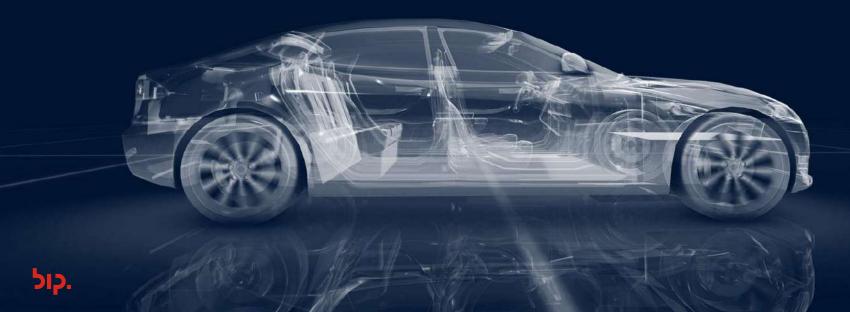
# **BIP AutObserver**

# Analysis of new car registrations

October 2022



#### **Executive Summary**

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



Top Countries by growth of new registrations: 25 countries grew in October 2022 compared to October 2021, the highest rates for Latvia (+61,1%), Bulgaria (+32,3%) and Slovakia (+30,5%). On a YTD base only 9 countries grew, double-digit increase for Iceland (+31,6%), Bulgaria (+16,9%) and Latvia (+12,5%)

Top 3 Countries by market share: Germany 22,0% (+0,6 p.p.), United Kingdom 14,3% (+0,3 p.p.) and France 13,8% (-0,4 p.p.) in October 2022 YTD compared to October 2021 YTD.

Brands: among the Top 15 by volume, highest growth in October 2022 respect to October 2021 for Audi (+59,0%), Skoda (+47,5%) and Toyota (+46,2%). Considering YTD only Dacia (+16,6%), Kia (+8,8%), Toyota (+4,3%) and Hyundai (+1,9%) registered an increase

Premium brands\*\*: Audi (+59,0%), BMW (+5,8%) and Mercedes-Benz (+1,9%) grew in October 2022. All 3 brands dropped on a YTD base קול.



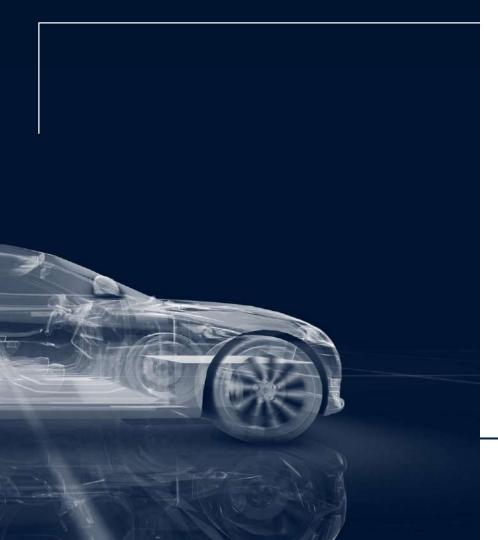
Areas monthly results: North-East +11,1%, North-West +24,7%, Center +15,5%, South +1,5% and Islands 4,3%, comparing October 2022 with October 2021

Customer segments: Retail +1,3%, Fleet +59,3% and Business +13.2% October 2022 vs October 2021. The Retail segment reversed the negative result registered in September

Brands: considering YTD results, among the Top 15 by volume Dacia and Toyota grew (+9,0% and +3,4%) respectively); all the other brands registered a drop, the highest for Jeep (-24,1%) and Renault (-23,0%)

Premium brands\*\*: Audi (+82,1%), BMW (25,4%) and Mercedes-Benz (+21,5%) registered an increase in October 2022 compared to October 2021. On a YTD base BMW, Audi and Mercedes-Benz fell slightly less than the overall market (respectively -12,6%, -9,1% and -9,3% vs -13,8%)

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



# 01. Europe

Market overview New car registrations by brands

02. Italy

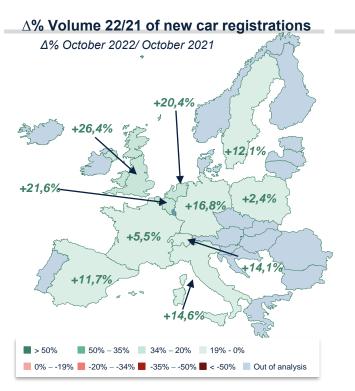
03. New car models launches in Italy

04. News on key industry trends

#### **Europe** | *Market Overview* Top 10 European Markets<sup>\*</sup> – October 2022

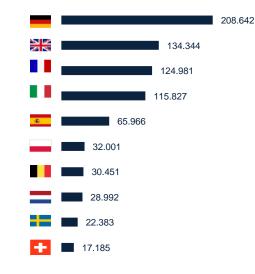






#### Number of EU new car registrations 2022

New car registration October 2022



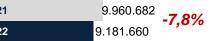


- The European market (EU+UK+EFTA) had an increase in registrations from 798.505 in October 2021 to 910.753 cars in October 2022.
- In line with the two previous months the EU car market confirmed an overall increase in registrations compared to the other months of 2022.
- The highest rates among the top 10 markets for:
  - United Kingdom (+26,4%)
  - Belgium (+21,6%)
  - Netherlands (+20,4%)
- Compared to September, Sweden reversed the negative result from -2,6% in new cars registration to +12,1%

