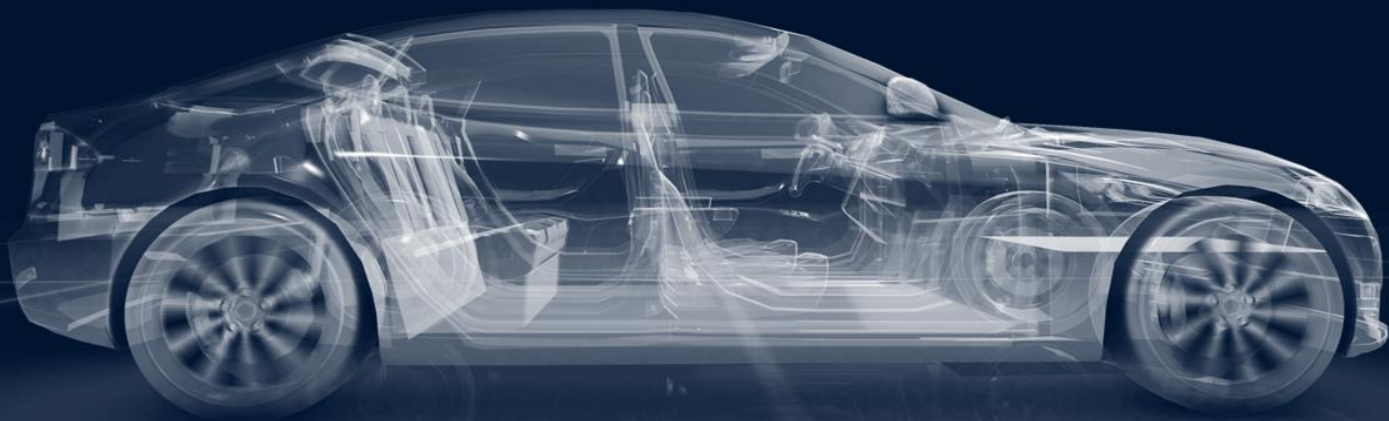


BIP AutoObserver

Analysis of new car registrations

December 2022



Executive Summary

Analysis of new car registrations in Europe & Spain – December 2022



Europe*

+14,8%

Top Countries by growth of new registrations: 18 countries grew in December 2022 compared to December 2021, the highest rates for Estonia (+123,9%) and Norway (+92,0%). On a YTD base only 10 countries grew, double-digit increase for Iceland (+30,4%), Bulgaria (+16,9%) and Latvia (+16,5%)

Top 3 Countries by market share: Germany 23,5% (+1,2 p.p.), United Kingdom 14,3% (+0,3 p.p.) and France 13,5% (-0,5 p.p.) in December 2022 YTD compared to December 2021 YTD.

Brands: among the **Top 15 by volume**, highest growth comparing December 2022 to December 2021 for BMW (+35,9%), Audi (+35,0%) and Volkswagen (+26,5%). Considering YTD data, only Dacia (+15,8%), Kia (+7,9%), Toyota (+7,6%), Audi (+2,9%) and Hyundai (+0,5%) registered an increase

Premium brands:** Audi is the only brand that increased both in monthly (+35,0%) and YTD (+2,9%), while **BMW** (+35,9%) and **Mercedes-Benz** (+10,8%) grew in December 2022 but are still under 2021 on a YTD basis (-5,4% and -1,5% respectively)



Spain

-14,1%

Areas monthly results: North -10,0%, Center/West -11,0%, East -17,4%, South -20,4% and Islands -15,7%, comparing December 2022 with December 2021

Customer segments: Retail -1,6%, Fleet -35,1% and Business +4,1% December 2022 YTD vs December 2021 YTD

Brands: among the **Top 15 by volume** Toyota, along with KIA Hyundai, Dacia, Mercedes and Audi are growing in volume (+17,9%, +10,7%, +3,5%, +2,5%, +8,3%, 1,2% YTD respectively), while all the others are decreasing considering YTD results (SEAT -30,2% YTD and Peugeot -18,6% YTD are the brands with the highest loss)

Premium brands: among the Top 15 by volume BMW is decreasing YTD in December 2022 (-12,8%), while Mercedes and Audi increase in the YTD (+8,3% and 1,2% respectively in December 2022 vs 2021)



01. Europe

- | Market overview
- | New car registrations by brands

02. Italy

03. Quarterly special topic.
EV: towards 2030

04. New car models launches in Italy

05. News on key industry trends

Europe | Market Overview

Top 10 European Markets* – December 2022

European Markets*
new car registrations

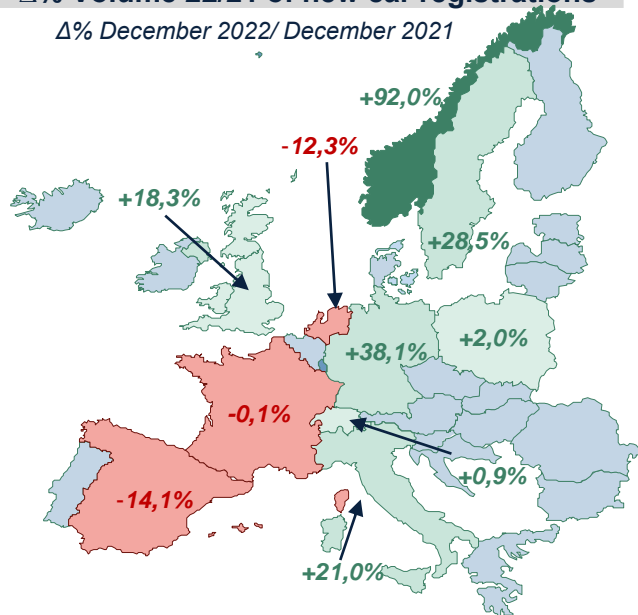
2021	950.052
2022	1.091.119

+14,8%



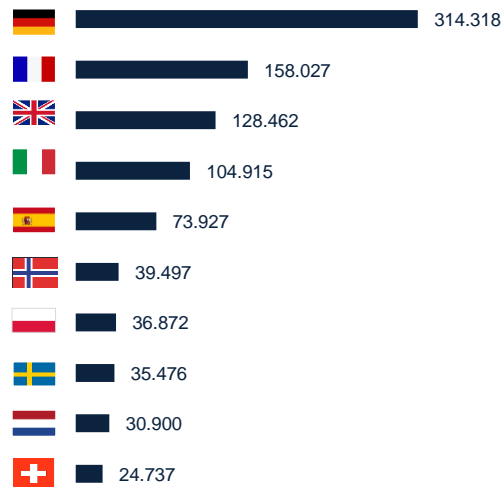
Δ% Volume 22/21 of new car registrations

Δ% December 2022/ December 2021



Number of EU new car registrations 2022

New car registration December 2022



! Highlights

- The European market (EU+UK+EFTA) had an increase in **registrations** from 950.052 in December 2021 to 1.091.119 cars in December 2022.
- In line with the 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:
 - Norway (+92,0%)
 - Germany (+38,1%)
 - Sweden (+28,5%)
- Considering the top 10 by volume only Spain, Netherlands and France registered a decrease in December 2022 compared to the same month of 2021

Europe | Market Overview

Top 10 European Markets* – December 2022 YTD

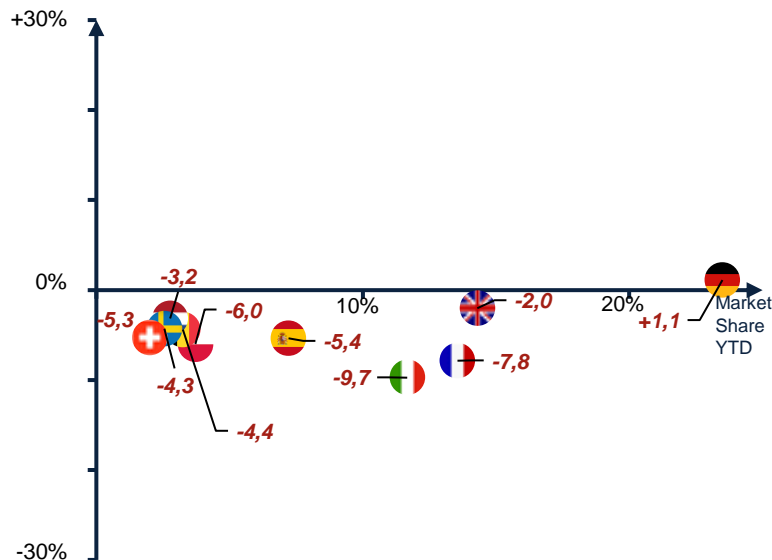
European Markets*
new car registrations

2021	11.774.822
2022	11.286.939 -4,1%



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

Δ % Volume December 22/21



#	Country	MS December 2022 YTD	Δ VS 2021	Sales Volume December 2022 YTD
1	GER	23,5%	+1,1	2.651.357
2	UK	14,3%	-2,0	1.614.063
3	FRA	13,5%	-7,8	1.529.035
4	ITA	11,7%	-9,7	1.316.702
5	SPA	7,2%	-5,4	813.396
6	POL	3,7%	-6,0	419.749
7	BEL	3,2%	-4,4	366.303
8	NET	2,8%	-3,2	312.129
9	SWE	2,6%	-4,3	288.087
10	SWI	2,0%	-5,3	225.934

