BIP AutObserver

Analysis of new car registrations

June 2022



Executive Summary

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



Top 3 Countries by growth of new registrations: only Iceland (+35,7%) and Latvia (+6,2%) registered an increase in June 2022 compared to June 2021. Considering YTD results Iceland (+53,4%), Romania (+23,1%) and Bulgaria (+13,3%) are the top 3

Top 3 Countries by market share: Germany 22,1% (+0,7 p.p.), United Kingdom 14,3% (+0,3 p.p.) and France 13,8% (-0,4 p.p.) in June 2022 YTD compared to June 2021 YTD

Brands: among the **Top 15 by volume**, Mercedes (+1,0%), Kia (+2,1%), Dacia (+31,9%) registered a growth in June 2022 with respect to June 2021. Considering June 2022 YTD Hyundai (+8,2%) with Kia (+16,8%) and Dacia (+18,2%) are growing

Premium brands: among the Top 15 by volume, only Mercedes-Benz registered a growth (+1,0%) in June 2022 compared to June 2021, while BMW (-15,6%) and Audi (-27,6%) are still decreasing. All 3 brands are decreasing considering a YTD perspective



Areas monthly results: North-East -17,4%, North-West -15,4%, Centre -7,0%, South -18,3% and Islands -22,5%, comparing June 2022 with June 2021

Customer segments: Retail -24,8%, Fleet -16,4% and Business -24,3% June 2022 YTD vs June 2021 YTD

Brands: among the **Top 15 by volume** Dacia is growing in volume both YTD (+20,3%) and June 2022 (+33,5%), Peugeot is growing in June (+18,4%) compared to the decrease in May 2022 (-20,9%). The others are in a downtrend considering both YTD and monthly results

Premium brands: among the Top 15 by volume BMW, Audi and Mercedes-Benz are decreasing both YTD and June 2022. Only BMW is decreasing less than the overall market (-19,6% vs -22,7% YTD), while Mercedes-Benz and Audi record volume reductions of -24,1% YTD and -26,8% YTD, respectively.





01. Europe

Market overview

New car registrations by brands

02. Italy

03. Quarterly special topic. Where is the market going?

04. New car models launches in Italy

05. News on key industry trends

Europe | *Market Overview*

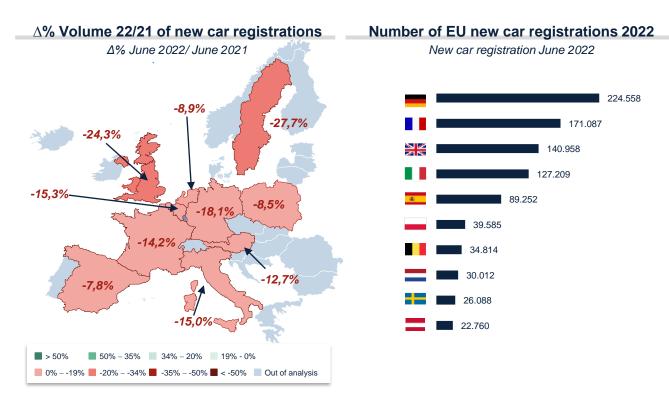
European Markets* new car registrations

2021

1.281.892 1.066.137



Top 10 European Markets* – June 2022





- The European market (EU+UK+EFTA)
 had a drop in registrations from
 1.281.892 in June 2021 to 1.066.137 in
 June 2022 (11th consecutive month in
 negative).
- During June, the EU passenger car market experienced a decline compared to May, moving from a -12,5% in May to -16,8% in June
- An increase has been registered only for 2 out of 30 countries (none for the top 10 for volume).
 In particular, Sweden, which recorded a recovery in May in terms of registrations with an 8,6% increase over the same period in 2021, returns in June with a decrease of 27,7%



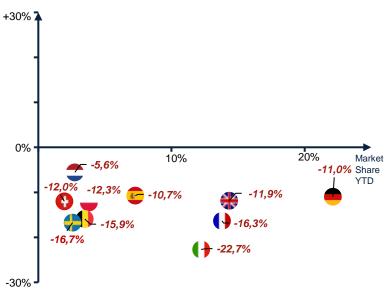
Europe | *Market Overview*



Top 10 European Markets* – June 2022 YTD

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





#	Country	MS June 2022 YTD	Δ VS 2021	Sales Volume June 2022 YTD
1	GER	22,1%	-11,0%	1.237.975
2	UK	14,3%	-11,9%	802.079
3	FRA	13,8%	-16,3%	771.980
4	ITA	12,2%	-22,7%	684.228
5	SPA	7,3%	-10,7%	407.757
6	POL	3,8%	-12,3%	212.405
7	BEL	3,5%	-15,9%	195.387
8	NET	2,7%	-5,6%	153.708
9	SWE	2,6%	-16,7%	144.182
10	CHE	2,0%	-12,0%	109.600



- In the first half of the year 5.597.656
 units have been registered in the
 European passenger cars market with
 a decrease of -13,7% compared to the
 same period of 2021 and -33,9%
 compared to 2019
- An increase only for 7 out of 30 countries (highest for Iceland +53,4%), none of them in the top 10, while a decline for 23 countries (highest for Italy, -22,7%, considering the top 10)



Europe | New car registrations by brand



Top 15 – June 2022 YTD





















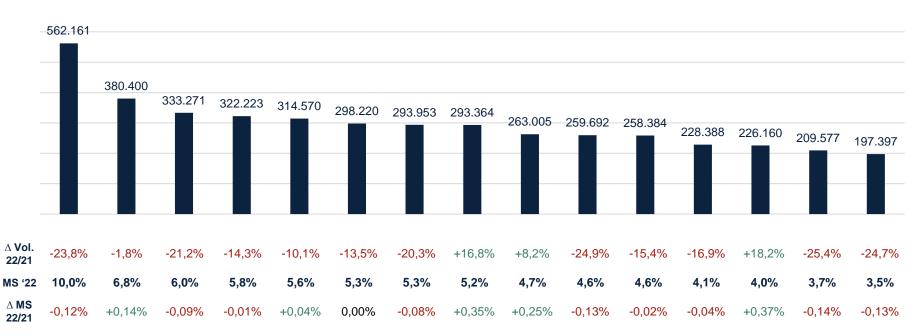
















01. Europe

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. Quarterly special topic. Where is the market going?

