BIP AutObserver

Analysis of new car registrations

June 2022



Executive Summary

Analysis of new car registrations in Europe & Spain – 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



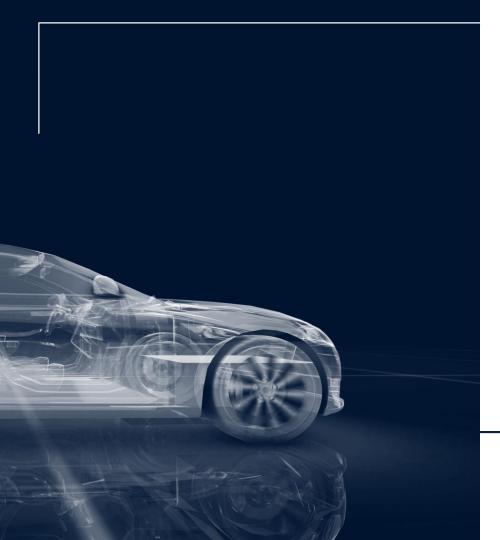
Areas monthly results: North -12,5%, Center/West -10,0%, East -9,3%, South -5,4% and Islands +32,2%, comparing June 2022 with June 2021

Customer segments: Retail +1,2%, Fleet +2,3% and Business -48,3% June 2022 YTD vs June 2021 YTD

Brands: among the **Top 15 by volume** Toyota, along with KIA, Hyundai and Dacia are growing in volume (+10,9%, +15,1%, +18,8% and 11,6% YTD respectively), while all the others are decreasing considering YTD results (SEAT -28,2% YTD and FIAT -28,7% YTD are the brands with the highest loss)

Premium brands: among the Top 15 by volume BMW and Audi are decreasing both YTD and June 2022, while Mercedes only in the YTD (+14,4% in June 2022 vs 2021). All brands are decreasing more than the overall market (-10,7% YTD), as BMW -17,4%, Audi -16,7% and Mercedes -11,7% all YTD





