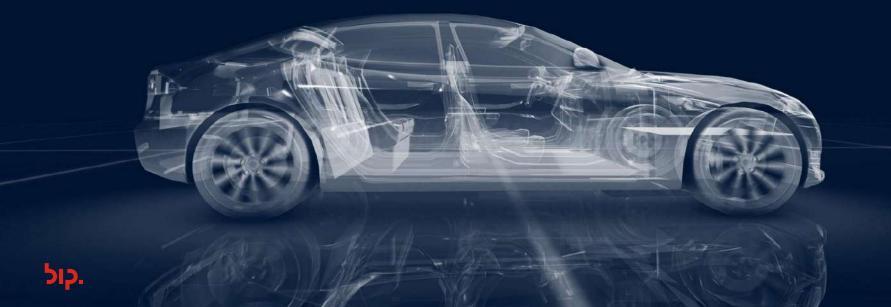
BIP AutObserver

Analysis of new car registrations

February 2023



Executive Summary

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



Top Countries by growth of new registrations: 26 countries grew in February 2023 compared to February 2022, the highest rates for Greece (+46,2%), Portugal (+43,0%). Only 5 Countries decreased, the main drops for Norway (-42,3%) and Sweden (-19,5%).

Top 3 Countries by market share: Germany 21,2% (-2,4 p.p.), Italy 14,3% (+0,8 p.p.) and France 13,1% (-0,3 p.p.) in February 2023 YTD compared to February 2022 YTD.

Brands: among the **Top 15 by volume**, the highest growth comparing February 2023 to February 2022 for Dacia (+46,6%), Volkswagen (+19,0%) and Skoda (+18,5%), while highest decrease for Opel (-4,7%) and Citroen (-3,0%)

Premium brands:** only **BMW** decreased both in the month of February 2023 and YTD (-2,2%, -2,9%), while its competitors increased: **Mercedes-Benz** (+5,4%, +9,2%) and **Audi** (+19,3%, +14,7%)



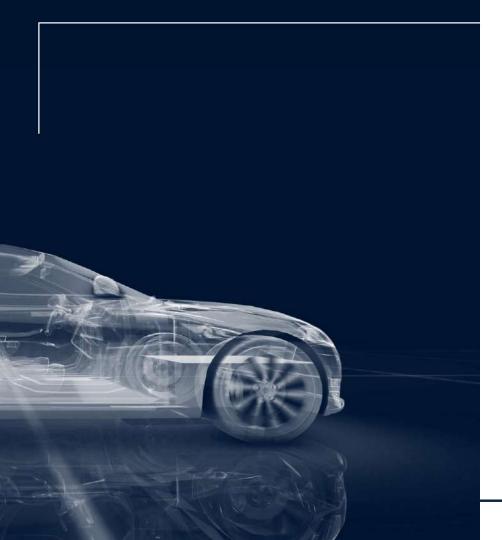
Areas monthly results: North-East +18,6%, North-West +18,0%, Center +24,7%, South +10,4% and Islands -7,0%, comparing February 2023 to February 2022

Customer segments: Retail +6,3%, Fleet +61,6% and Business +10,4% February 2023 vs February 2022

Brands: considering YTD results, among the **Top 15 by volume** only **Ford, Peugeot** and **Opel** decreased (-17,4%, -14,0% and -10,5); all the other brands registered an increase, the main for **Volkswagen** (+48,0%) and **Jeep** (+39,1%)

Premium brands**: all German Premium brands increased in February 2023 compared to February 2022 both monthly and YTD: Audi (+27,3% monthly and +38,3%YTD), Mercedes-Benz (+23,7% monthly and +29,7% YTD) and BMW (+4,6% monthly and 3,9% YTD)





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

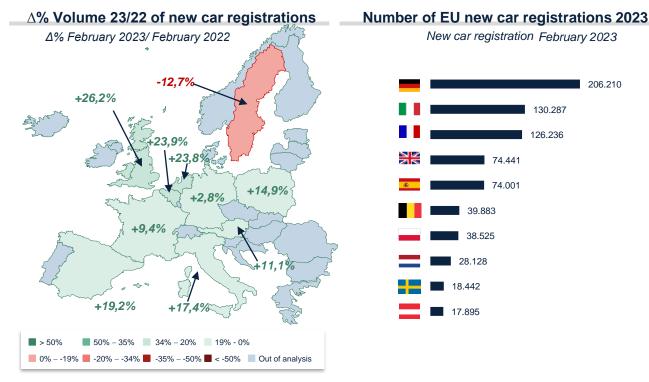
Europe | *Market Overview*

European Markets* new car registrations

2022 804.414 **2023** 902.775



Top 10 European Markets* – February 2023





- The European market (EU+UK+EFTA) registrations increased from 804.414 in February 2022 to 902.775 cars in February 2023
- In line with the previous months the EU car market confirmed an overall increase in registrations.
- The highest rates among the top 10 markets for:
 - United Kingdom (+26,2%)
 - o Belgium (+23,9%)
 - Netherlands (+23,8%)



Europe | *Market Overview*

European Markets* new car registrations

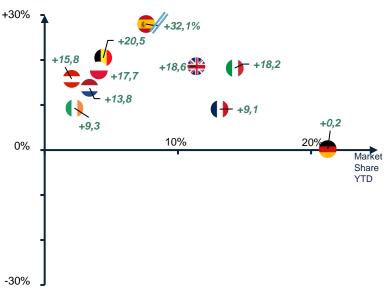


+11,5%

Top 10 European Markets* – February 2023 YTD

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

Δ % Volume February 23/22



| # | Country | MS February 2023 YTD | Δ VS 2022 | Sales Volume February 2023 YTD |
|----|---------|-------------------------|-----------|--------------------------------------|
| 1 | GER | 21,2% | +0,2% | 385.457 |
| 2 | ITA | 14,3% | +18,2% | 258.724 |
| 3 | FRA | 13,1% | +9,1% | 238.175 |
| 4 | UK | 11,4% | +18,6% | 206.435 |
| 5 | SPA | 7,6% | +32,1% | 138.039 |
| 6 | BEL | 4,4% | +20,5% | 79.730 |
| 7 | POL | 4,1% | +17,7% | 73.571 |
| 8 | NET | 3,4% | +13,8% | 60.973 |
| 9 | IRL | 2,2% | +9,3% | 40.435 |
| 10 | AT | 2,0% | +15,8% | 36.745 |