# Europe | Market Overview

Top 10 European Markets\* – October 2022 YTD





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

 $\Delta$  % Volume october 22/21





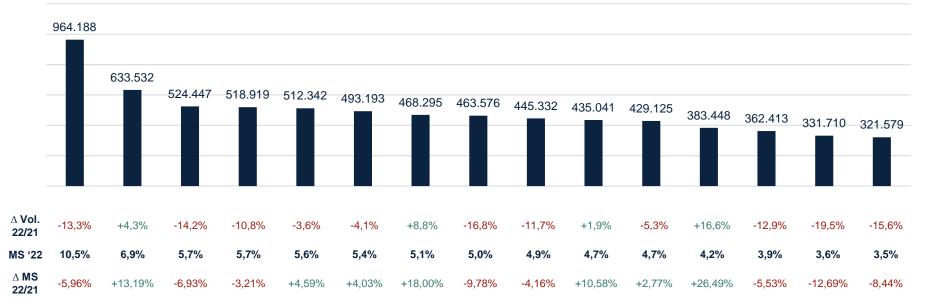
- Up to October 2022, 9.181.660 units were registered in the European passenger cars market, with a decrease of -7,8% compared to the same period of 2021, a smaller drop compared to the results of the last two months
- An **increase** was registered only for 9 out of 30 countries (Iceland confirmed the highest increase with +31,6%), none of them in the top 10 for registrations. 21 countries registered a **decrease**; considering the top 10, double-digit drop for Italy (-13,8%), France (-10,3%) and Sweden (-10,0%)

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

#### **Europe** | New car registrations by brand Top 15 – October 2022 YTD







512.

6

(\*) 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

#### **October 2022 Highlights**

October 2022 recorded the third consecutive monthly increase in new registrations, with 115.827 new cars, +14,6% compared to October 2021. A confirmation of trend reversal that began in August 2022, after 13 consecutive months of decline. This growth is also linked to a recovery in production compared to October 2021, month strongly affected by the production crisis. However, the three consecutive positive months are not enough to compensate the YTD drop and the delta in registrations with respect to 2021 will hardly be recovered before the end of the year. In fact, from January to October 2022, 1.091.894 cars were registered, - 13,8% compared to the same period of 2021 (and the gap with 2019, the year before the pandemic, is even greater, -32,8%).

Interesting result for the fleet segment, increasing its market share on a YTD base (+3,9 p.p. in comparison with 2021), trend that could improve in the coming months, considering that rental companies were included in the new incentives starting from 02.11.2022.

In October, all geographical areas experienced an increase, higher than last month; regarding powertrains Petrol and Diesel still grew in terms of Market Share while BEV registered a drop.

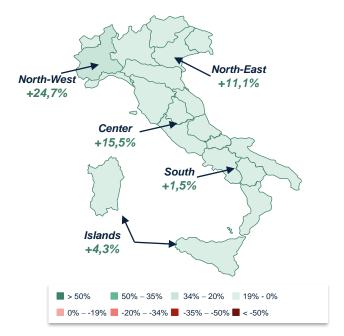


#### Italy | Market Overview Italian Market – October 2022 vs October 2021

Italy New Car	2021	101.103	+14,6%	
Registrations	2022	115.827		

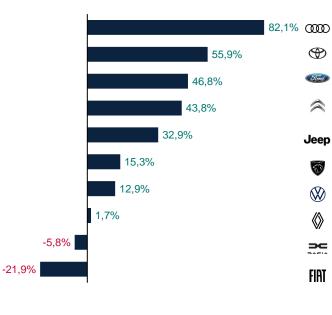
#### **∆% Volume 22/21 of New Car Registrations**

Δ% October 2022/ October 2021





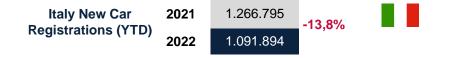
Δ% October 2022/ October 2021

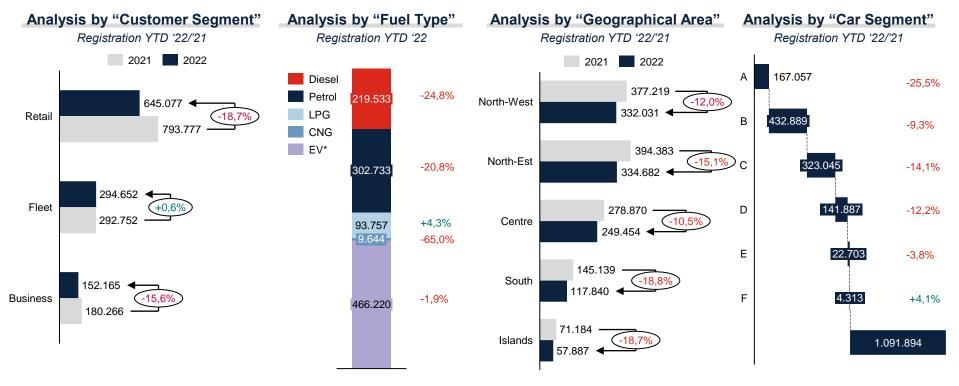




- In October 2022, the Italian market again registered a positive sign with an increase of +14,6% compared to October 2021.
- High growth for premium brand Audi (+82,1%), which confirmed its strongest growth in line with September 2022, and Toyota (+55,9%), which took second place. Ford, Citroen and Jeep came next with a significant increase of over +30,0%.
- Considering the top 10 brands by volume, only 2 out of 10 recorded a drop, with the worst performance for Fiat (-21,9%); a result that reversed the positive trend recorded in August and September after months of negative performance.
- Finally, a positive result achieved by the Islands and South, which in October reported the first positive increase of the year 2022.

