



Automotive Newsletter Heavy Commercial Vehicle

(Overseas Edition)

August 2023 Issue

Content

01. Market Info & TecAlliance Data

- Korea ▪ Indonesia ▪ Malaysia ▪ India
- Vietnam

02. Company News

- TecAlliance Asia Pacific Customer Days equipped automotive aftermarket with tools to digitize better and faster
- TecAlliance expands footprint in Japan with Motoki Hirata as Managing Director
- Peter van der Galiën appointed CEO of TecAlliance
- Ravish Deshpande joins us as Director South Asia

01

Market Info & TecAlliance Data



SOUTH KOREA





Korea Commercial Vehicle News

BYD 1-ton electric truck 'Timpo Kay (T4K)' domestic landing in Korea

GS Global, an official domestic importer of China BYD, is the 1ton electric truck 'T4K', which is the main concept of 'smart electric trucks that are comfortable with your daily life'.

Following the electric bus, GS Global has announced its entry into the electric truck market, starting with a 1ton electric truck, T4K, at the 'MORE THAN OK, T4K' showcase site.

An officer of GS Global said, “We have signed an official importer contract with BYD, which focuses on the electricity of 1ton truck, the most popular vehicle in Korea market, and has abundant capacity for high technology and electric vehicle manufacturing.” “We have launched a Korean 1ton electric truck(T4K) for Korean consumers by reflecting the voices of existing 1ton truck customers.”

The room is equipped with a full color LCD cluster and a 12.8 inch smart pad, which supports multimedia functions such as Music, and video and also transplanted 'TAMP EV Navigation' through collaboration with T-Map Mobility. It is equipped with a variety of EV-only functions optimized for the domestic environment, such as driving range, destination path and EV charging station guidance, based on battery levels.

GS Global Mobility Division said, “T4K has faithfully reflected the requests of Korean customers, and it is a 1ton electric truck that emphasizes smartness such as practicality and convenience.” In addition, we will expand the electric truck lineup such as 3tons, 5 tons to actively distribute domestic electric vehicles. ”

Article From: www.cvinfo.com





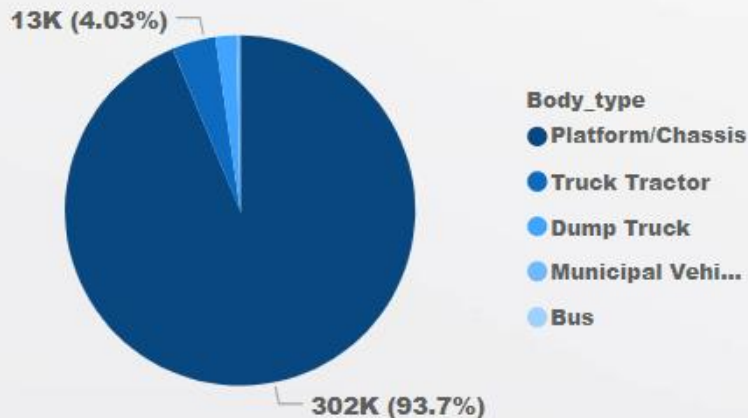
VIO until 2021

323K

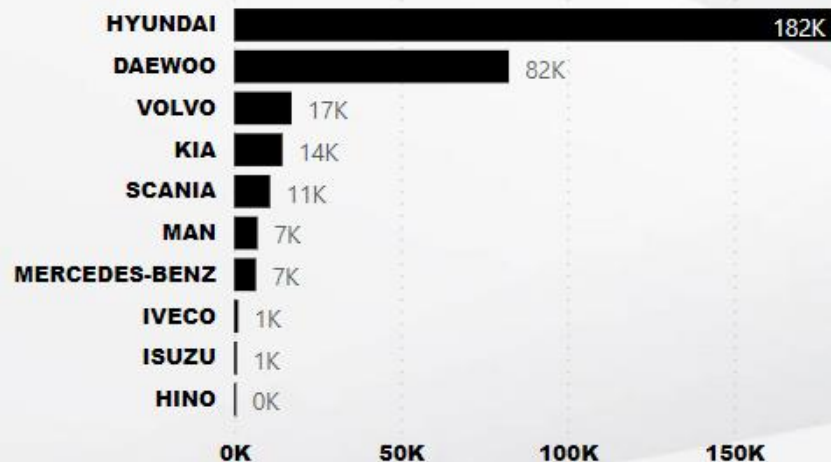
12

1186

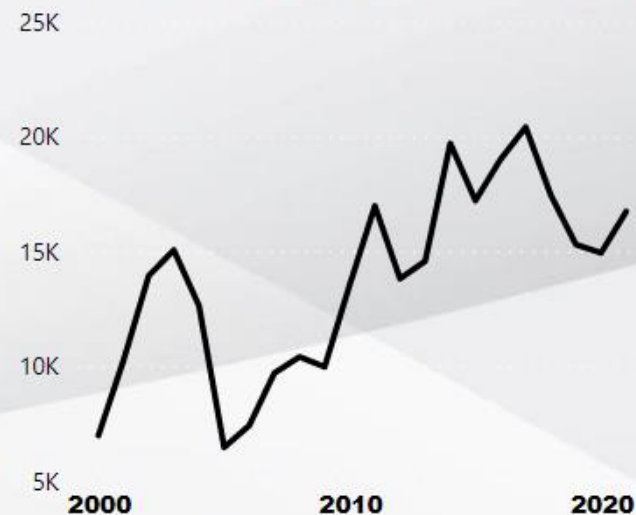
VIO by Body_type



Top 10 BRANDS by VIO



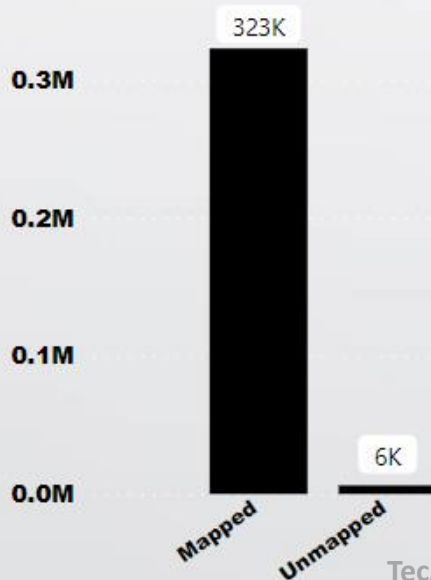
REGISTRATION TREND by YEAR



Map



N-TYPE/VIO COVERAGE



TOP 3 N-TYPES by VEHICLE IN OPERATION



INDONESIA





Recent Commercial Vehicle News in Indonesia

Fuso Tests Electric Truck Battery Exchange, Robot Completes 5 Minutes

Jakarta, CNN Indonesia --Mitsubishi Fuso Truck and Bus will test the eCanter electric truck using a battery that can be exchanged for five minutes. The battery exchange mechanism is generally used by electric motors, this is relatively new to be applied to electric trucks.

Nikkei Asia explained that Fuso will modify the eCanter for a battery swap application. The test was carried out with Ample, a battery exchange system company based in California, United States.

Tests are scheduled to start in winter (December) in Japan.

The Ample system will be installed at gas stations in the Kansai area. The way the battery exchange works is done by the robot automatically.

The robot will remove the electric truck's battery and replace it with a new, fully charged battery. The target is that the replacement process can be completed in five minutes.

Swapping the battery is expected to solve the operational problem of the electric truck, which takes about 10 hours to charge. Electric trucks in Japan also use non-swappable batteries.

Getting fresh battery energy for just five minutes can help increase the use of high-hours electric trucks.

