BIP AutObserver

Analysis of new car registrations



Executive Summary

Analysis of new car registrations in Europe & Italy – May 2022



Top 3 Countries by growth of new registrations: Iceland +65,9%, Bulgaria +35,2% and Cyprus +26,8% comparing May 2022 with May 2021

Top 3 Countries by market share: Germany 22,4% (+0,9 p.p.), United Kingdom 14,6% (+0,7 p.p.) and France 13,3% (-0,6 p.p.) in May 2022 YTD compared to May 2021 YTD

Brands: among the **Top 15 by volume**, only Kia +20,5%, Dacia +14,1%, Hyundai +13,3% and Toyota +0,7% are growing, both considering current month and YTD results, while all the other brands are decreasing (highest loss for Skoda -25,1% YTD and Citroen -24,8% YTD)

Premium brands: among the Top 15 by volume, Audi, Mercedes-Benz and BMW are still decreasing comparing May 2022 with May 2021 (respectively: -18,5%, -7,1%, -14,0%) and May 2022 YTD with May 2021 YTD (-9,9%, -12,3% and -14,1%)

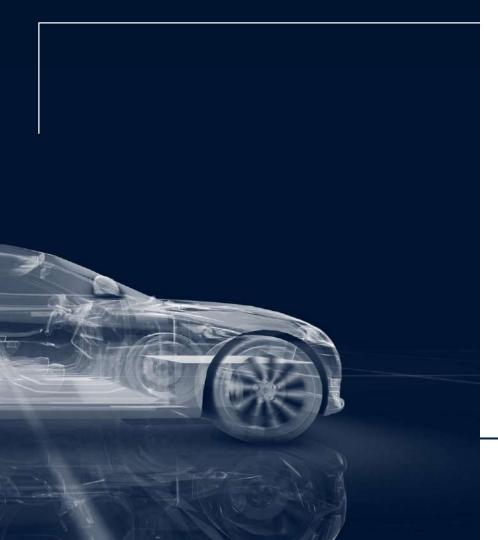


Areas monthly results: North-East -21,0%, North-West -13,8%, Centre -8,2%, South -12,1% and Islands -18,0%, comparing May 2022 with May 2021

Customer segments: Retail -26,6%, Fleet -18,7% and Business -23,2% May 2022 YTD vs May 2021 YTD (overall market -24,3% YTD)

Brands: among the **Top 15 by volume** only Dacia is growing in volume (+16,4% YTD, +0,5% in May), while all the others are decreasing both considering monthly and YTD results (Kia -3,4% YTD and Toyota -13,1% YTD are the brands with the lowest loss)

Premium brands: among the Top 15 by volume only BMW is decreasing less than the overall market (-20,1% YTD), while Audi and Mercedes-Benz show a volume reduction respectively of -25,5% YTD and of -25,8% YTD



01. Europe

Market overview New car registrations by brands

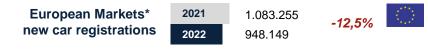
02. Italy

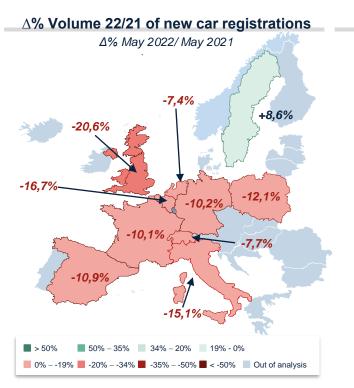
03. New car models launches in Italy

04. News on key industry trends

Europe | Market Overview

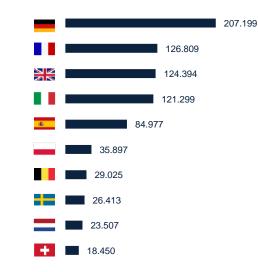
Top 10 European Markets* – May 2022





Number of EU new car registrations 2022

New car registration May 2022



Highlights

- The European market (EU+UK+EFTA) had a decrease in registrations from 1.083.027 in May 2021 to 948.149 cars compared to the same period in 2022 (10th consecutive month in negative).
- During May, the EU passenger car market has shown a recovery compared to previous months, moving from a decrease in car registrations of 20,2% in April 2022 to 12,5% in May 2022
- An increase has been registered for 7 out of 30 countries (only Sweden, among the top 10 for volume) while a decrease occurred for 23 countries (highest decline for UK -20,6% in May 2022 vs. 2021 among the top 10 for volume)

(*) EU (26 Countries) + EFTA Countries (Iceland, Norway, Switzerland) + UK

Europe | Market Overview

Top 10 European Markets* – May 2022 YTD



Highlights - Δ % Volume 22/21 & Market Share (MS)

 Δ % Volume May 22/21

+30% 7			#	Country	MS May 2022 YTD	∆ VS 2021	Sales Volume May 2022 YTD
-			1	GER	22,4%	-9,3%	1.013.417
			2	UK	14,6%	-8,7%	661.121
-		3	3	FRA	13,3%	-16,9%	600.893
			4	ITA	12,3%	-24,3%	556.974
0% -	10%	20% _9,3% Market	5	SPA	7,0%	-11,5%	318.487
	-10,477	Share YTD	6	POL	3,8%	-13,1%	172.820
1	-13,1% -11,5%	-	7	BEL	3,5%	-16,0%	160.573
	-13,8% -16,0%		8	NET	2,7%	-4,6%	123.811
1	-24,3%		9	SWE	2,6%	-13,8%	118.094
-30%			10	CHE	1,9%	-10,4%	88.323



- From January to May 2022 4.531.598 units have been registered in the European passenger cars market with a decrease of -12,9% compared to the same period of 2021
- An increase has been registered for 7 out of 30 countries (highest for Iceland +61,1%) none of them in the top 10 for registrations, while a decrease for 23 countries (highest for Italy, - 24,3%, considering the top 10)

