

### In This Issue

#### **Alternative Power:**

- *Tesla's 2025 Europe Data Shows Total Bloodbath*
- *Sodium-Ion Battery Cell Cost Could Drop to \$40/kWh*
- *CATL Is Winning Shipping Electrification Race*

**DataPoint:** *2026 Dumper/Tender Production*

**North America:** *2026 Growth of 4.9% Seen in Truck Production*

#### **South America/Brazil:**

- *Brazil Government Program To Help Truck Industry*
- *Brazilian Vehicle Market Projected To Grow 3%*

**Japan:** *Marine Hydrogen Engine Project Aims for 2028*

**South Korea:** *2025 EV Motorcycle Promotion Project Continues*

**Indonesia:** *Construction Machinery Demand Growth Seen*

**China:** *Canada Reduces Tariff on Chinese EVs by 100%*

**India:** *These Drivers Boost Two-Wheeler Market*

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## Alternative Power

By *Guy Youngs*, Forecast & Adoption Lead

### Tesla's 2025 Europe Data Shows Total Bloodbath



*Guy  
Youngs*

The data is in for Tesla's full year 2025 in Europe, and frankly, it's a bloodbath across most major markets. Every market in Europe showed a substantial decline (ranging from -4.1% to -66.9%). There's a single exception, Norway, and Tesla can't even count on this market in 2026 because the growth in Norway was caused by changing regulations for 2026, that brought forward car purchases into the last two month of 2025.

According to registration data compiled from major European markets, Tesla saw its total volume drop from roughly 326,000 units in 2024 to just over 235,000 in 2025. That is a staggering 27.8% year-over-year decline

The truth is that this is an impressive demand cliff by any standard that points to significant brand problems, which are due to a mix of Elon Musk, Tesla's CEO, becoming highly toxic, and Tesla's EV lineup becoming stale amid tougher competition.

**Source:** *Electrek* [Read The Article](#)

**PSR Analysis:** Tesla needs to understand that Europe doesn't need a cheaper Model 3, Europe needs a smaller car. The Model 3 is simply too big for our roads and cities but even this wouldn't address the other huge problem that is afflicting Tesla in Europe -- the toxic image of the CEO. **PSR**

### Sodium-Ion Battery Cell Cost Could Drop to \$40/kWh

A report from the International Renewable Energy Agency (IRENA) notes that while it is still uncertain whether sodium-ion batteries (SIB) will become a disruptive alternative to lithium-ion (LIB) technology, they could offer significant cost-saving opportunities in applications such as electric vehicles and large-scale energy storage.

SIBs hold a potential advantage over LIBs due to the abundance and accessibility of sodium, a material that is considerably cheaper than lithium. IRENA says the price of sodium carbonate between 2020 and 2024 ranged between \$100/ton and \$500/ton, while the price of lithium carbonate over the same period of time ranged between \$6,000/ton and \$83,000/ton.

**Source:** *PV Magazine* [Read The Article](#)

**PSR Analysis:** Not only is Sodium 1,000 times more abundant than Lithium and it's readily accessible, SIBs also offer promising safety features, good performance

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## Alternative Power

Continued from page 2

*Chinese battery giant CATL has detailed a wider and larger-scale deployment of its sodium-ion battery range across multiple sectors, including battery storage.*

across a range of temperatures and competitive lifespans. So, while there is phenomenal potential, we are at early stages and only time (and investment) will tell if we reach this lower cost. **PSR**

## CATL Confirms Significant Upgrade To Sodium-Ion Battery for 2026

Chinese battery giant CATL has detailed a wider and larger-scale deployment of its sodium-ion battery range across multiple sectors, including battery storage. Chinese media reports say that CATL, at its December 2025 supplier conference in Ningde, Fujian province in China, confirmed its 2026 plans for its sodium-ion batteries (SIBs).

CATL unveiled its Naxtra sodium-ion brand with two types of products, translated as “Sodium New Power Battery” and “Sodium New-24V Heavy Truck Start-Park Integrated Battery,” which aimed to provide a passenger car with a complete battery, and trucks with a rugged 24V starter battery.

The key advantages presented were operational temperatures ranging from -40 °C to 70°C, supporting both deep winter operations and very high summer peaks in regions where traditional batteries have not been viable, or struggled with heating or cooling requirements

**Source:** *PV Magazine* [Read The Article](#)

**PSR Analysis:** Having a diversity of battery technologies helps in many ways. And sodium ion is probably going to get very inexpensive overtime. However, the energy density (and hence range) is not quite there yet. **PSR**

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## DATAPOINT:

### *North America Dumper/Tender Production*

**1,300**

*By Carol Turner, Senior Analyst, Global Operations*

1,300 units is the estimate by Power Systems Research of the number of Golf Cars expected to be produced in North America during 2025.