01. Europe

Market overview

New car registrations by brands

02. Spain

03. New car models launches in Spain

04. News on key industry trends

Europe | *Market Overview*

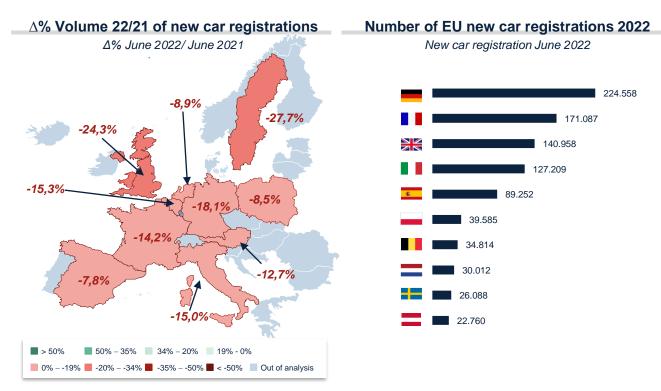
European Markets* new car registrations

2021

1.281.892 1.066.137



Top 10 European Markets* – June 2022



Highlights

- 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%



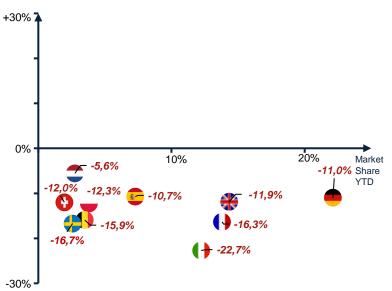
Europe | *Market Overview*



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

























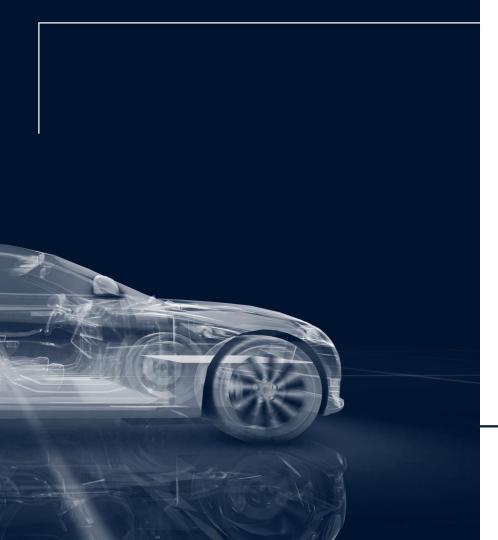












01. Europe

02. 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

Spain | Market Overview

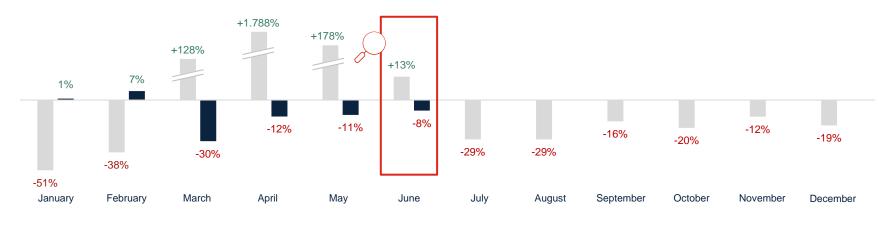


Spanish Market – Variation of new car registrations 2022 vs 2021

June 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 June 2022, the Spanish market registered a decline of 7,8%: this is the smallest drop since the beginning of the year after three months of losses ranging from 11% to 30%. With respect to car registration by customer segment in June 2022: Fleet (-48,3%) have lost in volumes compared to 2021, while Retail (+1,2%) and Business (+2,3%) registered a slight increase.

However, since the beginning of the year, the decrease has remained significant, with 407.757 units registered and a market decline of 10,7%, which means 49.076 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**.





■ 2021/2020 **■** 2022/2021

Spain | Market Overview

Spain New Car Registrations 2021

96.784

89.252

-7,8%

Spanish Market – June 2022 vs June 2021



North: Asturias, Cantabria, Galicia, La rioja, Navarra y País Vasco

East: Aragón, Cataluña, Valencia y Baleares



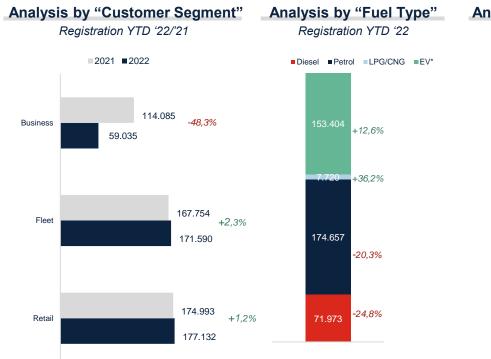
Spain | Market Overview

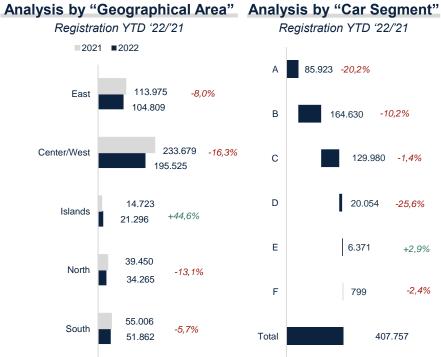
Spain New Car Registrations (YTD)