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Italy | Market Overview



Italian Market – Variation of new car registrations 2022 vs 2021

June 2022 Highlights

In the **first half of the year**, the Italian car market registered a **drop** of **22,7%** compared to 2021 YTD (about two hundred thousand fewer cars registered). The new incentives allocated at the end of May were not enough to reverse the trend, in fact June 2022 registered a **15% decrease** compared to June 2021 (the same percentage of the previous month). The impact of the incentives is limited by the continuing difficulties in the supply of electronic components, which slows down production, delivery of cars and therefore registrations: the **"shortage" of microchips and raw materials** and the **Ukraine war** continue to have an important impact on the industry, and most of the new incentive bookings refer to vehicles not ready for delivery, but available in the coming months.

Regarding the **registrations** in terms of **geographical area**, the **islands** registered the **largest loss**, both June 2022 and YTD; **Private and Business segments** continue their decline, while **Fleet** highlights its **second month of slight growth** (2,0% in June 2022 and 0,8% in May 2022).





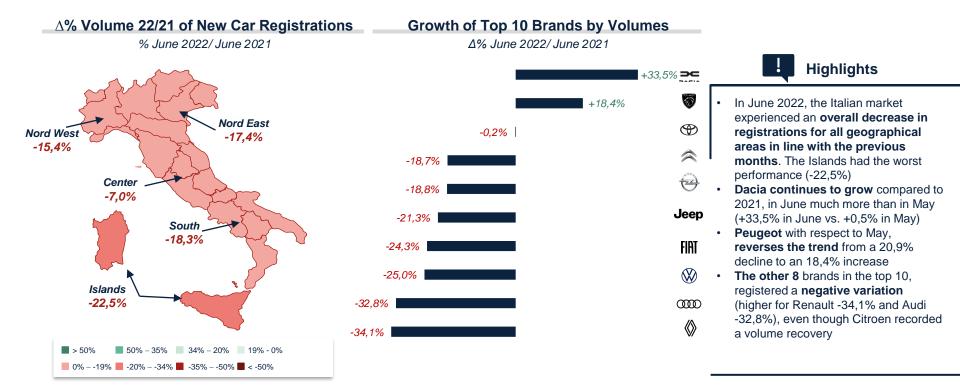
■ 2021/2020 **■** 2022/2021

Italy | Market Overview

Italy New Car Registrations **2021** 149.670 **2022** 127.209

15,0%

Italian Market - June 2022 vs June 2021





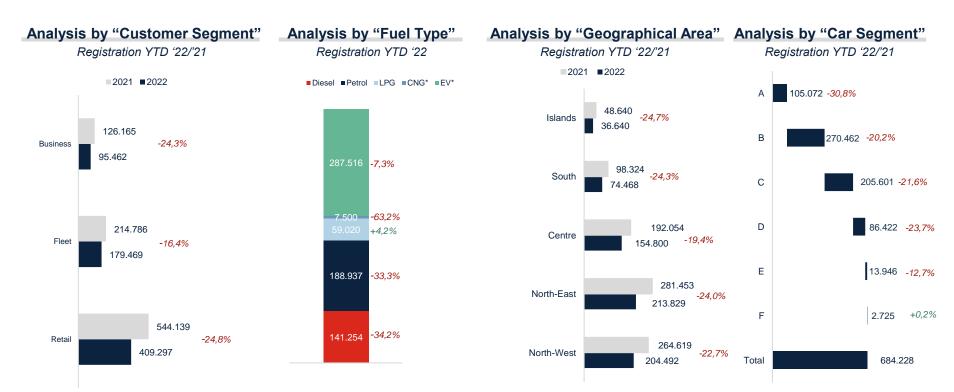
Italy | Market Overview

Italy New Car Registrations (YTD)





Italian Market – June 2022 YTD vs June 2021 YTD



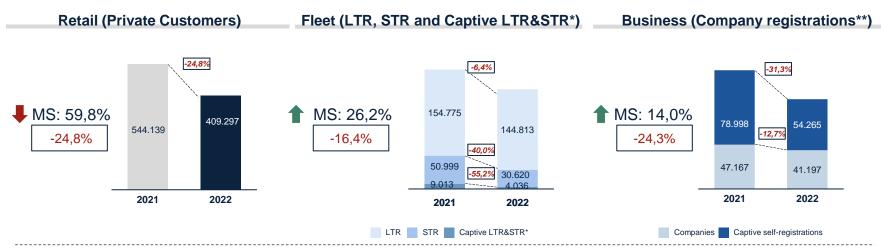
Italy | Market Highlights

Italy New Car Registrations (YTD)



