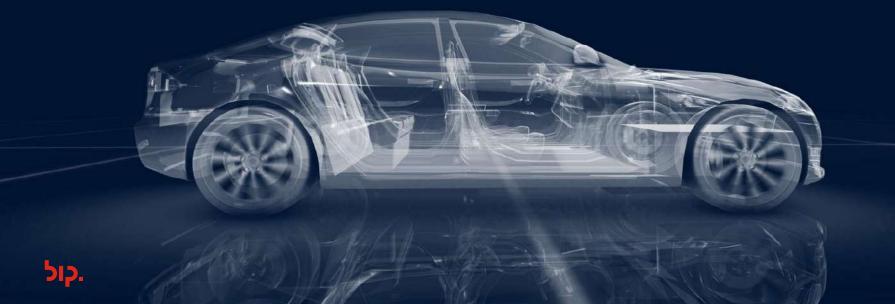
BIP AutObserver

Analysis of new car registrations

April 2023



Executive Summary

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



Top Countries by growth of new registrations: 26 countries grew in April 2023 compared to April 2022, the highest rates for Croatia (+44,0%), Belgium (40,4%) and Netherlands (+35,2%). Only 5 Countries decreased, Malta the only one in double digits (-14,0%).

Top 3 Countries by market share: Germany 20,7% (-1,8 p.p.), UK 14,9% (0,0 p.p.) and France 13,2% (-0,1 p.p.) in April 2023 YTD compared to April 2022 YTD.

Brands: among the **Top 15 by volume**, the highest growth comparing April 2023 to April 2022 for Dacia (+44,6%), Skoda (+41,4%) and Renault (+35,9%), while highest decrease for Citroen (-8,0%) and Fiat (-6,8%)

Premium brands:** all 3 Premium brands increased both in the month of April 2023 and YTD, Audi (+25,8% monthly and +20,8% YTD), Mercedes (+2,5% monthly and +10,3% YTD) and BMW (+1,1% monthly and +4,0%YTD)



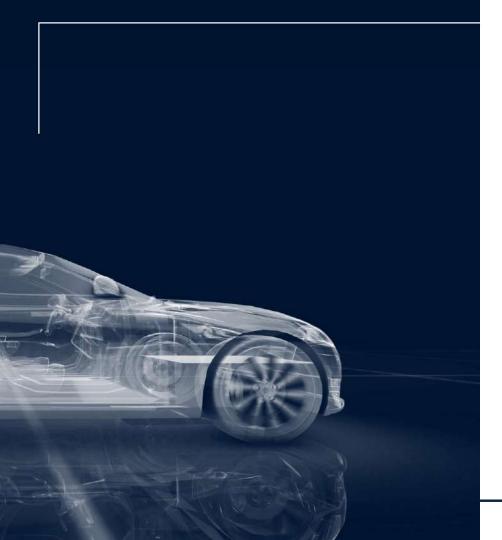
Areas monthly results: North-East +40,9%, North-West +24,6%, Center +28,1%, South +14,5% and Islands +13,4%, comparing April 2023 to April 2022

Customer segments: Retail +11,5%, Fleet +71,3% and Business +18,0% April 2023 vs April 2022

Brands: considering YTD results, among the **Top 15 by volume** all the brands registered an increase, the highest for **Jeep** (+51,1%) and **Renault** (+42,9%)

Premium brands**: all Premium brands increased in April 2023 compared to April 2022 both monthly and YTD: Audi (+42,8% monthly and +34,8%YTD), BMW (+23,8% monthly and 19,9% YTD) and Mercedes-Benz (+14,6% monthly and +21,1% 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

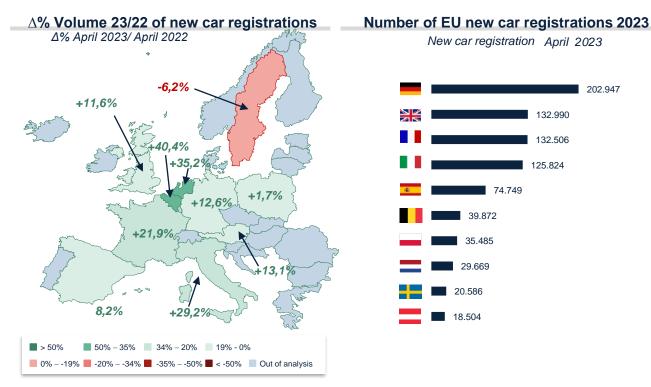
Europe | *Market Overview*

European Markets* new car registrations



+16,1%

Top 10 European Markets* – April 2023





- The European market (EU+UK+EFTA) registrations increased from 831.014 in April 2022 to 964.932 cars in April 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:
 - Belgium (+40,4%)
 - o Netherlands (+35,2%)
 - o Italy (+29,2%)
- Sweden is the only market, among the top 10, that decreased (-6,2%) in April 2023 compared to April 2022



Europe | *Market Overview*

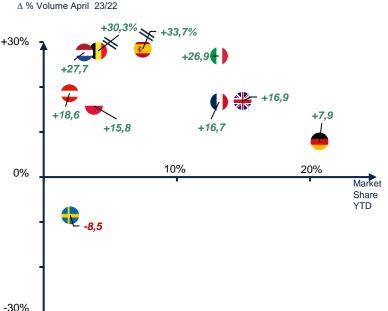
Top 10 European Markets* – April 2023 YTD

European Markets* new car registrations



+17.2%

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



#	Country	MS April 2023 YTD	Δ VS 2022	Sales Volume April 2023 YTD
1	GER	20,7%	+7,9%	869.765
2	UK	14,9%	+16,9%	627.250
3	FRA	13,2%	+16,7%	553.393
4	ITA	13,2%	+26,9%	552.853
5	≰ SPA	7,4%	+33,7%	312.314
6	BEL	4,1%	+30,3%	171.356
7	POL	3,8%	+15,8%	158.516
8	NET	3,0%	+27,7%	128.094
9	SWE	2,0%	-8,5%	83.890
10	AT	1,9%	+18,6%	81.556

Highlights

- Considering YTD results, 28 countries out of 31 increased in April 2023 compared to April 2022 YTD, with significant results for Portugal (+44,2%), Greece (+38,8%) and Croatia (+38,8%). Only 3 countries decreased, Norway the only one in double digits (-10,5%)
- Regarding the top 10 countries, Germany still led with a Market Share of 20,7%, followed by UK, France and Italy