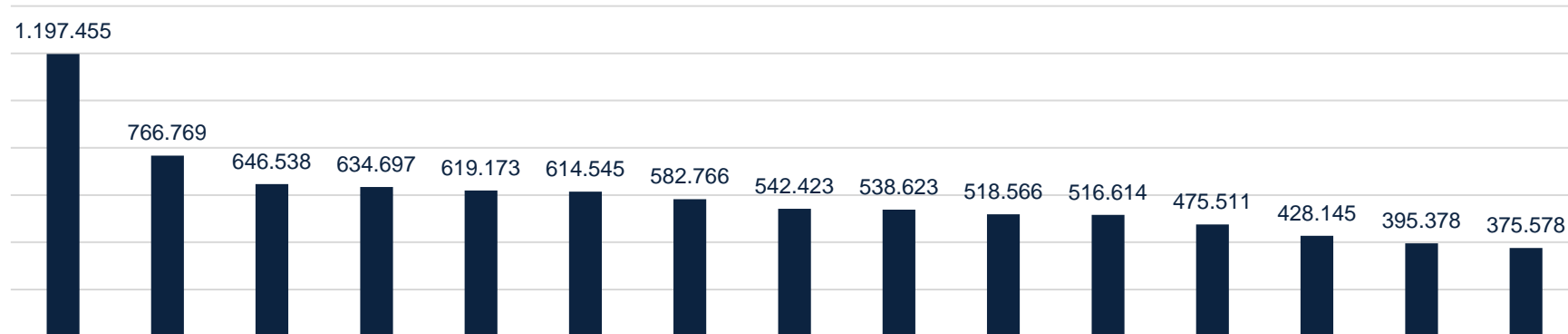
! Highlights

- Up to December 2022, **11.286.939 units** were registered in the European passenger cars market, with a **decrease of -4,1%** compared to the same period of 2021. The gap vs 2021 is reducing thanks to the positive results of the last 5 months
- Only 10 out of 30 countries registered an **increase** (Iceland confirmed the highest increase with +30,4%) and only Germany (+1,1%) considering the top 10 for registrations. 20 countries recorded a **decrease**: considering the top 10 by volume highest decline for Italy (-9,7%)

Europe | New car registrations by brand



Top 15 – December 2022 YTD



Δ Vol. 22/21	-6,9%	+7,6%	-5,4%	-1,5%	-14,5%	+2,9%	-14,1%	+7,9%	-8,5%	+0,5%	-0,3%	+15,8%	-12,0%	-16,6%	-15,7%
MS '22	10,6%	6,8%	5,7%	5,6%	5,5%	5,4%	5,2%	4,8%	4,8%	4,6%	4,6%	4,2%	3,8%	3,5%	3,3%
Δ MS 22/21	-2,87%	+12,27%	-1,27%	+2,74%	-10,82%	+7,35%	-10,43%	+12,57%	-4,58%	+4,85%	+3,96%	+20,77%	-8,17%	-13,00%	-12,06%



Source: ACEA

(*) Opel includes Vauxhall New Car Registrations



01. Europe

02. Spain

- | 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 Spain

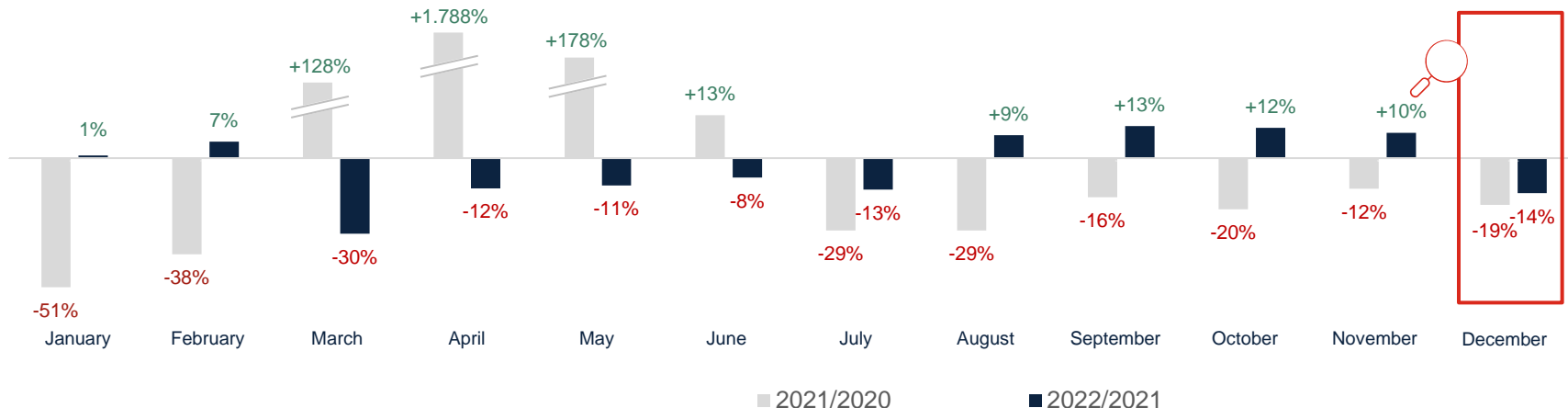
04. News on key industry trends



December 2022 Highlights

After five months of losses ranging from 8% to 30% (March to July) due to the "shortage" of microchips and raw materials and the war in Ukraine, the sector has been on an upward trend since August (+9,1%) till November (+10%). In December 2022, the Spanish market registered a decrease of **14,1%**, mainly due to the **drop in production** and a **lower amount of stock** for sale. This is the strongest decrease since March. Regarding vehicle registrations by customer segment in December 2022: **Fleet** (-35,08%) and **Retail** (-1,68%) **lost in volumes** compared to 2021, while **Business** (+4,07%) **registered a slight increase**.


However, since the beginning of the year, the decrease has remained significant, with **813.396** units registered and a market decline of **5,36%**, which means 46.081 cars less compared to the same period in 2021. Registrations of alternative vehicles (electrified, hybrid and gas-powered), continue to position themselves as the first purchase option for users.



Spain | Market Overview

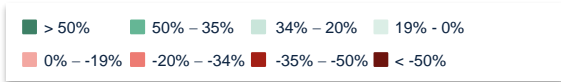
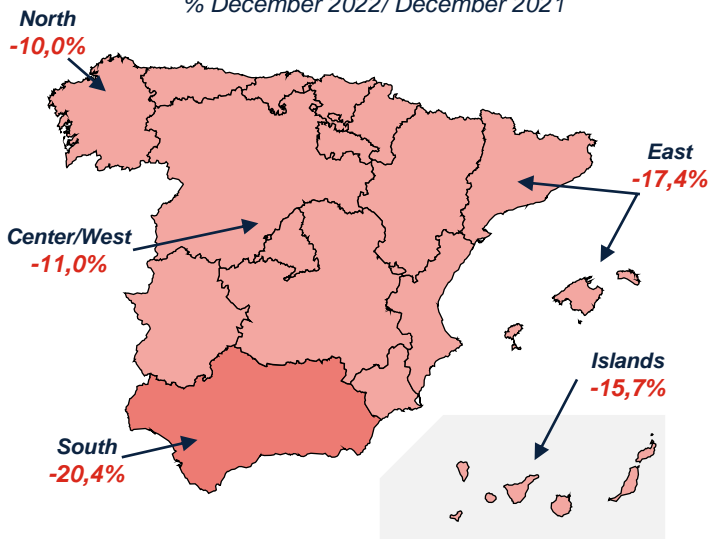
Spanish Market – December 2022 vs December 2021

Spain New Car Registrations

2021	86.080	-14,1% 
2022	73.927	

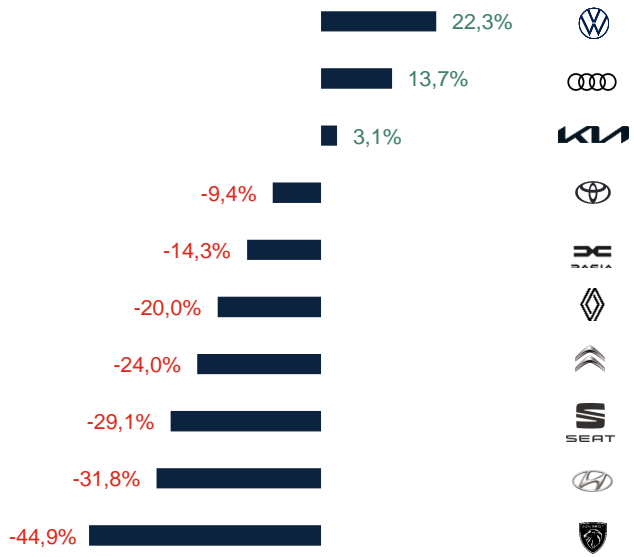
Δ% Volume 22/21 of New Car Registrations

