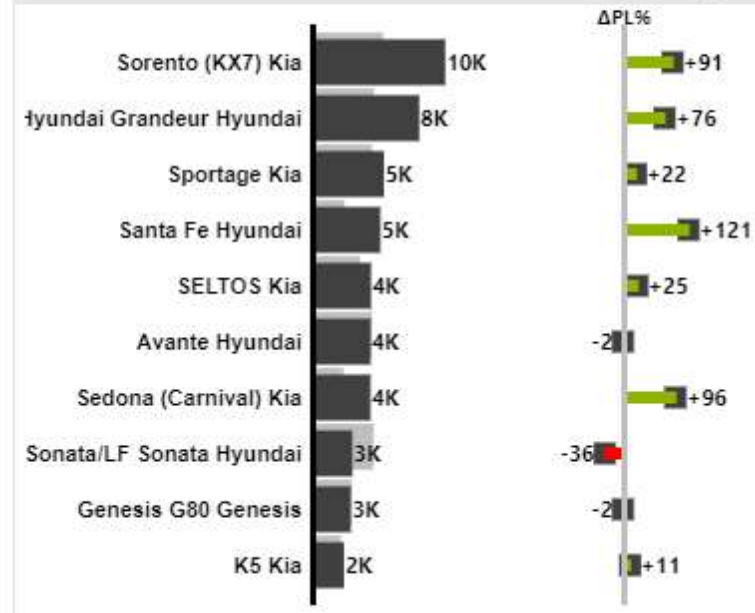
## VEHICLE SALES by YEAR to DATE



## VEHICLE SALES by QUARTER to DATE



## TOP MODELS of the MONTH [YoY]



**VEHICLES IN OPERATION**

**25M**

**VEHICLES BRANDS**

**78**

**K-TYPES W/ VIO**

**5K**

**TOP 1000 K-TYPE COVERAGE**

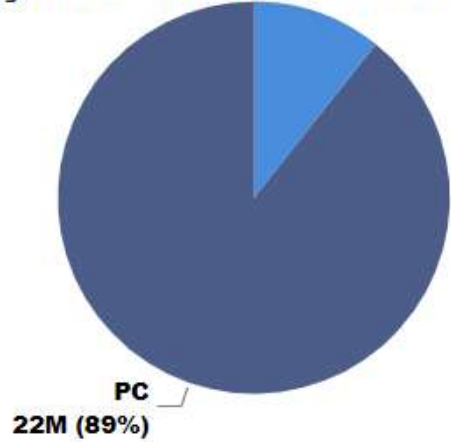
**100.00%**

**SEGMENT by VIO**

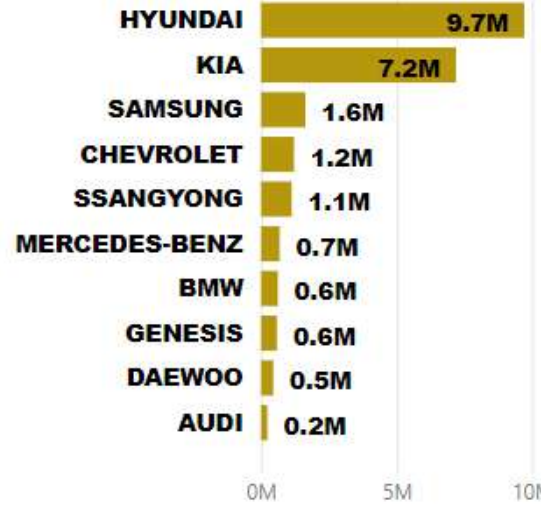
**LEGEND:**

PC - Passenger Car

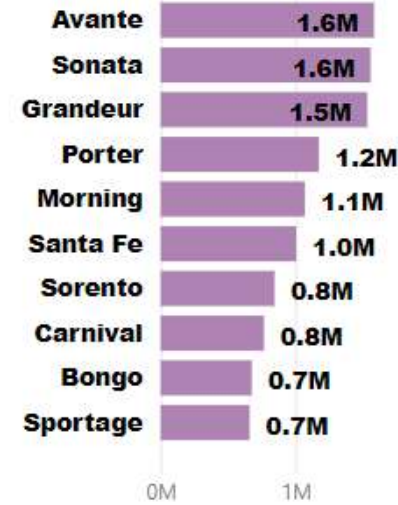
LCV - Light Commercial Vehicle



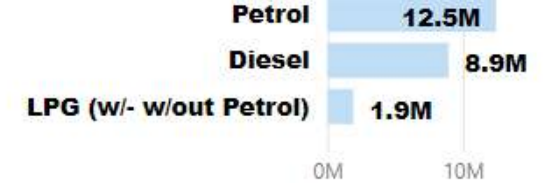
**TOP 10 BRANDS by VIO**



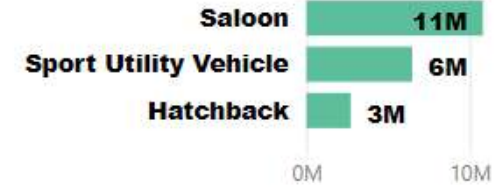
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**



**TOP 3 BODY STYLES by VIO**



KR

**TOP 1000 K-TYPE MAPPING**

**K-TYPE MAPPING**



**VIO MAPPING**



**VEHICLE AGE DISTRIBUTION**



**K-TYPE/VIO COVERAGE by SEGMENT**

PASSENGER CARS

**22.2M**



LIGHT COMMERCIAL VEHICLES

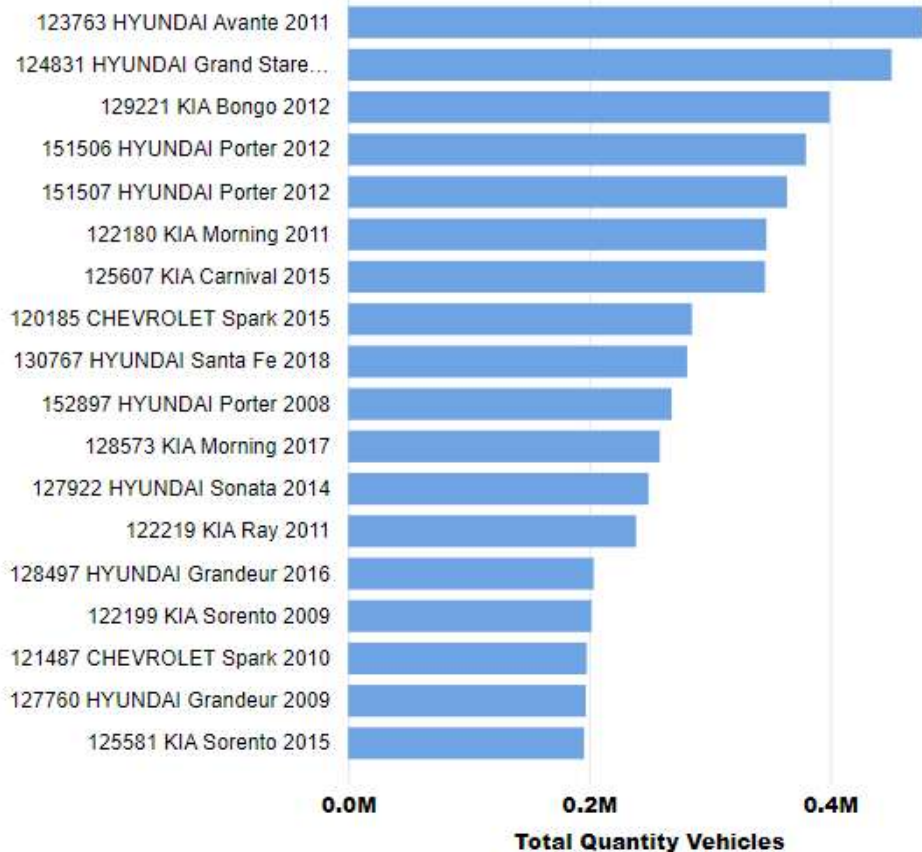
**2.7M**



**NOTE:**Light Commercial Vehicle (LCV) includes <7.5T such as Toyota HIACE, Fuso CANTER, Nissan NV



**TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)**

 Update  H2-2022


**NOTE:** Distribution is based on H2-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).

**Avante**  
**MODEL**  
**2011**  
**GENERATION**  
**123763**  
**K-TYPE**  
**477K**  
**TOTAL VEHICLES**  
**1.92%**  
**SHARE**



**Grand Starex**  
**MODEL**  
**2015**  
**GENERATION**  
**124831**  
**K-TYPE**  
**451K**  
**TOTAL VEHICLES**  
**1.82%**  
**SHARE**



**Bongo**  
**MODEL**  
**2012**  
**GENERATION**  
**129221**  
**K-TYPE**  
**399K**  
**TOTAL VEHICLES**  
**1.61%**  
**SHARE**



# INDONESIA







## SEA Highlight Vehicle News



### Supported by Hyundai Indonesia, Component Suppliers Can Have Independent R&D

In the world of manufacturing, especially automotive, manufacturers and vendors aka suppliers have a symbiotic relationship mutualism. Manufacturers cannot run alone without suppliers, even so suppliers also need manufacturers to run their business. And this is fully realized by Hyundai Motor Manufacturing Indonesia (HMMI) as a Hyundai car manufacturer entity in Indonesia. Therefore, they continue to provide support to their component suppliers.

And one of the suppliers that has achieved achievements is PT Frina Lestari Nusantara (FLN) which incidentally is a component supplier for HMMI. FLN has taken part in the Supplier Education program since 2021. In this program, HMMI has recruited local suppliers to be fostered, evaluated, and encouraged to develop independent R&D facilities through an intensive and comprehensive program scheme. As a result, in 2023 or 2 years after joining the program, FLN already has R&D facilities to carry out all processes.

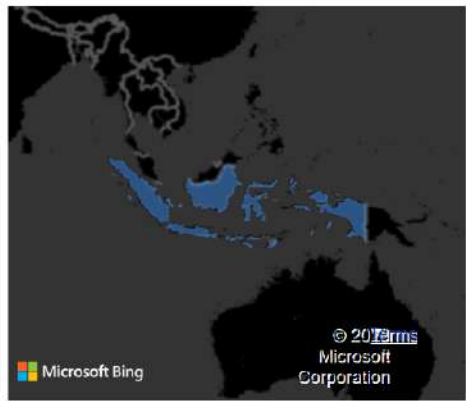
Starting from designing designs, material development to testing components independently, to then produce according to Hyundai OEM quality standards. Bong Kyu Lee, President Director of PT Hyundai Motor Manufacturing Indonesia (HMMI), explained, "Growing and developing with Indonesia is a big commitment that we tried to realize when building the Hyundai factory. See how PT. Frina Lestari Nusantara develops to have qualified R&D facility capabilities, making us very proud and motivated to continue to support the Indonesian automotive industry".



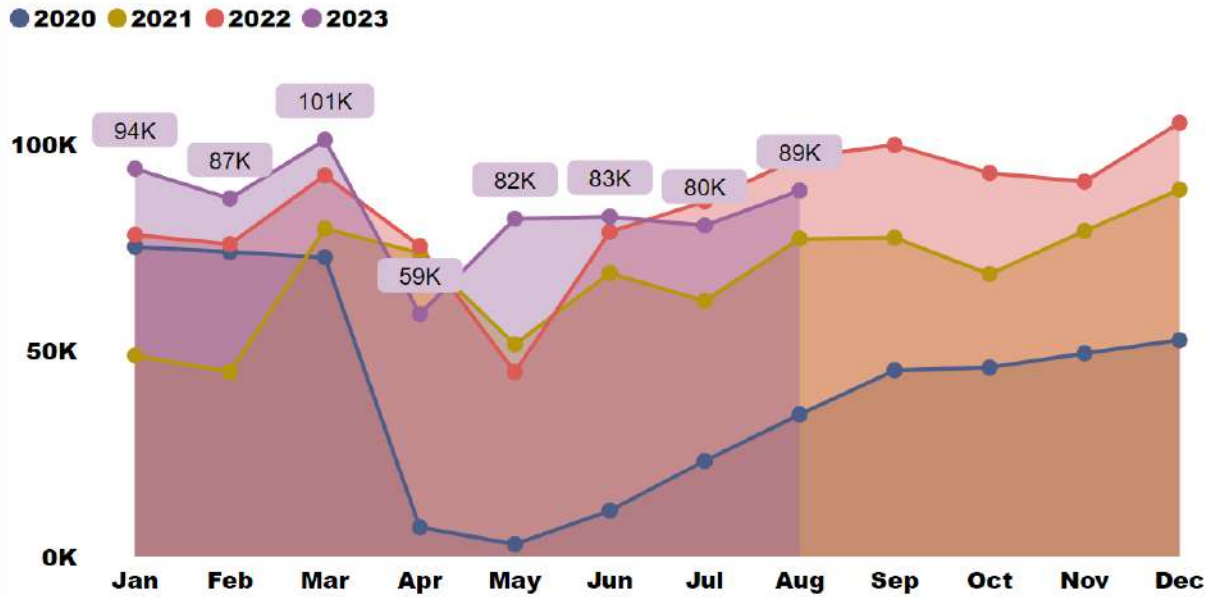
Source:

<https://autonetmagz.com/disupport-hyundai-indonesia-supplier-komponen-bisa-punya-rd-mandiri/121779/>

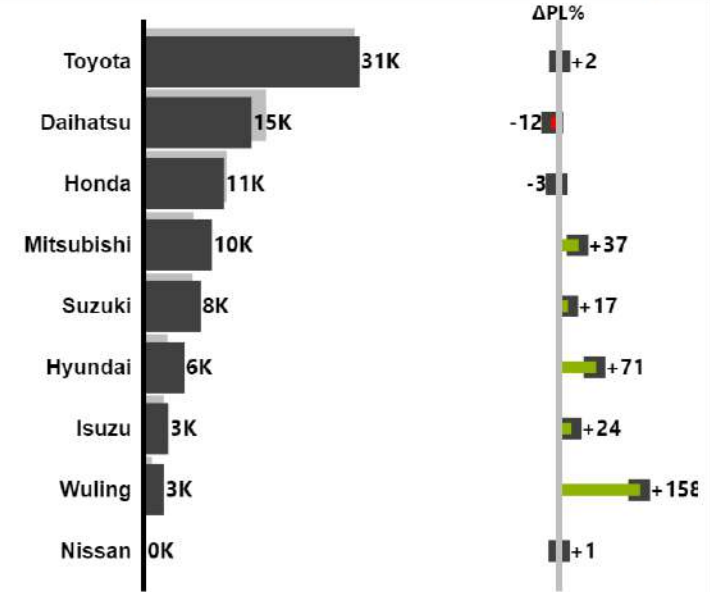
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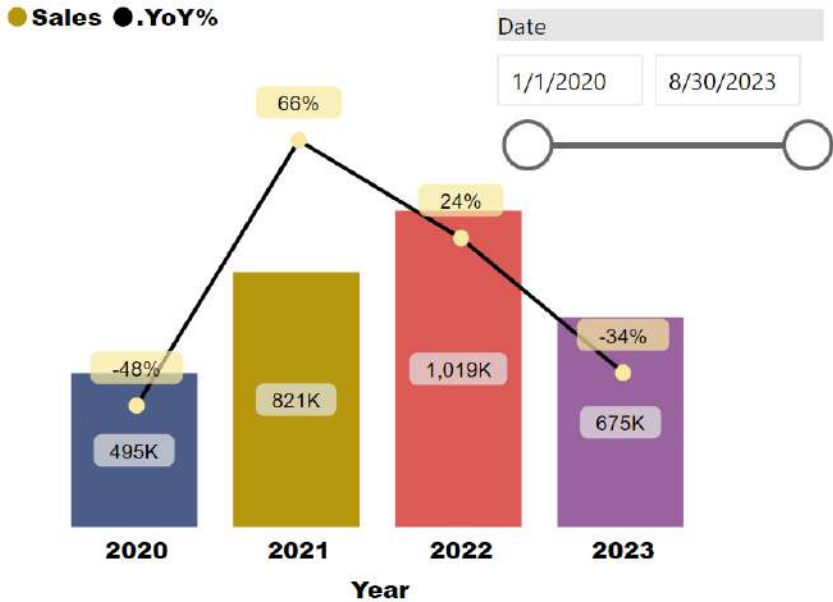
## VEHICLE SALES by MONTH to DATE [as of Aug 2023]



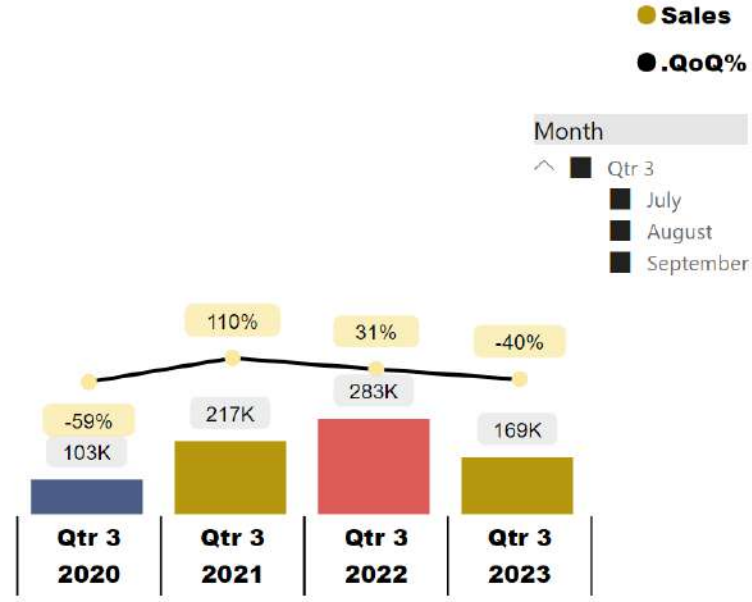
## TOP BRANDS of the MONTH [YoY]



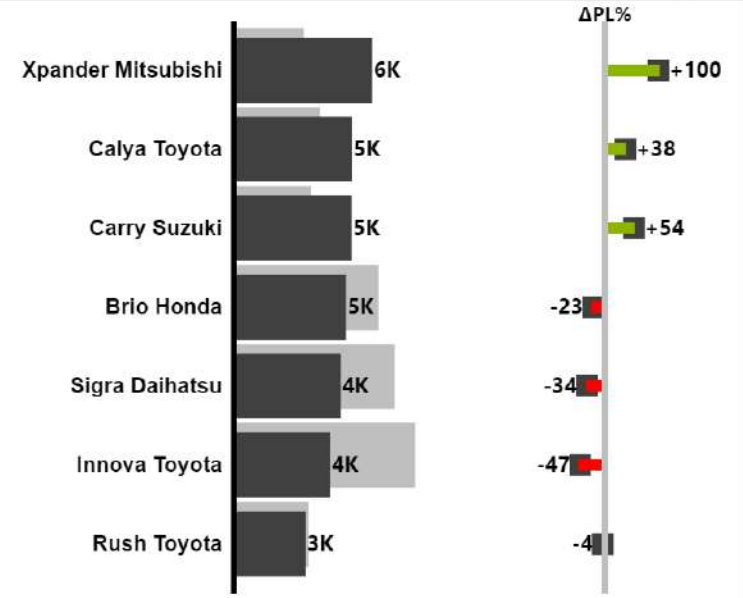
## VEHICLE SALES by YEAR to DATE



## VEHICLE SALES by QUARTER to DATE



## TOP MODELS of the MONTH [YoY]





**VEHICLES IN OPERATION**

**19M**

**VEHICLES BRANDS**

**59**

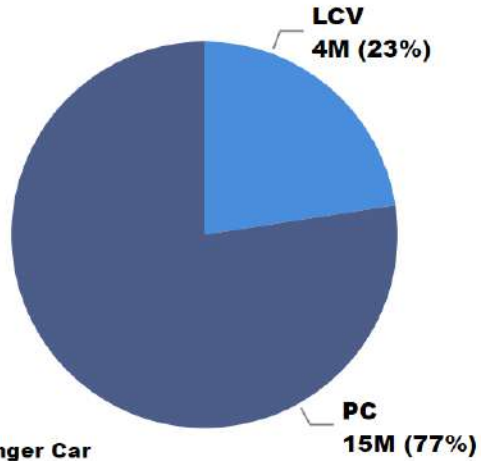
**K-TYPES W/ VIO**

**2K**

**TOP 1000 K-TYPE COVERAGE**

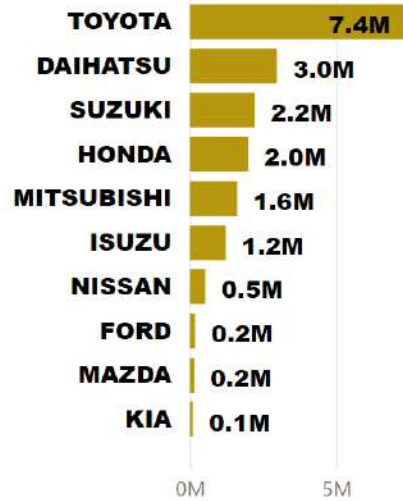
**100.00%**

**SEGMENT by VIO**

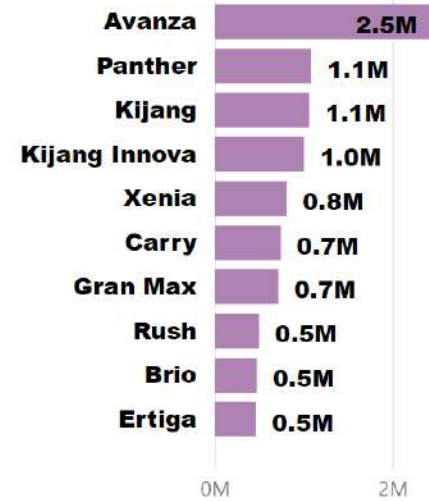


**LEGEND:**  
 PC - Passenger Car  
 LCV - Light Commercial Vehicle

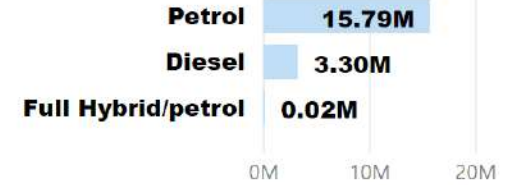
**TOP 10 BRANDS by VIO**



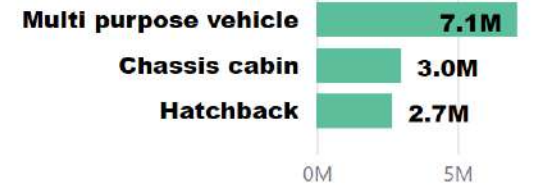
**TOP 10 MODELS by VIO**



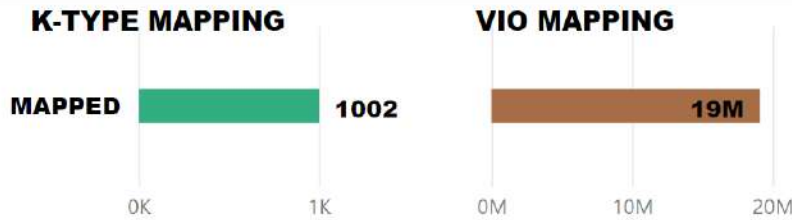
**TOP 3 FUEL TYPES by VIO**



**TOP 3 BODY STYLES by VIO**



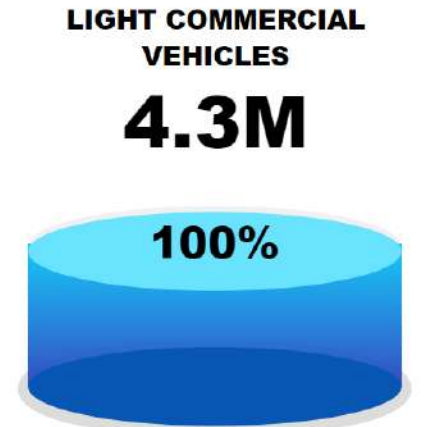
**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**



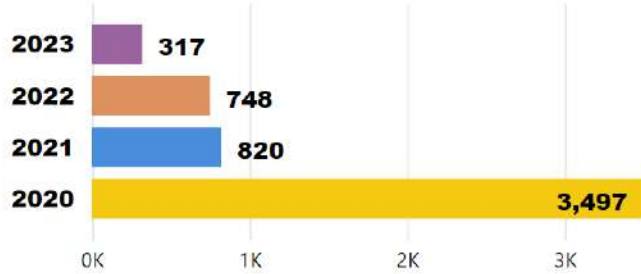
**K-TYPE/VIO COVERAGE by SEGMENT**



ID

© 2022 Microsoft Corporation  
Microsoft Bing

### K-TYPES MAINTAINED by YEAR



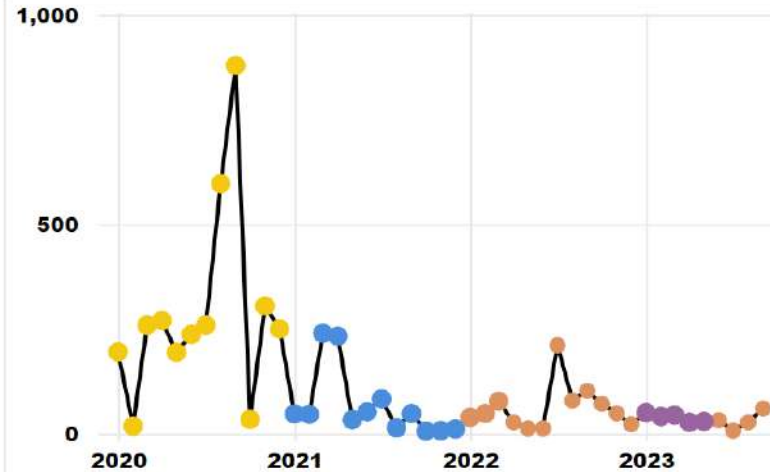
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

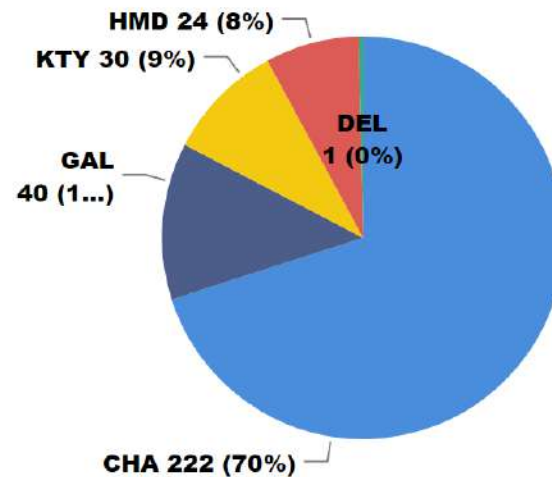
### TOTAL K-TYPES MAINTAINED YTD

# 317

### K-TYPES MAINTAINED by MONTH



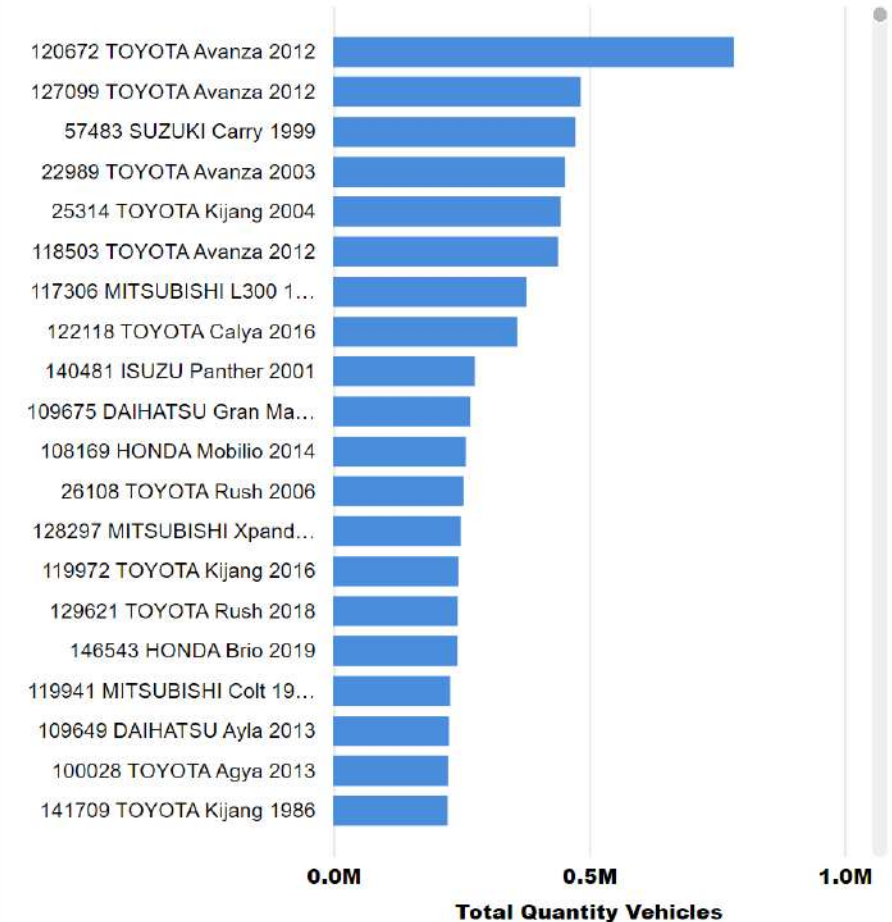
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in Sep-23

# 60

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on FY-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).