Dumpers/Tenders are vehicles designed for carrying bulk material, often on building sites. Dumpers are distinguished from dump trucks by configuration: a dumper is usually an open 4-wheeled vehicle with the load skip in front of the driver, while a dump truck has its cab in front of the load.

This product information comes from industry interviews and from two proprietary databases maintained by Power Systems Research: **EnginLink™**, which provides

[↑ Click Here To Go To Page 1](#)

## DataPoint

Continued from page 3

*Dumper/Tenders are sought after pieces of equipment, much faster than a conventional wheelbarrow and they accelerate job site activities.*

information on engines, and **OE Link™**, a database of equipment manufacturers.

**Market Share:** With 50% of total units produced, Country Home Products leads in production of Dumpers/Tenders in North America. In second position is Allen Engineering with 24%; third, Power Buggy (Indy) 13%.

**Export:** 15% worldwide.

**Trends.** In 2025, production of Dumpers/Tenders in NA increased 6.4%. Expect production to gain 10% in 2026 over 2025. The 2024 decline was due to saturation in the marketplace along with longevity of products in the field. Also, utility style models are versatile and are extremely popular with homeowners.

Dumper/Tenders are sought after pieces of equipment, much faster than a conventional wheelbarrow and they accelerate job site activities. Expect production to increase an additional 5% by 2035. **PSR**

## North America Report

By *Chris Fisher, Senior Commercial Vehicle Analyst*

### 2026 Growth of 4.9% Seen in Truck Production



*Chris  
Fisher*

Medium and heavy truck production in North America is expected to increase by 4.9% this year compared with 2025. While class 8 truck production is expected to increase by 6.1% this year, the industry continues to be negatively impacted by the weight of the tariffs, low freight demand, excess truck capacity and relatively high finance rates which is expected to continue through at least the first half of the year.

With regard to the implementation of the phase 3 GHG emission regulations, it will be later in the spring before the EPA finalizes any revisions to the standards. Many in the industry believe the EPA will retain the 0.035 g/hp-hr standard along with the 2027 implementation date but cancel the extended warranty requirements which would have added significant up-front cost to the trucks.

In the EPA revision it is also likely the 0.035 g/hp-hr standard will remain in place for the foreseeable future. PSR expected class 8 truck demand to improve later this year and be stronger in 2027 – 2029 as the fleets replace their aging trucks purchased in the 2022 – 2024 time-cycle.

Across the Atlantic, medium and heavy truck production in Europe is expected to increase by 5% this year compared to 2025. After very low truck demand during the past few years, it appears that demand may have bottomed out and will likely improve this year. Truck demand in Western Europe is expected to improve this

 [Click Here To Go To Page 1](#)

## North America Report

Continued from page 4

year and into 2027 and 2028 as the fleets will need to replace their older trucks purchased in 2022 and 2023.

A stronger European economy along with implementation of the Euro 7 emission regulations in May 2029 should drive stronger truck demand during the next few years. **PSR**

## South America/Brazil Report

By *Fabio Ferraresi*, Director Business Development South America

### Government Launches Program To Help Truck Industry



*Fabio Ferraresi*

In January 2026, the Brazilian federal government launched the Move Brazil Program, a credit support initiative totaling approximately USD 2.0 billion. The program aims to support the domestic truck manufacturing industry and stimulate fleet renewal amid a sharp downturn in heavy-duty vehicle demand.

Financing will be provided through BNDES with annual interest rates between 13% and 14%, grace periods of up to six months, and repayment terms of up to five years, capped at approximately USD 10 million per beneficiary. Eligible beneficiaries include independent truck drivers, cooperatives, transport companies, and large fleet operators, with 10% of total funding reserved for independents and cooperatives.

Financing is restricted to new trucks manufactured in Brazil and compliant with Proconve P8 emission standards, as well as used trucks (model year 2012 onward) meeting Proconve P7 requirements and local content criteria. The program will be available for six months and is positioned as a short-term measure to mitigate layoffs and production cuts in the heavy truck segment.