Spanish Market – June 2022 YTD vs June 2021 YTD



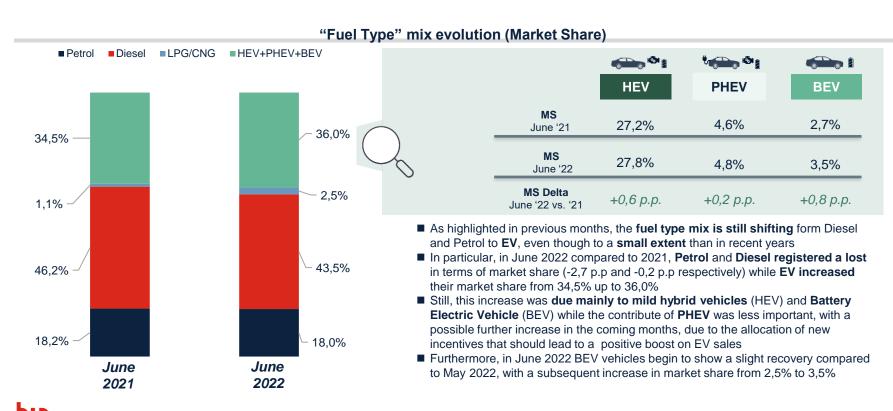




Spain | Market Highlights



Spanish Market - June 2022 vs June 2021



Spain | New car registrations by brand

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





















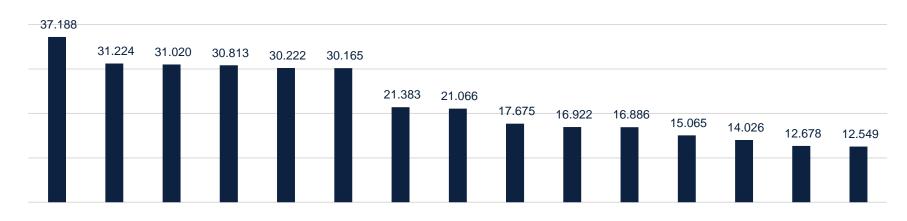


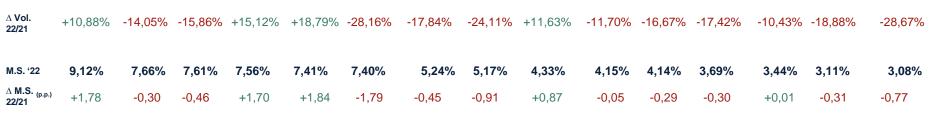














Spain | New car registrations by brand

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



















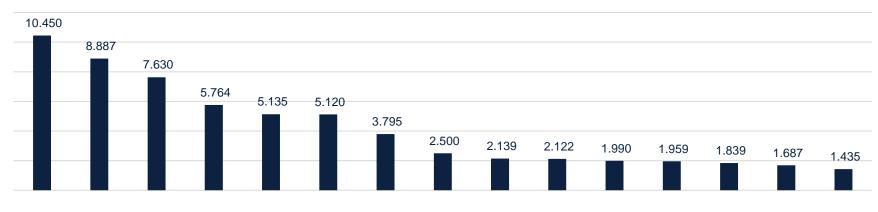


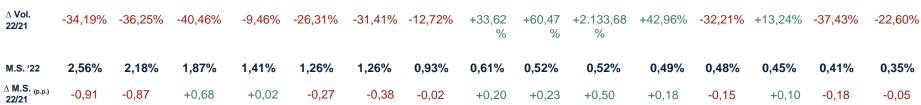














Spain | New car registrations by brand



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





















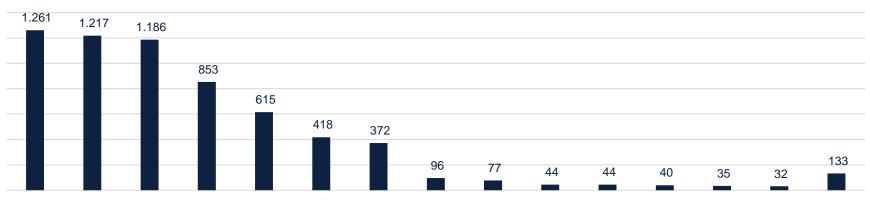


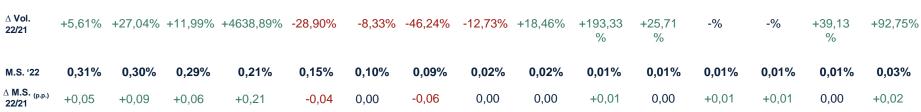






Others







Italy | New car registrations by group