Electrification of commercial vehicles is currently lagging behind passenger vehicles. Only 1.2 percent of commercial vehicles sold in 2021 are electrified products, including hybrids.

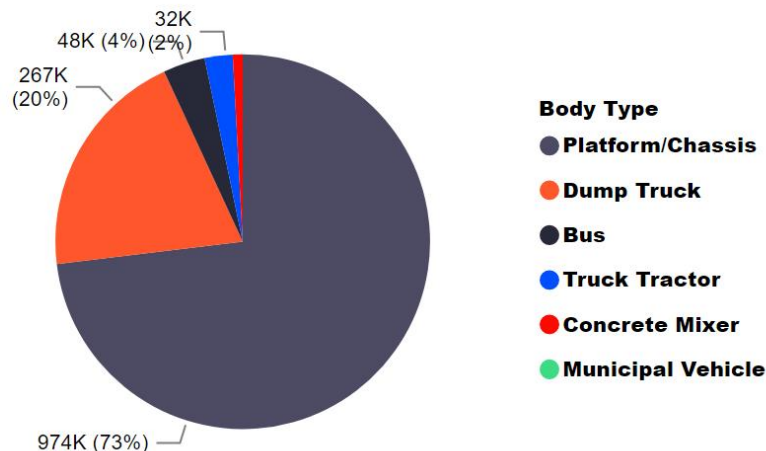
Apart from Fuso, Isuzu is also testing a battery swap system with grocery store company FamilyMart.

Article From : <https://www.cnnindonesia.com/otomotif/20230728145856-603-979089/fuso-uji-tukar-baterai-truk-listrik-5-menit-selesai-dikerjakan-robot>