#### Italy | Market Overview Italian Market – October 2022 YTD vs October 2021 YTD



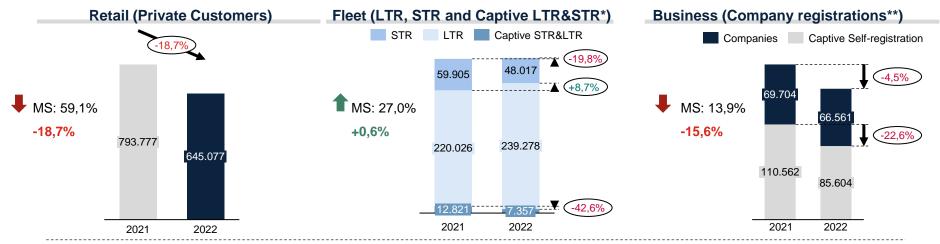


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Source: UNRAE

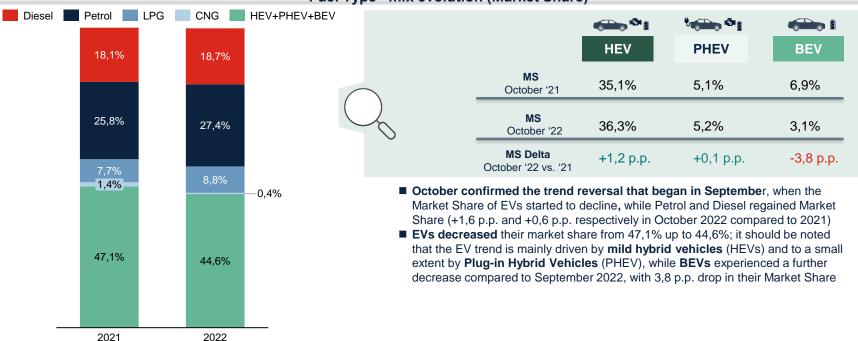
(\*) EV: Electric Vehicle (Hybrid and Electric); CNG: Compressed Natural Gas (Methane and Ethanol)





- Compared to October 2021 YTD, in 2022, the Retail segment confirmed the decrease of 2022 with -18,7% (-148.700 units sold lost) and a further decrease in its YTD Market Share with respect to October 2021 (59,1% in October 2022 vs. 62,7% in October 2021, -3,6 p.p.)
- Captive LTR&STR (-42,6%) and STR (-19,8%) decreased in October 2022 vs. 2021 YTD, while LTR (+8,7%) registered a slight increase. The Market share of Captive LTR&SRT (0,7% in October 2022 YTD vs 1,0% in October 2021 YTD) and SRT (4,4% in 2022 vs 4,7% in 2021) also decreased, while LTR market share increased from 17,4% in October 2021 YTD to 21,9% in October 2022 YTD
- The decrease of the Business segment registrations in October 2022 vs. October 2021 YTD was related both to the reduction of Captive self-registrations (-22,6% or 24.958 units less sold) and Companies registrations (-4,5% or 3.143 units less sold)
   Market Share YTD increase / decrease October 2022 / October 2021 (YTD)
- ∆% Volume October 2022 / October 2021 (YTD)

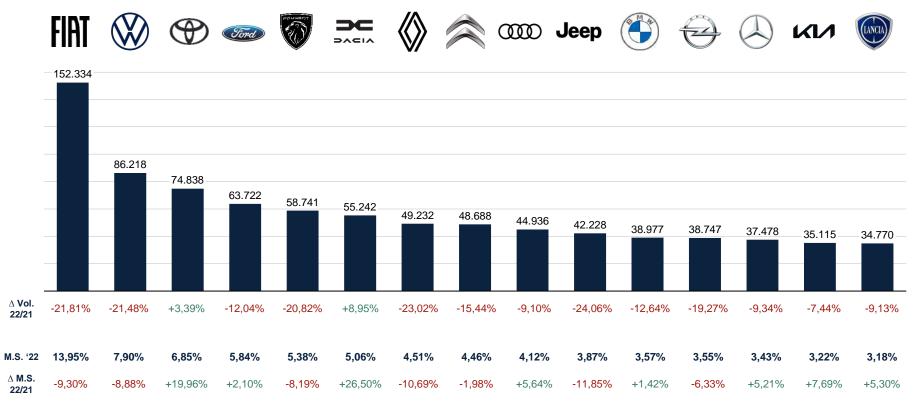
#### Italy | *Market Highlights* Italian Market – October 2022 vs October 2021



#### "Fuel Type" mix evolution (Market Share)

#### Italy | New car registrations by brand

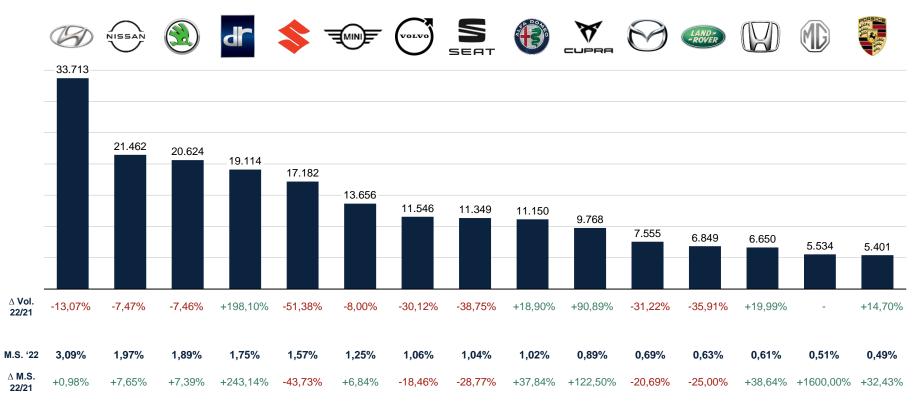
New car registrations by brand – October 2022 YTD (1/3)