- Most Countries registered a growth, 26 out of 31 increased in February 2023 compared to February 2022 YTD, with significant results for Greece (+46,2%) and Portugal (+43,0%). Only 5 countries decreased, with the highest decline for Norway (-42,3%) and Sweden (-19,5%).
- Italy market share continued to grow (14,3%), preceded only by Germany (21,2%) and above France compared to last month



Europe | New car registrations by brand



Top 15 – February 2023 YTD





















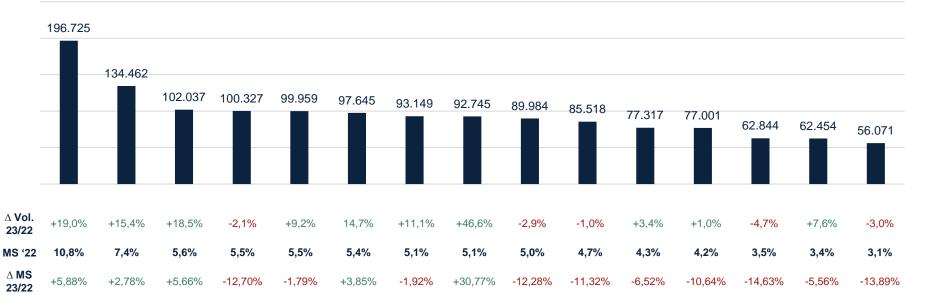




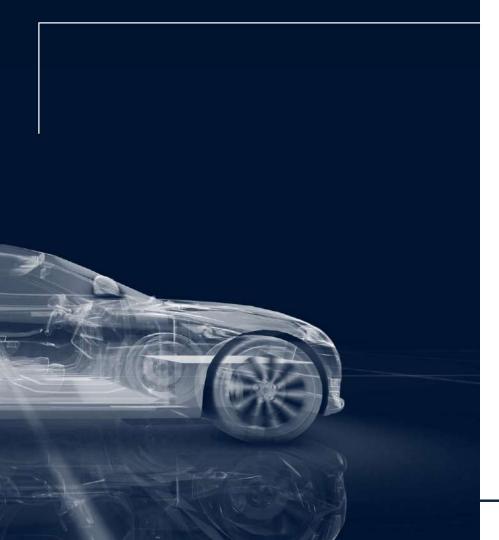












01. Europe

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

February 2023 Highlights

The market **recovery phase continued** in **February 2023**, with 130.365 new registrations: **+17,5%** compared to February 2022, in line with the **recovery in production**, hence in the new car availability. The **positive trend**, started in August 2022, is consolidating, although the pre-pandemic levels are still far away. Among fuel types, **LPG** (**+**1,9 p.p.) and **EV** (**+**2,4 p.p.) market shares continued to grow. Regarding **EV**, the **growth** was still **strongly driven by HEV** that represented in February the 36,5% of cars sold (**+**2,2 p.p. vs the same month of the previous year) and in small part by BEV (**+**0,9 p.p. vs Feb-22, however still with a low market share of 3,7%), while PHEV decreased its incidence (market share -0,7 p.p.).

Fleet growth is no longer news: +61,6% considering January and February 2023, compared to the YTD 2022.

In terms of car manufacturers, **Chinese** car **growth continued** with MG and Link&Co registering impressive YTD results in comparison with 2022 (+246,2% and +147,5% respectively) however with market shares still below 1% (0,94% MG and 0,35% Link&Co); **Volkswagen** recorded a +48,0% YTD increase, **the highest among the top brands**, followed by Jeep, Audi, Dacia and Toyota; on the other hand, Ford, Peugeot and Opel declined on a YTD perspective.





■ 2021/2022 **■** 2022/2023

Italy | Market Overview

Italian Market – February 2023 vs February 2022

Italy New Car Registrations 2022 2023

56,6%

51.6%

46.5%

 $\Rightarrow \subset$

1

Jeep

 ∞

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FIRT

110.915 130.365

17,5%

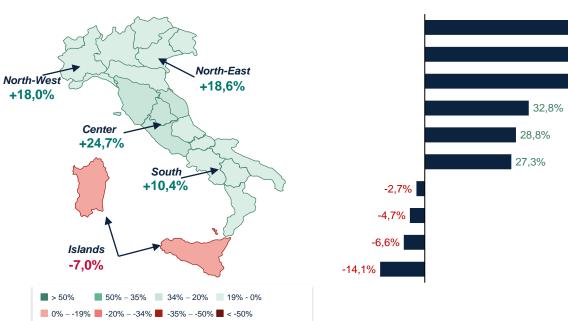


∆% Volume 23/22 of New Car Registrations

Δ% February 2023/ February 2022

Growth of Top 10 Brands by Volumes

Δ% February 2023/ February 2022





Highlights

- In February **2023**, the Italian Market confirmed the positive result of Jan 23, with an increase of +17,5% compared to February 2022
- The highest growth for Volkswagen (+56,6%), Dacia (+51,6%) and Toyota (+46,5).
- Considering the top 10 brands by volume,
 Ford (-14,1,%) and Peugeot (-6,6%)
 maintained the last two positions in the ranking
- Finally, with respect to February 2022, every region of the Italian Market recorded a significant increase, except for the islands, which showed a decrease (-7,0%).