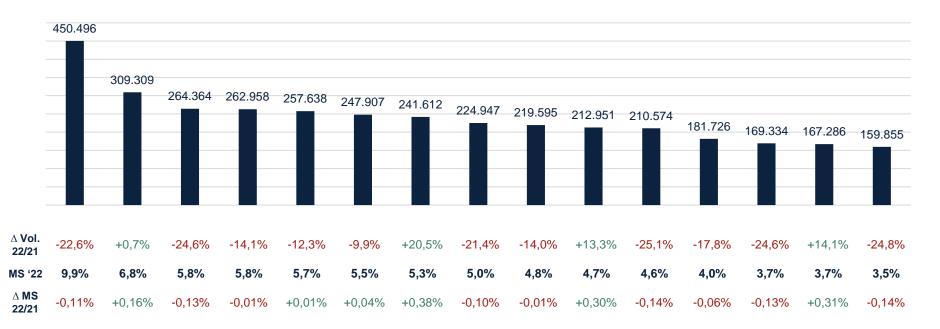
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(*) EU (26 Countries) + EFTA Countries (Iceland, Norway, Switzerland) + UK

Europe | New car registrations by brand Top 15 – May 2022 YTD







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(*) Opel includes Vauxhall New Car Registrations



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. News on key industry trends

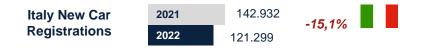
May 2022 Highlights

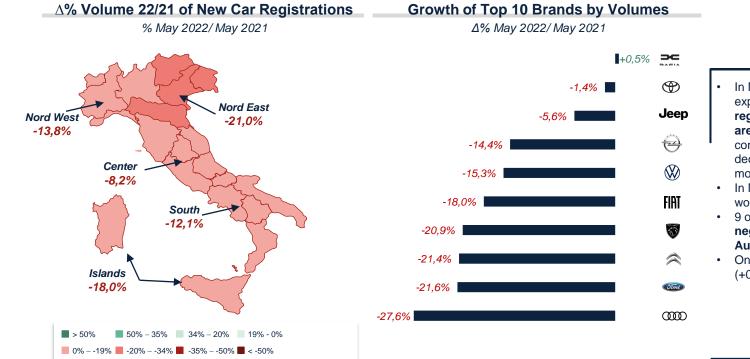
The "shortage" of microchips and raw materials and the Ukraine war continue to have an impact on the industry, slowing down the production and delivery of cars. In May 2022, the Italian market registered a **decline of 15,1%:** this is the smallest drop since the beginning of the year after four months of losses ranging from 20% to 33% (particularly related to improved trends of the Fleet segment and of Central Italy registrations). With respect to car registration by customer segment in May 2022: **Retail** (-4,3%) and **Business** (-17,7%) have lost in volumes compared to 2021, while **Fleet** (+0,8%) registered a slight increase.

However, since the beginning of the year, the decrease has remained significant, with 556.974 units registered and a market decline of 24,3%, which means 178.446 cars less compared to the same period in 2021. Only the slowdown of the pandemic and the **new incentives allocation** could lead to a **positive boost**, **in particular** on **EV sales**, **in the next months**.



Italy | Market Overview Italian Market - May 2022 vs May 2021



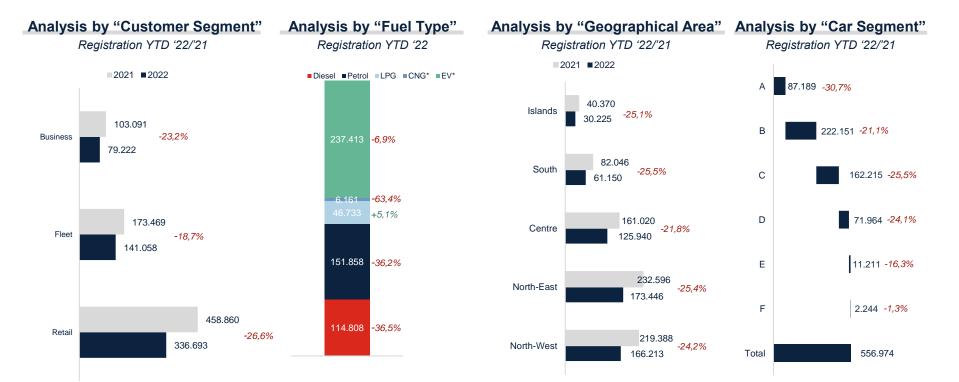




- In May 2022, the Italian market experienced an overall decrease in registrations for all geographical areas but definitely improving compared to April 2022 results, when a decline for all geographical areas of more than 30% has been registered
- In May 2022 the Nord East had the worst performance (-21,0%)
- 9 of the top 10 brands registered a negative variation (the lowest for Audi -27,6% and Ford -21,6%)
- Only **Dacia** registered a slight increase (+0,5%)

Italy | Market Overview Italian Market – May 2022 YTD vs May 2021 YTD



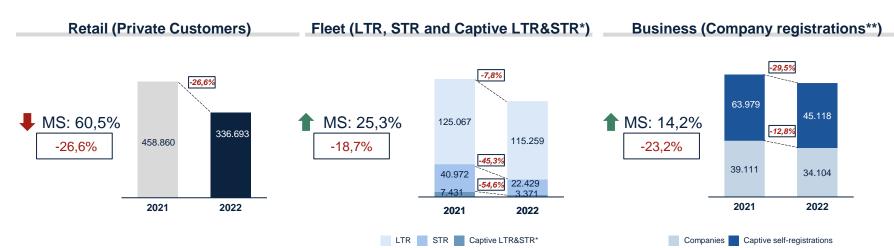


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Source: UNRAE

(*) EV: Electric Vehicle (Hybrid and Electric); CNG: Compressed Natural Gas (Methane and Ethanol)

ItalyMarket HighlightsItaly New Car
Registrations (YTD)2021735.420
2022-24,3%Italian Market – Distribution channels – May 2022 YTD vs May 2021 YTD556.974-24,3%



