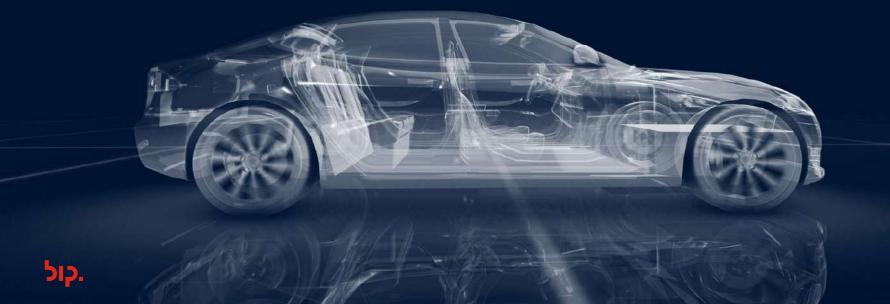
BIP AutObserver

Analysis of new car registrations

January 2023



Executive Summary

Analysis of new car registrations in Europe & Italy – January 2023



Top Countries by growth of new registrations: 24 countries grew in January 2023 compared to January 2022, the highest rates for Greece (+90,7%), Spain (+51,4%) and Portugal (+48,4%). Only 7 Countries decreased, the highest decrease for Norway (-76,6%) and Sweden (-26,6%).

Top 3 Countries by market share: Germany 22,4% (-2,7 p.p.), United Kingdom 14,0% (+0,5 p.p.) and Italy 13,1% (+1,0 p.p.) in January 2023 YTD compared to January 2022 YTD.

Brands: among the **Top 15 by volume**, the highest growth comparing January 2023 to January 2022 for Dacia (+40,7%), Volkswagen (+16,2%) and Skoda (+15,9%), while double-digits decrease for Opel (-11,2%) and Peugeot (-10,3%)

Premium brands:** only **Audi** increased (+10,5%), while **Mercedes-Benz** (-6,8%) and **BMW** (-3,9%) decreased in January 2023

Source: ACEA: UNRAE



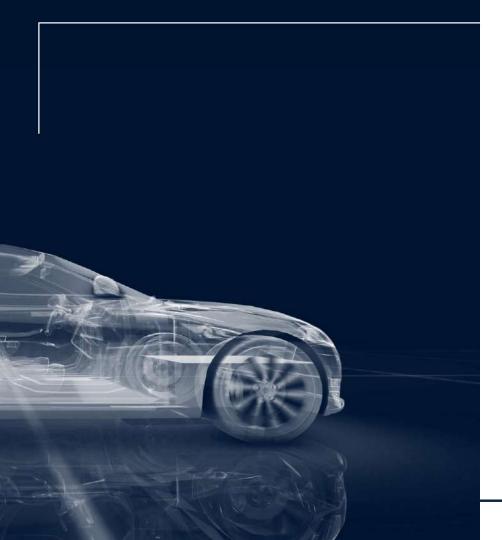
Areas monthly results: North-East +14,0%, North-West +22,1%, Center +26,0%, South +14,3% and Islands +9,1%, comparing January 2023 to January 2022

Customer segments: Retail +9,7%, Fleet +59,0% and Business +12,5% January 2023 vs January 2022

Brands: considering YTD results, among the **Top 15 by volume** only **Ford** and **Peugeot** decreased (-20,9% and -21,7%); all the other brands registered an increase, the highest for **Audi** (+54,5%) and **Jeep** (+45,6%)

Premium brands: Audi** (+54,5%), **Mercedes-Benz** (+36,1%) and **BMW** (+3,1%) **registered an increase** in January 2023 compared to January 2022, with the first two growing more than the market average (+19,0%)





01. Europe

Market overview

New car registrations by brands

02. Italy

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

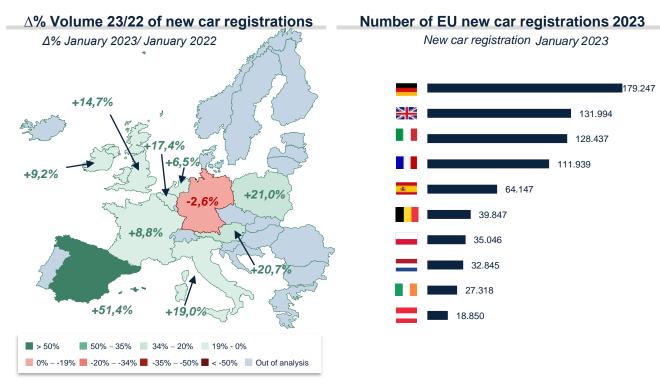
Europe | *Market Overview*

European Markets* new car registrations

2022 822.789 911.064

+10,7%

Top 10 European Markets* – January 2023



Highlights

- The European market (EU+UK+EFTA) had an increase in registrations from 822.789 in January 2022 to 911.064 cars in January 2023.
- In line with the previous months in 2022 the EU car market confirmed an overall increase in registrations.
- The highest rates among the top 10 markets for:
 - Spain (+51,4%)
 - o Poland (+21,0%)
 - o Austria (+20,7%)



Europe | *Market Overview*

European Markets* new car registrations

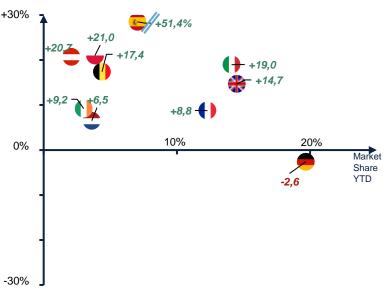


+10,7%

Top 10 European Markets* – January 2023 YTD

Highlights - Δ % Volume 23/22 & Market Share (MS)

