

China: Everywhere All At Once



DUNNE



Jan 25, 2025

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Massive Capacity

50% of total global
vehicle demand

100% of total global
battery demand



China Production Towers Over All



31 Million



15M



10.5M



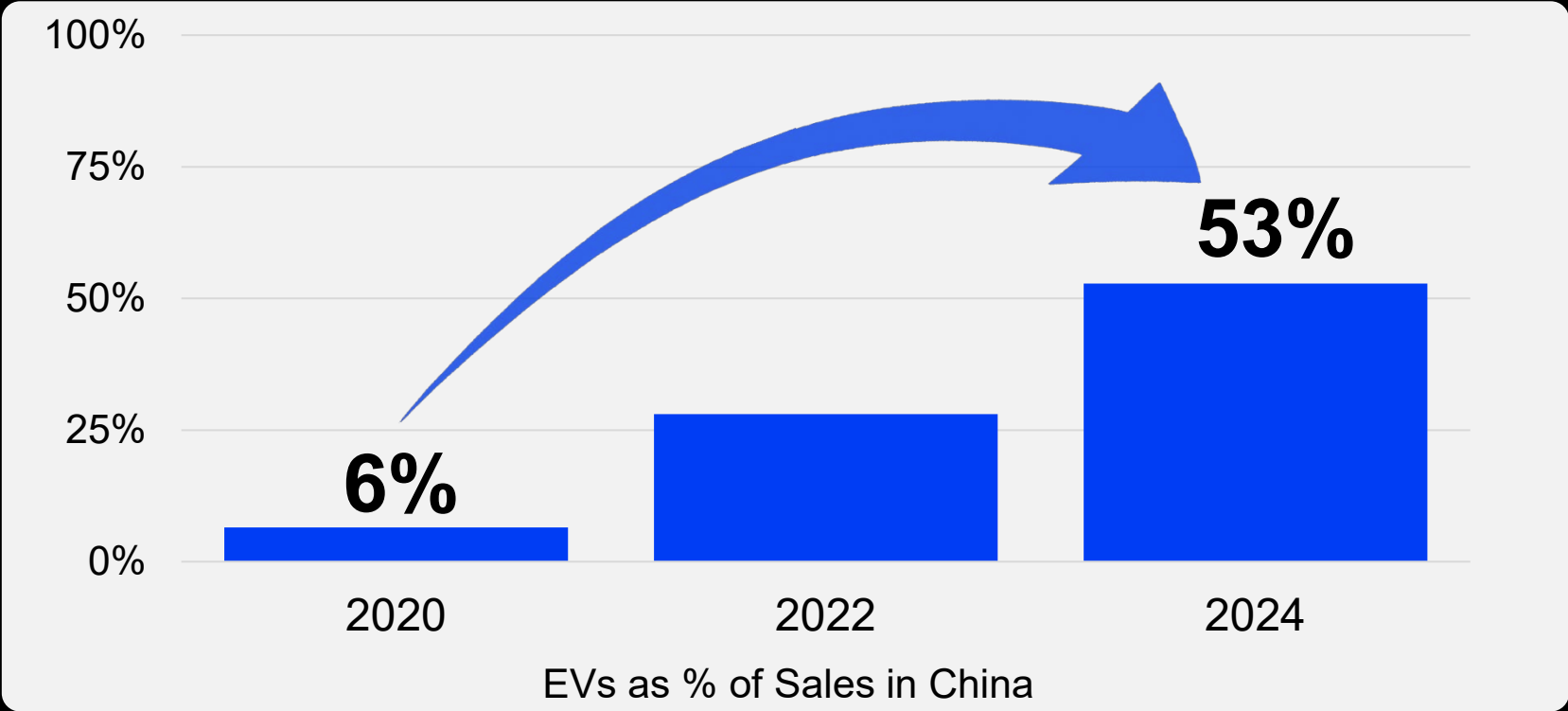
8.5M



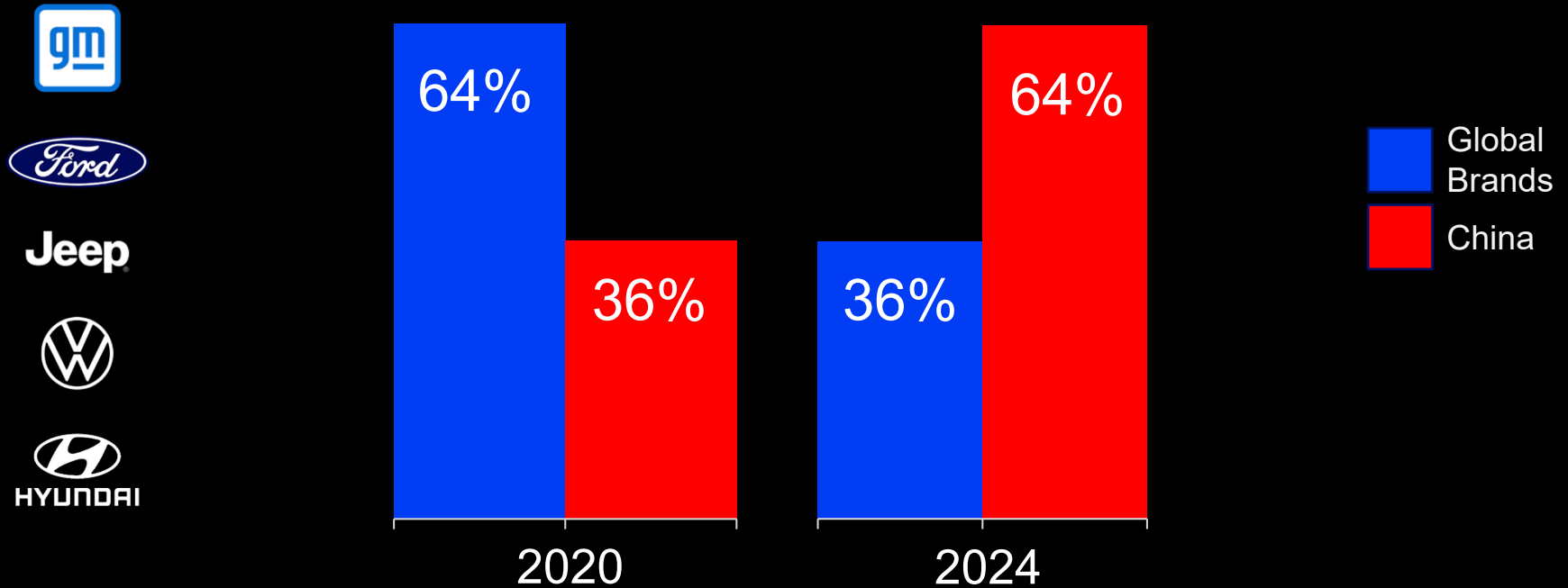
4.2M

Vehicle Production – 2024

China: A Sprint To Electrics



China: Collapse of Global Brands



World's New #1 Car Exporter

A world map where the landmasses are rendered in a bright red color against a black background. The map shows the outlines of continents and countries, with the red color filling the land areas.

2024 exports: 6,000,000



“China's crowded market is a race to the bottom.”

Mary Barra
CEO, General Motors



“Their product is so competitive, including the tariffs.”

Ted Ogawa
CEO, Toyota NA



“Chinese competitors are very strong, and I'm very scared of their implementation and execution speed.”

Yasuhide Mizuno
CEO, Sony Honda Mobility



“We've never seen a competitor like this before.”

Jim Farley
CEO, Ford

How did we get here?

Three Leaders, Three Different Priorities (1949-2024)

MAO



REVOLUTION

DENG



PRAGMATISM

XI



UTTER DOMINATION



Made in China 2025

Global Tech Dominance

Electrics • Batteries
EVs • Chips • AI



China Auto Industry Evolution (1984-2024)

From Zero Competition to “You Die, I Live” Competition

----- 1980 ----- 1990 ----- 2000 ----- 2010 ----- 2015 ----- 2020 ----- 2030 -----