% December 2022/ December 2021



Growth of Top 10 Brands by Volumes

Δ% December 2022/ December 2021




! Highlights

- In December 2022, the Spanish market experienced an **overall decrease (-14.1%)** in registrations for all geographic areas. In December 2022, the South had the worst performance (-20,4%).
- Just 3 of the top 10 brands registered a **positive variation, Volkswagen leading with a 22,3% growth** by volume. The **lowest for Peugeot, which registered 44,9% variation.**

Spain | Market Overview

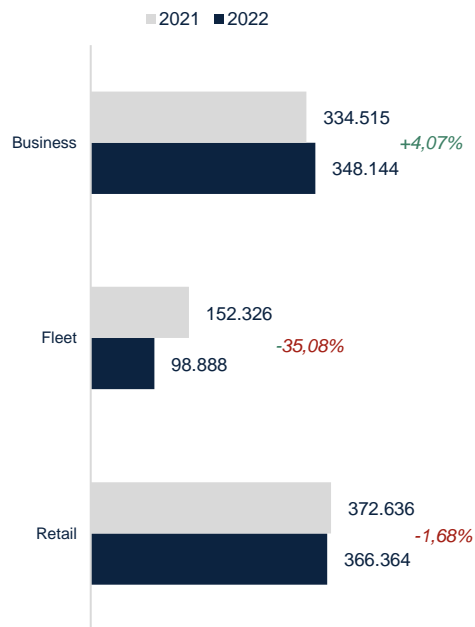
Spanish Market – December 2022 YTD vs December 2021 YTD

Spain New Car Registrations (YTD)

2021	859.477	-5,36% 
2022	813.396	

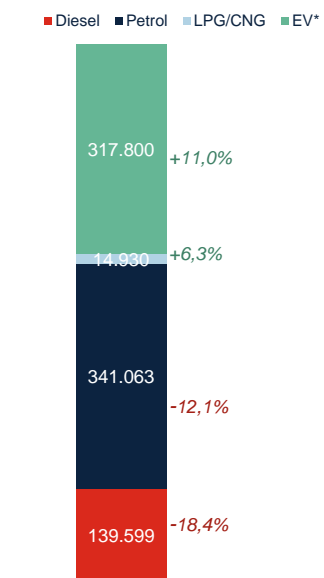
Analysis by “Customer Segment”

Registration YTD ‘22/’21



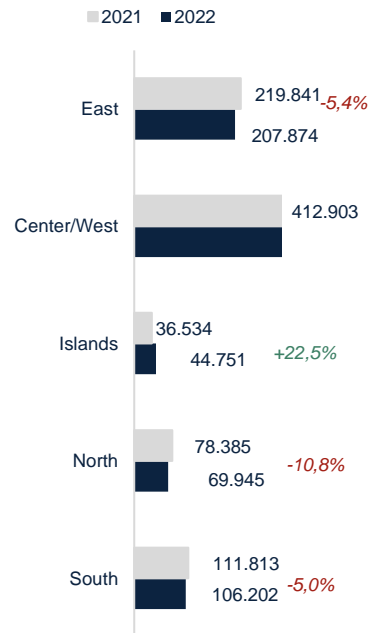
Analysis by “Fuel Type”

Registration YTD ‘22



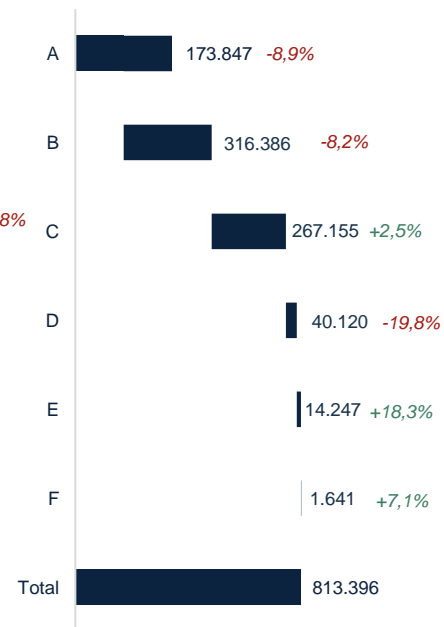
Analysis by “Geographical Area”

Registration YTD ‘22/’21



Analysis by “Car Segment”

Registration YTD ‘22/’21

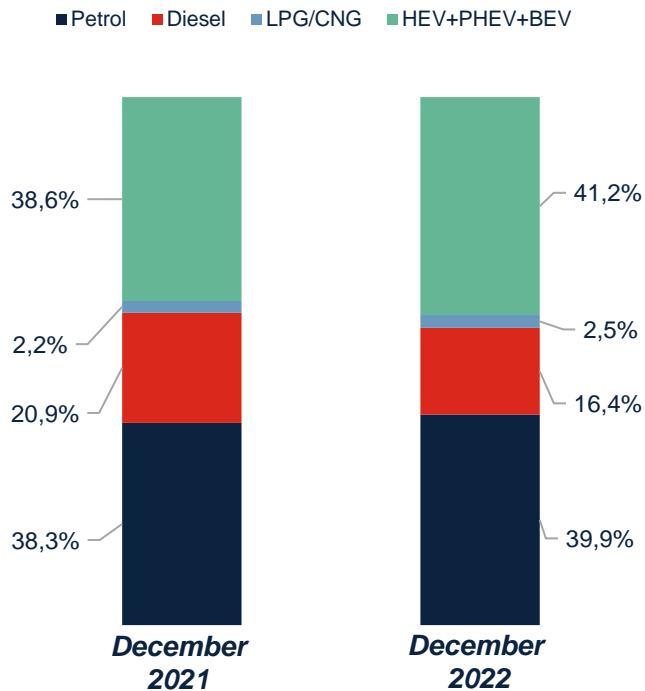


Source: ANFAC

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



“Fuel Type” mix evolution (Market Share)



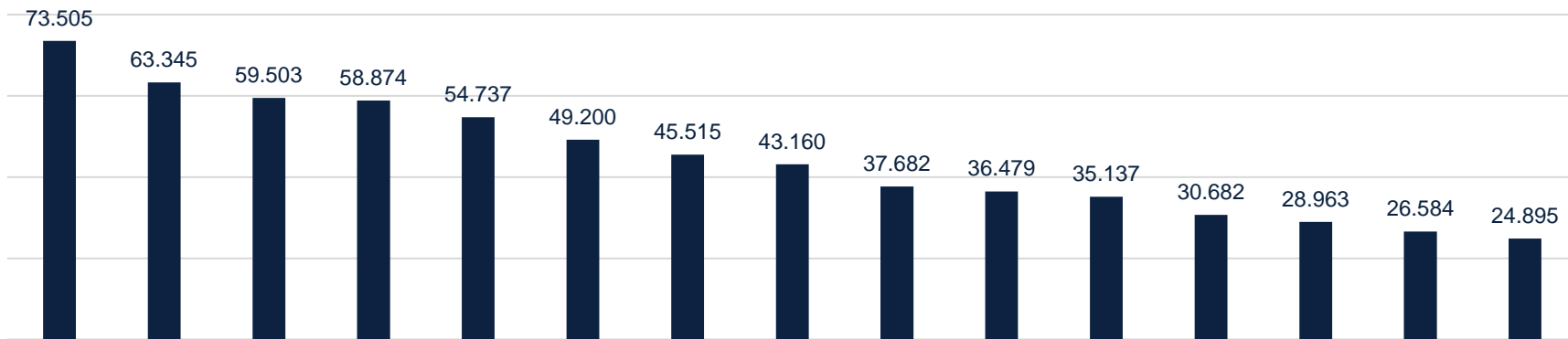
	HEV	PHEV	BEV
MS			
December '21	28,9%	5,6%	4,1%
MS			
December '22	30,3%	6,3%	4,6%
MS Delta			
December '22 vs. '21	+1,4 p.p.	+0,7 p.p.	+0,6 p.p.

- As highlighted in the YTD'22 Analysis by “Fuel Type” registration, the trend is that the **fuel type is shifting** from **Diesel** (-18,4%) and **Petrol** (-12,1%) to **EVs** (+11%).
- The most significant difference between December 2022 compared to 2021 is that **Diesel registered a lost** in terms of market share (-4,5 p.p.) while **EV increased** their market share (2,6 p.p.).
- This increase was **due mainly to mild hybrid vehicles (HEV)**, with 1,4 p.p. while **Battery Electric Vehicle (BEV)** and **PHEV** combined just add up to 1,2 p.p.

