

# Auto

## New models to drive NEV sales in 3Q after a solid Jun

Fourteen Chinese NEV makers/brands including BYD, Great Wall, NIO, Xpeng, Li Auto, Leapmotor, Xiaomi, HIMA, Galaxy, Zeekr, Aion, Voyah, Deepal and Avatr reported their Jun 2025 sales volumes on 1 Jul 2025. Total NEV sales volume combined rose 27% YoY (ranging from -24% to +224%) and remained flat MoM (ranging from -20% to +19%) last month.

- **Li Auto missed, Xpeng and NIO in line.** Li Auto's Jun deliveries fell 11% MoM to about 36,000 units, driving its 2Q25 sales volume up by 20% QoQ to about 111,000 units, but still missing our previous forecast by about 13,000 units. Li Auto's Jun deliveries were dragged by its sales system adjustment coupled with consumers' hesitation to wait for some upcoming attractive new models.

Xpeng's Jun deliveries surged 224% YoY and 3% MoM to about 35,000 units, driven by the sales ramp-up of the *Mona M03 Max*. Its 2Q25 sales volume rose 10% QoQ to 103,000 units, in line with its previous guidance range. We believe the *G7* equipped with its self-developed AI chip (Turing), which is to be launched on 3 Jul, could be key to the company in 3Q25. Its cannibalization with the *P7+* and *G6*, as well as the competition with the Xiaomi *Yu7* deserve more attention.

NIO's Jun deliveries rose 7% MoM to about 25,000 units, mainly driven by the NIO brand. Its 2Q25 sales volume rose 71% QoQ to 72,000 units, hitting the lower end of the previous guidance range, thanks to the facelifted *ES6* and *ET5*, as well as the contribution from Firefly brand. The company has been streamlining its organizations and personnel across the three brands to reduce resource waste. The actual outcome could be less ideal than management's expectation, in our view.

- **BYD destocking, Geely raised FY25 target, Leapmotor hit a record high.** BYD's wholesale volume remained largely flat MoM at 378,000 units in Jun, which may indicate an inventory reduction of about 50,000 units last month, based on our calculations. Although the "618" promotion expired on 30 Jun, we expect discounts to continue in 3Q25. Wholesale volume of Geely's Galaxy brand surged 202% YoY and fell 11% MoM to about 90,000 units in Jun, which may indicate an inventory reduction of 7,000-8,000 units at dealers based on our calculations. Geely lifted its full-year sales target to 3mn units from 2.71mn units on 1 Jul, higher than our prior forecast of 2.8mn units. Geely's total sales volume rose 47% YoY to 1.4mn units in 1H25. Leapmotor's wholesale volume rose 7% MoM to about 48,000 units in Jun, a record high again. Leapmotor announced a carbon dioxide credits transfer agreement in the EU and UK with Stellantis on 1 Jul with a maximum consideration of RMB1.5bn in FY25, which could be another positive catalyst.
- **NEV retail sales volume to rise 29% YoY in 1H25.** We project NEV retail sales volume in Jun 2025 to rise 28% YoY and 10% MoM to about 1.06mn units, with NEV market share at 51-52%. We expect several high-profile new NEVs to start deliveries in Jul, including the Xiaomi *Yu7*, Xpeng *G7* and Li *i8*, which may push NEV market share increases. We project Tesla's retail sales volume in China to fall 10% YoY and 3% QoQ to about 132,000 units in 2Q25. Tesla may count on a new 6-seat *Model Y*, coupled with higher promotions in a bid to boost sales in China in 2H25, in our view.