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

	Group Brand		Volume	Δ % Volume '22 vs '21	Market Share (%)			
1	Volkswagen		97.557	-19,4%	23,9%			
2	Stellantis	FIRT Joop 🚱 🕃 🐨 🗑 🕿 🖂 🕣	86.559	-18,3%	21,2%			
3	Toyota	⊕ ∅ 📾	39.762	+6,6%	9,8%			
4	Renault	S SE 4	38.785	-11,1%	9,5%			
5	Kia	KIN	30.813	+15,1%	7,6% Top 5: 72,0%			
6	Hyundai	B	30.222	+18,8%	7,4%			
7	BMW		18.860	-16,5%	4,6%			
8	Mercedes-Benz		17.340	-11,6%	4,3%			
9	Ford	Ford	14.026	-10,4%	3,4%			
10	Nissan	NIESAN (7)	8.887	-36,2%	2,2% Top 10: 93,9%			
11	Mazda	Θ	5.764	-9,5%	1,4%			
12	Volvo	VOLUE O	5.120	-31,4%	1,3%			
13	Tesla	7	2.139	60,5%	0,5%			
14	MG	(1)	2.122	+2.133,7%	0,5%			
15	Honda	HONDA	1.990	43,0%	0,5%			

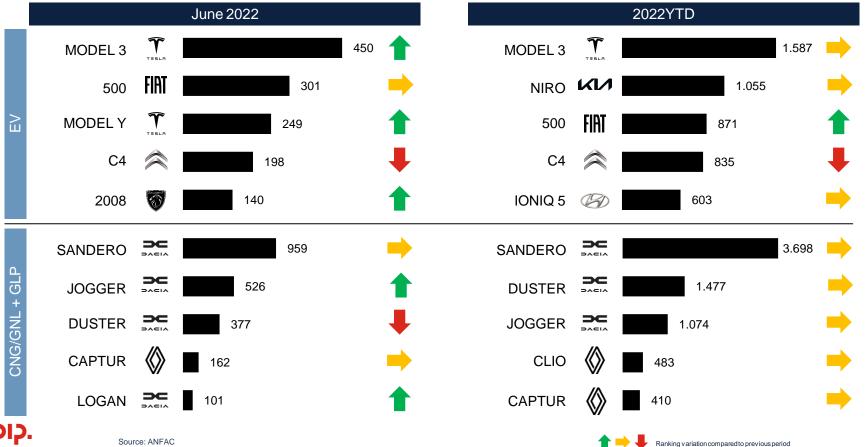


15

Spain | New car registrations by fuel type



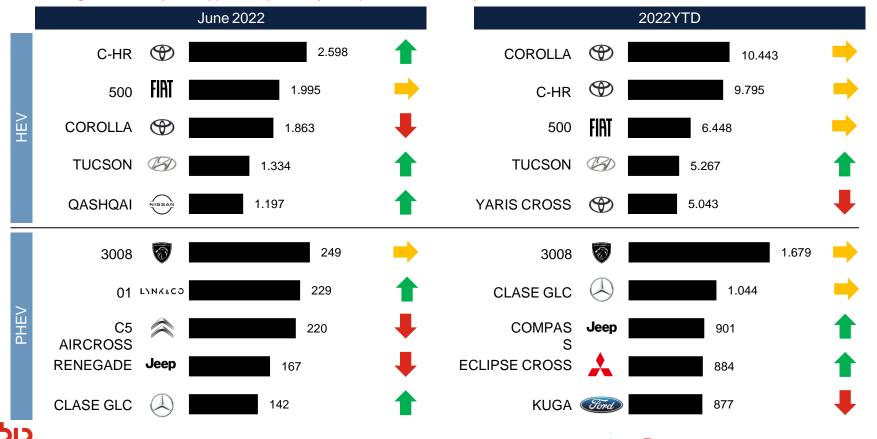
New car registrations by fuel type – Top 5 – EV and CNG/GNL + GLP