# TOP 3 K-TYPES by VEHICLE IN OPERATION



**TOYOTA**

**AVANZA**

MODEL

**2012**

GENERATION

**120672**

K-TYPE

**784K**

TOTAL VEHICLES

**4.07%**

SHARE



**TOYOTA**

**AVANZA**

MODEL

**2012**

GENERATION

**127099**

K-TYPE

**483K**

TOTAL VEHICLES

**2.51%**

SHARE



**SUZUKI**

**CARRY**

MODEL

**1993**

GENERATION

**57483**

K-TYPE

**474K**

TOTAL VEHICLES

**2.46%**

SHARE

**K-TYPES Researched  
YTD 2023**

**2K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**117**

**PART NOs Researched  
YTD 2023**

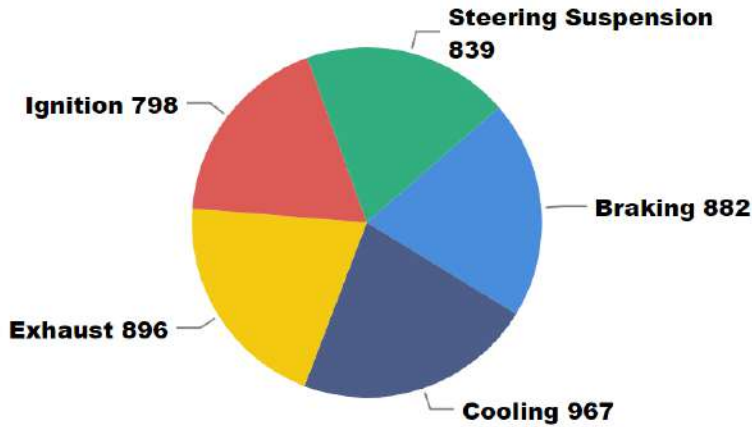
**83K**

**VEHICLE BRANDS  
Covered YTD 2023**

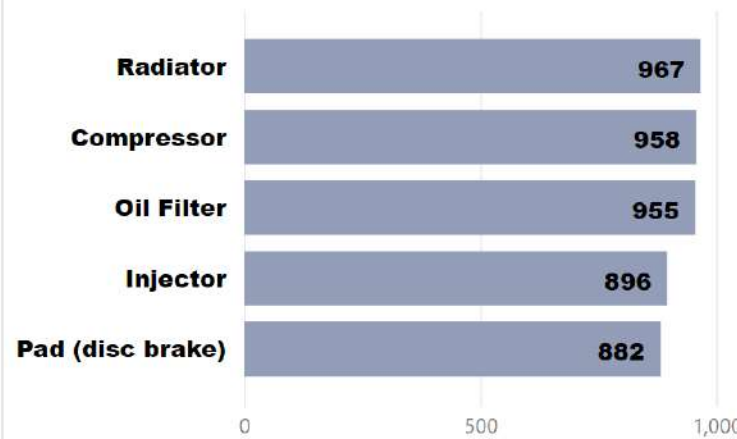
**49**

Sep 2023

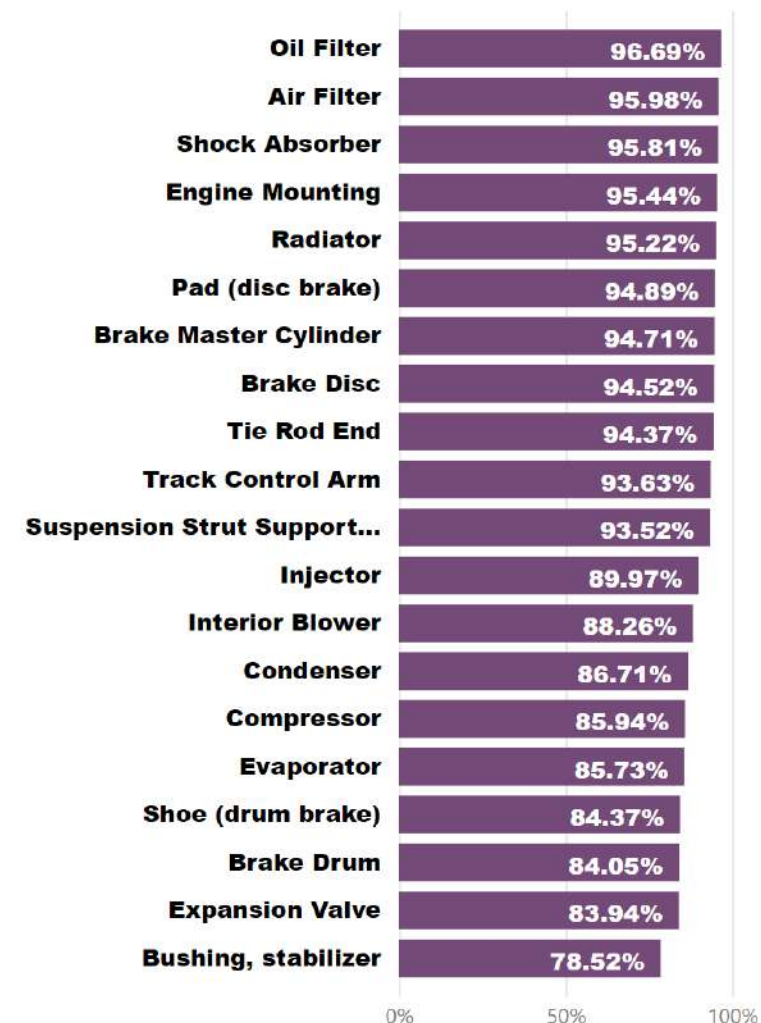
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

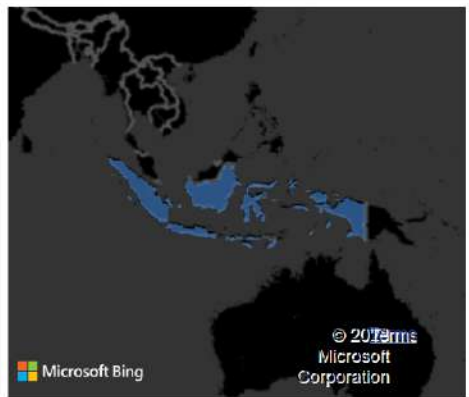
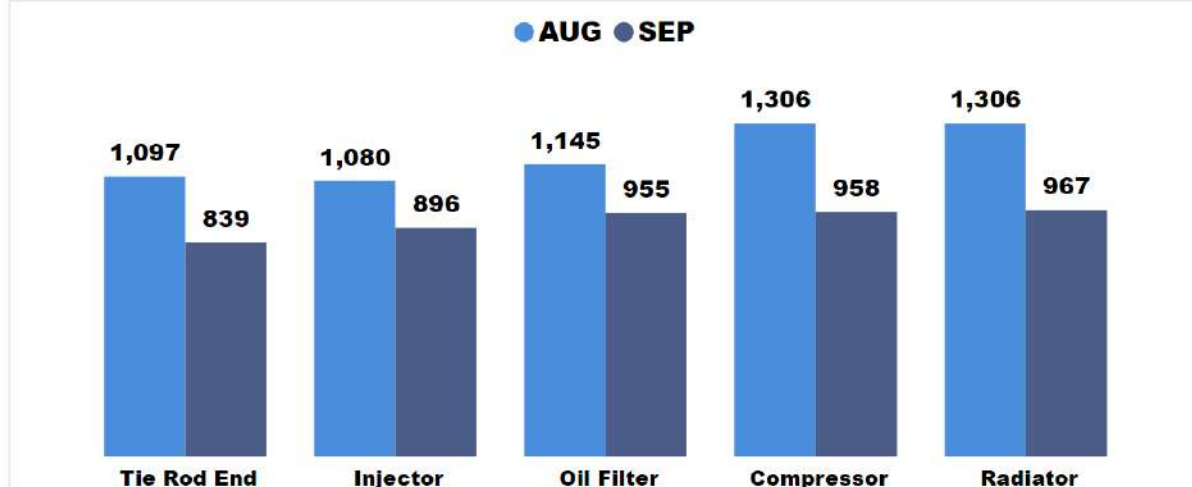


**TOP 20 GA(s) by COVERAGE**



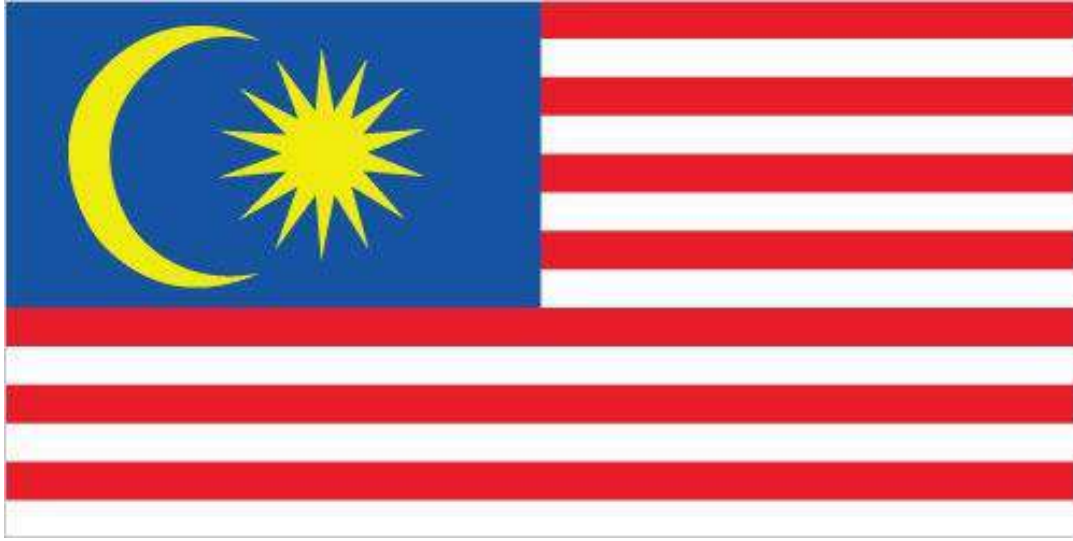
ID

**TOP 5 GA(s) by K-TYPES & MONTH**





# MALAYSIA





# SEA Highlight Vehicle News



## August 2023 Malaysian vehicle sales up by 13% – MAA

The Malaysian Automotive Association (MAA) has released vehicle sales data for the month of August 2023, announcing that a total of 71,745 vehicles were delivered to buyers last month. This is 8,069 units more than the 63,676 units reported by the association in July, representing a 12.67% increase in volume over the previous month.

The association said that the jump in numbers last month was largely due to improvements in the supply chain, which allowed production to be increased. It added that national day promotional campaigns by some car companies added to the lift in sales.

Compared to the same month in 2022, August’s total was 6.12% (or 4,136 units) higher than the 67,609 units achieved last year. Meanwhile, the total industry volume for the first eight months of 2023 now stands at 501,522 units, ahead by 52,263 units (or 11.6%) compared to the 449,289 units managed during the same period last year.

As it stands, the full year TIV should easily achieve the forecast of 725,000 units. The association projects that sales in September will be similar to the level accomplished in August.

### MALAYSIAN AUTOMOTIVE ASSOCIATION PRESS RELEASE : 15 SEPTEMBER 2023 PRODUCTION & SALES FOR AUGUST 2023

#### 1. PRODUCTION

Segment	AUGUST			YEAR-TO-DATE AUGUST		
	2023	2022	Variance	2023	2022	Variance
PV (Passenger Vehicles)	63,242	64,282	-2	465,646	406,406	15
CV (Commercial Vehicles)	4,670	5,096	-8	31,663	32,966	-4
<b>Total</b>	<b>67,912</b>	<b>69,378</b>	<b>-2</b>	<b>497,309</b>	<b>439,372</b>	<b>13</b>

#### 2. SALES

#### PAULTAN.ORG

Segment	AUGUST			YEAR-TO-DATE AUGUST		
	2023	2022	Variance	2023	2022	Variance
PV (Passenger Vehicles)	64,633	60,725	6	449,233	399,051	13
CV (Commercial Vehicles)	7,112	6,884	3	52,319	50,238	4
<b>Total</b>	<b>71,745</b>	<b>67,609</b>	<b>6</b>	<b>501,552</b>	<b>449,289</b>	<b>12</b>

Source:

<https://paultan.org/2023/09/15/august-2023-malaysian-vehicle-sales-up-by-13-maa/>

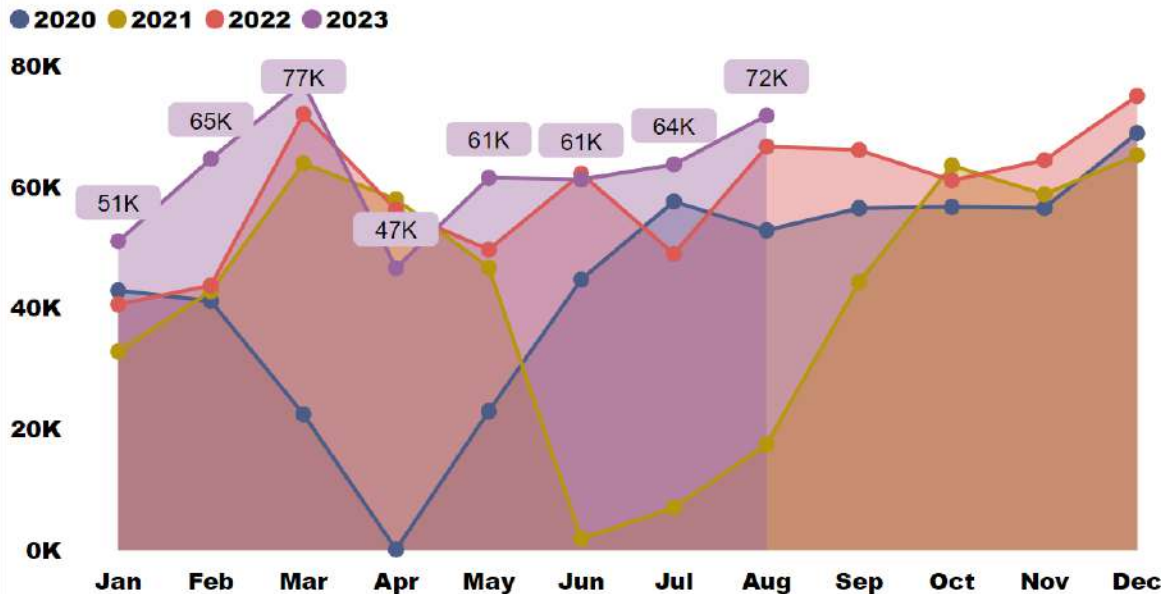




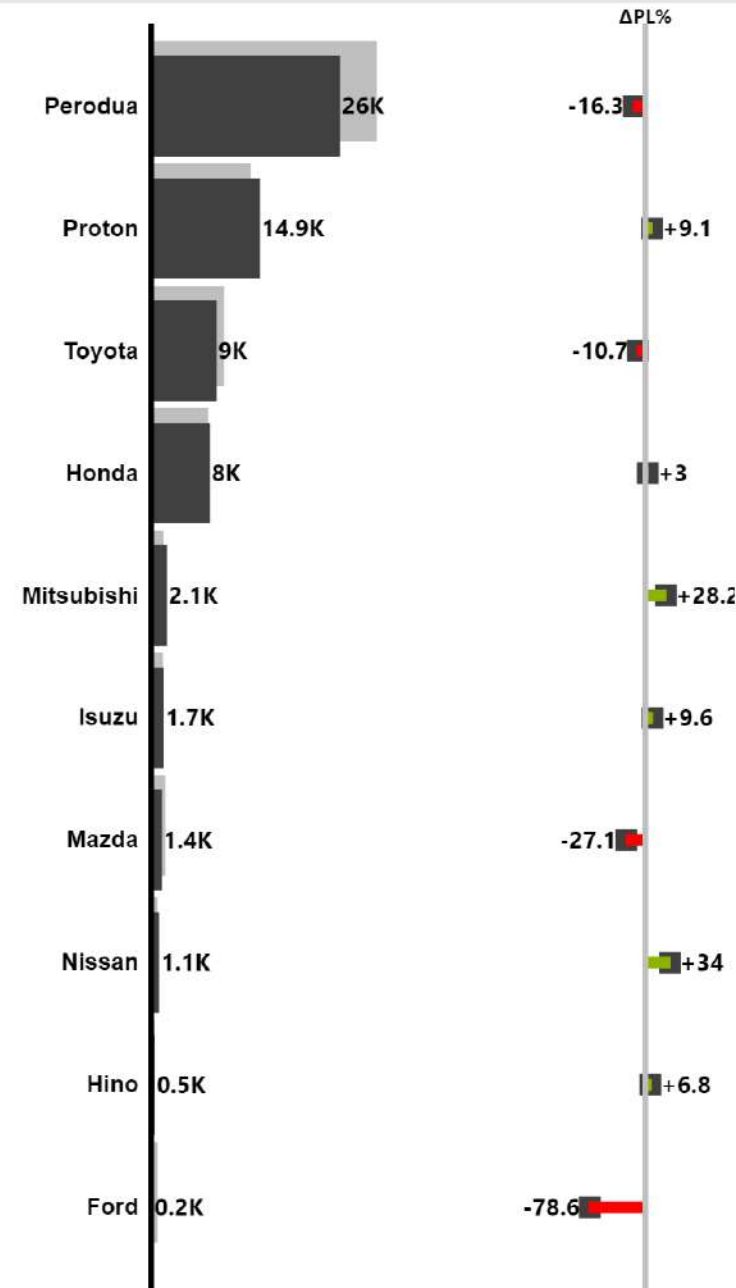
MY



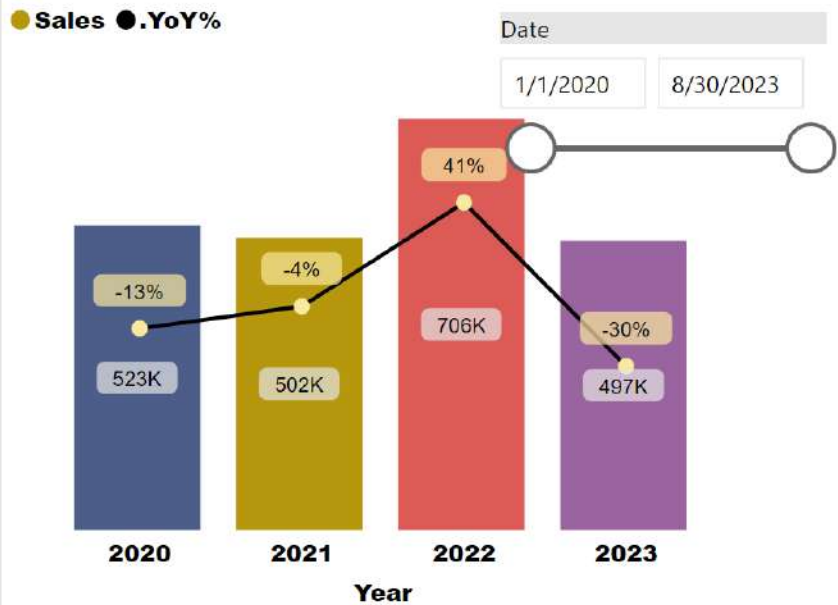
**VEHICLE SALES by MONTH to DATE [as of Aug 2023]**



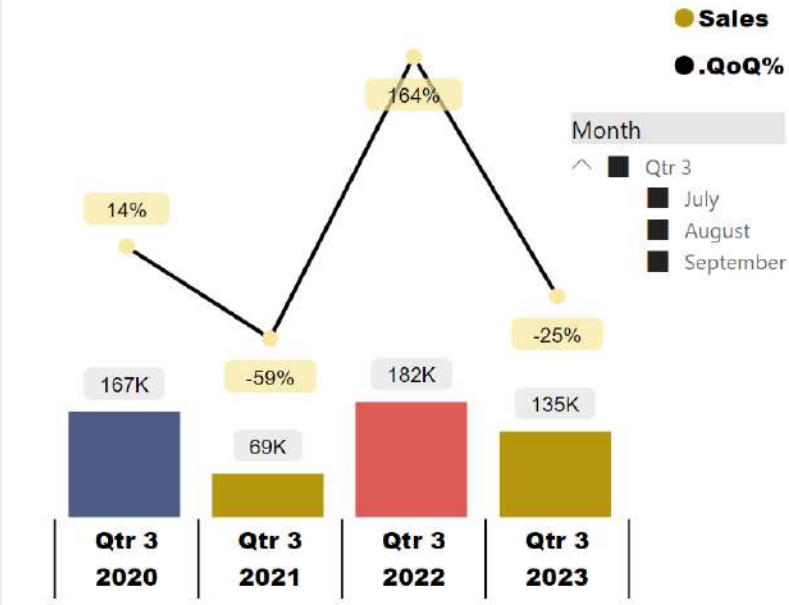
**TOP BRANDS of the MONTH [YoY]**



**VEHICLE SALES by YEAR to DATE**



**VEHICLE SALES by QUARTER to DATE**



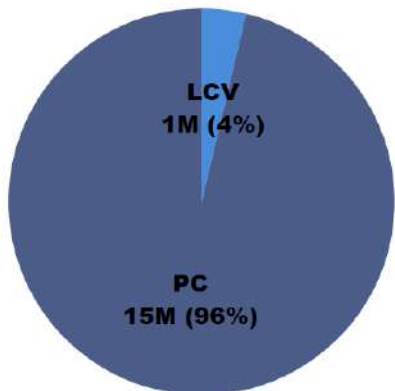
**16M**

**73**

**3K**

**100.00%**

**SEGMENT by VIO**

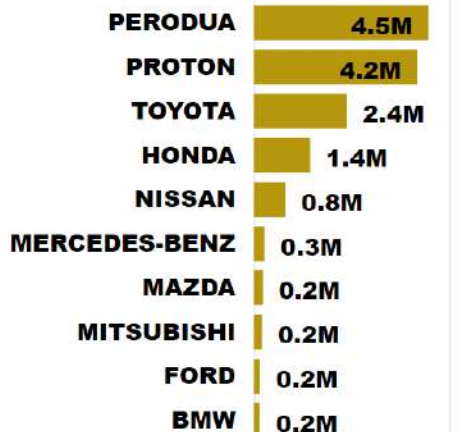


**LEGEND:**

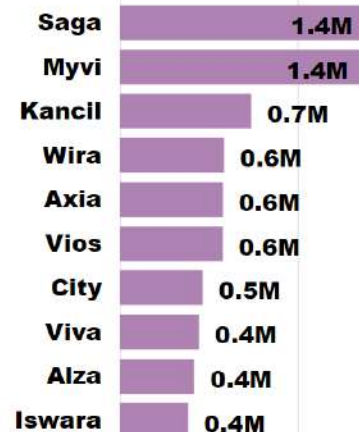
PC - Passenger Car

LCV - Light Commercial Vehicle

**TOP 10 BRANDS by VIO**



**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

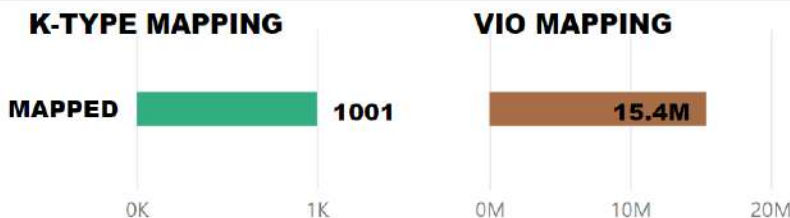


**TOP 3 BODY STYLES by VIO**



MY

**TOP 1000 K-TYPE MAPPING**

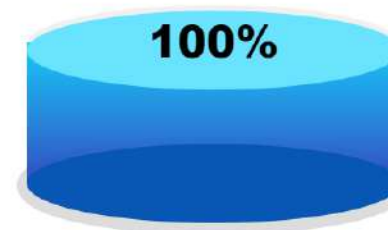


**VEHICLE AGE DISTRIBUTION**

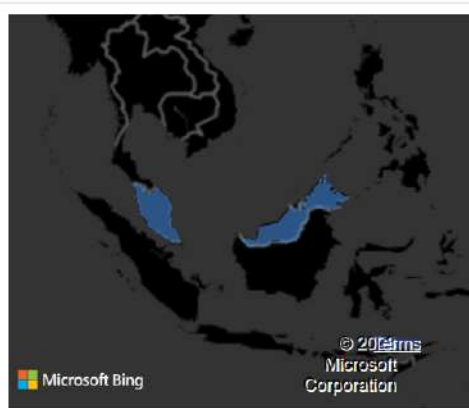
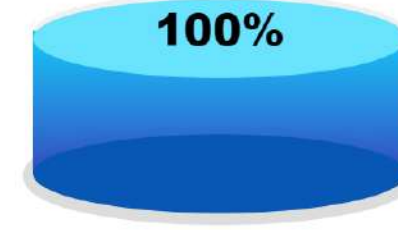


**K-TYPE/VIO COVERAGE by SEGMENT**

PASSENGER CARS  
**15.0M**

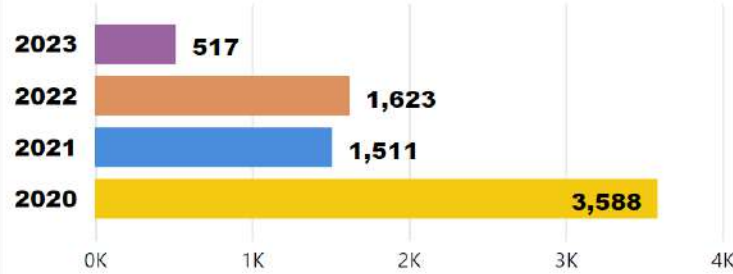


LIGHT COMMERCIAL VEHICLES  
**0.6M**





### K-TYPES MAINTAINED by YEAR



MY

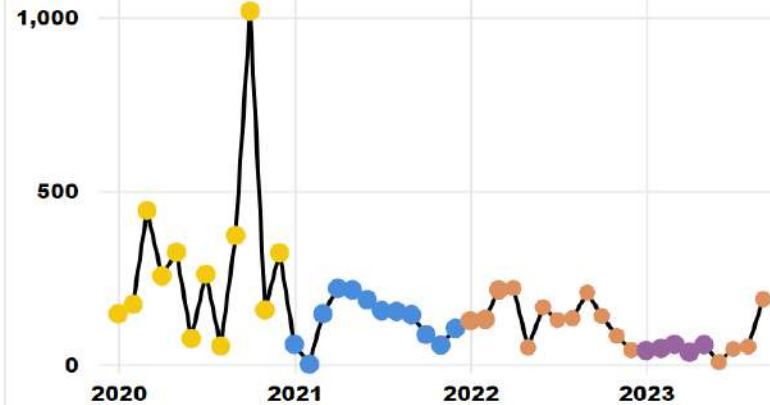
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

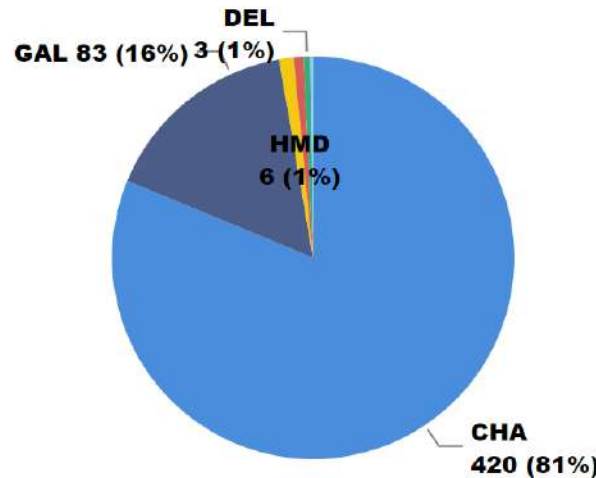
### TOTAL K-TYPES MAINTAINED YTD

517

### K-TYPES MAINTAINED by MONTH



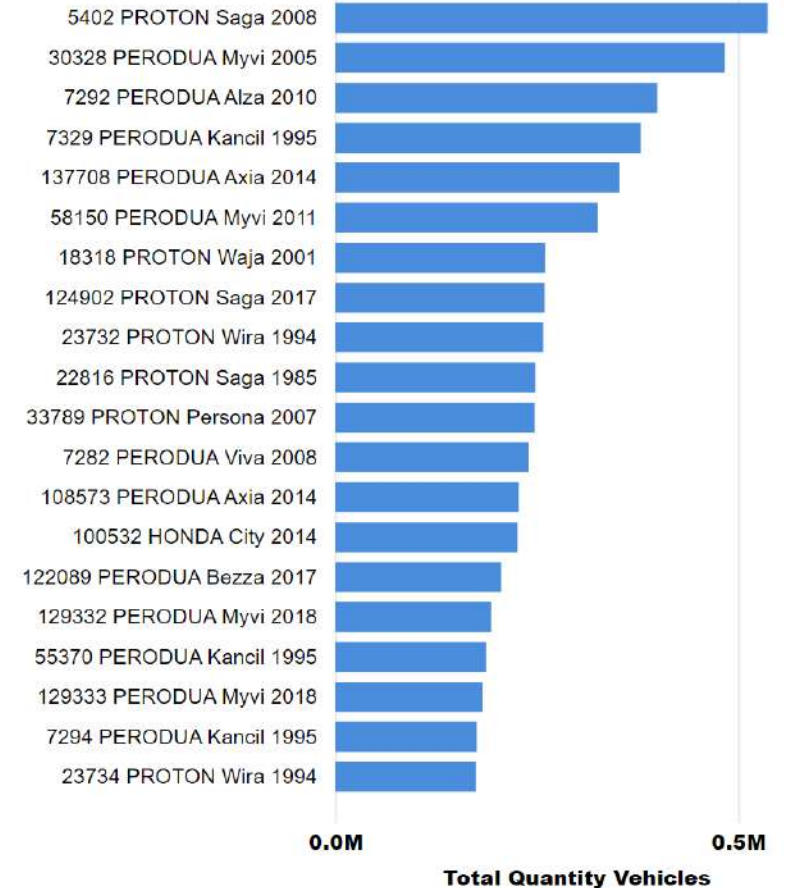
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in Sep-23

187

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on FY-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).