## OUTPERFORM (Maintain)

### China Auto Sector

#### Ji SHI, CFA

(852) 3761 8728

shiji@cmbi.com.hk

#### Wenjing DOU, CFA

(852) 6939 4751

douwenjing@cmbi.com.hk

#### Austin Liang

(852) 3900 0856

austinliang@cmbi.com.hk

#### Stocks Covered:

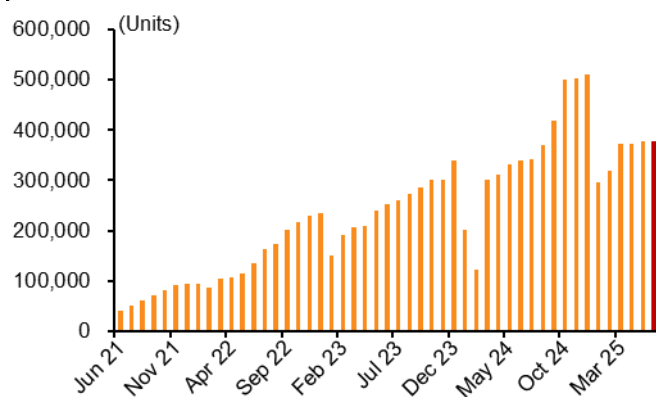
Name	Ticker	Rating	TP (LC)
Li Auto	LI US	BUY	33
Li Auto	2015 HK	BUY	131
NIO	NIO US	HOLD	4
NIO	9866 HK	HOLD	31
Xpeng	XPEV US	BUY	28
Xpeng	9868 HK	BUY	110
Geely	175 HK	BUY	24
GWM	2333 HK	BUY	14
GWM	601633 CH	BUY	27
BYD	1211 HK	BUY	470
BYD	002594 CH	BUY	440
GAC	2238 HK	BUY	3.6
GAC	601238 CH	BUY	10
Leapmotor	9863 HK	BUY	72
Yongda	3669 HK	BUY	3.2
Meidong	1268 HK	BUY	3.2
Tuhu	9690 HK	BUY	21.5
Minth	425 HK	BUY	26
EVA	838 HK	BUY	1.3

Source: Bloomberg, CMBIGM

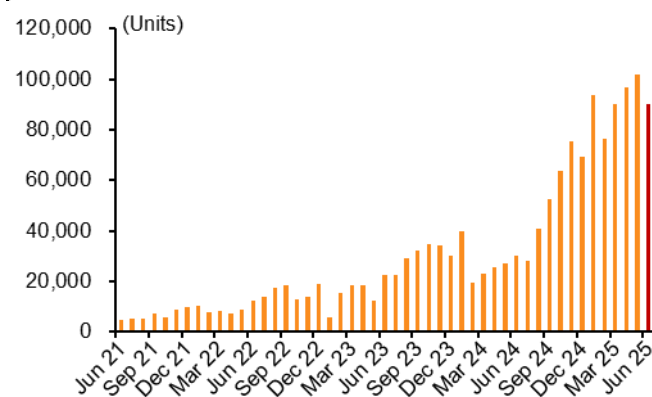
## NEV sales volume for selected OEMs/brands

Units	Jun 2025	YoY %	MoM %	YTD	YTD YoY %
BYD	377,628	11.0%	0.2%	2,113,271	31.5%
Great Wall	36,405	39.8%	2.8%	163,677	24.0%
NIO	24,925	17.5%	7.3%	114,150	30.6%
Li Auto	36,279	-24.1%	-11.2%	203,938	7.9%
Xpeng	34,611	224.4%	3.2%	197,189	279.0%
Xiaomi	25,500	110.0%	-9.0%	157,967	467.7%
Zeekr	16,702	-16.9%	-11.7%	90,740	3.3%
Galaxy (incl. Geometry)	90,222	201.8%	-11.4%	548,408	232.0%
Leap	48,006	138.6%	6.5%	221,664	155.7%
Aion	27,848	-20.5%	4.0%	152,264	-14.2%
Voyah	10,053	82.5%	0.3%	56,128	84.8%
Deepal	29,893	79.4%	17.1%	143,236	70.8%
Avatr	10,153	116.9%	-20.5%	58,453	101.4%
HIMA	52,747	14.3%	18.7%	211,694	10.1%