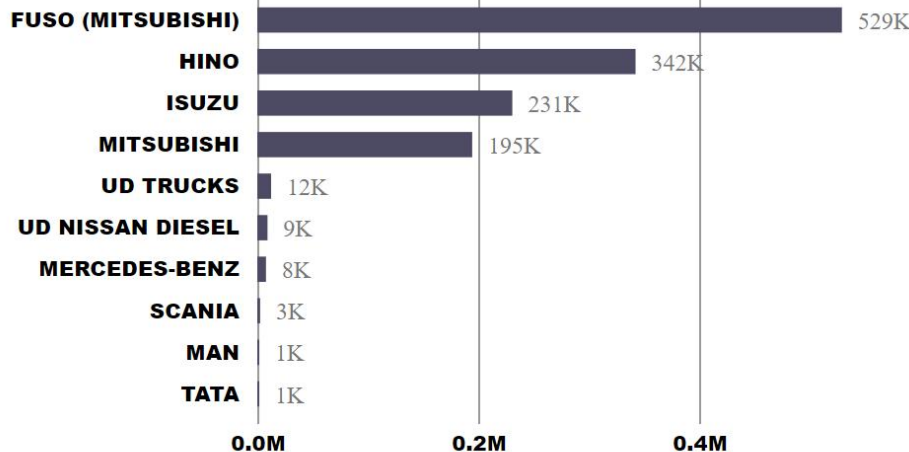




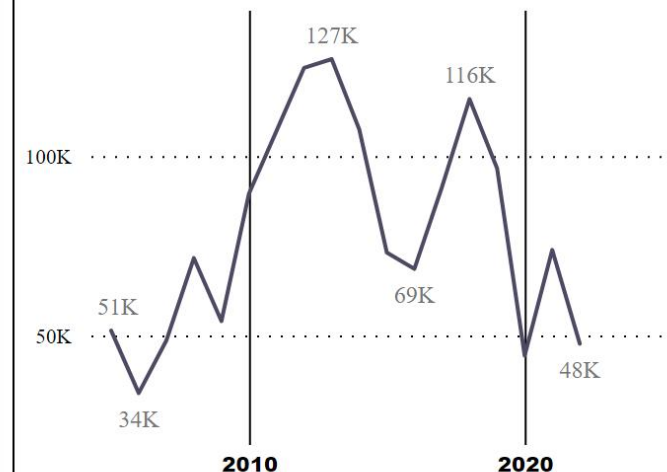
VIO By Body type



Top 10 BRANDS by VIO



VIO TREND by YEAR

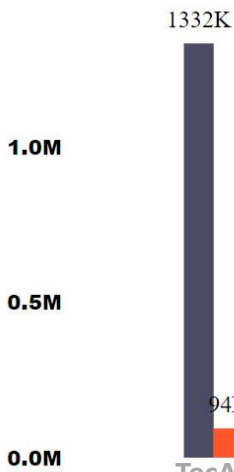


INDONESIA



N-TYPE/VIO COVERAGE

● Covered ● Not Covered



TOP 3 Models by VEHICLE IN OPERATION



BRAND MITSUBISHI

MODEL FUSO (MITSUBISHI) COLT DIESEL

POPULATION 462,348

MARKET SHARE 32.41%



BRAND HINO

MODEL HINO RANGER MK 4

POPULATION 161,579

MARKET SHARE 11.33%



BRAND HINO

MODEL HINO DUTRO

POPULATION 151,343

MARKET SHARE 10.61%

**N-TYPES Researched
YTD 2023**

OK

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

80

**PART NOs Researched
YTD 2023**

2K

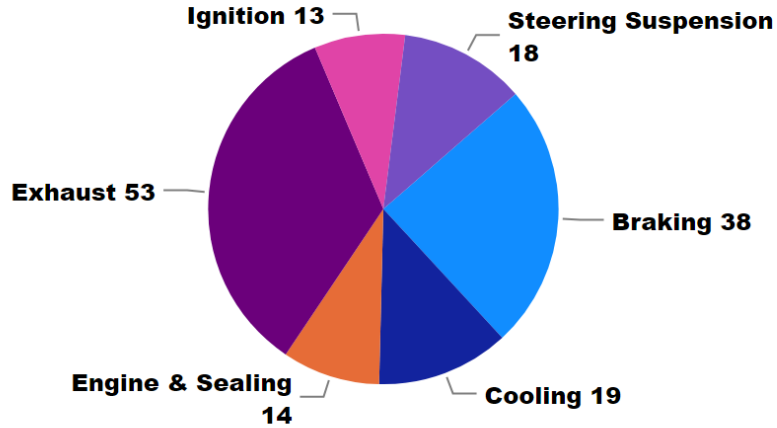
**VEHICLE BRANDS
Covered YTD 2023**

7

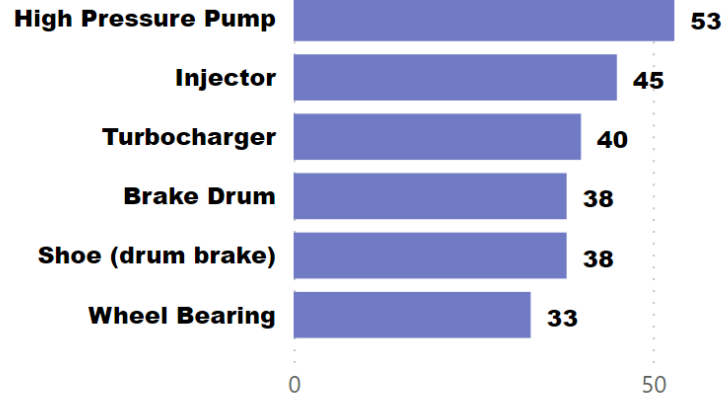
Aug ▾

2023 ▾

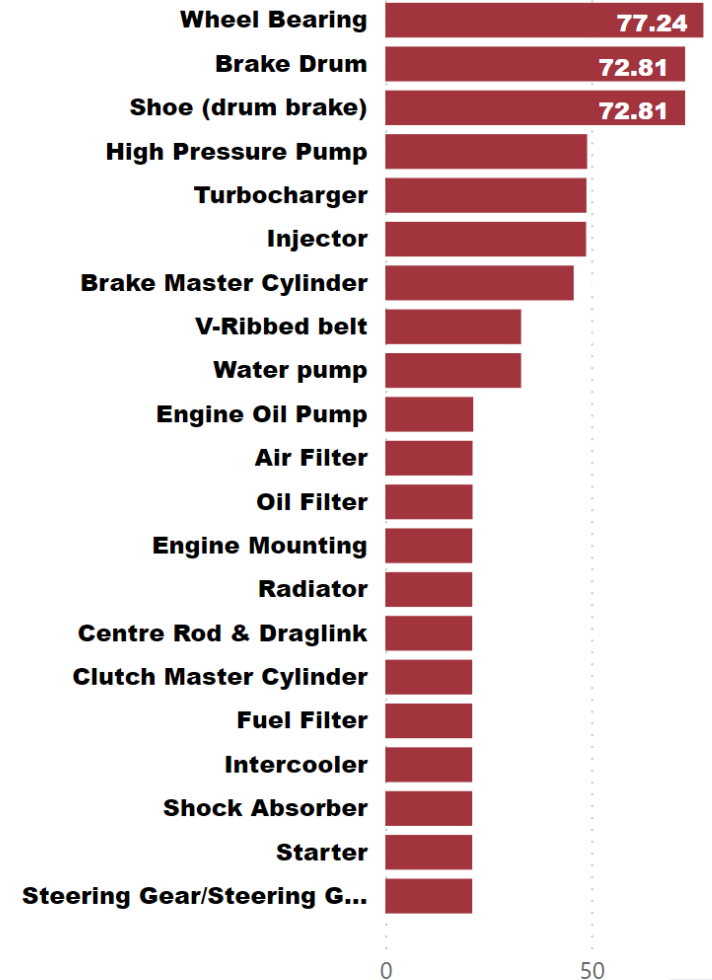
TOP 5 PRODUCT GROUPS by N-TYPES



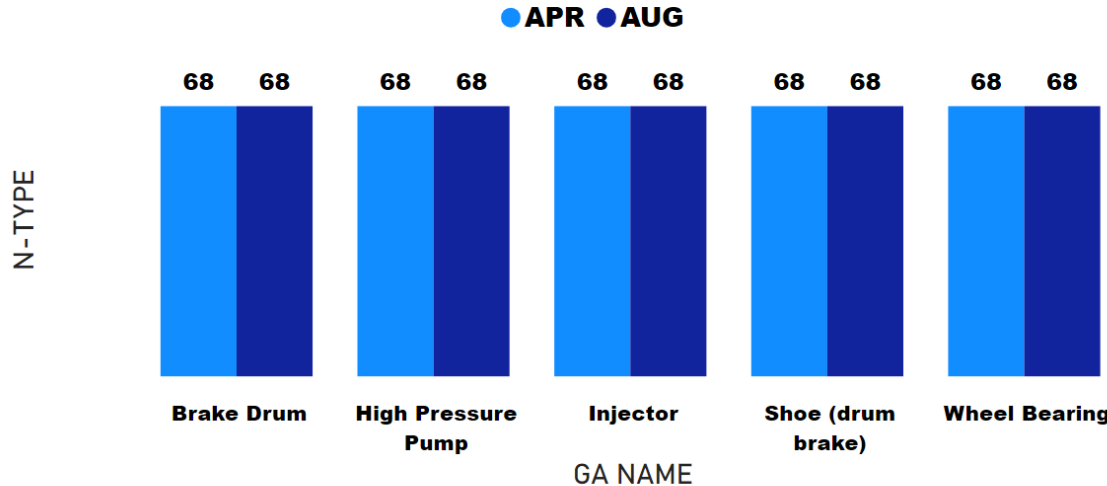
TOP 5 GA(s) by N-TYPES



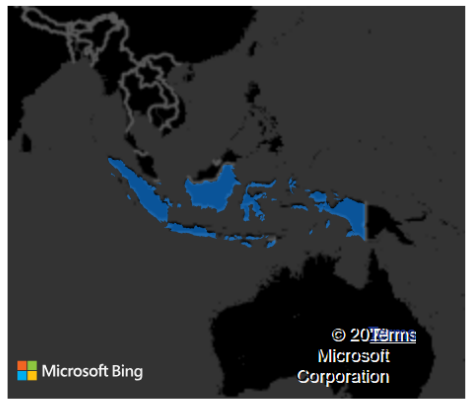
TOP 20 GA(s) by COVERAGE



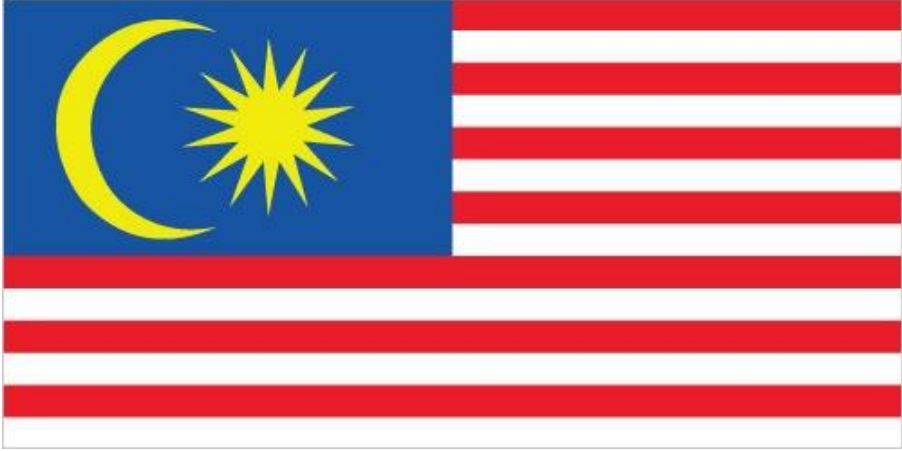
TOP 5 GA(s) by N-TYPES & MONTH



ID ▾



MALAYSIA





Malaysia Commercial Vehicle News

Recent Commercial Vehicle News in Malaysia

VOLVO TRUCKS MALAYSIA DEBUTS 1ST FULLY ELECTRIC TRUCK

VOLVO Trucks Malaysia (Volvo Trucks) has officially debuted its fully electric heavy-duty prime movers in Malaysia, the first electric truck to be launched in the South-East Asian region.

According to Volvo Trucks Malaysia MD Anthony O’Connell, the Volvo electric prime movers are designed with multiple axel configurations for various applications and segments, and this is mirrored by variable battery configurations available with a total energy storage of up to 540kWh.

“The trucks also have a projected travel range of up to 300km.

“With regards to charging, an alternating current (AC) on-board charger (43kW) will require an estimated 10 hours to charge the battery from empty to full while with a direct current (DC) charger (max 250kW), charging time can be reduced to just under two hours,” O’Connell said at the unveiling ceremony of Volvo FM, FH and FMX fully electric models recently.

He added that based on independent tests, the electric truck has the potential to use 50% less energy compared to a Volvo FH diesel-powered engine under similar driving conditions, thus providing businesses with better fuel economy to cover the same distance.

At the same time, O’Connell also mentioned that Volvo electric trucks also present an environment with no low frequent engine noise and no vibrations in the cabin.