Spain | New car registrations by brand



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

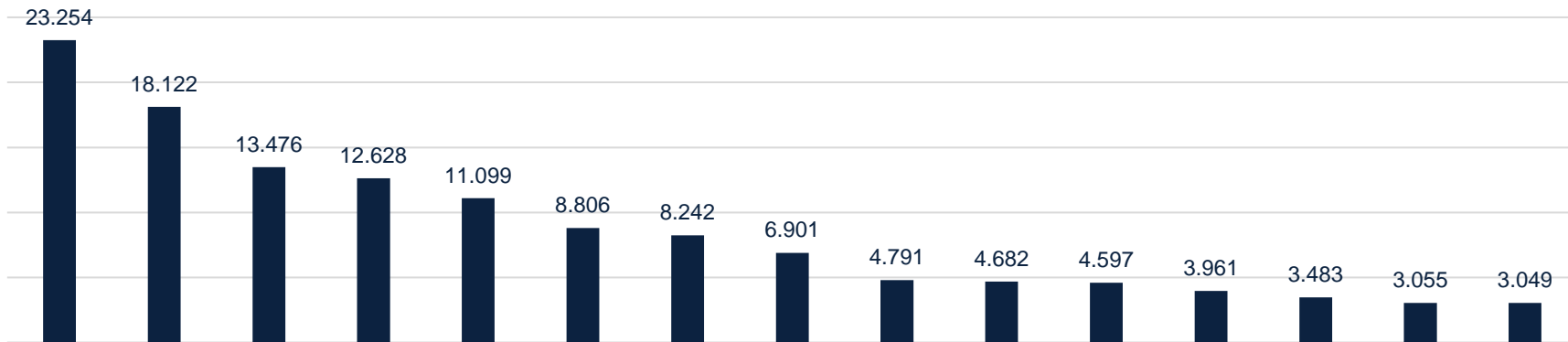


Δ Vol. 22/21	+17,93%	+10,68%	+3,47%	-4,62%	-18,63%	-30,24%	-11,96%	-8,31%	+2,48%	+8,32%	+1,17%	-12,82%	-1,27%	-12,41%	-11,82%
M.S. '22	9,04%	7,79%	7,32%	7,24%	6,73%	6,05%	5,60%	5,31%	4,63%	4,48%	4,32%	3,77%	3,56%	3,27%	3,06%
Δ M.S. (p.p.) 22/21	+1,78	+1,13	+0,62	+0,06	-1,10	-2,16	-0,42	-0,17	+0,35	+0,57	+0,28	-0,32	+0,15	-0,26	-0,22

Spain | New car registrations by brand



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

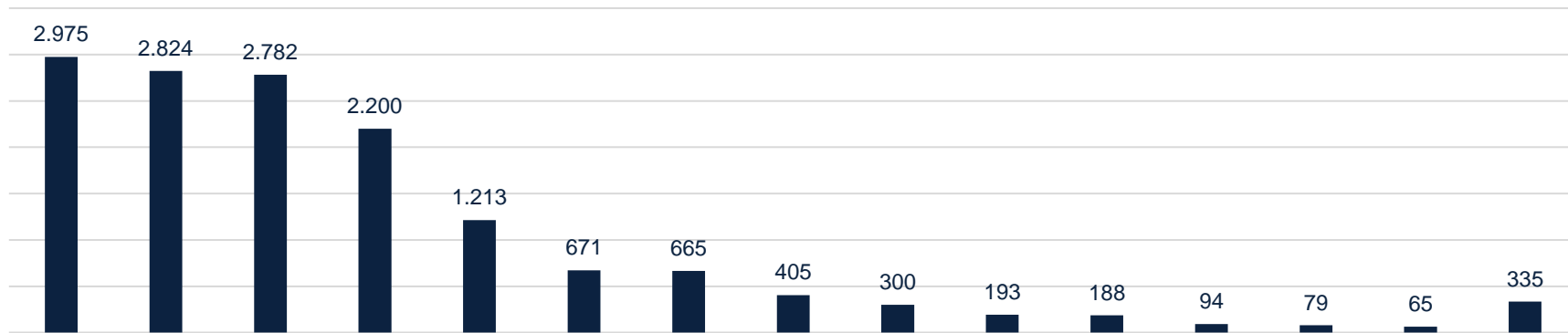


Δ Vol. 22/21	-12,05%	-30,46%	+21,51%	-9,34%	-22,67%	-30,64%	-2,21%	+825,07%	+4,27%	-23,66%	+43,34%	-27,73%	+12,35%	-11,22%	-19,42%
M.S. '22	2,86%	2,23%	1,66%	1,55%	1,36%	1,08%	1,01%	0,85%	0,59%	0,58%	0,57%	0,49%	0,43%	0,38%	0,37%
Δ M.S. (p.p.) 22/21	-0,22	-0,80	+0,37	-0,07	-0,31	-0,39	+0,03	+0,76	+0,05	-0,14	+0,19	-0,15	+0,07	-0,02	-0,07

Spain | New car registrations by brand



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



Δ Vol. 22/21	+28,29%	+435,86%	+14,82%	-8,79%	-24,66%	-44,95%	-37,50%	+1828,57%	+71,43%	-27,99%	0,00%	+9300%	+31,67%	+96,97%	+76,3%
M.S. '22	0,37%	0,35%	0,34%	0,27%	0,15%	0,08%	0,08%	0,05%	0,04%	0,02%	0,02%	0,01%	0,01%	0,01%	0,04%
Δ M.S. (p.p.) 22/21	+0,10	+0,29	+0,06	-0,01	-0,04	-0,06	-0,04	+0,05	+0,02	-0,01	+0,02	+0,01	-	-	+0,02

Spain | New car registrations by group



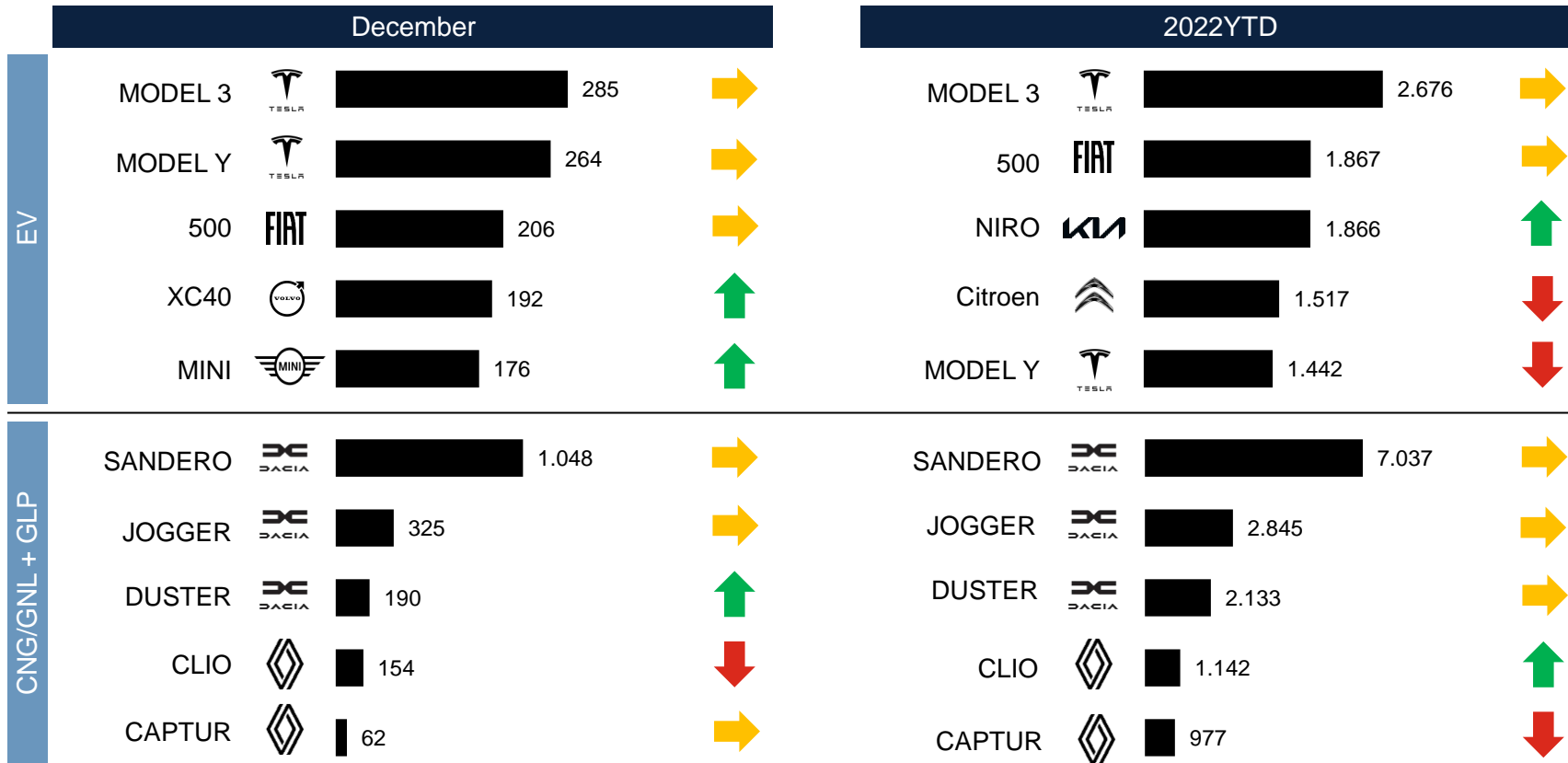
New car registrations by group – Top 15 – December 2022 YTD