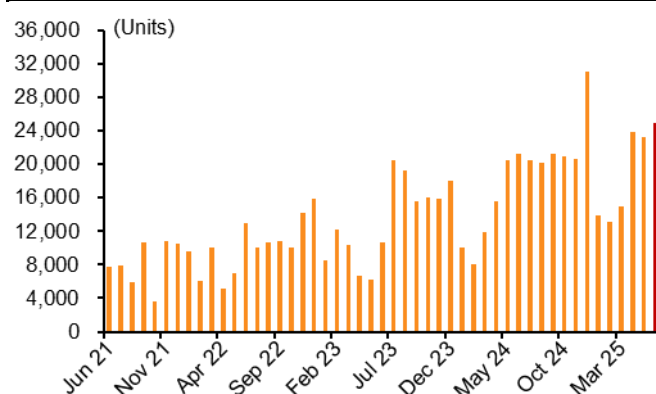
Source: Company data, CMBIGM estimates

**Figure 1: BYD's monthly NEV wholesale volume**

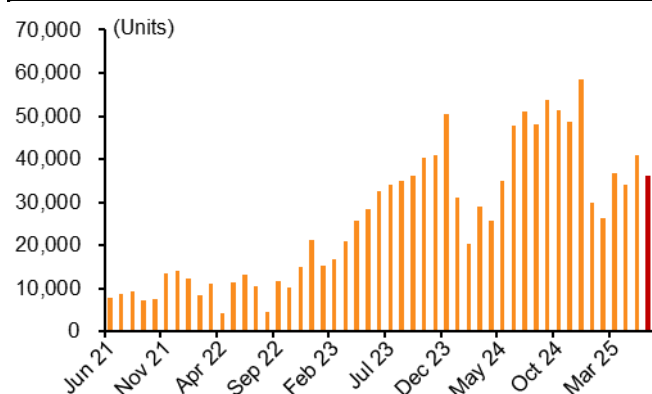
Source: Company data, CMBIGM

**Figure 2: Galaxy's monthly NEV wholesale volume**

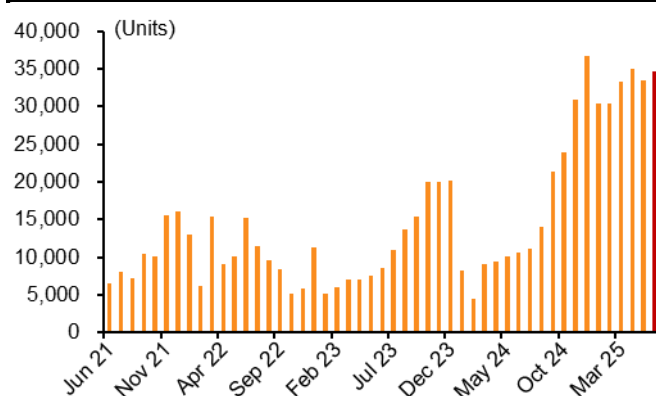
Source: Company data, CMBIGM

**Figure 3: NIO's monthly delivery**

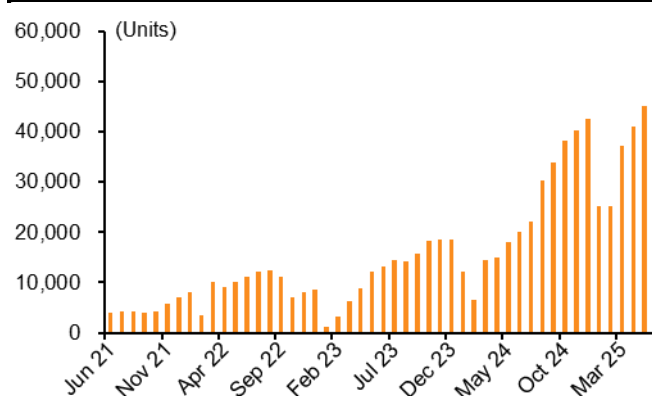
Source: Company data, CMBIGM

**Figure 4: Li Auto's monthly delivery**

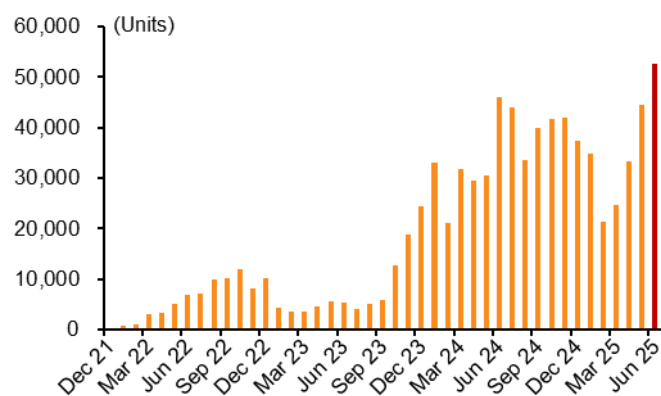
Source: Company data, CMBIGM

**Figure 5: Xpeng's monthly delivery**

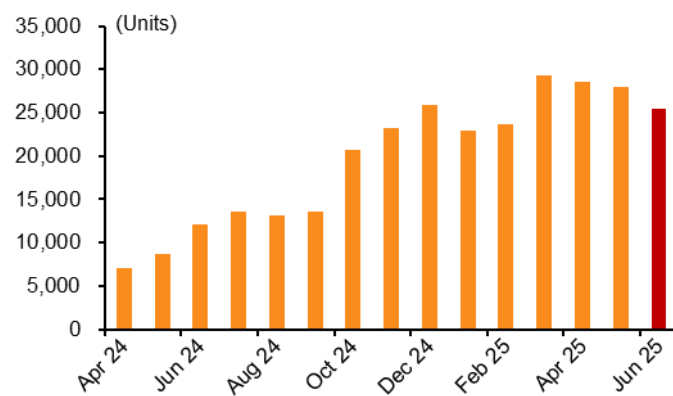
Source: Company data, CMBIGM

**Figure 6: Leapmotor's monthly wholesale volume**

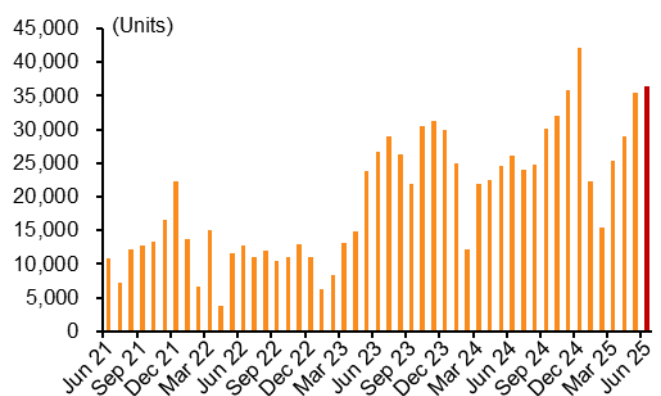
Source: Company data, CMBIGM

**Figure 7: HIMA's monthly delivery**

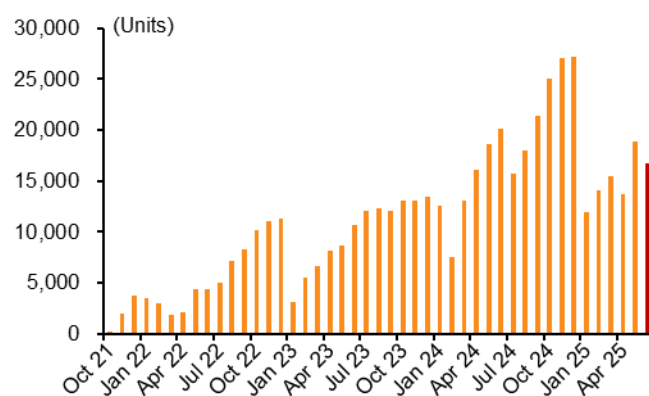
Source: Company data, CMBIGM