TOP 3 K-TYPES by VEHICLE IN OPERATION



**SAGA**  
 MODEL  
**2008**  
 GENERATION  
**5402**  
 K-TYPE  
**537K**  
 TOTAL VEHICLES  
**3.52%**  
 SHARE



**MYVI**  
 MODEL  
**2005**  
 GENERATION  
**30328**  
 K-TYPE  
**484K**  
 TOTAL VEHICLES  
**3.17%**  
 SHARE



**ALZA**  
 MODEL  
**2010**  
 GENERATION  
**7292**  
 K-TYPE  
**400K**  
 TOTAL VEHICLES  
**2.62%**  
 SHARE



**K-TYPES Researched  
YTD 2023**

**3K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**129**

**PART NOs Researched  
YTD 2023**

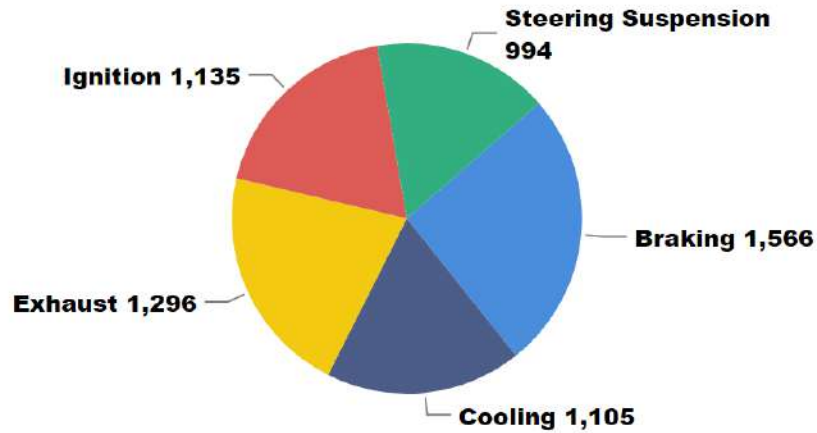
**116K**

**VEHICLE BRANDS  
Covered YTD 2023**

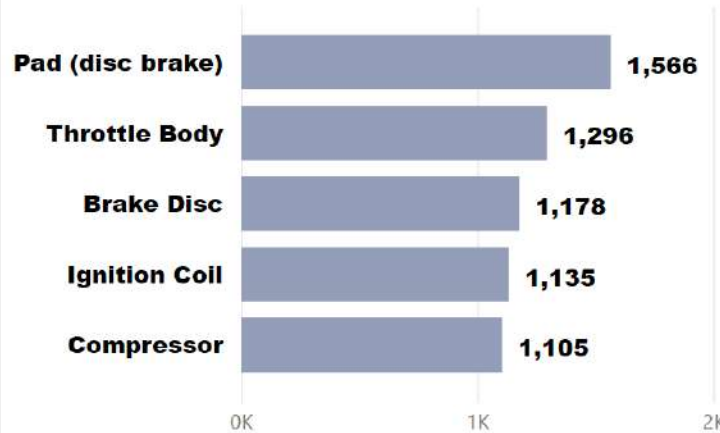
**57**

Sep 2023

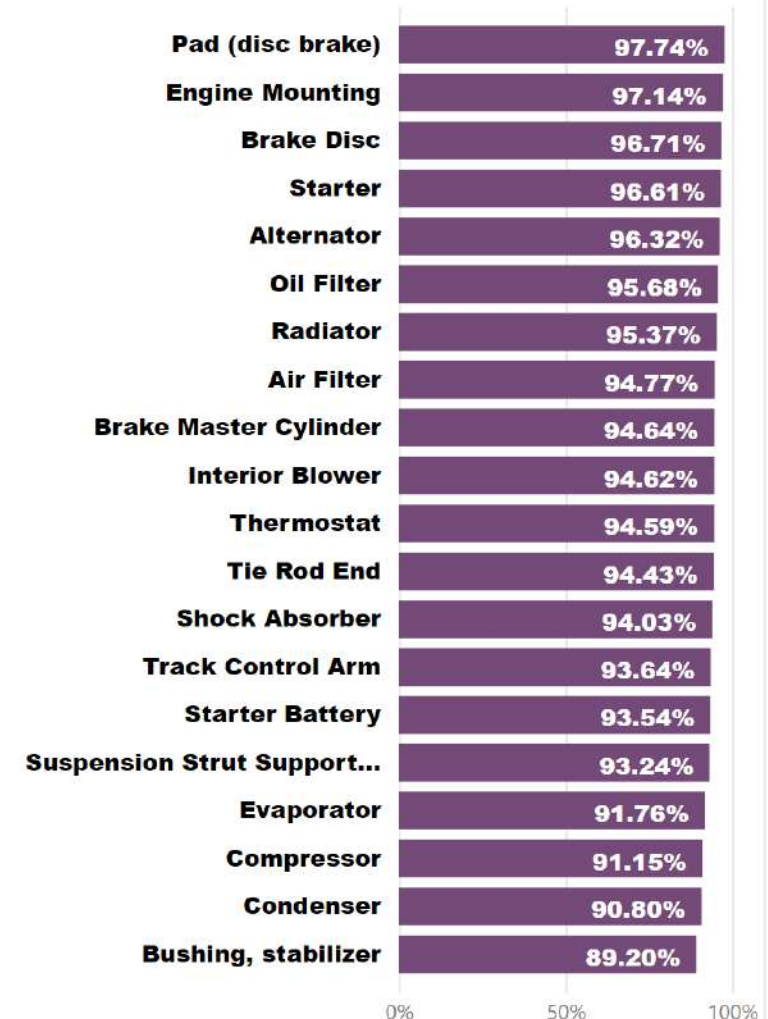
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

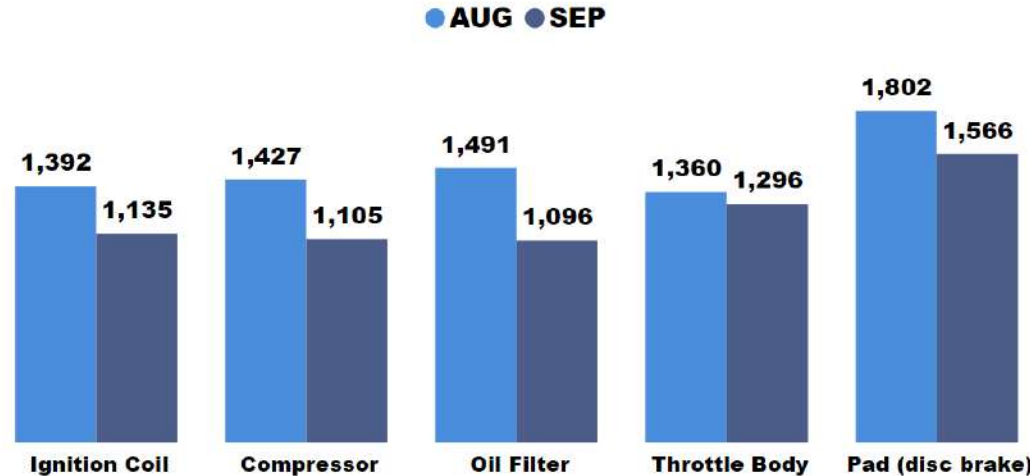


**TOP 20 GA(s) by COVERAGE**



MY

**TOP 5 GA(s) by K-TYPES & MONTH**



# PHILIPPINES







## SEA Highlight Vehicle News



### You can get a 2024 BMW M2 with a manual gearbox in PH but...

It goes without saying that despite the manual gearbox becoming more and more of a niche offering to buyers, there are still those who swear by shifting their own gears, especially when it comes to performance cars like the 2024 BMW M2

But when BMW distributor SMC Asia Cars Distributors Inc. revealed the next-generation M2 yesterday, we were surprised to see that there were no manual models on display. Heck, there was no mention of the 6-speed manual version on the brochures or spec list/sheet. This led us to believe that the M2 models bound for PH will only be available with an 8-speed Steptronic automatic transmission.

However, SMC Asia Distributors Corp. president Spencer Yu announced during the launch that customers who prefer to row their own can actually order a 6-speed manual version of the all-new M2. That's right, enthusiasts need not gather their torches or pitchforks as a proper stick shift is actually available to interested customers.

So why didn't BMW mention the availability of a 6-speed manual for the 2024 M2 initially? Well, Yu shared that unlike the 8-speed automatic which is immediately available to buyers, the 6-speed version of the M2 is an indent order. The executive added that it will take around three months at best before the vehicle arrives in the country.

We then asked if the manual would be cheaper or more expensive than the 8-speed automatic variants that are already here in the country. To our surprise, Yu said that the 6-speed manual transmission would not affect the pricing of the 2024 M2. You read right, the M2 Pure and M2 Carbon will still be priced at PHP 5.99 million and at PHP 8.89 million despite the gearbox difference.

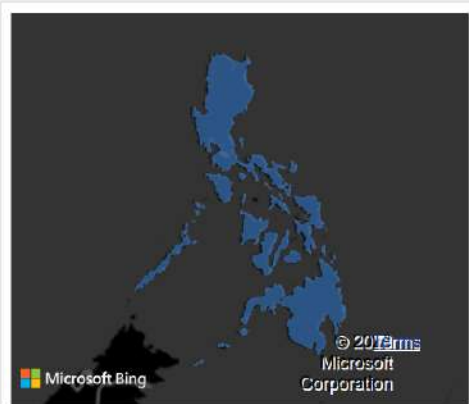


**Source:**

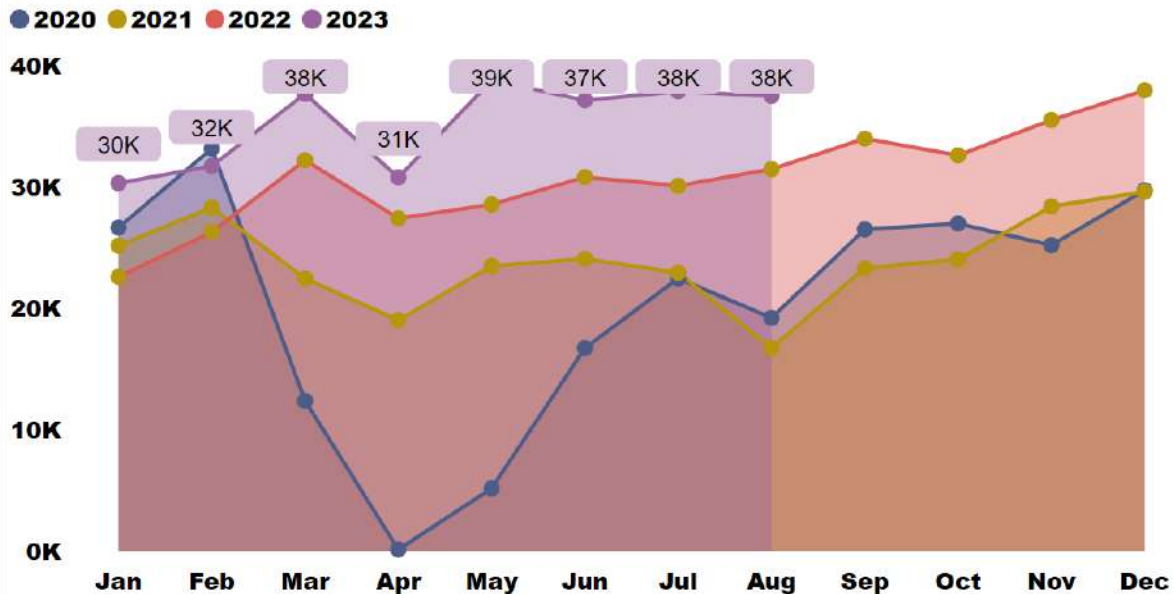
<https://www.autoindustriya.com/auto-industry-news/you-can-get-a-2024-bmw-m2-with-a-manual-gearbox-in-ph-but.html>



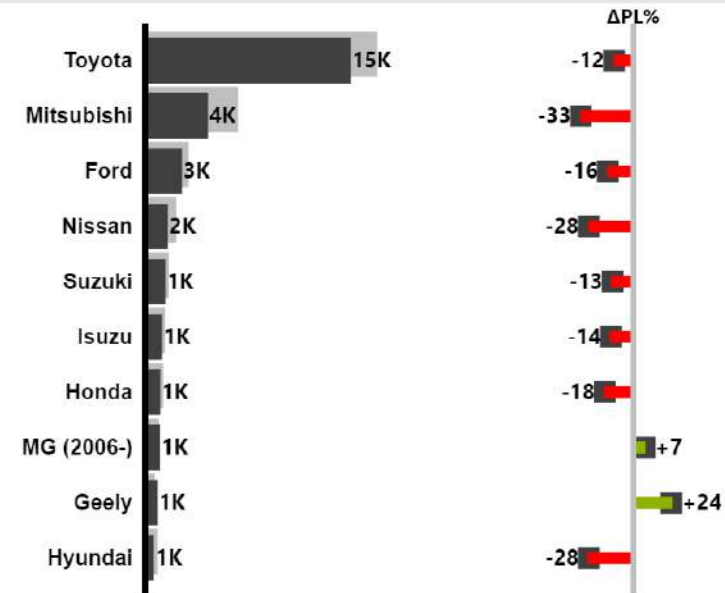
PH



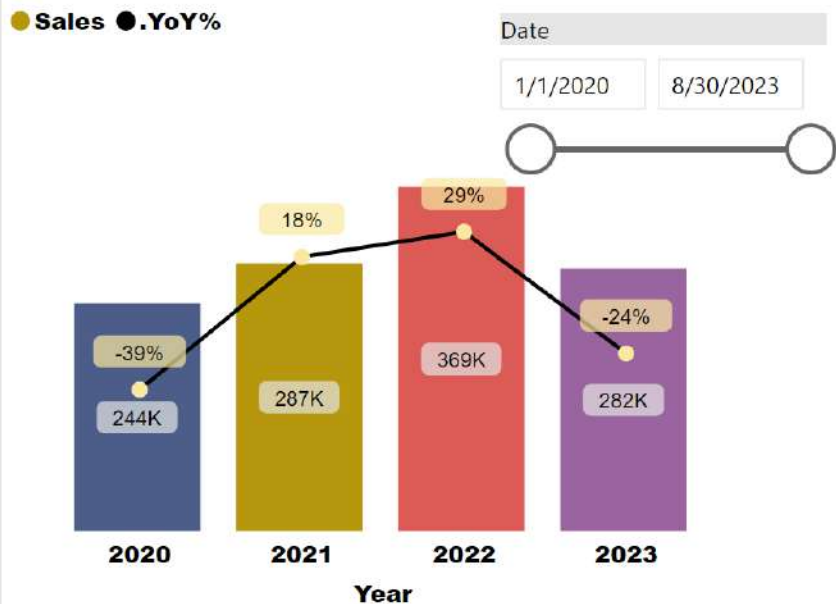
### VEHICLE SALES by MONTH to DATE [as of Aug 2023]



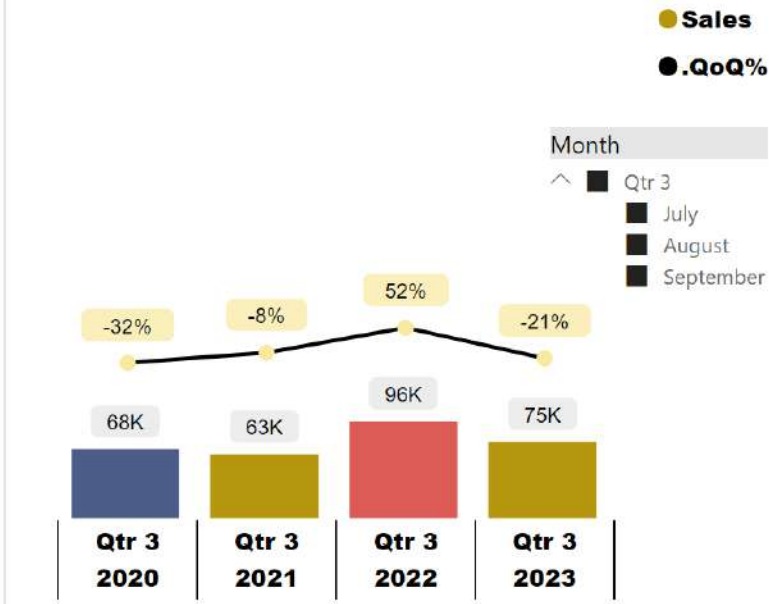
### TOP BRANDS of the MONTH [YoY]



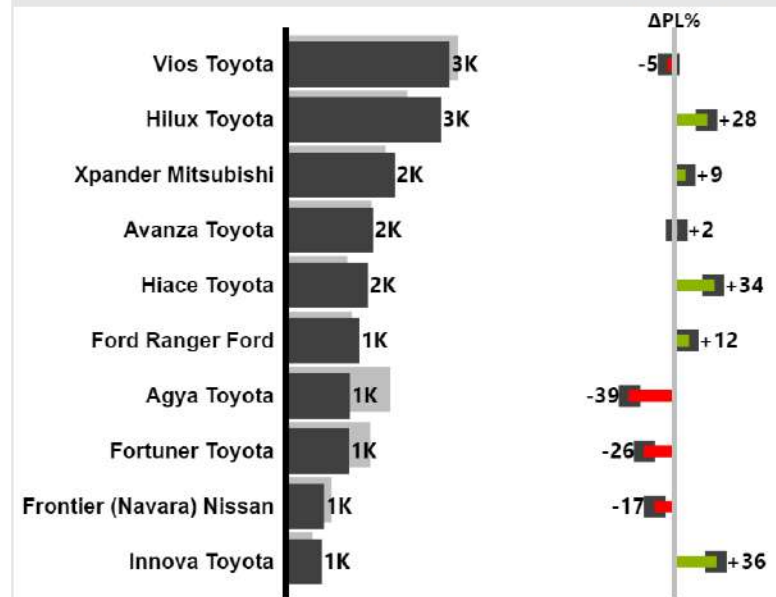
### VEHICLE SALES by YEAR to DATE



### VEHICLE SALES by QUARTER to DATE



### TOP MODELS of the MONTH [YoY]





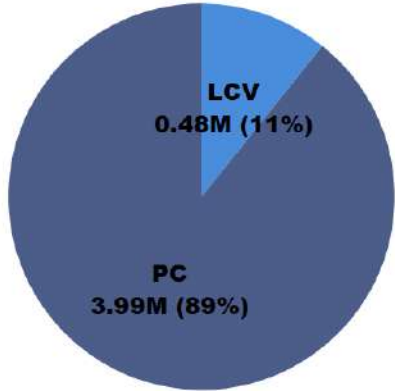
**4M**

**68**

**3K**

**100.00%**

**SEGMENT by VIO**

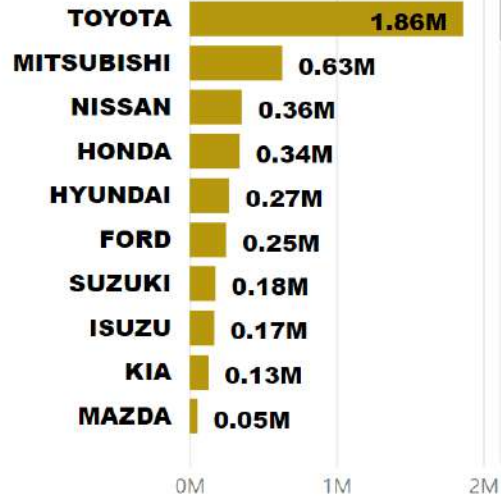


**LEGEND:**

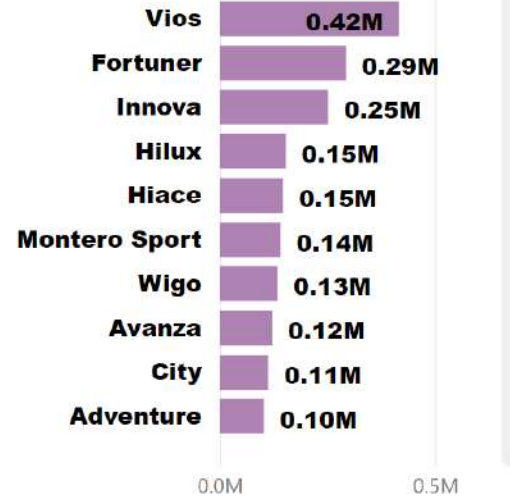
PC - Passenger Car

LCV - Light Commercial Vehicle

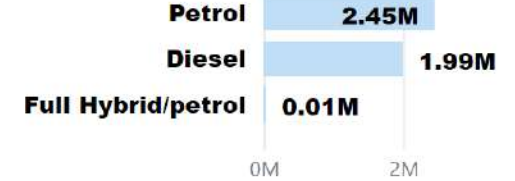
**TOP 10 BRANDS by VIO**



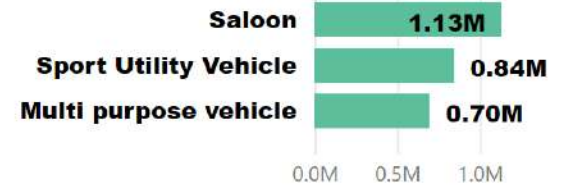
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

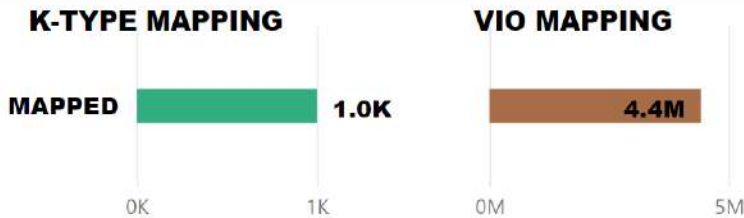


**TOP 3 BODY STYLES by VIO**

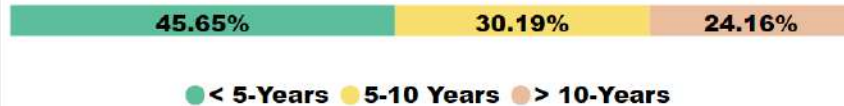


PH

**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**

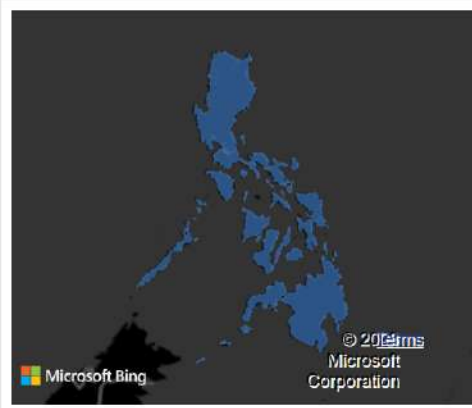


**K-TYPE/VIO COVERAGE by SEGMENT**

**PASSENGER CARS**  
**3.99M**

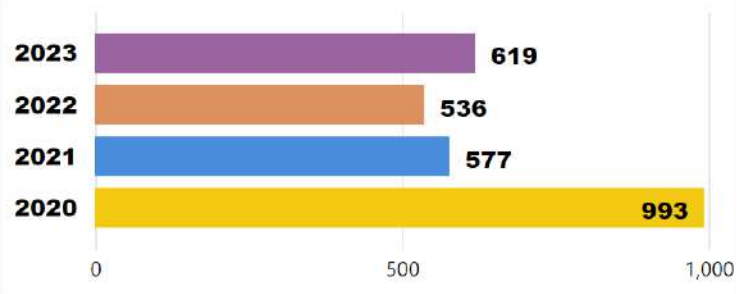


**LIGHT COMMERCIAL VEHICLES**  
**0.48M**



**NOTE:** Distribution is based on FY-2022 Data. Light Commercial Vehicle (LCV) includes <7.5T such as Toyota HIACE, Fuso CANTER, Nissan NV

### K-TYPES MAINTAINED by YEAR



PH

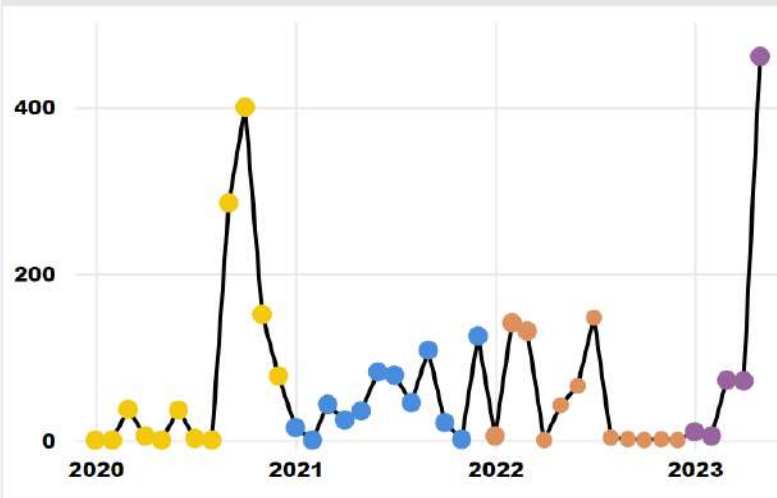
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

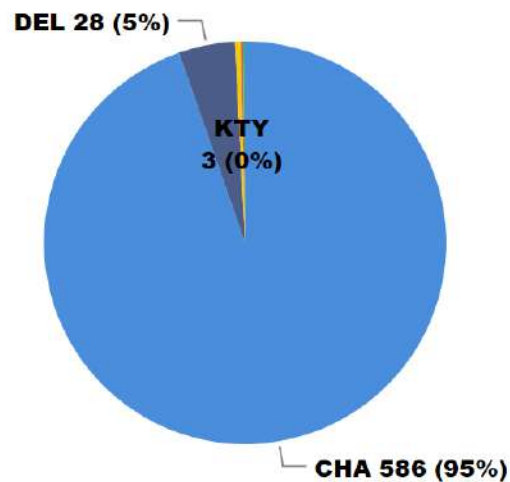
### TOTAL K-TYPES MAINTAINED YTD

# 619

### K-TYPES MAINTAINED by MONTH



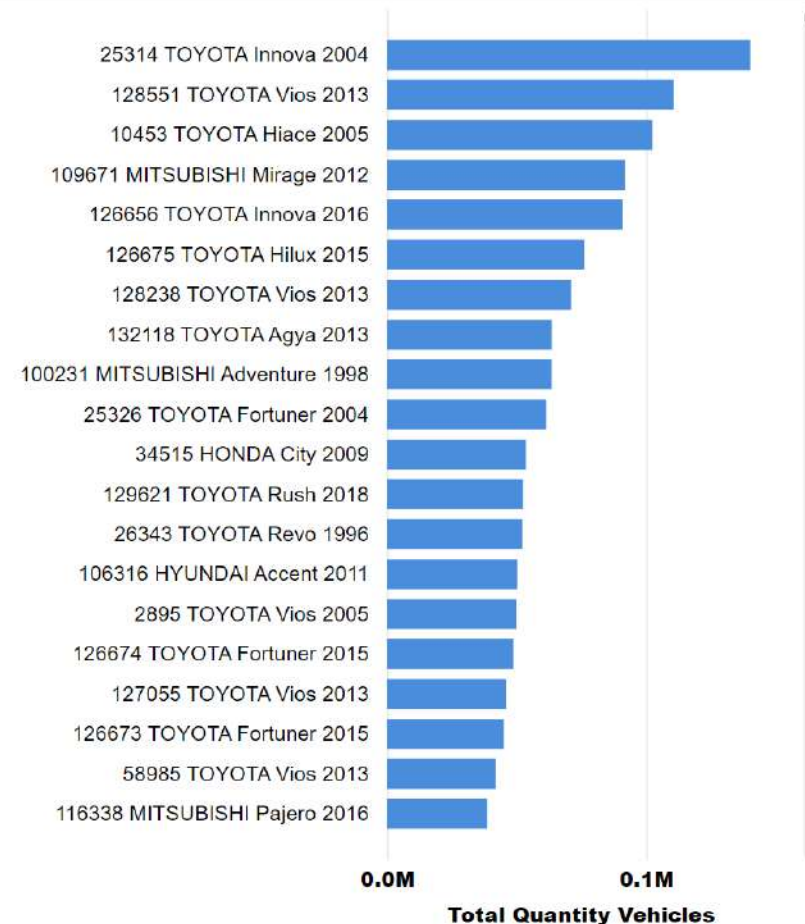
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in May-23

# 461

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on H2-2021 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).





# TOP 3 K-TYPES by VEHICLE IN OPERATION



**TOYOTA**

**INNOVA**  
MODEL  
**2004**  
GENERATION  
**25313**  
K-TYPE  
**138K**  
TOTAL VEHICLES  
**3.10%**  
SHARE



**TOYOTA**

**VIOS**  
MODEL  
**2013**  
GENERATION  
**128551**  
K-TYPE  
**120K**  
TOTAL VEHICLES  
**2.69%**  
SHARE



**TOYOTA**

**FORTUNER**  
MODEL  
**2004**  
GENERATION  
**129396**  
K-TYPE  
**111K**  
TOTAL VEHICLES  
**2.50%**  
SHARE

**K-TYPES Researched  
YTD 2023**

**1K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**107**

**PART NOs Researched  
YTD 2023**

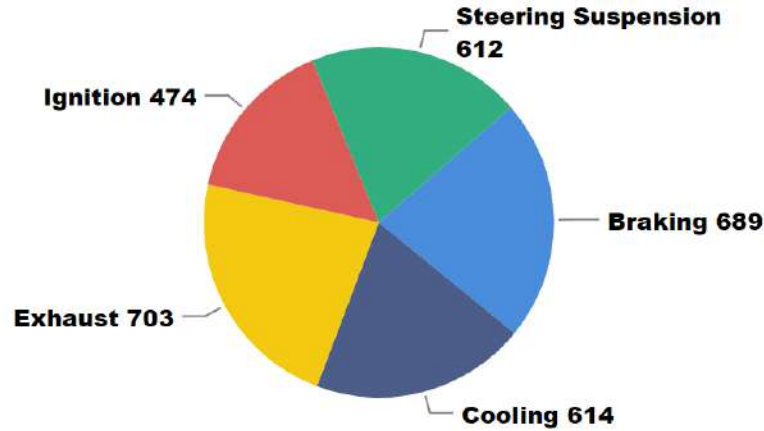
**52K**

**VEHICLE BRANDS  
Covered YTD 2023**

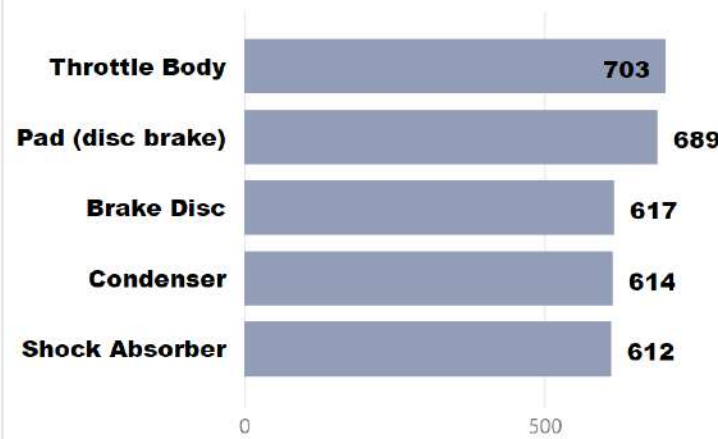
**34**

Sep 2023

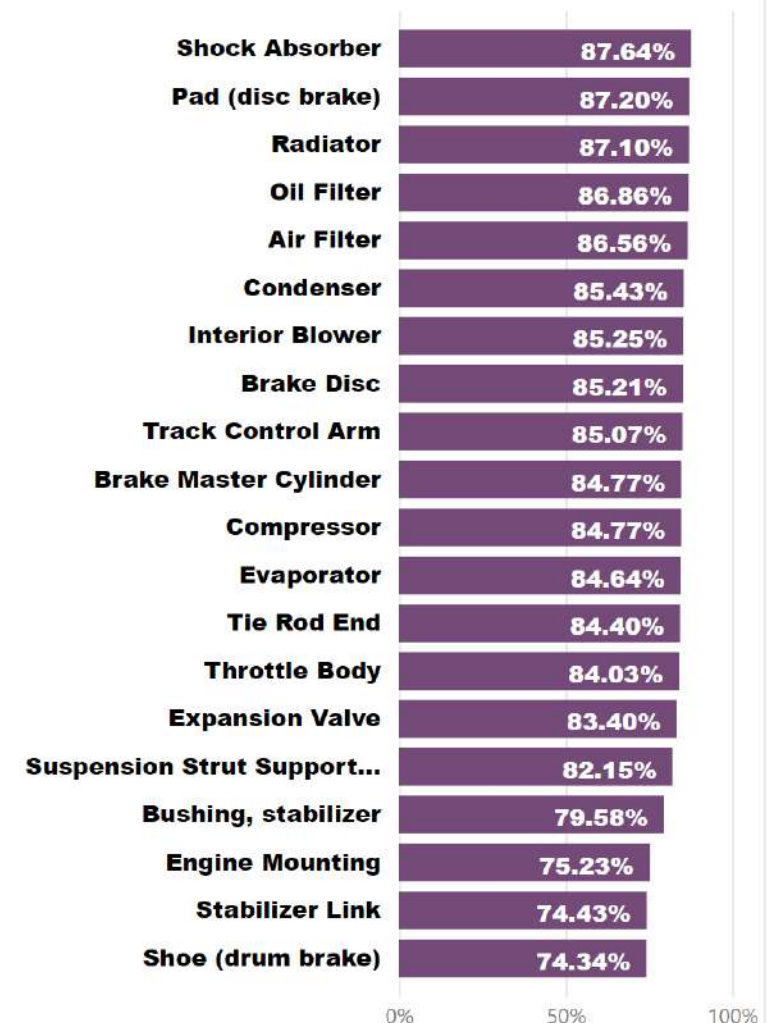
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

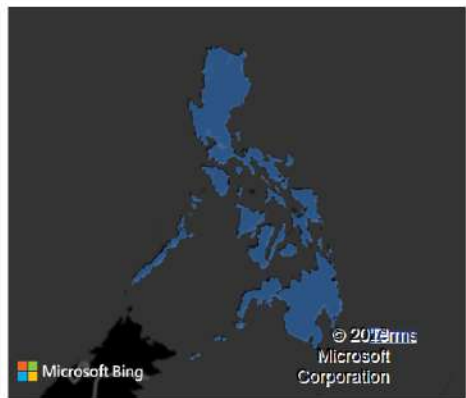
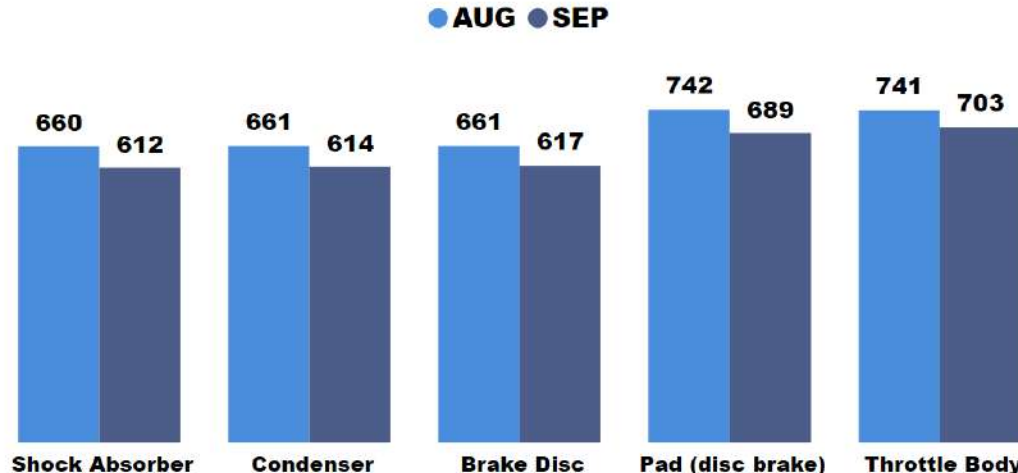


**TOP 20 GA(s) by COVERAGE**



PH

**TOP 5 GA(s) by K-TYPES & MONTH**





# SINGAPORE





## SEA Highlight Vehicle News



### Inchcape Launches Omnichannel Customer Platform and Newly-Renovated Toyota Showroom

Inchcape Singapore announced the launch of its new Omnichannel platform to create a seamless and engaging phygital journey for customers.