**Source:** *AutoData* [Read The Article](#)

**PSR Analysis.** The Move Brazil Program is strengthened by financing rates set below the country's base interest rate (SELIC), easing credit constraints and prompting previously deferred fleet renewal decisions to advance. With base interest rates expected to decline over the next six months, the program's temporary nature should be offset by the reduction of the base interest rates. This end result is the increased likelihood of continued order flow and production stabilization. **PSR**

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## South America Report

Continued from page 5



## Dealers Project Brazilian Vehicle Market To Grow 3% in 2026

Brazil's vehicle distribution association Fenabrave projects that the total new vehicle market in 2026 will grow by approximately 3%, reaching around 2.7–2.8 million units in total sales across all segments compared with 2025 performance. This projection includes ~3% increases in passenger cars and light commercial vehicles, roughly 2.6–2.7 million units, and ~3.5% growth in truck registrations. Sales of buses are also forecast to rise ~3%.

The outlook is supported by expectations of improved credit availability, federal support programs such as Carro Sustentável and Move Brazil, and a strong commodities export environment, which bolsters freight demand. The heavy truck segment, which faced a steep decline in 2025, is expected to contribute to overall market expansion. Fenabrave's forecast assumes modest macroeconomic improvement and continued easing of credit conditions.

**Source:** *Automotive Business / Fenabrave* [Read The Article](#)

**PSR Analysis.** The ~3% market growth projected for 2026 is consistent with updated industry fundamentals, particularly in commercial vehicles. While Power Systems Research initially assumed a lower growth for trucks and buses, actual December results came in below expectations, effectively lowering the comparison base.

With revised sales and production data now incorporated in the PSR database, and scheduled to be reflected in the Q2 2026 database revision, the growth outlook aligns closely with Fenabrave's projections and stands above ANFAVEA's expectations. This adjustment suggests that the 2026 expansion reflects a normalization from a weaker level in 2025, supporting a view of gradual recovery and improved stability. **PSR**

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## Far East: Japan Report

By *Akihiro Komuro*, Research Analyst, Far East and Southeast Asia

### Marine Hydrogen Engine Project Aims for 2028



*Akihiro  
Komuro*

The New Energy and Industrial Technology Development Organization (NEDO), Kawasaki Heavy Industries, Yanmar Power Solutions, and Japan Engine Corporation have announced the installation of new liquefied hydrogen fuel supply equipment for demonstration purposes, as well as the start of land-based operation of marine hydrogen engines.

This is part of a project commissioned by NEDO's Green Innovation Fund/Next-Generation Ship Development Project.

 [Click Here To Go To Page 1](#)

## Japan Report

Continued from page 6

Three purely domestic engine manufacturers have formed a consortium: Kawasaki Heavy Industries, Yanmar Power Solutions, and Japan Engine.

As part of the consortium's research and development (R&D) structure, the three companies will each develop marine hydrogen engines for ships with different cruising ranges. Kawasaki Heavy Industries will develop the Marine Hydrogen Fuel System (MHFS), which consists of a marine hydrogen fuel tank and fuel supply system, to supply hydrogen fuel to the marine hydrogen engines.

Furthermore, HyEng, which is jointly funded by the three companies, is conducting joint research on common challenges in marine hydrogen engine development and manages shared facilities. Nippon Kaiji Kyokai (ClassNK) is cooperating on ship classification approval, and Iwatani Corporation is assisting with the supply of liquefied hydrogen.

Kawasaki Heavy Industries marine hydrogen engine targets small to large domestic vessels. Its single-unit output ranges from 2 to 8 MW, and up to 30 MW with multiple units installed. Development goals include achieving an average effective pressure of at least 1,600 kPa and an onshore test shaft-end output of at least 2,600 kW. The hydrogen blend ratio is 99.9% by volume and 95% or higher by heat content. A key feature of the development engine is its three EGR (exhaust gas recirculation) systems, which handle the steep combustion characteristics inherent to hydrogen engines.

Yanmar Power Solutions is developing two models based on marine diesel engine technology: an 800 kW medium-speed hydrogen engine that supports dual-fuel operation (hydrogen/diesel) and a 1,400 kW high-speed hydrogen engine designed for pure hydrogen combustion.

While Kawasaki Heavy Industries and Yanmar Power Solutions' marine hydrogen engines are four-stroke, Japan Engine's engine targets a high output exceeding 5,000 kW per unit and is a low-speed, two-stroke engine that utilizes high-pressure direct injection.

For the three companies' actual ship demonstrations of their marine hydrogen engines, it is also necessary to develop MHFS units scaled to the size of the vessels. The MHFS currently used in land-based demonstration tests is a medium-sized unit for Kawasaki Heavy Industries' marine hydrogen engine. Going forward, development will proceed on a small MHFS for Yanmar Power Solutions and a larger MHFS for Japan Engine.

**Source: NEDO**

**PSR Analysis:** Kawasaki Heavy Industries, Yanmar Power Technology, and J-ENG have made a significant demonstration by integrating liquefied hydrogen supply equipment and marine hydrogen engines with the support of the GI (Green Innovation) Fund.