**Figure 8: Xiaomi's monthly delivery**

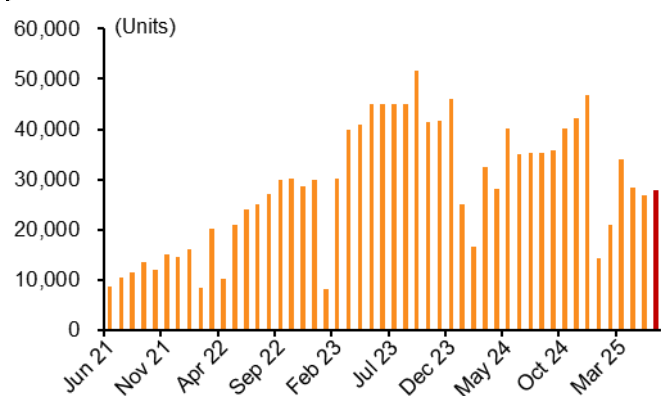
Source: Company data, CMBIGM

**Figure 9: Great Wall's monthly NEV wholesale**

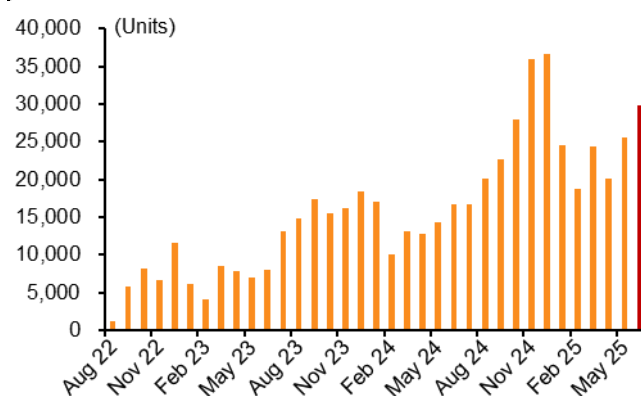
Source: Company data, CMBIGM

**Figure 10: Zeekr's monthly delivery**

Source: Company data, CMBIGM

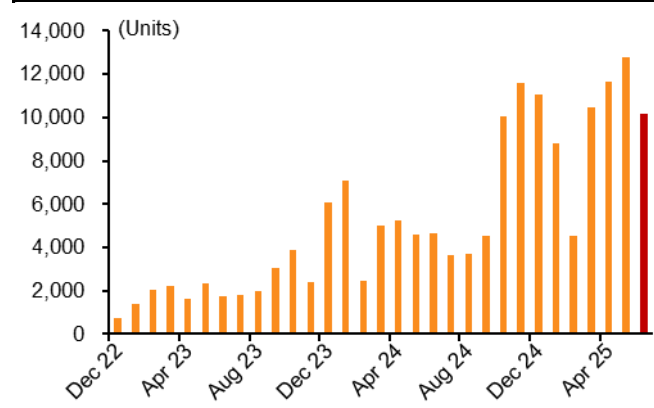
**Figure 11: Aion's monthly wholesale volume**

Source: Company data, CMBIGM

**Figure 12: Deepal's monthly wholesale volume**

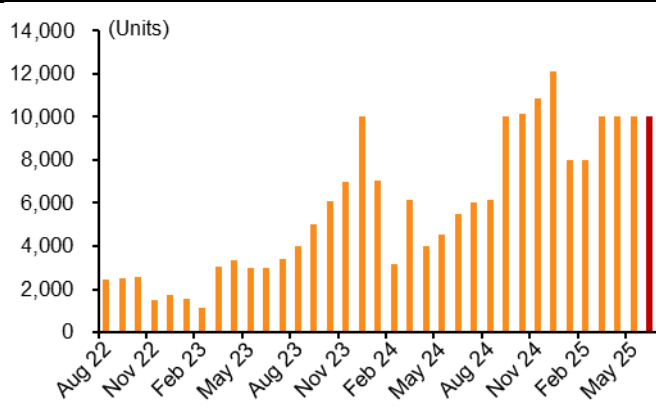
Source: Company data, CMBIGM

Figure 13: Avatr's monthly delivery



Source: Company data, CMBIGM

Figure 14: Voyah's monthly wholesale volume



Source: Company data, CMBIGM

# Disclosures & Disclaimers

## Analyst Certification

The research analyst who is primary responsible for the content of this research report, in whole or in part, certifies that with respect to the securities or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about the subject securities or issuer; and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific views expressed by that analyst in this report.

Besides, the analyst confirms that neither the analyst nor his/her associates (as defined in the code of conduct issued by The Hong Kong Securities and Futures Commission) (1) have dealt in or traded in the stock(s) covered in this research report within 30 calendar days prior to the date of issue of this report; (2) will deal in or trade in the stock(s) covered in this research report 3 business days after the date of issue of this report; (3) serve as an officer of any of the Hong Kong listed companies covered in this report; and (4) have any financial interests in the Hong Kong listed companies covered in this report.

CMBIGM or its affiliate(s) have investment banking relationship with the issuers covered in this report in preceding 12 months.