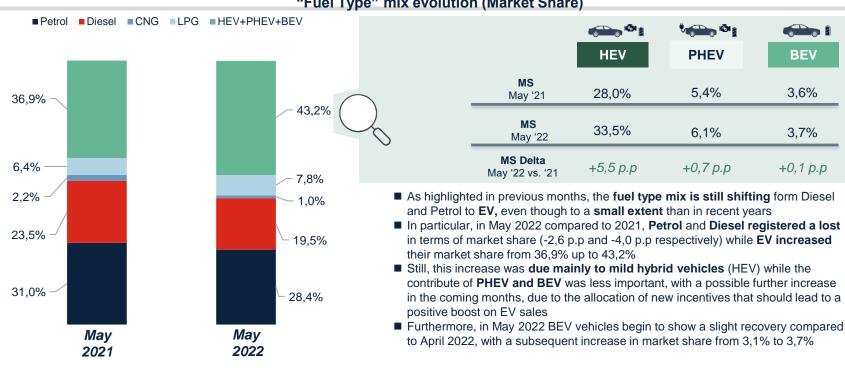
- Compared to May 2021 YTD, in 2022, Retail segment of the Italian market registered -122.166 units sold lost with an additional decrease in its Market Share YTD (62,4% in May 2021 vs. 60,5% in May 2022, -1,9 p.p.)
- All Fleet subsegments decreased in May 2022 vs. 2021 YTD; the drop of Captive LTR&STR segment was the most relevant (-54,6% or 4.060 units sold less vs. May 2021): since the segment is decreasing less than market average, its Market Share increased compared to May 2021 (25,3% in May 2022 YTD vs. 23,6% in May 2021 YTD, +1,7 p.p.)

The decrease of the Business segment registrations in May 2022 vs. May 2021 YTD was related both to the reduction of Captive self-registrations (-29,5% or 18.861 units less sold) and Companies registrations (-12,8% or 5.007 units less sold)

Market Share YTD increase / decrease May 2022 / May 2021 (YTD)

∆% Volume May 2022 / May 2021 (YTD)

Italy | *Market Highlights* Italian Market - May 2022 vs May 2021



"Fuel Type" mix evolution (Market Share)

Italy New car registrations by brand New car registrations by brand – May 2022 YTD (1/3) $\langle\!\langle\rangle\!\rangle$ FIAT PRUVERTY Jeep Ð LANCIA \mathfrak{m} NN 124 Ford 81.832 43.642 36.566 36.387 30.945 28.129 24.156 23.462 23.254 21.872 20.862 20.792 18.089 18.025 17.766 -29,78% -30,42% -13,14% -21,00% -36,19% +16,44% -36,32% -24,05% -30,23% -25,53% -20,10% -32,97% -25,82% -3,42% -21,98% M.S. '22 14,69% 7,84% 6,57% 6,53% 5,56% 5,05% 4,34% 4,21% 4,18% 3,93% 3,75% 3,73% 3,25% 3,24% 3,19%

 Δ M.S. -0,07% -0,08% -0,08% +0,15% +0,04% -0,16% +0,54% -0,16% 0,00% -0,02% +0,06% -0,12% -0,02% +0,28% +0,03% 22/21



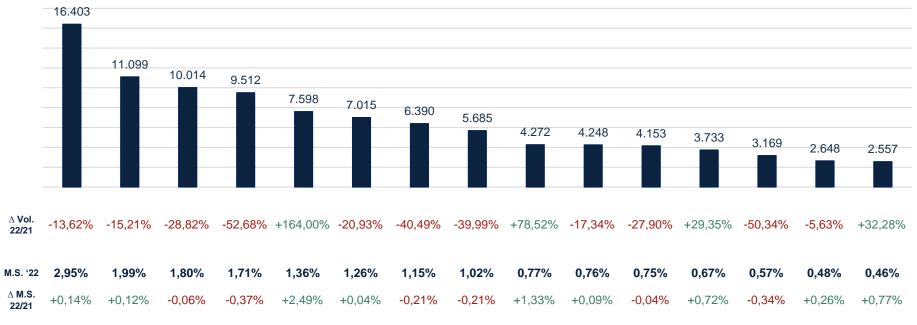
 Δ Vol.

22/21

Italy | New car registrations by brand

New car registrations by brand – May 2022 YTD (2/3)



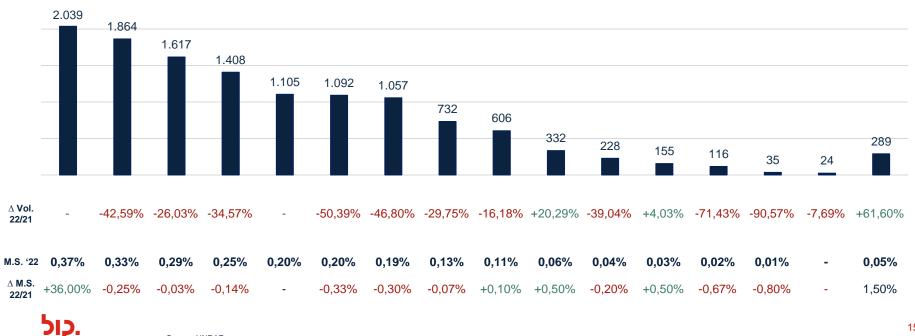


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Italy New car registrations by brand

New car registrations by brand – May 2022 YTD (3/3)