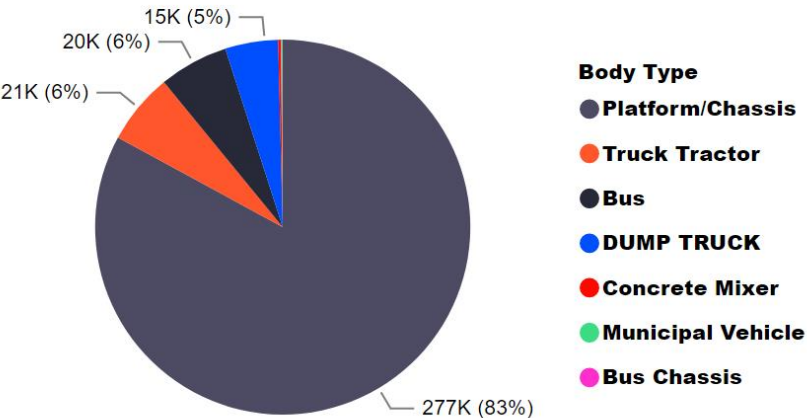
“With zero exhaust emissions, electric trucks promote low climate impact when electricity from renew- able sources is used,” O’Connell said.

Article From: <https://themalaysianreserve.com/2023/07/21/volvo-trucks-malaysia-debuts-1st-fully-electric-truck/>

