BIP AutObserver

Analysis of new car registrations



Executive Summary

Analysis of new car registrations in Europe & Italy - May 2024



Top Countries by growth of new registrations: 12 countries grew in May 2024 compared to May 2023, the highest rates for Croatia (+18,9%), Romania (+14,7%) and Poland (+13,2%). Relevant decrease for Cyprus (-24,0%) and Norway (-23,2%)

Top 3 Countries by Market Share: Germany 21,1% (+0,1 p.p.), United Kingdom 14,9% (+0,4 p.p.) and France 13,2% (+0,0 p.p.) in May 2024 YTD compared to May 2023 YTD

Brands: among the **Top 15 by volume**, Volvo Cars (+35,5%), Toyota (+15,1%) and BMW (+13,6%) experienced the highest growth in May 2024 YTD vs May 2023 YTD, while Ford (-16,4%) registered the highest decrease, followed by Audi, Kia and Opel Vauxhall

Premium brands:** looking at the monthly results, Mercedes-Benz reported an increase (+0,2%), while Audi and BMW both reported a drop (-10,1% and -7,0% respectively)

Italy -6,6%

Areas monthly results: North-East -5,9%, North-West -7,2%, Center -7,2%, South -6,7% and Islands -5,0%, comparing May 2024 to May 2023

Customer segments: Retail -10,6%, Fleet -12,0% and Business +22,3% comparing May 2024 vs May 2023

Brands: In May 2024, among the **Top 15** by volume, Dacia (-40,8%), Peugeot (-38,5%) and Ford (-25,1%) registered the highest decreases, while Citroën (+42,5%), Renault (+20,6%) and Hyundai (+9,9%) experienced the greatest increase

Premium brands:** BMW recorded both monthly and YTD highest increase (+21,2% and +23,8% respectively); Audi also showed both a monthly and YTD increase (+5,9% and +6,2% respectively); Mercedes-Benz increased monthly (+11,8%) but showed a slight YTD decrease (-1,0%)

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(*) EU (27 Countries) + EFTA Countries (Iceland, Norway, Switzerland) + UK

(**) Considering only Premium brands in the top 15 by volume



01. Europe

Market overview New car registrations by brands

02. Italy

03. New car models launches in Italy

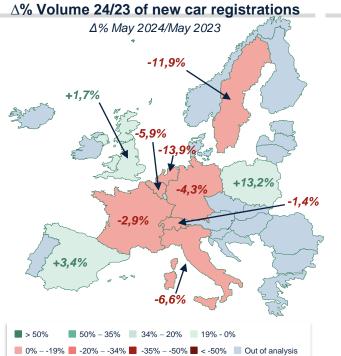
04. Commercial & Industrial Vehicles

05. News on key industry trends

Europe | Market Overview

Top 10 European Markets* – May 2024





Number of EU new car registrations 2024 New car registration May 2024 **Highlights** 236.425 The European market (EU+UK+EFTA) • 147.678 registrations decreased from 1.122.214 in May 2023 to 1.092.901 in 141.298 May 2024 (-2,6%) 139.509 The top 10 by volume showed a decrease for 7 countries in May 2024, 95.158 the highest drop for: • Netherlands (-13,9%) 43.654 Sweden (-11,9%) 0 38.907 On the other hand, the most relevant growth was registered for: 28.361 Poland (+13,2%) 25.094 **Spain** (+3,4%) 0 21.265

512.

Source: ACEA

(*) EU (27 Countries) + EFTA Countries (Iceland, Norway, Switzerland) + UK

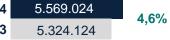
Europe | *Market Overview*

∆% May 2024/May 2023

-4,9

Top 10 European Markets* – May 2024 YTD







MS May 2024 YTD Sales Volume ∆ vs 2023 # Country May 2024 YTD +30% GER 21,1% +5,2 1.174.312 2 UK 14,9% +7,1 827.500 15 3 FRA 13,2% +4,9733.177 4,9 6.8 5,2 13,0% 725.751 4 ITA +3,42,2 - 0.5

Market

Share YTD

20%

5

6

8

9

10

SPA

POL

BEL

NET

SWE

AU

7,8%

4,1%

3,8%

2,9%

1,9%

1,9%

+6,8

+15,0

+0,5

-1,0

-4,9

+2,2

431.884

226.736

213.746

158.803

106.893

104.420

Highlights - ∆% Volume 24/23 & Market Share (MS)

Highlights

•	22 countries out of 31 increased in May 2024 YTD compared to the
	same period in 2023, with most
	significant results for Bulgaria
	(+37,0%), Croatia (+15,1%),
	Poland (+15,0%), Cyprus
	(+12,9%). 8 countries out of 31
	decreased, the highest drop for
	Iceland (-38,2%)
•	In the top 10 for new registrations,
	relevant YTD growth for
	Germany, followed by United
	Kingdom, France, Italy

-30%

0%

512.