Europe | New car registrations by brand



Top 15 - April 2023 YTD























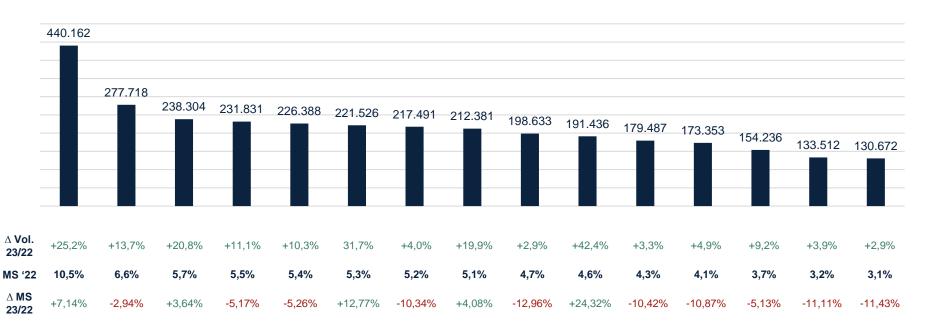




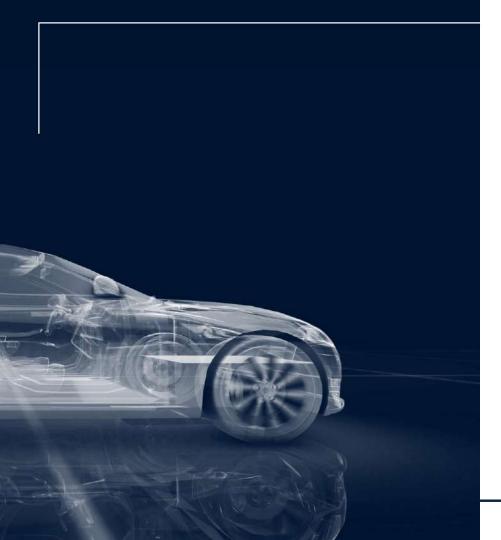












01. Europe

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

April 2023 Highlights

Ninth consecutive month with an **increase in registrations**: **April 2023** records **+29,2%** (125.805) compared to April 2022 (97.365), bringing total 2023 registrations 2023 YTD to 552.850, **+26,9%** compared to 2022 YTD. The recovery is consolidated thanks to an **increase in offer** compared to 2022 affected by the supply chain crisis, but **registrations remain behind 2019.**

Growth is still led by the **fleet segment** which **increased its Market Share** compared to Private and Business, mainly thanks to the LTR cluster (+61,3% YTD compared to April 2022 YTD).

EVs decreased their **Market Share** in April 2023 compared to April 2022 (-1,0 p.p.), **loosing share to LPG and Petrol** (+0,9 p.p. and +2,2 p.p. respectively). In April 2023, all **geographical areas** registered a **double-digit increase**, the most significant for **North-East with +40,9%**.

Renault and Peugeot are the two brands with the greatest growth in April (+98,1% and 74,7%) while considering YTD results Jeep, Volkswagen and Renault are the brands with the highest increase. Among the top 15, significant results were also achieved by Lynk&CO, DR and Alfa Romeo.





■ 2021/2022 **■** 2022/2023

Italy | Market Overview

Italian Market - April 2023 vs April 2022

Italy New Car Registrations 2022

2023

(4)

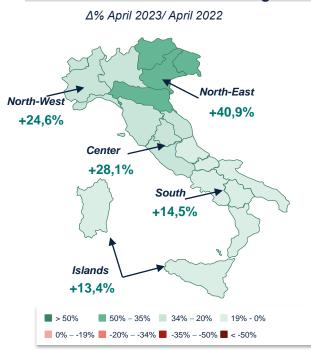
97.365

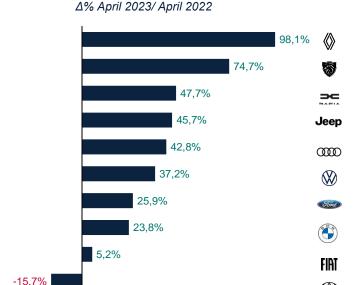
125.805

29,2%



Δ % Volume 23/22 of New Car Registrations Growth of Top 10 Brands by Volumes







Highlights

- In April 2023, the Italian Market confirmed the positive result of March 2023, with an increase of +29,2% compared to April 2022
- The highest growth for Renault (+98,1%), Peugeot (+74,7%) and Dacia (+47,7%).
- Only Toyota decreased among the top 10 brands by volumes
- Every region of the **Italian Market** registered an increase, especially the North-East (+40,9%), the North-West (+24,6%) and the Center (+28,1%).
- South and Islands, although to a lower extent, also showed an increase of +14,5% and +13,4%



Italy | Market Overview

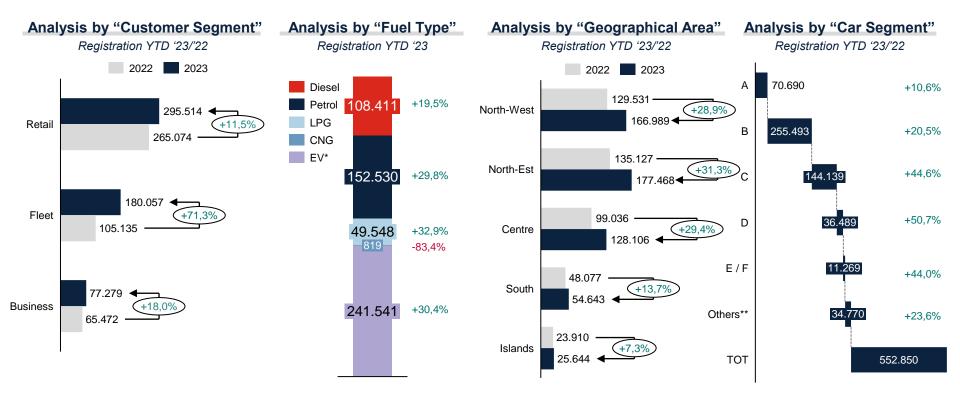
Italy New Car Registrations (YTD) 20222023