Italy | Market Overview

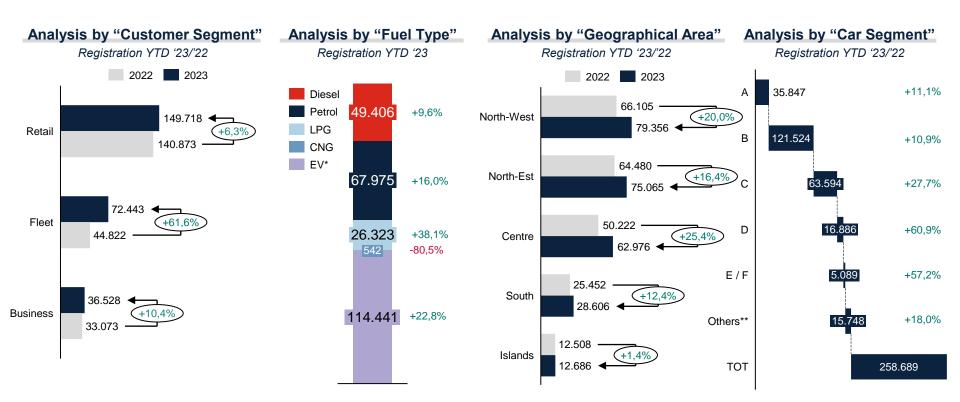
Italy New Car Registrations (YTD) 20222023

218.768 258.689

18,2%



Italian Market - February 2023 YTD vs February 2022 YTD





Italy | Market Highlights

Italy New Car Registrations (YTD) 20222023

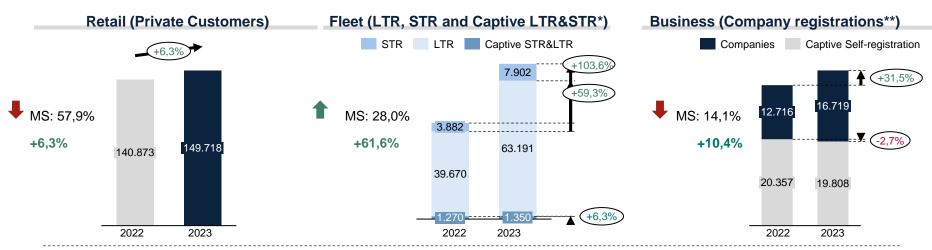
218.768

258.689

18,2%



Italian Market - Distribution channels - February 2023 YTD vs February 2022 YTD



■ Compared to February 2022 YTD, in 2023, the Retail segment registered an increase of 6,3% (8.845 additional units sold) and a decrease in its YTD Market Share with respect to February 2022 (57,9% in February 2023 vs. 64,4% in February 2022, -6,5 p.p.)

■ Captive STR<R (+6,3%), LTR (+59,3%) and STR (+103,6%) registered an increase in February 2023 vs. 2022 YTD

The Market share of Captive STR<R (0,5% in February 2023 YTD vs 0,6% in February 2022 YTD) decreased, while the market share of LTR (24,4% in February 2023 YTD vs 18,1% in February 2022 YTD) and SRT (3,1% in 2023 vs 1,8% in 2022) increased

■ Compared to February 2022 YTD, the increase of the Business segment registrations in February 2023 is related to the increase in Companies registrations (+31,5% or 4.004 additional units sold), while the Captive self-registrations (-2,7% or -549 units sold) decreased

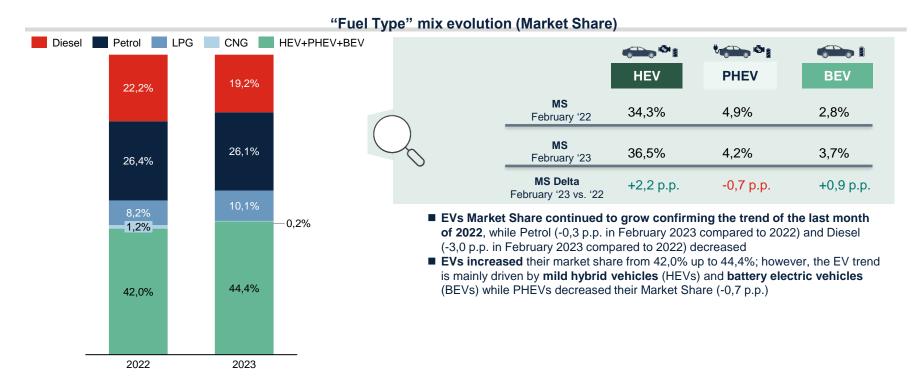
Market Share YTD increase / decrease February 2023 / February 2022 (YTD)

☐ ∆% Volume February 2023 / February 2022 (YTD)