10%

(*) EU (27 Countries) + EFTA Countries (Iceland, Norway, Switzerland) + UK

Europe | New car registrations by brand Top 15 – May 2024 YTD PTUGENT $\langle\!\langle\rangle\!\rangle$ (Φ) VOLVO SKODA OPEL 567.839 399.094 326.682 311.216 288.554 282.174 279.466 272.002 245.293 233.393 228.365 190.560 188.021 180.214 160.145 Δ Vol. +0,9% +15,1% +13,6% +11,4% -1,3% +2,9% -8,1% -0,5% +2,5% -6,7% -2,0% -16,4% +4,4% +11,9% +35,5% 24/23 7,2% 5,1% MS '24 10,2% 5,9% 5,6% 5,2% 5,0% 4,9% 4,4% 4,2% 4,1% 3,4% 3,4% 3,2% 2,9%

-3,9%

-2,2%

-10.6%

+0,0%

-8,1%

-19,0%

+6,7%

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-3,8%

+10,8%

 Δ MS

24/23

+9.3%

+31,8%

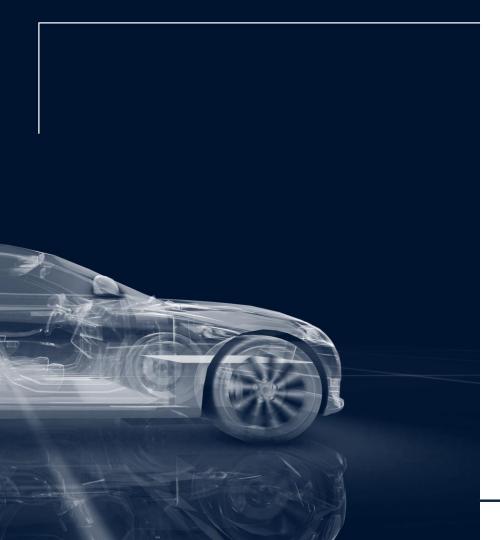
(*) Opel includes Vauxhall New Car Registrations

+7,7%

-1,9%

-12,3%

-5.5%



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. Commercial & Industrial Vehicles

05. News on key industry trends

Italian Market – Variation of new car registrations 2024 vs 2023

May 2024 Highlights

In May the Italian car market showed a slowdown: -6,6% with 139.581 new cars registered compared to 149.482 in May 2023. The first five months of the year experienced a +3,4%, with 726.311 registrations vs 702.423 recorded in the last year same period.

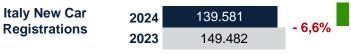
EVs continued to experience a negative result (-26,9% May 2024 vs May 2023), losing 1,8 p.p. in terms of Market Share, surely led by the continuous postponement of new government incentives. We shall see whether the release of these incentives in June will lead to a recovery in market data. Among the other fuel types, **HEVs** registered the highest increase (+8,0%), followed by **Petrol** (+7,0%).

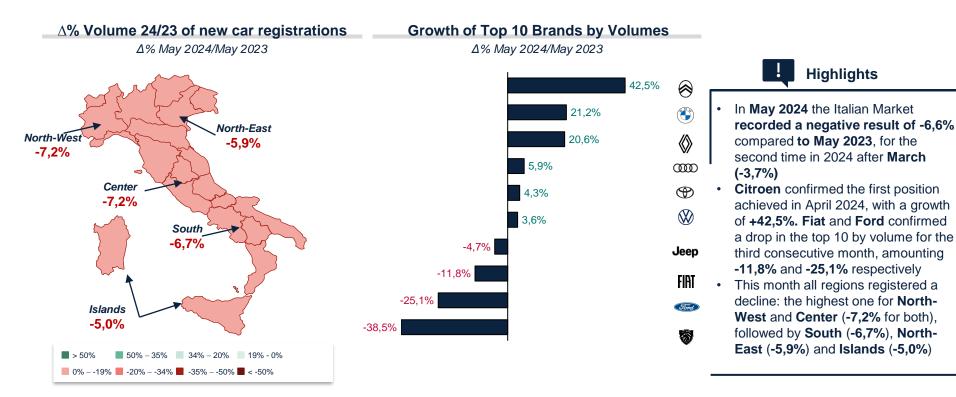
On a YTD perspective, **Retail** and **Business** registered an increase, +4,4% and +15,8% respectively. Fleet segment, instead, recorded a -3,4%, mainly driven by LTR (-15,7%).

Focusing on Market Share, the Retail segment gained +0,5 p.p., still having the highest share (54,0% MS); also the Business segment gained +1,6 p.p. (15,5% MS), while Fleet recorded a decrease over the same period in 2023 (-2,2 p.p., 30,5% M.S.)



