



## BULLETIN

23 April 2025

### First Quarter of 2025

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#### Chairman's Greetings

Reflecting on the first quarter of 2025, the Hong Kong automotive industry continues to navigate an exceptionally challenging landscape. Fierce competition, the rapid rise of cost-competitive electric vehicles, and broader economic uncertainties have tested our resilience. Yet, amid these headwinds, I am heartened by the unwavering commitment of our members to adapt, innovate, and uphold the highest standards of service and sustainability.

The commercial vehicle sector's struggles also underscore the importance of adaptation and embracing transformation, whether through fleet transitions, new energy trials, or more thoughtful regulatory engagement. Meanwhile, our collaborative efforts with government bodies, from EPD's pragmatic noise regulation timeline to EMSD's hydrogen symposium, demonstrate the MTA's pivotal role in shaping policies that balance progress with practicality.

This Bulletin highlights our collective strides: advocacy wins, external collaborations, and forward-looking dialogues on autonomous vehicles and EV battery recycling. Let us build on this momentum. By leveraging our shared expertise and fostering deeper alliances with regulators, manufacturers, and fellow trade bodies, we can turn challenges into opportunities for reinvention.

I am deeply grateful to the ExCom, Vice Chairman Wilson Lam, and every member for your trust and collaboration. Together, we will steer Hong Kong's motor trade toward a more agile and sustainable future.

#### 會長的話

回顧 2025 年第一季度，香港汽車業仍面對嚴峻挑戰：市場競爭白熱化、高性價比電動車的加入，以及宏觀經濟的不明朗因素，無一不考驗業界的韌性。然而，在這逆境之中，我欣喜看到會員們始終堅守創新與卓越服務的承諾，積極應對變革。

商用車市場的下行壓力，也凸顯了適應及轉型的重要性，無論是車隊轉型、新能源試驗，還是更具策略性的政策參與和與政府部門的緊密協商。環保署對噪音規例的務實調整、機電工程署的氫能研討會等合作成果，均印證了 MTA 在政策制定中的橋樑作用，推動業界平衡發展與現實需求。

本期會訊記錄了我們的共同努力：政策倡導的階段性成果、與不同機構的協作，以及關於自動駕駛、退役電池處理的前瞻討論。展望未來，我呼籲業界進一步凝聚智慧，深化與監管機構、生產商及同業的夥伴關係，將挑戰化為升級轉型的契機。

衷心感謝全體執委、副主席林先生及各會員的支持。讓我們繼續攜手，為香港汽車業開拓更靈活、更健康的發展之路！



### **Vice Chairman's Sharing about the CV Market**

In 2024, the overall commercial vehicle (CV) market faced significant challenges due to Hong Kong's sluggish economy and an influx of second-hand vehicles. Notably, the van market experienced a sharp decline of 47% compared to 2023. However, the electric vehicle (EV) van segment saw a positive shift, with its market share increasing from 15% in 2023 to 22% in 2024. This growth is primarily attributed to large fleet customers motivated by Environmental, Social, and Governance (ESG) initiatives, despite the overall contraction in the van market.

Similarly, the truck market also faced a downturn, with an overall decrease of 29% from the previous year. The light-duty and medium-duty truck segments experienced the most significant drops, around 36%, while the heavy-duty truck segment remained relatively stable with an 8% decline.

As we look to the first quarter of 2025, both the van and truck markets continue to show a downward trend compared to the same period in 2024, although this decline is not as severe as that witnessed throughout 2024. We are optimistic that the market will rebound in the latter half of 2025 as the surplus of second-hand vehicles is gradually absorbed.

### **副主席的對商用車市場的訊息**

在 2024 年，整體商用車（CV）市場面臨重大挑戰，主要由於香港經濟疲軟以及二手車的湧入。值得注意的是，小型貨車市場與 2023 年相比下降了 47%。然而，電動小型貨車的市場份額卻出現了積極的變化，從 2023 年的 15% 增長至 2024 年的 22%。這一增長主要歸因於受到環境、社會和治理（ESG）倡議驅動的大型車隊客戶，儘管小型貨車市場整體萎縮。