	Group	Brand	Volume	Δ% Volume '22 vs '21	Market Share (%)
1	Volkswagen		173.402	+0,8%	21,3%
2	Stellantis		156.924	-16,7%	19,3%
3	Toyota		71.459	+19,9%	8,8%
4	Renault		92.460	-11,1%	11,4%
5	Kia		73.505	+17,9%	9,0%
<hr/>					
6	Hyundai		59.503	+3,5%	7,3%
7	BMW		38.924	-10,8%	4,8%
8	Mercedes-Benz		43.353	-8,4%	5,3%
9	Ford		24.895	-11,8%	3,1%
10	Nissan		18.122	-30,5%	2,2%
<hr/>					
11	Mazda		12.628	-9,3%	1,6%
12	Volvo		8.806	-30,6%	1,1%
13	Tesla		11.099	-22,7%	1,4%
14	MG		4.682	-23,7%	0,6%
15	Honda		3.961	-27,7%	0,5%

Spain | New car registrations by fuel type



New car registrations by fuel type – Top 5 – EV and CNG/GNL + GLP



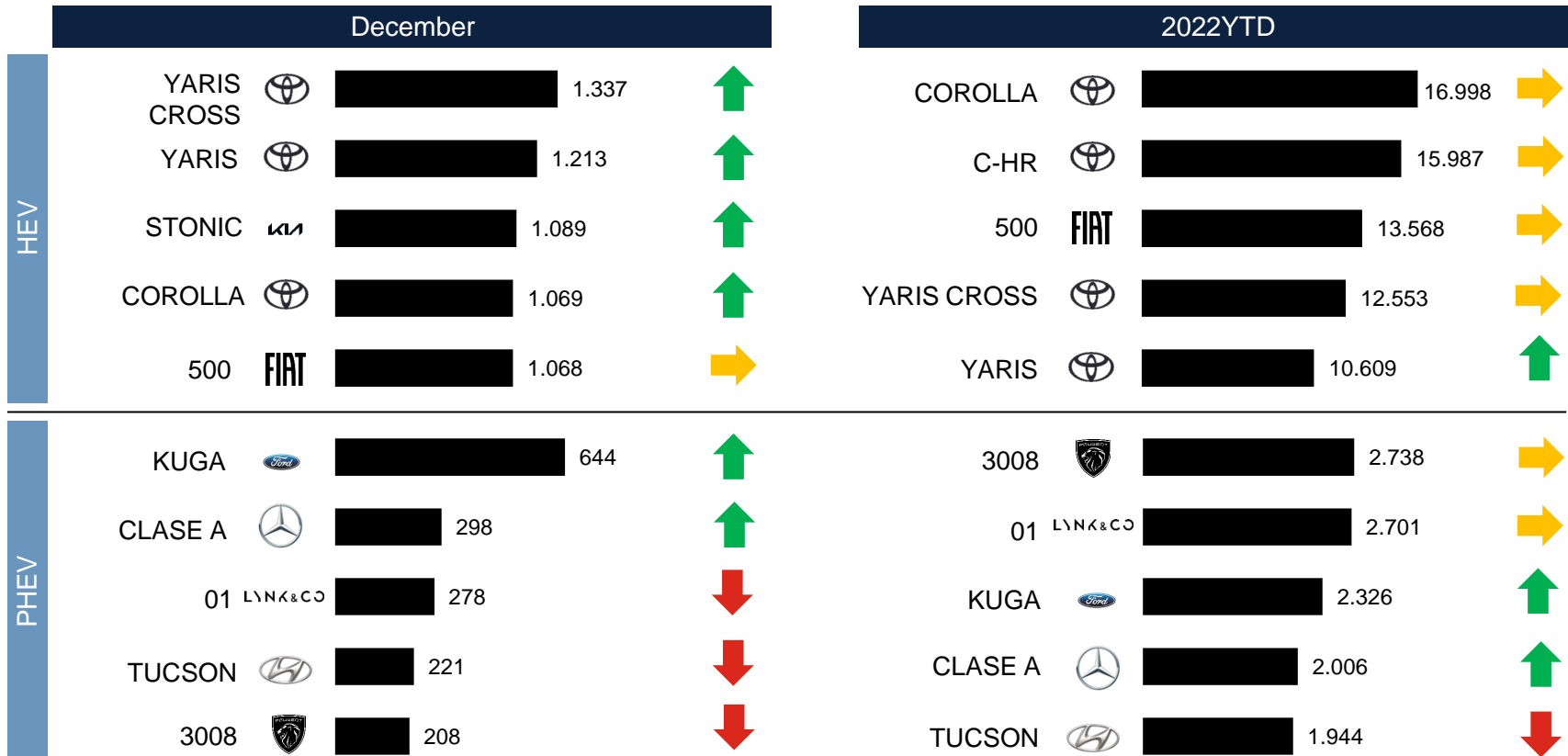
Source: ANFAC

↑ → ↓ Ranking variation compared to previous period

Spain | New car registrations by fuel type



New car registrations by fuel type – Top 5 – Hybrid (HEV and PHEV)



Source: ANFAC

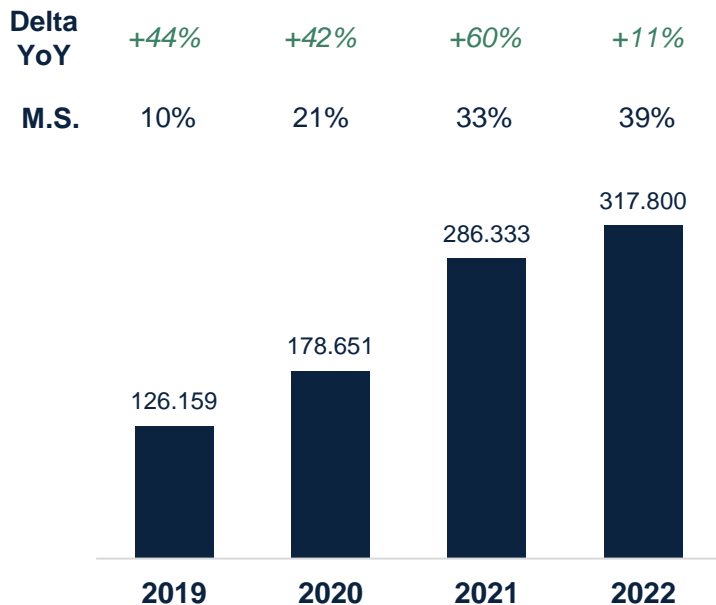
Ranking variation compared to previous period

Spain | New car registrations by fuel type

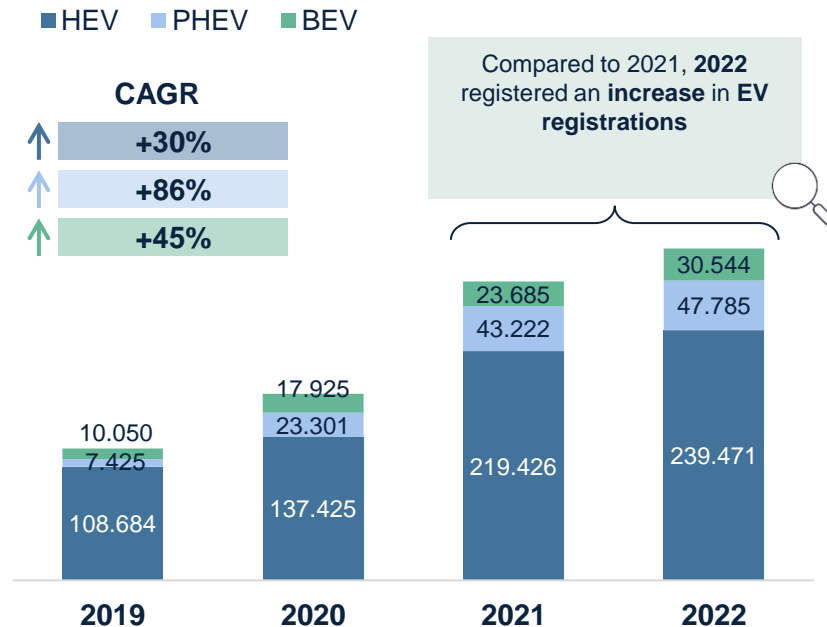


New car registrations of Hybrid vs Pure Electric vehicles

EV Registrations Trend December '22 YTD



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



Spain | New car registrations by segment



Overview of new car registrations by segment

Segments Growth in Market Share*

A
«Utility/City»



-0,8 p.p.