Previous discussions about hydrogen fuel ships focused solely on the engine or individual technologies. However, this project established a continuous system

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## Japan Report

Continued from page 7

*Liquefied hydrogen is notoriously difficult to handle, and integrating the fuel supply equipment with the engine was considered the greatest barrier.*

that covers everything from liquefied hydrogen supply to engine fuel supply and operation.

This demonstrates progress beyond merely proving the technical feasibility of hydrogen-fueled ships, reaching the level of operational viability. Liquefied hydrogen is notoriously difficult to handle, and integrating the fuel supply equipment with the engine was considered the greatest barrier. The fact that this bottleneck was overcome as a complete system is likely to be highly regarded internationally. Although the testing was conducted on land, operating the engine under conditions that simulate actual operation is a crucial milestone toward future installation on real ships. **PSR**

### 極東 > 日本レポート:

小室 明大 – 極東及び東南アジア リサーチアナリスト

#### 舶用水素エンジンプロジェクトが陸上試験を開始、2028年度から実船実証へ

NEDO（新エネルギー・産業技術総合開発機構）と川崎重工業、ヤンマーパワーソリューション、ジャパンエンジンコーポレーションは、実証用の液化水素燃料供給設備を新たに設置し、舶用水素エンジンの陸上運転を開始したと発表した。NEDOの「グリーンイノベーション基金事業／次世代船舶の開発」の委託事業の一環である。純国産エンジンメーカーである川崎重工、ヤンマーパワーソリューション、ジャパンエンジンの3社でコンソーシアムを形成している。コンソーシアムの研究開発体制としては、3社がそれぞれ異なる航続距離の船舶向けの舶用水素エンジン、川崎重工が舶用水素エンジンに水素燃料を供給するのに用いるMHFS（Marine Hydrogen Fuel System（舶用水素燃料タンクおよび燃料供給システム）の開発を担当する。また、舶用水素エンジンの開発における共通課題の共同研究や共用設備の管理は3社が共同出資するHyEngが担う。この他、船級承認で日本海事協会、液化水素の供給で岩谷産業が協力している。

川崎重工が開発ターゲットとしている舶用水素エンジンは、単機出力で2M～8MW、複数台搭載で30MWまでで、主に小型内航船から大型内航船が対象になる。開発目標は平均有効圧力で1600kPa以上、陸上試験の軸端出力で2600kW。水素混焼率は体積ベースで99.9%となる、熱量ベースで95%以上となっている。開発エンジンの特徴は、水素エンジンの特性である急峻（きゅうしゅん）な燃焼に対応するため3台のEGR（排気再循環）システムを搭載していることだ。

ヤンマーパワーソリューションは、船用ディーゼルエンジンの技術を基に、水素混焼とディーゼルの二元燃料に対応する出力800kWの中速水素エンジンと、水素専焼で出力1400kWの高速水素エンジンの2機種を開発している。

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## Japan Report

Continued from page 8



川崎重工とヤンマーパワーソリューションの船用水素エンジンが4ストロークエンジンであるのに対し、単機で5000kW超と大出力をターゲットとしているジャパンエンジンは高圧直噴方式を用いた低速2ストロークエンジンとなっている。

3社の船用水素エンジンの実船実証に向けては、船舶の規模に合わせたMHFSの開発も必要になる。現在の陸上実証試験に用いているMHFSは川崎重工の船用水素エンジン向けの中型であり、今後はヤンマーパワーソリューション向けの小型MHFS、ジャパンエンジン向けのMHFSの開発を進めることになる。

**参考:NEDO** (一部筆者により元記事内容を改編しました)

**PSR 分析:** 川崎重工業、ヤンマーパワーテクノロジー、J-ENGが、GI基金を活用して液化水素供給設備と船用水素エンジンを一体で実証した点に大きな意味がある。従来、水素燃料船の議論はエンジン単体や要素技術にとどまりがちだったが、本件では液化水素の供給からエンジンへの燃料供給、実際の運転までを連続したシステムとして成立させた。これは、水素燃料船が技術的に可能かどうかではなく、運用として成立するか、という段階に進んだことを示している。特に液化水素は取り扱い難度が高く、燃料供給設備とエンジンの整合が最大の障壁とされてきたが、そのボトルネックをセットで検証した点が国際的にも評価されやすいポイントだ。陸上運転とはいえ、実運用を想定した形でエンジンを稼働させたことは、将来の実船搭載に向けた重要なマイルストーンといえる。 **PSR**

## Far East: South Korea Report

By *Akihiro Komuro*, Research Analyst, Far East and Southeast Asia

### South Korea's Domestic Machine Tool Orders Cut 50%



*Akihiro  
Komuro*

The South Korean media outlet Korea Economic Daily reported that domestic machine tool orders in the second half of 2025 were about half of what they were in the same period last year.

