

Report Price: £2463.80 | \$3990.00 | €3129.79

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The car retailing market is on the verge of structural changes under the threat of the economic slowdown and internet disruptors. Potential changes in regulation shed light on the road ahead."

-Gordon Gao, Senior Analyst

# This report looks at the following areas:

- Online retailers starting to make waves
- · The coming spring for dealers
- · Winning strategy for 4S stores

# BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2463.80 | \$3990.00 | €3129.79

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

#### **Table of Contents**

#### Overview

What you need to know

Covered in this report

Excluded

# **Executive Summary**

#### The market

Figure 1: China total volume new passenger car sales forecast, 2016-20

Figure 2: China total volume used car sales forecast, 2016-20

#### Companies and brands

Figure 3: New passenger cars market share, by country, 2014-15

The consumer

### Budget cars most welcomed, while trading up is a trend

Figure 4: Car price, November 2015

### Dominant position of the 4S store

Figure 5: Purchase channel, November 2015

## The reason to choose 4S stores

Figure 6: Reasons for choosing 4S store, November 2015

### 4S stores may still be the major choice, but not the only choice

Figure 7: Future purchase channel, November 2015

# Start online and finish in-store

Figure 8: Top 5 important information channels, by preliminary information collection stage

Figure 9: Top 5 important information channel, by final decision making stage

## Test drives attract consumers to 4S stores

Low satisfaction towards service quality

What we think

### Issues and Insights

Online retailers starting to make waves

The facts

The implications

The coming spring for dealers

The facts

The implications

Winning strategy for 4S stores

The facts

The implications

The Market - What You Need to Know



APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £2463.80 | \$3990.00 | €3129.79

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

A new phase of slow growth in car retailing

The rise of SUV and tax cut policy are the main drivers

New energy cars could be the next driving force after SUVs

### Market Size and Forecast

#### Introduction

Figure 10: Car volume sales, by new passenger car, by month, 2015

Figure 11: Car volume sales, by used car, 2011-15

Figure 12: China total volume new passenger car sales forecast, 2016-20

Figure 13: China total volume used car sales forecast, 2016-20

## Market Drivers

#### White-hot SUVs

#### Tax cut boost

Figure 14: Best sellers for 2015, by engine size, January 2016

# Explosive growth of new energy cars

Figure 15: Leading domestic manufactures' annual sales targets in 2020

# Market Segmentation - By Vehicle Type

# Boom of SUV

Figure 16: Market share by different body type, 2014-15

Figure 17: Market share of SUV among passenger cars

# Market Segmentation – By Country

Figure 18: New passenger car' market share, by country, 2014-15

Figure 19: Change in domestic brands' market share from 2011-15

# Key Players – What You Need to Know

Headaches for traditional dealers

Online retail still at an early stage

# Retail Channels

Income decrease is common among traditional dealers

Luxury brand retailers are sizzling, but warning signals are flaring up

Figure 20: Operating income of leading china auto dealers, 2014-15

The rise of the online retailing

# Competitive Strategies

# Consolidation is spreading among traditional car dealerships

Figure 21: Store numbers of leading dealers, 2014-15

Car supermarkets taking off

# Who's Innovating?

The emergence of the car supermarket

Idea of Genius



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100



Report Price: £2463.80 | \$3990.00 | €3129.79

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

#### The Consumer – What You Need to Know

The premium car market has a great potential while low price cars are still mainstream

4S stores still dominate the retail channel but change could be on its way

Establishing a reputation of good service is critical for premium car selling

Diversified information channels fit for the needs of proactive information collection

### Car Price

### Budget cars are the main stream

Figure 22: Car price, November 2015

Figure 23: Car price, November 2015

#### **Purchase Channel**

#### Dominant position of 4S stores

Figure 24: Purchase channel, November 2015

Figure 25: Purchase channels by demographic, November 2015

Figure 26: Purchase channel, by comparison, 2013-15

# Reasons for Choosing 4S Stores

### Stock and service ranked highly

Figure 27: Reason for choosing 4S store

Figure 28: Reason for choosing 4S store, by car price,

# Future Purchase Channel

# Fierce competition ahead for 4S stores

Figure 29: Future purchase channel, November 2015

# Future online car shoppers

Figure 30: Future purchase channel, by demographic, November 2015

## Important Information Channels

## Start online while finish in store

Figure 31: Top 5 important information channel, by preliminary information collection stage

Figure 32: Top 5 important information channel, by final decision making stage

# Attitudes towards Car Retailing

### Attitude towards purchasing

Figure 33: Attitude towards car retailing, purchasing process related, November 2015

Figure 34: Attitude towards car retailing, purchasing process related, November 2015

Figure 35: Attitude towards car retailing, purchasing process related, November 2015

Figure 36: Attitude towards car retailing, 4S store related, November 2015

# Meet the Mintropolitans

Figure 37: Attitude towards car retailing, by consumer classification, November 2015

Appendix - Methodology and Abbreviations



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100



Report Price: £2463.80 | \$3990.00 | €3129.79

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Methodology

Fan chart forecast

Mintropolitans

Why Mintropolitans?

Who are they?

Figure 38: Demographic profile of Mintropolitans vs Non-Mintropolitans, by gender, age and personal income

Figure 39: Demographic profile of Mintropolitans vs Non-Mintropolitans, by marital status, city tier and education level

Abbreviations

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com