This is made possible with the new online platform, and the flagship showroom and service centre. Omnichannel is Inchcape's strategic approach to further demonstrate its vision to elevate the lifetime car ownership value for customers, aligning perfectly with Toyota's 'Move Your World' vision.

"Our Omnichannel platform together with the all-new Toyota Showroom exemplifies our commitment to going the extra mile for our valued customers," said Ng Khee Siong, Interim Managing Director of Inchcape Singapore.

The new Omnichannel platform ensures seamless journey between online and offline. Integrated with the Digital Experience Platform (DXP), the Toyota website allows customers to explore various models and build their dream car using the 'Build and Price Configurator'.

Customers are able to personalise the vehicle of their choice according to their preference such as the body colour, interior, accessories, and even get insights into financing and insurance coverage with just a few clicks.

At the showroom, sales consultants are readily able to provide personalised services according to the preferences already established in a customer's 'My Account' that they have saved online. From there, the consultants can project the choices onto the showroom screen and match it with the physical colour plates and seat fabric on display.



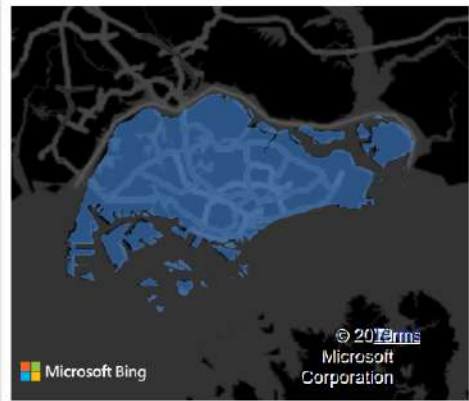
**Source:**

<https://www.motorist.sg/article/2253/inchcape-launches-omnichannel-customer-platform-and-newly-renovated-toyota-showroom>

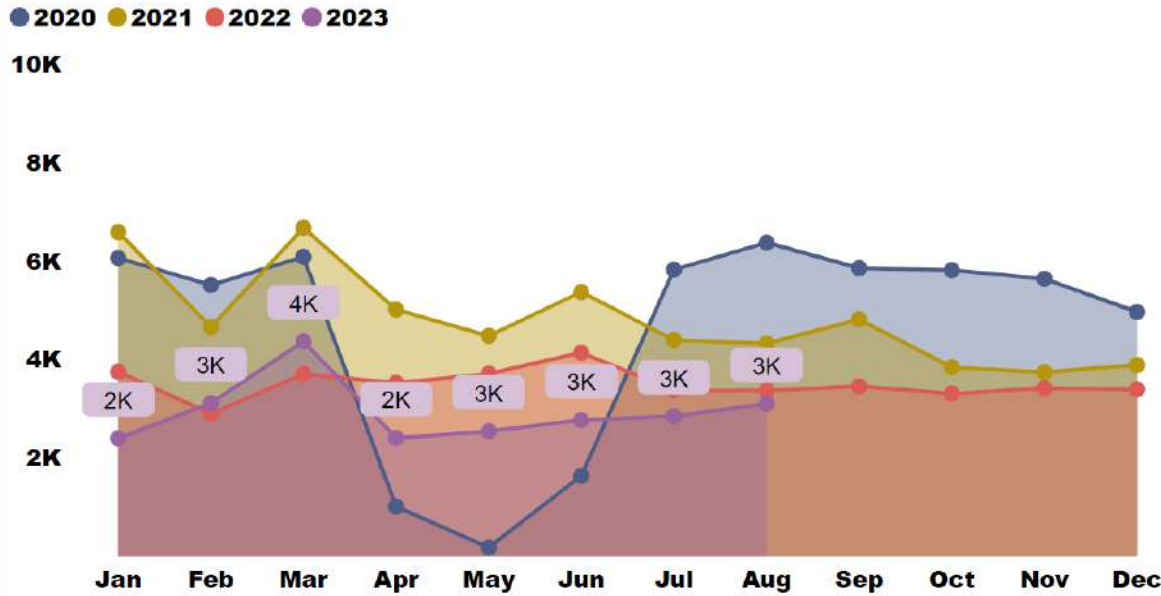




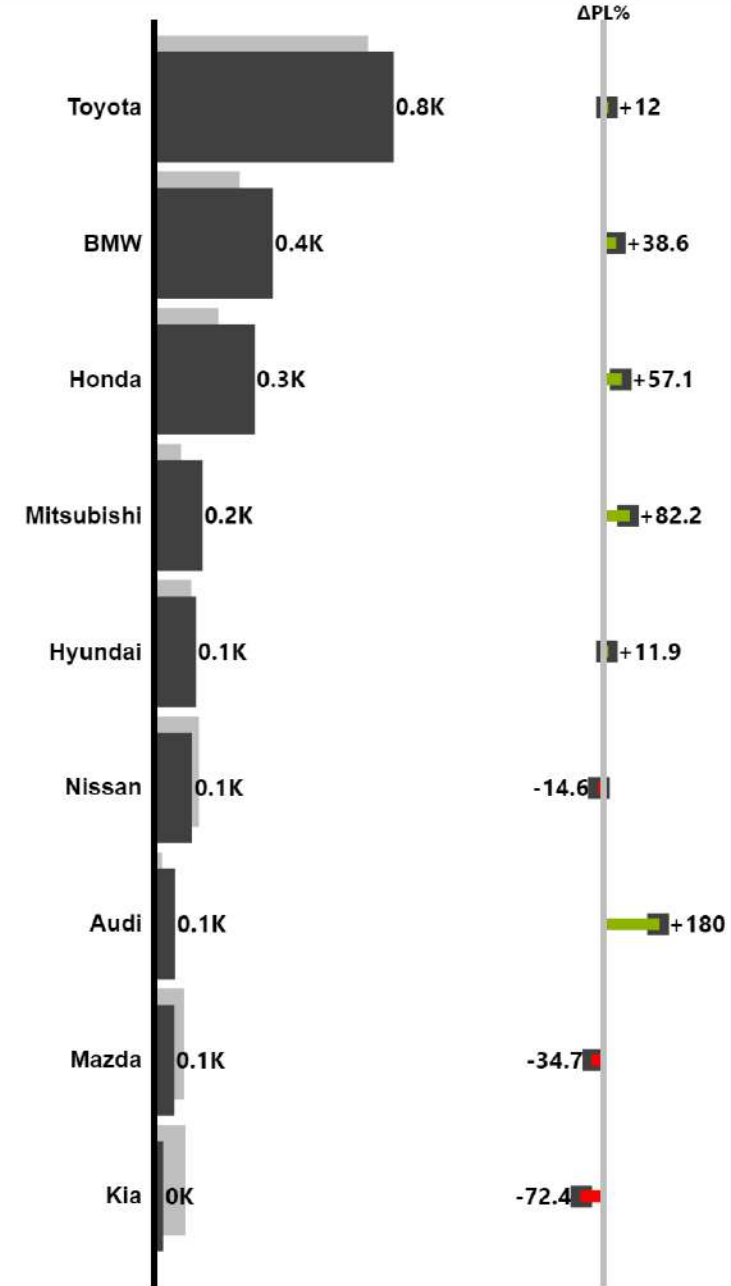
SG



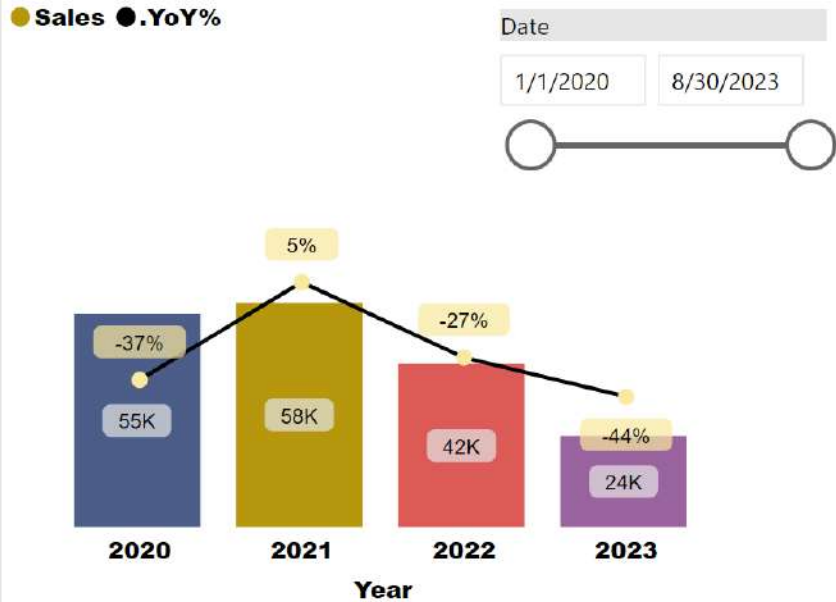
### VEHICLE SALES by MONTH to DATE [as of Aug 2023]



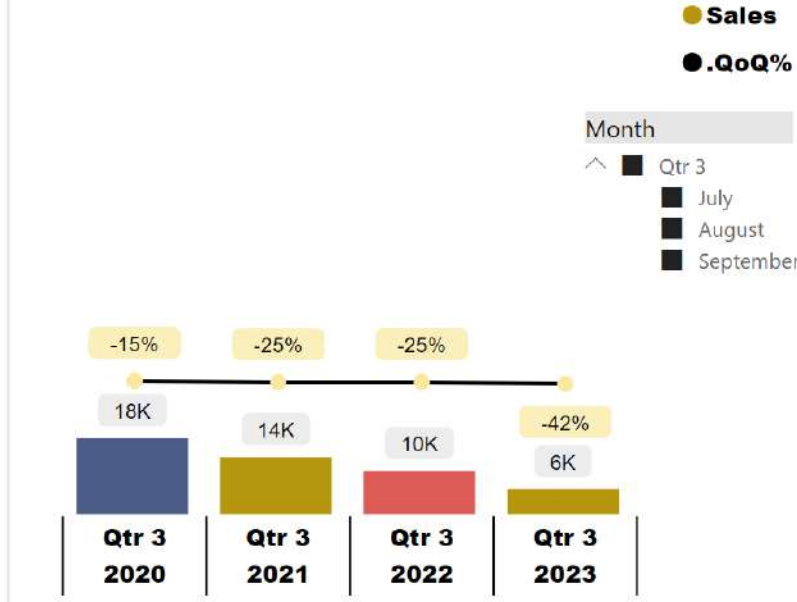
### TOP BRANDS of the MONTH [YoY]



### VEHICLE SALES by YEAR to DATE



### VEHICLE SALES by QUARTER to DATE



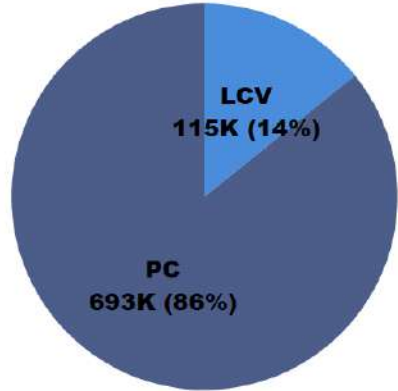
**808K**

**69**

**3K**

**100.00%**

**SEGMENT by VIO**



**LEGEND:**

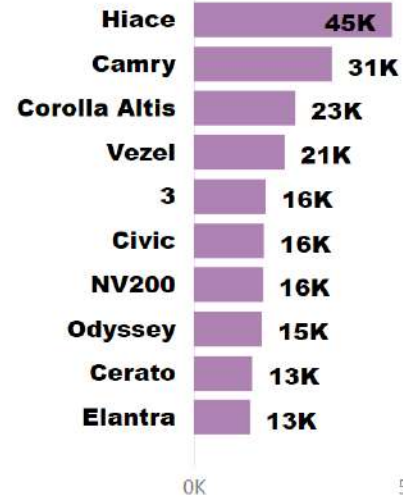
PC - Passenger Car

LCV - Light Commercial Vehicle

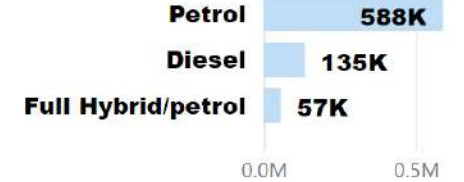
**TOP 10 BRANDS by VIO**



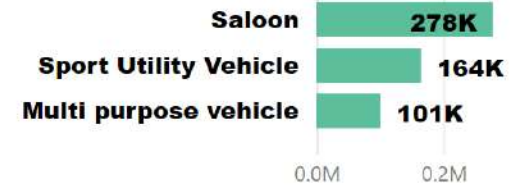
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

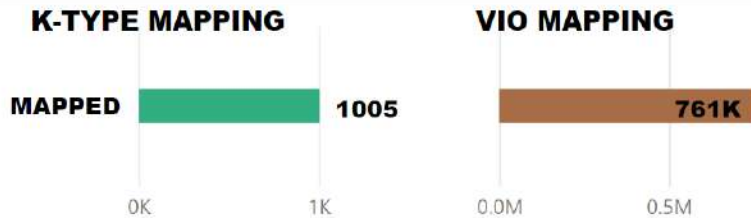


**TOP 3 BODY STYLES by VIO**



SG

**TOP 1000 K-TYPE MAPPING**



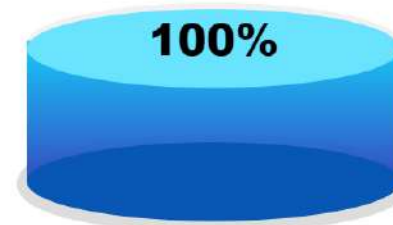
**VEHICLE AGE DISTRIBUTION**



**K-TYPE/VIO COVERAGE by SEGMENT**

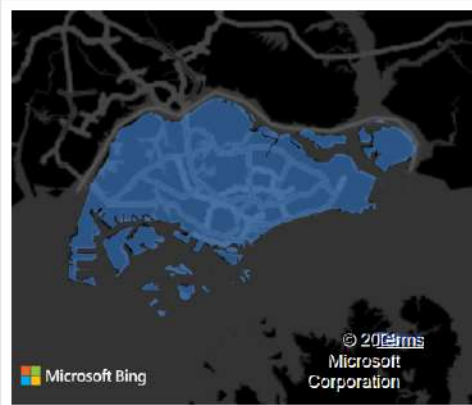
PASSENGER CARS

**693K**



LIGHT COMMERCIAL VEHICLES

**115K**



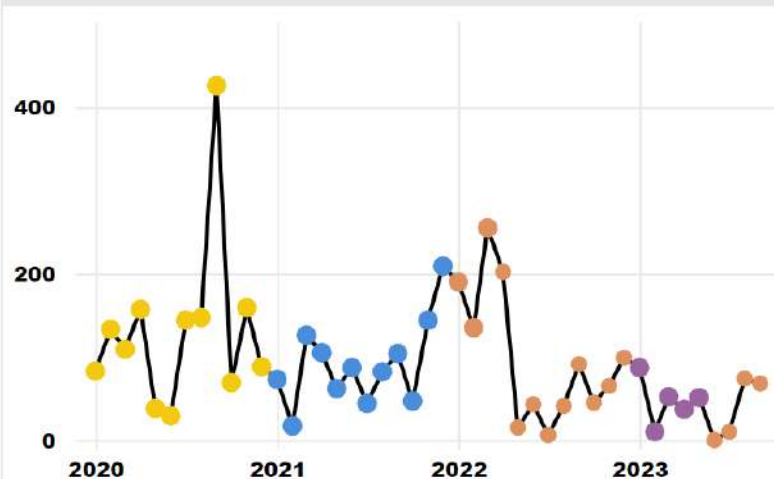
© 2022 Microsoft Corporation



## TOTAL K-TYPES MAINTAINED YTD

# 389

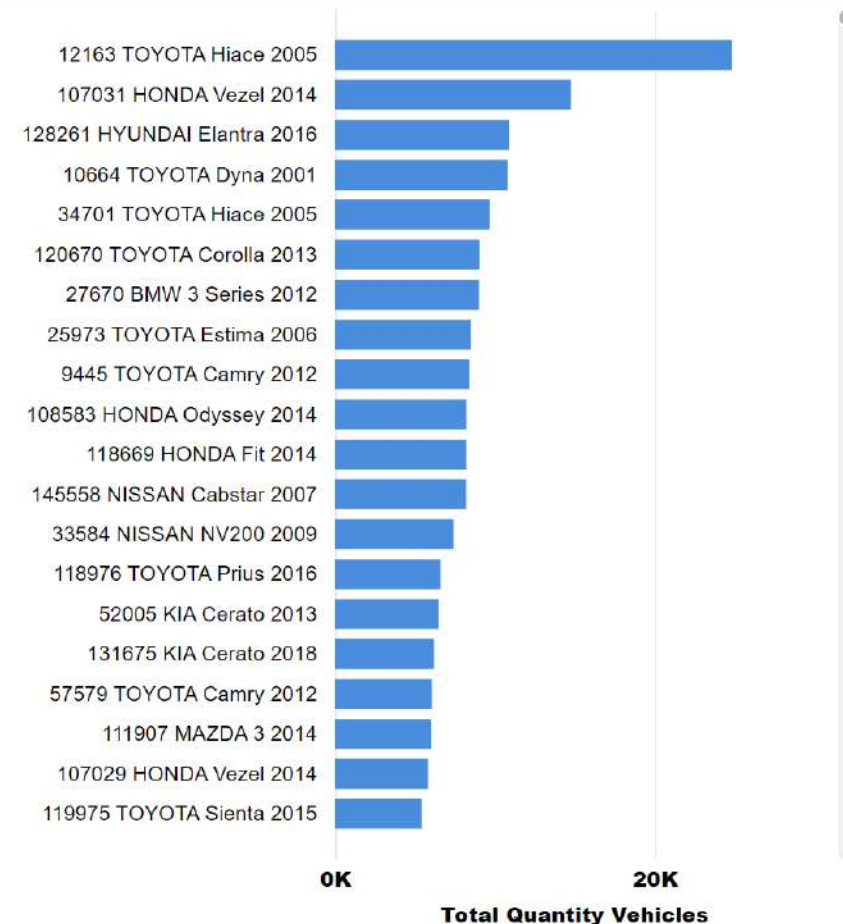
## K-TYPES MAINTAINED by MONTH



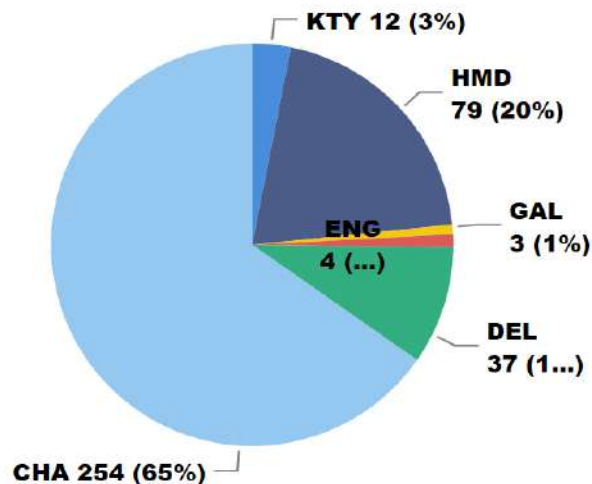
## TOTAL K-TYPES MAINTAINED in Sep-23

# 68

## TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)

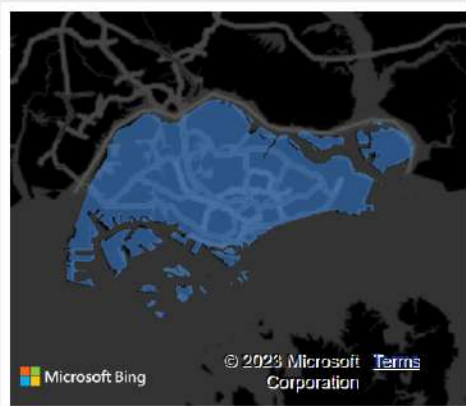
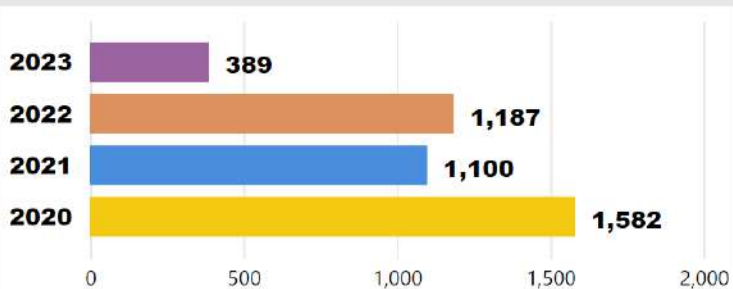


## MAINTENANCE by TYPE YTD



TecAlliance Asia Pacific

## K-TYPES MAINTAINED by YEAR



SG

## LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

**NOTE:** Distribution is based on FY-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).



# TOP 3 K-TYPES by VEHICLE IN OPERATION



**HIACE**  
 MODEL  
**2005**  
 GENERATION  
**12163**  
 K-TYPE  
**25K**  
 TOTAL VEHICLES  
**3.09%**  
 SHARE



**VEZEL**  
 MODEL  
**2014**  
 GENERATION  
**107031**  
 K-TYPE  
**19K**  
 TOTAL VEHICLES  
**2.42%**  
 SHARE



**ELANTRA**  
 MODEL  
**2016**  
 GENERATION  
**128261**  
 K-TYPE  
**11K**  
 TOTAL VEHICLES  
**1.35%**  
 SHARE



**K-TYPES Researched  
YTD 2023**

**2K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**105**

**PART NOs Researched  
YTD 2023**

**90K**

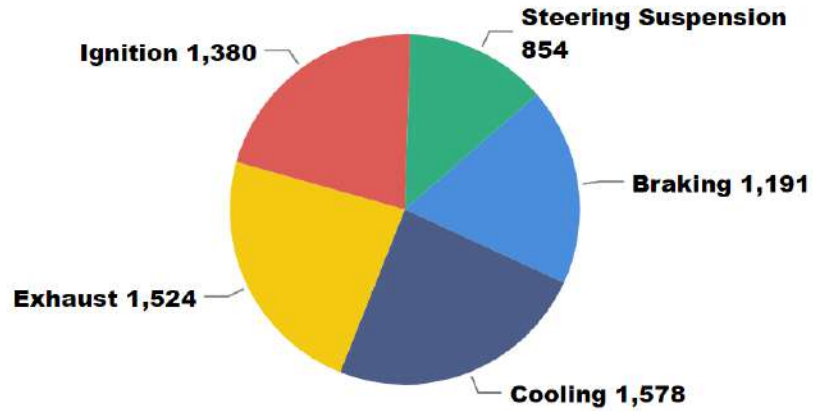
**VEHICLE BRANDS  
Covered YTD 2023**

**43**

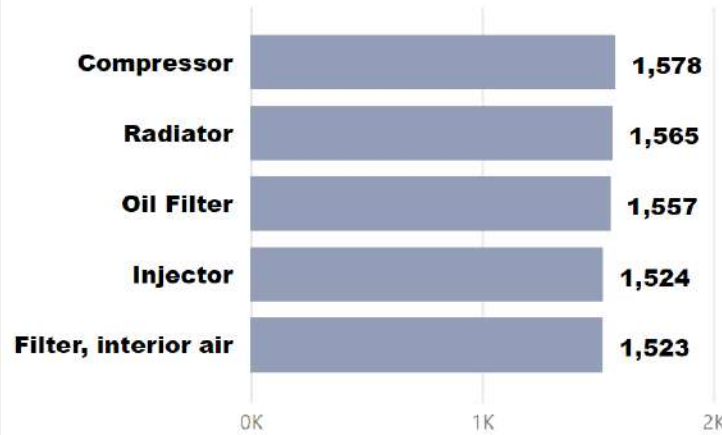
Sep ▾

2023 ▾

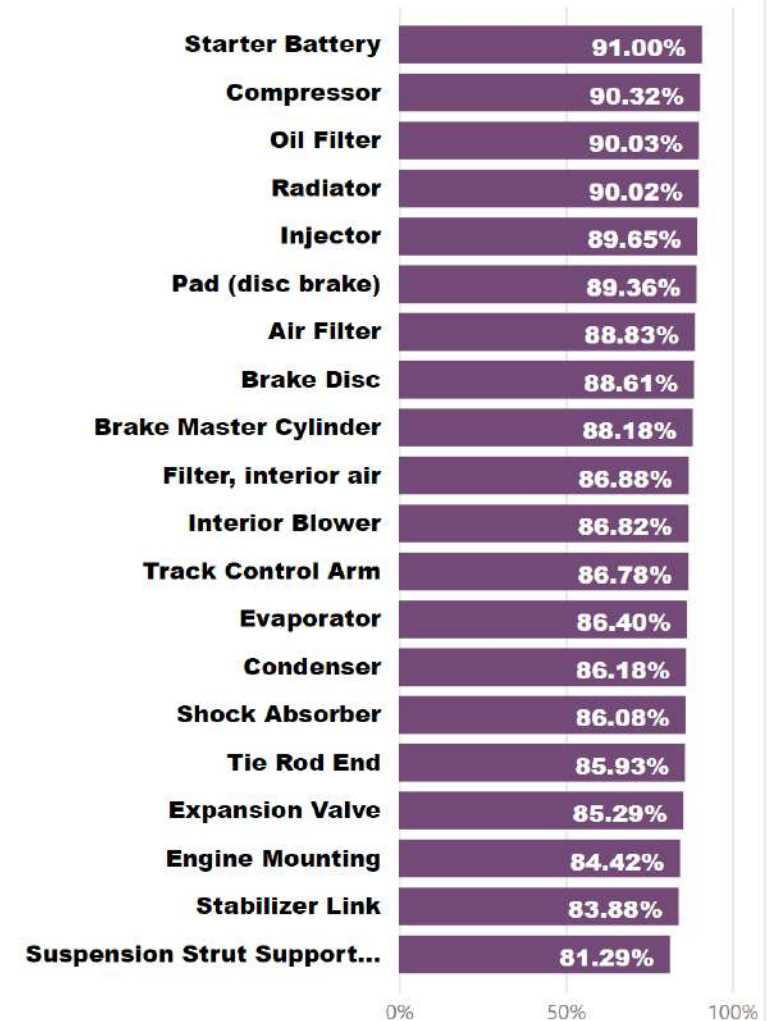
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

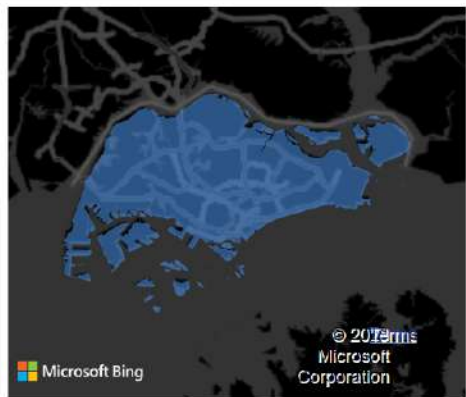
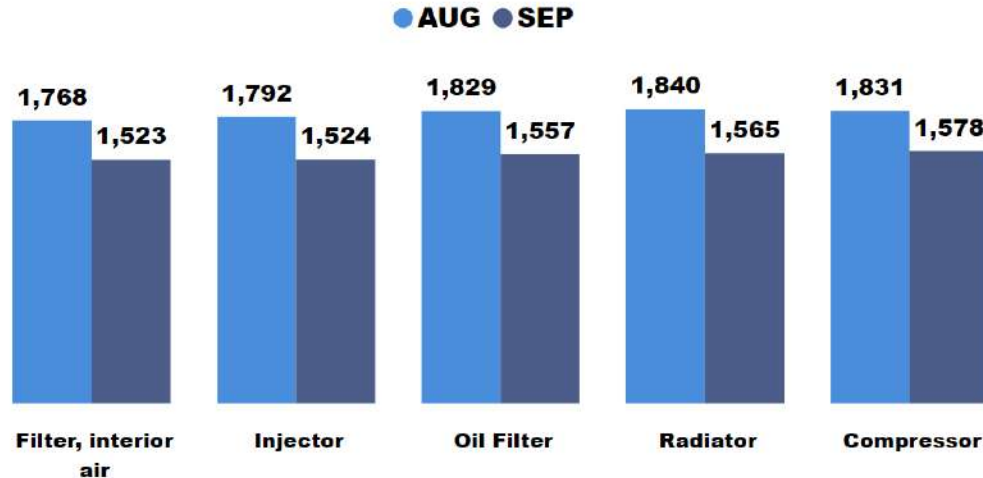


**TOP 20 GA(s) by COVERAGE**



SG ▾

**TOP 5 GA(s) by K-TYPES & MONTH**



# THAILAND







## SEA Highlight Vehicle News

### Kia planning to build its first ASEAN production plant in Thailand with annual capacity of 250,000 units

According to a report by Maeil Business News Korea, Kia is considering building its first ASEAN production facility in Thailand which will have an annual capacity of 250,000 vehicles.

Citing multiple sources within the Thailand automotive industry, the news outlet says Kia is currently in talks with the local government on the new factory, with an investment deal expected to be signed later this year. If built, the Kia facility in Thailand would be the South Korean carmaker's first venture into building a new overseas plant in years after the completion of its factory in India in 2018.

In addition to sites in its home country and India, Kia also has production facilities in China, Mexico, Slovakia, the United States – the Thailand factory would be its sixth global production base outside of South Korea.

Hyundai Motors, which is Kia's bigger sibling, already started local production in Indonesia last year, and the parent company to both, Hyundai Motor Group, views Indonesia and Thailand as markets with potential for growth and high volume.

Data from the ASEAN Automotive Federation revealed that in the first half of 2023, Indonesia was the leader in terms of sales with 505,985 units (up 6.5% YoY), followed by Thailand with 406,131 units (down 5% YoY) and Malaysia with 366,037 units (up 10.3%).