D
«Executive»



-0,9 p.p.

B
«Supermini»



-1,2 p.p.

E
«Luxury»



+0,4 p.p.

C
«Medium»



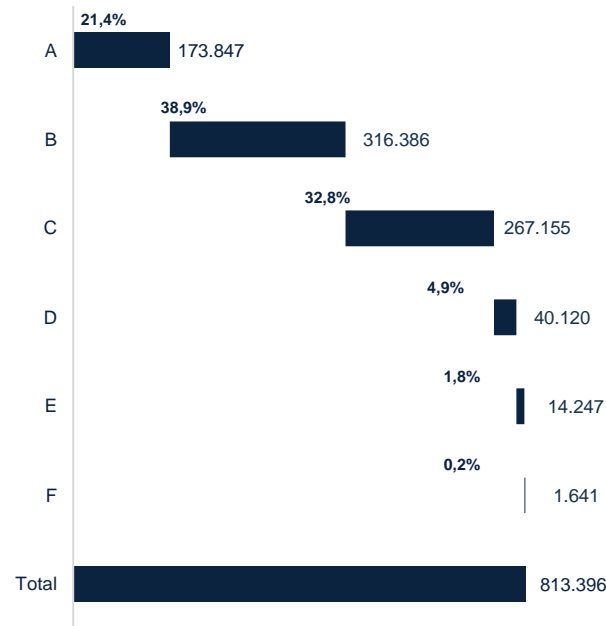
+2,5 p.p.

F
«Ultra Luxury»



0,0 p.p.

Market Share and Volume**

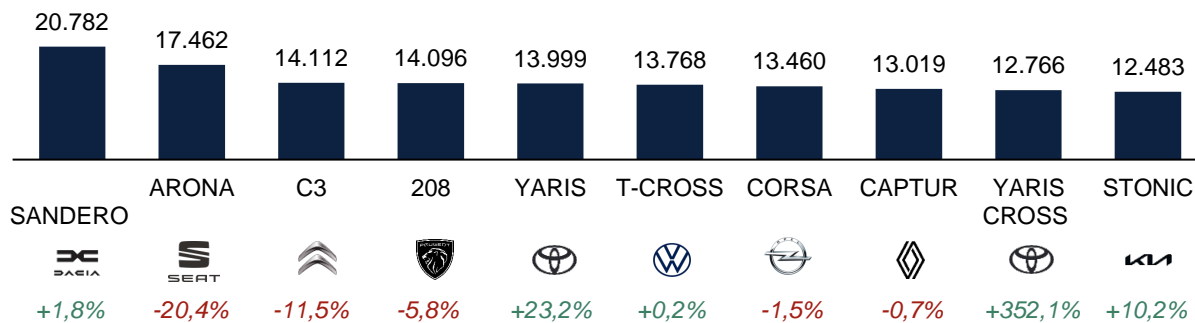
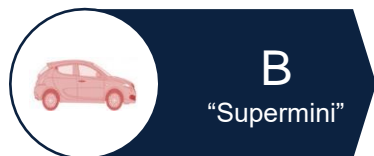
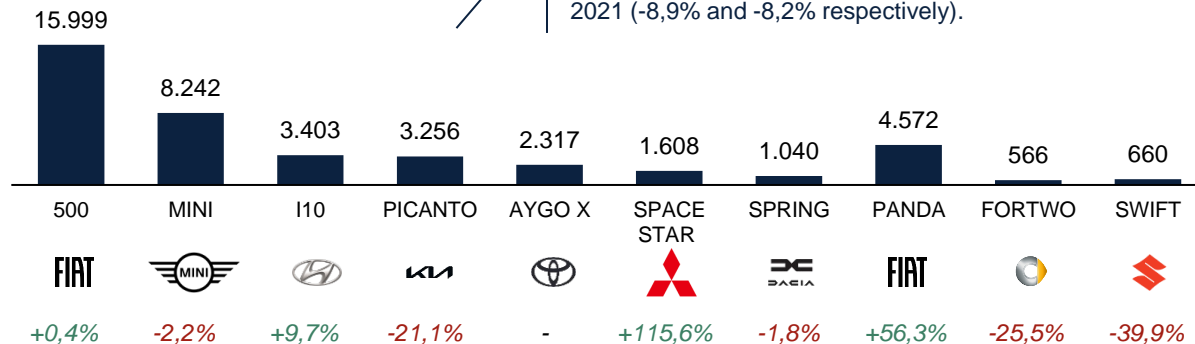


Spain | New car registrations by segment



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

In terms of **MS**, respectively vs December 2021 YTD, **Segment A** has registered a decrease (-0,8 p.p.) as well as **Segment B** (-1,2 p.p.). Considering the volumes, in December 2022 both **Segment A** and **Segment B** have **decreased** vs. December 2021 (-8,9% and -8,2% respectively).



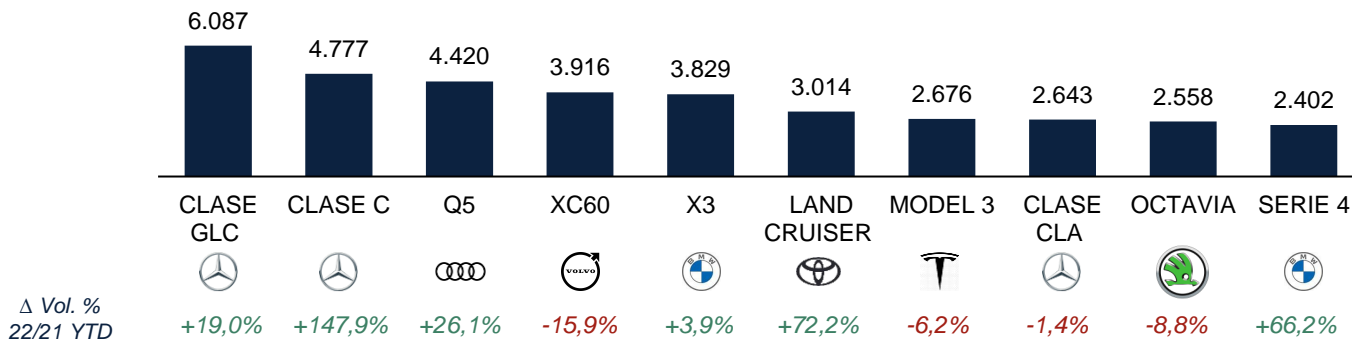
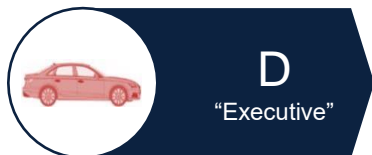
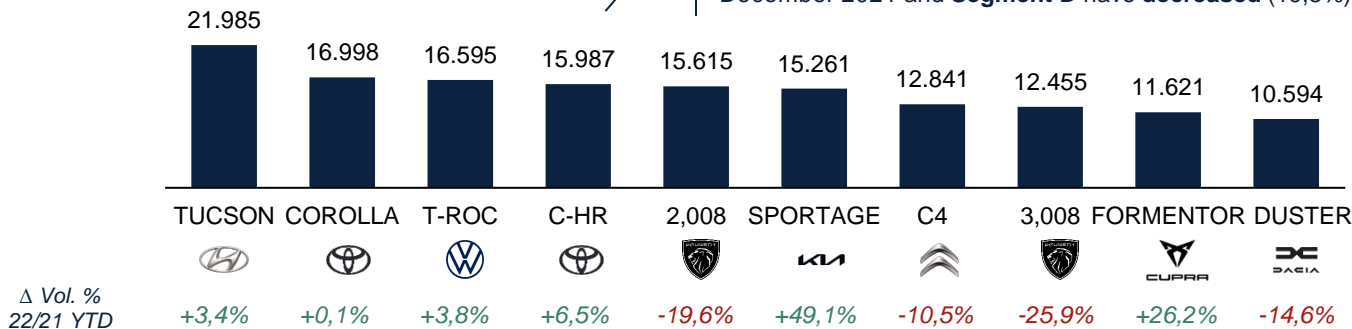
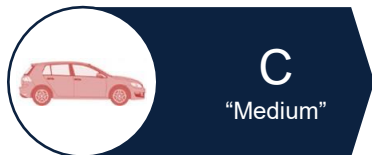
Source: ANFAC

Spain | New car registrations by segment



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

In terms of **MS**, respectively vs December 2021 YTD, **Segment C** has registered an increase (+2,5 p.p.) while **Segment D** has registered a decrease (-0,9 p.p.). Considering the volumes, in December 2022, **Segment C** has **increased** (2,5%) vs December 2021 and **Segment D** have **decreased** (19,8%).