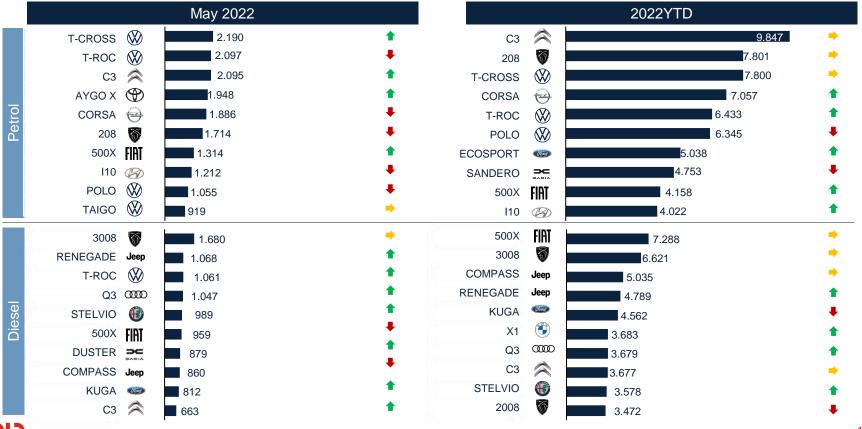


Italy | New car registrations by group

New car registrations by group – Top 15 – May 2022 YTD

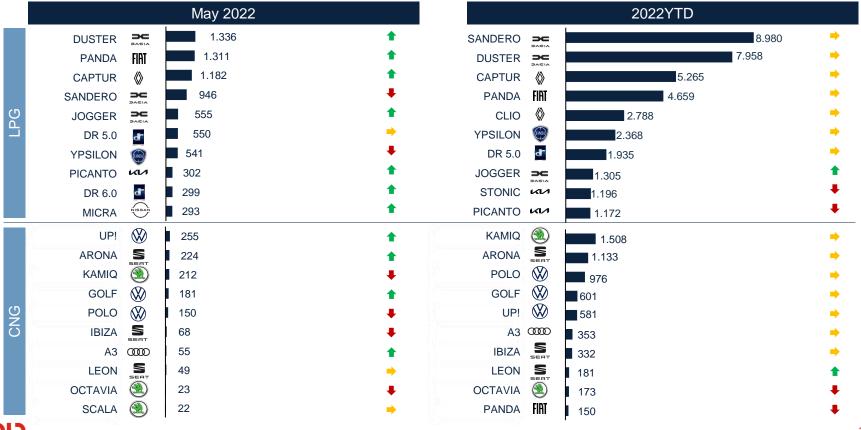
	Group	Brand	Volume	Δ % Volume '22 vs '21	Market Sha	re (%)
1 [Stellantis	FIAT Jeep 🤀 🏺 🌍 🗑 ᄎ 🏹 😔	206.364	-30,15%		37,1%
2 [Volkswagen	🛞 0000 🛞 S 🧡 🥡	86.345	-27,71%	15,5%	
3 [Renault		51.383	-10,62%	9,2%	
4 [Toyota		38.183	-13,78%	6,9%	
5 [Ford		36.387	-21,00%	6,5%	Top 5: 75,2%
6	BMW		27.877	-20,31%	5,0%	
7 [Daimler	\bigcirc	19.953	-27,79%	3,6%	
8 [Kia	KIN	18.025	-3,42%	3,2%	
9 [Hyundai	B	16.403	-13,62%	3,0%	
10[Nissan		11.099	-15,21%	2,0%	Top 10: 91,9%
11 [Suzuki	\$	9.512	-52,68%	1,7%	
12[DR Motor	dh	7.598	+164,00%	1,4%	
13[Volvo	VOLVO	5.685	-39,99%	1,0%	
	Jaguar – L.R.		4.261	-50,35%	0,8%	
15	Mazda	${}^{\odot}$	4.153	-27,90%	0,8%	

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



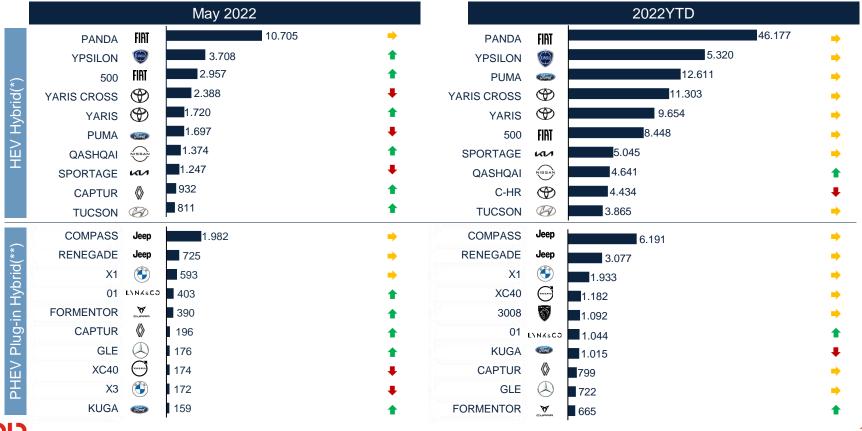
Source: UNRAE

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



Source: UNRAE

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



Source: UNRAE

(*) Hybrid Electric Vehicle (HEV), (**) Plug-in Hybrid Electric Vehicle (PHEV)

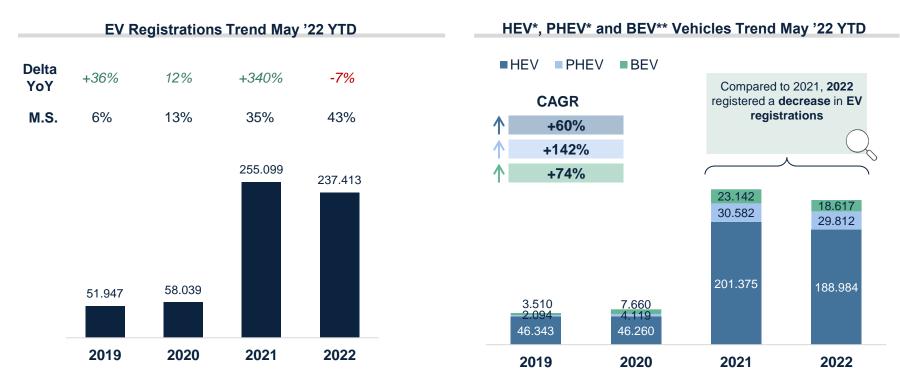
New car registrations by fuel type – Top 10 – Pure Electric (BEV)