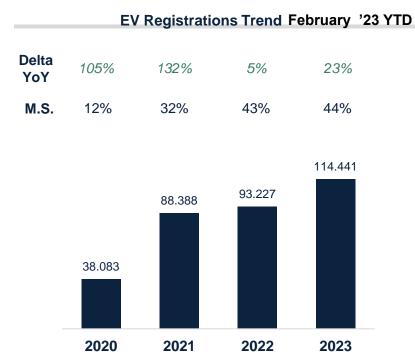
Italy | *Market Highlights*

Italian Market – February 2023 vs February 2022

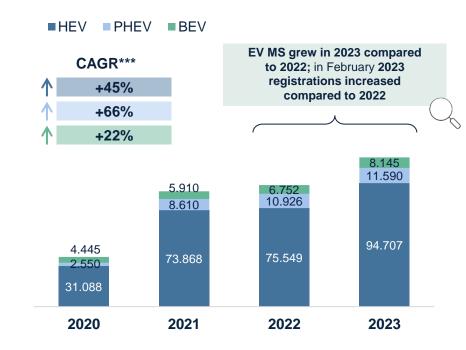




New car registrations of Hybrid vs Pure Electric vehicles



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





Italy | New car registrations by brand

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





















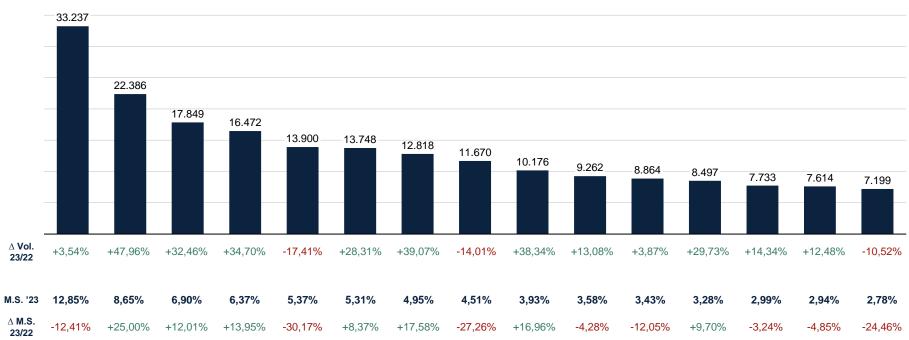










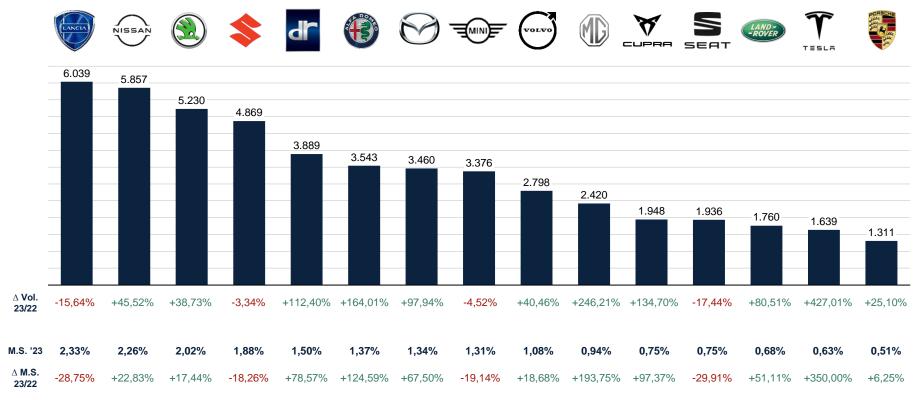




14

Italy | New car registrations by brand

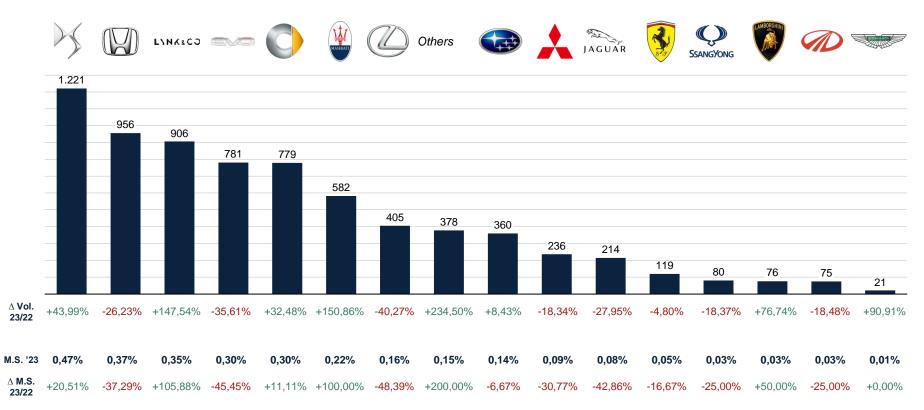
New car registrations by brand – February 2023YTD (2/3)





Italy | New car registrations by brand

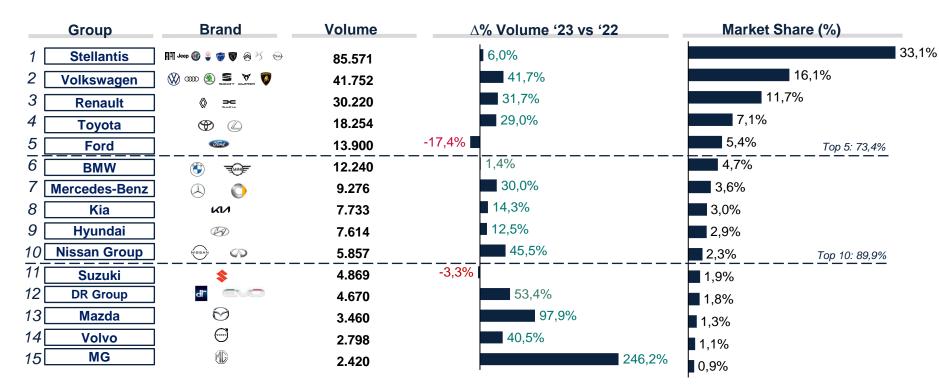
New car registrations by brand – February 2023 YTD (3/3)





Italy | New car registrations by group

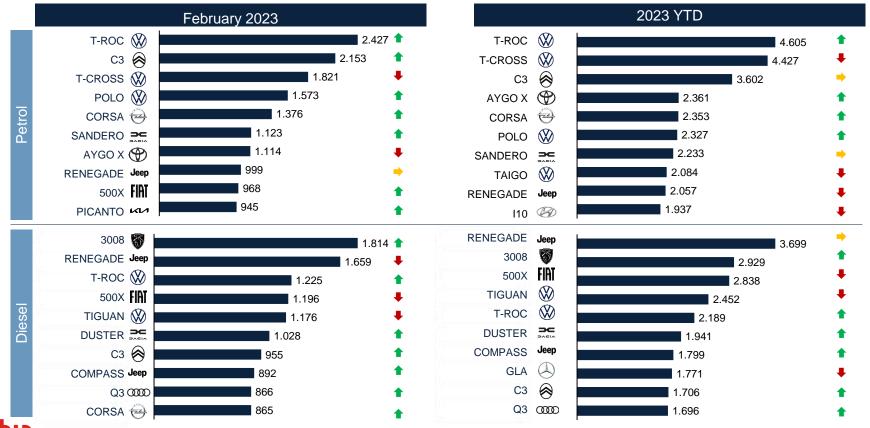
New car registrations by group – Top 15 – February 2023 YTD