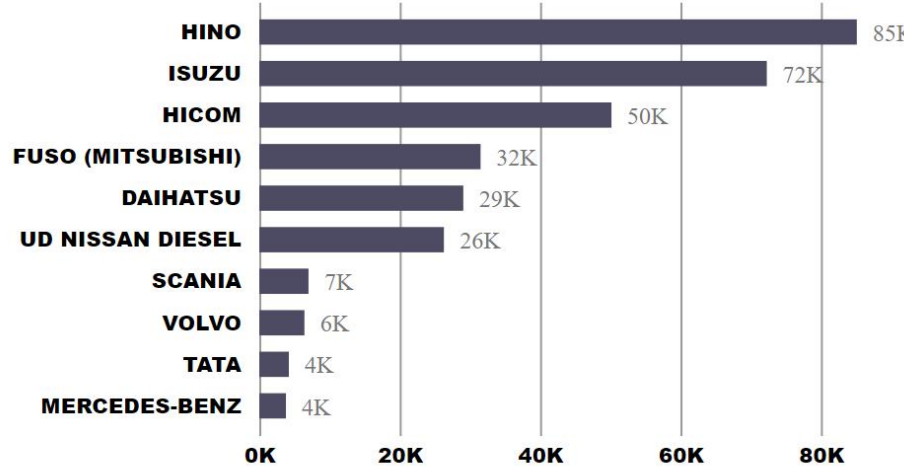




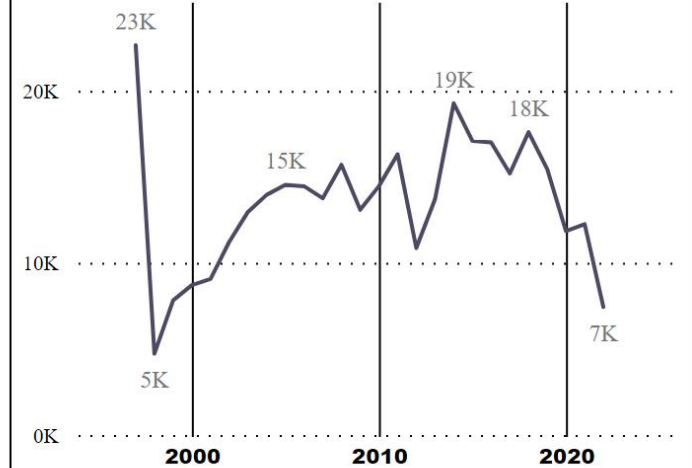
VIO By Body type



Top 10 BRANDS by VIO



VIO TREND by YEAR

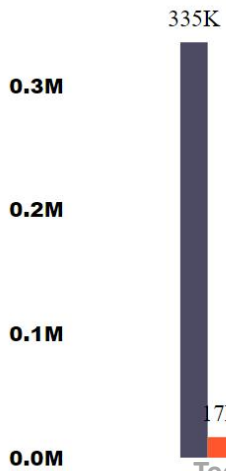


MALAYSIA



N-TYPE/VIO COVERAGE

● Available ● Not Available



TOP 3 Models by VEHICLE IN OPERATION



ISUZU TRUCKS
BRAND ISUZU MODEL N-Series
 POPULATION 63,525
 MARKET SHARE 18.09%



HINO
BRAND HINO MODEL 300 Series
 POPULATION 59,311
 MARKET SHARE 16.89%



HICOM
BRAND HICOM MODEL MTB
 POPULATION 50,165
 MARKET SHARE 14.29%

OK

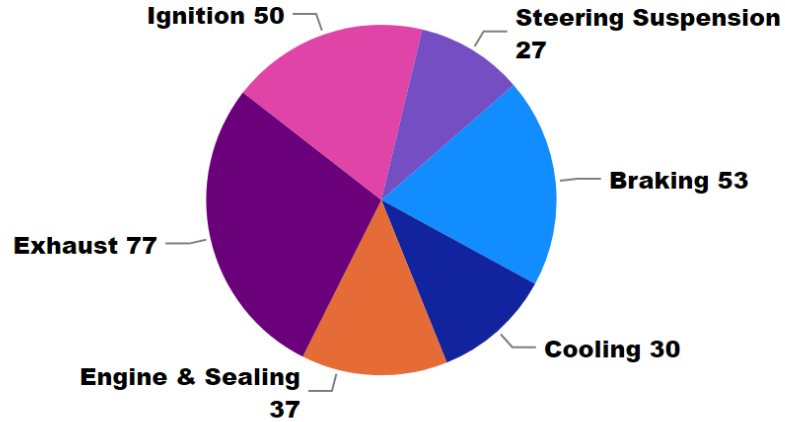
94

3K

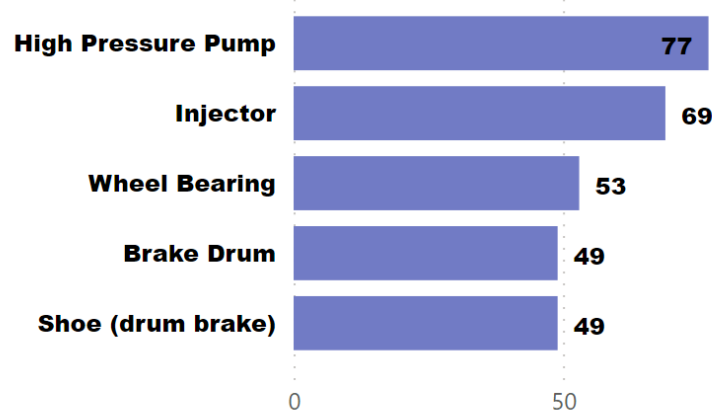
13

Aug 2023

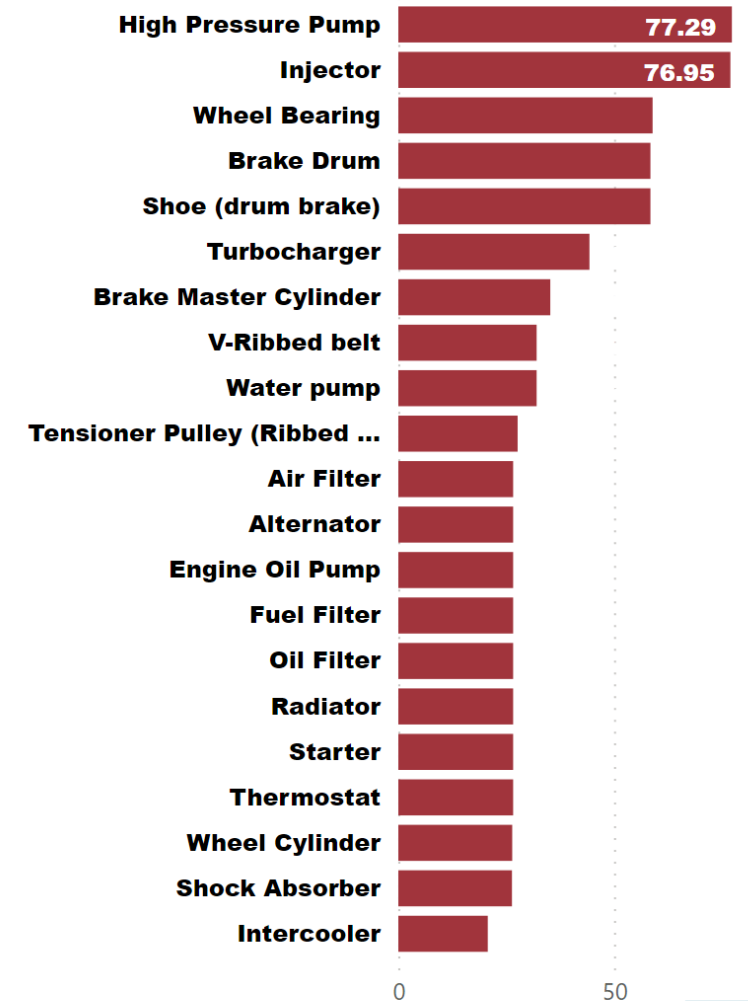
TOP 5 PRODUCT GROUPS by N-TYPES



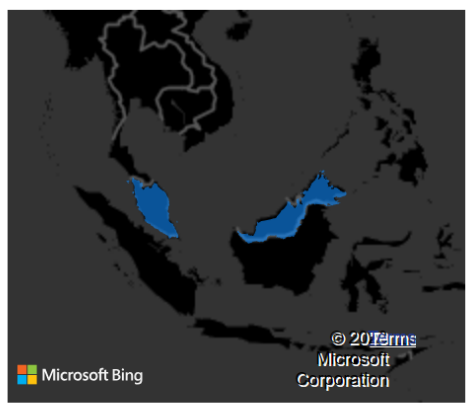
TOP 5 GA(s) by N-TYPES



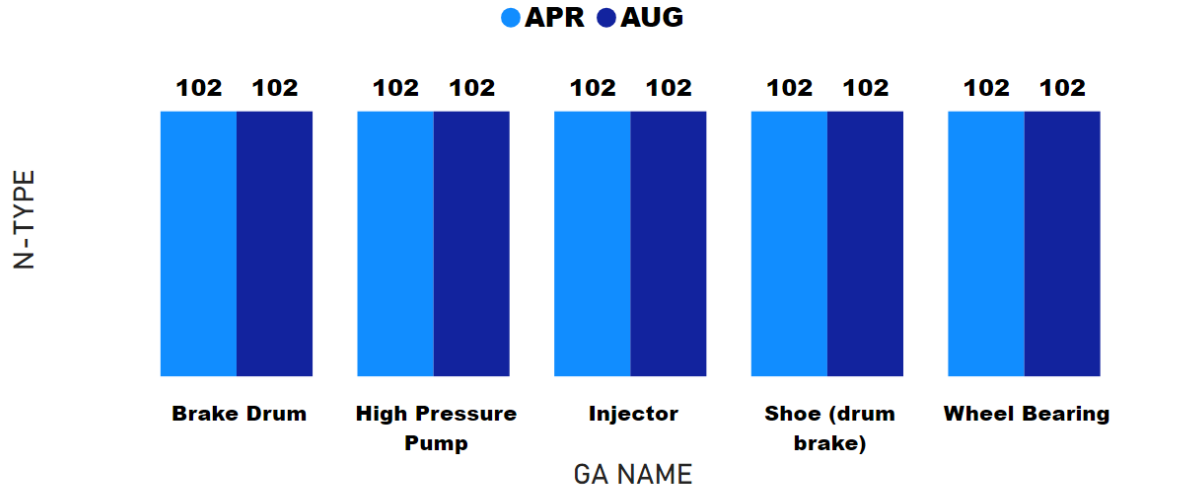
TOP 20 GA(s) by COVERAGE



MY



TOP 5 GA(s) by N-TYPES & MONTH



INDIA





Recent Commercial Vehicle News in India

India's Heavy-Duty Truck Sales Likely To Rise 14% In 2023, Says Volvo Group

BENGALURU, May 2 (Reuters) - India's wholesale commercial and passenger vehicle sales growth moderated in April, following a boost from the festive season and pre-buying last month ahead of the implementation of tighter fuel emission norms.

The norms, implemented on April 1, require automakers to fit vehicles with a device to check emissions, leading to extra costs.

Maruti Suzuki India Ltd, Hero MotoCorp Ltd and Tata Motors Ltd have hiked prices to cushion the impact of the additional expenses.

Analysts said commercial vehicles (CV) sales fell slightly sharper than the usual 40% to 50% drop between March and April due to pre-buying in March.

However, CV volumes for fiscal year 2024 could possibly recover to pre-COVID levels on strong demand expected due to a line-up of government infrastructure projects, analysts said.

In the CV segment, market leader Tata Motors posted a 52% decline in sales from a month ago, while sales of Eicher Motors Ltd and Ashok Leyland Ltd trucks and buses declined 45% and 53.4%, respectively.

On an year-on-year basis, however, Tata Motors reported a 28% decline in sales, while Eicher and Ashok Leyland registered a growth of 18.1% and 5%.

Two-wheeler makers TVS Motor Co Ltd and Eicher's Royal Enfield, which are more urban-focused, reported a 4% and 18% YoY growth in April sales, helped by affluent buyers.