22,7%

Italian Market – Distribution channels – June 2022 YTD vs June 2021 YTD



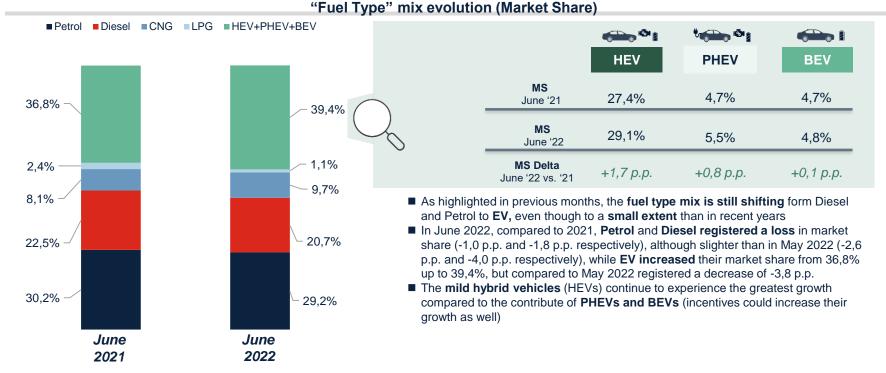
- Compared to June 2021 YTD, in 2022, Retail segment of the Italian market confirms the decrease of 2022 with -24,8% (-134.842 units sold lost) and a further decline in its YTD Market Share with respect to May 2022 (59,8% in June 2022 vs. 60,5% in May 2022, -0,7 p.p.)
- All Fleet subsegments decreased in June 2022 vs. 2021 YTD; the drop of Captive LTR&STR (-55,2%) and STR (-40,0%) is the most relevant compared to LTR (-6,4%). The Market share of Captive LTR&SRT (0,6% in June 2022 YTD vs 1,0% in June 2021 YTD) and SRT (4,5% in 2022 vs 5,8% in 2021) also decreases, while LTR market share increase from 17,5% in June 2021 YTD to 21,2% in June 2022 YTD
- The decline of the Business segment registrations in June 2022 vs. June 2021 YTD was related both to the reduction of Captive self-registrations (-31,3% or 24.733 units less sold) and Companies registrations (-12,7% or 5.970 units less sold)



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Italy | *Market Highlights*

Italian Market - June 2022 vs June 2021





Italy | New car registrations by brand

New car registrations by brand – June 2022 YTD (1/3)





















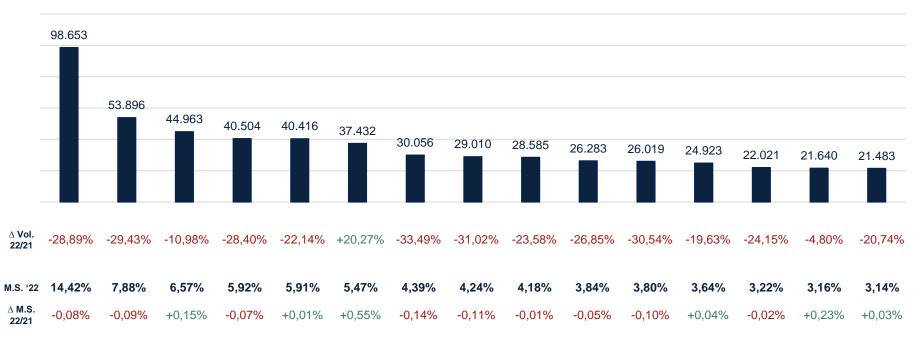














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Italy | New car registrations by brand

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





















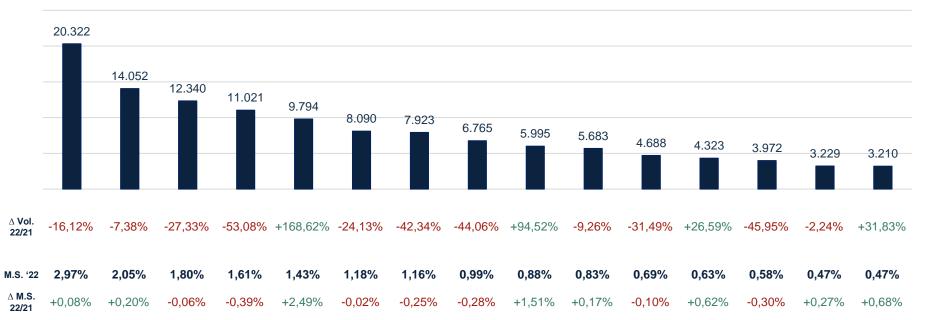














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Italy | New car registrations by brand