 Δ % Volume January 23/22



#	Country	MS January 2023 YTD	Δ VS 2022	Sales Volume January 2023 YTD
1	GER	19,7%	-2,6%	179.247
2	UK UK	14,5%	+14,7%	131.994
3	ITA	14,1%	+19,0%	128.437
4	FRA	12,3%	+8,8%	111.939
5	SPA	7,0%	+51,4%	64.147
6	BEL	4,4%	+17,4%	39.847
7	POL	3,8%	+21,0%	35.046
8	NET	3,6%	+6,5%	32.845
9	IRL	3,0%	+9,2%	27.318
10	AT	2,1%	+20,7%	18.850



- Most of Countries registered a growth, 24 out of 31 increased in January 2023 compared to January 2022, with significant results for Greece (+90,7%) and Iberia: Spain (+51,4%) and Portugal (+48,4%). Only 7 countries decreased, the highest drop for Norway (-76,6%) and Sweden (-26,6%).
- Italy grew in market share, third place above France and Spain, considering the top 5 countries.



Europe | New car registrations by brand



Top 15 – January 2023 YTD





















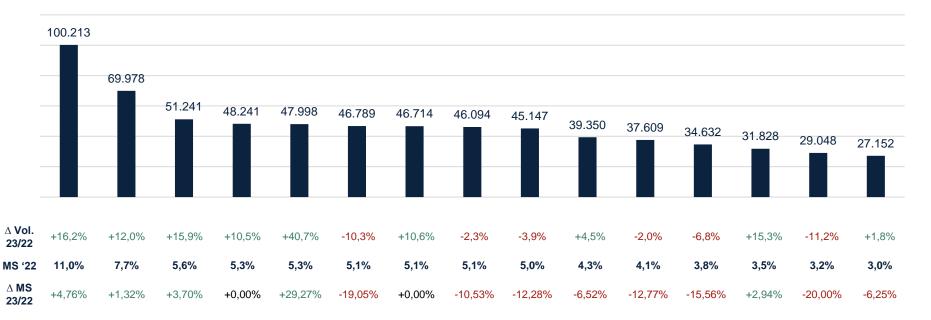




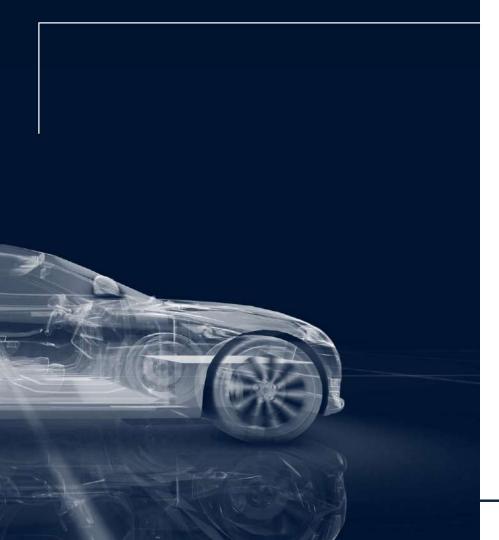












01. Europe

02. Italy

Market overview

Market highlights

New car registrations by brand

New car registrations by group

New car registrations by fuel type

New car registrations by segment

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

Italy | Market Overview



Italian Market – Variation of new car registrations 2023 vs 2022

January 2023 Highlights

Positive start of 2023 for the Market with 128.301 new registrations, **+19%** compared to January 2022, **continuing the growth** that began in the second half of 2022 in line with expectations of 2023. This result was mainly due to the **reduction of the supply crisis** with higher product availability in January 2022.

However, comparing to the pre-pandemic period, unaffected by the crises and the Ukrainian war, registrations are still lower.

There was a general growth in **sales channels,** in particular the **fleet segment** (+59%), and in **fuel type** with significant results for **LPG** (+32,5%) and **EVs** (+20,9%), while **CNG** strongly **decreased** (-79,2%). The EVs increase was focused on HEVs (while PHEVs and BEVs reduced their market share) supported by incentives that for cars in the 61-135 g/km CO2 range, given the high demand, were almost used up by the end of January.

In terms of car manufacturers, almost all major brands and groups grew, with the exceptions of Peugeot, Ford, Opel and Honda.





■ 2021/2022 **■** 2022/2023

Italy | Market Overview

Italian Market – January 2023 vs January 2022

Italy New Car Registrations 20222023

107.853 128.301

19,0%



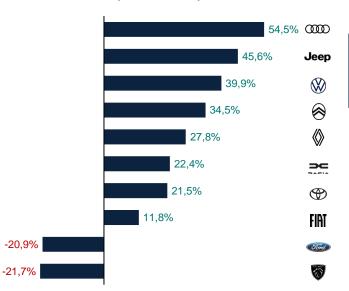
Δ % Volume 23/22 of New Car Registrations

Δ% January 2023/ January 2022

North-West +14,0% Center +26,0% South +14,3%

Growth of Top 10 Brands by Volumes

Δ% January 2023/ January 2022



Highlights

- In January **2023**, the Italian Market showed again a positive sign with an increase of +19,0% compared to January 2022
- The highest growth for Audi (+54,5%), Jeep (+45,6%) and Volkswagen (+39,9%)
- Considering the top 10 brands by volume, only 2 out of 10 recorded a drop, Ford (-20,9,%) followed by Peugeot (-21,7%).
- Finally, with respect to January 2022, every region of the Italian Market recorded a significant increase