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#### Italy | New car registrations by brand

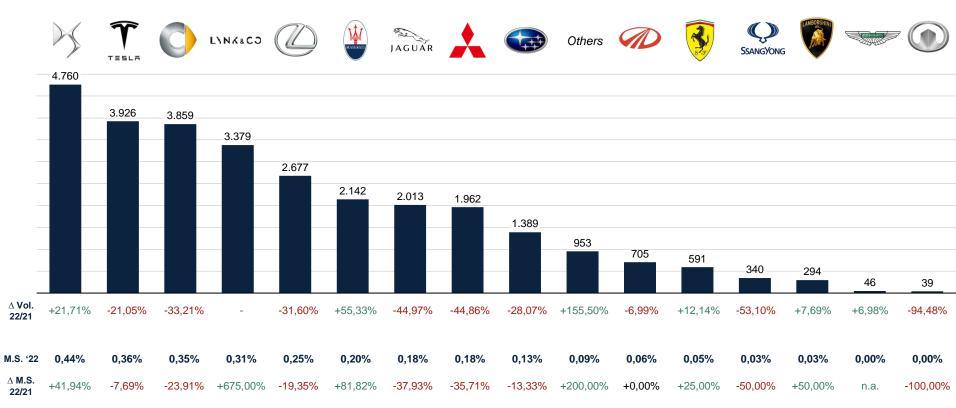
New car registrations by brand – October 2022 YTD (1/3)



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#### Italy | New car registrations by brand

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

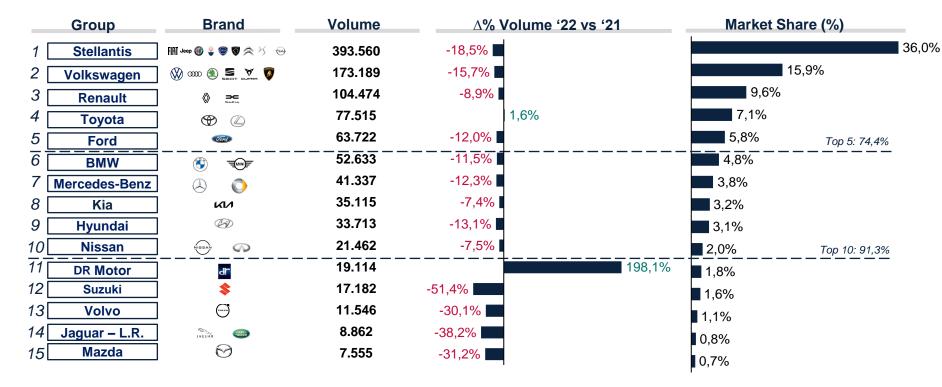


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Source: UNRAE

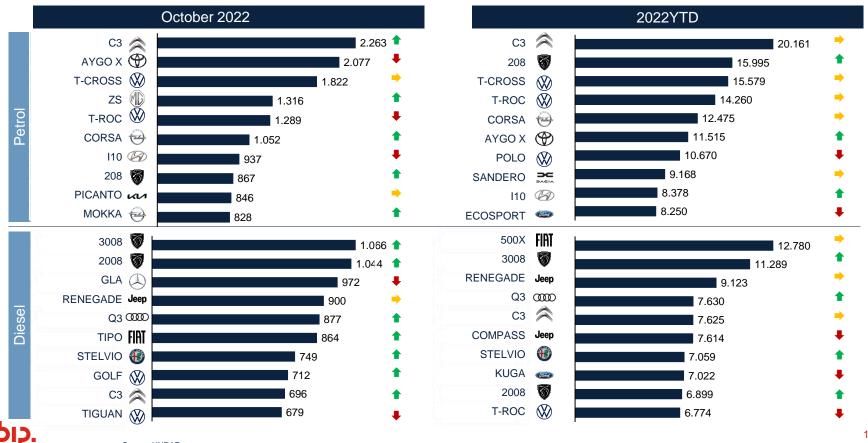
#### Italy | New car registrations by group

New car registrations by group - Top 15 - October 2022 YTD



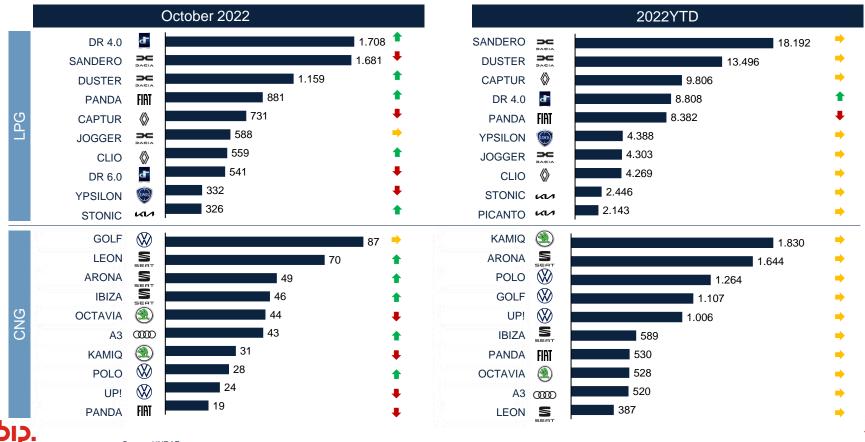
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New car registrations by fuel type - Top 10 - Petrol and Diesel