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























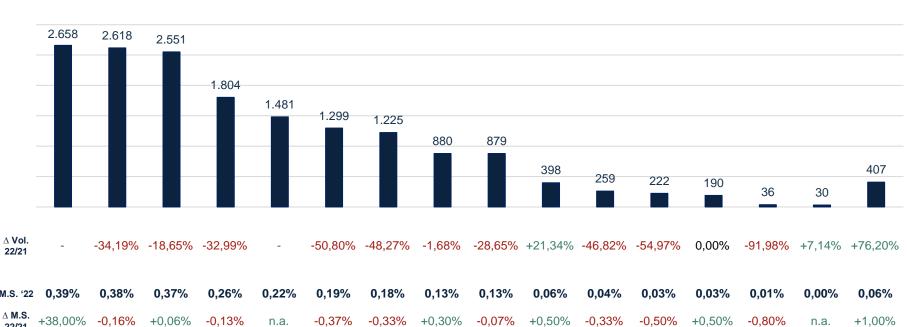














Italy | New car registrations by group

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



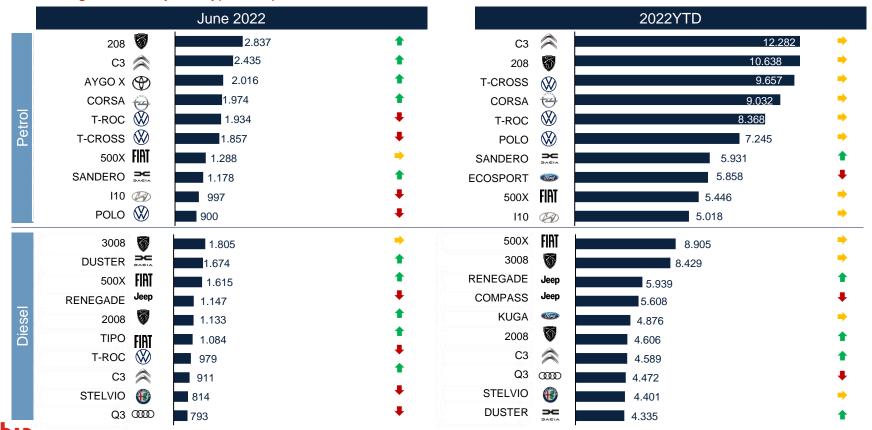


16

Source: UNRAE

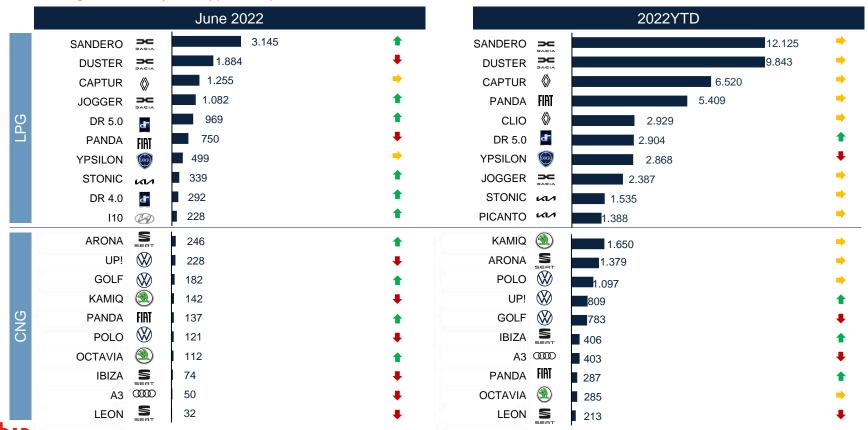


New car registrations by fuel type – Top 10 – Petrol and Diesel

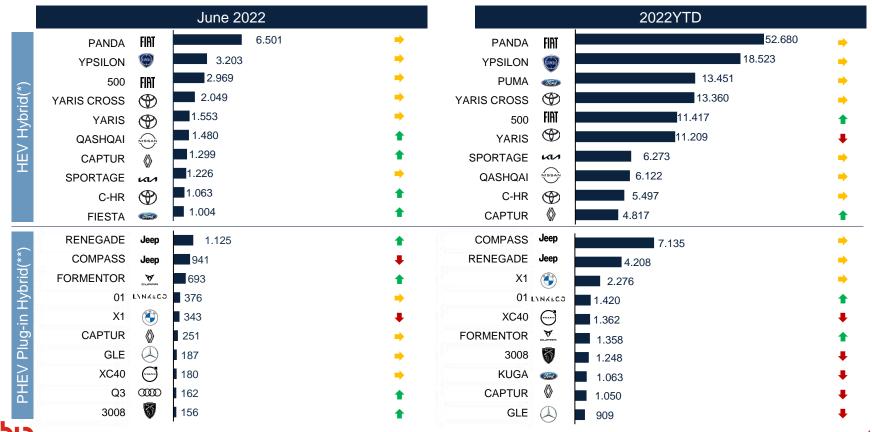


Ranking variation compared to previous period

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)

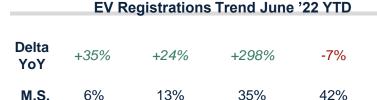
			June 2022	
	500	FIRT	781	→
BEV Pure Electric(*)	MODEL Y	TESLA	769	1
	FORTWO		723	•
	MODEL 3	YESLA	3 74	1
	TWINGO		271	
	208	6	222	
	ZOE		217	1
	MEGANE		189	1
	2008	6	177	
	ID.3	(170	⇒

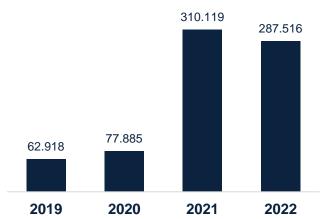
2022YTD						
500	FIRT	3.579	⇒			
FORTWO	0	2.419	1			
SPRING	DC	2.040				
MODEL Y	Ŧ	1.720	→			
ZOE	(1.093	→			
TWINGO	(1.047	1			
208	8	1.014	•			
MODEL 3	Ť	831	1			
ID.3		1 768	•			
2008	8	1 766				



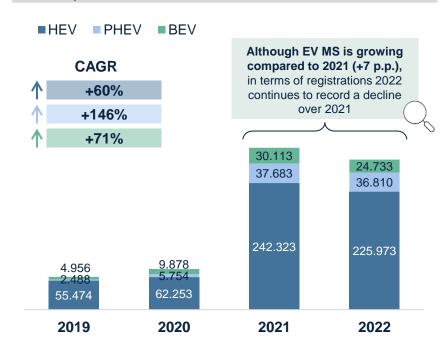








HEV*, PHEV* and BEV** Vehicles Trend June '22 YTD





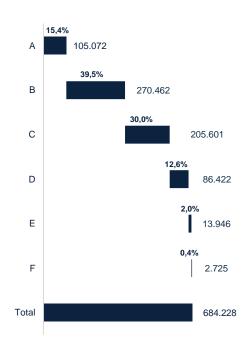
Overview of new car registrations by segment

Segments Growth in Market Share*











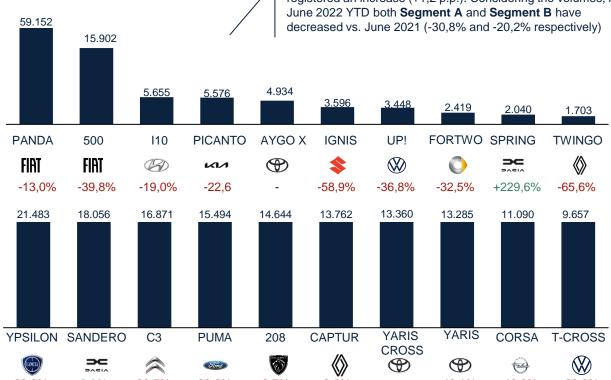


Segment A and Segment B – Top 10 – June 2022 YTD

has registered a decline (-1,8 p.p.) while Segment B has registered an increase (+1,2 p.p.). Considering the volumes, in June 2022 YTD both Segment A and Segment B have decreased vs. June 2021 (-30,8% and -20,2% respectively) 15.902



A Vol % 22/21 YTD





A Vol % 22/21 YTD















In terms of MS, respectively vs June 2021 YTD, Segment A







23



Gord

+2,6%

NISSAN

-0.8%

Segment C and Segment D – Top 10 – June 2022 YTD

In terms of MS, respectively vs June 2021 YTD, Segment C has registered an increase (+0,4 p.p.) while Segment D has registered a decline (-0,2 p.p.). Considering the volumes, in June 2022 YTD both Segment C and Segment D have decreased vs. June 2021 (-21,6% and -23,7% respectively)