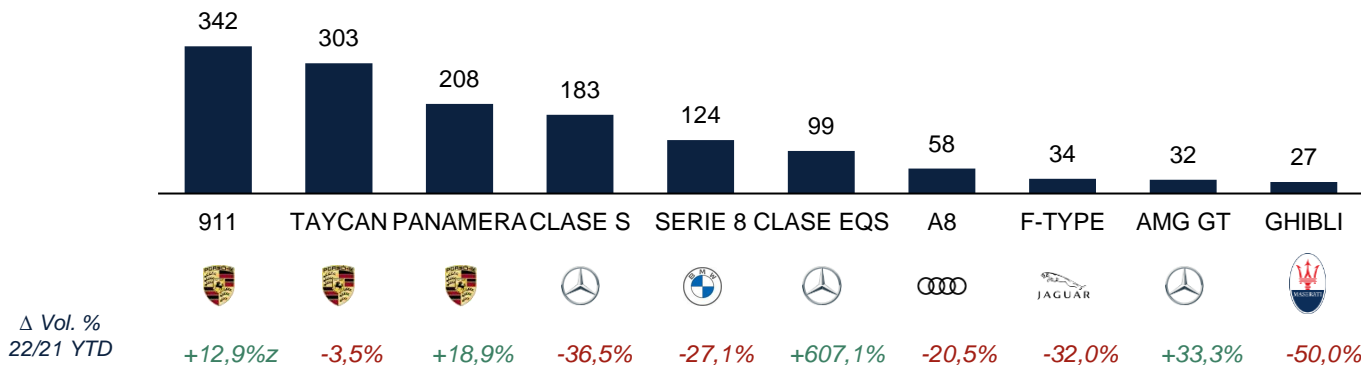
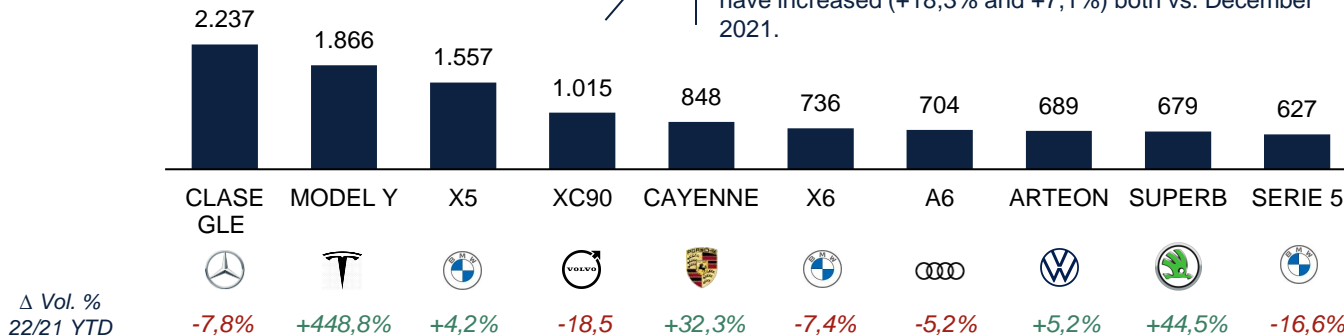
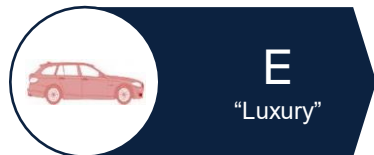


Spain | New car registrations by segment



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

In terms of **MS**, respectively vs December 2021YTD, **Segment E** and **Segment F** have remained almost unmodified (+0,4 p.p. and 0,0 p.p.), while in terms of volumes, in December 2022 **Segment E** and **Segment F** have increased (+18,3% and +7,1%) both vs. December 2021.





01. Europe

02. Spain

03. New car models launches in Spain

04. News on key industry trends

New Car Models Launches in Spain

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

Jan				X3 y X4 ✓									
Feb			A8 ✓					DS 4 Crossback ✓					
Mar				Serie 2 ✓									
Apr													
May				i4 ✓	C3 ✓							HR-V ✓	
Jun	Tonale →		A1 allstreet →			Bigster ✓				Tipo Cross SW ✓			Staria →
Jul								DS7 Crossback →					
Aug													
Sep					C4 X →					E-Doblò →		Civic →	
Oct				X1 ✓									
Nov				iX1 →							Kuga	Civic R →	
Dec	Stelvio ✓	DBX Coupé ✓		XM →	C5 Aircross ✓				Purosangue →		Ranger →		Ioniq 6 →

New Car Models Launches in Spain

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

	JAGUAR	Jeep	KIA	LAND-ROVER	Lexus	LYNK & CO	MINI	Mazda	Mercedes	MG	MINI	Mitsubishi	MOBILIZE	NISSAN
Jan									EQB ✓					
Feb					BX ✓									
Mar				Road Rover ✓				Mazda MX-30 ✓						
Apr			NIRO ✓											
May			Sportage ✓					Mazda 6 ✓	EQE ✓					
Jun					RX y RZ →			Grecale ✓	AMG ONE →			John Cooper Works GP E ✓		
Jul						MC20 Cabrio ✓			Clase A y B ✓			C-SUV ✓		
Aug														X-Trail →
Sep			XCeed						EQS →			COLT →		Juke Hybrid →
Oct									GLC →					
Nov			EV9 →	Range Rover Sport ✓				CX-60 ✓						
Dec								CX-80 →				CyberE →		

New Car Models Launches in Spain

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

Jan														
Feb		✓	✓	✓									✓	✓
Mar						✓							✓	
Apr												✓		
May														
Jun	✓			→									→	
Jul			✓			→						✓	✓	
Aug												→		
Sep		✓										→		
Oct													✓	
Nov			✓							→				
Dec							→				→			→



01. Europe

02. Spain

03. New car models launches in Spain

04. News on key industry trends

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 01/09/22 to 19/10/2022



Sustainability

Increasing OEMs focus on the reduction or neutralization of environmental externalities along the automotive value chain



Digitalization

Towards a seamless online-offline customer journey with an increasing direct role of the OEM



Mobility Services

New emerging models (MaaS) of car usership to meet new customer mobility needs and behaviors are transforming OEMs' strategies



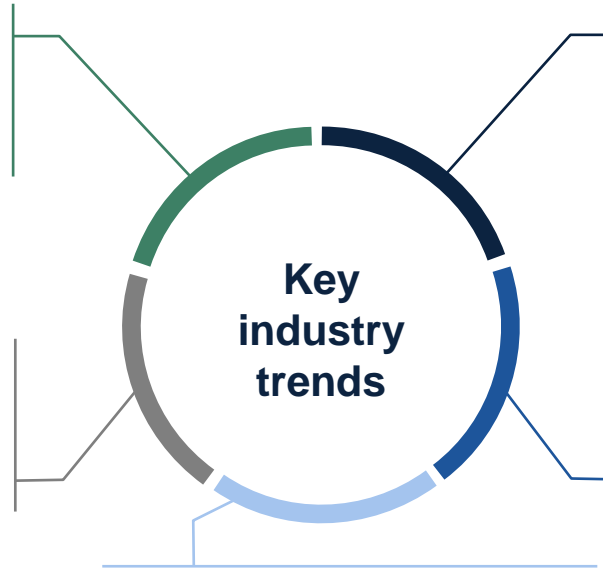
Electrification

Car parc evolution towards electric (full and hybrid) vehicles and creation of a new ecosystem based on EV needs



Connectivity

Connected cars are changing the way to interact with customers and opening new business streams related to data utilization



News on key industry trends

Digitalization



Auto Industry Leads In Digital-Transformation Investments

The auto industry is leading major sectors of manufacturing that are embracing digital transformation for their own reasons and at different paces. The global automotive sector has become the biggest spender on digital transformation (...)

[Auto Industry Leads In Digital-Transformation Investments \(forbes.com\)](https://www.forbes.com)

BMW i Vision Dee is the futuristic mid-size sedan The name “Dee” stands for Digital Emotional Experience

“With the BMW i Vision Dee, we are showcasing what is possible when hardware and software merge (...) to exploit the full potential of digitalisation to transform the car into an intelligent companion. That is the future for automotive manufacturers(...)

[Ultimate companion – through real and virtual worlds: BMW presents BMW i Vision Dee in Las Vegas. \(bmwgroup.com\)](https://www.bmwgroup.com)

Mercedes Is Bringing Level 3 Autonomy To Its Cars In The U.S.

DrivePilot can request to control the car on select roads with high traffic density. It's permitted to accelerate to 37 mph, and when in use, drivers can perform other tasks like surfing the web, speaking to colleagues or unwinding by watching a movie. (...)

[Mercedes Is Bringing Level 3 Autonomy To Its Cars In The U.S. This Year \(screenrant.com\)](https://www.screenrant.com)

News on key industry trends



Electrification



As more electric vehicles hit the road, the charging habits must change

(...)modelling this future scenario, researchers predict that peak net electricity demand could increase by up to 25% and by 50% with full electrification.