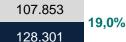
Islands +9.1%

50% – 35% 34% – 20% 19% - 0%

0% - -19% -20% - -34% -35% - -50% < -50%

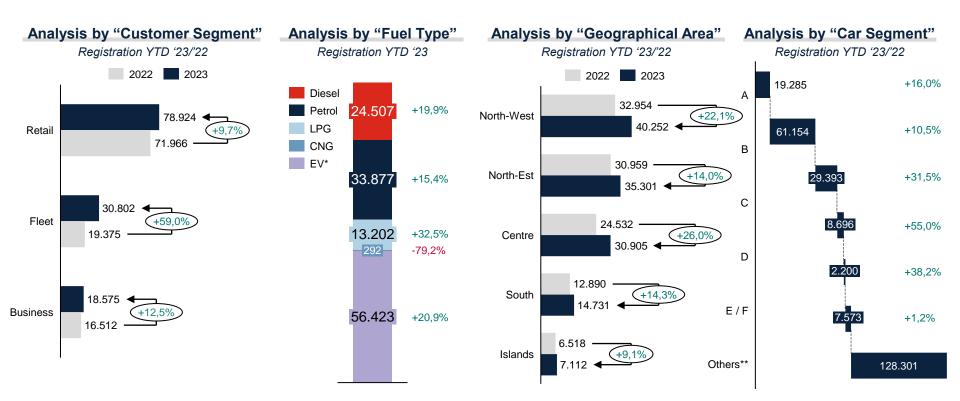
Italy | Market Overview

Italy New Car Registrations (YTD) 2022 2023





Italian Market – January 2023 YTD vs January 2022 YTD





TOT

Italy | Market Highlights

Italy New Car Registrations (YTD) 20222023

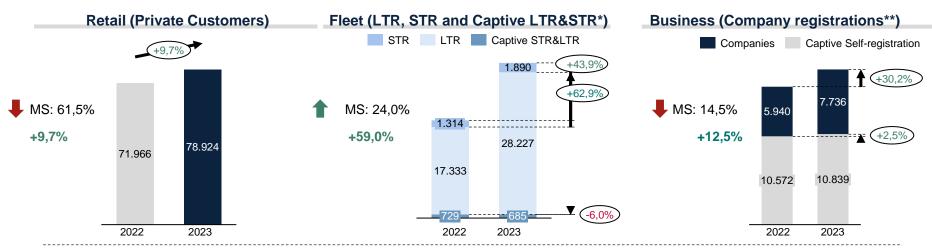
107.853

128.301

19,0%



Italian Market – Distribution channels – January 2023 YTD vs January 2022 YTD



■ Compared to January 2022 YTD, in 2023, the Retail segment registered an increase of 9,7% (6.957 additional units sold) and a decrease in its YTD Market Share with respect to January 2022 (61,5% in January 2023 vs. 66,7% in January 2022, -5,2 p.p.)

■ Captive STR<R (-6,0%) decreased in January 2023 vs. 2022 YTD, while LTR (+62,9%) and STR (+43,9%) registered an increase.

The Market share of Captive STR<R (0,5% in January 2023 YTD vs 0,7% in January 2022 YTD) decreased, while the market share of LTR (22,0% in January 2023 YTD vs 16,1% in January 2022 YTD) and SRT (1,5% in 2023 vs 1,2% in 2022) increased

■ Compared to January 2022 YTD, the increase of the Business segment registrations in January 2023 was related both to the raise of Captive self-registrations (+2,5% or 267 additional units sold) and Companies registrations

(+30,2% or 1.796 additional units sold)

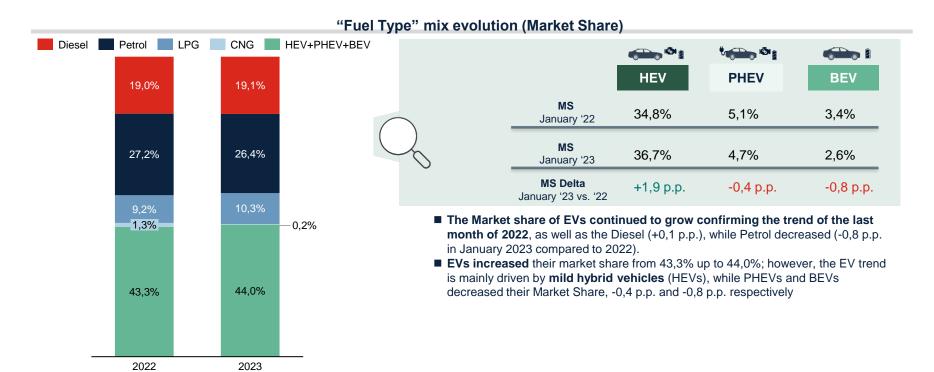
Market Share YTD increase / decrease January 2023 / January 2022 (YTD)

△% Volume January 2023 / January 2022 (YTD)



Italy | *Market Highlights*

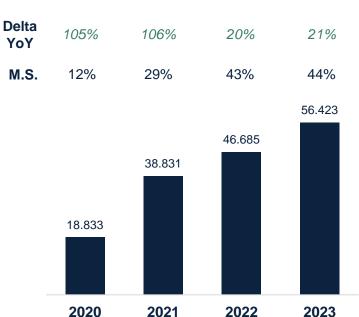
Italian Market – January 2023 vs January 2022





New car registrations of Hybrid vs Pure Electric vehicles





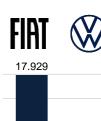
HEV*, PHEV* and BEV** Vehicles Trend January '23 YTD





Italy | New car registrations by brand

New car registrations by brand – January 2023 YTD (1/3)



















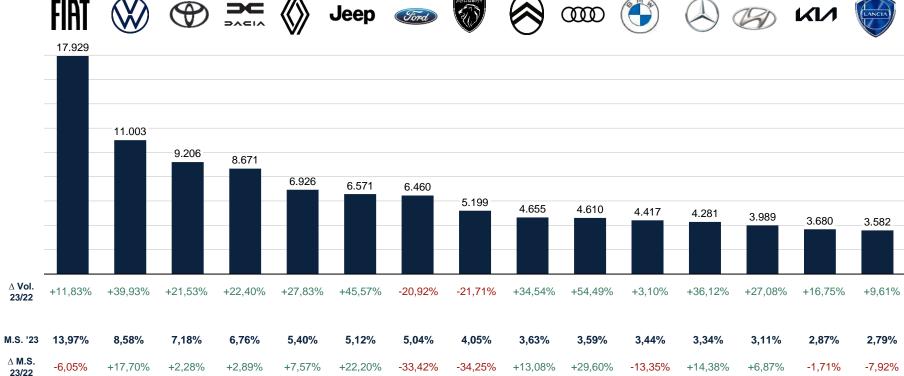














Italy | New car registrations by brand

New car registrations by brand – January 2023 YTD (2/3)



