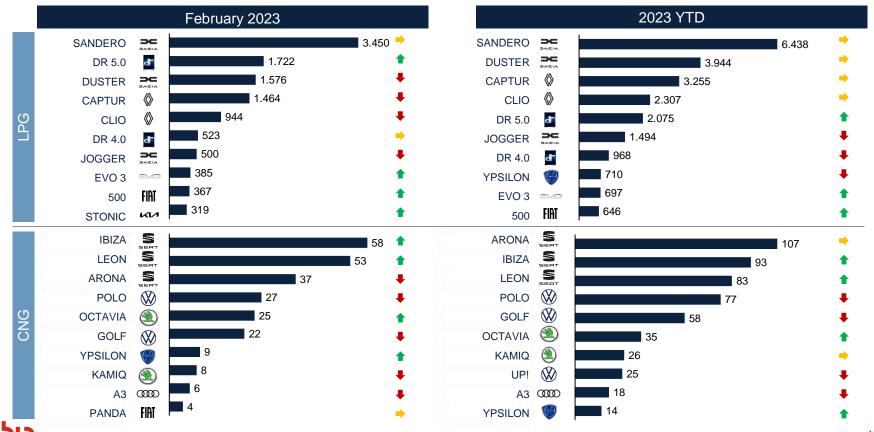


17

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

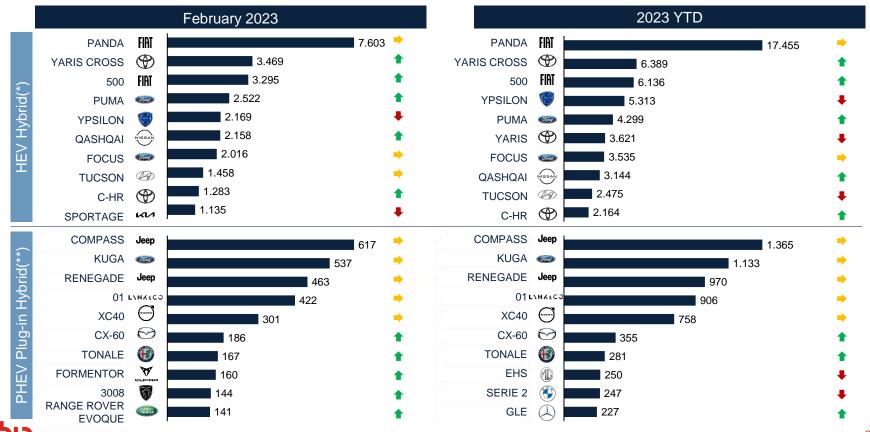


New car registrations by fuel type – Top 10 – LPG and CNG





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

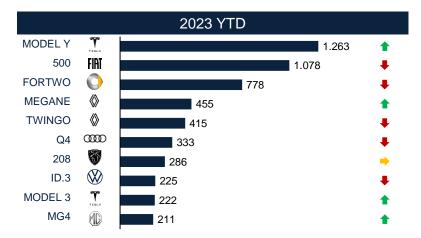


Source: UNRAE



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





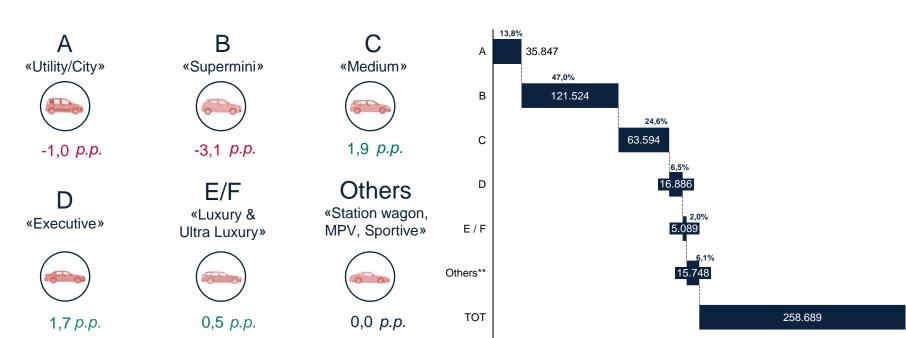




Overview of new car registrations by segment

Segments Growth in Market Share*

Market Share and Volume**







Segment A and Segment B – Top 10 – February '23 YTD

"Utility/City"

Δ Vol. % 23/22 YTD 18.670

In terms of MS, in February 2023 YTD both Segment A and Segment B registered a decrease (-1,0 p.p. and -3,1 p.p.) vs February 2022. Considering the volumes, in February 2023 both Segment A and Segment B increased vs. February 2022





Δ Vol. % 23/22 YTD



Source: UNRAE

23

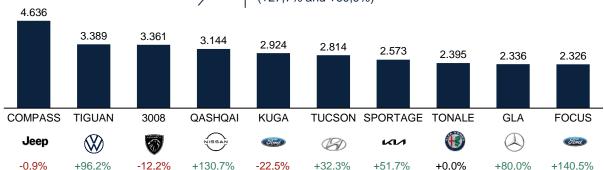


Segment C and Segment D – Top 10 – February '23 YTD

In terms of **MS**, in February 2023 YTD both **Segment C** and **Segment D** registered an increase (+1,9 p.p. and +1,7 p.p.) vs February 2022. Considering the volumes, in February 2023 YTD both **Segment C** and **Segment D** increased vs. February 2022 (+27,7% and +60,9%)