Through November 2025, domestic orders totaled US\$474.93 million (697.4 billion won), nearly a 10% decrease from the previous year. In the second half of the year (July–November), orders amounted to US\$117.20 million (172.1 billion won), a 47.5% decrease compared to the same period last year

US\$223.30 million (327.9 billion won).

Meanwhile, global machine tool orders remained robust at approximately US\$1.77 billion (2.5946 trillion won), marking a 6% year-on-year increase and making the domestic decline particularly pronounced. Industry analysis suggests that companies' overseas investments and shifts in production bases, along with

[↑ Click Here To Go To Page 1](#)

## South Korea Report

Continued from page 9

*This news suggests that the South Korean industrial machinery manufacturing market is undergoing a structural transformation rather than experiencing a temporary decline in orders due to economic cycles.*

increased orders from overseas, particularly from the US, are offsetting weak domestic demand. Some argue that this decline in orders reflects weak domestic manufacturing investment and highlights its connection with policy trends and economic cycles.

### Source: Livedoor

**PSR Analysis:** This news suggests that the South Korean industrial machinery manufacturing market is undergoing a structural transformation rather than experiencing a temporary decline in orders due to economic cycles.

The sharp decline in domestic machine tool orders suggests that South Korea's manufacturing sector is shifting its focus from investing in new domestic equipment to investing in overseas bases and outsourcing. Consequently, the domestic market is no longer a growth engine for industrial machinery manufacturers.

Over the next three to five years, reliance on an "industrial structure premised on overseas demand" is expected to intensify. The medium- to long-term impact cannot be considered minor. Rather, it should be viewed as significant, signifying a fundamental shift in the role of the domestic industrial machinery market.

Business models based on a recovery in domestic demand will become unsustainable. Only manufacturers capable of redesigning their product development, production, and sales processes on a global scale will remain competitive. **PSR**

## 極東 > 韓国レポート:

小室 明大 – 極東及び東南アジア リサーチアナリスト

### 韓国の国内工作機械受注額が半減

韓国メディア「韓国経済」は、2025年下半期の国内工作機械受注額が前年同期の約半分に落ち込んだと伝えた。2025年11月までの国内受注額は6,974億ウォンで、前年と比べ10%弱減少し、特に7～11月の下半期では1,721億ウォンと前年同期(3,279億ウォン)比で約47.5%減少した。一方、グローバルでの工作機械受注総額は約2兆5,946億ウォンと堅調で、前年同期比では6%増加しているため、国内の受注減が明確な形で際立っている。業界では、企業が海外投資・拠点シフトを進めていることや、米国を中心とした海外からの受注増が国内需要の弱さを補っているとの分析が出ている。この受注減少が国内の製造業投資の弱さを反映しているとの指摘もあり、政策動向・景気循環との関連が注目されている。

**参考:Livedoor** (一部筆者により元記事内容を改編しました)

**PSR 分析:** このニュースが示しているのは、単なる景気循環による一時的な受注減というよりも、韓国の産業機械製造市場が構造転換の局面に入っているという点だ。国内工作機械受注の急減は、韓国の製造業が新規設備投資を国内で行うよりも、海外拠点への投資やアウトソーシングに軸足を移していることを反映してい

 [Click Here To Go To Page 1](#)

## South Korea Report

Continued from page 10



る。その結果、産機メーカーにとって国内市場は成長エンジンではなくなり、今後3～5年で「海外需要前提の産業構造」への依存がさらに強まると考えられる。中長期的な影響は軽微とは言えず、国内産機市場の役割そのものが変質するという意味で影響は大きいと見るべきだろう。国内需要の回復を前提にしたビジネスモデルは成り立ちにくくなり、製品開発・生産・販売のすべてをグローバル前提で再設計できるメーカーだけが競争力を維持すると考えられる。PSR

## Indonesia Report

By *Akihiro Komuro*, Research Analyst, Far East and Southeast Asia



*Akihiro  
Komuro*

### 2026 Construction Machinery Demand Could Hit 25,000 Units

The Indonesian Heavy Equipment Distributors Association (PAABI) forecasts an expansion in construction machinery demand in 2026, with a potential total of 23,000 to 25,000 units. This represents an estimated growth of 5% to 8% compared to 2025, with a projected total market size of around US\$3.62

billion.