			May 2022		2022YTD					
	500	FIAT	749	⇒	500	FIAT	2.798	•	•	
~	FORTWO	0	450	⇒	SPRING		1.875	-	٠	
ic)	208	5	297	†	FORTWO	0	1.696	•	٠	
Electric(TWINGO	Ø	275	†	MODEL Y	Υ	951	•	٠	
	SPRING		269	+	ZOE	$\langle \rangle$	876	•	•	
Pure	2008	1	219	†	208	3	792	1		
Ъ	MINI		177	+	TWINGO	Ø	776	1	₽.	
	ZOE	$\langle \rangle$	177	+	ID.3	\bigotimes	598	1	•	
Ξ	UP!	\bigotimes	164	†	2008	8	589	1	•	
	ID.3	\bigotimes	54	+	MINI	INF	573		•	

Source: UNRAE (*) Battery Electric Vehicle (BEV)



Italy | *New car registrations by fuel type* New car registrations of Hybrid vs Pure Electric vehicles



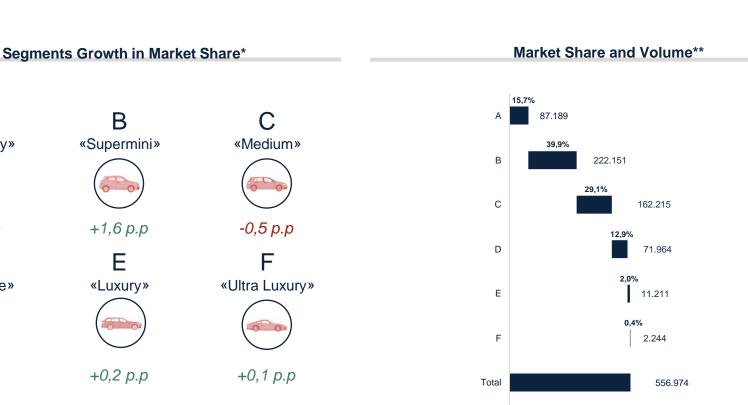
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Source: UNRAE

(*) HEV = Hybrid Electric Vehicles; PHEV = Plug-in Hybrid Electric Vehicles; (**) BEV = Pure Electric

Italy | New car registrations by segment

Overview of new car registrations by segment



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A «Utility/City»

-1,4 p.p

D

«Executive»

0 p.p

Source: UNRAE

Italy | New car registrations by segment Segment A and Segment B – Top 10 – May 2022 YTD

A Vol %

22/21 YTD

 Δ Vol. %

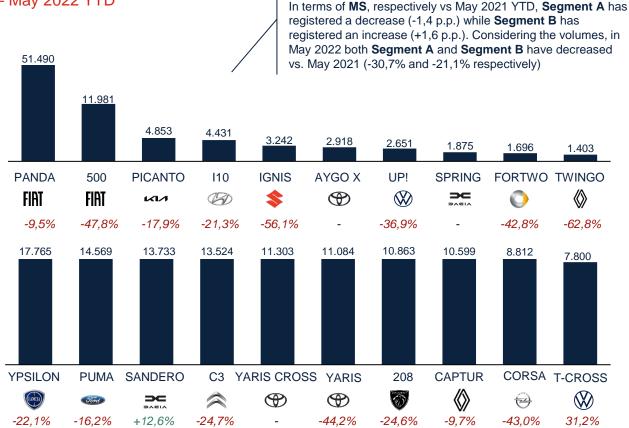
22/21 YTD







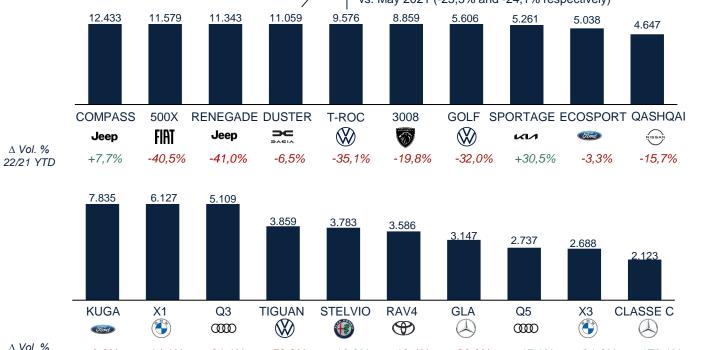
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Italy | New car registrations by segment Segment C and Segment D – Top 10 – May 2022 YTD

In terms of **MS**, respectively vs May 2021 YTD, **Segment C** has registered a decrease (-0,5 p.p.) while **Segment D** has registered no variation (0 p.p.). Considering the volumes, in May 2022 both **Segment C** and **Segment D** have decreased vs. May 2021 (-25,5% and -24,1% respectively)