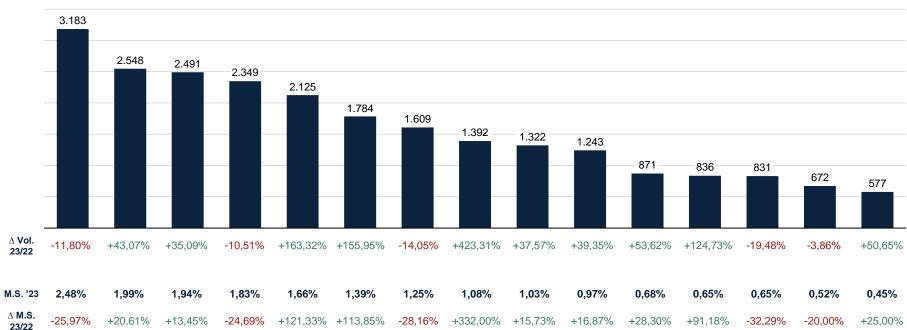








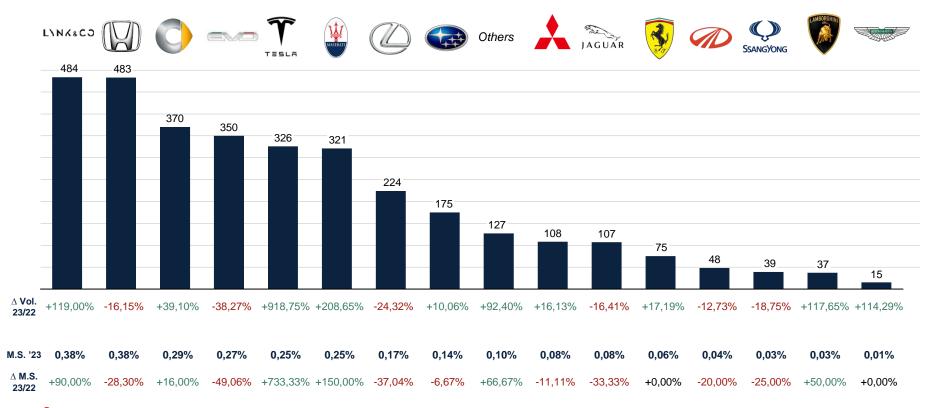






Italy | New car registrations by brand

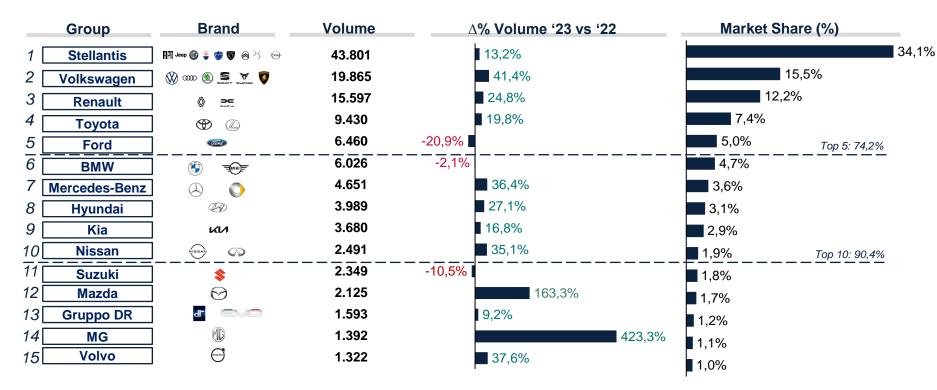
New car registrations by brand – January 2023 YTD (3/3)