Spain | New car registrations by fuel type



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

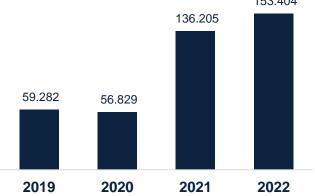


Spain | New car registrations by fuel type

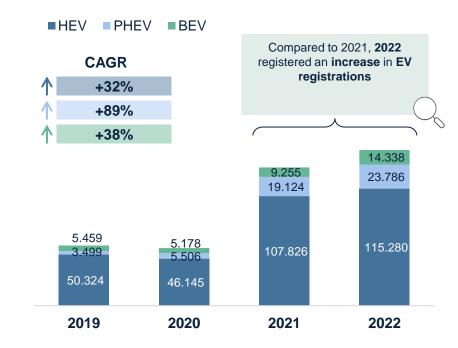




Delta YoY +47% +95% +78% +26% M.S. 6% 9% 17% 38%



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



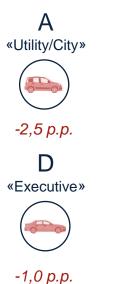


Overview of new car registrations by segment

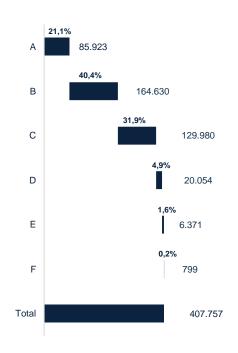


Segments Growth in Market Share*

Market Share and Volume**

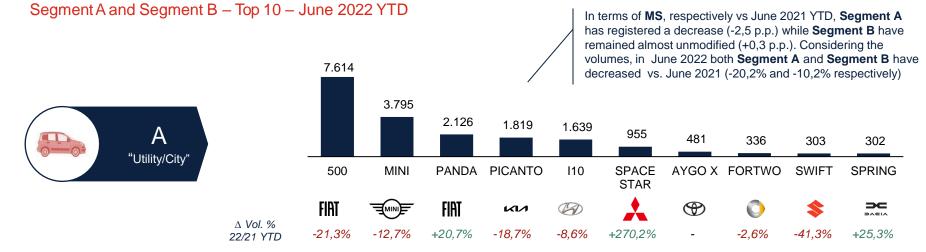




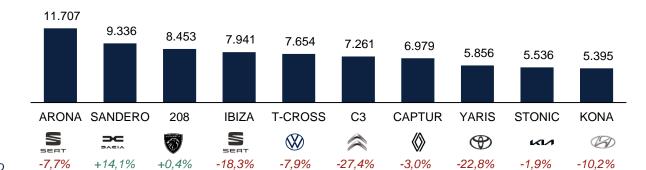












Δ Vol. % 22/21 YTD

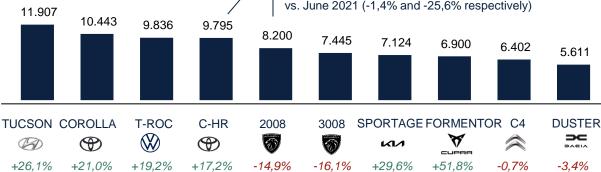




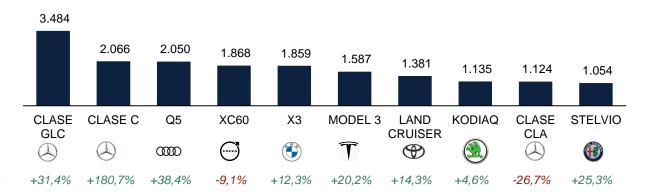
Segment C and Segment D - Top 10 - June 2022 YTD

In terms of **MS**, respectively vs June 2021 YTD, **Segment C** has registered an increase (+3,0 p.p.) while **Segment D** has registered a decrease (-1,0 p.p.). Considering the volumes, in June 2022 both **Segment C** and **Segment D** have decreased vs. June 2021 (-1,4% and -25,6% respectively)









Δ Vol. % 22/21 YTD

A Vol. %

22/21 YTD

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

In terms of MS, respectively vs June 2021YTD, Segment E Segment F have remained almost unmodified (+0,2 p.p. and 0 p.p.), while in terms of volumes, in June 2022 both Segment E have increased (+2,9%) and Segment F have decreased (-2,4%) both vs. June 2021



1.009 780 560 550 384 368 368 367 330 328 **GLE** X5 XC90 X6 ARTEONI WRANGLER MODEL Y **SUPERB** A6 **CAYENNE** Jeep (00100) ∞ -20,2% +10.2% -3,6% +72,2% -22,9% +17.2% -6.1% +6.1% +7.9%