435.681 552.850

26,9%



Italian Market - April 2023 YTD vs April 2022 YTD





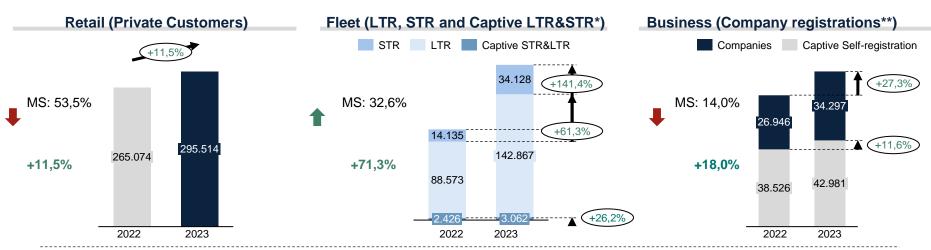
Italy | Market Highlights

Italy New Car Registrations (YTD) 2022 2023 435.681 552.850

26,9%



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

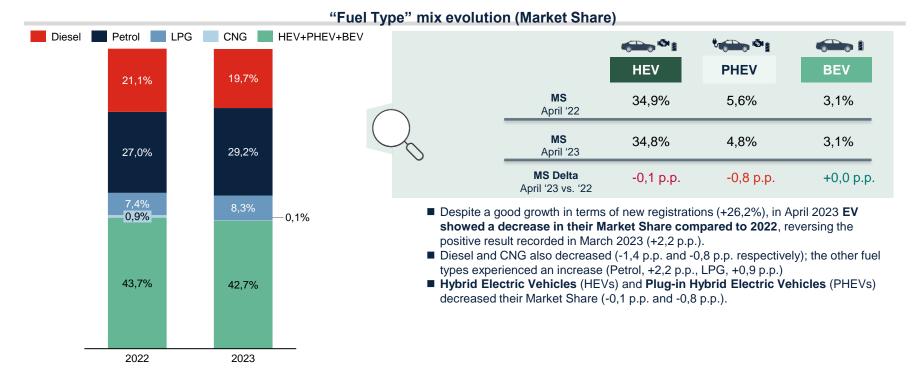


- Compared to April 2022 YTD, in 2023 the Retail segment registered an increase 11,5% (30.440 additional units sold) but also the largest drop in terms of Market Share -7,3 p.p. (53,5% in April 2023 vs. 60,8% in April 2022), continuing to lose share to the Fleet segment
- Fleet segment confirmed in April YTD 2023 the impressive result (+71,3%) already recorded in March 2023, led mainly by the LTR cluster. Among the three channels, Fleet is the only one that showed an increase in its Market Share (+8,5 p.p.), led by STR (+3,0 p.p., 6,2% in April 2023 YTD vs 3,2% in April 2022 YTD) and LTR (+5,5 p.p., 25,8% in April 2023 vs 20,3% in April 2022)
- The increase of the Business segment registrations in April 2023 is linked both to the increase of Companies registrations (+27,3% or 7.351 additional units sold),and Captive self-registrations (+11,6% or 4.456 units sold). Market share slightly decreased compared to 2022 (-1,0 p.p.)
- Market Share YTD increase / decrease April 2023 / April 2022 (YTD)
 - △% Volume April 2023 / April 2022 (YTD)



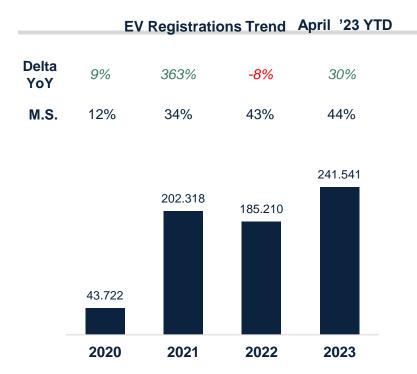
Italy | *Market Highlights*

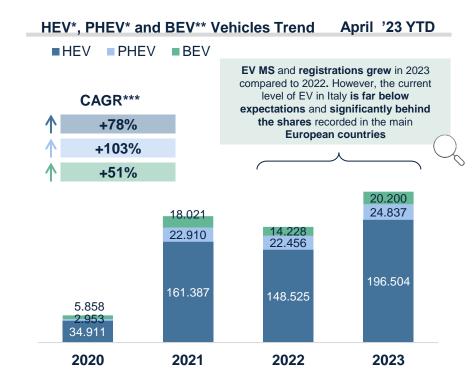
Italian Market - April 2023 vs April 2022





New car registrations of Hybrid vs Pure Electric vehicles







Italy | New car registrations by brand

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















Jeep 🚥



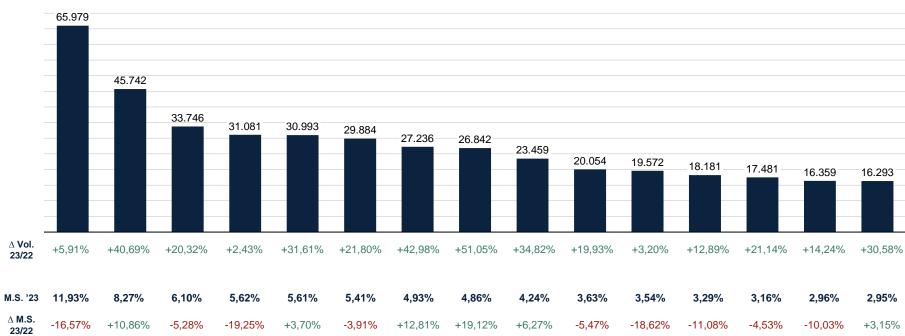










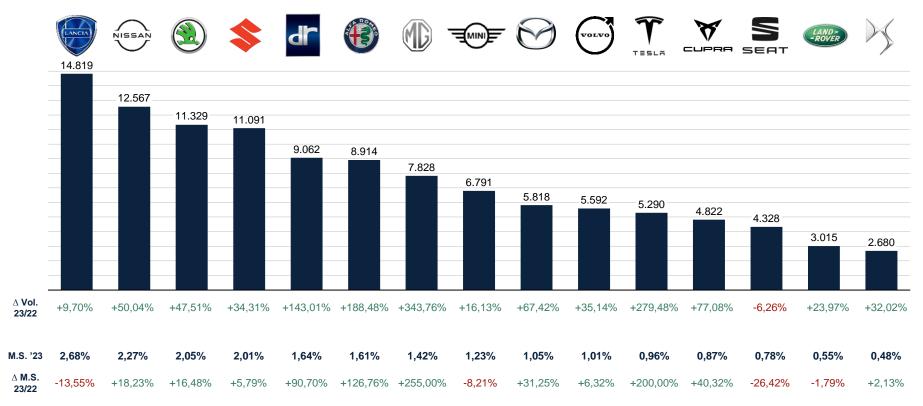




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Italy | New car registrations by brand