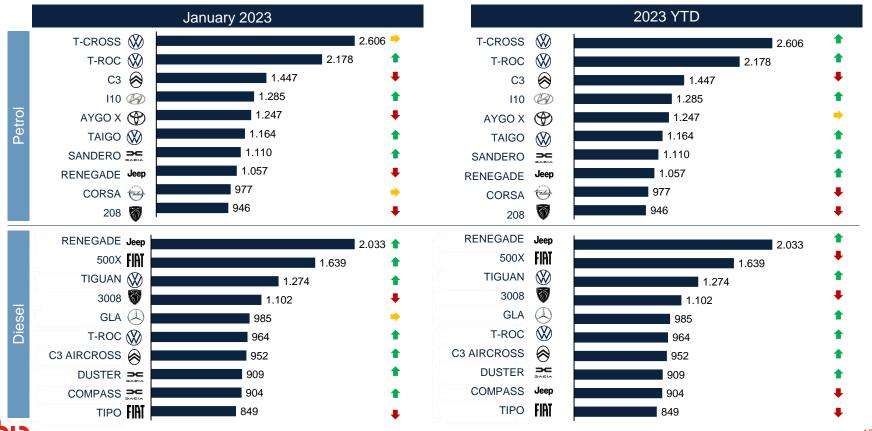
Italy | New car registrations by group

New car registrations by group – Top 15 – January 2023 YTD



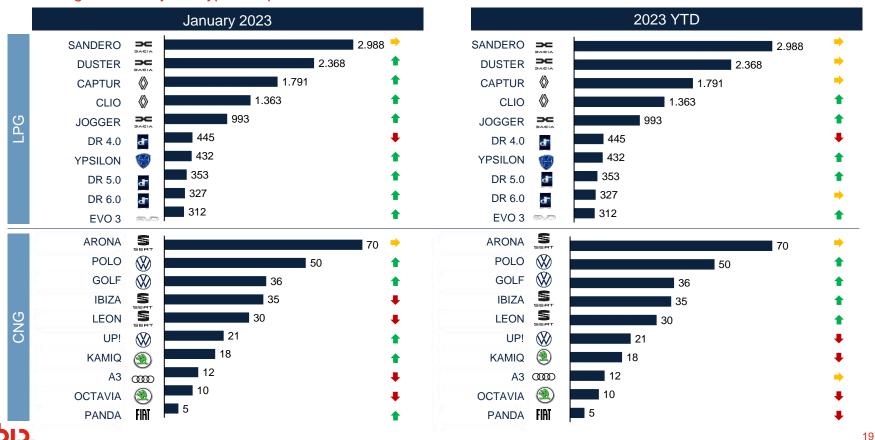


New car registrations by fuel type – Top 10 – Petrol and Diesel



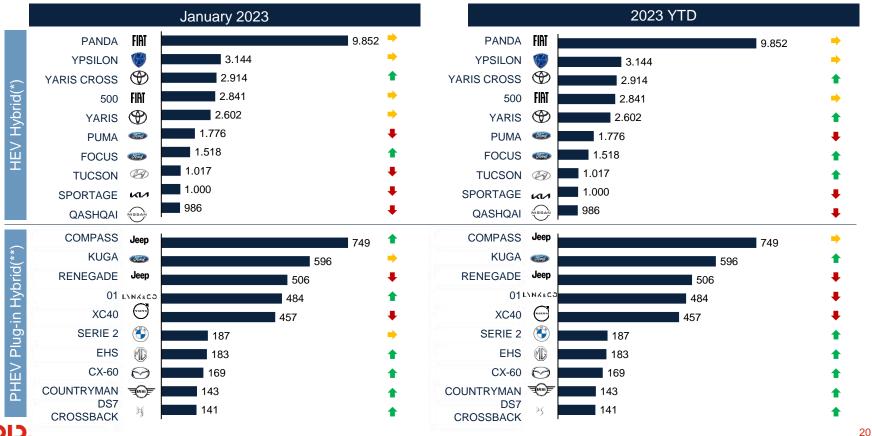
Source: UNRAE

New car registrations by fuel type – Top 10 – LPG and CNG



Ranking variation compared to previous period

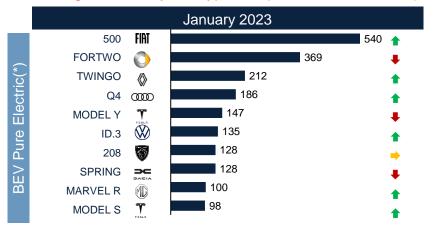
New car registrations by fuel type – Top 10 – Hybrid (HEV and PHEV)

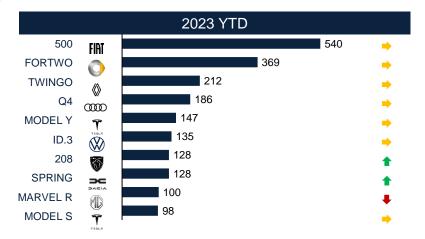


Source: UNRAE



New car registrations by fuel type – Top 10 – Pure Electric (BEV)





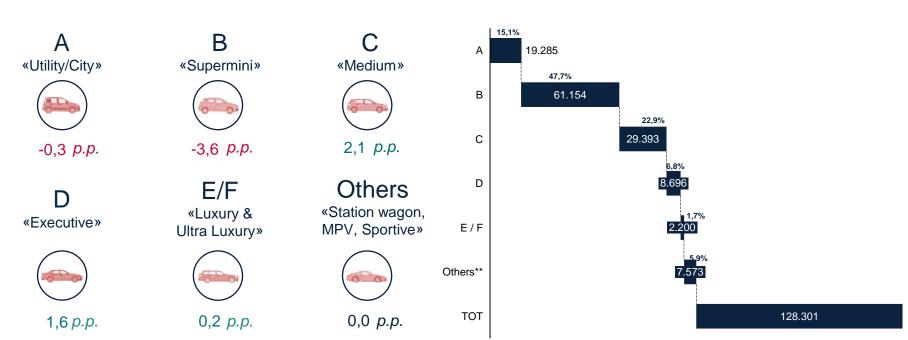




Overview of new car registrations by segment

Segments Growth in Market Share*

Market Share and Volume**





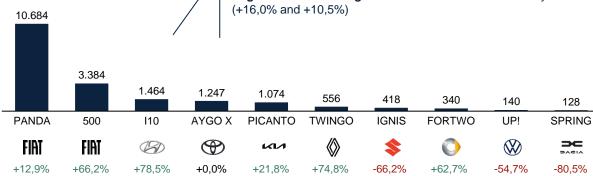


Segment A and Segment B - Top 10 - January '23 YTD

"Utility/City"

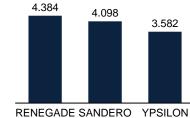
Δ Vol. % 23/22 YTD 10.684

In terms of MS, in January 2023 YTD both Segment A and Segment B registered a decrease (-0,3 p.p. and -3,6 p.p.) vs January 2022. Considering the volumes, in January 2023 both Segment A and Segment B increased vs. January 2022





Δ Vol. % 23/22 YTD



Jeep

+104,3%

 \rightarrow +2,1%





DUSTER

3.551



YARIS

3.187



3.091



2.914



T-ROC YARIS CROSS CAPTUR



2.883





2.683

CLIO



23

T-CROSS

2.606



Source: UNRAE



Segment C and Segment D - Top 10 - January '23 YTD

In terms of MS, in January 2023 YTD both Segment C and Segment D registered an increase (+2,1 p.p. and +1,6 p.p.) vs January 2022. Considering the volumes, in January 2023 YTD both Segment C and Segment D increased vs. January 2022 (+31,5% and +55,0%)