Big 6 State Automakers

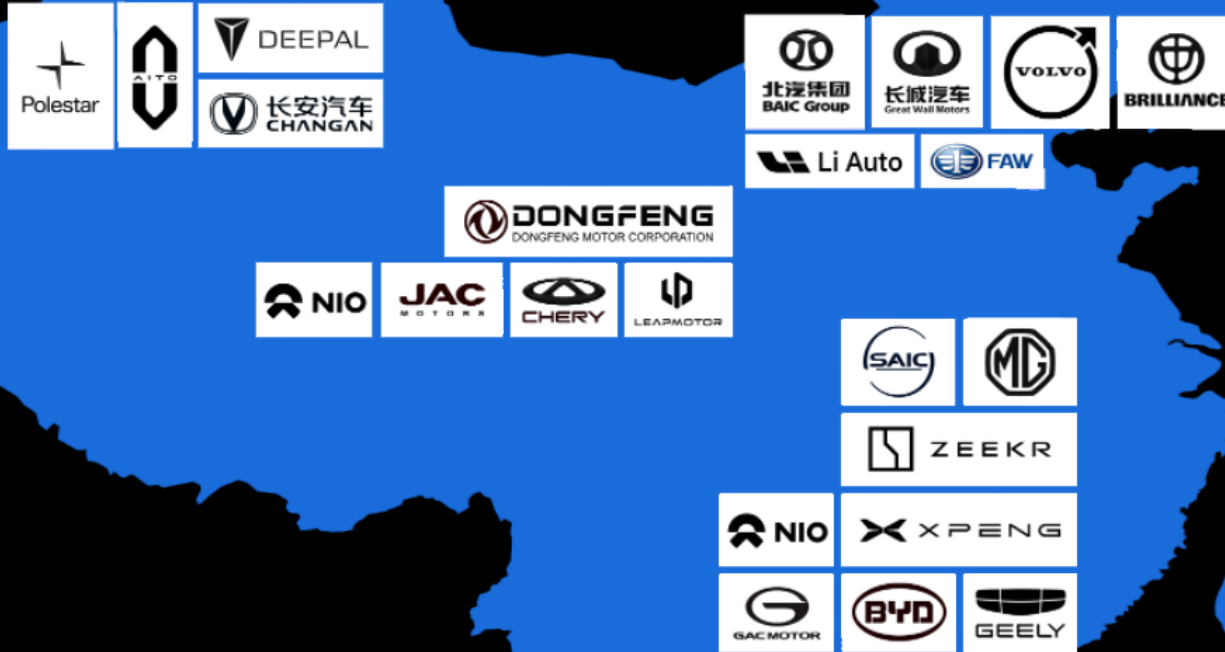
Global Joint Ventures

Big 3 Private Automakers

Global brands ruled from 1985-2020.
Chinese brands now taking over.

EV Tech Startups

The Many, Many Detroit's of China



Who Are These Guys?

萌趣纯电小车



Say Hello to
Xiaomi



6'46"874

XIAOMI SU7 *Ultra* PROTOTYPE

Breaking the lap record,
becoming the fastest four-door car in Nürburgring Nordschleife history



China's Champion

2024 NEV Sales: 4.27 million

Now larger than Ford, Nissan and Honda



Seagull \$9,650



Atto 3 \$38,000








Shark \$45,000

China's Next Top 10

OGs

	Changan
	Geely
	SAIC
	Great Wall
	Chery

Techno Gang of 5

	Li Auto
	Huawei
	NIO
	XPENG
	Xiaomi

What Are They Making?

Looking for Vehicles Under \$25,000? China Has That.

Chery Ice Cream



\$4,900

Changan CS75



\$13,380

Vehicles Between \$25-50,000? China Has That.

Leapmotor C11



\$26,000

Zeekr 001



\$44,000

Between \$50-250,000? China Has That, Too.