Italy | Market Overview Italian Market – May 2024 vs May 2023



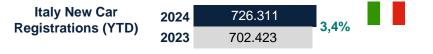


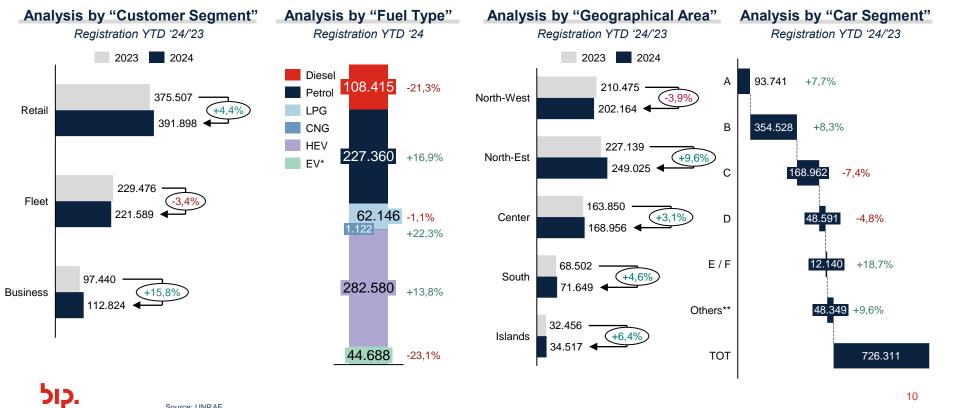
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Highlights

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Italy | Market Overview Italian Market – May 2024 YTD vs May 2023 YTD

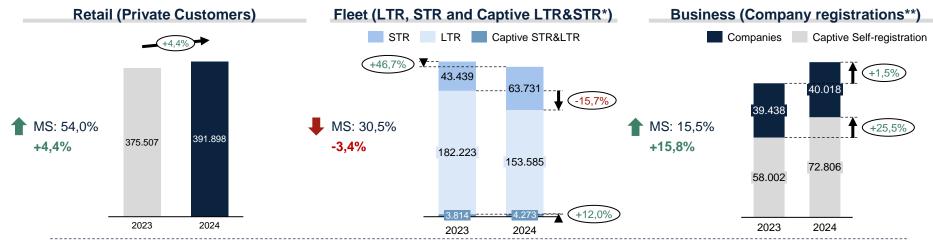




Source: UNRAE

(*) EV: Electric Vehicle (Hybrid and Electric); CNG: Compressed Natural Gas (Methane and Ethanol) (**) Others: Station wagon, MPV, Sportive

ItalyMarket HighlightsItaly New Car
Registrations (YTD)2024726.311Italian Market – Distribution channels – May 2024 YTD vs May 2023 YTD2023702.423



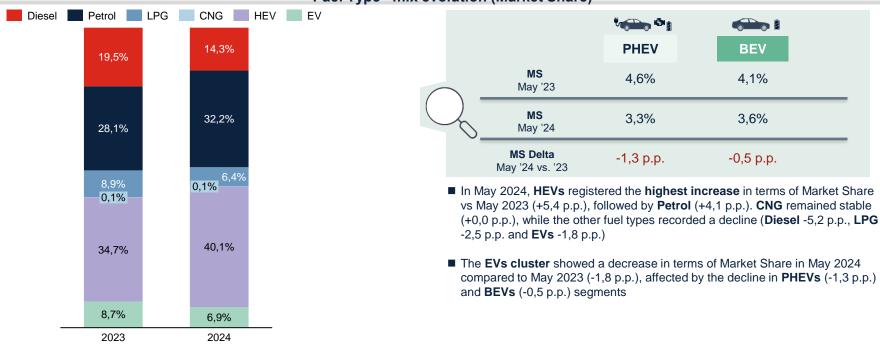
- Compared to May 2023 YTD, in May 2024 the Retail segment increased by +4,4% (or 16.391 additional units sold) and gained Market Share, +0,5 p.p. (54,0% in May 2024 vs. 53,5% in May 2023 YTD)
- The fleet segment registered a negative result in May 2024 YTD (-3,4% compared to May 2023 YTD).

In terms of Market Share, the fleet segment confirmed the decrease experienced in April 2024 (-2,2 p.p.), registering a -2,2 p.p. over the same period in 2023, mainly driven by LTR (-4,8 p.p., 21,1% in May 2024 YTD vs 25,9% in May 2023 YTD) The Business segment in May 2024 YTD increased in new registrations (+15,8% vs May 2023 YTD), as well as in terms of MS (+1,6 p.p.), driven by Captive Selfregistrations (+1,7 p.p.), while Companies registered a decrease (-0,1 p.p.)

Market Share YTD increase / decrease May 2024 / May 2023 (YTD)

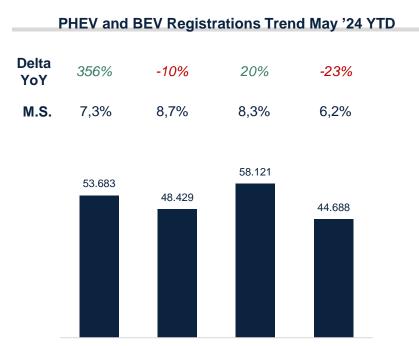
∆% Volume May 2024 / May 2023 (YTD)

Italy | Market Highlights Italian Market – May 2024 vs May 2023



"Fuel Type" mix evolution (Market Share)