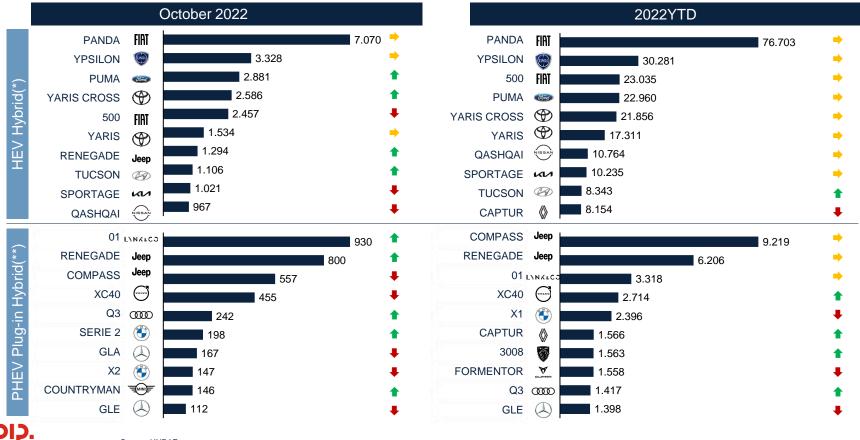


New car registrations by fuel type - Top 10 - LPG and CNG





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

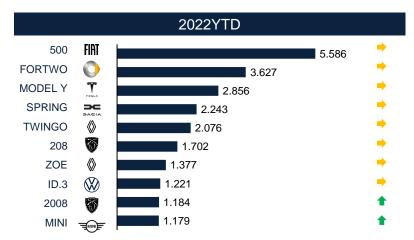


(\*) Hybrid Electric Vehicle (HEV), (\*\*) Plug-in Hybrid Electric Vehicle (PHEV)

Source: UNRAE

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



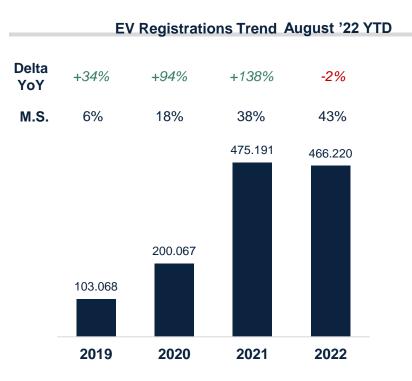


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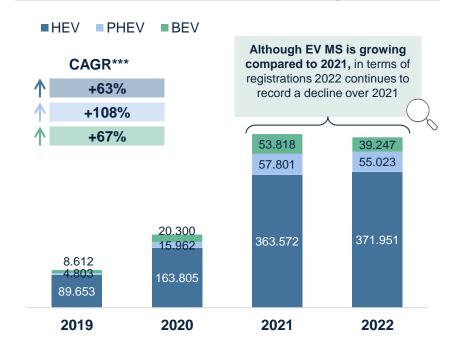
Source: UNRAE (\*) Battery Electric Vehicle (BEV)

**★ → ↓** 

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



#### HEV\*, PHEV\* and BEV\*\* Vehicles Trend August '22 YTD



# קול.

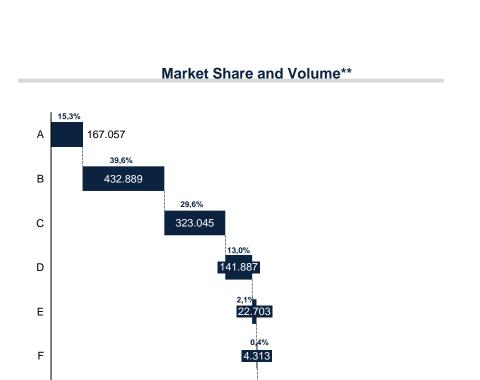
#### Source: UNRAE

(\*) HEV = Hybrid Electric Vehicles; PHEV = Plug-in Hybrid Electric Vehicles; (\*\*) BEV = Pure Electric; (\*\*\*) Related to the time frame 2019-2022

#### **Italy** | New car registrations by segment

Segments Growth in Market Share\*

Overview of new car registrations by segment



Β Α «Utility/City» «Supermini» «Medium» -0,1 *p.p.* 1,9 *p.p.* -2,4 *p.p.* F D E «Ultra Luxury» «Executive» «Luxury» 0,2*p.p.* 0,2 *p.p.* 0,1 *p.p.* TOT 1.091.894

# כול.

(\*) Δ% October 2022 YTD / October 2021 YTD; \*\* Market Share and Volume October 2022 YTD