+16,8%

-10,4%

-30,0%

+15,1%

+21,6%



Source: UNRAE

-0,6%

22/21 YTD

-14,1%

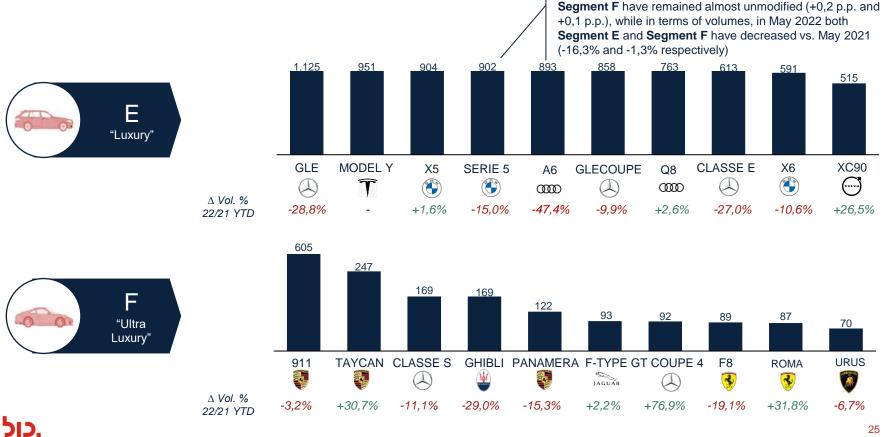
-31.1%

-59,8%

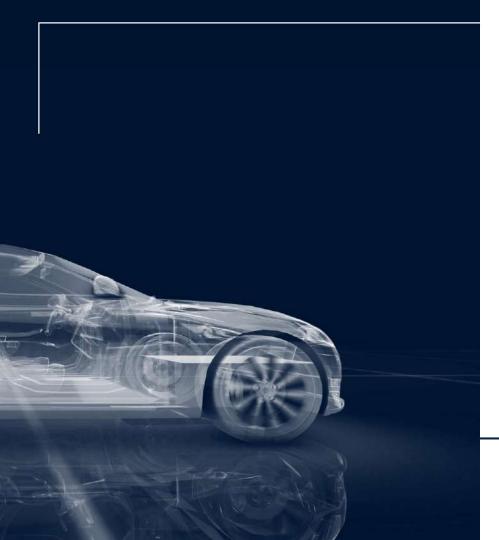
+170.1%

Italy | New car registrations by segment Segment E and Segment F – Top 10 – May 2022 YTD

In terms of MS, respectively vs May 2021YTD, Segment E



Source: UNRAE



01. Europe

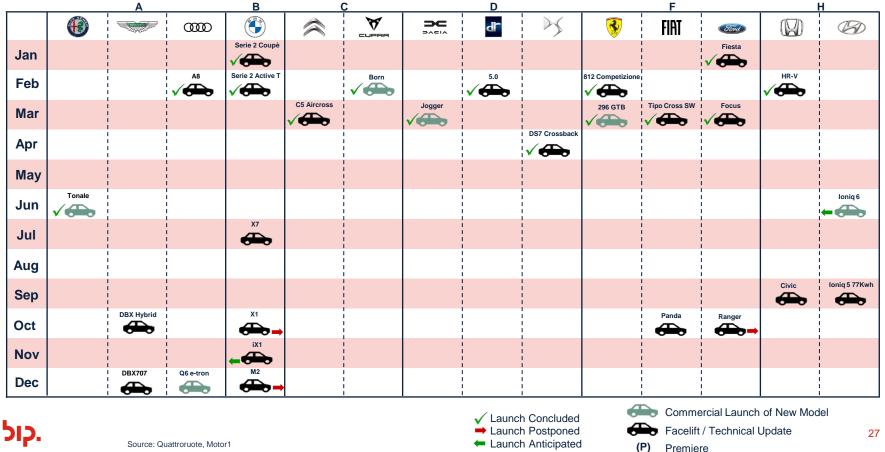
02. Italy

03. New car models launches in Italy

04. News on key industry trends

New Car Models Launches in Italy

New models launch per brand – Roadmap 2022 (1/3)



New Car Models Launches in Italy

New models launch per brand – Roadmap 2022 (2/3)

		· · · ·	ì	К			L M							N
	\sim	JAGUAR	Jeep	KI	I	(INCI)	LAND- ROVER		Ŵ	\bigotimes			*	NISSAN
Jan			 	Sportage		 	 	 		Mazda 2	EQB			
Feb		I-Pace						NX V						
Mar							Range Rover			Mazda 2 Hybrid				
Apr			 			1	- 	 		CX-60	S∟ √ 争			
Мау			Renegade								EQE			
Jun			Cherokee 4xe				1 1 1 1		Grecale					
Jul														Ariya
Aug			 		Urus Evo	 	 	 		 	 			X-Trail
Sep											AMG GT 63 S E			Qashqai E-powe
Oct														
Nov					Aventador			RZ				Countryman		
Dec			 			 	 	 		 	 			
א <u>ר</u> וס.		Source: Q	uattroruote, Moto	r1				🟓 Launcl	n Concludec n Postponec n Anticipated	6	Comme Facelift			del 2

Premiere

(P)

New Car Models Launches in Italy

New models launch per brand – Roadmap 2022 (3/3)

	0	i	Р	R	·		S					г	V		
		3	e	$\langle \rangle$	SEAT	۲	Õ			\$	TESLO	(Φ)	\bigotimes		
Jan										S-Cross					
Feb	Astra	308 SW	Macan T	Mègane E-Tech		 			Forester			Aygo X	Taigo	XC40	
Mar	Astra Sports T.		718 Cayman GT4RS			Karoq							T-Roc		
Apr									- 					 	
Мау						 						GR86			
Jun						Enyaq Coupè			 						
Jul								K	Solterra			BZ4x		 	
Aug			 			 		Korando E- Motion	 	 		 		 	
Sep												Corolla Cross			
Oct								X200					ld Buzz		
Nov									- 						
Dec			 			 		J100	 	 	Cybertruck	 		XC20	

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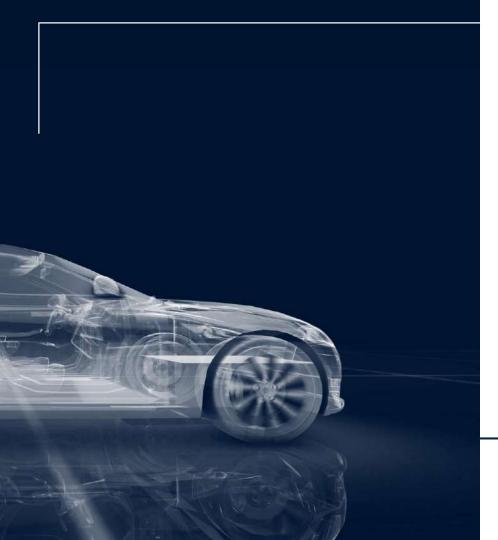
Source: Quattroruote, Motor1