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

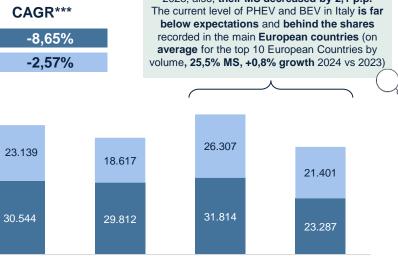


PHEV* and BEV** Vehicles Trend May '24 YTD ■ PHEV BEV PHEV and BEV showed a -23% compared to 2023; also, their MS decreased by 2,1 p.p. CAGR*** -8,65% -2,57%

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2021

2022



2023

2021

Source: UNRAE

2022

2023

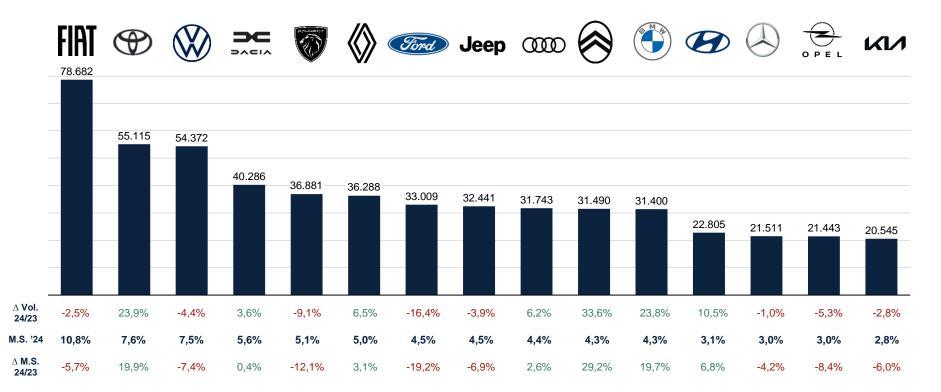
(*) PHEV = Plug-in Hybrid Electric Vehicles; (**) BEV = Pure Electric; (***) Related to the time frame 2021-2024

2024

2024

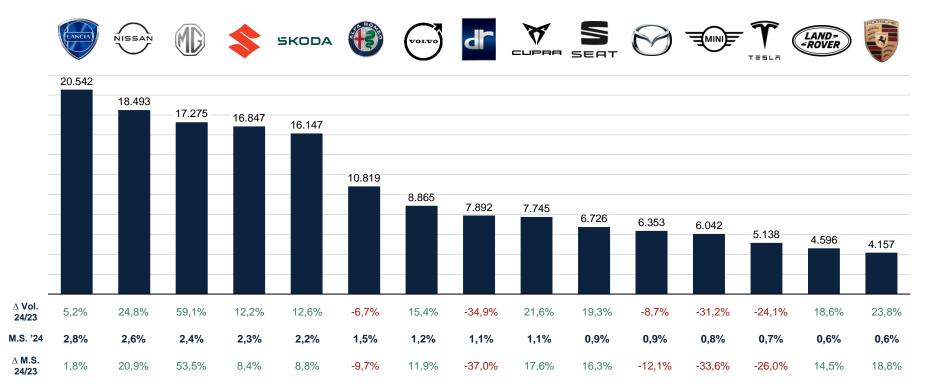
Italy | New car registrations by brand

New car registrations by brand – May 2024 YTD (1/3)



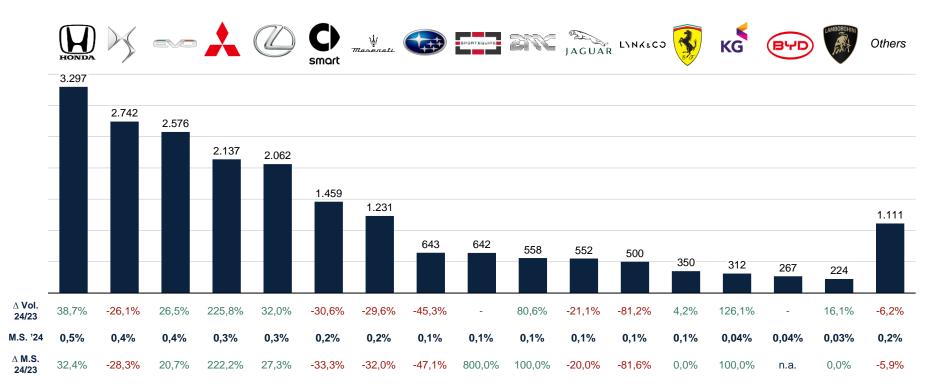
Italy | New car registrations by brand

New car registrations by brand – May 2024 YTD (2/3)