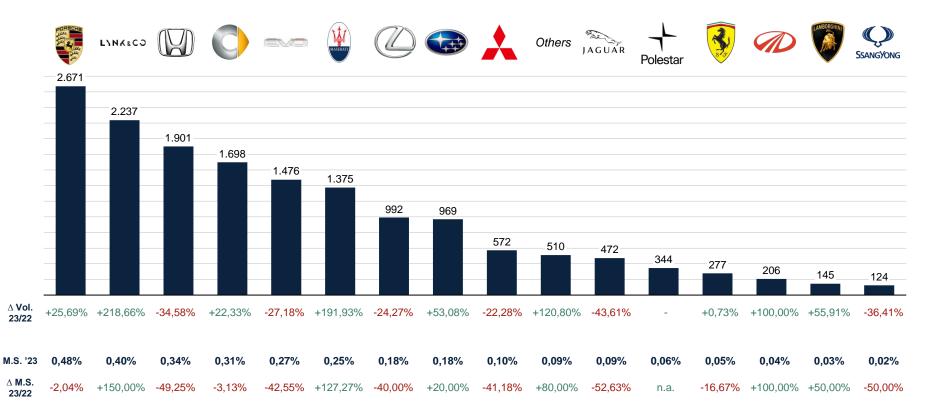
New car registrations by brand – April 2023 YTD (2/3)





Italy | New car registrations by brand

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

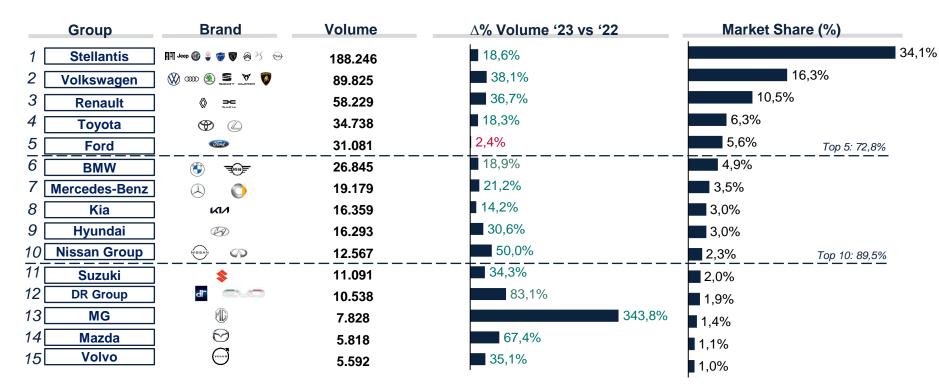




16

Italy | New car registrations by group

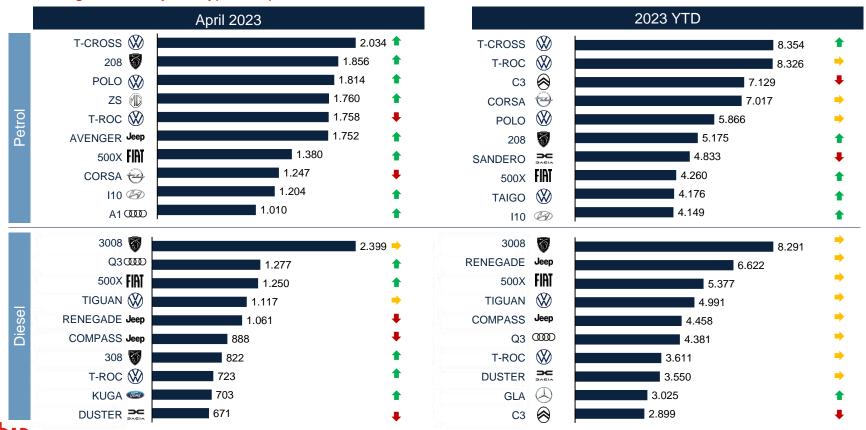
New car registrations by group – Top 15 – April 2023 YTD



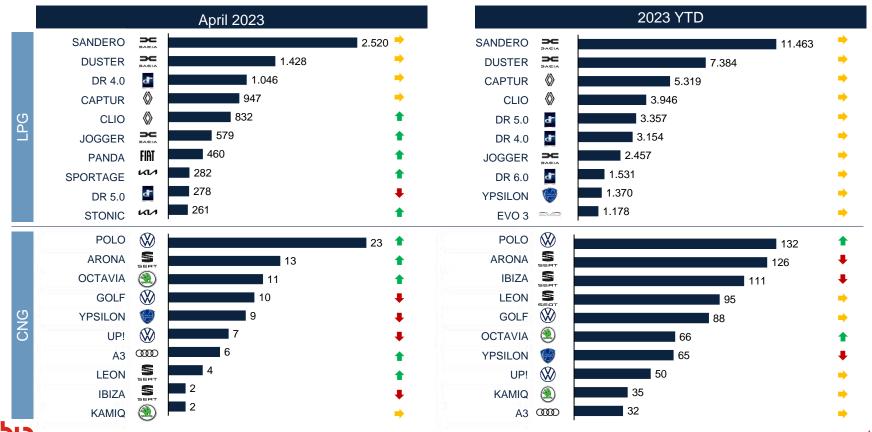


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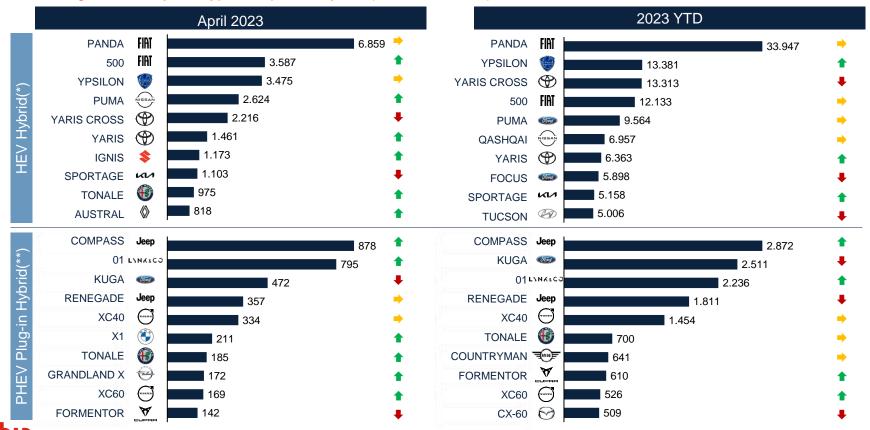
New car registrations by fuel type – Top 10 – Petrol and Diesel