W

+26,9%





Jeep

-33,1%

 \rightarrow

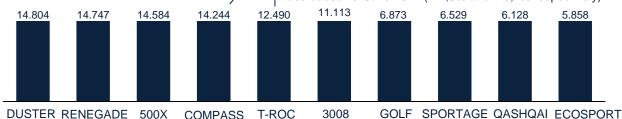
+7,6%

FIAT

-36,4%

Jeep

-6,7%



(D)

-15,4%

(

-30,3%

 $\langle \! \rangle$

-30,3%



8.356 7.039 6.222 4.686 4.653 4.121 3.865 3.519 3.325 2.526 **KUGA** Q3 **TIGUAN STELVIO** RAV4 CLASSE C X1 GLA X3 Q5 $\langle\!\langle\!\rangle$ 1 ∞ (Ford) ത്ത -6,2% -9,0% -27,6% -60,4% +13,5% -15,9% -25,9% +24,3% +8.1% +167.9%

Δ Vol. % 22/21 YTD



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"Executive"



Segment E and Segment F – Top 10 – June 2022 YTD

In terms of **MS**, respectively vs June 2021 YTD, **Segment E Segment F** have remained almost unmodified (+0,2 p.p. and +0,1 p.p.). In terms of volumes, in June 2022 YTD **Segment E**have decreased vs. June YTD 2021 (-12,7%) while **Segment F**have increased (+0,2%)



Δ Vol. % 22/21 YTD

674

292



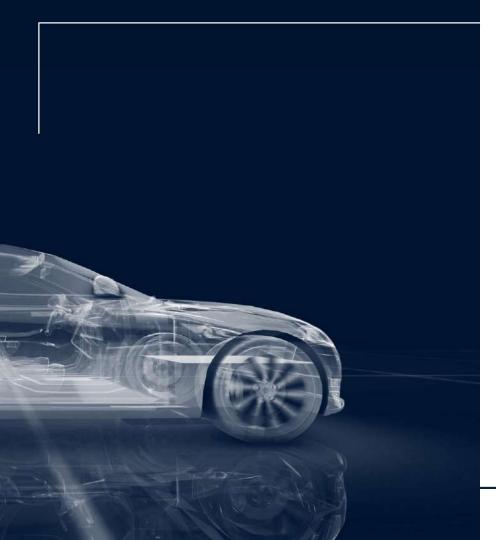


224 113 112 105 **TAYCAN** GHIBLI CLASSE S PANAMERA F-TYPE GT COUPE 4 911 **URUS ROMA** JAGUAR LINECEDIUM 3 -6,4% +35,2% -27,0% -21,6% -8,3% -5,8% -3,4% +89,8% +40,0% -14,4%

Δ Vol. % 22/21 YTD



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A BIP look into the crystal ball

Main events affecting the industry







Chips and raw materials shortage



- Main consequences
- Prolonged contraction of the market which is struggling to recover after the severe crisis of the beginning of the pandemic
- Continuously rising prices because of increases along the automotive supply chain and to protect the financial sustainability of the sector by balancing lower volumes with higher unit margins
- Increasing customers purchasing uncertainties due to their lower purchasing power, the very long delivery times and the transition to electric vehicles in an environment still not mature for them



What should we expect in the coming months?

How we analyze the future

Car utilization habits

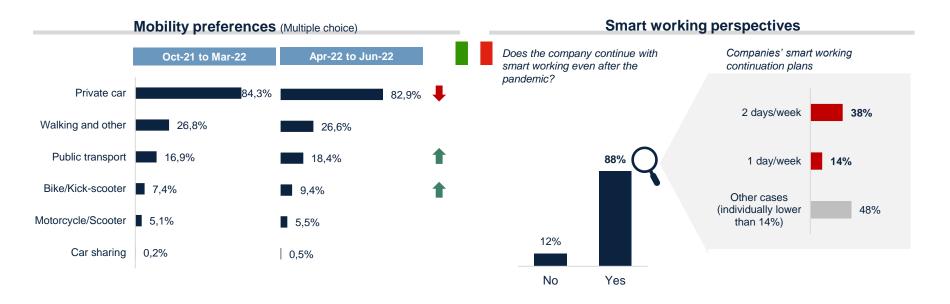
Car parc evolution

Downsizing effects

Switch to used cars



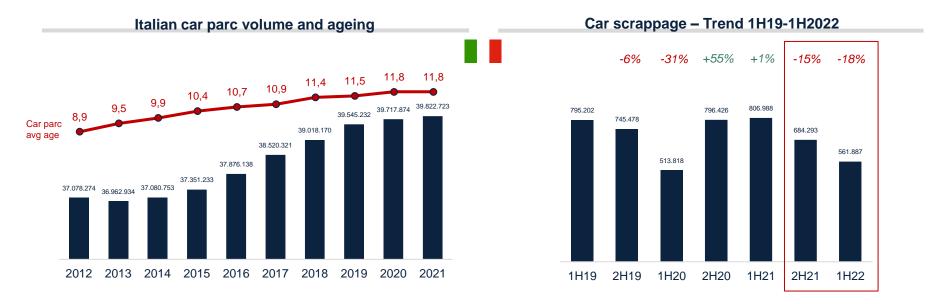
Car utilization habits



- The smart working effect will continue also after the pandemic **permanently reducing the need to travel from home to work** (with a consequent **reduction of kilometers travelled**)
- In this context the car will continue to be the reference means of transport. A reduction in favour of public transport and micro-mobility solutions (a trend already visible) could be possible with the lower risks of the pandemic and due to the strong increase of fuel prices