Li Auto L9



\$64,000

Yangwang U9



\$223,000

\$ 223,000 BYD U9 Supercar Jumping 2.5 Meters in the Air



China's Global Ambitions

China's Killer Playbook: Purpose-built Overcapacity

China's Share of Global Production

Solar panels



80%

Ships



59%

EVs



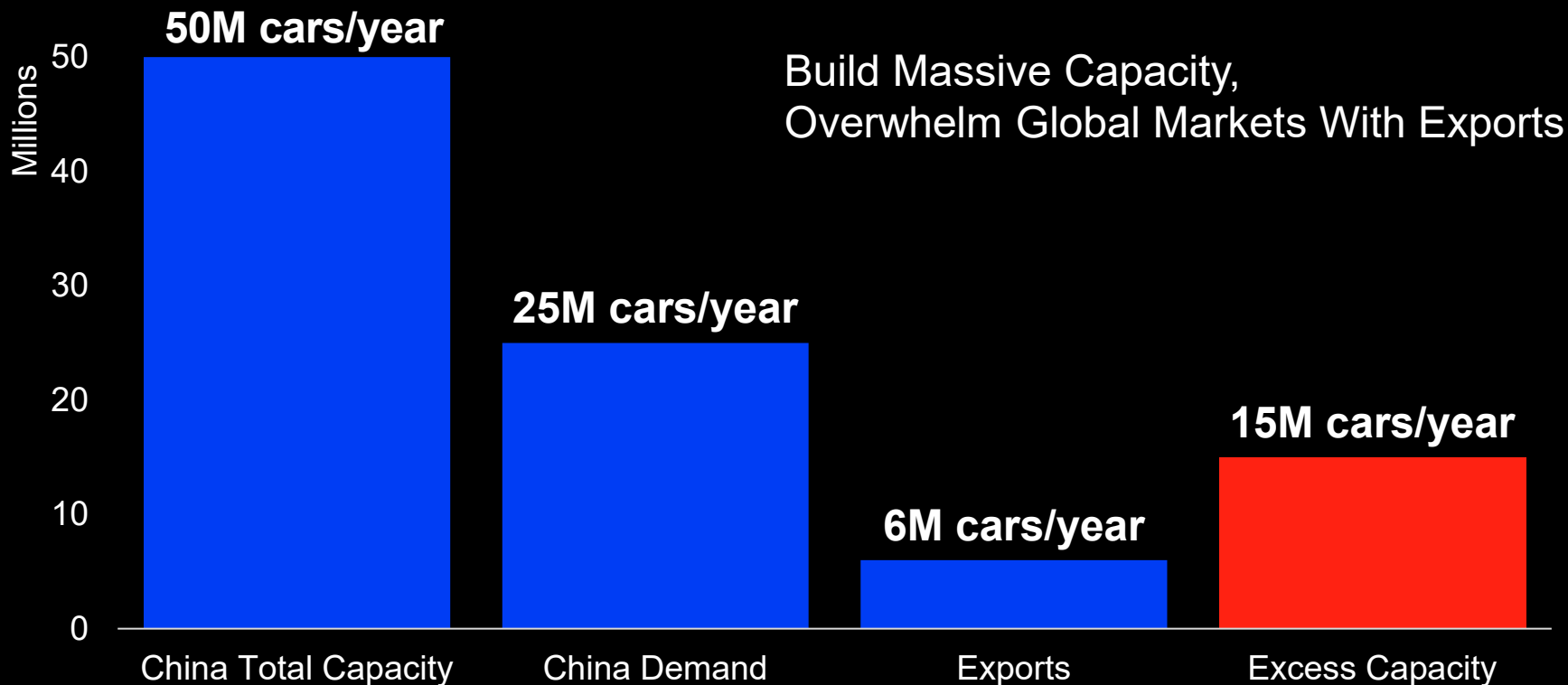
58%

Batteries



77%

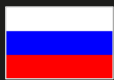
China's Playbook



China's Global Offensive

Exports

ICE



EV



Gasoline-powered: 70%
EVs/PHEVs: 30%

Overseas Plants

BYD Leading the Charge

Brazil
Hungary
Thailand
Uzbekistan
Mexico?

Chinese brands already take 10% of Europe's EV market



"Chinese EVs pose an imminent risk to Europe's auto industry"

Oliver Zipse
CEO, BMW



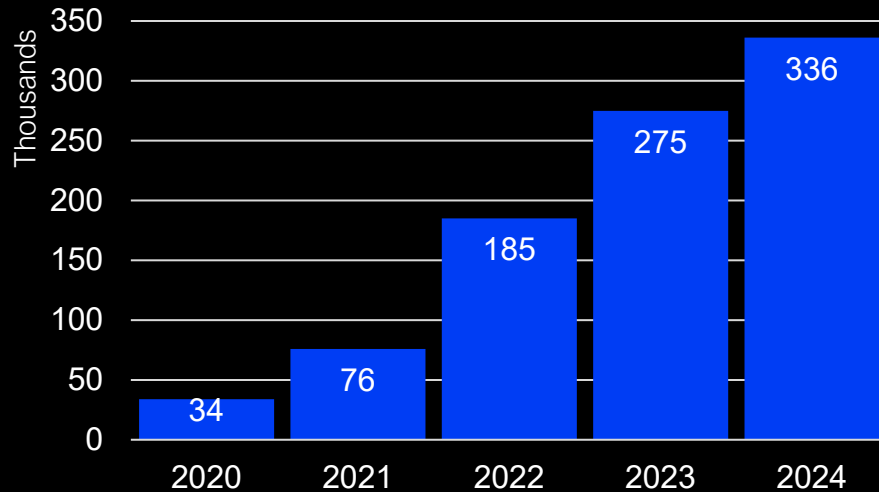
"There will be a terrible fight with the Chinese"

Carlos Tavares
Former CEO, Stellantis

Made in China is 25-30% cheaper than in Europe/US/Canada.

China: Largest Supplier of Cars to Mexico

Made-in-China car exports to Mexico jumped 10x between 2020 and 2024



Massive Growth in Shipping & Logistics



Brace For New Realities



U.S.: 127.5% Tariff on Made-in-China Cars

“We don't want to wait until there are 2 million cars on US roads before we discover they are a threat to national security.”

Gina Raimondo, Jan 12, 2025

Our “Sputnik 2” Moment

No. 1 in **Capacity**: 50 million

No. 1 in **Production**: 30 million

No. 1 in **Exports**: 6 million

No. 1 in **EVs**: 10.6 million

No. 1 in **Batteries**: 70% global output

No. 1 in **Costs**: 25-30% lower



The Road Ahead

Who are the Toyotas and Hyundais of China?

BYD



Geely
Group



Techno
Gang



How Will They Enter the U.S.—And How Soon?

- Trump & Musk
- Tariffs
- Time



Go to Mexico, See For Yourself



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