[Here's why our electric vehicle charging habits must change | World Economic Forum \(weforum.org\)](https://www.weforum.org)

China's Exports Of Electric Vehicles To Europe Reach Record Levels

Exports of electric passenger vehicles accounted for more than 50 percent of the total car shipments from China for two consecutive months. This goes to show how competitive China-made EVs are and how quickly demand for them is growing in Europe.

[China's Exports Of Electric Vehicles To Europe Reach Record Levels \(insideevs.com\)](https://www.insideevs.com)

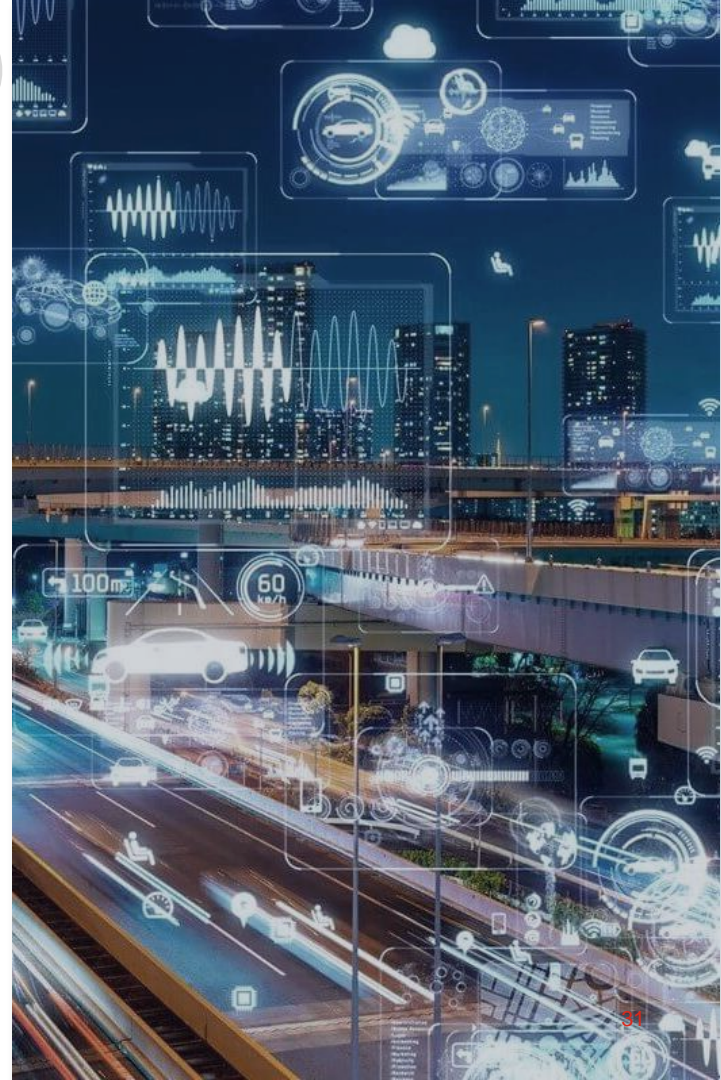
Electric vehicles: carmakers put the brakes on costly revolution

British and European manufacturers are slowing down production of electric vehicles because they are too expensive for the vast majority of motorists, an industry body has said.

[Electric vehicles: carmakers put the brakes on costly revolution | Business | The Times](https://www.business.com)

News on key industry trends

Connectivity



“Hyundai IONIQ 5 represents our shift towards future mobility”

“Hyundai IONIQ 5 will offer customers over 60 connected car features (...) Bluelink services and connected solutions such as Home-to-Car, Voice Assistant, remote services, safety and security, vehicle diagnostics, location-based services (...)”

[Fortune India: Business News, Strategy, Finance and Corporate Insight](#)

Qualcomm, Salesforce Join Hands for New Connected Vehicle Platform

As digitalization inside cars is increasing, the automotive car market is emerging as a crucial growth area for chipmakers. Modern cars with large screens and internet connectivity have opened a new realm for future technologies.

[Qualcomm, Salesforce Join Hands for Connected Vehicle Platform \(geospatialworld.net\)](#)

CES 2023: Here Technologies launches connected-vehicle Road Alerts service

Here Technologies is launching its new Road Alerts service, which fuses rich vehicle sensor data from millions of cars on the road with traffic incident data to provide real-time hazard warnings to drivers for optimal safety assistance.

[CES 2023: Here Technologies launches connected-vehicle Road Alerts service | Traffic Technology Today](#)

News on key industry trends



Mobility Services

Private car ownership to fall but car sales to rise

GROWTH in global new-car sales in major markets is expected to ease from 3.6 per cent a year down to about 2 per cent from 2030 as mobility services including car sharing and e-hailing bite into private-car ownership.

[Private car ownership to fall but car sales to rise \(goauto.com.au\)](http://goauto.com.au)

Amadeus invests in mobility solutions company Eccocar

The Spain-based startup offers digital solutions for car sharing and micromobility. The investment will enable Amadeus to offer additional mobility content beyond car rental and pre-arranged transfers across its global platforms.

[Amadeus invests in mobility solutions company Eccocar | PhocusWire](#)

Mobility as a service spend to grow more than 350 per cent

The report predicts that, by 2027, 65 per cent of global MaaS revenue will be generated through subscriptions (...)

[Smart Cities World - Mobility-as-a-Service - Mobility-as-a-service spend to grow more than 350 per cent](#)



News on key industry trends



Sustainability

Achieving sustainability in the automotive industry with EV battery supply chains

(...)to unlock the full potential of sustainability in the automotive industry with electric vehicles, there is evidently also the need to change towards sustainable processes in battery production and available charging infrastructure.

[Sustainability in the automotive industry with EV batteries \(maersk.com\)](https://www.maersk.com)

Revolutionizing the Auto Industry: COP27 Pledges and Ambitions

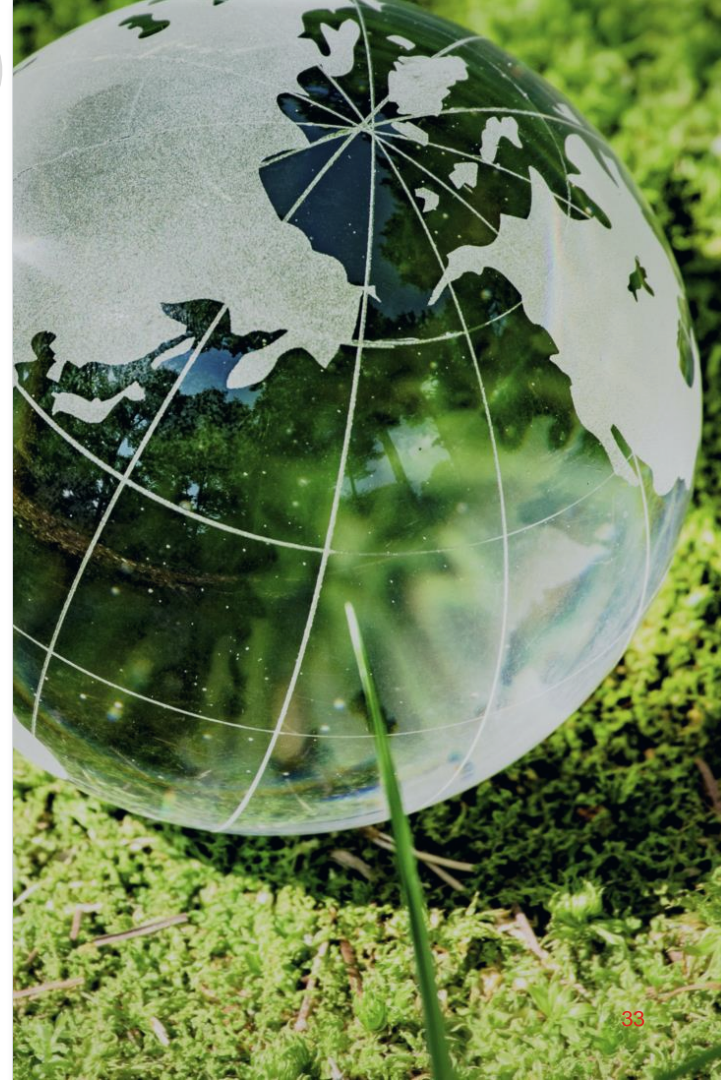
The climate change policies may slow down, but as COP27 accentuates the global efforts to achieve the goals of climate change, the automotive industry must strive to continue to innovate and raise awareness for boosting mass zero-emission adoptions.

[Automotive Industry Faces Challenges With COP27's Goals. \(industryleadersmagazine.com\)](https://www.industryleadersmagazine.com)

Mercedes-Benz AG and Hydro partner for sustainable aluminium supply chain

Aluminium with a carbon footprint lowered by almost 70% will be included into Mercedes-EQ models, among others, starting in 2023.

[Mercedes-Benz AG and Hydro partner for sustainable aluminium supply chain - Just Auto \(just-auto.com\)](https://www.just-auto.com)



Thank you.

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