According to the PAABI Chairman, the increase in demand in 2026 will be driven by the nation's Strategic Infrastructure Projects (PSN), the ongoing construction of the new capital, IKN, and mining activities at major nickel and coal sites. These projects are expected to increase demand for heavy machinery, such as hydraulic excavators, wheel loaders, and bulldozers.

PAABI also noted that the mining sector is expected to contribute significantly to these demand forecasts, accounting for about 45% to 50% of the total. The construction and infrastructure sector is expected to follow, accounting for about 35% to 40%. Other industries, such as plantations and forestry, are expected to account for a smaller share.

PAABI notes that factors supporting medium- to long-term growth rates include nationwide infrastructure development, demand for disaster recovery and reconstruction, expansion of mining-related resource development, and anticipated adoption of next-generation technologies, such as telematics and electric/hybrid heavy machinery. These factors could drive a shift in demand toward high-value machinery and services, such as after-sales service and leasing.

Against this backdrop, PAABI projects that "the construction machinery market will remain robust in 2026, with annual demand potentially reaching 23,000 to 25,000 units." However, PAABI also warns that risks persist, including competition across the entire value chain, technology adoption costs, and uncertainties in mining production plans.

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## Indonesia Report

Continued from page 11

*That said, there is no doubt that the demand for construction machinery in Indonesia is strong.*

### Source: Indonesian Mining Association

**PSR Analysis:** The figure of 25,000 units is overly optimistic and does not reflect actual demand. Taking it at face value is dangerous. However, it is not so far-fetched as to be dismissed as completely unrealistic.

In Southeast Asia, including Indonesia, it is common practice for governments, industry associations, and major dealers to announce targets based on expectations. In messages intended to stimulate the economy for national projects, such as the IKN new capital and mining/energy projects, figures based on maximum cases or ideal progress are often used. Actual results often converge to around 60-80% of the announced targets.

From the perspective of actual demand, recent Indonesian construction equipment sales have realistically ranged from 15,000 to 20,000 units per year. Even during boom years when high resource prices and public investment coincided, sales rarely exceeded 25,000 units. Therefore, 25,000 units can be considered "close to a historical peak."

So, why did this figure emerge? It's based on the assumption that multiple drivers will materialize simultaneously. Specifically, it's a scenario in which the following occurs without a hitch: the full-scale launch of construction related to IKN (New Capital), the re-acceleration of mining investments in nickel, copper, etc., the recovery of public investment after the elections, and the demand to replace aging equipment. This can be described as a conditional figure. "Strong if it happens, but it will fall short if even one factor is delayed."

A more realistic assessment would be:

- Conservative scenario: 18,000–20,000 units
- Base case: 20,000–22,000 units
- Bullish scenario (reported 25,000 units): If all conditions align.

This seems like a reasonable assessment. That said, there is no doubt that the demand for construction machinery in Indonesia is strong. It is expected to continue growing, but the actual number of units will depend significantly on whether all the drivers align. **PSR**

## 東南アジア > インドネシアレポート:

リサーチアナリスト

### 2026年の建機需要が25,000台規模に達する可能性

インドネシア重機代理店協会 (PAABI) は、2026年の建設機械需要が再び拡大し、全体で約23,000~25,000台に達する可能性があるとして予測している。これは、2025年比で5%~8%程度の成長とみられ、総市場規模はおおよそ約36.2億ドルと見積もられている。

PAABI会長は、2026年の需要増は、国の戦略的インフラプロジェクト (PSN) や新

 [Click Here To Go To Page 1](#)

## Indonesia Report

Continued from page 12

首都IKNの継続工事、ニッケルや石炭など主要鉱山の活動が需要を押し上げる要因になると述べた。これらは、油圧ショベル、ホイールローダー、ブルドーザーなどの重機に対する需要を引き上げる見込みだ。同時に、PAABIIはこれらの需要予測には鉱山セクターが全体の約45%~50%を占める強い寄与をする見込みであり、建設・インフラ分野が続く約35%~40%を占める構造になるとした。農園や林業など他の産業は比較的少ない割合になるとのことだ。

PAABIIはまた、中長期の成長率を支える要素として、全国的なインフラ整備、災害復旧・再建需要、鉱山関連資源開発の拡張、テレマティクスやEV・ハイブリッド重機といった次世代技術の採用が見込まれると指摘している。これらは単なる台数需要だけでなく、高付加価値機械や付帯サービス（アフターサービス・リース等）へのシフトを促す可能性がある。こうした背景から、PAABIIは「2026年の建設機械市場は引き続き堅調で、23,000~25,000台規模の年間需要が実現可能」との見立てを示しているが、同時にバリューチェーン全体の競争、技術導入コスト、鉱山生産計画の不確実性がリスク要因として残るとも警告している。