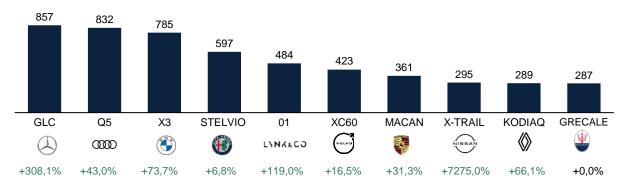


Δ Vol. % 23/22 YTD





Δ Vol. % 23/22 YTD







Sportive

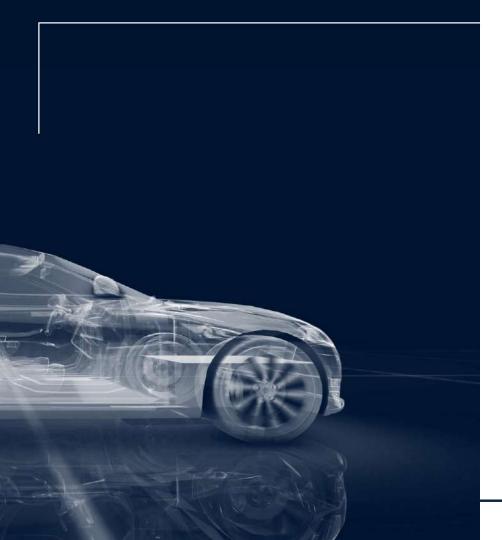
25

Segment E/F and Others – Top 10* January '23 YTD In terms of MS, in January 2023 YTD, Segment E/F registered an increase (+0,2 p.p.) while Others did not record any changes (+0,0 p.p.) vs January 2022. In terms of volumes, in January 2023 YTD both Segment E/F and Others increased (+38,2% and +1,2%) vs. January 2022 407 233 E/F 165 154 147 137 119 98 87 "Luxury & Extra 74 Luxury" GLE Q8 X5 RANGE ROVER MODEL Y CAYENNE CLASSE G MODEL S F-PACE X6 JAGUAR ∞ Δ Vol. % +123,6% +47,5% +32,0% +58,8% +1236,4% -7,4% +170,5% +0.0% +155,9% +37,0% 23/22 YTD 676 1.071 276 654 433 **Others** 120 112 328 "Station Wagon, 183 MPV, Sportive" TIPO **FOCUS OCTAVIA JOGGER** SERIE 2 CLASSE V 500 SERIE 4 911 FIAT (A A FIAT \rightarrow Δ Vol. % -27,7% 23/22 YTD +135,5% +171,4% +0,9% +107000,0% +58,5% +92,6% +1,8% -17,2%

MPV

לול.

Station Wagon



01. Europe

02. Italy

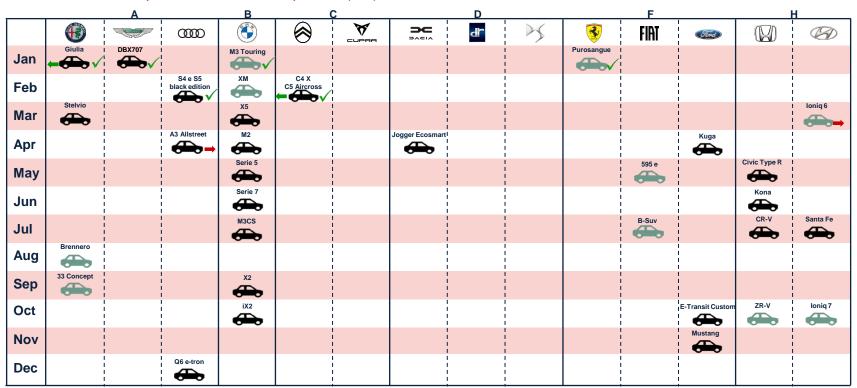
03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

New Car Models Launches in Italy

New models launch per brand – Roadmap 2023 (1/3)



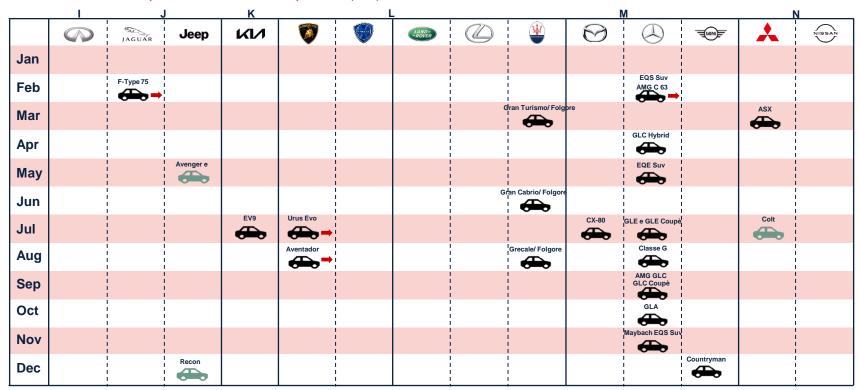






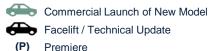
New Car Models Launches in Italy

New models launch per brand – Roadmap 2023 (2/3)