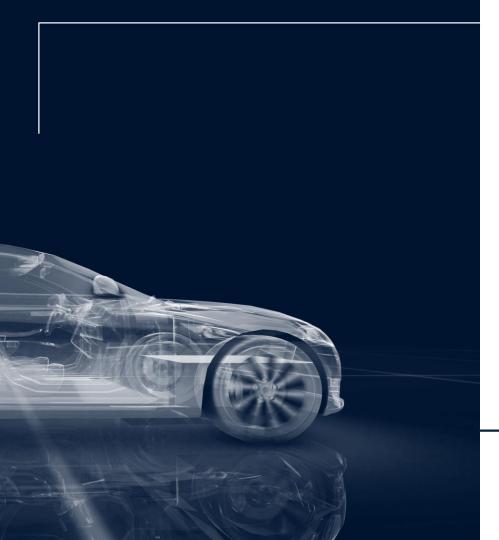




173 129 106 87 54 53 34 25 24 22 TAYCAN PANAMERA CALSE S SERIE 8 CLASE FOS F-TYPE **GHIBLI** CONTINENTAL 911 Α8 O JAGUAR ∞ BENTLEY +19.3% -11.0% +23.3% -36.5% -54.6% -34.6% -40.5% 0.0% 55.6%

22/21 YTD





01. Europe

02. Spain

03. New car models launches in Spain

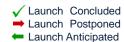
04. News on key industry trends

New Car Models Launches in Spain

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

		4	0000			CUPRA	> C	(>	3	FIAT	Fire		(B)
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								Ranger		
Nov				iX1								Kuga	Civic R	
Dec	Stelvio	DBX Coupé	Audi e-tron	XM The state of the state of t	C5 Aircross					Purosangue				loniq 6







New Car Models Launches in Spain

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

	JAGUAR	Jeep	ки	LAND - -ROVER		L\NK&CO	W SANT	\bigotimes			AMIN	*	M@BILIZE	NISSAN
Jan									EQB					
Feb					BX √€									
Mar				Road Rover				Mazda MX-30						
Apr			NIRO V											
May			Sportage					Mazda 6	EQE √					
Jun					RX y RZ		Grecale				John Cooper Works GP E			
Jul							MC20 Cabrio		Clase A y B			C-SUV		
Aug														X-Trail
Sep									EQS					Juke Hybrid
Oct									GLC →					
Nov			EV4	Range Rover Sport				CX-60						
Dec								CX-80		CyberE				

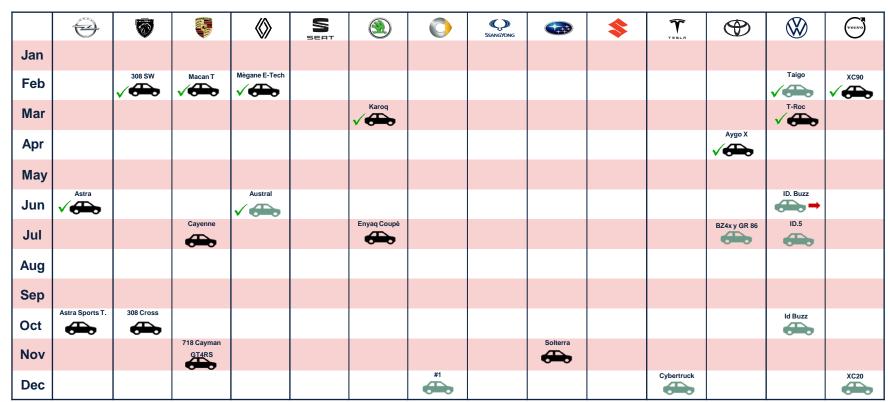






New Car Models Launches in Spain

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











01. Europe

02. Spain

03. New car models launches in Spain

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 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



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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/

Alfa Romeo likely to launch 'buy online' service in 2023, says UK boss

The UK boss of Alfa Romeo has said that the brand will likely launch a buy online functionality next year as the brand looks to appeal to a younger audience (...)

https://cardealermagazine.co.uk/publish/alfa-romeo-likely-to-launch-buy-online-service-in-2023-says-uk-boss/267270





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/

Rising petrol prices fuelling shift to EVs, says Motor Ombudsman Data collected by the Motor Ombudsman found that almost half (48 per cent) of UK car owners are concerned about having a pure petrol or diesel-powered vehicle, making a switch to a BEV (...)