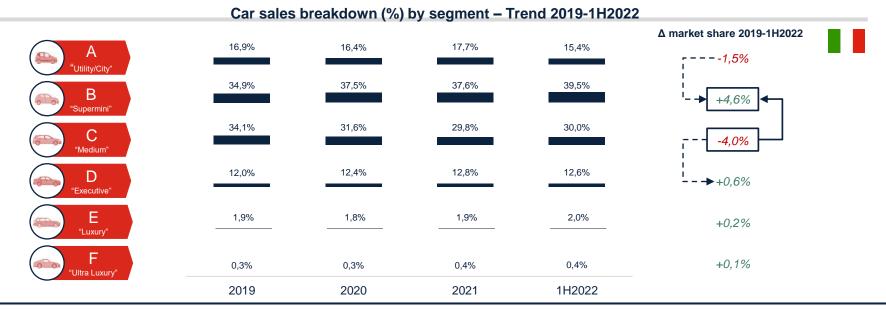
Car parc evolution



- The Italians do not seem willing to give up their cars, as demonstrated by the continuous growth of the car parc
- However, they are driving older and older cars with and average age of almost 12 years. This trend is expected to continue and to be reinforced as demonstrated by the reduction of car scrappage (cars generally dismissed in the past are now maintained in circulation)



Downsizing effects

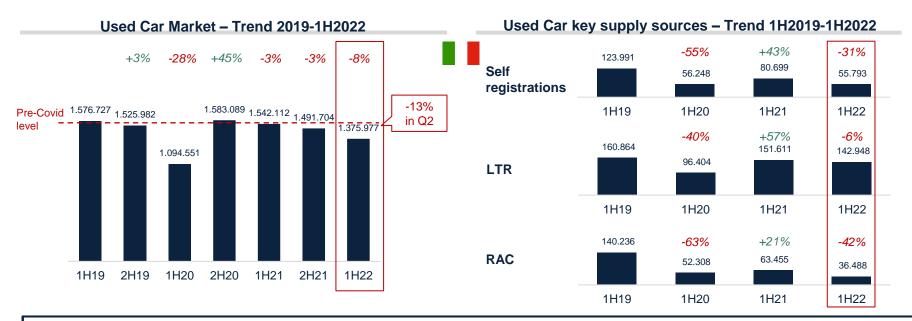


- Compared to pre-Covid situation, the main movement is a downsizing from C segment to B
 - There are other two movements in the opposite direction however much less significant:
 - from A to B (only in 2022)
 - from C to D



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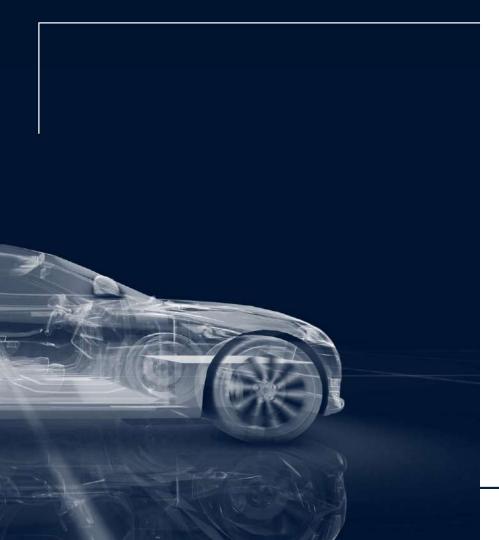
Switch to used cars



- The positive trend of used car market (back-up solution since 2021 for customers and dealerships to balance the shortage of new cars and the reduced purchasing power) seams to be already concluded
- In 2022 it is strongly suffering mainly due to the **contraction of the most appealing "fresh-used vehicles" supply sources** (self registrations and rentals) **that is expected to affect the business for a long time**



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01. Europe

02. Italy

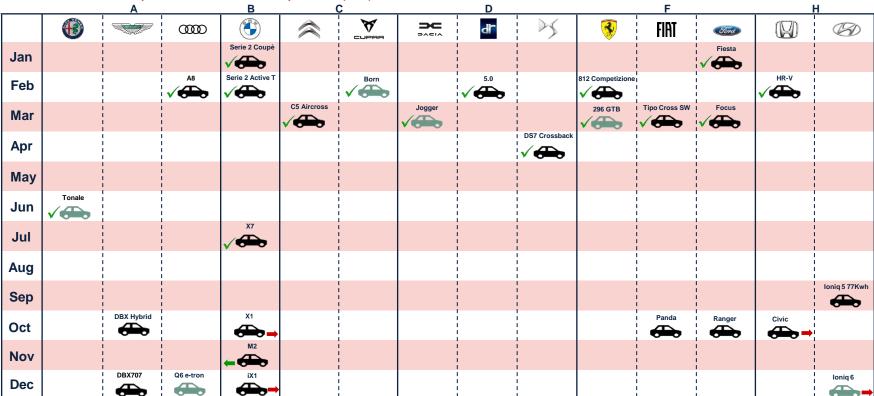
03. Quarterly special topic. Where is the market going?

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New Car Models Launches in Italy