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

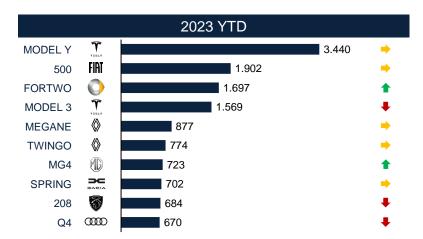


New car registrations by fuel type – Top 10 – Hybrid (HEV and PHEV)



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







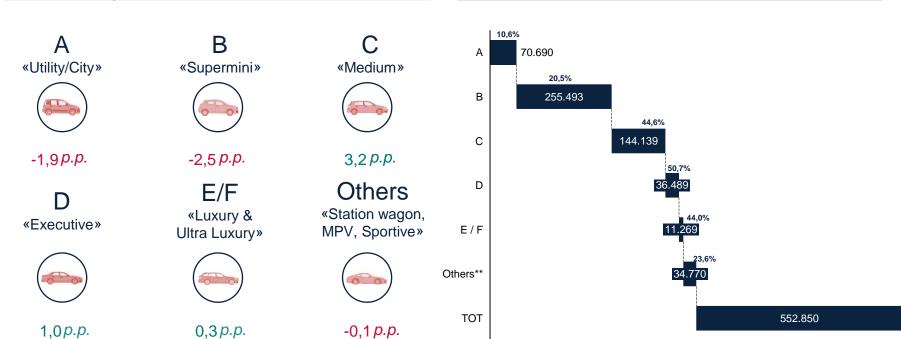


Overview of new car registrations by segment



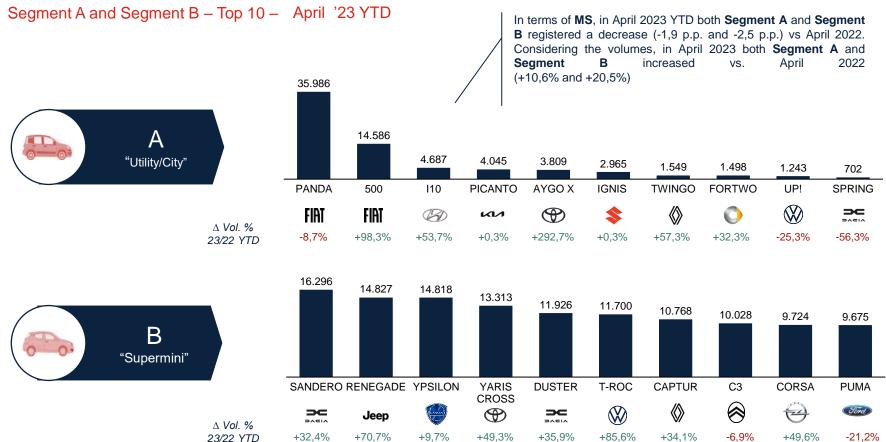
Segments Growth in Market Share*

Market Share and Volume**









512.

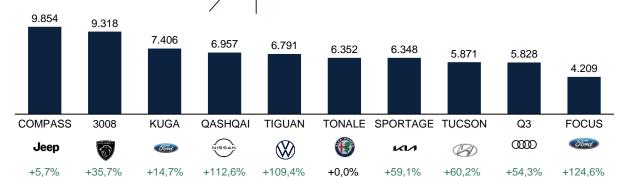


Segment C and Segment D - Top 10 - April '23 YTD

In terms of MS, in April 2023 YTD both Segment C and Segment D registered an increase (+3,2 p.p. and +1,0 p.p.) vs April 2022. Considering the volumes, in April 2023 YTD both Segment C and **Segment D** increased vs. April 2022 (+44,6% and +50,7%)

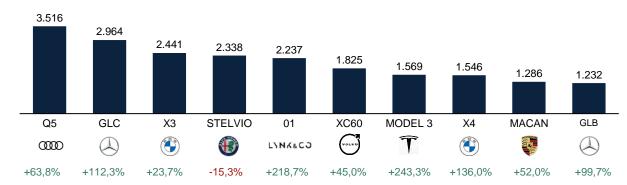


Δ Vol. % 23/22 YTD





A Vol %



23/22 YTD

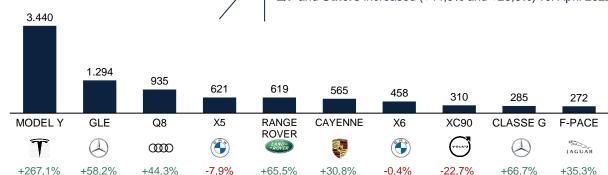


Segment E/F and Others – Top 10* – April '23 YTD

In terms of **MS**, in April 2023 YTD, **Segment E/F** registered an increase (+0,3 p.p.) while **Others** decreased (-0,1 p.p.) vs April 2022. In terms of volumes, in April 2023 YTD both **Segment E/F** and **Others** increased (+44,0% and +23,6%) vs. April 2022