https://cardealermagazine.co.uk/publish/rising-petrol-prices-fuelling-shift-to-evs-says-motor-ombudsman/265628

The new Royal Decree that will make it compulsory by law to install charging points for electric cars

Before the end of this year, the massive arrival of charging points for electric cars in Spain is expected thanks to the requirements of the new Royal Decree-law (...)

https://www.autopista.es/nueva-movilidad/nuevo-real-decreto-obligara-instalar-por-ley-puntos-carga-coches-electricos 258636 102.html





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

Efibat to manufacture up to 50,000 electric car charging points per year in Spain The company will invest seven million euros in the period 2021 to 2025, with the aim of producing 50,000 units of recharging points per year when at full capacity (...)

https://www.hibridosyelectricos.com/articulo/sector/espanola-efibat-fabricara-50000-puntos-carga-coches-electricos-ano/20220628212300059726 html

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)

Repsol will have a recharging point every 50 km on main roads in Spain before 2023 Josu Jon Imaz, CEO of Repsol, assured during the Global Mobility Call event that by the end of the year its network of operational recharging points will have grown to a thousand, so that the main routes will have a recharging point every 50 kilometers. (...)

https://forococheselectricos.com/2022/06/repsol-tendra-un-punto-de-recarga-cada-50-km-en-las-rutas-principales-de-espana-antes-de-2023.html

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/





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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/

Porsche confirms the arrival of an electric SUV over Cayenne

The success of the Taycan has encouraged the Stuttgart-based company to come up with new and exceptional models that we have yet to see (...)

https://www.hibridosyelectricos.com/articulo/actualidad/porsche-confirmacion-suv-electrico-cayenne/20220719065344060512.html







Connectivity

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

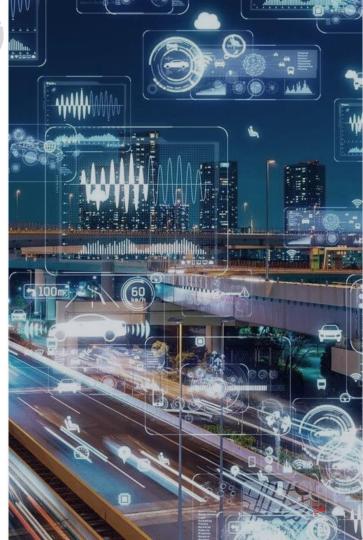
Two-way, hands-free electronic headset provides realtime visual and audio communication between dealership technicians and team members at the Ford Technical Assistance Center in Dearborn, allowing for more efficient diagnoses (...)

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

Fleet data potential grows as connected vehicle penetration increases

"As we been discussing in the market, we see connected vehicle data emerging as the successor technology to telematics during the next few years, but this does depend on vehicles having the hardware fitted to make this possible," (...)

https://www.fleetnews.co.uk/news/latest-fleet-news/connected-fleet/2022/06/21/fleet-data-potential-grows-as-connected-vehicle-penetration-increases





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 (...)

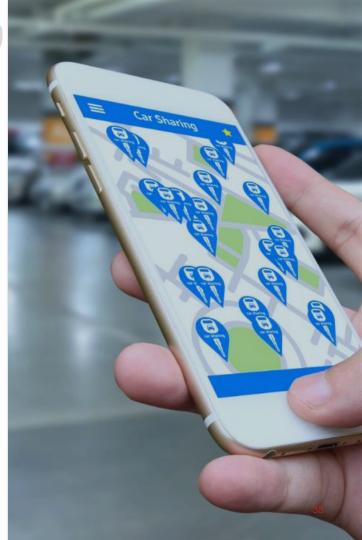
https://www.breakinglatest.news/entertainment/magic-asphalt-for-electric-cars-induction-charging-is-ready/

Following Amazon Alexa, Jaguar Land Rover will release What3words update for 230,000 vehicles

Jaguar Land Rover said it will integrate geolocation program What3words into more than 230,000 existing vehicles to streamline in-vehicle navigation (...)

https://europe.autonews.com/automakers/following-amazon-alexa-jaguar-land-rover-will-release-what3words-update-230000-vehicles





2

Sustainability (1/2)

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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