✓ Launch Concluded
 → Launch Postponed
 ← Launch Anticipated

Commercial Launch of New Model

Facelift / Technical Update

(P) Premiere



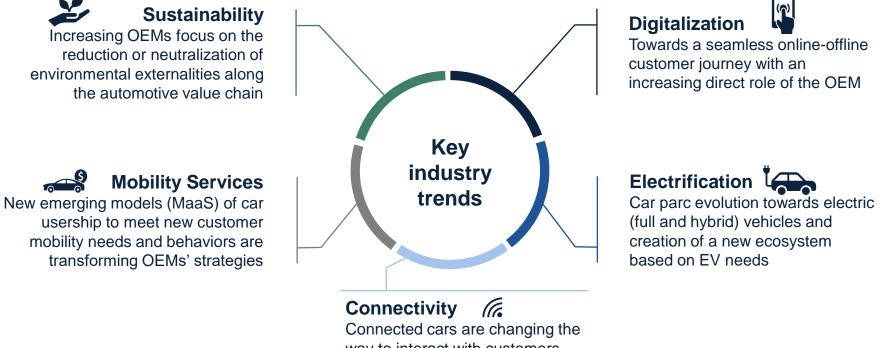
01. Europe

02. Italy

03. New car models launches in Italy

04. 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 17/05/22 to 14/06/22



way to interact with customers and opening new business streams related to data utilization

Digitalization (1/2)

Mercedes-Benz to cut ten per cent of dealerships as part of switch to agency sales model The German firm is looking to ramp up the launch of agency sales in the coming years and wants 80 per cent of its business to come via the model by 2025. Mercedes is also aiming for a quarter of all its sales to come online by 2025 (...)

https://cardealermagazine.co.uk/publish/mercedes-benz-to-cut-ten-per-cent-of-dealerships-as-part-of-switch-to-agency-sales-model/263716

Ford wants to move to online-only sales for EVs

Buying a Ford electric vehicle might be a lot less painful in the future, if Ford CEO Jim Farley gets his way. On Wednesday, Farley said that he wants the company's EVs to be sold online-only, with no (...)

https://arstechnica.com/cars/2022/06/ford-wants-to-sell-evs-online-only-with-no-dealer-markups-says-ceo-farley/

Renault becomes the first French car manufacturer on TikTok Renault is the first French car manufacturer on TikTok, the most dynamic and innovative of all social media platforms, where it aims to present every aspect of its "Nouvelle Vague" (...)

https://www.automotiveworld.com/news-releases/renault-becomes-the-first-french-car-manufacturer-on-tiktok/



Digitalization (2/2)

Stellantis confirms plan to adopt agency model throughout European dealer network from next year Stellantis is to adopt an agency model in its European dealer network from next year, the firm has announced. The group is not planning to renew existing contracts with its dealers from Belgium, the Netherlands and Austria when they expire (...)

(?)

https://cardealermagazine.co.uk/publish/stellantis-confirms-plan-to-adopt-agency-model-throughout-european-dealernetwork-from-next-year/263135



Electrification (1/3)

EV battery costs could spike 22% by 2026 as raw material shortages drag on The cost to produce electric vehicles is primed to surge over the next four years, according to a new report, the result of scarcity in key raw materials needed to make EV battery cells (...)

https://www.cnbc.com/2022/05/18/ev-battery-costs-set-to-spike-as-raw-material-shortages-drags-on.html

EU Parliament approves ban on new fossil-fuel cars from 2035 European Parliament lawmakers on Wednesday voted to support an effective EU ban on the sale of new petrol and diesel cars from 2035, rejecting attempts to weaken the proposal to (...)

https://www.france24.com/en/europe/20220609-eu-parliament-approves-ban-on-new-fossil-fueled-cars-by-2035

Rome: target of 5 thousand charging points by 2025 The Rome City Council has approved a new regulation with the aim of enhancing and making more widespread the network of electric vehicle charging infrastructure in the capital.

https://e-ricarica.it/comune-di-roma-nuove-regole-per-le-colonnine-obiettivo-5mila-charging-point-entro-il-2025/



Electrification (2/3)

Motus-E, new calls postponement for highway charging stations Motus-E, the Italia organization promoting electric mobility, reports in a statement about a new postponement for calls for charging stations on highways. (...)

 $\label{eq:https://www.ansa.it/canale_motori/notizie/eco_mobilita/2022/06/14/auto-motus-enuovo-rinvio-bandi-per-colonnine-in-autostrada_a35f4258-08d4-47ff-b449-bf4a1edaec59.html$

Recharging at the gas station: there is Atlante at IP The installation of 34 fast and ultra-fast charging points is planned at 5 gas stations in northern and central Italy. After an initial cold response, gas station networks are getting equipped to charge electric cars (

https://www-vaielettrico-it.cdn.ampproject.org/c/s/www.vaielettrico.it/ricarica-al-distributore-da-ip-ce-atlante/?amp=1

Enel X Way: first columns arrive in Sassari, 1,176 charging points planned in Sardinia In Sassari, Enel X Way has activated the first charging stations for electric vehicles. Public access charging infrastructure has been installed in Rockefeller Street, and work will continue to increase charging points in different areas of the Sardinian province (...)

https://e-ricarica.it/enel-x-way-arrivano-le-prime-colonnine-a-sassari-in-sardegna-previsti-1-176-charging-point/



Electrification (3/3)

Hyundai: agreement with We Drive Solar to test V2G in Netherlands

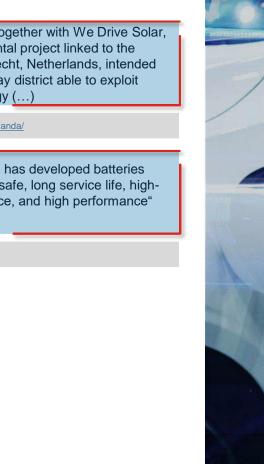
Hyundai is a key player, together with We Drive Solar, in an important experimental project linked to the "Cartesius District" in Utrecht, Netherlands, intended to become the first two-way district able to exploit Vehicle To Grid technology (...)