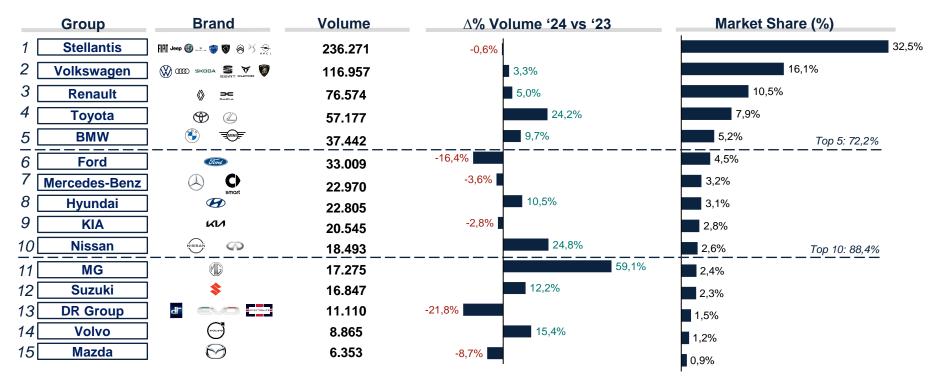
Italy | New car registrations by brand

New car registrations by brand – May 2024 YTD (3/3)

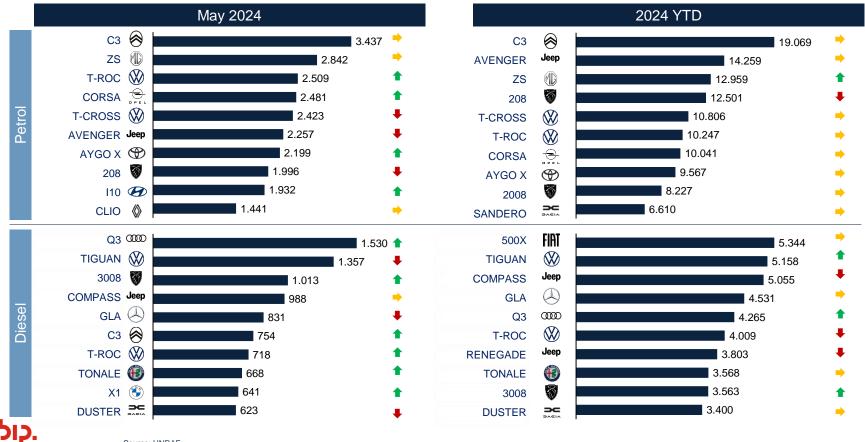


Italy | New car registrations by group

New car registrations by group – Top 15 – May 2024 YTD

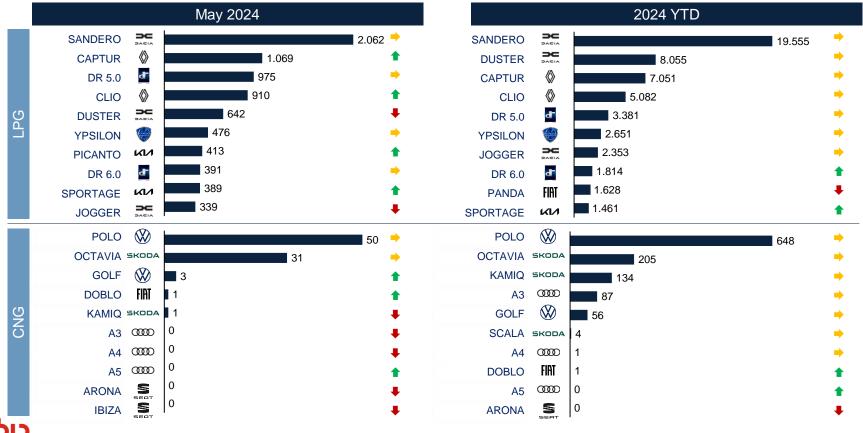


New car registrations by fuel type - Top 10 - Petrol and Diesel

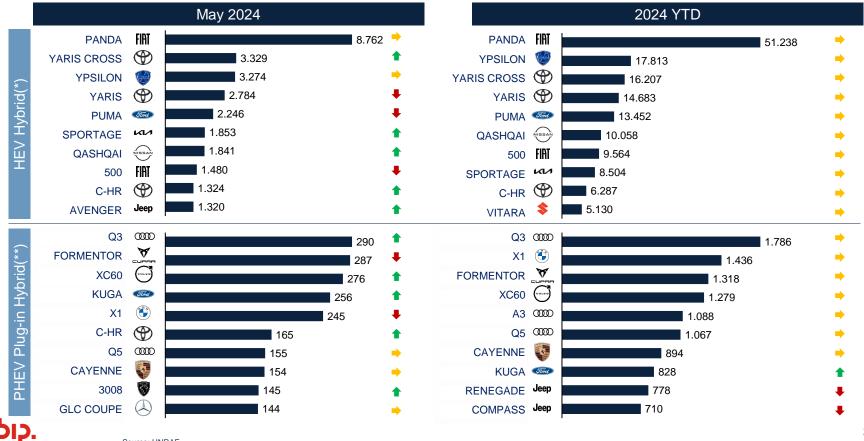


Source: UNRAE

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



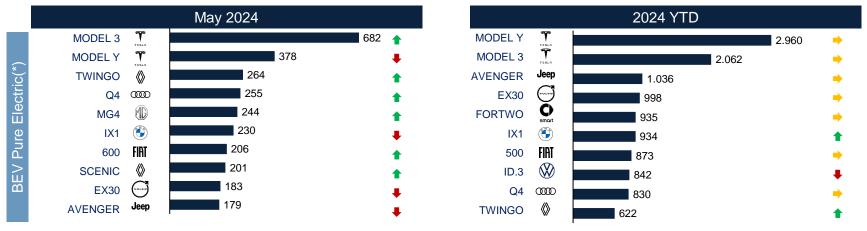
New car registrations by fuel type – Top 10 – Hybrid (HEV and PHEV)