## CMBIGM Ratings

**BUY** : Stock with potential return of over 15% over next 12 months  
**HOLD** : Stock with potential return of +15% to -10% over next 12 months  
**SELL** : Stock with potential loss of over 10% over next 12 months  
**NOT RATED** : Stock is not rated by CMBIGM

**OUTPERFORM** : Industry expected to outperform the relevant broad market benchmark over next 12 months  
**MARKET-PERFORM** : Industry expected to perform in-line with the relevant broad market benchmark over next 12 months  
**UNDERPERFORM** : Industry expected to underperform the relevant broad market benchmark over next 12 months

## CMB International Global Markets Limited

**Address:** 45/F, Champion Tower, 3 Garden Road, Hong Kong, Tel: (852) 3900 0888 Fax: (852) 3900 0800

**CMB International Global Markets Limited ("CMBIGM") is a wholly owned subsidiary of CMB International Capital Corporation Limited (a wholly owned subsidiary of China Merchants Bank)**

## Important Disclosures

There are risks involved in transacting in any securities. The information contained in this report may not be suitable for the purposes of all investors. CMBIGM does not provide individually tailored investment advice. This report has been prepared without regard to the individual investment objectives, financial position or special requirements. Past performance has no indication of future performance, and actual events may differ materially from that which is contained in the report. The value of, and returns from, any investments are uncertain and are not guaranteed and may fluctuate as a result of their dependence on the performance of underlying assets or other variable market factors. CMBIGM recommends that investors should independently evaluate particular investments and strategies, and encourages investors to consult with a professional financial advisor in order to make their own investment decisions.

This report or any information contained herein, have been prepared by the CMBIGM, solely for the purpose of supplying information to the clients of CMBIGM or its affiliate(s) to whom it is distributed. This report is not and should not be construed as an offer or solicitation to buy or sell any security or any interest in securities or enter into any transaction. Neither CMBIGM nor any of its affiliates, shareholders, agents, consultants, directors, officers or employees shall be liable for any loss, damage or expense whatsoever, whether direct or consequential, incurred in relying on the information contained in this report. Anyone making use of the information contained in this report does so entirely at their own risk.

The information and contents contained in this report are based on the analyses and interpretations of information believed to be publicly available and reliable. CMBIGM has exerted every effort in its capacity to ensure, but not to guarantee, their accuracy, completeness, timeliness or correctness. CMBIGM provides the information, advices and forecasts on an "AS IS" basis. The information and contents are subject to change without notice. CMBIGM may issue other publications having information and/ or conclusions different from this report. These publications reflect different assumption, point-of-view and analytical methods when compiling. CMBIGM may make investment decisions or take proprietary positions that are inconsistent with the recommendations or views in this report.

CMBIGM may have a position, make markets or act as principal or engage in transactions in securities of companies referred to in this report for itself and/or on behalf of its clients from time to time. Investors should assume that CMBIGM does or seeks to have investment banking or other business relationships with the companies in this report. As a result, recipients should be aware that CMBIGM may have a conflict of interest that could affect the objectivity of this report and CMBIGM will not assume any responsibility in respect thereof. This report is for the use of intended recipients only and this publication, may not be reproduced, reprinted, sold, redistributed or published in whole or in part for any purpose without prior written consent of CMBIGM.

Additional information on recommended securities is available upon request.

For recipients of this document in the United Kingdom

This report has been provided only to persons (I) falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended from time to time) ("The Order") or (II) are persons falling within Article 49(2) (a) to (d) ("High Net Worth Companies, Unincorporated Associations, etc.") of the Order, and may not be provided to any other person without the prior written consent of CMBIGM.

For recipients of this document in the United States

CMBIGM is not a registered broker-dealer in the United States. As a result, CMBIGM is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. The research analyst who is primary responsible for the content of this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA"). The analyst is not subject to applicable restrictions under FINRA Rules intended to ensure that the analyst is not affected by potential conflicts of interest that could bear upon the reliability of the research report. This report is intended for distribution in the United States solely to "major US institutional investors", as defined in Rule 15a-6 under the US, Securities Exchange Act of 1934, as amended, and may not be furnished to any other person in the United States. Each major US institutional investor that receives a copy of this report by its acceptance hereof represents and agrees that it shall not distribute or provide this report to any other person. Any U.S. recipient of this report wishing to effect any transaction to buy or sell securities based on the information provided in this report should do so only through a U.S.-registered broker-dealer.

For recipients of this document in Singapore

This report is distributed in Singapore by CMBI (Singapore) Pte. Limited (CMBISG) (Company Regn. No. 201731928D), an Exempt Financial Adviser as defined in the Financial Advisers Act (Cap. 110) of Singapore and regulated by the Monetary Authority of Singapore. CMBISG may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, as defined in the Securities and Futures Act (Cap. 289) of Singapore, CMBISG accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact CMBISG at +65 6350 4400 for matters arising from, or in connection with the report.