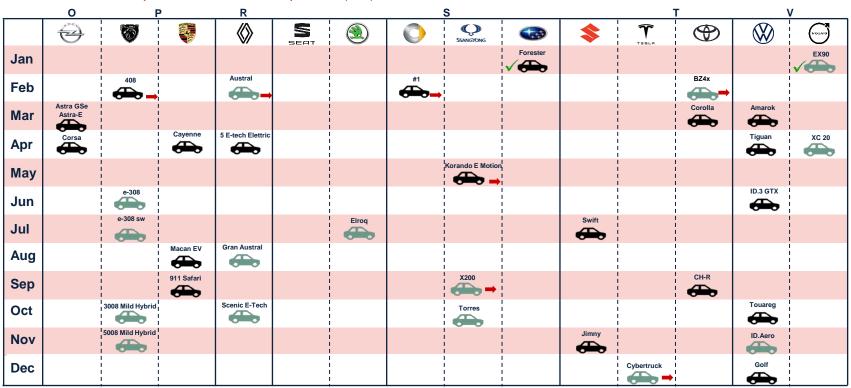






New Car Models Launches in Italy

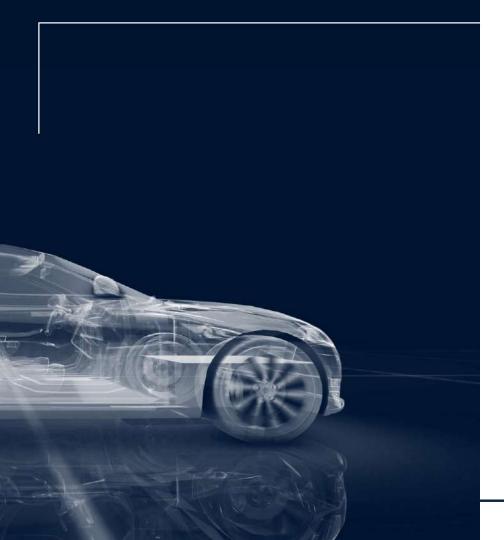
New models launch per brand – Roadmap 2023 (3/3)











01. Europe

02. Italy

03. New car models launches in Italy

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05. News on key industry trends

Italy | New Vehicles registrations

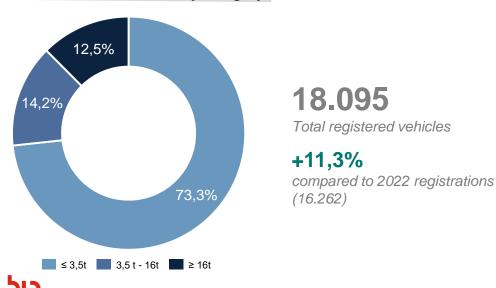


Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (1/2)

Commercial and Industrial Vehicles Highlights 2023

In January 2023, the commercial and industrial vehicles Market showed a general growth, with a total of 18.095 new vehicles registered. Commercial vehicles (≤ 3,5t) recorded a +9,3% increase in January 2023 compared to January 2022, an important reversal of the previous 11 months of consecutive declines. The beginning of 2023 is also positive for industrial vehicles with double-digit growth in both the light mass segment <16t (+17,1%) and the heavy mass segment ≥16t (+17,2%).

Vehicles YTD distribution by category



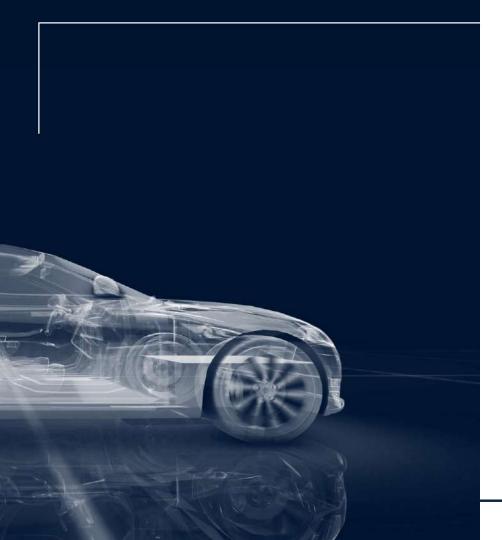


Italy | New Vehicles registrations



Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (2/2)





01. Europe

02. Italy

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

5 key trends are expected to push the evolution of the automotive industry. For each one in the following slides there is a selection of main news published from 23/01/2023 to 23/02/2023

Sustainability

Increasing OEMs focus on the reduction or neutralization of environmental externalities along the automotive value chain



New emerging models (MaaS) of car usership to meet new customer mobility needs and behaviors are transforming OEMs' strategies



Connectivity

Connected cars are changing the way to interact with customers and opening new business streams related to data utilization

Digitalization



Towards a seamless online-offline customer journey with an increasing direct role of the OEM

Electrification 4



Car parc evolution towards electric (full and hybrid) vehicles and creation of a new ecosystem based on EV needs



P

Digitalization

Data analysis meets virtual sensors for databased mobility Compredict GmbH, a startup specializing in Alenabled software solutions for predictive maintenance, vehicle health and usage monitoring, has entered into a partnership with big data analysis Palantir Technologies. (...)

https://www.eenewseurope.com/en/data-analysis-meets-virtual-sensors-for-data-based-mobility/

Audi launches Audi RED, new customer experience digital agency Audi announced the launch of Audi RED (Rapid Experience Development), a new agency based in North America focused on identifying and creating enhanced customer experiences across Audi's digital ecosystem (...)

https://www.automotiveworld.com/news-releases/audi-launches-audi-red-new-customer-experience-digital-agency/

Mercedes-Benz and Google Join Forces to Create Next-Generation Navigation Experience Mercedes-Benz plans to build its own branded navigation using new in-car geospatial data and navigation capabilities from Google Maps Platform. The partnership enables Mercedes-Benz to create a driving experience that pairs (...)

https://www.prnewswire.com/news-releases/mercedes-benz-and-google-join-forces-to-create-next-generation-navigation-experience-301753489.html





Electrification (1/2)

Cpo Electra lands in Italy, target of 8.000 HPC columns in the EU by 2030 Within the next three years, Electra plans to invest 200 million euros to install 3.000 ultrafast charging points with power between 150 and 300 kW. At European level, the goal of the Cpo is to reach 8.000 ultrafast columns by 2030(...)