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

Source: UNRAE

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

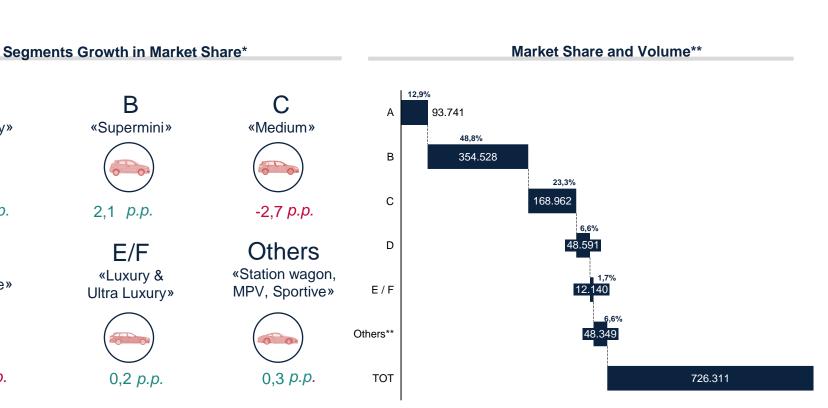


Source: UNRAE (*) Battery Electric Vehicle (BEV)



Italy | New car registrations by segment

Overview of new car registrations by segment



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«Utility/City»

0,5 *p.p.*

D

«Executive»

-0,6*p.p.*

(*) Δ% May 2024 YTD / May 2023 YTD; (**) Market Share and Volume May 2024 YTD

Italy | New car registrations by segment Segment A and Segment B – Top 10 – May 2024 YTD

On a YTD perspective, in terms of **MS**, in May 2024 both **Segment A** and **Segment B** registered an increase (+0,5 p.p. and +2,1 p.p.)

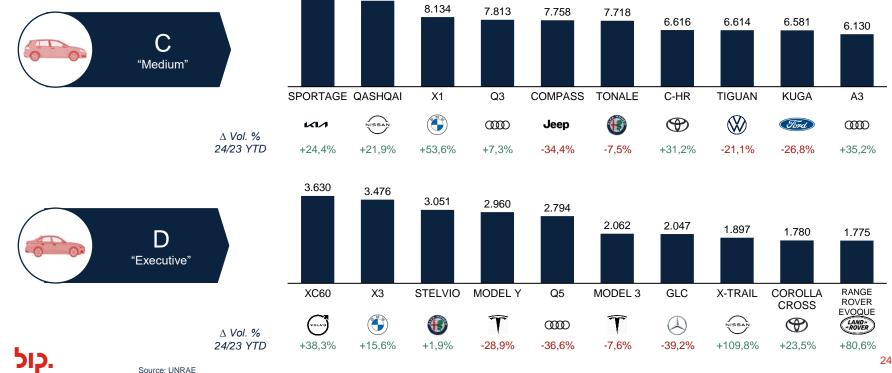
vs May 2023. In terms of new registrations, in May 2024 both Segment A and Segment B increased vs May 2023 (+7,7% and +8,3% respectively) 53.439 Α 10.442 9.568 "Utility/City" 7.013 4.638 4.514 2.780 914 880 325 PANDA 500 AYGO X 110 IGNIS PICANTO TWINGO 500 FORTWO UP! **C**) Contraction La P \bigotimes FIAT FIAT Ð $\langle\!\!\langle\rangle\!\!\rangle$ ≲ M \wedge Vol % smart 24/23 YTD +22.0% +93.5% +20.8% +9.9% -13.7% +41.8% +35.0% -39.6% -52.0% -78,5% 26.166 21.660 20.539 16.940 16.208 14.747 14.327 14.290 14.056 13.505 B "Supermini" SANDERO C3 YPSILON AVENGER YARIS YARIS CLIO 208 T-ROC PUMA CROSS C \otimes $\langle\!\!\langle\rangle$ D \bigotimes Ford Jeep ---- \wedge Vol. % 24/23 YTD +5,2% +3.2% +21,2% +83,9% +213,3% -3,5% +30,6% +36,3% +45,7% -4,3%

Italy | New car registrations by segment Segment C and Segment D – Top 10 – May 2024 YTD