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

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



registered a decrease (-2,4 p.p.) while Segment B recorded an increase (+1,9 p.p.). Considering the volumes, in October 2022 YTD both Segment A and Segment B decreased vs. October 2021 (-25,5% and -9,3%) 87.845 29.929 11.515 9.459 9.259 4.860 4.843 3.628 3.132 2.243 PANDA 500 AYGO X 110 PICANTO **IGNIS** UP! FORTWO TWINGO SPRING C FIAT  $\bigotimes$  $\langle \rangle$ FIAT C B M ---- $\wedge$  Vol % -9,2% -23.8% +0.0% -19,2% -21,4% -63,4% -45,6% -30,0% -53,6% -47,5% 22/21 YTD 34.778 27.786 27.360 25.364 22.391 21.868 21.856 21.787 15.773 15.579 **YPSILON** C3 SANDERO PUMA 208 YARIS YARIS CAPTUR CORSA **T-CROSS** CROSS Ø  $\langle\!\!\langle\rangle\!\!\rangle$  $\bigotimes$ LINCH C  $\approx$ Sord 包 ----- $\wedge$  Vol % 22/21 YTD -9,2% +2,4% +9,4% +9,1% -28,8% +778,5% -8,9% -26,7% -3,4% -30,0%

B "Supermini"

Source: UNRAE

23

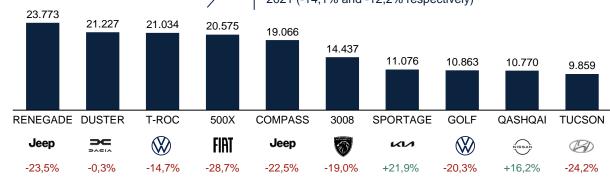
#### **Italy** | New car registrations by segment Segment C and Segment D – Top 10 – October 2022 YTD

 $\Delta$  Vol. %

22/21 YTD

∆ Vol. % 22/21 YTD In terms of **MS**, respectively vs October 2021 YTD, **Segment C** registered a decrease (-0,1 p.p.) while **Segment D** recorded an increase (+0,2 p.p.). Considering the volumes, in October 2022 YTD both **Segment C** and **Segment D** decreased vs. October 2021 (-14,1% and -12,2% respectively)









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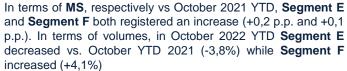
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#### **Italy** | New car registrations by segment Segment E and Segment F – Top 10 – October 2022 YTD

 $\Delta$  Vol. %

22/21 YTD

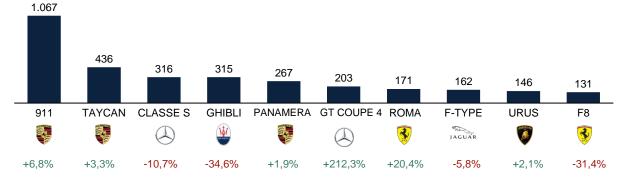
∆ Vol. % 22/21 YTD

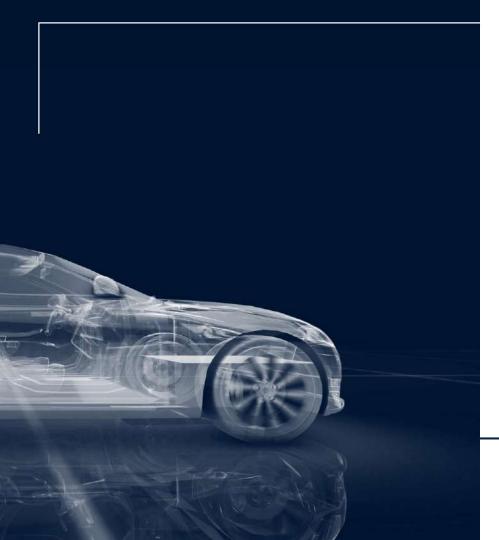




increased (+4.1%) 2.856 2.343 2.057 1.865 1.776 1.661 1.173 1.099 1.096 1.007 MODEL Y GLE SERIE 5 X5 A6 GLE Q8 X6 CAYENNE CLASSE E COUPE T  $(\mathcal{A})$  $\infty$  $(\mathcal{L})$ ത്ത  $(\mathcal{A})$ +552,1% -18.3% +7,0% +10,0% -30,7% -1.0% -1,2% -10,8% -2,4% -19,4%

F "Ultra Luxury"





### 01. Europe

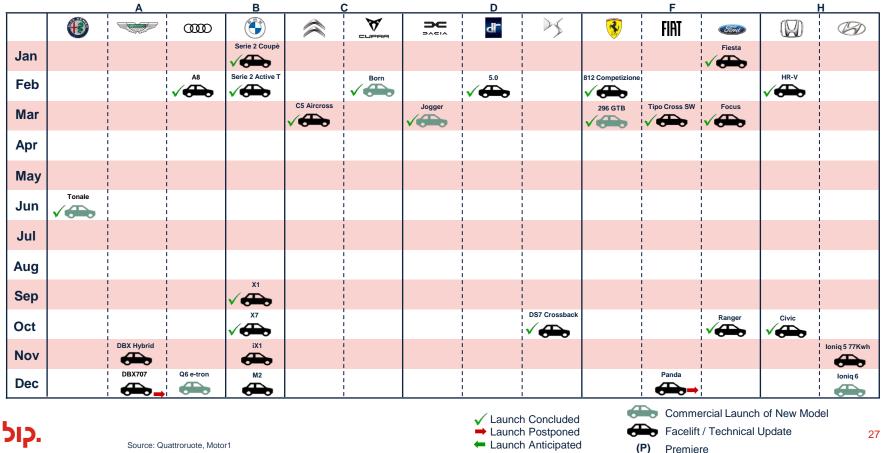
02. Italy

# **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)

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	$\bigcirc$	JAGUAR	Jeep	KI	Ŵ		LAND - ROVER		Ŵ	$\bigotimes$			*	NISSAN		
Jan			     	Sportage		     	     	     		Mazda 2	EQB					
Feb		I-Pace	 			1 1 1	     	NX V								
Mar							Range Rover			Mazda 2 Hybrid						
Apr								1		CX-60	s∟ √ 🗲					
Мау			Renegade				     			1	EQE					
Jun			Cherokee 4xe			1 1 1	1 1 1		Grecale					Qashqai E-powe		
Jul														Ariya		
Aug			   				   	   		-       						
Sep			   			     	   	     		   	AMG GT 63 S E			X-Trail		
Oct						1	     	RZ								
Nov					Aventador											
Dec					Urus Evo							Countryman				