https://e-ricarica.it/il-cpo-electra-sbarca-in-italia-obiettivo-8mila-colonnine-hpc-in-ue-entro-il-2030/

Honda, a dedicated electric mobility division is born

Honda decided to review its organizational structure and create a division dedicated to activities in the field of electric mobility. The Japanese company separated the traditional business to accelerate "electrification strategies" and "create new value" (...)

https://www-quattroruote-it.cdn.ampproject.org/c/s/www.quattroruote.it/news/industria-finanza/2023/01/24/honda nasce una divisione apposita per la mobilita elettrica.amp.html

Poste Italiane installs 5.000 columns at ATM machines

Poste Italiane installed 5.000 recharging stations for electric vehicles and 1.000 photovoltaic systems near ATM machines thanks to the Polis project financed with 800 million euros from the PNRR (...)

https://www.fleetmagazine.com/poste-italiane-colonnine-ricarica-auto-elettriche-progetto-polis-2023/?utm_source=linkedin_ntransporterior.





Electrification (2/2)

Atlante and Stellantis, together for electric mobility

Atlante, the NHOA Group company dedicated to fast and ultra-rapid charging infrastructure for electric vehicles, inaugurated in Magenta its first Italian fast-charging station (...)

https://www.media.stellantis.com/it-it/e-mobility/press/atlante-e-stellantis-insieme-per-la-mobilita-elettrica-inaugurata-in-italia-la-prima-stazione-di-ricarica-rapida-presso-una-concessionaria-di-magenta-della-rete-stellantis

bp pulse builds Europe's first public charging corridor for electric trucks along major logistics route The first charging corridor for medium and heavy-duty electric trucks in Europe has been announced. Six public charging locations with ultra-fast 300kw charge points aimed at E-Trucks have been launched along a 600km stretch of the Rhine-Alpine corridor (...)

https://www.automotiveworld.com/news-releases/bp-pulse-builds-europes-first-public-charging-corridor-for-electric-trucks-along-major-logistics-route/

British consortium to develop autonomous hydrogen truck

A British consortium led by Glasgow-based Hydrogen Vehicle Systems (HVS) receives funding of £6.6 million (around €7.4 million) to develop an autonomous heavy-duty hydrogen-electric truck (...)

https://www.electrive.com/2023/02/07/british-consortium-presents-autonomous-hydrogen-truck/





Connectivity

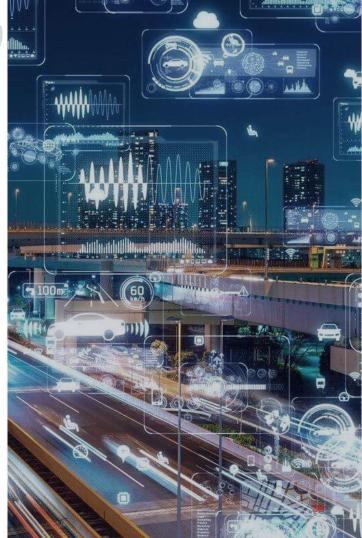
Iveco and Plus start public road testing of their highly automated truck in Germany

The PlusDrive-enabled IVECO S-WAY truck is designed to improve safety, efficiency, driver experience, and to provide a more sustainable option for fleets (...)

https://www.automotiveworld.com/news-releases/iveco-and-plus-start-public-road-testing-of-their-highly-automated-truck-ingermany/

Mercedes-Benz world's first automotive company to certify SAE Level 3 system for U.S. market Mercedes-Benz is the world's first automotive company to bring SAE Level 3 conditionally automated driving to the U.S., with Nevada being the first state to confirm the compliance of the system with state regulations. (...)

https://www.automotiveworld.com/news-releases/mercedes-benz-worlds-first-automotive-company-to-certify-sae-level-3-system-for-u-s-market/





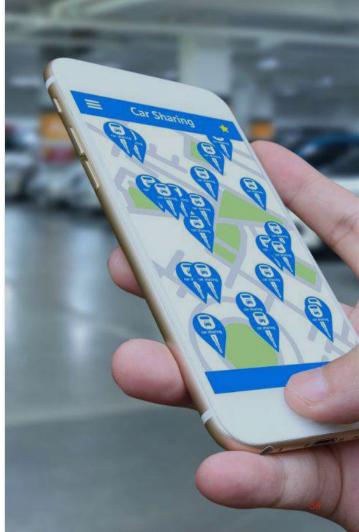


Mobility Services

New electric car sharing available in Lainate

Inaugurated on 6 February in Lainate the E-VAI car sharing service, realised thanks to the collaboration between the FNM Group company and the municipality.

https://www.sempionenews.it/territorio/disponibile-a-lainate-il-nuovo-car-sharing-con-auto-elettrica/?cn-reloaded=1







Sustainability

Nissan Futures showcases innovations in sustainable mobility

As part of the event launch, Nissan today unveiled a physical concept model of its Max-Out EV convertible. The model was previously shown in virtual form as part of the Nissan Ambition 2030 vision announced in November 2021 under the Nissan Futures banner(...)

https://www.automotiveworld.com/news-releases/nissan-futures-showcases-innovations-in-sustainable-mobility/

Panasonic Automotive Systems Co., Ltd. achieves net zero CO2 emissions at all global sites Panasonic Automotive Systems Co., Ltd. achieved net zero CO2 emissions at all 14 global sites including 6 domestic sites, and 8 overseas sites (2 in China and one each in Thailand, Malaysia, and the Czech Republic, and 3 in Mexico) in January 2023 (...)

https://www.automotiveworld.com/news-releases/panasonic-automotive-systems-co-ltd-achieves-net-zero-co2-emissions-at-all-global-sites/





Thank you.

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HERE TO DARE

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