### Source: Indonesian Mining Association

**PSR 分析:** 25,000台という数字は実需の中心値というより、かなり楽観的な上振れシナリオであり、そのまま額面通りに受け取るのは危険だ。ただし、完全に非現実的だと切り捨てるほど荒唐無稽でもない。

前提として、インドネシアを含む東南アジアでは、政府・業界団体・大手ディーラーが期待値ベースの目標を発表する文化が強いのは事実だ。特に国家プロジェクト（IKN新首都、鉱山・エネルギー）景気刺激を意図したメッセージでは、最大ケースや理想進行を前提にした数字が使われがちである。過去を振り返ると、実績は公表目標の6~8割に収れんすることが多いのが現実だ。

実需の観点から見ると、直近のインドネシア建機販売は年間15,000~20,000台前後が現実的なレンジだった。好況年（資源高+公共投資が同時進行）でも、25,000台に届いた年はほとんどない。そのため、25,000台という数字は「歴史的ピークに近い水準」といえる。

では、なぜこの数字が出てきたのかというと、ドライバーの同時発生を前提にしているからだ。具体的には、IKN（新首都）関連工事の本格化・ニッケル・銅など鉱山投資の再加速・選挙後の公共投資回復・老朽機の更新需要、これらがすべて滞りなく進むというシナリオだ。これは「起これば強いが、どれか一つでも遅れれば未達になる」条件付きの数字といえる。現実的な見立てとしては、

保守的シナリオ：18,000~20,000台

ベースケース：20,000~22,000台

強気シナリオ（報道の25,000台）：条件がすべて揃った場合

と考えるのが妥当だろう。とはいえインドネシアにおける建機需要が強いことには間違いが無い。今後も伸長すると思われるが、台数はドライバーがそろうかどうかで大きく変わるだろう。 **PSR**

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## China Report

By *Jack Hao*, Senior Research Manager - China

### Canada Cuts Tariff on Chinese EVs 100%



*Jack  
Hao*

Canada has agreed to allow a maximum of 49,000 Chinese-made electric vehicles to enter the Canadian market annually at a most-favored-nation tariff rate of 6.1%.

This policy marks Canada's termination of the 100% additional tariff measure on Chinese electric vehicles that had been in effect since October 2024, shifting instead to a tariff-rate quota system. Carney stated that this move aims to restore normalized levels prior to trade friction, with the relevant volume accounting for less than 3% of Canada's new vehicle market sales.

High tariffs had caused electric vehicle prices to soar and limited options in the Canadian market. According to Statistics Canada data, new registrations of zero-emission vehicles declined significantly in the third quarter of 2025. This tariff adjustment is expected to bring more affordably priced electric vehicle models to Canadian consumers. It is projected that within five years, over 50% of Chinese electric vehicles imported to Canada will be priced below CAD 35,000 (\$25,300 USD), offering consumers low-cost alternatives. Meanwhile, Canada expects that within three years, the agreement will drive Chinese enterprises to establish joint ventures in Canada, promote the development of the domestic electric vehicle supply chain, and create employment opportunities for Canada's automotive manufacturing industry.

**Source:** *ACT Read The Article*

**PSR Analysis:** Canada's dramatic reduction of electric vehicle tariffs from 106.1% to 6.1% signifies a critical breakthrough for China's new energy vehicle industry in breaking Western trade barriers and expanding global markets. This policy pivot not only ends the 100% additional tariff imposed since October 2024 but also establishes a clear, predictable pathway for export growth through a tariff-rate quota system. The sharp drop in marginal costs directly translates into end-price advantages: for instance, the BYD Seal's price could fall from CAD 80,000 to approximately CAD 50,000—a 40% reduction—precisely targeting the affordable market segment below CAD 35,000.

The agreement mandates that within five years, over 50% of Chinese EVs imported to Canada must be priced under CAD 35,000, a hard constraint that will compel

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 [Click Here To Go To Page 1](#)

## China Report

Continued from page 14

*More strategically, the agreement explicitly promotes Chinese enterprises to establish joint ventures in Canada within three years.*

Chinese companies to deeply leverage economies of scale and supply chain integration, further consolidating their core "high cost-performance" competitive edge.

Although the first-year quota is only 49,000 units—less than 3% of Canada's new car market—industry analysis predicts Chinese automakers could capture roughly 10% of Canada's EV market share, far exceeding the quota and underscoring both market potential and competitiveness.