10.216

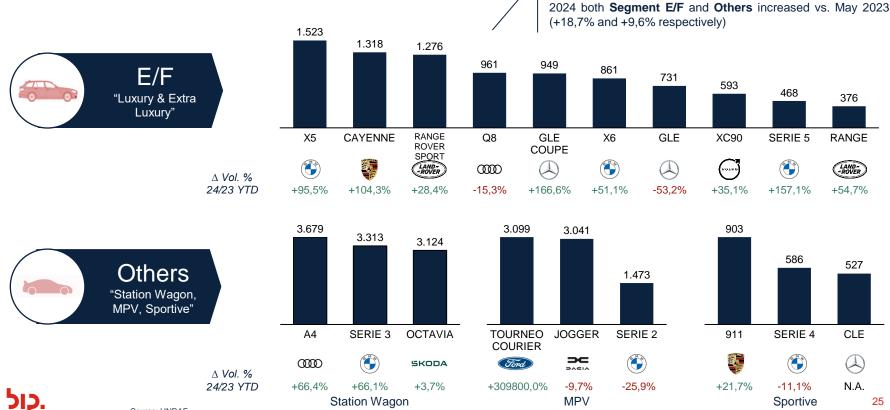
10.058

On a YTD perspective, in terms of MS, in May 2024 both Segment C and Segment D registered a decrease (-2,7 p.p. and -0,6 p.p.) vs May 2023. Also in terms of new registrations, in May 2024 both Segment C and Segment D decreased vs May 2023 (-7,4% and -4,8% respectively)



Italy | New car registrations by segment Segment E/F and Others – Top 10* – May 2024 YTD

On a YTD perspective, in terms of MS, in May 2024, both Segment E/F and Others registered an increase (+0.2 p.p. and +0,3 p.p.) vs May 2023. In terms of new registrations, in May



Source: UNRAE

(*) For the "Others" Segment, that includes Station Wagon, MPV, Sportive, the top three by type are shown



01. Europe

02. Italy

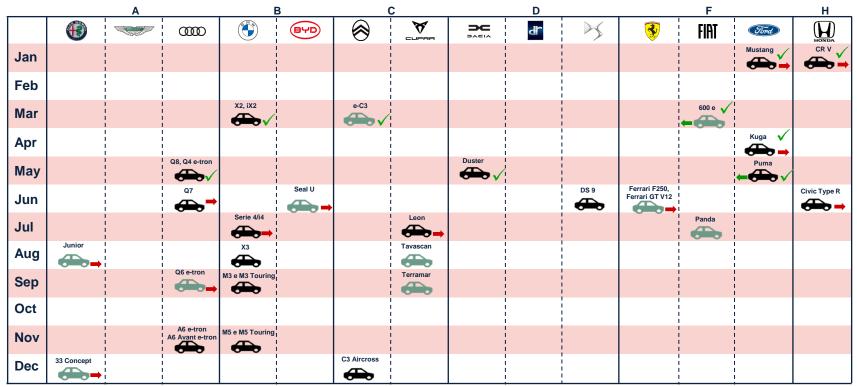
03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. News on key industry trends

New Car Models Launches in Italy

New models launch per brand – Roadmap 2024 (1/3)



✓ Launch Concluded Launch Postponed Launch Anticipated

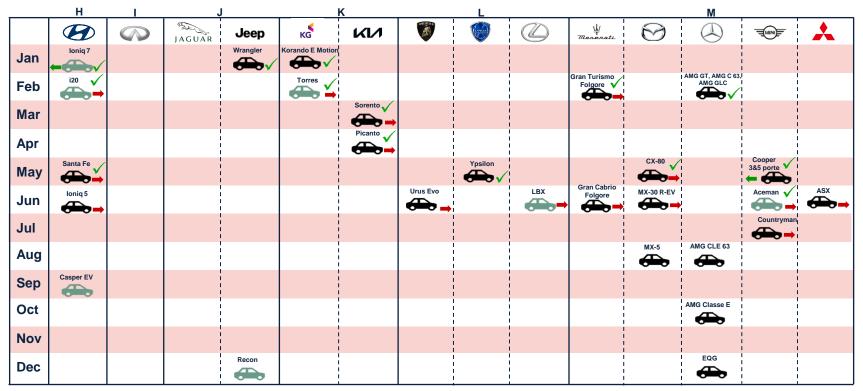


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Commercial Launch of New Model Facelift / Technical Update

New Car Models Launches in Italy

New models launch per brand – Roadmap 2024 (2/3)



Source: Quattroruote, Motor1

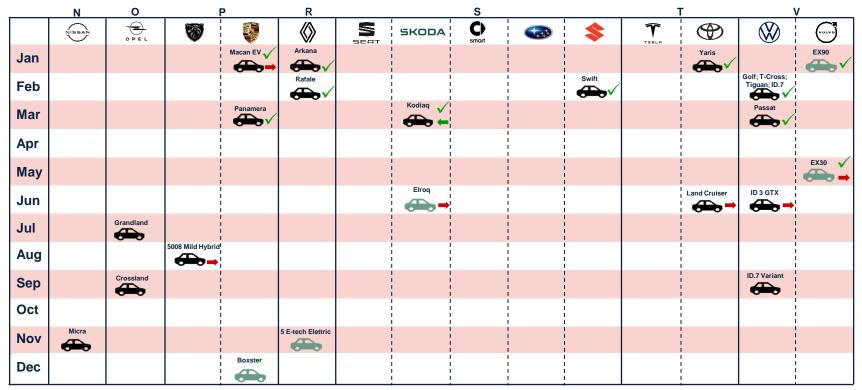
✓ Launch Concluded Launch Postponed Launch Anticipated