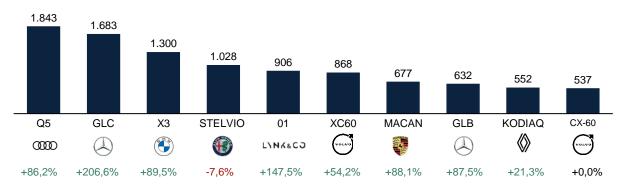


Δ Vol. % 23/22 YTD





Δ Vol. % 23/22 YTD





24

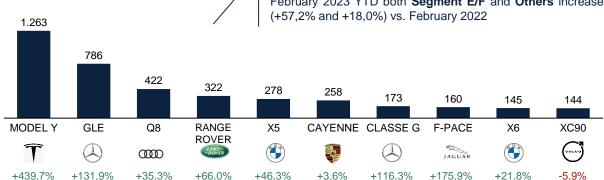


Segment E/F and Others – Top 10* – February '23 YTD

In terms of **MS**, in February 2023 YTD, **Segment E/F** registered an increase (+0,5 p.p.) while **Others** did not record any changes (+0,0 p.p.) vs February 2022. In terms of volumes, in February 2023 YTD both **Segment E/F** and **Others** increased (+57,2% and +18,0%) vs. February 2022

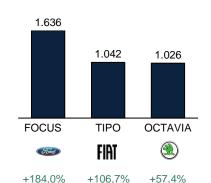


Δ Vol. % 23/22 YTD

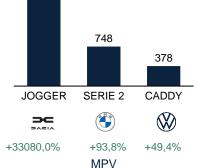




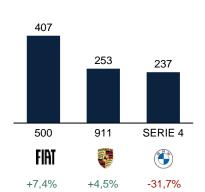
Δ Vol. % 23/22 YTD



Station Wagon



1.659

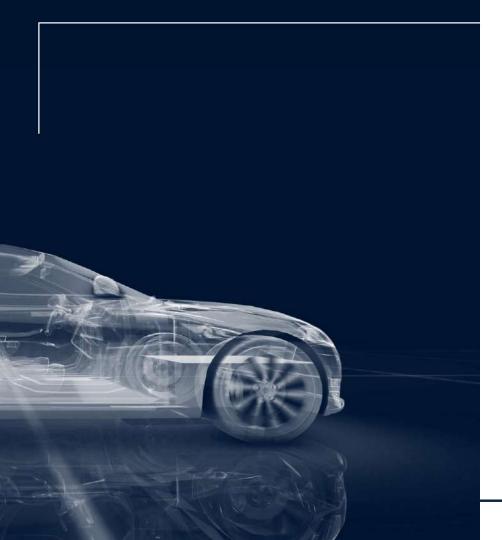


Sportive

25



Source: UNRAE



01. Europe

02. Italy

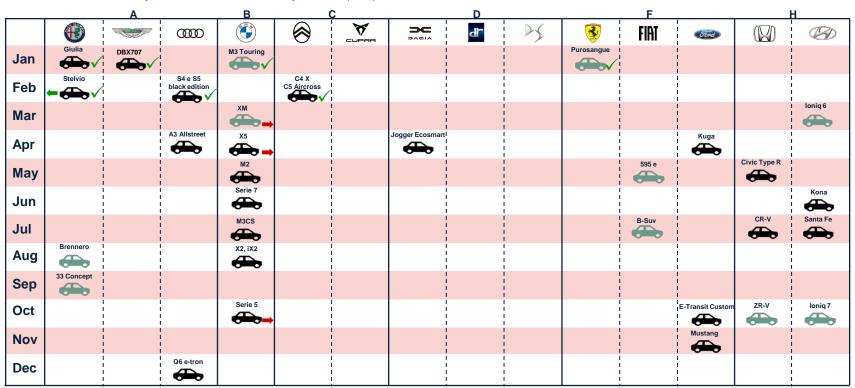
03. New car models launches in Italy

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)



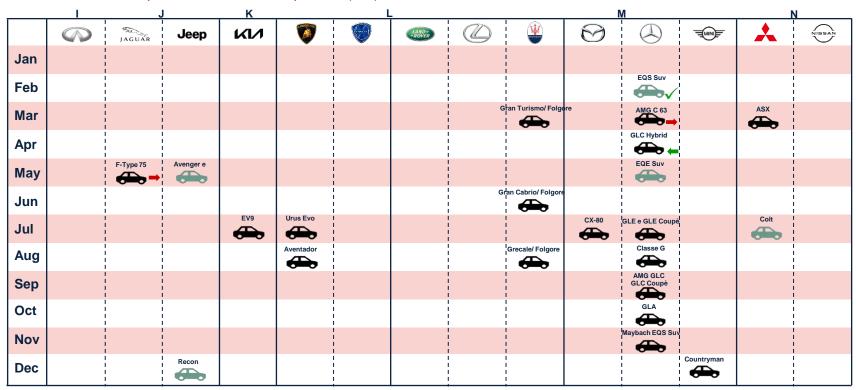






New Car Models Launches in Italy

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



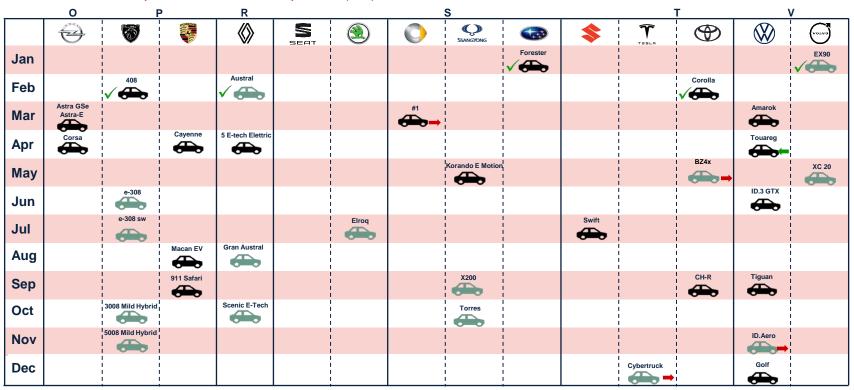






New Car Models Launches in Italy

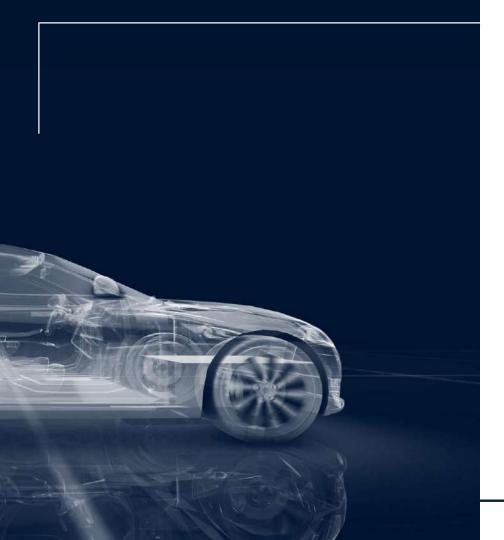
New models launch per brand – Roadmap 2023 (3/3)