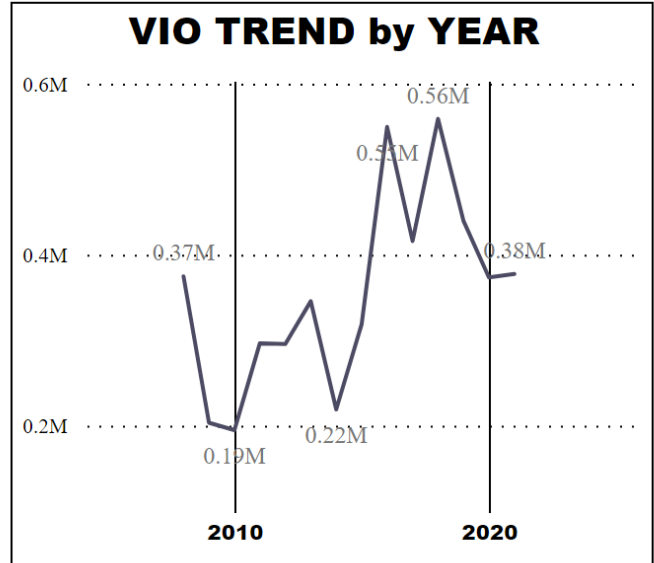
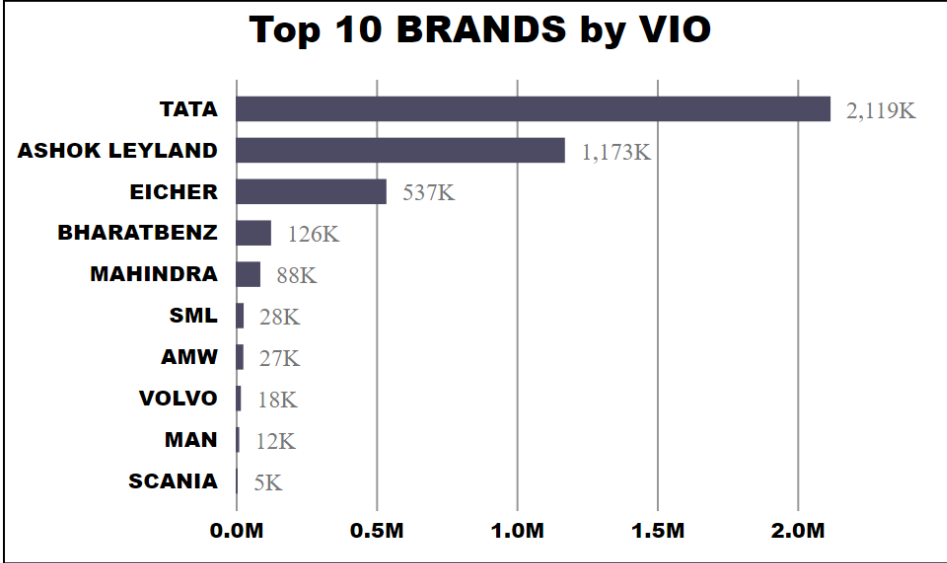
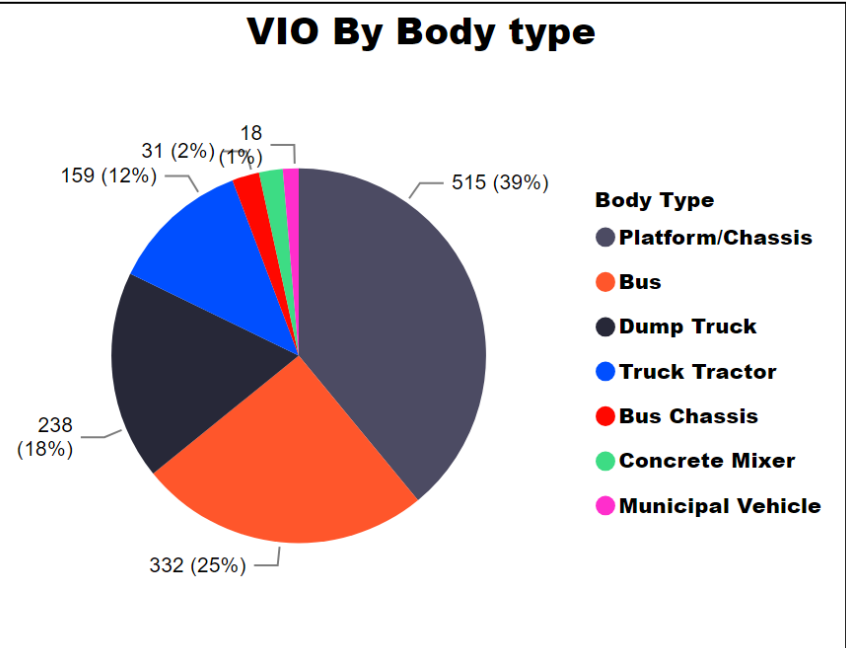
Article From : <https://www.reuters.com/business/autos-transportation/indian-automakers-post-lacklustre-april-commercial-vehicles-sales-growth-2023-05-02/>



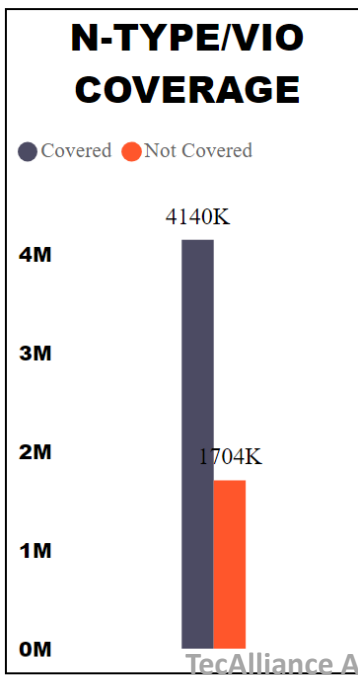
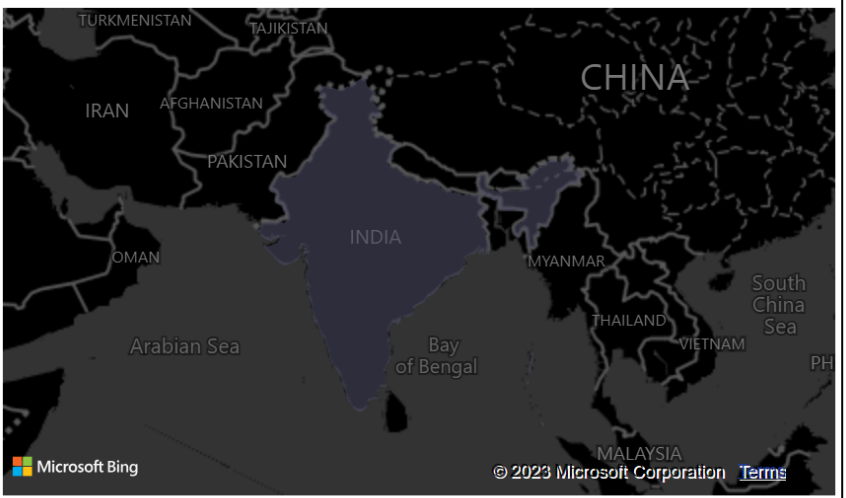
VEHICLE IN OPERATION
5,843,880

VEHICLES BRANDS
15

N-TYPE W/ VIO
152



INDIA



TOP 3 Models by VEHICLE IN OPERATION

<p>1</p>	<p>2</p>	<p>3</p>
<p>TATA</p> <p>BRAND TATA MODEL LPT POPULATION 828,871 MARKET SHARE 20.02%</p>	<p>TATA</p> <p>BRAND TATA MODEL LPK POPULATION 225,829 MARKET SHARE 5.45%</p>	<p>TATA</p> <p>BRAND TATA MODEL SIGNA POPULATION 211,453 MARKET SHARE 5.11%</p>

Vietnam





Recent Commercial Vehicle News in Vietnam

ISUZU VIETNAM HAND OVER NEW E-SERIES TRACTORS TO SONG TRIEU CO., LTD

On May 29th, 2023, Isuzu Vietnam (IVC) and Van Nam Dealer together handed over 2 units of New Tractor (EXZ52N 420PS) to Song Trieu company, bringing the total number of vehicles handed over to partners up to 5 vehicles. The ceremony was held with the representatives of three companies (IVC, Van Nam and Song Trieu).

Starting the hand-over ceremony, Mr. Wataru Nakano – General Director of IVC sent deeply grateful to Song Trieu and highlight the commitment to product quality, improvement of after-sales service and customer care. For Isuzu E-Series tractors distributed by IVC, customers are able to receive genuine warranty support policies at all Isuzu Authorized Dealers nationwide.

Song Trieu was founded in 2009 and is now one of the leading enterprises in the field of freight transportation. In addition, they have many big transport partners such as Nike, Adidas, Mercedes Benz Vietnam and so on.

The ceremony is marking an important milestone in bringing Isuzu tractors to the Vietnamese market. This is the unceasing efforts of IVC and dealer's network in satisfying customer needs, supplying and diversifying Isuzu products at Vietnamese market.

The ceremony concluded with the representatives of the three companies promising each other continued growth and long cooperative relationships.