https://e-ricarica.it/hyundai-accordo-con-we-drive-solar-per-sperimentare-il-v2g-in-olanda/

Toyota releases storage battery system for residential use based on electrified vehicle battery technology

Toyota Motor Corporation has developed batteries based on the concept of "safe, long service life, highquality, good value for price, and high performance" (...)

https://global.toyota/en/newsroom/corporate/36615119.html





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Apple software will become more prominent in vehicle dashboards

Connectivity

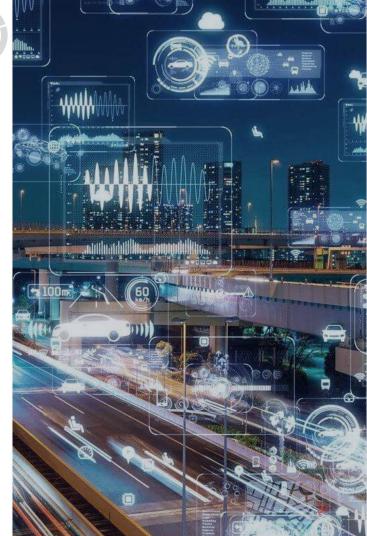
Apple Inc. on Monday announced it would more deeply integrate its software into the instrument cluster on the dashboard of cars that will start shipping next year (...)

https://www.autonews.com/suppliers/apple-software-will-become-more-prominent-vehicle-dashboards

FIAT celebrates the success of the New 500's "KIRI" project and introduces the new FIAT e.Coins FIAT's "KIRI" project, which rewards all the drivers of the New 500 in their everyday driving, has been very successful just a year after its debut. Almost 7,300 active users have been registered (with a constant increase since the launch) (...)

https://www.media.stellantis.com/em-en/e-mobility/press/fiat-celebrates-the-success-of-the-new-500-s-kiri-project-andintroduces-the-new-fiat-ecoins?campaign_id=628ca01890621&mail_id=628ca0761023a&utm_source=newsletter&utm_medium=email&utm_campaign_ n=fiat-celebrates-the-success-of-the-new-500-s-kiri-project-and-introduces-the-new-fiat-e-coins&adobe_mc_ref=





Mobility Services

Uber to expand in Italy through deal with the country's largest taxi dispatcher

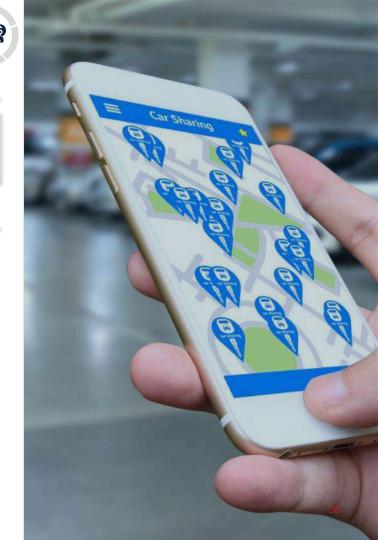
Uber has signed a partnership with IT Taxi, the largest taxi dispatch service in Italy, in a tie-up aimed at boosting the company's presence in the country (...)

https://www.cnbc.com/2022/05/24/uber-to-expand-in-italy-through-taxi-partnership.html

Volkswagen starts mobility services on Astypalea, marking next step in Greek island's electrification

The mobility of the future is already becoming a reality on the Greek island of Astypalea. The ridesharing service "ASTYBUS" and the vehicle sharing service "astyGO" were put into operation today (...)

https://www.automotiveworld.com/news-releases/volkswagen-starts-mobility-services-on-astypalea-marking-next-step-ingreek-islands-electrification/



Sustainability (1/2)

VW steps up natural rubber sustainability efforts

The Volkswagen Group has stepped up its sustainable rubber efforts and is preparing "more binding" requirements for the responsible sourcing of natural rubber from its tire suppliers (...)

https://www.european-rubber-journal.com/article/2091563/vw-targets-sustainability-in-rubber

Volvo Cars is first car maker to join SteelZero initiative in support of fossil-free steel ambitions Underlining its position as a leader in climate action, Volvo Cars has become the first car maker to sign up to the SteelZero initiative, which aims to increase demand for fossil-free steel and accelerate a transition to carbon neutrality in the global steel industry (...)

https://www.automotiveworld.com/uncategorised/volvo-cars-is-first-car-maker-to-join-steelzero-initiative-in-support-of-fossilfree-steel-ambitions/

Renault reveals electrichydrogen hybrid concept car, says it will have range of up to 497 miles Renault has released details of an electric-hydrogen hybrid concept car, with the French automaker describing hydrogen technology as being "one of the options to make electric vehicles more convenient."

https://www.cnbc.com/2022/05/20/renault-says-electric-hydrogen-concept-will-have-497-mile-range.html





Sustainability (2/2)

Toyota, hydrogen cartridge could change the world

Not everyone knows that the Toyota Motor Corporation is made up of a large number of Companies unknown to the general public: one of them is called Woven Planet, and it is involved in the design and development of technologies (...)

https://www.tomshw.it/automotive/toyota-la-cartuccia-a-idrogeno-potrebbe-cambiare-il-mondo/

Breakthrough on batteries: found a way to recycle them indefinitely Testing has begun in Germany on the multiple battery recycling to create a completely closed loop on the reuse of raw materials from end-of-life batteries. The initiative, called HVBatCycle and involving Volkswagen along with others (...)

https://insideevs-it.cdn.ampproject.org/c/s/insideevs.it/news/591045/riciclo-multiplo-batterie-hvbtcycle-volkswagen/amp/



Thank you.

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