Δ Vol. % 23/22 YTD





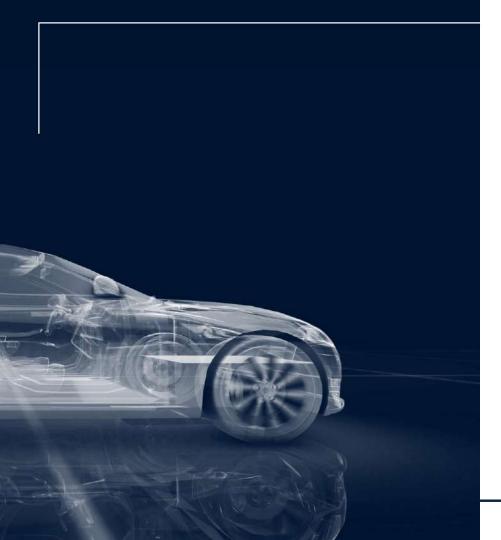
Δ Vol. % 23/22 YTD











01. Europe

02. Italy

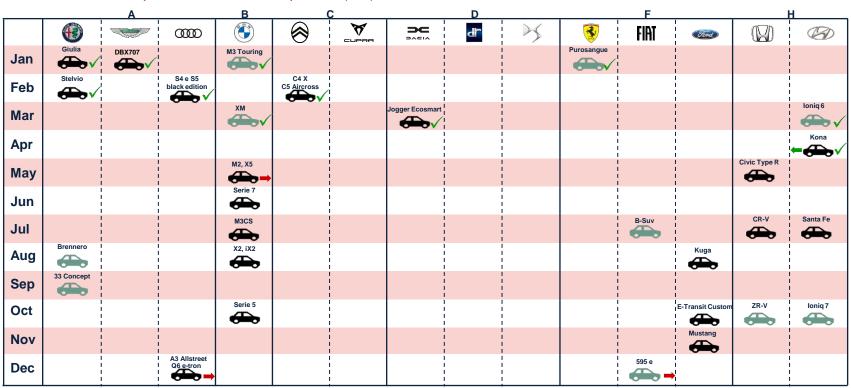
03. New car models launches in Italy

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)



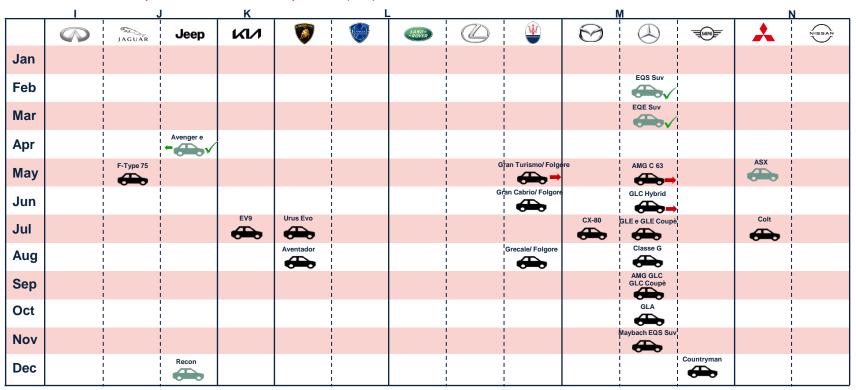






New Car Models Launches in Italy

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



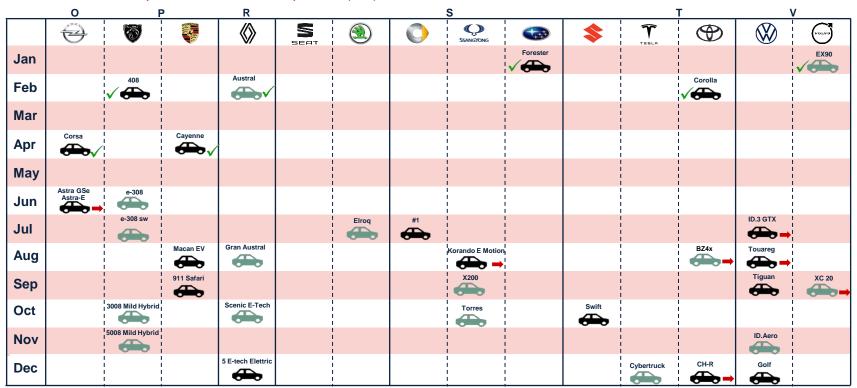






New Car Models Launches in Italy

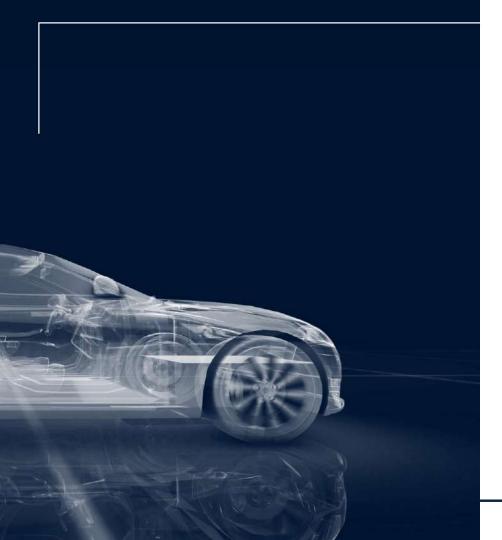
New models launch per brand – Roadmap 2023 (3/3)











01. Europe

02. Italy

03. New car models launches in Italy

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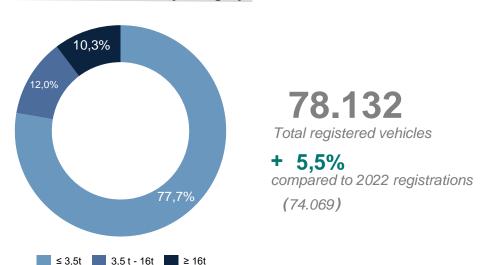


Italian Market - Commercial and Industrial vehicles Registration 2023 vs 2022 (1/2)

Commercial and Industrial Vehicles Highlights 2023

In **April 2023**, the **commercial and industrial vehicles Market** showed a **general growth** with a total of **17.197** new vehicles registered in the month (78.132 YTD). Commercial vehicles (≤ 3,5t) registered a drop (-4,5%) in April 2023 compared to April 2022, while industrial vehicles recorded an increase both in the **light mass segment <16t** (+2,7%) and in the **heavy mass segment ≥16t** (+4,5%).

Vehicles YTD distribution by category

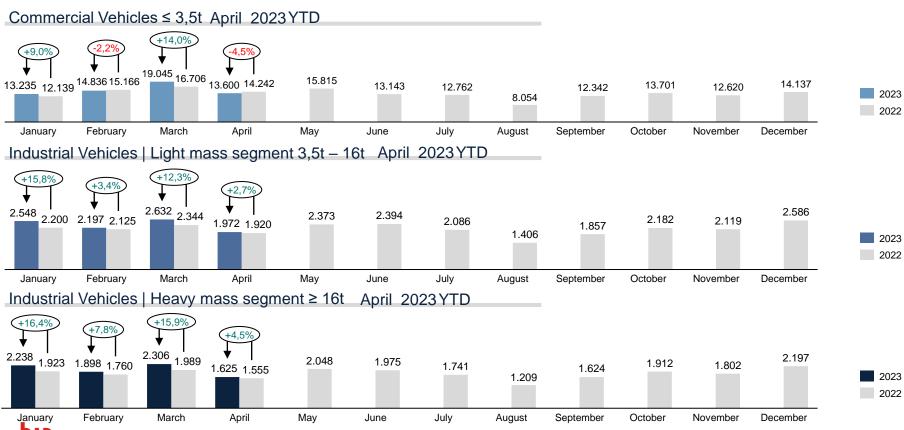






Source: UNRAF Forecast

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



32





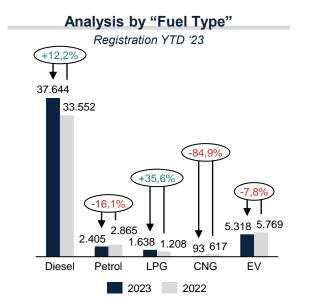
Commercial Vehicles January - March Analysis