Article From : <https://isuzu-vietnam.com/news/truck/news/isuzu-vietnam-hand-over-new-e-series-tractors-to-song-trieu-co-ltd/>



ISUZU

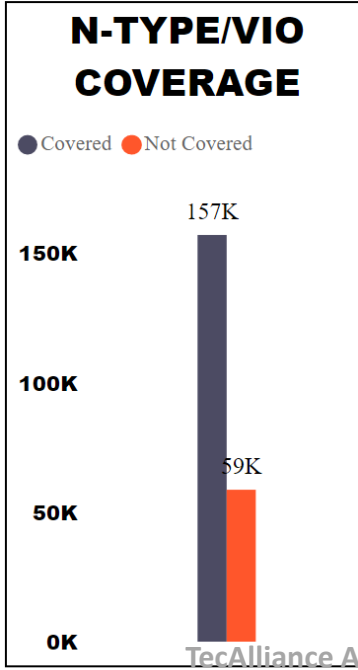
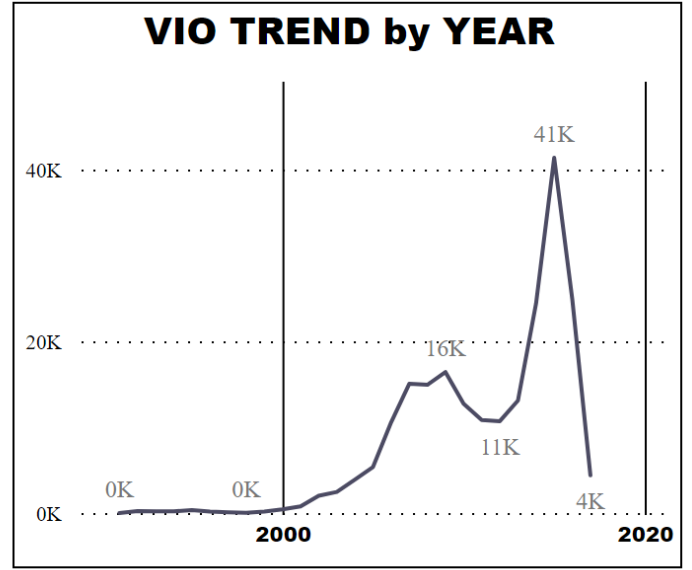
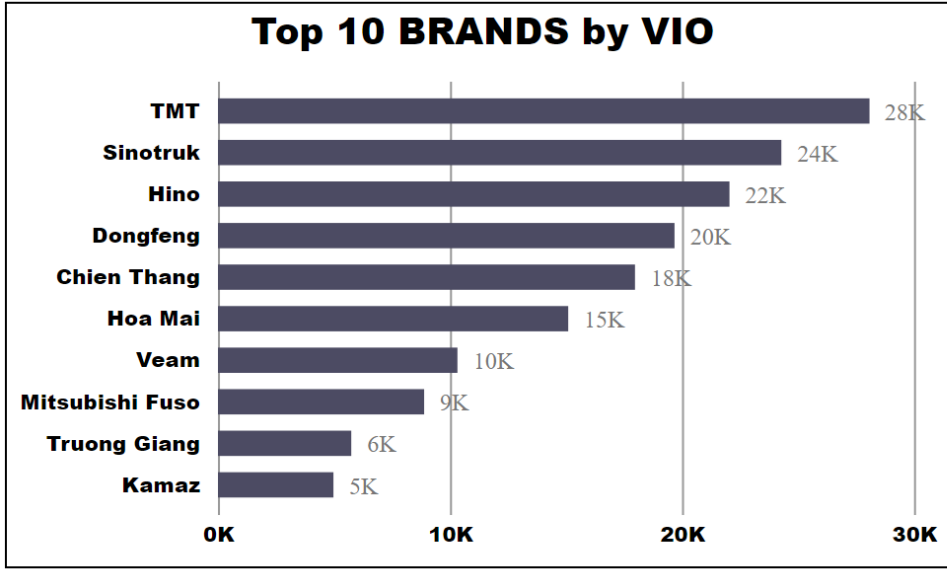
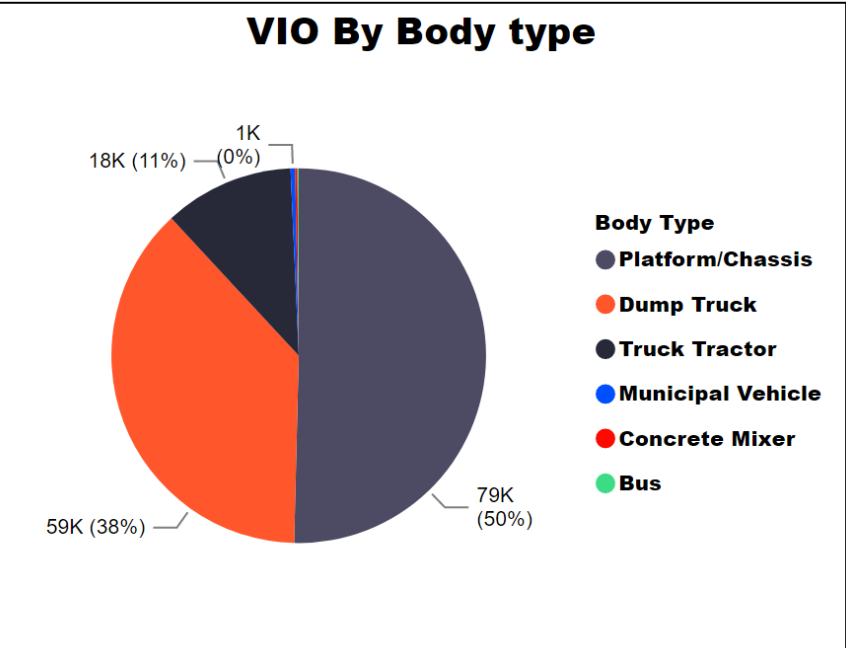
MODEL
EXZ (6x4 - 420Ps)



VEHICLE IN OPERATION
215,747

VEHICLES BRANDS
11

N-TYPE W/ VIO
114



TOP 3 Models by VEHICLE IN OPERATION

1

HINO

BRAND Hino
MODEL 500 Series
POPULATION 17,653
MARKET SHARE 8.18%

2

TMT

BRAND Chien Thang
MODEL VICTORY
POPULATION 14,685
MARKET SHARE 6.81%

3

CHIEN THANG

BRAND TMT
MODEL CUU LONG
POPULATION 14,070
MARKET SHARE 6.52%

02

Company News





TecAlliance Asia Pacific Customer Days equipped automotive aftermarket with tools to digitize better and faster

TecAlliance, the global all-in-one aftermarket data & SaaS (Software-as-a-Service) provider, just concluded its two major Customer Day events in Kuala Lumpur, Malaysia and Pattaya, Thailand. The two customer-oriented offline gatherings, held on August 8th and 10th respectively, became the hub where industry players from main AP markets were connected, informed, and inspired.

Themed “Embracing the Digital Future in Product Management and Data Management in the Automotive Aftermarket”, TecAlliance Asia Pacific Customer Day events in two locations welcomed nearly 100 attendees each, who flew from different regional countries to learn what TecAlliance could offer for enhanced digitization process.

One full-day Customer Day event was split into three sessions dedicated to topics bearing seminal meaning to the whole automotive aftermarket value chain. The day kicked off with an inspiring welcome speech by TecAlliance Managing Director Asia Pacific, Mr. Matthias Moritz. The stage was then graced by TecAlliance Business Development Manager Indonesia, Mr. Gwenael de Calan, whose keynote speech shared his profound experience in driving digitization within the automotive sector across the region.

One of the most popular tools TecAlliance presented during the PIM (Product Information Management) session was TecDoc ONE. ONE is TecAlliance’s new and scalable cloud-based tool that transforms business operations for increased convenience and productivity, whose built-in features allow parts manufacturers to capture, maintain, and analyse product data and information all in one place. Other than that, Mr. Juergen Mehlis, EVP Data Manager Product, and Mr. Juergen Weiland, VP Data Solutions, delivered live demo of IDP (Instant Data Processing) and DQM (Data Quality Management), unveiling the future of streamlined automotive data work.