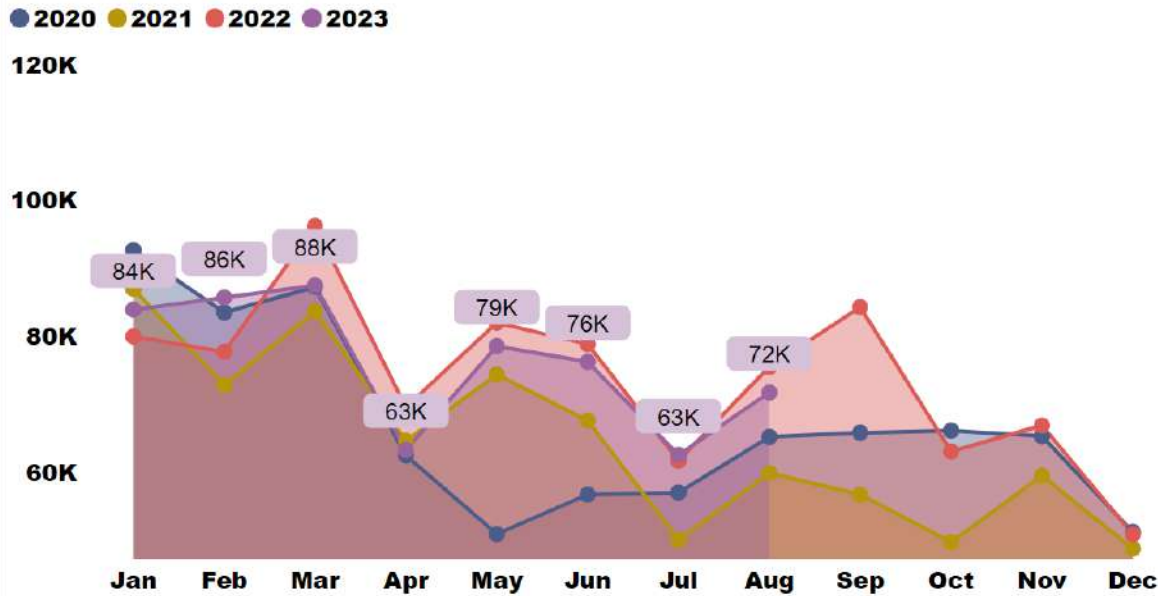


**Source:**

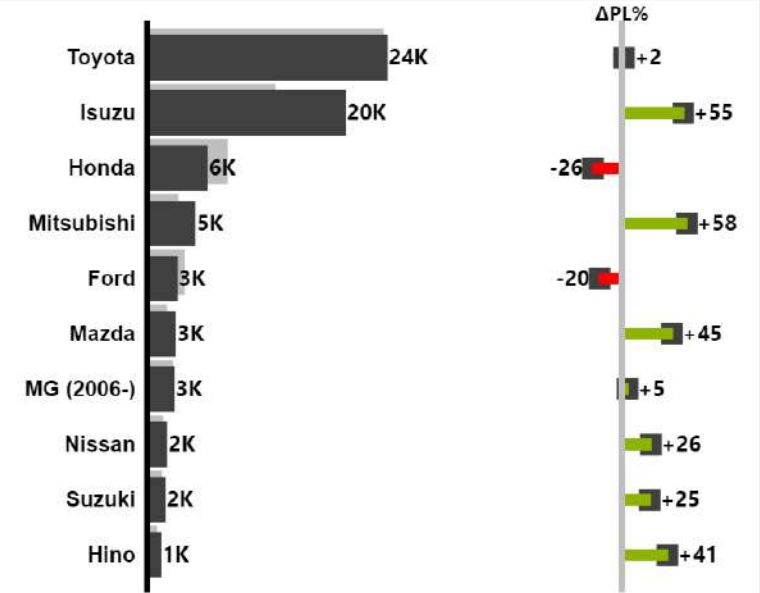
<https://paultan.org/2023/09/08/kia-planning-for-thailand-plant/>



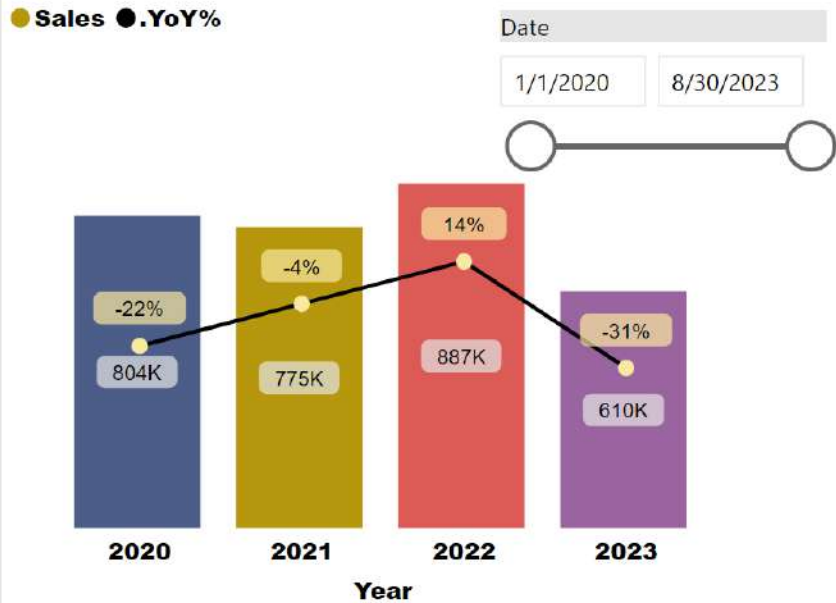
**VEHICLE SALES by MONTH to DATE [as of Aug 2023]**



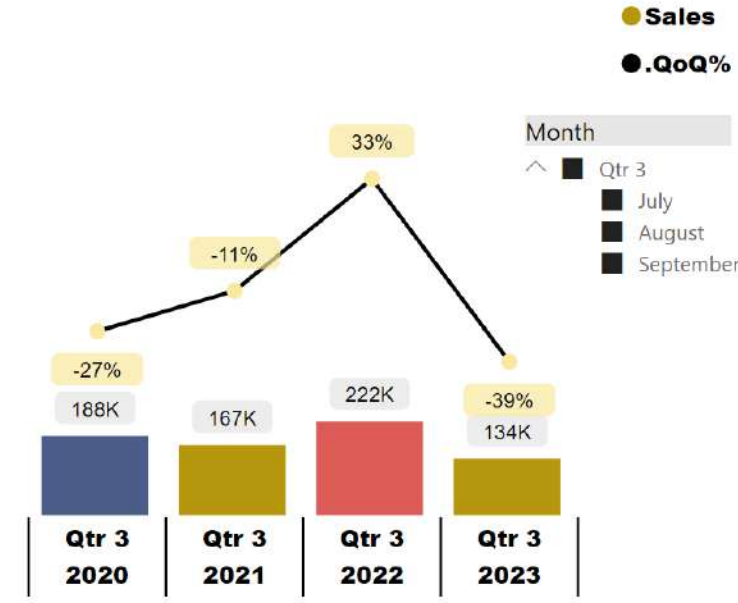
**TOP BRANDS of the MONTH [YoY]**



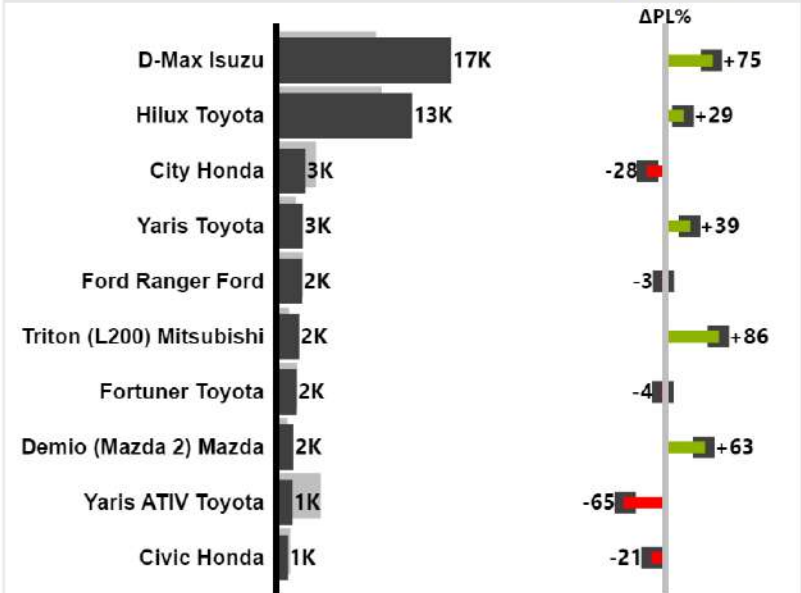
**VEHICLE SALES by YEAR to DATE**



**VEHICLE SALES by QUARTER to DATE**



**TOP MODELS of the MONTH [YoY]**





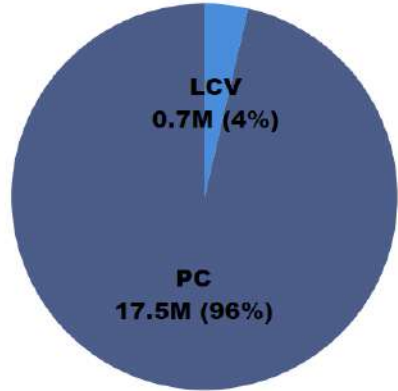
18M

70

3K

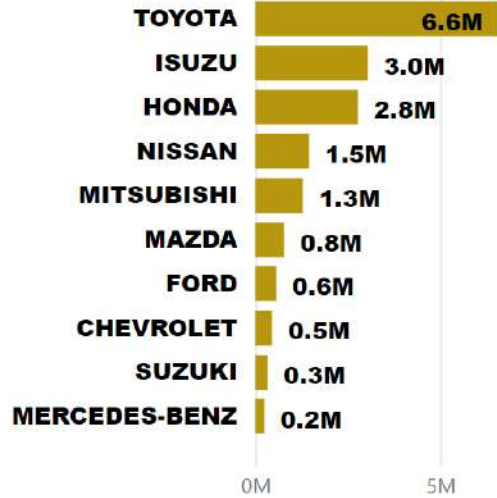
100.00%

SEGMENT by VIO

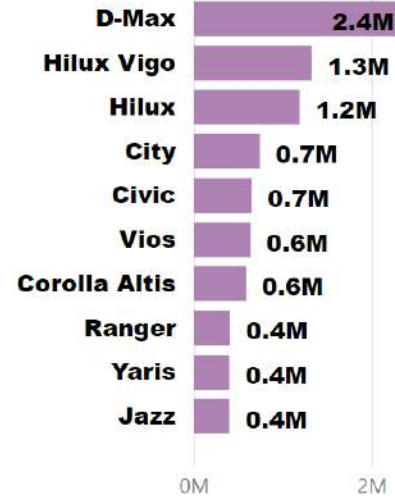


LEGEND:  
PC - Passenger Car  
LCV - Light Commercial Vehicle

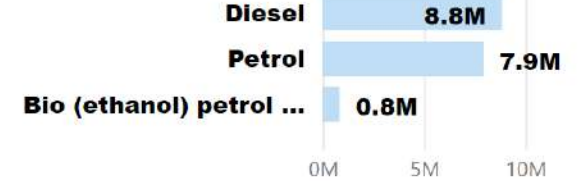
TOP 10 BRANDS by VIO



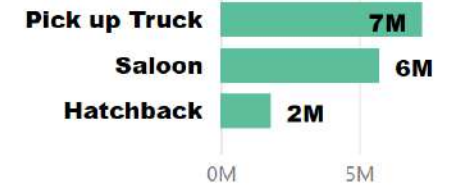
TOP 10 MODELS by VIO



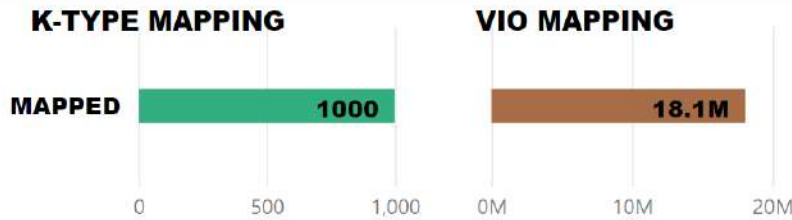
TOP 3 FUEL TYPES by VIO



TOP 3 BODY STYLES by VIO



TOP 1000 K-TYPE MAPPING



VEHICLE AGE DISTRIBUTION



K-TYPE/VIO COVERAGE by SEGMENT

PASSENGER CARS

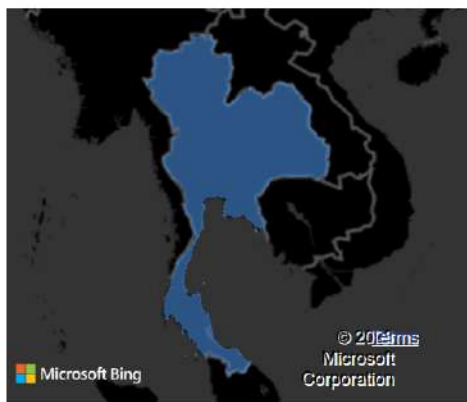
18M

100%

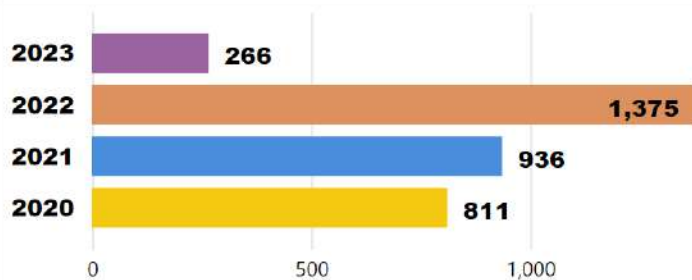
LIGHT COMMERCIAL VEHICLES

0.7M

100%



### K-TYPES MAINTAINED by YEAR



TH

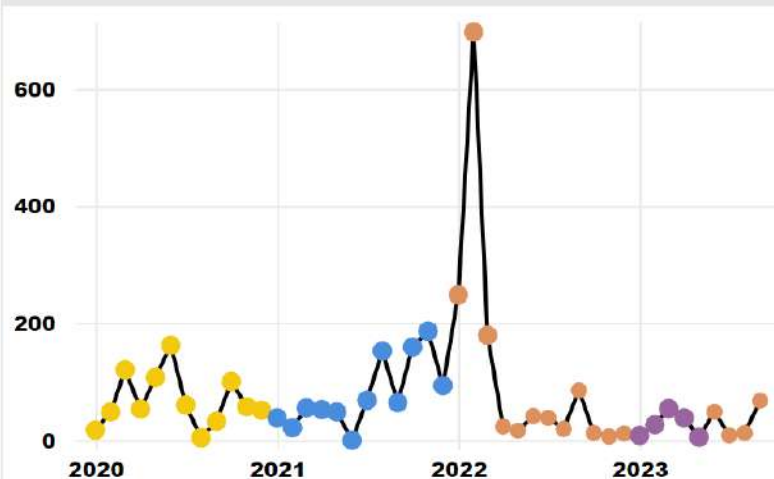
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

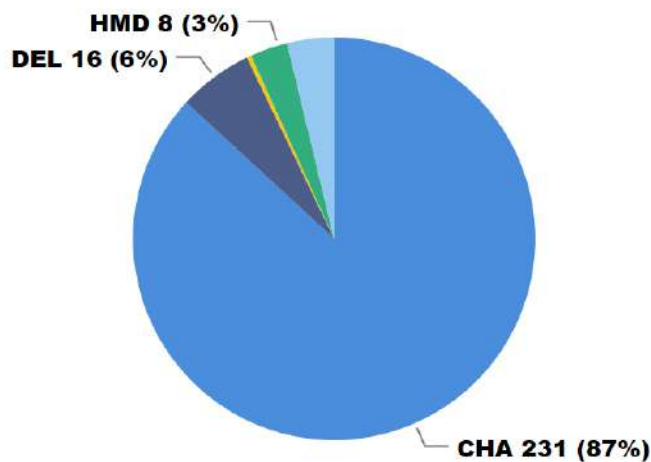
### TOTAL K-TYPES MAINTAINED YTD

266

### K-TYPES MAINTAINED by MONTH



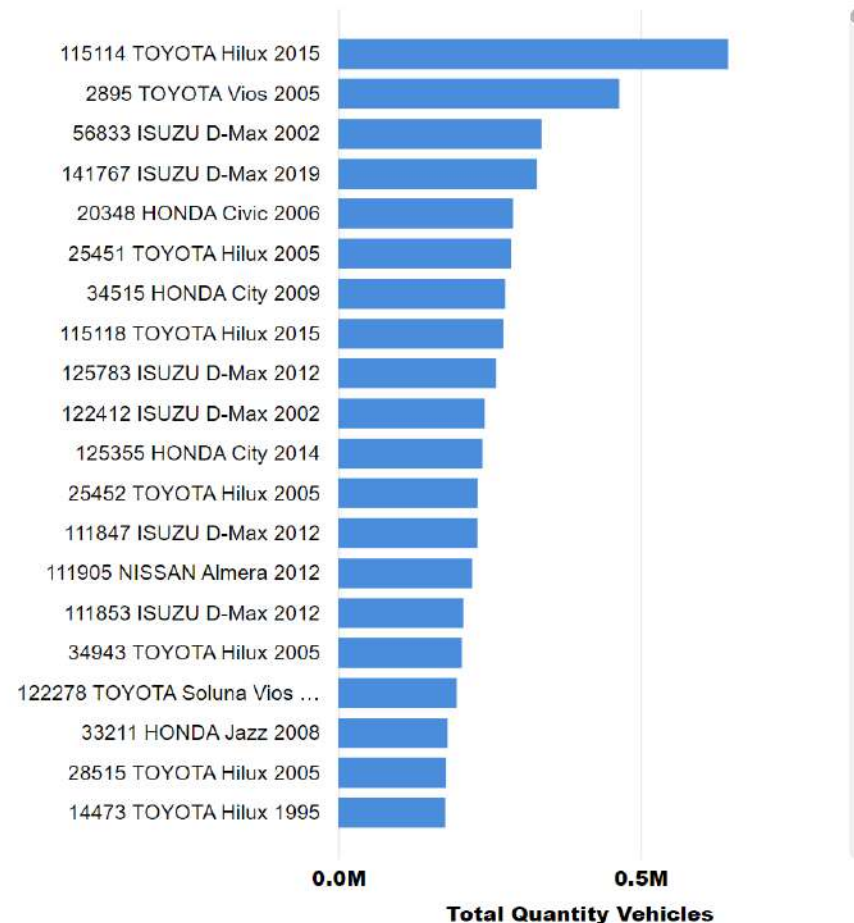
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in Sep-23

67

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on FY-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tec Alliance.net](mailto:sales_sea@tec Alliance.net).





# TOP 3 K-TYPES by VEHICLE IN OPERATION



## HILUX REVO

MODEL

**2015**

GENERATION

**115114**

K-TYPE

**615K**

TOTAL VEHICLES

**3.40%**

SHARE



**TOYOTA**



**TOYOTA**

## VIOS

MODEL

**2005**

GENERATION

**2895**

K-TYPE

**465K**

TOTAL VEHICLES

**2.57%**

SHARE



**ISUZU**

## D-MAX

MODEL

**2002**

GENERATION

**56833**

K-TYPE

**338K**

TOTAL VEHICLES

**1.86%**

SHARE

**K-TYPES Researched  
YTD 2023**

**2K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**102**

**PART NOs Researched  
YTD 2023**

**101K**

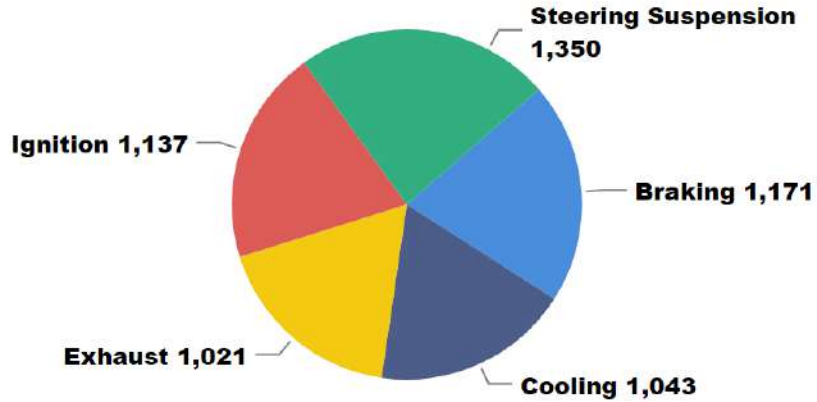
**VEHICLE BRANDS  
Covered YTD 2023**

**46**

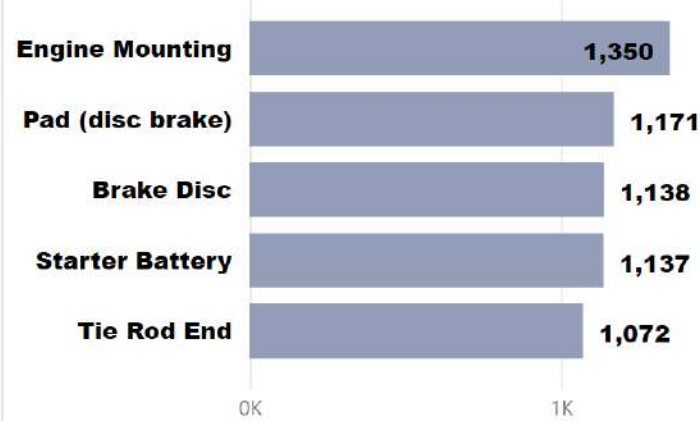
Sep ▾

2023 ▾

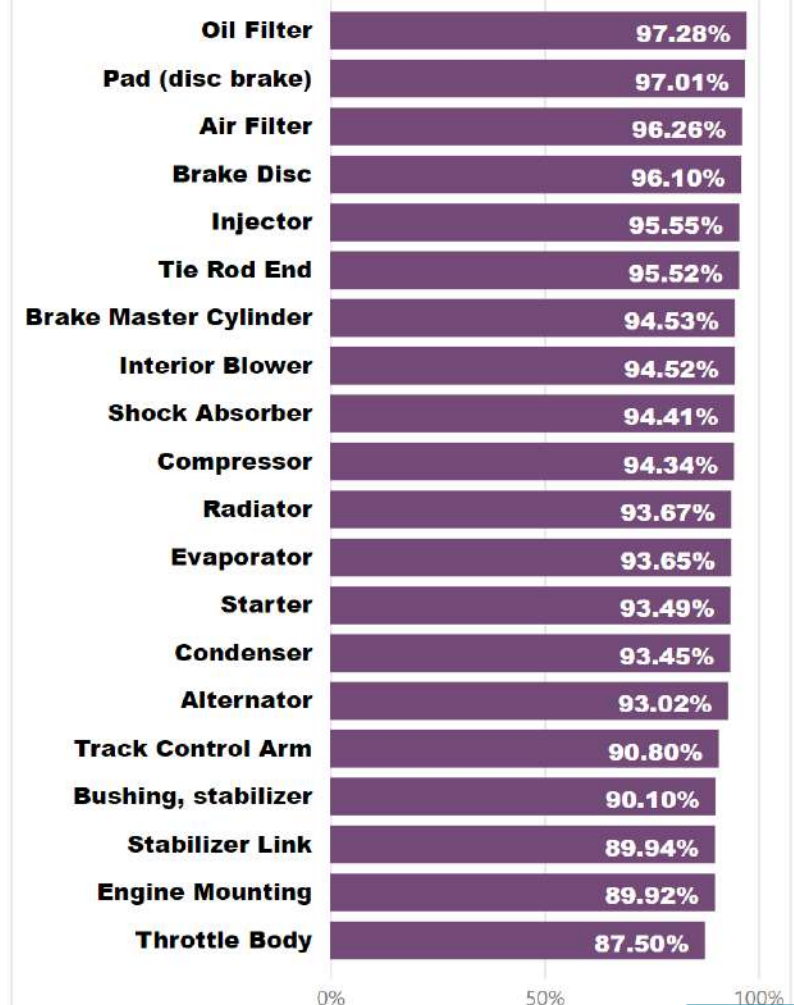
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

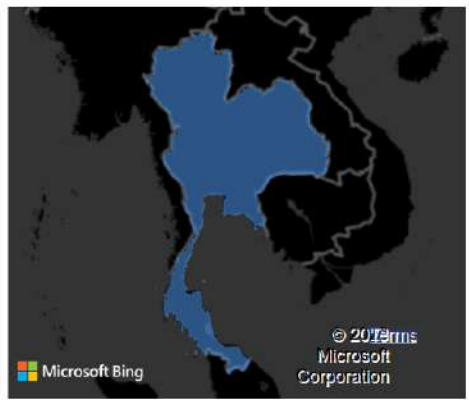
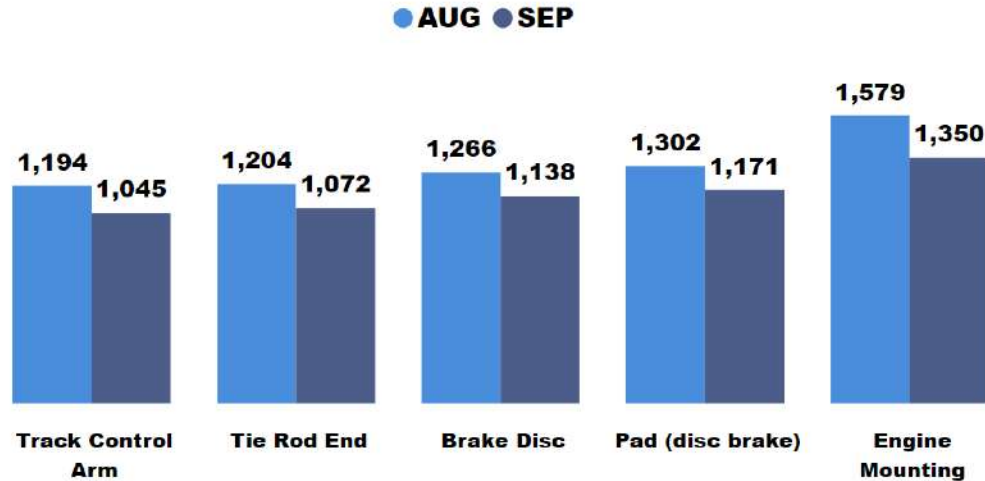


**TOP 20 GA(s) by COVERAGE**



TH ▾

**TOP 5 GA(s) by K-TYPES & MONTH**





# VIETNAM





### Hyundai Exter expected to launch in October

According to a sales consultant, Hyundai Exter will launch in Vietnam market in October, with an expected price of VND 10 million. The car is said to be locally assembled and has been deposited by many dealers. However, this is information coming from the dealer, while TC Motor has not yet confirmed it.

The Hyundai Exter belongs to the A-class SUV/CUV segment, competing directly with the Toyota Raize and Kia Sonet. In India, this model is hot with a cheap price, converted to just over 170 million VND for the standard version.

Compared to the Raize and Sonet, the Exter is somewhat more modest in size. Dimensions length x width x height 3,815 x 1,710 x 1,631 mm, respectively. Wheelbase 2,450 mm. The corresponding specifications of the Raize are 4,030 x 1,710 x 1,605 mm, with a wheelbase of 2,525 mm.

The Exter is often referred to as "Little Santa Fe" with its square box design. This design language is called Sensuous Sportiness. Both the LED front and taillights are styled H. The main lights set low. The high-end version uses lenticular LED lights.

The interior of this model has many similarities to the i10, such as the design of the steering wheel or dashboard. The LCD instrument panel is the same as on the Accent. Some other amenities on the Exter in the Indian market for reference include an 8-inch infotainment screen compatible with Apple CarPlay and Android Auto, wireless charging, push-button detonation, USB-C charging, automatic air conditioning, rear air conditioning vent but no armrest between the front seats, sunroof.