同樣，卡車市場也遭遇了下降，與前一年相比整體下降了 29%。輕型卡車和中型卡車的市場降幅最大，約為 36%，而重型卡車市場則相對穩定，下降幅度為 8%。

展望 2025 年第一季度，小型貨車和卡車市場繼續顯示出與 2024 年同期相比的下滑，儘管這一下降幅度並不如 2024 年整體的嚴重。我們對 2025 年下半年的市場反彈抱有樂觀態度，隨著市場上的二手車逐漸被消化。



### **Changes in ExCom Members, Chairman, & Vice-Chairman**

All the ExCom members were reelected to carry on for another year at the AGM on 20 December 2024, and, subsequently, Mr Ted Lau as the Chairman and Mr Wilson the Vice-Chairman. Below is the team's structure for the current term:

#### **Chairman**

Mr Ted Lau, Inchcape, Greater China, Managing Director

#### **Vice Chairman**

Mr Wilson Lam, Zung Fu Co Ltd, Director, Multi Franchise Division  
(also MTA's New Energy Commercial Vehicles Sub-Committee Chairman)

#### **Committee Members**

Mr Leo Wong, Kingsway Cars Ltd, Managing Director

Mr Daniel Choi, Triangle Motors Ltd, General Manager

Mr Mak Hing Tak, Kam Lung Motor Group Ltd, President

Mr Ray Leung, BMW Concessionaires (HK) Ltd, Managing Director

Mr Brian Lam, Zung Fu Co Ltd, Director of Sales and COE

### **Membership**

The total number of members reached 48 by the end of December 2024, **49** including the Associate member.

### **Cocktail after AGM 2024**



On 20 December 2024, Mr. Ho Kai Ming, Under Secretary for Labour and Welfare (LWB), Dr. Vanessa Au, Deputy Director of Environmental Protection (EPD), Mr. Eric Wong, Assistant Director of Gas and General Legislation (EMSD), and Mr. Kong Chi Ho, Assistant Staff Officer (C&E), attended as guests.

During the cocktail event, some new members who joined MTA in 2024 introduced their companies, including Maserati, BYD, AION DangDang, smart, Denza, MG, and AION APMG.



### 中華廠商聯合會 (CMA) Collaborations

Further to being a supporting organization for the **2025 International Automotive and Supply Chain Expo**, we confirmed to continue collaborating with CMA on their 「開心工作間」 project.

### Forecast for 2025

The ExCom members have developed the annual forecast for the Hong Kong car market for 2025:

2025 MARKET FORECAST by the Executive Committee		2024 Actual	2025 Forecast vs 2024
Light Bus max 30 seats	450	683	109.8%
Bus over 30 seats	300		
Passenger Vehicle	37,600	40,719	92.3%
Light CV (upto 5.5T)	2,050	3,185	102.0%
Medium & Heavy CV	1,200		
Taxi	1,900	971	195.7%
The Whole Market	43,500	45,558	95.5%

### Budget Consultation

On January 21, ExCom members, led by the Vice Chairman, attended the Budget Consultation meeting initiated by the Financial Secretary's Office (FS) and attended by EEB senior officers over Zoom to reflect the Motor Trade's views for the FS budget considerations. MTA followed up with a **position paper** addressed to the FS.

### TLB & TD

Members' Technical Representatives attended the quarterly **Liaison meeting** with TD on March 13. After the meeting, TD gave a special presentation on the **eight Regulation Amendment items** related to vehicle structure, safety, and traffic and highway policies.

Among the items, **Remote Control Parking (RCP)** is one where our members' principals are at varying stages of development, which has generated issues that TD needs to follow up on, such as the operating speed and range of RCP.

A **new round of regulation amendment** discussions with TD will begin in our Q2 Liaison Meeting. Items will include blind spot information systems, automated emergency braking systems, anti-roll-back systems, and more.

More meetings between the ExCom and TLB/TD are scheduled for Q2 to discuss policies regarding **Autonomous Vehicles**.



## **EEB & EPD**

### **Noise**

In response to MTA's lobbying efforts, EPD informed us at the end of 2024 that it would adopt a **more lenient timetable** for implementing amendments to the Noise Control Regulation for CV, allowing the trade ample time to prepare for the necessary changes.

### **R134a**

Regarding the phasing down of high global warming potential (GWP) hydrofluorocarbons (HFCs) like R134a, MTA urged EPD to allow more time for the motor trade. As a result, EPD **excluded the motor trade** from their Q4 2024 Legco proposal on R134a restrictions, focusing their actions on other industries.