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



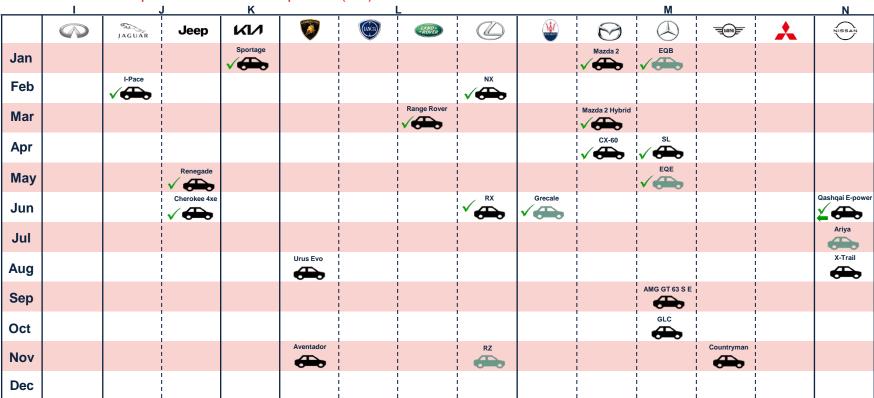






New Car Models Launches in Italy

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





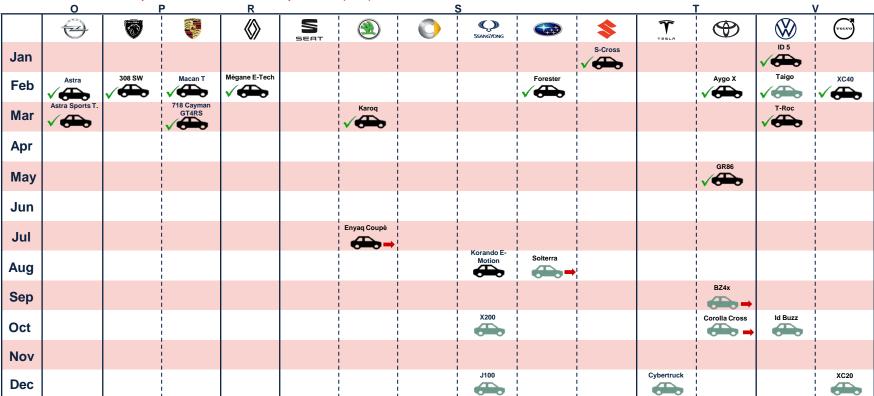




Premiere

New Car Models Launches in Italy

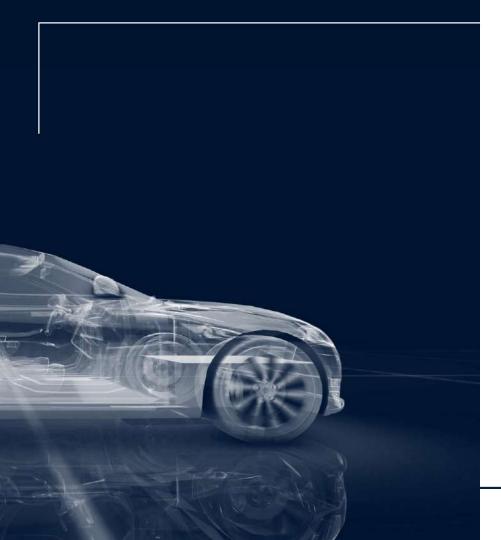
New models launch per brand – Roadmap 2022 (3/3)











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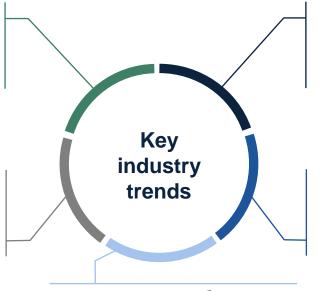
5 key trends are expected to push the evolution of the automotive industry. For each one in the following slides there is a selection of main news published from 13/06/22 to 19/07/2022

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

BMW Group expands BMW Operating System 8, integrates Android Automotive OS The BMW Group will be expanding its BMW Operating System 8 and **integrating Android Automotive OS** (AAOS) into certain model series for the first time as a second technological approach alongside the current Linux-based variant (...)

https://www.automotiveworld.com/news-releases/bmw-group-expands-bmw-operating-system-8-integrates-android-automotive-os/

Renault Group and Atos launch a unique service to collect large-scale manufacturing data and accelerate Industry 4.0

A strategic collaboration to develop and commercialize a unique technology solution to collect and analyze manufacturing data on a large scale (...)

https://www.automotiveworld.com/news-releases/renault-group-and-atos-launch-a-unique-service-to-collect-large-scale-manufacturing-data-and-accelerate-industry-4-0/





Electrification (1/4)

In-road inductive charging tests demonstrate unlimited EV range

The world's fifth-largest automaker has built and tested a charge-as-you-drive system – a loop of road in Italy with wireless EV charging coils embedded under the surface, so that electric cars can charge as they drive and unlock unlimited range (...)

https://newatlas.com/automotive/stellantis-road-charging-induction/

Aehra: a new start-up was born in Italy to produce luxury EVs Aehra, based in Milan, was created with the aim of producing luxury electric vehicles, thus confronting itself in a market segment in which Tesla, Porsche and Audi, among others, operate.

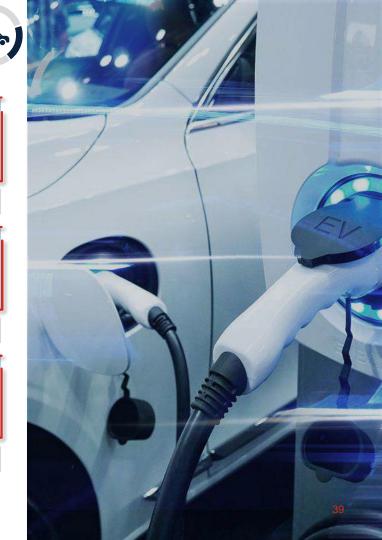
https://e-ricarica.it/aehra-nasce-la-start-up-italiana-che-produrra-ev-di-lusso/

NIO: unveiled a new 500 kW Hpc charging station

At the NIO Power Day 2022 event on July 6, the Chinese company NIO unveiled a new EV charger model with which it expects to further raise the standard in terms of charging speed.

https://e-ricarica.it/nio-svelata-una-nuova-colonnina-hpc-da-500-kw/





Electrification (2/4)

New approach reduces EV battery testing time by 75%

Testing the longevity of new electric vehicle battery designs could be four times faster with a streamlined approach, researchers at the University of Michigan have (...)

https://techxplore.com/news/2022-06-approach-ev-battery.html

Car always charged, how and where you want:
Reefilla takes care of it

Reefilla raises one million euros to develop its mobile and predictive charging service. Reefilla has designed and implemented an innovative charging service for electric vehicles that aims to be a flexible and complementary alternative to (...)

https://www-vaielettrico-it.cdn.ampproject.org/c/s/www.vaielettrico.it/reefilla-raccoglie-un-milione-per-la-sua-ricarica-no-problem/?amp=1

Honda and Sony Sign Agreement for New EV Joint Venture Brand The automaker and the tech giant have officially signed a joint venture agreement to create a new company, Sony Honda Mobility Inc., in 2022, with plans for EV sales by 2025. (...)