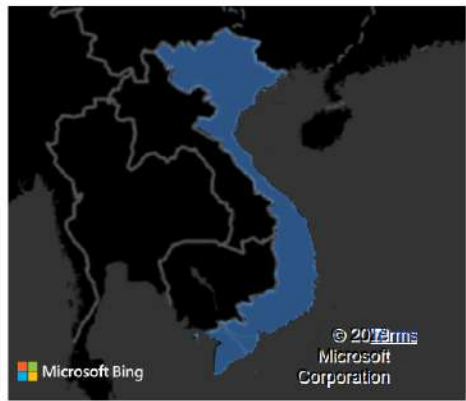
**Source:**

<https://autopro.com.vn/hyundai-exter-du-kien-ra-mat-thang-10-gia-du-kien-500-trieu-chen-chan-vao-cuoc-dua-cua-raize-va-sonet-177230914080057533.chn>

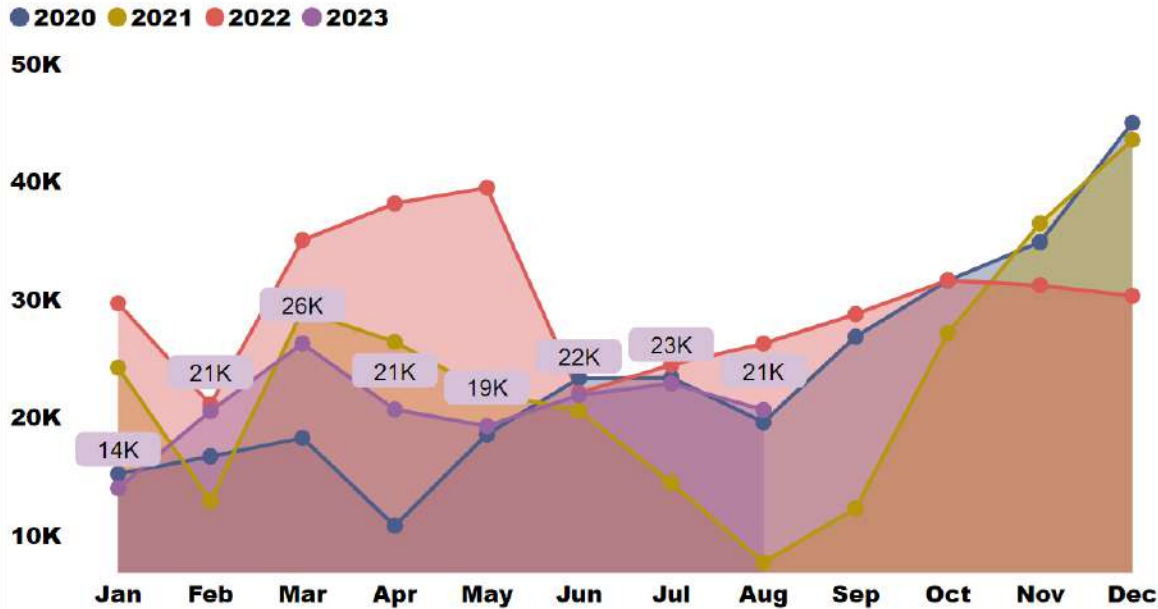




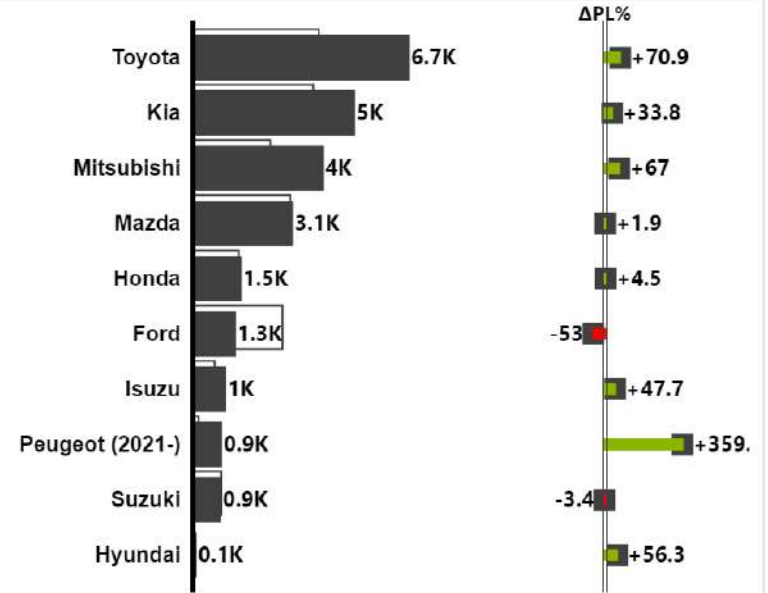
VN



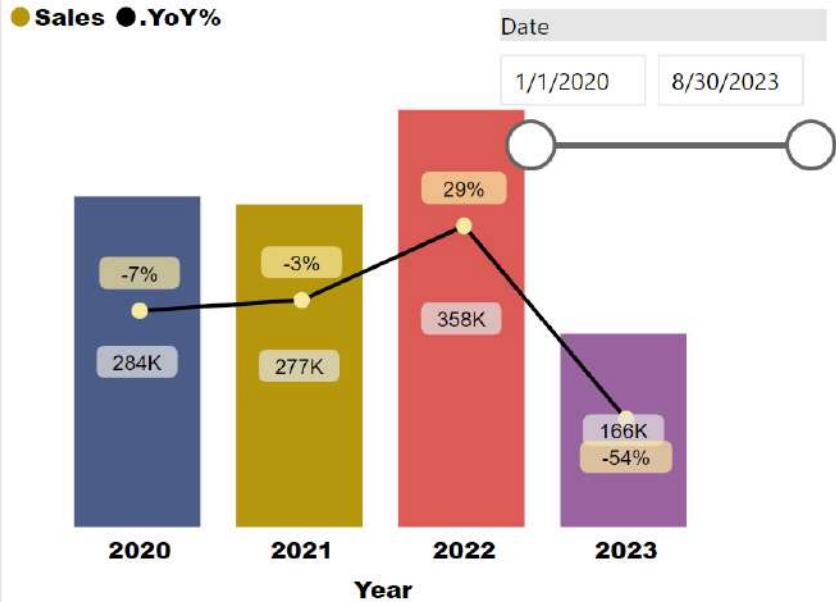
### VEHICLE SALES by MONTH to DATE [as of Aug 2023]



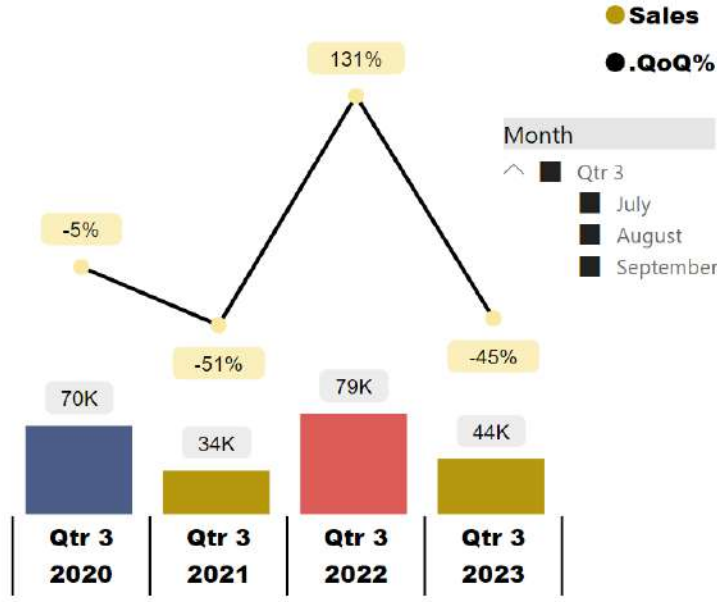
### TOP BRANDS of the MONTH [YoY]



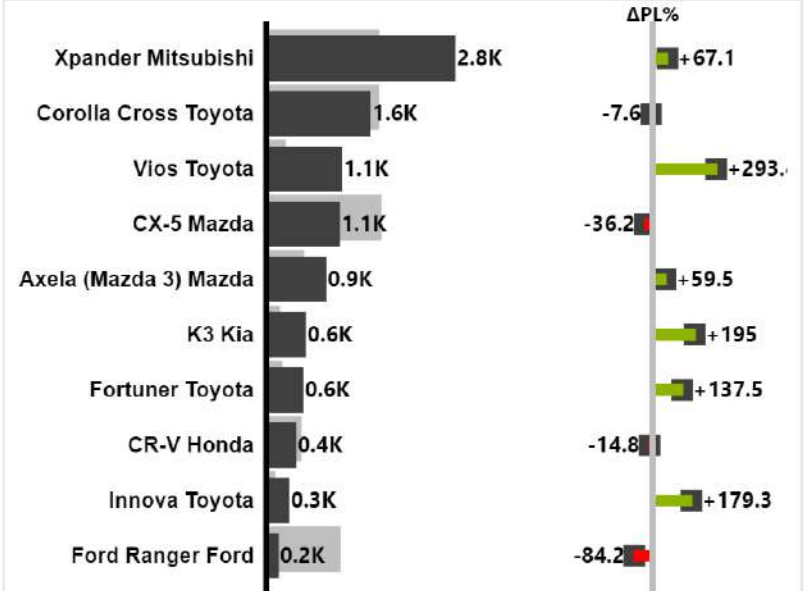
### VEHICLE SALES by YEAR to DATE



### VEHICLE SALES by QUARTER to DATE



### TOP MODELS of the MONTH [YoY]



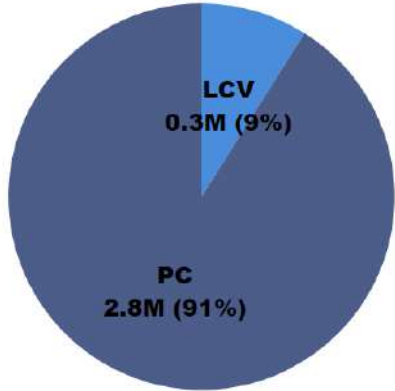
**3.1M**

**43**

**2K**

**100.00%**

**SEGMENT by VIO**

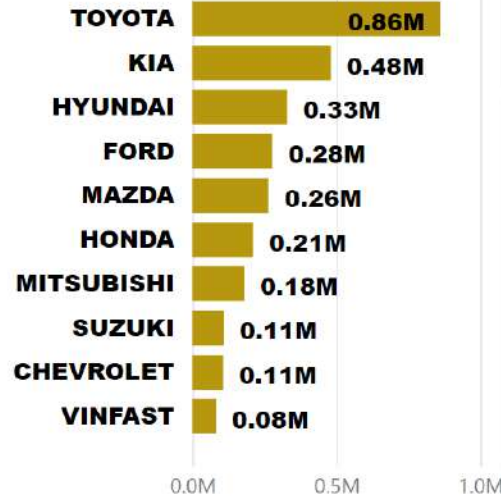


**LEGEND:**

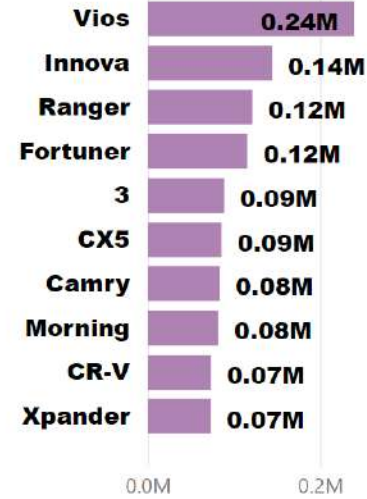
PC - Passenger Car

LCV - Light Commercial Vehicle

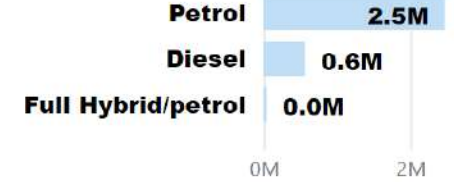
**TOP 10 BRANDS by VIO**



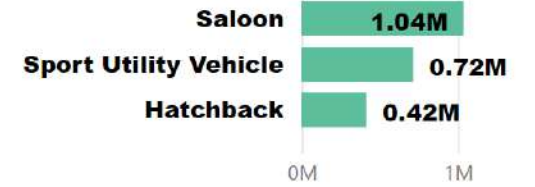
**TOP 10 MODELS by VIO**



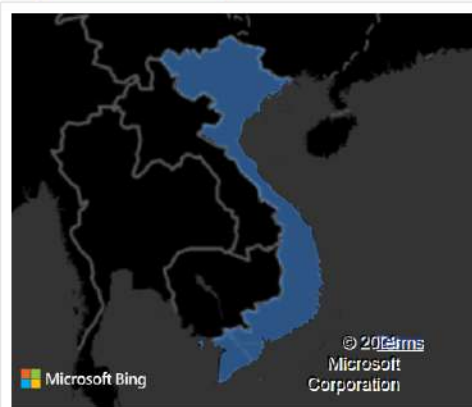
**TOP 3 FUEL TYPES by VIO**



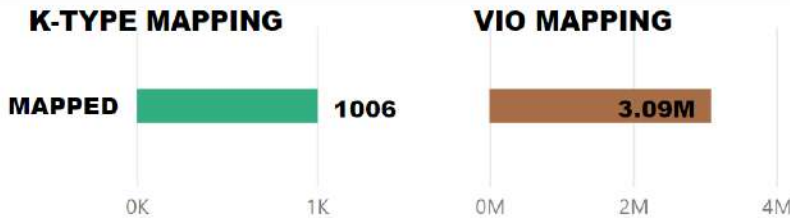
**TOP 3 BODY STYLES by VIO**



VN



**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**



**K-TYPE/VIO COVERAGE by SEGMENT**

PASSENGER CARS

**2.8M**

**100%**

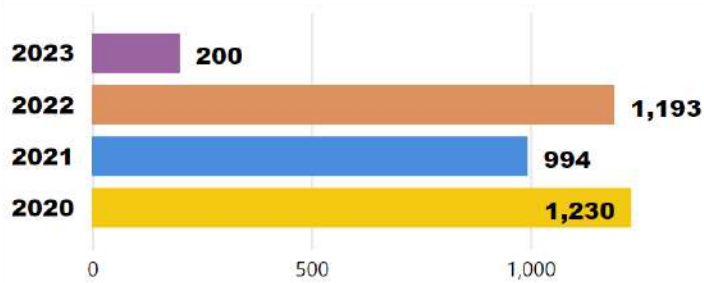
LIGHT COMMERCIAL VEHICLES

**0.3M**

**100%**



### K-TYPES MAINTAINED by YEAR



VN

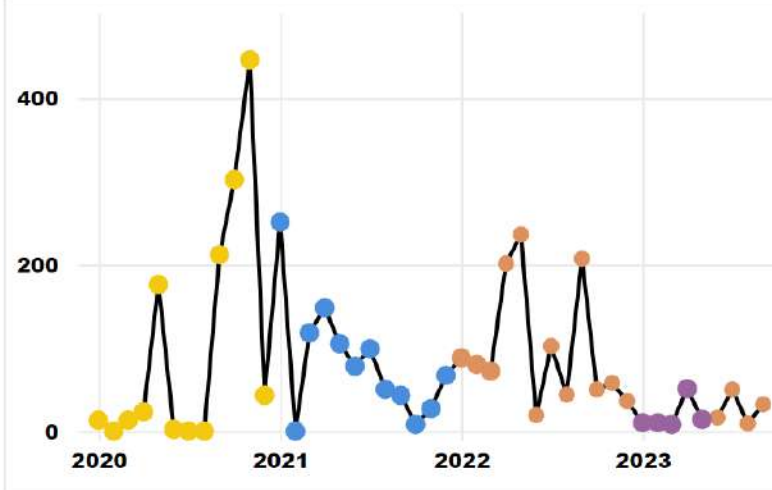
### LEGEND

TYPE	DEFINITION
CHA	CHANGES to K-TYPE and HMD
GAL	COLLECT PICTURES and other Attributes for K-TYPE
ENG	CREATE NEW ENGINE Code in Database
DEL	DELETE Invalid K-TYPE and HMD
HMD	NEW HMD (HeadLine Car Identification Number)
KTY	NEW K-TYPE (TecDoc Car Identification Number)

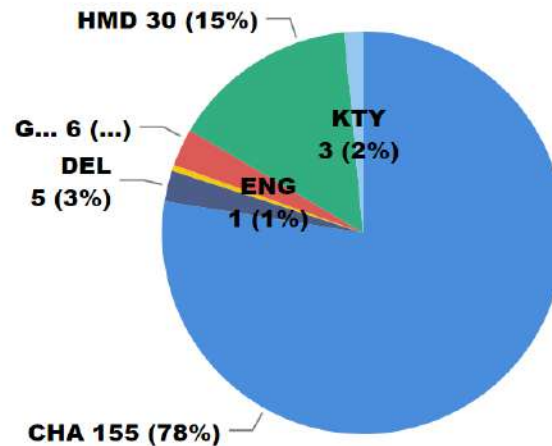
### TOTAL K-TYPES MAINTAINED YTD

200

### K-TYPES MAINTAINED by MONTH



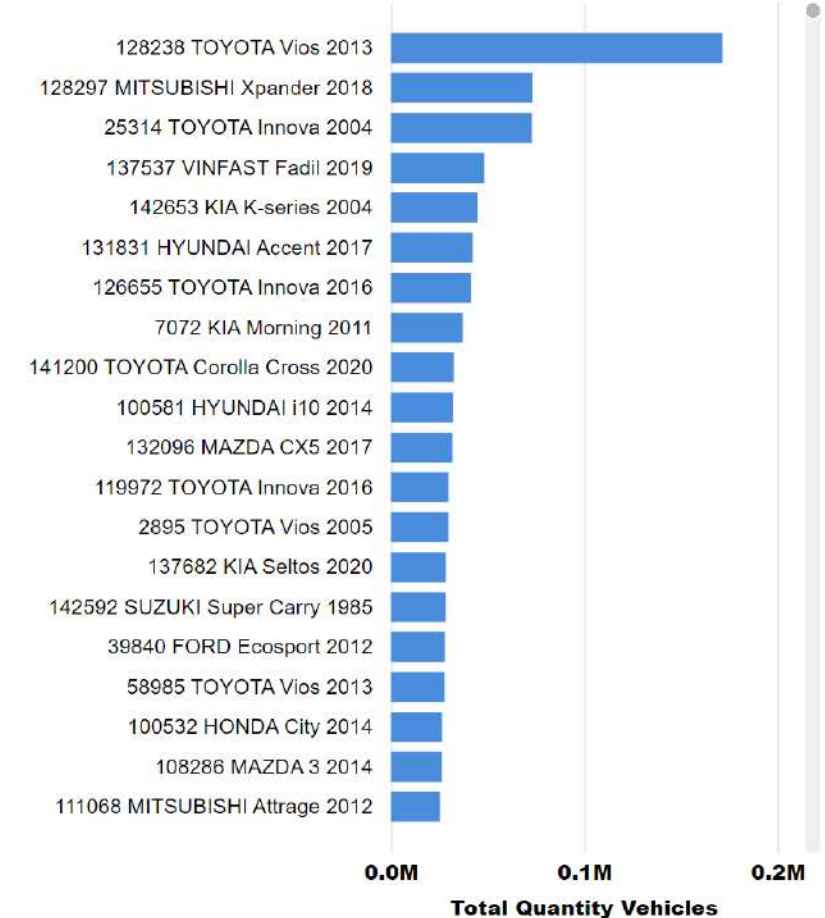
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in Sep-23

32

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on FY-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).



TOP 3 K-TYPES by VEHICLE IN OPERATION



**VIOS**

MODEL

**2013**

GENERATION

**128238**

K-TYPE

**171K**

TOTAL VEHICLES

**5.54%**

SHARE



**TOYOTA**

**XPANDER**

MODEL

**2018**

GENERATION

**128297**

K-TYPE

**73K**

TOTAL VEHICLES

**2.37%**

SHARE



**MITSUBISHI**



**TOYOTA**

**INNOVA**

MODEL

**2004**

GENERATION

**25314**

K-TYPE

**73K**

TOTAL VEHICLES

**2.36%**

SHARE



**K-TYPES Researched  
YTD 2023**

**2K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**103**

**PART NOs Researched  
YTD 2023**

**90K**

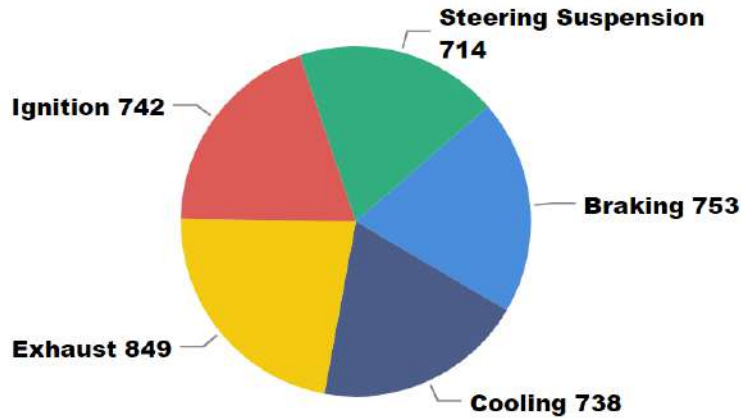
**VEHICLE BRANDS  
Covered YTD 2023**

**33**

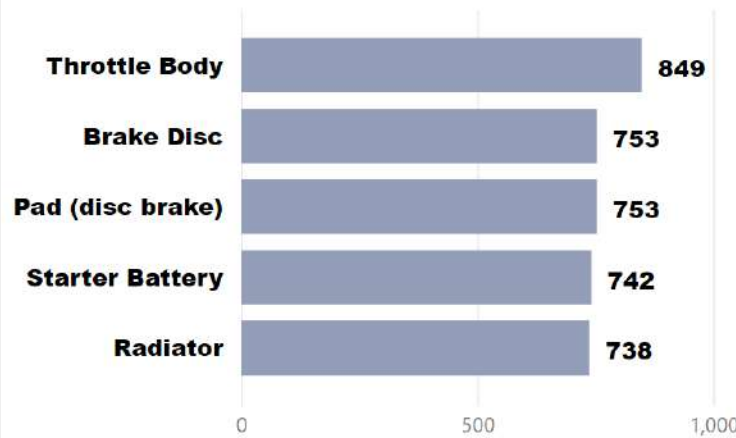
Sep

2023

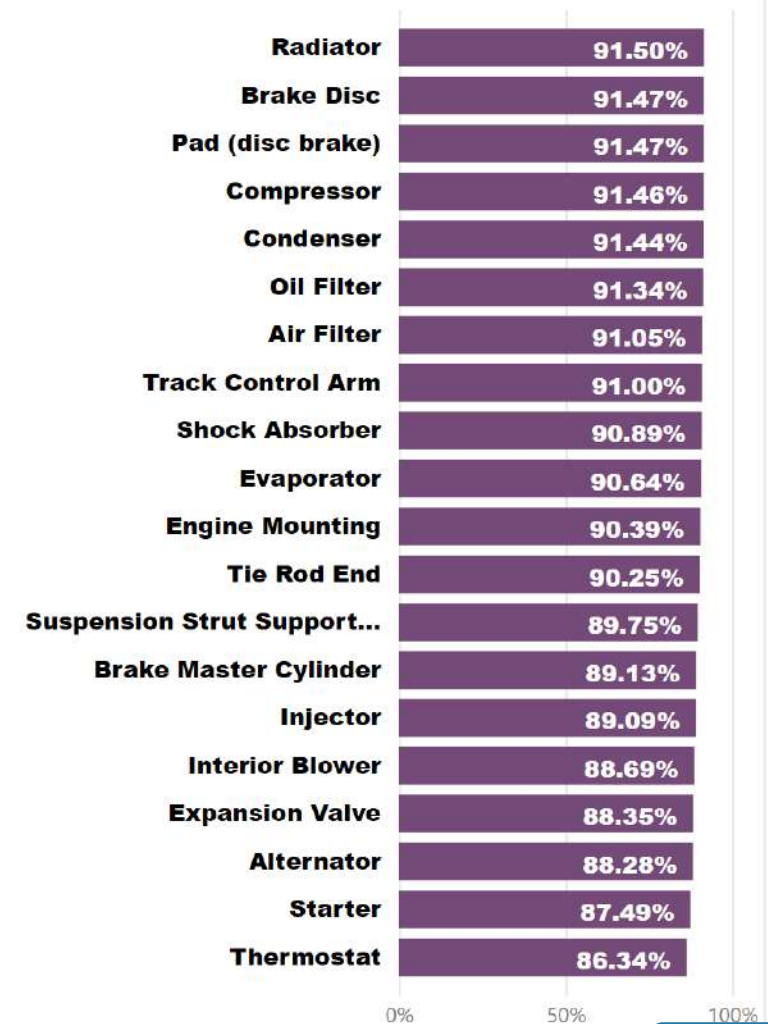
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

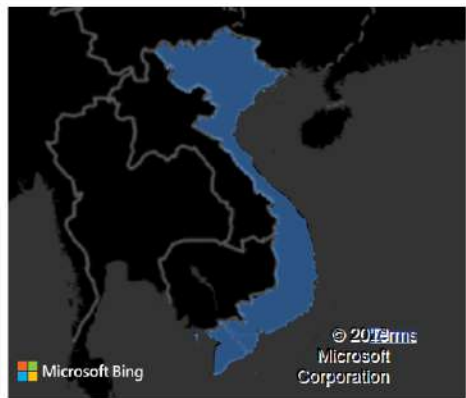
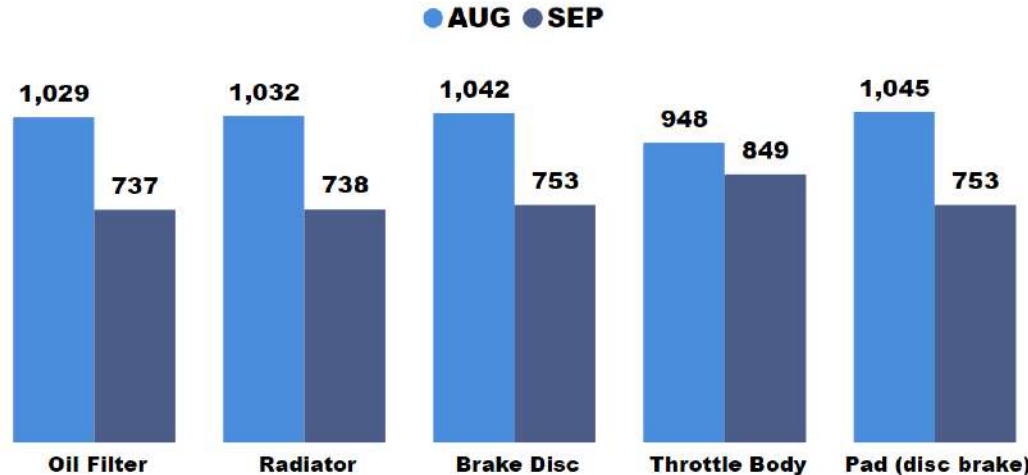


**TOP 20 GA(s) by COVERAGE**

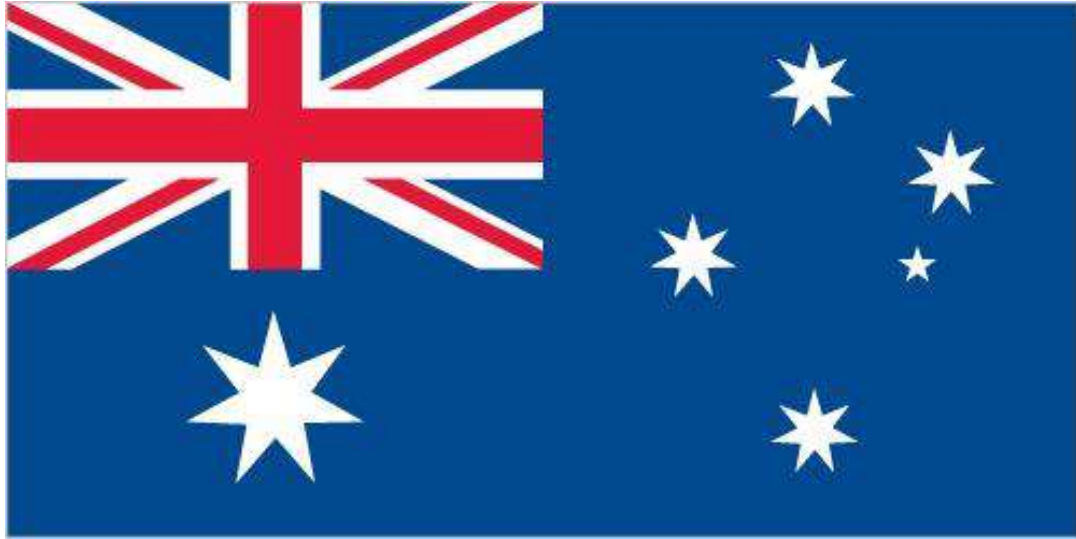


VN

**TOP 5 GA(s) by K-TYPES & MONTH**



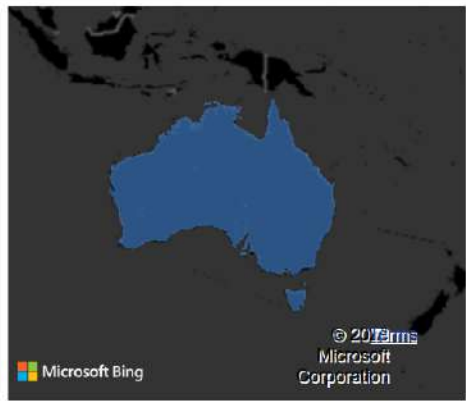
# AUSTRALIA



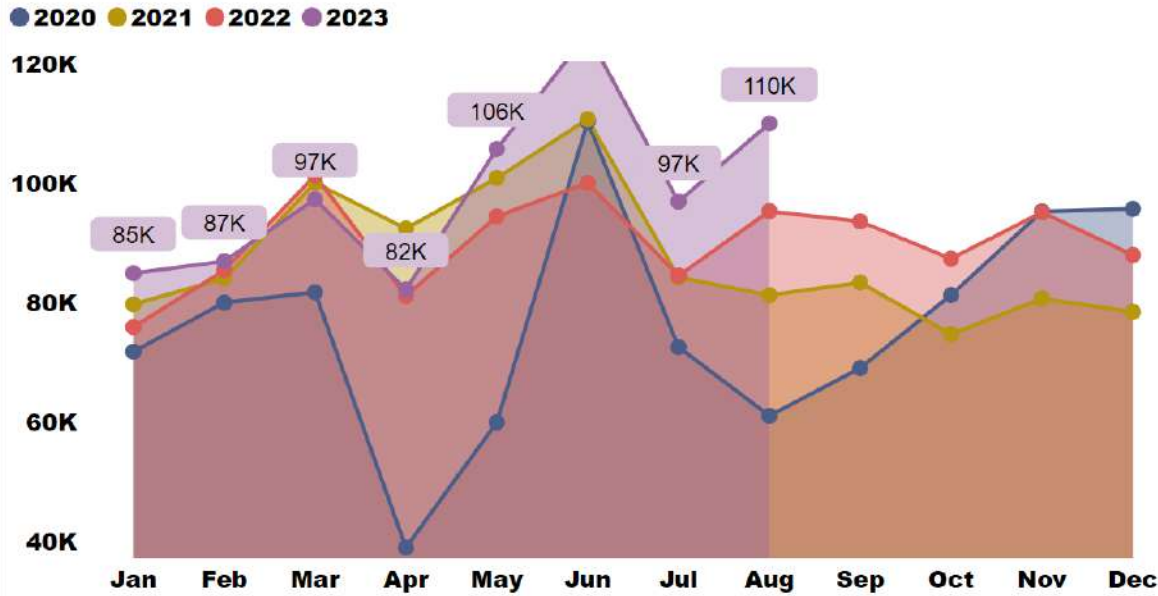




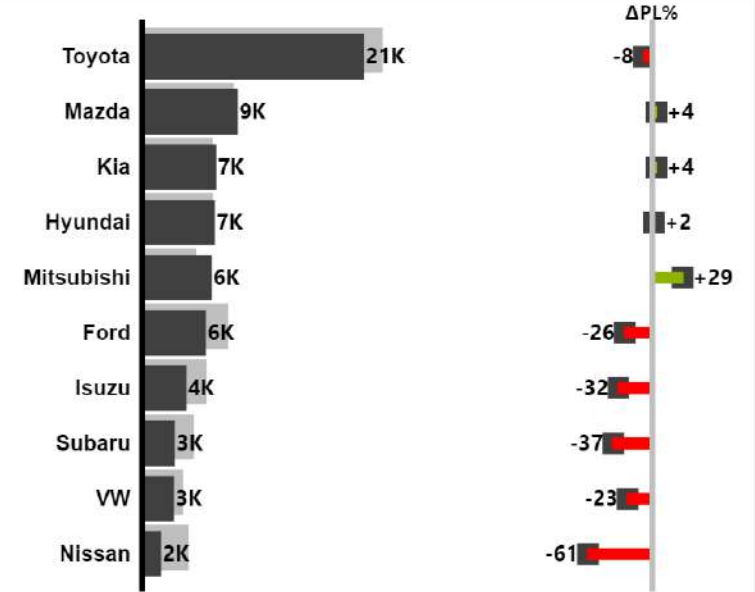
AU



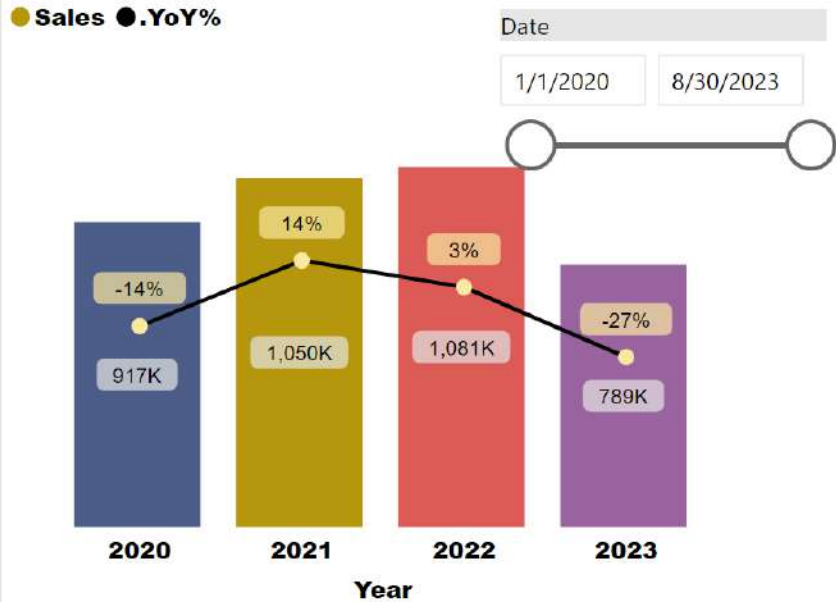
**VEHICLE SALES by MONTH to DATE [as of Aug 2023]**