Company News

Some other highlights on site were vehicle data, OE research, and the transformative PMA Tool (Product Management Analytics) that is designed for product managers to make informed decisions in an expedited way. Manufacturers, brand owners and distributors were captivated by the broad benefits of customized catalogue solution of TecAlliance, whose globally renowned TecDoc Catalogue for vehicle & spare parts search opened the possibility for better product visibility and stronger sales worldwide. In addition, TecCom, the global one-stop b2b e-commerce platform, was highly received by the audience because of its comprehensive toolkit that digitizes every step from order to invoice. TecAlliance will continue the momentum of helping customers digitize with practical solutions – in November, another two TecAlliance Asia Pacific Customer Day events will happen in Japan and Korea. “We want our customers to know that we care about their digitization success. We would like to show them that we’ve got the tools to revolutionize the whole process, that work doesn’t always have to be strenuous. That is why we are traveling through Asia Pacific to bring our sincere offerings to their doors.” Said Liew Chew Yee, TecAlliance Sales Lead AP.





TecAlliance expands footprint in Japan with Motoki Hirata as Managing Director

Having successfully operated in Japan for 6 years, TecAlliance is taking the next significant step towards establishing a legal entity in Japan. Motoki Hirata's extensive background and proven track record in the industry make him the ideal leader to spearhead this venture.

Prior to joining TecAlliance, Motoki Hirata held the position of Sales Manager for diagnostic and workshop services at Bosch Japan for ten years. During his tenure, he developed a deep understanding of the Japanese independent distributor and workshop aftermarket. His previous experience at SPX, which is TecAlliance's current partner in Japan, further enhances his ability to drive growth and cultivate relationships in the local market.

Motoki Hirata's first mission at TecAlliance will be to finalise the setup of the company's legal entity in Japan. Following this crucial milestone, he will take charge of organising, managing, and growing TecAlliance's presence in the country.

Having Hirata-san as Managing Director in our team, presents an exceptional opportunity for TecAlliance to establish a robust position in the domestic Japanese market to optimally support our customers and business partners and help them and us to advance business," said Jane Wu, who started TecAlliance Japan business from scratch and will continue to support exporting Japanese brands with data, services and solutions.



Company News

The development of TecAlliance in Japan achieved a first milestone in July 2022 with the launch of a special edition of the TecDoc Catalogue tailored specifically for the Japanese market. Leveraging the globally renowned TecDoc standard database, this local replacement parts catalogue allows precise identification of passenger cars and light commercial vehicles, facilitating easy access to the correct replacement part.

With an impressive collection of data, the TecDoc Catalogue features 2,695 local and imported car models, data of more than 12,000 TecAlliance standard vehicles (KTypes), and detailed product data for over 4.8 million parts from 116 parts manufacturers. The user-friendly interface provides diverse search methods, including the unique Katashiki number, VIN, original equipment number, make/model, or fuzzy search, delivering precise and reliable results for vehicles in Japan. The TecDoc Japan Catalogue is available free of charge in English and Japanese at www.tecalliance.jp.





Peter van der Galiën appointed CEO of TecAlliance

The Shareholders' Committee of TecAlliance has decided to appoint Peter van der Galiën (55) as the new CEO of TecAlliance GmbH with effect from 1 January 2024. He succeeds Jürgen Buchert (66), who will retire at the end of the year after 22 years as CEO of TecAlliance GmbH and Caruso GmbH. The TecAlliance Group will achieve turnover of more than 117 million euros in 2023. It employs almost 1,000 people.

Peter van der Galiën's path led him to Motorola in 1992 after studying computer science. In the following 17 years, he acted as Managing Director of Motorola B.V. Netherlands and was part of the European Executive Management team and Director of Sales for Motorola ECC Europe. In 2009 he joined the Haynes Group as Global Director of Sales & Marketing for HaynesPro, their Professional Automotive Data division. Following steep growth of HaynesPro he was appointed as Managing Director of the HaynesPro Group and Executive Director on the Supervisory Board of Haynes Publishing P.L.C., in 2015. He was a founding member of ADPA (European Automotive Data Publishers Association) and acted as their Vice President for over 6 years.

Peter van der Galiën brings many years of international experience in the areas of strategy, sales and marketing, and digitalisation to the company.



Jürgen Buchert

Peter van der Galiën



Ravish Deshpande joins us as Director South Asia

Ravish Deshpande has been appointed as our new Director overseeing our South Asia operations. With an impressive 14-year career, Ravish will leverage his extensive experience to accelerate digital transformation and empower participants within the Indian automotive aftermarket to enhance their business leveraging standardized data and processes.

Following four successful years of operation in India, this appointment is our next strategic move towards solidifying our footprint in South Asia. Ravish Deshpande takes the reins from Vats R. Srivatchan, who will collaborate closely with him throughout 2023 for a seamless transition.

Ravish's extensive background and proven track record in the Automotive industry make him the ideal leader to spearhead this venture. Prior to joining our team in India, he held senior positions at Auto Dealership (Navnit Group), aftermarket players like Autorox (Mitsui & Co) and OEMs like Mercedes-Benz India and Tata Motors. During his tenure, he developed a deep understanding of the Indian Automotive industry in segments of Sales, Distribution and Aftermarket.

TecDoc India Catalogue is available in English at <https://web.tecalliance.net/tecdocindia>.



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

Contact Us

Korea Market Business



Youngho Kim
Youngho.Kim@tecalliance.net
Tel: +82 10 9245 1256

Japan & Southeast Asia Market Business



Jane Wu
Jane.Wu@tecalliance.net
Tel: +86 13918824054

Japan Market Business



Hirata, Motoki
motoki.hirata@tecalliance.net
Tel: +81 90 9239 3507

Thailand Market Business



Beryl Zhong
Weijia.zhong@tecalliance.net
Tel: +096 4716454

Malaysia & Indonesia Market Business



Liaw, Jong Yuh
JY.Liaw@tecalliance.net
Tel: +60 17 687 7133

Singapore & Vietnam Market Business



Vincent Thoo
Vincent.Thoo@tecalliance.net
Tel: +60 14 6618 650

Global Web Catalogue



Ziyong Ai
Ziyong.Ai@tecalliance.net

THANK YOU!

TecAlliance Thailand

Address: 15th Floor Sorachai Building, 23/38-39 Sukhumvit
63, Klongton-Nua, Watthana, Bangkok 10110, Thailand
Email: sales_sea@tecalliance.net

TecAlliance Malaysia Sdn Bhd

Address: 12 Persiaran 118C, Desa Tun Razak
Industrial Park, Cheras 56000 Kuala Lumpur, Malaysia
Email: sales_sea@tecalliance.net

TecAlliance Korea

Address: Unit 503-1 Jangeun Plaza 10 Jukjeon-
ro, Giheung-gu, Yongin-si, Gyeonggi-do 16897, Korea
Email: Youngho.Kim@tecalliance.net

TecAlliance Japan LLC

Level 28 Shinagawa Intercity Tower A, 2-15-1 Konan,
Minato-ku, Tokyo 108-6028 Japan
Email: motoki.hirata@tecalliance.net

TecAlliance Vietnam

Address: 10F Bitexco Nam Long, 63A Vo Van Tan
street, Ward 6, District 3 | 70000 Ho Chi Minh City
Email: Phuong.Quach@tecalliance.net



[TecAlliance SEA | Facebook](#)



[TecAlliance Korea | blog](#)