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Launch Postponed - Launch Anticipated

Premiere

(P)

#### New Car Models Launches in Italy

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

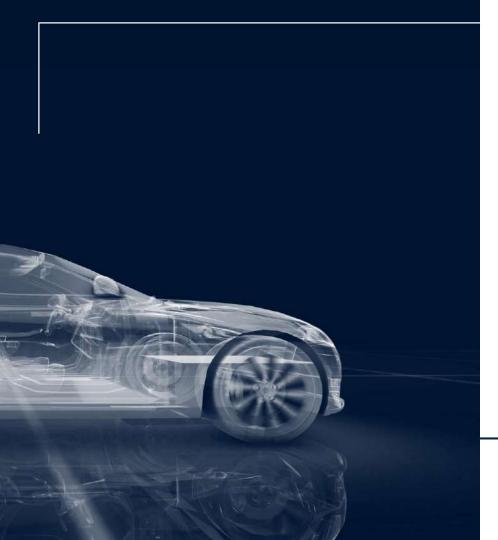
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Jan			1			1				S-Cross				
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Mar	Astra Sports T.		718 Cayman GT4RS			Karoq							T-Roc	
Apr										     		   		
Мау												GR86		
Jun						     				     		1 1 1		
Jul						   								
Aug			   			     	   	     	   	     		   		     
Sep						Enyaq Coupè								
Oct						! !				   		Corolla Cross		
Nov			1 1 1					Korando E-Motion	Solterra	   		1	ld Buzz	
Dec			   			     	   	X200 e J100	   	     	Cybertruck	BZ4x		XC20

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✓ Launch Concluded
 → Launch Postponed
 ← Launch Anticipated

Commercial Launch of New Model

Facelift / Technical Update
 (P) Premiere



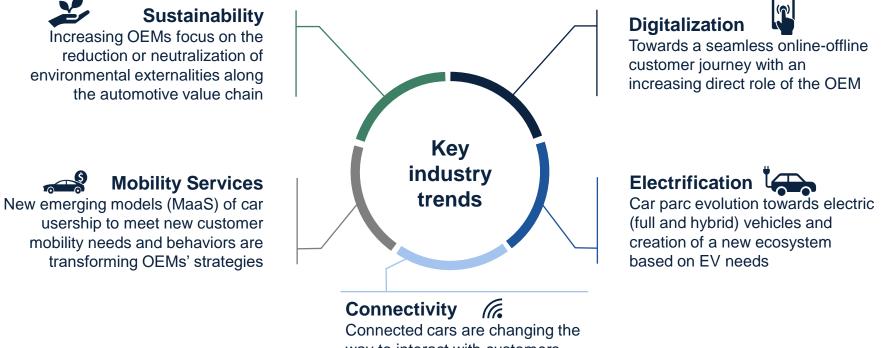
### 01. Europe

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 21/10/2022 to 22/11/2022



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

Digitalization

Stellantis buys Cazoo Italia and revives brumbrum Stellantis concluded the acquisition of the Italian branch of Cazoo. It would be the first step to revive brumbrum, the scaleup founded by Francesco Banfi and acquired by the English company in January 2022 (...)

(2)

https://sparkchronicles.com/stellantis-buys-cazoo-italia-and-revives-brumbrum/

Renault and Google accelerate partnership to develop the vehicle of tomorrow and strengthen digital transformation

Renault Group and Google announced today an expanded partnership aimed at designing and delivering the digital architecture for the "Software Defined Vehicle" (SDV) and accelerating the group's digitalization (...)

https://www.prnewswire.com/news-releases/renault-group-and-google-accelerate-partnership-to-develop-the-vehicle-of-tomorrow-and-strengthen-renault-groups-digital-transformation-301671093.html



Electrification (1/4)

Renault Group announces Ampere division for EV and software-related activities At its Capital Market Day, the Renault Group unveiled the third phase of its company-wide Renaulution plan, which now includes the establishment of Ampere – a new sub brand that will host the OEM's EV and software activities (...)

https://telematicsnews.info/2022/11/10/renault-group-announces-ampere-division-for-ev-and-software-related-activities/

Comau at the forefront of transport electrification

The company announced the design and development of a lithium battery module production line for the future Automotive Cells Company (ACC) Gigafactory, which will be built in Billy-Bercalu Douvrain, northern France (...)

https://www.innovationpost.it/2022/10/31/comau-in-prima-fila-per-lelettrificazione-dei-trasporti/

France's massive new lithium mine could supply 700.000 electric car batteries a year A lithium mine with the capacity to supply 700.000 electric car batteries per year is set to open in France. The massive mining project will operate on the site of the existing Beauvoir kaolin quarry in Central France (...)

https://www.euronews.com/green/2022/10/24/frances-massive-new-mithium-mine-could-supply-700000-electric-carbatteries-a-year