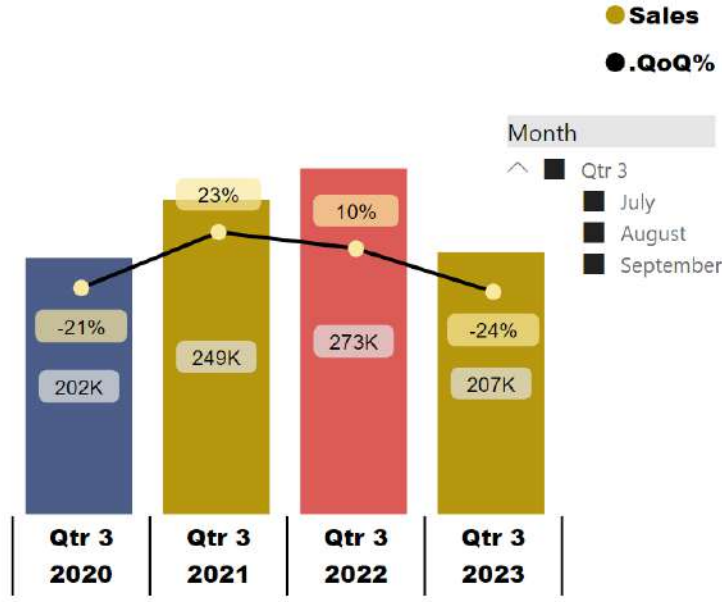
**TOP BRANDS of the MONTH [YoY]**



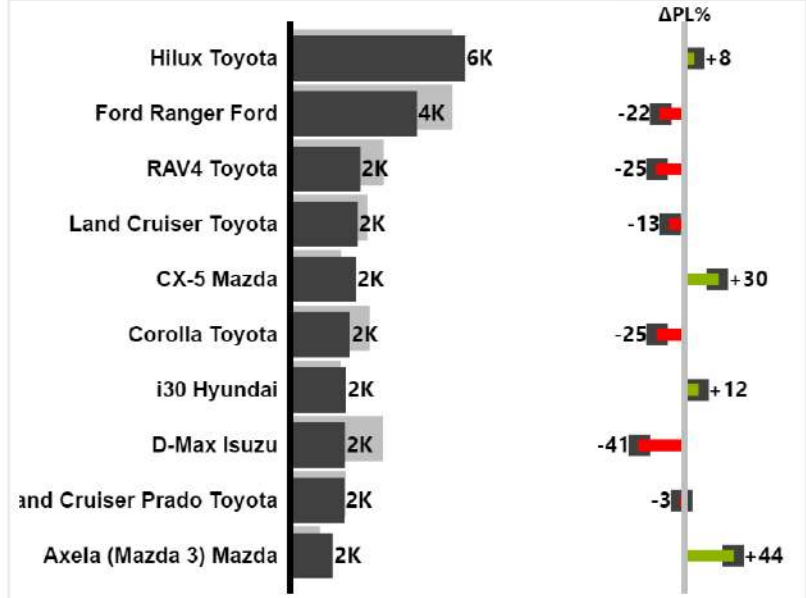
**VEHICLE SALES by YEAR to DATE**



**VEHICLE SALES by QUARTER to DATE**



**TOP MODELS of the MONTH [YoY]**



**VEHICLES IN OPERATION**

**19M**

**VEHICLES BRANDS**

**104**

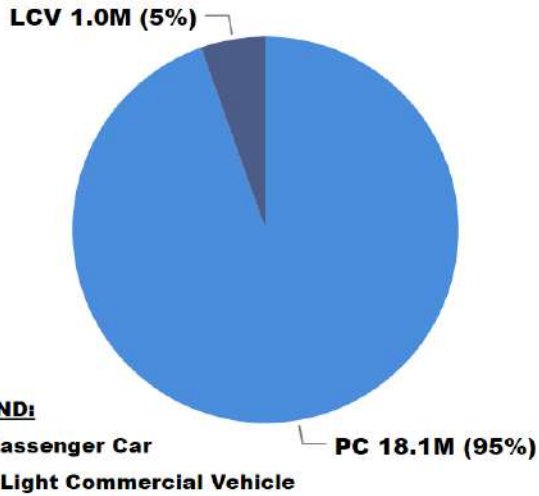
**K-TYPES W/ VIO**

**11K**

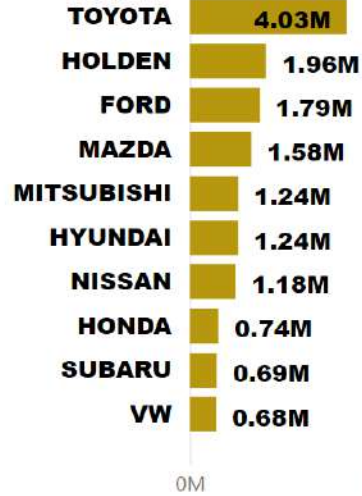
**TOP 1000 K-TYPE COVERAGE**

**99.22%**

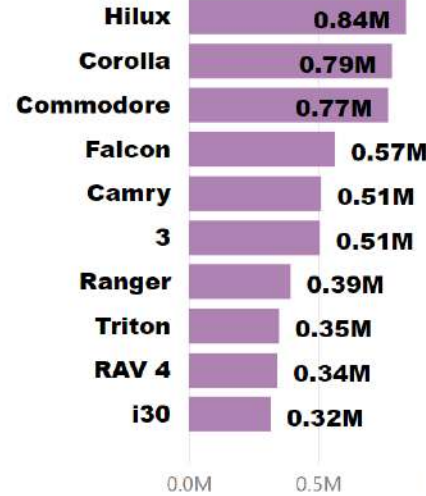
**SEGMENT by VIO**



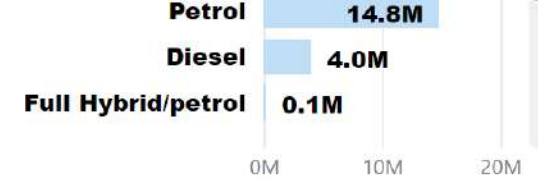
**TOP 10 BRANDS by VIO**



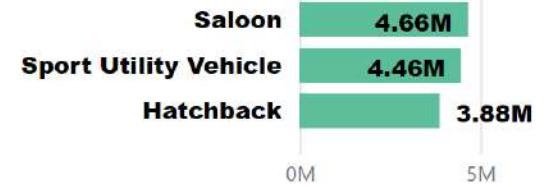
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

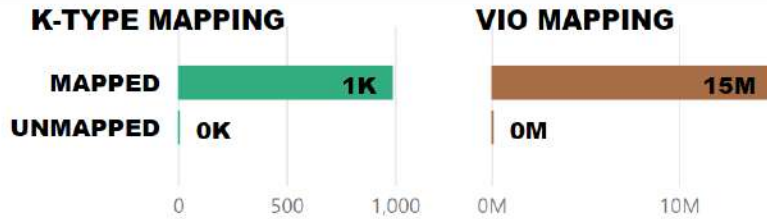


**TOP 3 BODY STYLES by VIO**



AU

**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**



**K-TYPE/VIO COVERAGE by SEGMENT**

**PASSENGER CARS**  
**17.9M**



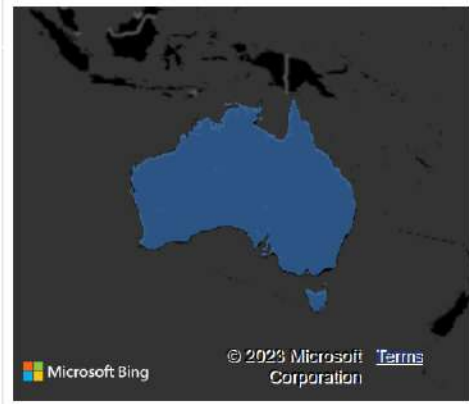
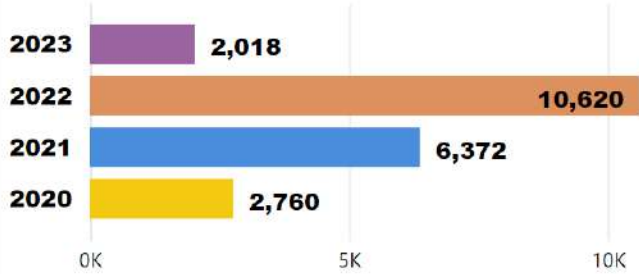
**LIGHT COMMERCIAL VEHICLES**  
**1.0M**



**NOTE:** Distribution is based on H1-2022 Data. Light Commercial Vehicle (LCV) includes <7.5T such as Toyota HIACE, Fuso CANTER, Nissan NV



### K-TYPES MAINTAINED by YEAR



AU

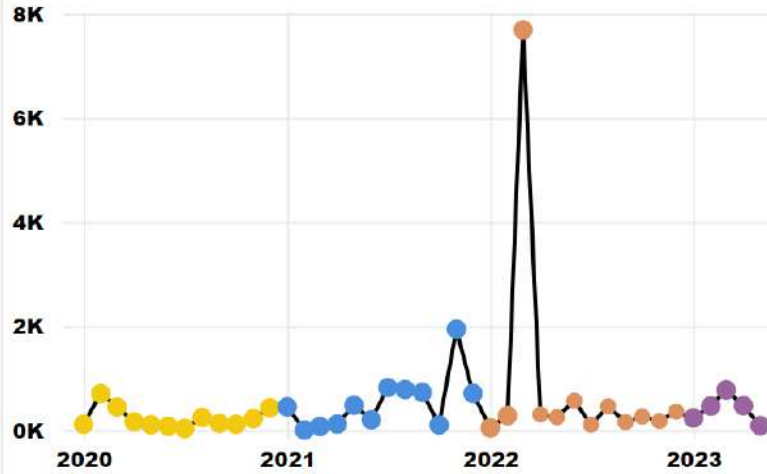
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
DEL	DELETE Invalid K-TYPE and HMD
ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

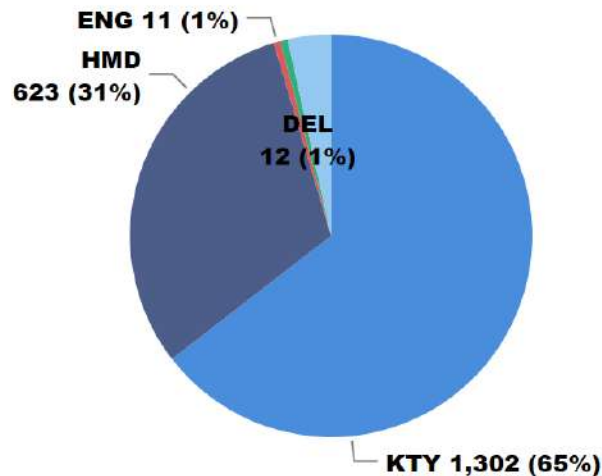
### TOTAL K-TYPES MAINTAINED YTD

# 2,018

### K-TYPES MAINTAINED by MONTH



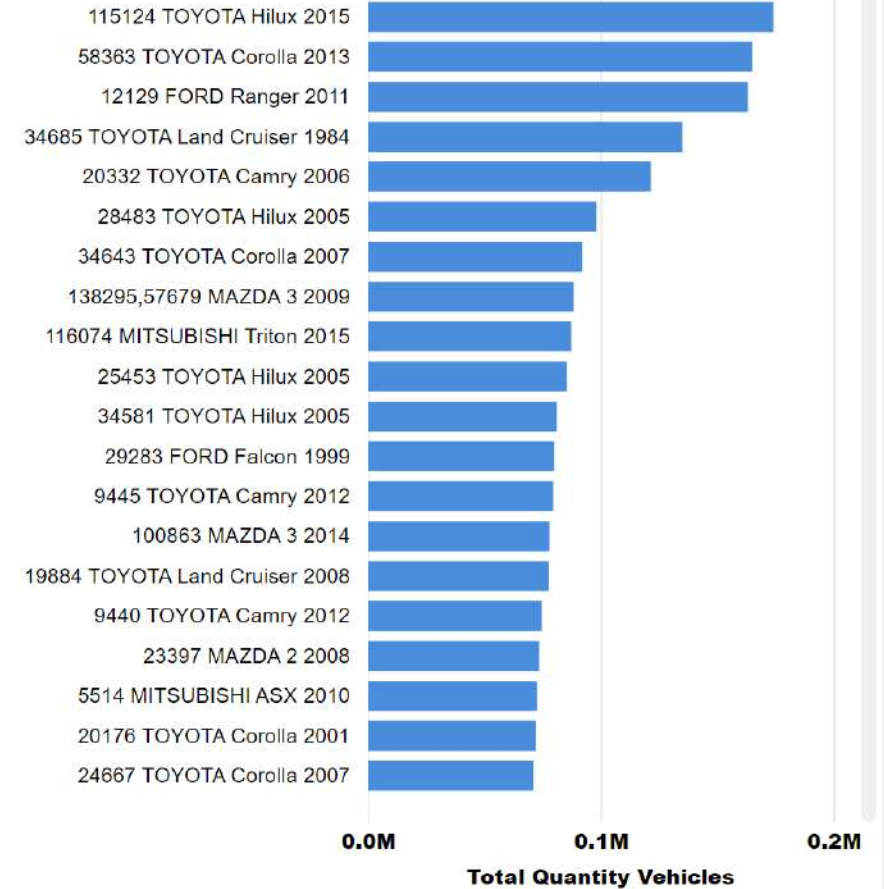
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in May-23

# 86

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on H1-2022 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).



TOP 3 K-TYPES by VEHICLE IN OPERATION



**HILUX**  
 MODEL  
**2015**  
 GENERATION  
**115124**  
 K-TYPE  
**174K**  
 TOTAL VEHICLES  
**0.91%**  
 SHARE



**COROLLA**  
 MODEL  
**2013**  
 GENERATION  
**58363**  
 K-TYPE  
**165K**  
 TOTAL VEHICLES  
**0.86%**  
 SHARE



**RANGER**  
 MODEL  
**2011**  
 GENERATION  
**12129**  
 K-TYPE  
**163K**  
 TOTAL VEHICLES  
**0.86%**  
 SHARE



**K-TYPES Researched  
YTD 2023**

**7K**

**GENERIC ARTICLES (GA)  
Researched YTD 2023**

**67**

**PART NOs Researched  
YTD 2023**

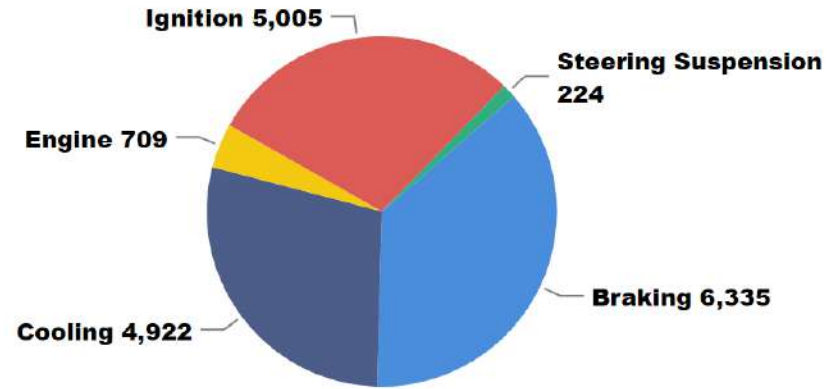
**102K**

**VEHICLE BRANDS  
Covered YTD 2023**

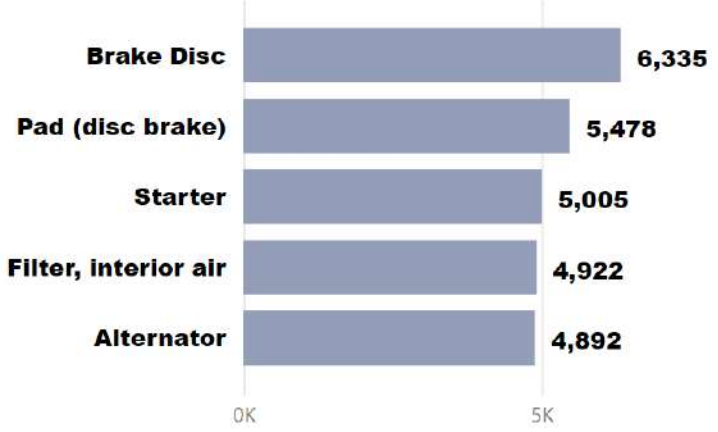
**64**

Sep 2023

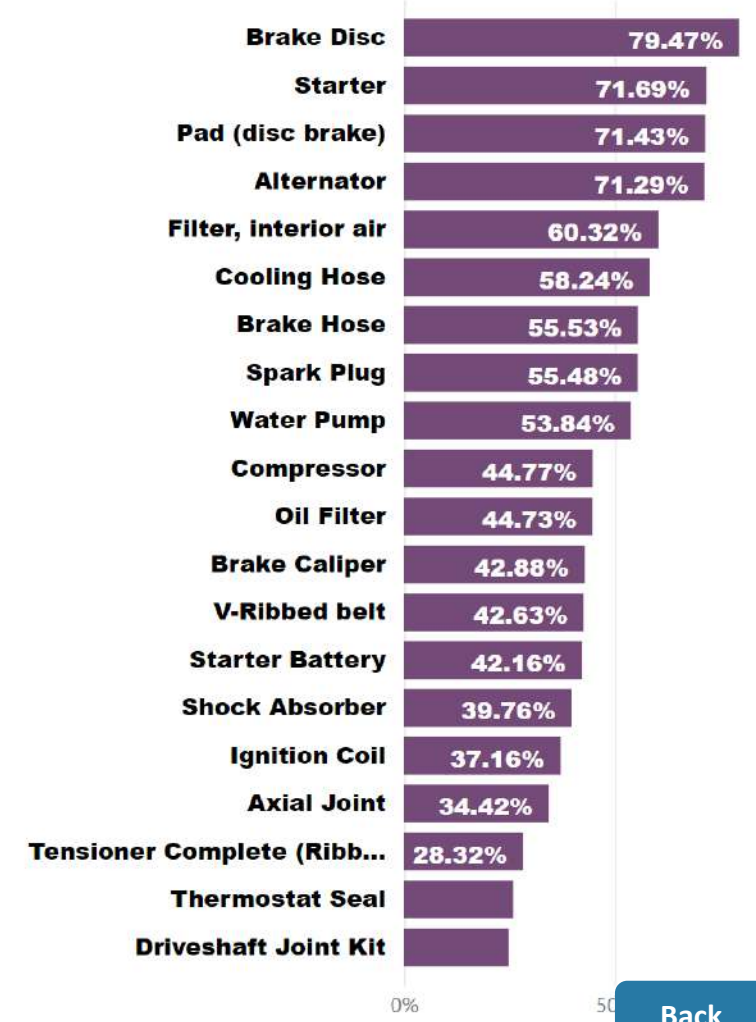
**TOP 5 PRODUCT GROUPS by K-TYPES**



**TOP 5 GA(s) by K-TYPES**

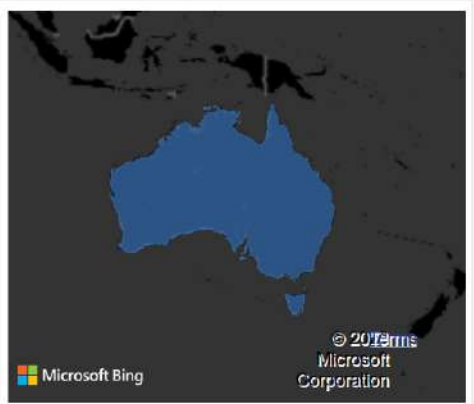
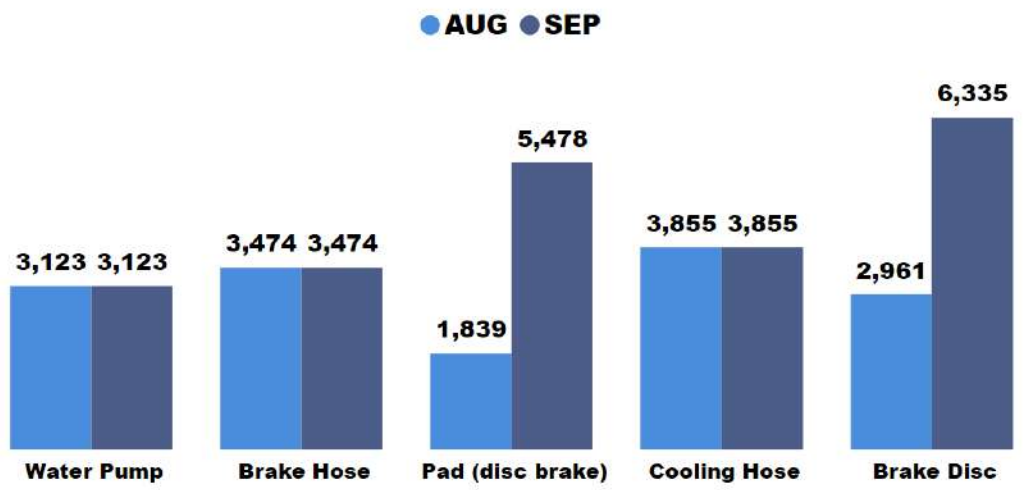


**TOP 20 GA(s) by COVERAGE**

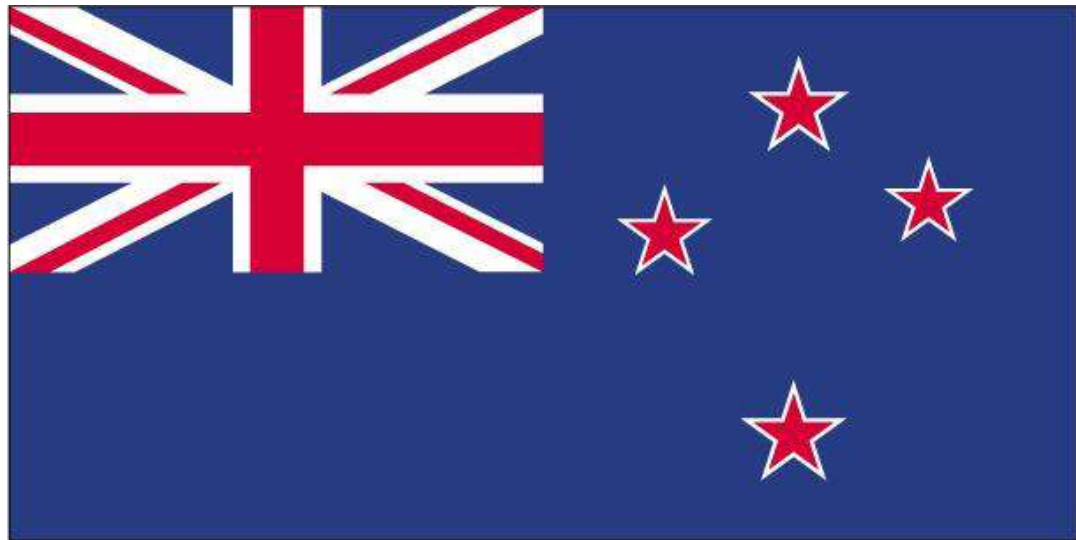


AU

**TOP 5 GA(s) by K-TYPES & MONTH**



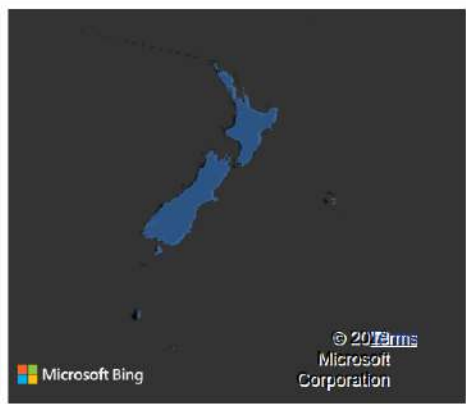
# NEW ZEALAND



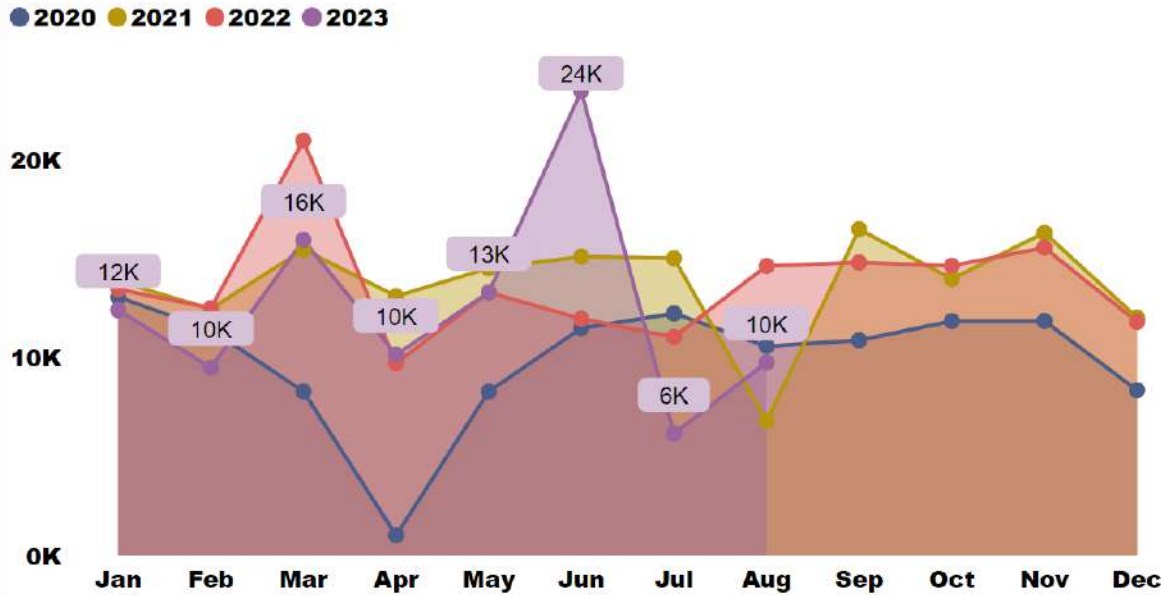




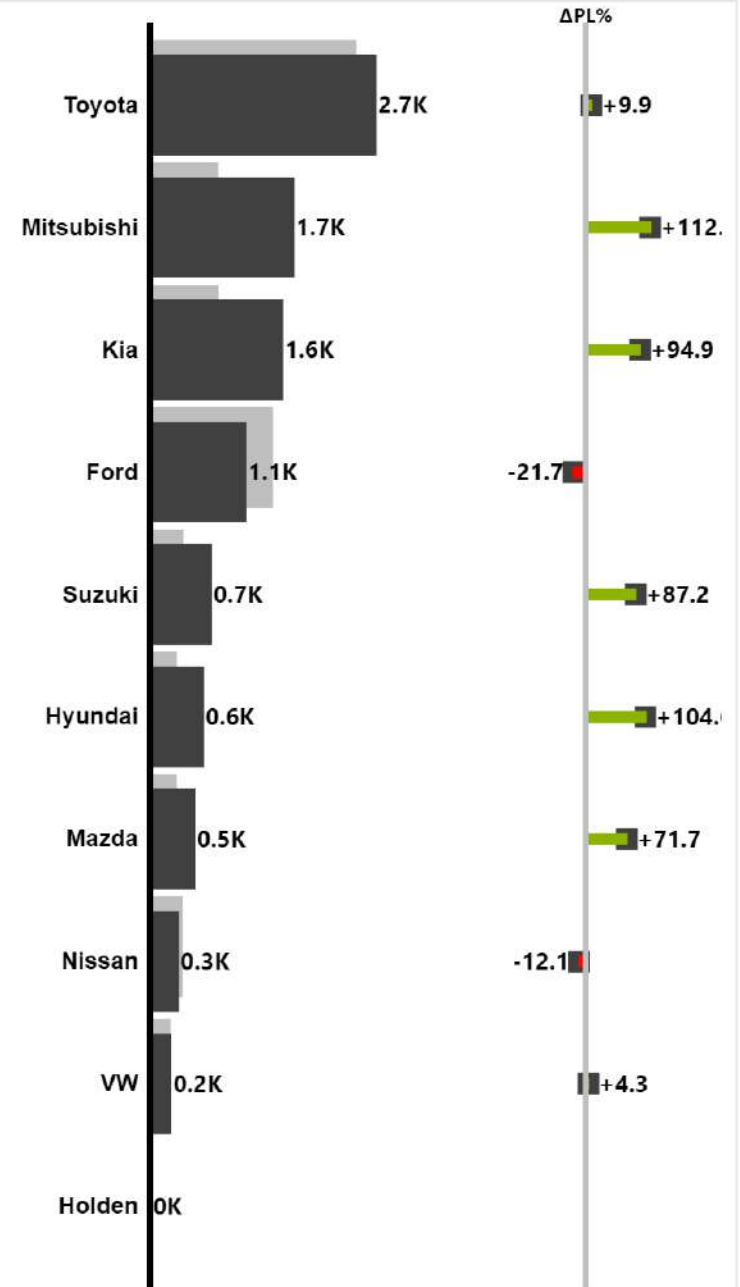
NZ



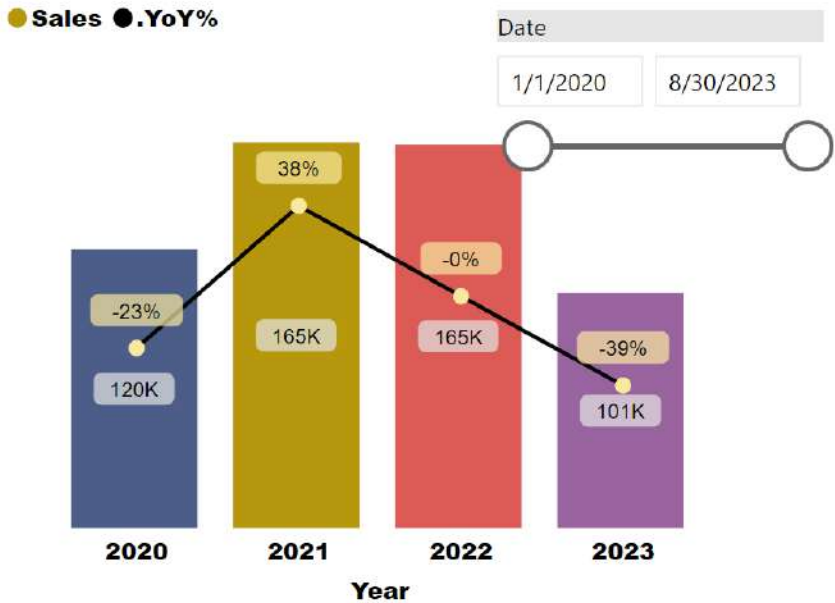
### VEHICLE SALES by MONTH to DATE [as of Aug 2023]



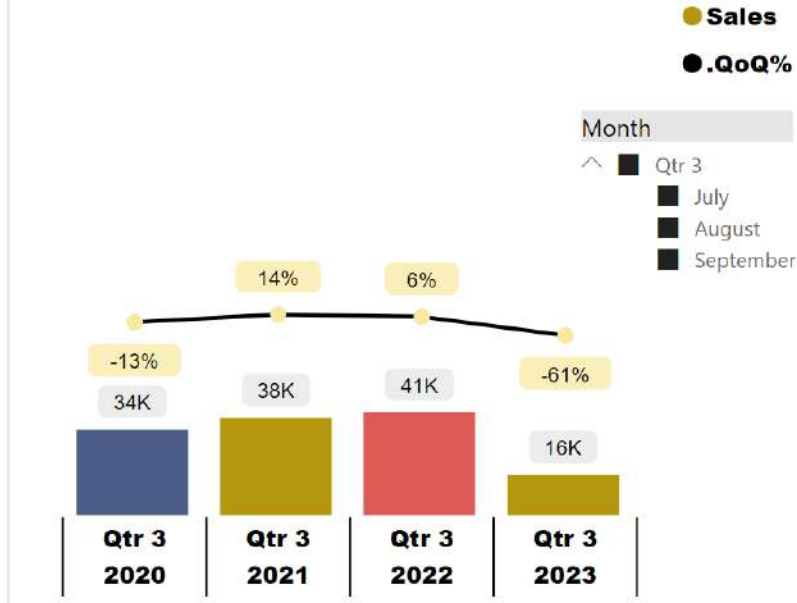
### TOP BRANDS of the MONTH [YoY]