However, in February 2025, EPD reminded us that a schedule for the motor trade would be issued soon, advising our members to continue collaborating with manufacturers for **early preparation**.

### **EFCV**

EPD confirmed on 18 March that the qualifying requirement for EFCV remains **status quo** for another year until 31 March 2026.

### **Q2 Meetings**

In April 2025, meetings are scheduled to discuss **PRS** for retired EV batteries with EPD and another on the **roadmap for New Energy Vehicles** with EEB.

## **EMSD**

The Chairman and a few ExCom members attended EMSD's **International Hydrogen Development Symposium** held in HKCEC on 13 March, followed by more members joining the Gala Dinner hosted for the partnering organisations and overseas guests on the evening.

## **C&E**

ExCom's **annual meeting** with C&E is scheduled for 16 May.

## **VTC**

VTC's Automobile Training Board invited representatives of MTA and SMA to join its **Focus Group** on manpower to explore the needs and challenges of the motor trade.

MTA also shared our opinions on topics to be included in its new **Bachelor's Degree Programme** for the Automobile Industry for the academic year 2026/27.





### LegCo



Hon. Dominic Lee Tsz King, LegCo member and Vice-Chairman of the 2024 Panel on Transport (交通事務委員會), joined us on 18 February to discuss topics of concern regarding **traffic and transportation** in Hong Kong.

We're scheduling meetings with Hon. Peter Shiu Ka Fai of the **Wholesale and Retail** Functional Constituency and others involved in traffic, transportation, and **vehicle technologies** for Q2.

### Competition

Marcus Pollard, a partner at the international law firm Linklaters, visited our ExCom meeting with his team on 18 March. They offered professional insights and shared their valuable experience regarding **competition law** in Hong Kong with our members. The PDF file from Linklaters was shared with all members for reference.

### EcoPark Recycling Plant



The Managing Director of Chun Yang International (HK) Co Ltd, Ms. Kwok Ho Yee, and her delegation presented the **construction progress and plans** for the upcoming **EV Battery Processing Plant** in EcoPark, Tuen Mun, to MTA members on 18 March. We discussed processing technology, operational models, and collaborative pathways. The plant is expected to be completed by the end of 2025.

### Service Managers Association (SMA), Chairman, Mr Joe Lam

1. SMA had elected new ExCom members in January 2025.
2. SMA had worked closely with EMSD regarding the application of SMA members to the EMSD EVH workshop registration. Both sides communicated closely to exchange information and align the operation of SMA members with EMSD standards.
3. SMA participated in the EMSD E&M Expo, held on 7 March 2025, to promote the automotive industry and attract more young students to our industry.



**Auto Parts Management Association (APMA), Chairman, Mr Michael Ng**

1. Shared amongst members, the latest spare parts consumption trend of EVs.
2. Played advisory roles in government authorities for the development of the automobile spare parts industry in the Quality Framework and the VTC Training Board (automobile).
3. APMA is examining challenges regarding airbag transportation in Hong Kong and across the border to China.

**New Energy Vehicles Sub-Committee (NEV), Chairman, Mr Wilson Lam**

1. EPD confirmed the extension of EFCV for one more year until 31-3-2026.
2. The Government's New Energy Transport Fund (NETF) confirmed to cease accepting applications for the trial of all-electric commercial vehicles on April 1, 2025, since the technology of EVs and batteries is becoming mature and has been widely used in overseas cities and the Mainland.
3. The NETF has introduced a new subsidy scheme to promote green transportation by trialling hydrogen fuel cell (HFC) heavy vehicles. The scheme subsidises the costs associated with the trial projects, such as procuring HFC vehicles, hydrogen fuel expenses, and refilling facilities.

**Social Events and Gatherings**

Following the Clothing Etiquette & Style Guidance event in Q3 2024, we held a **Wine and Champagne Tasting** Session hosted by Jebesen Beverages on 18 February. An Italian wine specialist from Frescobaldi, Toscana, who holds a WSET Level 4 Diploma, was there to share fascinating insights about Italian wines and the history of the oldest wineries in Tuscany and Piedmont, which boast heritage spanning over 50 to 160 years.

We are planning a **Whiskey and Sake** tasting event in Q2 2025. Stay tuned!