01. Europe

02. Italy

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

Italy | New Vehicles registrations

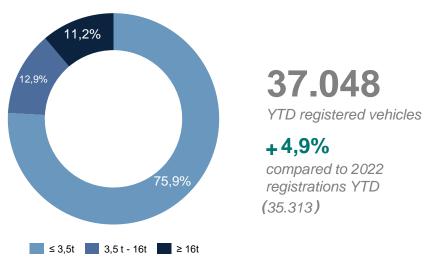


Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (1/2)

Commercial and Industrial Vehicles Highlights 2023

In February 2023, the commercial and industrial vehicles Market showed a general growth (even if lower than January), with a total of 18.953 new vehicles registered in the month (37.048 YTD). Commercial vehicles (≤ 3,5t) registered a decrease (-2,1%) in February 2023 compared to February 2022, instead, industrial vehicles registered an increase both in the light mass segment <16t (+3,8%) and in the heavy mass segment ≥16t (+7,8%).

Vehicles YTD distribution by category







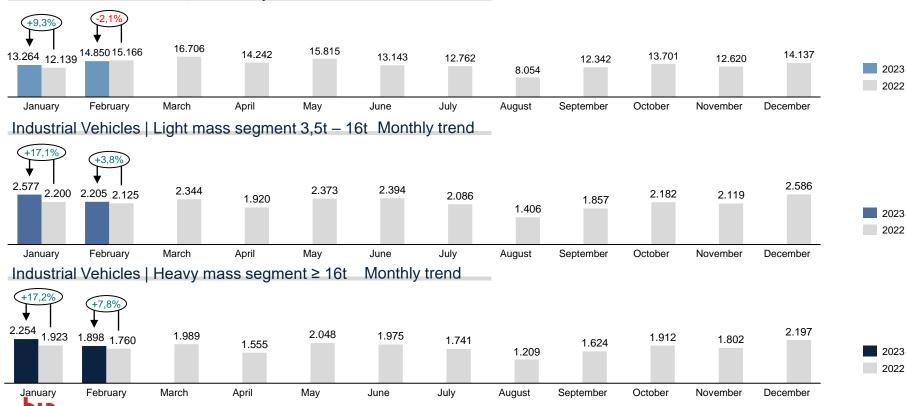
Italy | New Vehicles registrations

Source: UNRAF Forecast

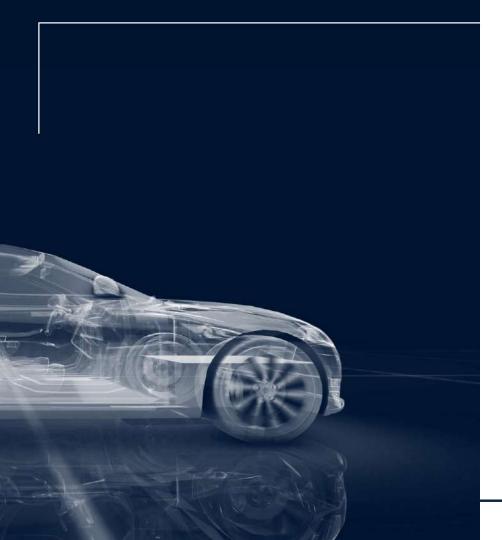


Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (2/2)

Commercial Vehicles ≤ 3,5t Monthly trend



32



01. Europe

02. Italy

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

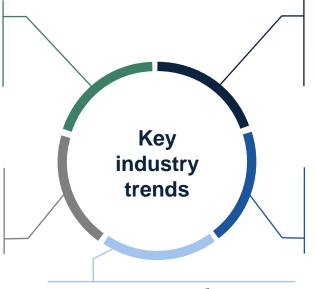
5 key trends are expected to push the evolution of the automotive industry. For each one in the following slides there is a selection of main news published from 27/02/2023 to 20/03/2023

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 FV needs





Digitalization

How digital twins give automakers 'superpowers' on the factory floor

Spot, a robotic canine developed by Audi and NavVis, a German startup, carries a 3D laser scanner that information photos of each instrument and sq. meter. The pictures might be fused to create a digital twin of the manufacturing facility (...)

https://autorecent.com/2023/03/05/how-digital-twins-give-automakers-superpowers-on-the-factory-floor

A British start-up is developing augmented reality on windshields. And has raised 50 million from automotive bigwigs Augmented reality may have found its definitive field of application: automotive. This is demonstrated by the success of Envisics, a British start-up that designs holographic technology capable of projecting information such as navigation and safety (...)

https://forbes.it/2023/03/10/envisics-finanziamenti-milionari-startup/





Electrification

The Stellantis 800 km platform will be produced in

Cassino

Up to 800 kilometers of autonomy. This is the promise of STLA Large, one of the new platforms for Stellantis electric cars, which is preparing to land in Italy. In fact, the Group is announcing production of the architecture at its Cassino plant in Lazio, Italy (...)

https://insideevs-it.cdn.ampproject.org/c/s/insideevs.it/news/656382/stla-large-piattaforma-stellantis-cassino/amp/

Atlante and To Dream: more than 130 fast and ultra-fast charging points for Turin's innovative urban district Atlante, the company dedicated to electric vehicles fast and ultra-fast charging infrastructure, becomes the exclusive partner for the electrification of Turin's To Dream, the most significant redevelopment project in the entire Piedmont region (...)