Electrification (2/4)

Toyota second life battery storage system using multiple chemistries goes online in Japan The 485kW/1,260kWh system was built using batteries reclaimed from electric vehicles (EVs) and began operation on Japan's electricity grid today (27 October), Toyota announced (...)

https://www.energy-storage.news/toyota-second-life-battery-storage-system-using-multiple-chemistries-goes-online-in-japan/

Anm: tender for more than 2.000 recharging points in the municipality of Naples Anm launched a tender to install 2.140 charging points in some of the main public car parks in the City of Naples, which have a total of 5.740 parking spaces (...)

https://e-ricarica.it/anm-bando-per-piu-di-2mila-colonnine-nel-comune-di-napoli/

Saudi wealth fund sets up electric car joint venture with Foxconn Saudi Arabia's sovereign wealth said on Thursday it will make electric cars in the kingdom under a joint venture with Apple supplier Foxconn as part of a push to build new industries and lessen dependence on oil (...)

https://www.reuters.com/business/autos-transportation/saudi-crown-prince-launches-ceer-first-saudi-electric-vehicle-brand-2022-11-03/



Electrification (3/4)

#### VW to go fully electric in Europe from 2033

Volkswagen wants to build only pure electric cars in Europe from 2033 at the latest. Brand CEO Thomas Schäfer is thus bringing forward the previous goal of exiting the internal combustion vehicle business in Europe between 2033 and 2035 (...)

https://www.electrive.com/2022/10/27/vw-to-go-fully-electric-in-europe-from-2033/

Aspi, Eni and CDP together to develop charging infrastructure and decarbonization initiatives Autostrade per l'Italia, Eni and Cassa Depositi e Prestiti entered into a partnership to create synergies to support the energy transition. The agreement includes the development of charging points for electric vehicles (...)

https://e-ricarica.it/aspi-eni-e-cdp-insieme-per-lo-sviluppo-di-infrastrutture-di-ricarica-e-iniziative-di-decarbonizzazione/

NIO launches its first battery swap station in Sweden NIO officially opened its first battery swap station in Sweden to support its expansion in Europe. The station is installed in Varberg, alongside the E6 highway between Gothenburg and Malmö, mainly for the purpose of long-distance travel (...)

https://insideevs.com/news/622823/nio-first-battery-swap-station-sweden/



Electrification (4/4)

Renault and Geely announce ICE and hybrid joint venture company French automaker Renault and Chinese Geely have agreed to establish a joint venture company that will produce internal-combustion and hybrid powertrains. The two companies announced they have signed a non-binding framework agreement to establish (...)

https://www.carexpert.com.au/car-news/renault-and-geely-announce-ice-and-hybrid-joint-venture-company



Connectivity



Ford, VW-backed Argo AI is shutting down

Argo AI, an autonomous vehicle startup that burst on the scene in 2017 stacked with a \$1 billion investment, is shutting down — its parts being absorbed into its two main backers: Ford and VW, according to people familiar with the matter (...)

https://techcrunch-com.cdn.ampproject.org/c/s/techcrunch.com/2022/10/26/ford-vw-backed-argo-ai-is-shutting-down/amp/



**Mobility Services** 

Skoda wants to launch subscription service for autonomous EV fleet Skoda wants to launch a car subscription service for a self-driving fleet of EVs - something the Vision S concept could join  $(\ldots)$ 

https://headtopics.com/us/skoda-wants-to-launch-subscription-service-for-autonomous-ev-fleet-autocar-31069370

Helbiz starts in-app sales of insurance

Helbiz, a leader in electric micro-mobility services and YOLO, Italy's first mover in insurtech are launching Helbiz Insurance, a new suite of digital insurance solutions for customers directly from the Helbiz app (...)

https://www.morningstar.com/news/business-wire/20221102005612/helbiz-starts-in-app-sales-of-insurance

Volkswagen enters partnership with MILES Mobility The Volkswagen Group is driving forward its transformation into a mobility provider and is entering into a partnership with car sharing company MILES Mobility. Both parties wants to o accelerate expansion of car sharing portfolio (...)

https://www.automotiveworld.com/news-releases/volkswagen-enters-partnership-with-miles-mobility-to-accelerateexpansion-of-car-sharing-portfolio/



Sustainability

ACEA: New 'Euro' pollutant emission proposal risks slowing down transition to zero-emission transport The European Automobile Manufacturers' Association (ACEA) has serious concerns about the European Commission's proposal for new pollutant emission standards for cars and vans (Euro 7) and trucks and buses (Euro VII), published today (...)

https://www.automotiveworld.com/news-releases/acea-new-euro-pollutant-emission-proposal-risks-slowing-down-transitionto-zero-emission-transport/

Here is the Hotel Hyundai, the hotel powered by an electric car Test the new intelligent communication technologies of electric cars to offer a new holiday experience. This is the aim of the original Hotel Hyundai, a small off-grid accommodation company in the woods of Essex, England (...)

https://www.sustainabilityenvironment.com/2022/10/26/hotel-hyundai-the-hotel-powered-by-an-electric-car/

Commission proposes new Euro 7 standards to reduce pollutant emissions from vehicles and improve air quality The Commission presented a proposal to reduce air pollution from new motor vehicles sold in the EU to meet the European Green Deal's zero-pollution ambition, while keeping vehicles affordable for consumers (...)

https://ec.europa.eu/commission/presscorner/detail/en/ip\_22\_6495





#### Thank you.

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