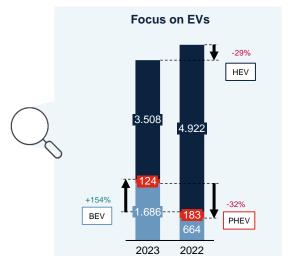
In the first 3 months of **2023**, the **commercial vehicles** increased in new registrations (+7,0%), with a total of **47.098**, **mainly driven** by the **Fleet segment**, while **Retail** and **Business** recorded a **decrease**.

Regarding the fuel type, significative increase for LPG (+35,6%) and Diesel (+12,2%), while Petrol, CNG and EV continue to decrease.

Analysis by "Customer Segment" Registration YTD '23/'22 -2,0% 22.160 22.604 17.091 15.948 Retail Fleet Business

2022







33

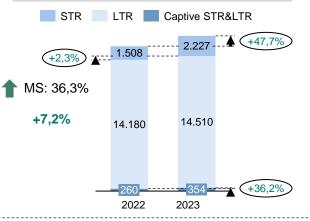


Italian Market - Commercial vehicles March 2023 YTD vs March 2022 YTD

Retail (Private Customers) MS: 16,7% -8,2% 8.546 7.847

■ Compared to 1Q 2022 YTD, in the first 3 months of 2023, the Retail segment registered a decrease both in terms of registrations (-8,2%) and Market Share (-2,7 p.p.: 16,7% in 1Q 2023 vs. 19,4% in 1Q 2022)

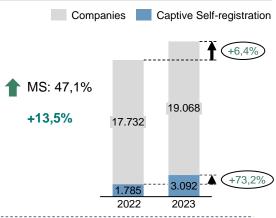
Fleet (LTR, STR and Captive LTR&STR*)



■ Captive STR<R (+36,2%), STR (+47,7%) and LTR (+2,3%) registered an increase in 1Q 2023 over the same period in 2022.

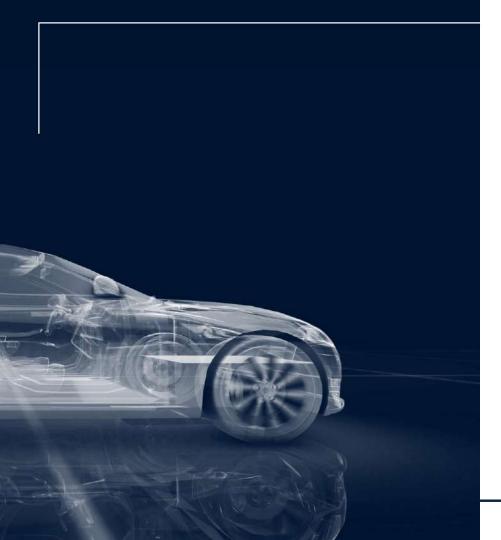
The Market Share of Captive STR<R (0,8% in 1Q 2023 vs 0,6% in 1Q 2022) and STR (4,7% in 1Q 2023 vs 3,4% in 1Q 2022) increased, while the LTR Market Share decreased (30,8% in 1Q 2023 vs 32,2% in 1Q 2022)

Business (Company registrations)**



- The increase of the **Business segment** registrations in **1Q 2023** is mainly related to the increase of **Captive self-registrations** (+73,2% or 1.307 units sold), and to a minor extent to **Companies registrations** (+7,5% or 1.336 additional units sold)
- Market Share increase / decrease Jan-Mar 2023 / Jan-Mar 2022
- ∆% Volume Jan-Mar 2023 / Jan-Mar 2022





01. Europe

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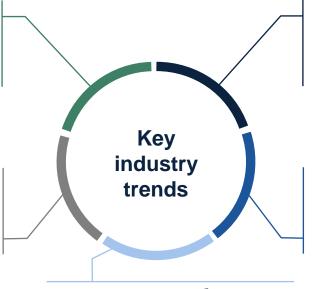
5 key trends are expected to push the evolution of the automotive industry. For each one in the following slides there is a selection of main news published from 24/04/2023 to 23/05/2023

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

Redrive is born: the new Koelliker brand revolutionizing the world of used cars Koelliker Group launches Redrive, the physical and digital marketplace for 360-degree integrated used car management that empowers dealers and private customers to easily sell and purchase used (...)

https://www-autoappassionati-it.cdn.ampproject.org/c/s/www.autoappassionati.it/nasce-redrive-il-nuovo-brand-koelliker-cherivoluziona-il-mondo-dellusato/amp/

BMW launches Digital Key Plus for Android BMW customers with compatible Samsung or Google devices will be able to use them to lock or unlock their BMW and start the engine. The suitable hardware has been projected to use older devices too. (...)

https://telematicsnews.info/2023/04/24/bmw-updates-on-digital-key-plus/





Electrification (1/3)

BMW Group & E.ON launch Connected Home Charging ecosystem "The BMW Group & E.ON have launched Connected Home Charging – a pan-European ecosystem based around intelligent home EV charging. Through the partnership, both companies are looking to develop an ecosystem that will allow customers to connect (...)

https://telematicsnews.info/2023/05/02/bmw-group-and-e-on-create-connected-home-charging-ecosystem-for-intelligent-charging-at-home/

Shell and Volkswagen push ahead the expansion of charging infrastructure: Opening of the first innovative Flexpole charging station Shell Germany and the Volkswagen Group are jointly driving forward the expansion of the charging infrastructure for electric mobility. The first innovative 150 kW Elli Flexpole charging station was put in operation at a Shell service station in Göttingen (...)

https://www.automotiveworld.com/news-releases/shell-and-volkswagen-push-ahead-the-expansion-of-charging-infrastructure-opening-of-the-first-innovative-flexpole-charging-station/

Be Charge: European Commission and CDP fund 100 million for Hpc infrastructure in EU The European Commission and Cassa Depositi e Prestiti have funded Plenitude Be Charge with more than 100 million euros to build one of Europe's largest high-speed charging infrastructures by 2025 (...)