https://www.businesswire.com/news/home/20230308005719/en/Atlante-and-To-Dream-more-than-130-fast-and-ultra-fast-charging-points-for-Turins-innovative-urban-district

Partnership between Arval and Shell Recharge to foster the development of electric mobility Arval Italia and Shell Recharge Solutions have recently entered a partnership for the development of electric mobility in our country. An agreement made with the aim of supporting energy transition processes and the development of a more capillary (...)

https://www.fleetmagazine.com/arval-shell-partnership/?utm_source=linkedin





Connectivity



Mercedes pay+:
Mercedes-Benz
introduces native in-car
payment

Mercedes-Benz customers in Germany are able to authenticate payments via an in-car fingerprint sensor. With the new digital payment service Mercedes pay+, Mercedes-Benz introduces native in-car payments (...)

https://telematicsnews.info/2023/03/07/mercedes-pay-mercedes-benz-introduces-native-in-car-payment/

Volkswagen Group launches new in-vehicle app store

The new in-vehicle marketplace is being developed by the Group's software subsidiary CARIAD, with support from Harman, and will offer apps from third-party developers alongside exclusive apps from Audi, Porsche, and other Volkswagen Group brands (...)

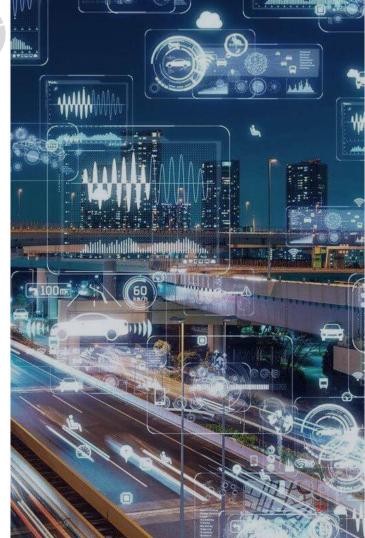
https://telematicsnews.info/2023/03/02/audi-integrates-store-for-apps-into-various-models/

Ford establishes Latitude
Al to develop future
automated driving
technology

Ford Motor Company has established Latitude AI, a wholly owned subsidiary focused on developing a hands-free, eyes-off-the-road automated driving system for millions of vehicles(...)

https://www.automotiveworld.com/news-releases/ford-establishes-latitude-ai-to-develop-future-automated-driving-technology/







Mobility Services

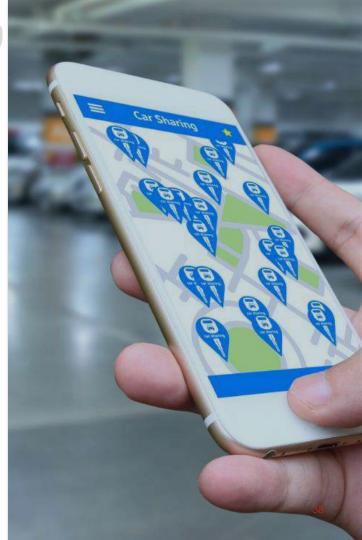
Vingroup Chairman establishes electric vehicle rental and taxi service company Vingroup Chairman Pham Nhat Vuong announced the establishment of the Green and Smart Mobility Joint Stock Company (GSM), an entity dedicated to using VinFast electric cars and scooters for rental and taxi services (...)

https://www.automotiveworld.com/news-releases/vingroup-chairman-establishes-electric-vehicle-rental-and-taxi-service-company/

Toyota launches the C+walk S in Japan, a new form of walking-assistance mobility

Toyota Motor Corporation (Toyota) announced today that it will release the C+walk S, a pedestrian-mobility-assistance model that is the second in the new C+walk mobility series (...)

https://www.automotiveworld.com/news-releases/toyota-launches-the-cwalk-s-in-japan-a-new-form-of-walking-assistance-mobility/





2

Sustainability (1/2)

Stellantis announces copper investment to support net zero goals

Stellantis has announced that it will invest \$155 million to support the operations a sustainable copper mine located in Argentina – a project it expects to support its goal to become carbon net zero by 2038 (...)

https://telematicsnews.info/2023/02/28/stellantis-announces-copper-investment-to-become-carbon-net-zero-by-2038/

Audi: Turning old into new: MaterialLoop project tests circular economy potential of end-of-life vehicles With its joint project "MaterialLoop", Audi is taking the next step toward closing more material cycles in the automotive industry. Together with 15 partners from the research, recycling, and supplier sectors, the brand with the four rings is looking into the reuse (...)

https://www.automotiveworld.com/news-releases/audi-turning-old-into-new-materialloop-project-tests-circular-economy-potential-of-end-of-life-vehicles/

BMW Group: Fully optimised for sustainability

The BMW Group's light metal foundry in Landshut has once again been certified by an independent party for its sustainable use of aluminium – meeting the standards of the Aluminium Stewardship Initiative (ASI) (...)

https://www.automotiveworld.com/news-releases/bmw-group-fully-optimised-for-sustainability/





~

Sustainability (2/2)

ENI's new Biodiesel
HVOlution: "Will play an
important role in making
all mobility more
sustainable"

ENI has put a new biofuel on the market: it is called HVOlution and is the first Eni Sustainable Mobility biodiesel produced with 100% renewable raw materials. It is a product in line with Eni's evolution towards achieving carbon neutrality by 2050 (...)

https://motori.virgilio.it/smart-mobility/intervista-biodiesel-eni-stefano-ballista/189847/

Aramco joins Geely and Renault to develop ICE, e-fuel solutions Aramco is joining forces with Zhejiang Geely and Renault to develop efficient internal-combustion engines, including engines designed to run on e-fuel and hydrogen. (...)

https://www.motorauthority.com/news/1138922_aramco-joins-geely-and-renault-to-develop-ice-e-fuel-solutions





Thank you.

Andrea Ingallinera

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