https://www.caranddriver.com/news/a39324355/honda-sony-ev-agreement/?utm_campaign=socialflowTWCD&utm_medium=social-media&utm_source=twitter&src=socialflowTW





Electrification (3/4)

Atlante: two e-Mobility
Hubs in Padua with 80
electric vehicle charging
points, powered by 100%
renewable energy

Atlante announces the award of the tender of the Municipality of Padua and the signing of the related contract for the installation of two innovative parking and electric vehicle charging Hubs 100% powered by renewable energy.

https://nhoa.energy/documents/atlante-two-e-mobility-hubs-in-padua-with-80-electric-vehicle-charging-points-powered-by-100-renewable-energy/

Porsche even more electric with Free To X

Never again without recharging is among the mantras Porsche thanks to the agreement with Free To X (company of the Autostrade per l'Italia group dedicated to the development of advanced mobility services).

https://techgameworld.com/porsche-even-more-electric-with-free-to-x/

China unveils plans to spur car demand, may extend EV tax break China announced a raft of new steps to spur consumer demand for cars, saying it would consider extending a tax break for electric vehicles and outlining plans to build more charging stations (...)

https://www.reuters.com/business/autos-transportation/china-studying-extending-tax-exemption-nevs-commerce-ministry-2022-07-07/





Electrification (4/4)

Volvo Trucks unveils its

first hydrogen FCEV

Volvo Trucks, has revealed its first fuel cell electric vehicle. In leveraging hydrogen as its main source of power, Volvo Trucks confirmed that its latest zero-emission semi-truck will have a maximum range of 1000 kilometers (...)

https://telematicsnews.info/2022/06/23/volvo-trucks-unveils-its-first-hydrogen-fcev/

PNRR: 530 million to test hydrogen in rail and road transport Italy also focuses on hydrogen for the transport sector. Indeed, the Minister of Infrastructure and Mobility Sustainable, Enrico Giovannini, has signed two decrees to carry out the works of the PNRR (...)







Connectivity

Ford dealers now have access to remote-assistance technology to help get customers back on the road quicker

Two-way, hands-free electronic headset provides realtime visual and audio communication between dealership technicians and team members at the Ford Technical Assistance Center in Dearborn, allowing for more efficient diagnoses (...)

https://www.automotiveworld.com/news-releases/ford-dealers-now-have-access-to-remote-assistance-technology-to-help-qet-customers-back-on-the-road-quicker/

Valeo Signs deal with BMW to Supply Advanced Driver Assist Hardware Leading automotive supplier Valeo has entered into a major collaboration with BMW Group to supply the advanced driver assist system (ADAS) domain controller (...)

 $\underline{https://www.futurecar.com/5489/Valeo-Signs-Major-Deal-with-BMW-to-Supply-Advanced-Driver-Assist-Hardware-for-the-Automakers-Forthcoming-Neue-Klasse-EV-Platform$





Mobility Services

Driverless car at the start: from 14 July autonomous driving is no longer outlawed July 14th will be a historic date for road traffic, but it will not be as revolutionary as July 14th 1789 was for democracy. Article 34-bis will enter into force, adding to the Vienna Convention on traffic the concept of "autonomous driving system" (...)

https://europe-cities.com/2022/07/05/driverless-car-at-the-start-from-14-july-automatic-driving-is-no-longer-outlawed/

Magic asphalt for electric cars, induction charging is ready

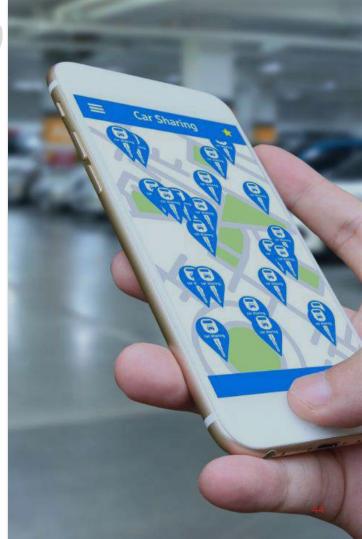
The induction charging technology for electric cars Dynamic Wireless Power Transfer (Dwpt), has just been presented in Chiari (Bs), by the president of A35 Brebemi (...)

https://www.breakinglatest.news/entertainment/magic-asphalt-for-electric-cars-induction-charging-is-ready/

Bari: first among southern Italian cities in MaaS4Italy call Bari gets a funding of 2,500,000 € out of a total project estimated at 3,798,850 €, ranking first among the cities in the southern regions, within the National Recovery and Resilience Plan (...)

https://www.ttsitalia.it/bari-prima-tra-le-citta-dl-mezzogiorno-nel-bando-maas4italy-2-500-000-euro-per-realizzare-la-prima-infastruttura-tecnologica-a-supporto-della-mobilita-integrata/





2

Sustainability

Shell to start construction of renewable hydrogen plant in Netherlands

Shell Plc said on Wednesday it would start building a renewable hydrogen plant in the Netherlands, which according to the energy giant will be Europe's largest once it is operational in 2025 (...)

https://www.reuters.com/business/energy/shell-start-construction-renewable-hydrogen-plant-netherlands-2022-07-06/

Car and van CO2 targets: Charging infrastructure essential to meet member state ambition

To meet the extremely ambitious CO2 reduction goals agreed last night by European environment ministers, the European Automobile Manufacturers' Association (ACEA) is calling for drastic action (...)

https://www.automotiveworld.com/news-releases/acea-car-and-van-co2-targets-charging-infrastructure-essential-to-meet-member-state-ambition/

Elli & Mitnetz Strom start trial smart charging project in Germany

In a joint pilot project, German companies Elli and Mitnetz Strom have started tests to optimised charging strategies. The project aims to achieve efficient interaction between the electricity grid and electromobility with electric cars from the VW Group.

https://www.electrive.com/2022/06/21/elli-mitnetz-strom-start-trial-smart-charging-project-in-germany/





Thank you.

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