 $\underline{\text{https://e-ricarica.it/be-charge-commissione-europea-e-cdp-finanziano-100-milioni-per-infrastrutture-hpc-in-ue/linearica.}$





Electrification (2/3)

Hyundai Motor Group & SK On to establish \$5 billion EV battery cell production JV in the U.S.

Hyundai Motor Group has announced that it plans to set up a US-focused EV battery cell production joint venture with its partner, SK On. The Group affiliates Hyundai Motor Company, Kia Corporation, and each approved the plan (...)

 $\underline{\text{https://telematicsnews.info/2023/04/26/hyundai-motor-group-sk-on-to-establish-5-billion-ev-battery-cell-production-jv-in-the-u-s/}$

In tomorrow's Europe, charging stations every 60 km By 2026, charging stations for electric cars will have to be installed every 60 km along major European arteries. Every 120 km for charging trucks. It will be up to individual European countries to present plans to achieve the targets set by the Union. (...)

https://emob-italia.it/2023/05/13/nelleuropa-di-domani-colonnine-ogni-60-km/

GM Envolve launches as a one-stop shop to help fleets go electric General Motors launched its newest business unit, GM Envolve. The goal is to utilize all aspects of GM to create a new, all-in-one user experience enabling commercial and fleet customers to transition to electric seamlessly (...)

https://statics.teams.cdn.office.net/evergreen-assets/safelinks/1/atp-safelinks.html





Electrification (3/3)

Koelliker Powered by Askoll, the Italian Electric Scooter The Koelliker Group, a leading Italian provider of sustainable and intelligent mobility solutions, exclusively presents the first Koelliker branded electric scooter powered by Askoll, an Italian company with over 45 years of experience (...)

https://www.quotidianomotori.com/moto/koelliker-powered-by-askoll-scooter-elettrico/





Connectivity

Google shares in-vehicle technology updates at 2023 I/O event

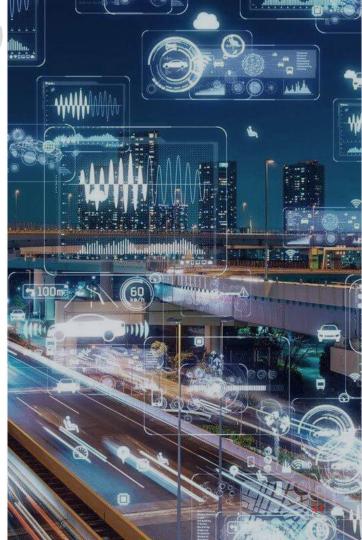
Google detailed a series of new updates that will soon be rolling out to Android Auto, its smartphone mirroring system, and Google built-in, its proprietary infotainment system (...)

https://telematicsnews.info/2023/05/11/google-shares-in-vehicle-technology-updates-at-2023-i-o-event/

Porsche, VW Commercial Vehicles partner with Mobileye on automated driving software

Porsche will use Mobileye's "Supervision" system to allow drivers to autonomously follow navigation routes chosen by the driver, change lanes and overtake other vehicles (...)

https://europe.autonews.com/automakers/porsche-vw-partner-mobileye-automated-driving-software





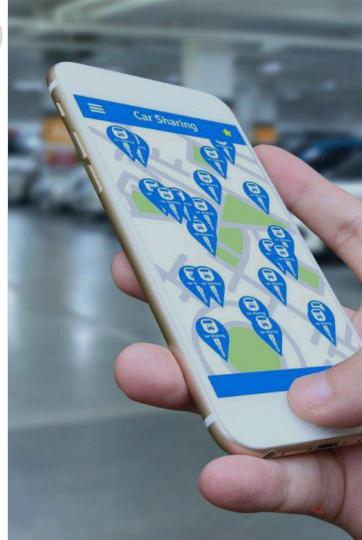
Mobility Services

Dott e-scooters launch in Madrid with low fares for everyday use Dott, the responsible micro mobility operator, today launches a fleet of 2.000 shared e-scooters in Madrid. Dott's service has been integrated with the Madrid 360 app. The collaboration is combining public transport services with shared micro mobility (...)

https://www.automotiveworld.com/news-releases/dott-e-scooters-launch-in-madrid-with-low-fares-for-everyday-use/

Scooter sharing company Acciona leaves Italy Goodbye red scooters in Milan and Rome. Acciona closes its Italian market on 30 April and fires its 39 employees. Too many potholes, but above all, too many damages and thefts as in no other country. The necessary insurance costs did not make the (...)

https://www.open.online/2023/04/27/acciona-scooter-sharing/







Sustainability

Mercedes-Benz AG to integrate aluminum with almost 70 per cent CO₂ reduction into series production

After announcing the technology partnership with aluminum producer Hydro in December 2022, Mercedes-Benz presents first results of its low-carbon-technology roadmap (...)

https://www.automotiveworld.com/news-releases/mercedes-benz-ag-to-integrate-aluminium-with-almost-70-per-cent-co%e2%82%82-reduction-into-series-production/

Paccar and Toyota expand hydrogen fuel cell truck collaboration to include commercialization Paccar and Toyota Motor North America, Inc. announced an expansion of their joint efforts to develop and produce zero emissions, hydrogen fuel cell Kenworth and Peterbilt trucks powered by Toyota's next-generation hydrogen fuel (...)

https://www.automotiveworld.com/news-releases/paccar-and-toyota-expand-hydrogen-fuel-cell-truck-collaboration-to-include-commercialization/





Thank you.

Andrea Ingallinera

Partner

andrea.ingallinera@bip-group.com cell. +39 335 684 2775

Gerardo Ferracane

Partner

gerardo.ferracane@bip-group.com cell. +39 334 664 4504

Business Integration Partners S.p.A.

Piazza San Babila 5 20122 Milano www.bipconsulting.com

HERE TO DARE

Fabrizio Arena

Partner

fabrizio.arena@bip-group.com cell. +39 335 123 2387

Massimiliano Tortorella

Principal

massimiliano.tortorella@bip-group.com cell. +39 334 620 9636