### VEHICLE SALES by YEAR to DATE



### VEHICLE SALES by QUARTER to DATE



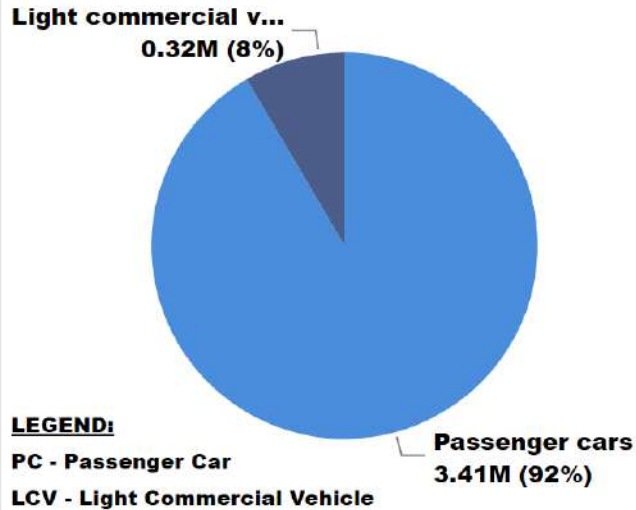
**3.7M**

**106**

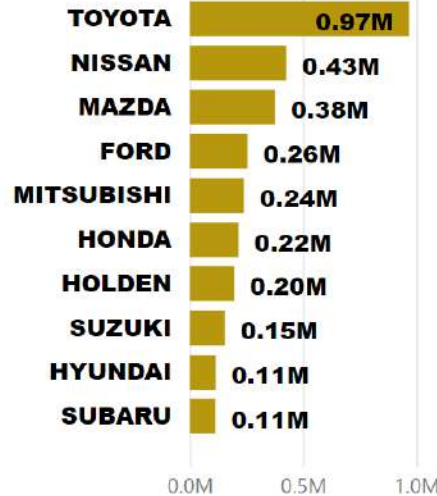
**20K**

**94.99%**

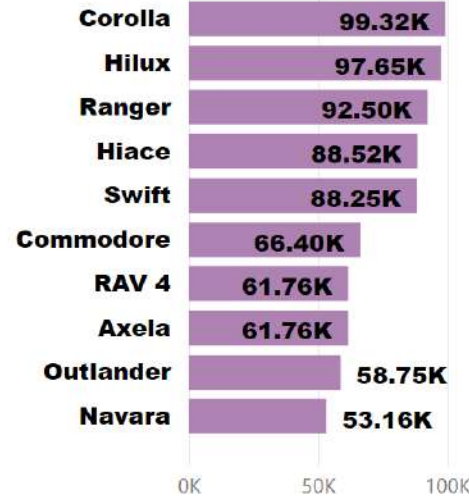
**SEGMENT by VIO**



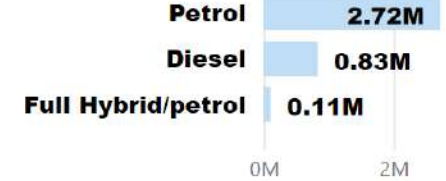
**TOP 10 BRANDS by VIO**



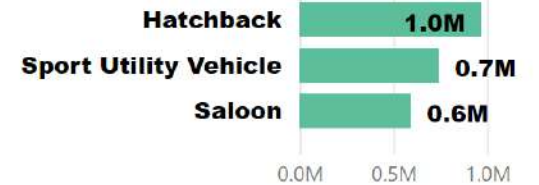
**TOP 10 MODELS by VIO**



**TOP 3 FUEL TYPES by VIO**

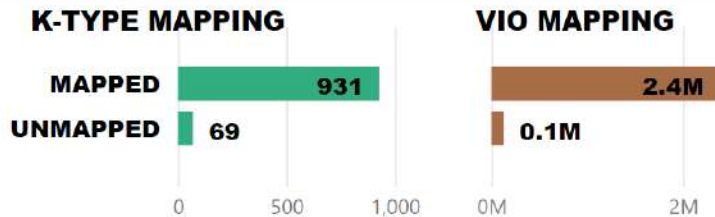


**TOP 3 BODY STYLES by VIO**



NZ

**TOP 1000 K-TYPE MAPPING**



**VEHICLE AGE DISTRIBUTION**

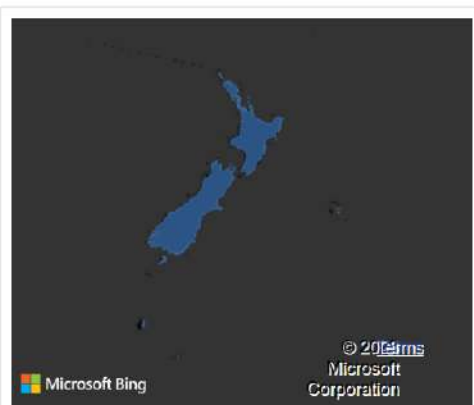


**K-TYPE/VIO COVERAGE by SEGMENT**

**PASSENGER CARS**  
**3.2M**



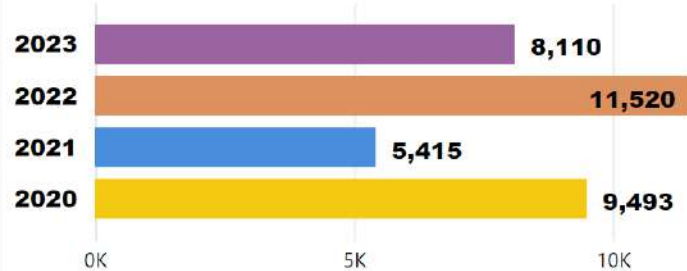
**LIGHT COMMERCIAL VEHICLES**  
**0.29M**



**NOTE:** Distribution is based on H1-2022 Data. Light Commercial Vehicle (LCV) includes <7.5T such as Toyota HIACE, Fuso CANTER, Nissan NV



### K-TYPES MAINTAINED by YEAR



NZ

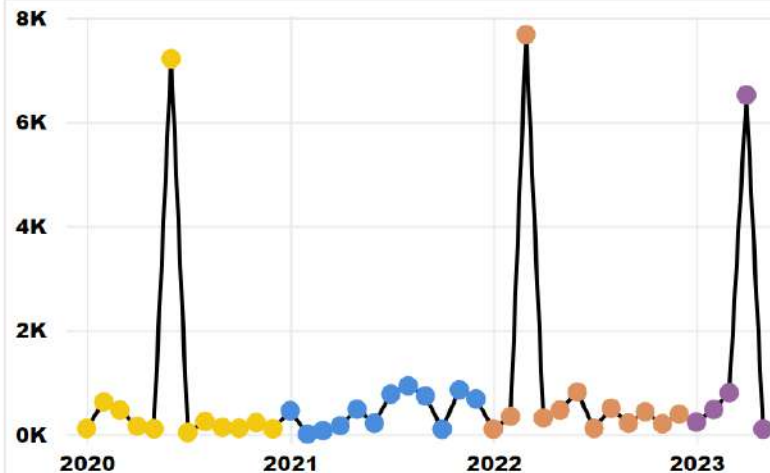
### LEGEND

TYPE	DEFINITION
KTY	NEW K-TYPE (TecDoc Car Identification Number)
HMD	NEW HMD (HeadLine Car Identification Number)
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ENG	CREATE NEW ENGINE Code in Database
GAL	COLLECT PICTURES and other Attributes for K-TYPE
CHA	CHANGES to K-TYPE and HMD

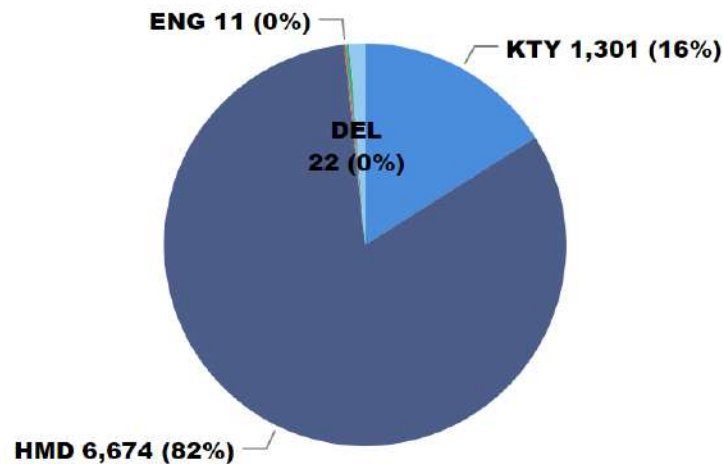
### TOTAL K-TYPES MAINTAINED YTD

8,110

### K-TYPES MAINTAINED by MONTH



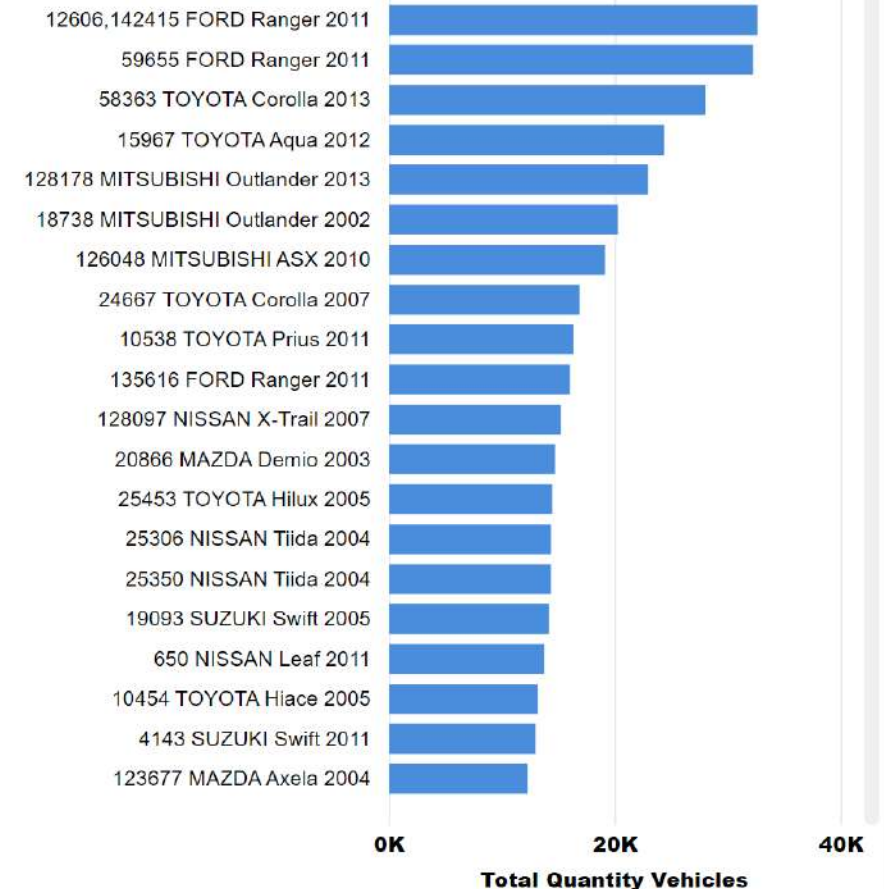
### MAINTENANCE by TYPE YTD



### TOTAL K-TYPES MAINTAINED in May-23

97

### TOP 20 K-TYPES, BRAND, MODEL & YEAR by VEHICLE in OPERATION (VIO)



**NOTE:** Distribution is based on H2-2021 Data. **Get the Complete Vehicle in Operation (VIO)** with Drill-Down Vehicle Specifications for each K-Type by sending an Inquiry along with Required Details: [sales\\_sea@tecalliance.net](mailto:sales_sea@tecalliance.net).



# TOP 3 K-TYPES by VEHICLE IN OPERATION



## RANGER

MODEL

2011

GENERATION

12606,142415

K-TYPE

33K

TOTAL VEHICLES

0.87%

SHARE



## RANGER

MODEL

2011

GENERATION

59655

K-TYPE

32K

TOTAL VEHICLES

0.86%

SHARE



## COROLLA

MODEL

2013

GENERATION

58363

K-TYPE

28K

TOTAL VEHICLES

0.75%

SHARE



TOYOTA

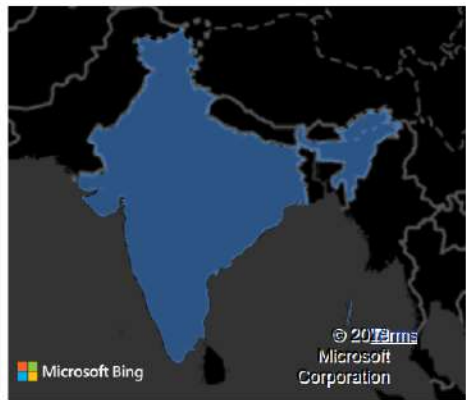


# INDIA

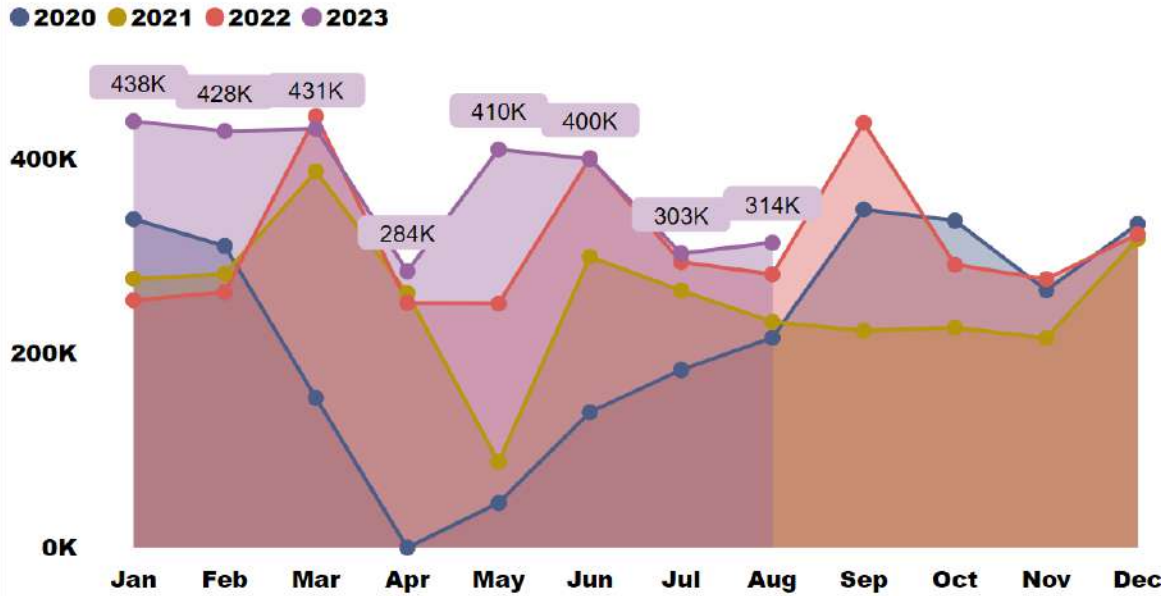




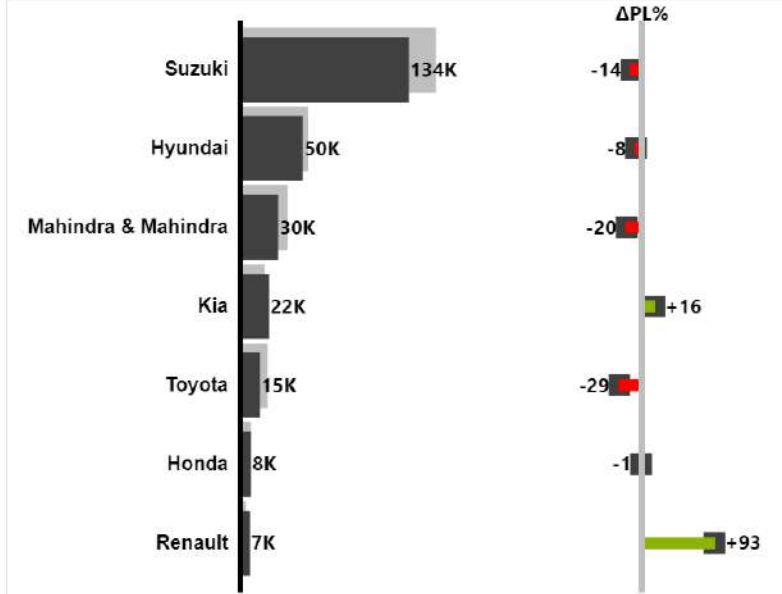
IN



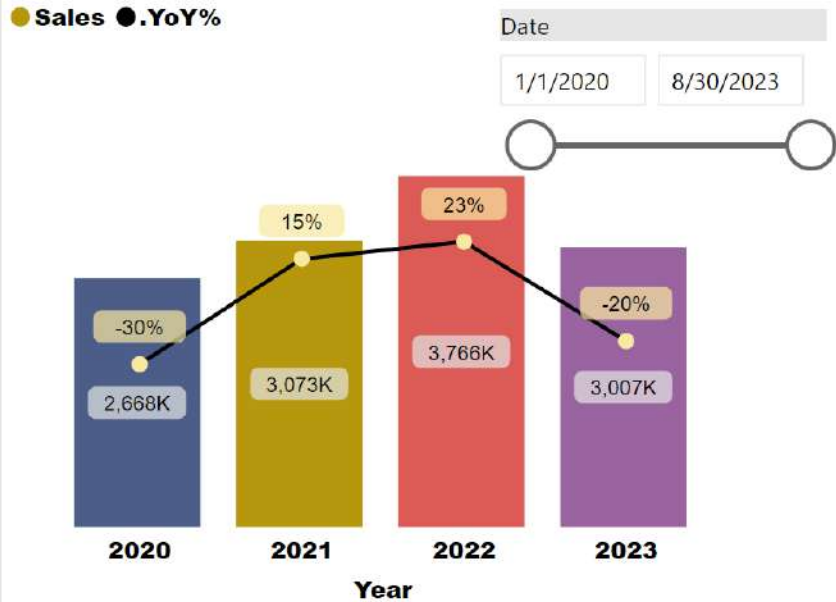
### VEHICLE SALES by MONTH to DATE [as of Aug 2023]



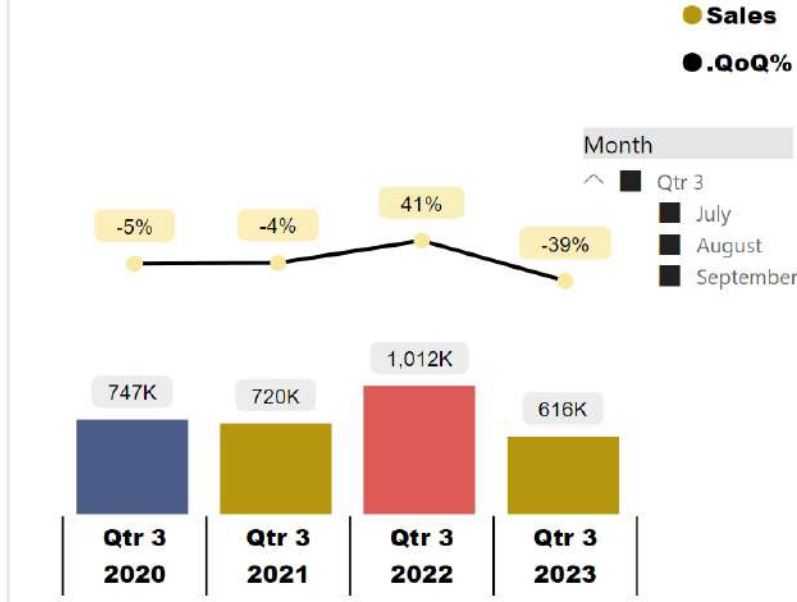
### TOP BRANDS of the MONTH [YoY]



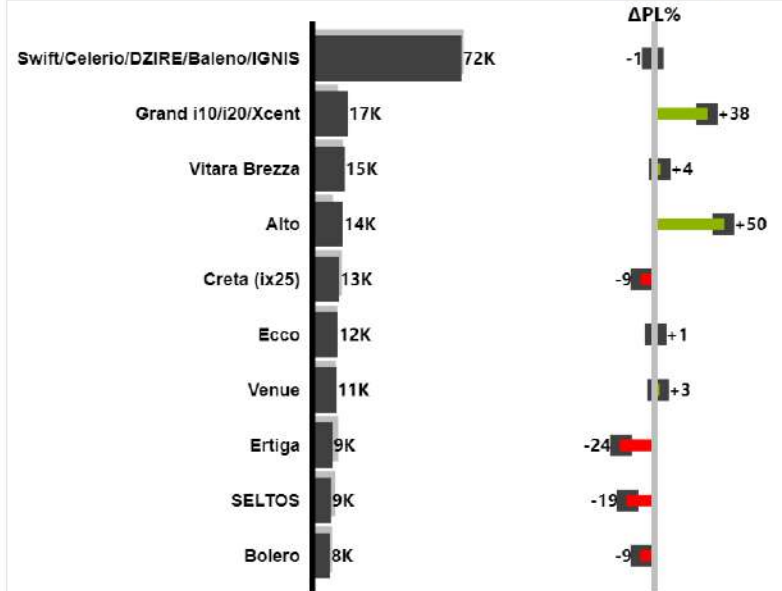
### VEHICLE SALES by YEAR to DATE



### VEHICLE SALES by QUARTER to DATE



### TOP MODELS of the MONTH [YoY]





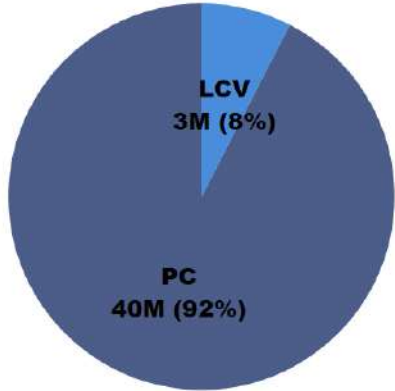
**48M**

**50**

**1K**

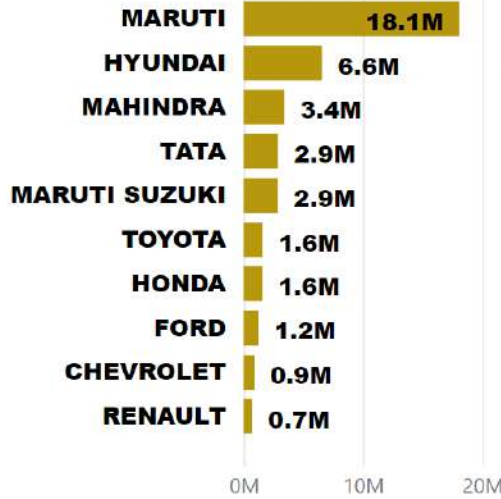
**100.00%**

**SEGMENT by VIO**

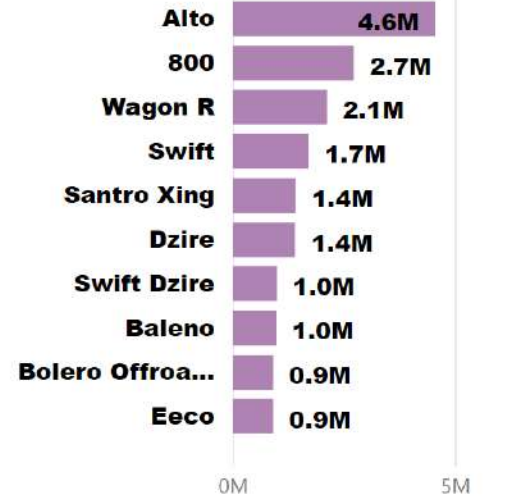


**LEGEND:**  
 PC - Passenger Car  
 LCV - Light Commercial Vehicle

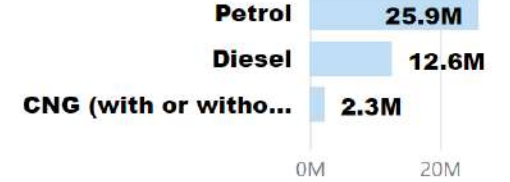
**TOP 10 BRANDS by VIO**



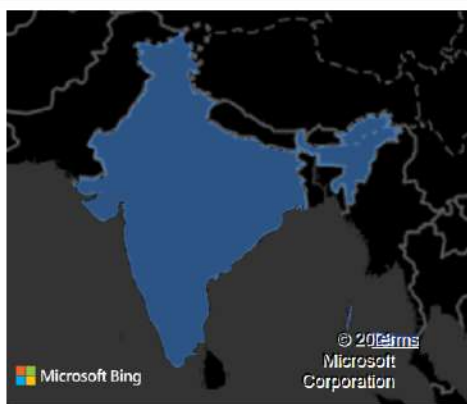
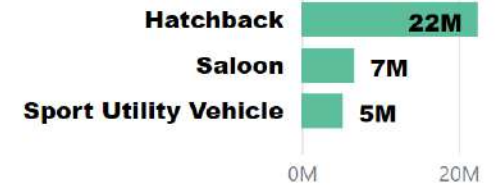
**TOP 10 MODELS by VIO**



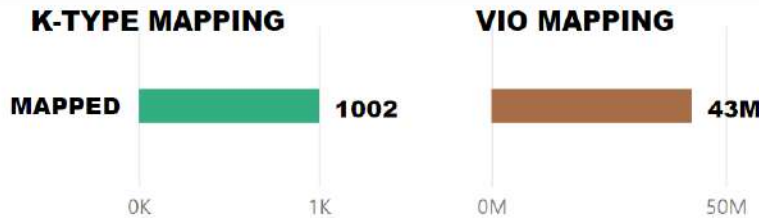
**TOP 3 FUEL TYPES by VIO**



**TOP 3 BODY STYLES by VIO**



**TOP 1000 K-TYPE MAPPING**

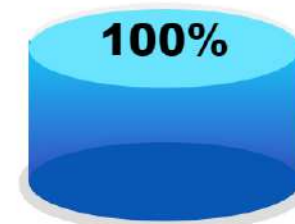


**VEHICLE AGE DISTRIBUTION**

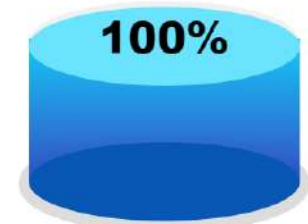


**K-TYPE/VIO COVERAGE by SEGMENT**

PASSENGER CARS  
**39.5M**



LIGHT COMMERCIAL VEHICLES  
**3.2M**



**NOTE:** Distribution is based on FY-2022 Data. Light Commercial Vehicle (LCV) includes <7.5T such as Toyota HIACE, Fuso CANTER, Nissan NV



IN

# TOP 3 K-TYPES by VEHICLE IN OPERATION



**800**  
MODEL  
**1984**  
GENERATION  
**33797**  
K-TYPE  
**2,130K**  
TOTAL VEHICLES  
**4.31%**  
SHARE



**WAGON R**  
MODEL  
**2010**  
GENERATION  
**7573**  
K-TYPE  
**1,448K**  
TOTAL VEHICLES  
**3.09%**  
SHARE



**ALTO**  
MODEL  
**2007**  
GENERATION  
**9368**  
K-TYPE  
**1,287K**  
TOTAL VEHICLES  
**2.74%**  
SHARE



# 02

## TecAlliance Company News





## Customer Days in Japan and Korea planned for November

Following our two highly-received Customer Day events in Kuala Lumpur and Pattaya in August, we decided to take East Asia as our next stop for this type of meaningful interaction. Our chosen destinations are Osaka, Japan and Seoul, Korea. On November 14th and 16th respectively, our team will be in these two locations to give you a detailed introduction of our major data offerings and software tools.

The upcoming Customer Days will inherit the nature of the event series and be an important meeting point graced by the presence of experts from all sectors in the automotive aftermarket. Knowledge and technology sharing is the core – we as digitization expert aim to utilize our decades of experience and frequently upgraded technology to solve practical problems and uncover unexpected growth potential for you.

Our newly launched TecDoc ONE Global Product Management System will still be the main topic this time, for which we specially invited Mr. Jürgen Mehlis, EVP Data Manager Products, and Mr. Teodor Pop, Product Owner from our headquarters in Germany. Their well-prepared presentation and live demonstration guarantee to enhance our understanding.

Other topics that you cannot miss include our data and their versatile application to various real circumstances, renowned TecDoc Catalogue solutions for local markets, and solutions like Product Management Analytics to improve your market competence in an easier way. TecCom solutions that cover all stages of aftermarket ordering will also be explained by our experienced expert, allowing you to fully understand the benefits of process standardization and automation. TecRMI – comprehensive, manufacturer-compliant repair, maintenance & diagnostics data will be specially covered in Japan event to address the growing needs of the market.

One thing worth a special mention is that we will also bring our offerings for North America to the table this time in November: we have a local professional from USA, Mr. Chris Tzul, to share with you how our tailored solutions for the market can assist you with your new market entry and expansion to sell more parts.

If you are interested in joining this enlightening experience, please check our invitation letter & agenda for [Osaka](#) or for [Seoul](#) and register your participation. We look forward to meeting you in person!







## DLZ was invited to record a Success Story interview with us

As a global pioneer in technology development, manufacture and distribution of auto steering and suspension parts, DLZ Machinery Manufacturing Co.,Ltd. has been our TecDoc Data Supplier for two years. By standardizing its data into TecDoc format and uploading the data to TecDoc vehicle & parts search catalogue, DLZ enhanced its brand and was able to better respond to its customers' requirements for accurate & comprehensive product data.

This month, we had the honor of inviting DLZ to record a Success Story interview with us, in which DLZ shared with the automotive aftermarket its company history, values, plan for future, and cooperation experience with TecAlliance.

We are happy to see that TecAlliance assisted DLZ in brand promotion, customer service upgrade, sales increase, and optimization of daily work.

If you also wish to record your Success Story with us, please do not hesitate to contact our sales.





## Meet us at Automechanika Shanghai 2023!



**TecAlliance** **automechanika**  
SHANGHAI  
TecDoc TecCom TecRM

# 邀请函

INVITATION 期待您的到来

## 2023上海法兰克福展

Automechanika Shanghai

欢迎莅临泰案联展位  
Welcome to visit TecAlliance

展会时间/Date: 11.29 - 12.2  
展会信息/Booth No.: 2.1 E16

泰案联信息技术(上海)有限公司  
+86 21 3387 0258  
sale\_cn@tecalliance.net  
www.tecalliance.cn

中国国家会展中心(上海)  
地址: 上海市崧泽大道333号  
地铁路线: 2号线徐泾东站



TecAlliance Asia Pacific



# TecAlliance Marketing Campaign 2023



- 2023.02.15 - 18** Automechanika Shanghai/Shenzhen, China
- 2023.03.07 - 09** International Auto Aftermarket Expo (IAAE), Tokyo, Japan
- 2023.03.29 - 30** Flotte! Der Branchentreff, Dusseldorf, Germany
- 2023.03.16 - 18** Automechanika Kuala Lumpur 2023 (AMKL 2023), Malaysia
- 2023.04.05 - 08** Thailand Auto Parts & Accessories 2023 (TAPA 2023), Bangkok
- 2023.04.12 - 15** Taipei AMPA, Taiwan
- 2023.04.27 - 29** China Automobile Parts Fair, kungming, Yunnan
- 2023.04.25 - 29** Automec, Sao Paulo, Brasilien
- 2023.05.24 - 26** INAPA JAKARTA 2023 (Indonesia International Trade Show), Jakarta Indonesia
- 2023.06.07 - 09** Automechanika Birmingham, UK
- 2023.06.23 - 25** Automechanika HCMC 2023, Ho Chi Minh City, Vietnam
- 2023.09.05 - 07** Automechanika Johannesburg, Sudafrika
- 2023.10.02 - 04** Automechanika Dubai, Vereinigte Arabische Emirate
- 2023.10.31 - 11.02** AAPEX Show, Las Vegas, USAZ
- 2023.11.29 - 12.02** Automechanika Shanghai, China

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