More strategically, the agreement explicitly promotes Chinese enterprises to establish joint ventures in Canada within three years. This dual "technology + capital" overseas expansion model mirrors BYD and CATL's capacity deployment in Hungary and Thailand, aiming to circumvent future trade policy risks through localized production.

Moreover, with Canada's abundant lithium and nickel resources, the joint venture model can create a vertically integrated "resources-manufacturing-market" enhancing global supply chain resilience while deeply binding China's industrial advantages with Canada's resource strengths. This creates mutually beneficial strategic synergies and opens a new paradigm for the globalization of China's new energy vehicle industry. **PSR**

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## India Report

By *Aditya Kondejkar*, Research Analyst – South Asia Operations

### These Drivers Boost Two-Wheeler Market



*Aditya  
Kondejkar*

India's two-wheeler market has re-entered a phase of strong recovery, marking one of the most encouraging periods for the segment in the post-pandemic cycle.

After an extended stretch of muted retail activity—driven by rural income pressure, price inflation, and delayed replacements—the current upswing reflects deeper, broad-based improvements in consumer sentiment. The revival is being powered by a mix of macroeconomic stabilization, rural liquidity improvements, urban premiumization, and targeted OEM strategies.

**Source:** *Times of India* [Read The Article](#)

**Rural Economy Leads the Revival.** The most decisive driver of the two-wheeler rebound is the strengthening of the rural economy. Better crop realizations, improved procurement cycles, and more predictable monsoon patterns across key agricultural regions have supported healthier farm cash flows. Since the 100–125 cc motorcycle segment depends heavily on rural buyers, even moderate improvements in disposable income immediately translate into retail traction.

 [Click Here To Go To Page 1](#)

## India Report

Continued from page 15

Local infrastructure spending—roads, irrigation networks, rural housing, and employment-linked programs—has also improved cash availability at the village and small-town level. Two-wheelers typically respond quickly to such income flows due to their affordability and the essential mobility they offer.

In addition, cultural and seasonal triggers—such as the marriage season—have supported demand. Weddings in rural and semi-urban India often involve gifting or upgrading of motorcycles and scooters, adding a layer of volume to an already improving trend.

**Urban Markets Add Momentum.** Urban markets have reinforced the recovery with their own distinct set of drivers. Premiumization continues to reshape the segment, with strong traction in 150–250 cc motorcycles and feature-rich, connected scooters. Younger customers are increasingly upgrading from basic commuters, supported by a wider range of aspirational models and improved financing options.

Normalization of office commute patterns has further lifted scooter demand in metros and tier-1 cities. With work routines stabilizing and petrol prices staying relatively predictable, scooters have regained relevance as the most efficient short-distance mobility solution. Additionally, the replacement cycle—extended during 2021 to 2023 due to economic uncertainties—is now correcting, adding another layer of organic demand.

**OEM Strategy Strengthens Market Response.** OEMs have played a significant role in converting positive sentiment into actual sales. After several rounds of steep price hikes in the BS6 transition phase, manufacturers have shifted to more calibrated pricing, which has helped restore affordability. A steady stream of refreshed models—with LED lighting, connectivity features, improved ergonomics, and new colors—has maintained retail excitement without imposing large cost increases.

There is also growing interest in alternative-fuel two-wheelers, particularly CNG variants, and higher-mileage models. Even though adoption is still at an early stage, the narrative around lower running cost options is positively influencing consumer sentiment.

**Is the Surge Sustainable?** The momentum appears relatively sustainable due to structural improvements in rural liquidity, a large pool of delayed replacement demand, and stable urban commute behavior. OEMs also have a strong product pipeline, which should maintain interest levels through the year.

However, sustainability will depend on key variables: fuel price stability, farm output in the next crop cycle, rainfall patterns, and competitive intensity from the electric scooter segment. Any sharp volatility in these areas could moderate demand.

**Conclusion.** The recent rebound in India's two-wheeler market is more than a seasonal spike—it reflects meaningful recovery in both rural and urban consumption drivers. With improving income flows, premiumization gaining ground, and supportive financing conditions, the segment appears well-positioned for a more stable, multi-quarter growth phase. **PSR**

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## Russia Report

**Editor's Note:** *Power Systems Research has paused all research and business development activities in Russia. We maintained an important presence in Russia from 2013-2022 to bring important updates to our clients about the powered equipment markets within Russia. We are continuing to monitor the current situation and hope to again establish this presence when the conflict with Ukraine is resolved. Please contact us at [info@powersys.com](mailto:info@powersys.com) if you have questions regarding business conditions in Russia. Thank you. PSR*

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