Commercial Launch of New Model Facelift / Technical Update

New Car Models Launches in Italy

New models launch per brand – Roadmap 2024 (3/3)



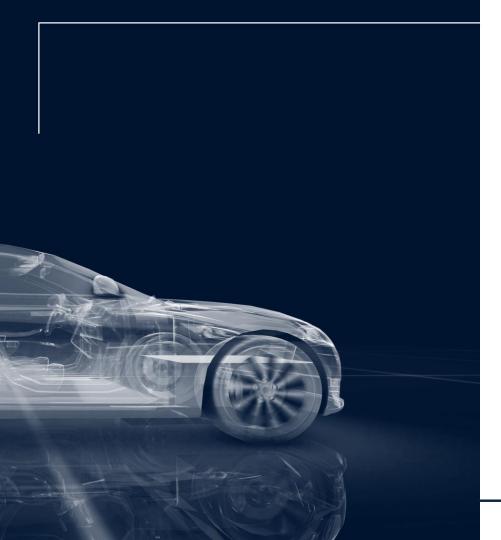
Source: Quattroruote, Motor1

✓ Launch Concluded Launch Postponed Launch Anticipated



(P)

Commercial Launch of New Model Facelift / Technical Update



01. Europe

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03. New car models launches in Italy

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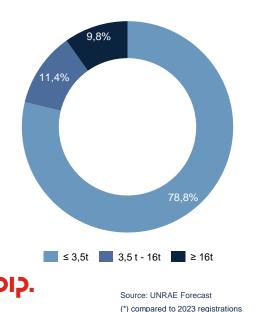
05. News on key industry trends

Italian Market - Commercial and Industrial vehicles Registration 2024 vs 2023 (1/2)

Commercial and Industrial Vehicles Highlights 2024

In May 2024, the commercial and industrial vehicles Market showed a general growth (+6,0% compared to May 2023) with a total of 24.284 new vehicles. Both commercial and industrial vehicles segments registered a growth, reporting +6,3% for commercial vehicles and +4,5% and +5,5% for light and heavy mass vehicles segments, respectively. On an annual basis, all segments registered increases compared to 2023: commercial vehicles segment (<3,5t) +16,8%, light mass segment (<16t) and heavy mass segment (≥16t) +7,8% and +7,4% respectively.

Vehicles YTD distribution by category



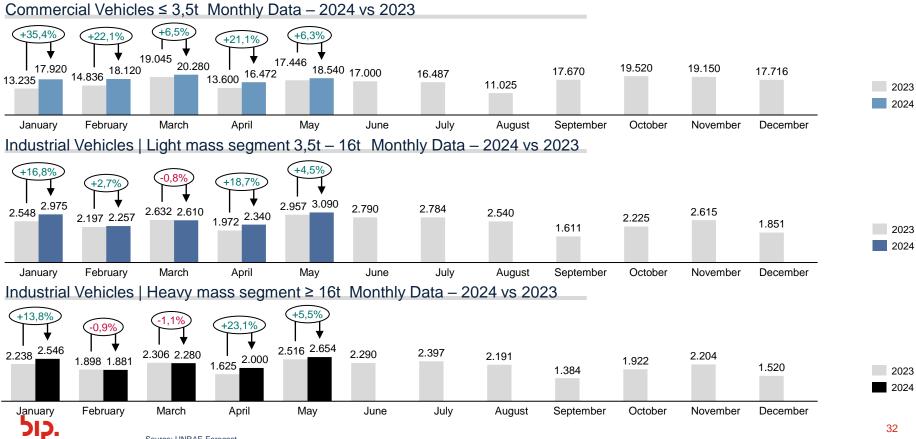
115.965

Total registered vehicles +14,8%

compared to 2023 registrations (101.051)



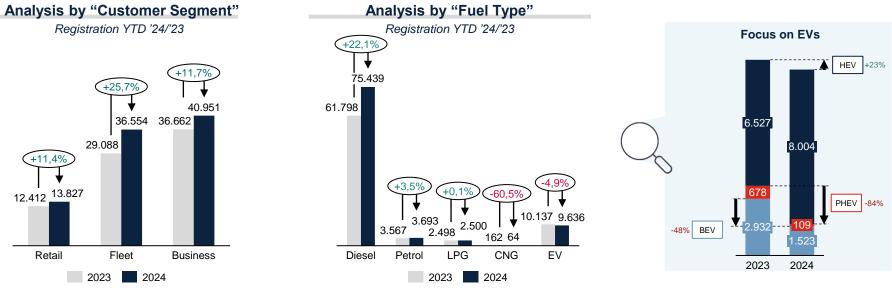
Italian Market - Commercial and Industrial vehicles Registration 2024 vs 2023 (2/2)



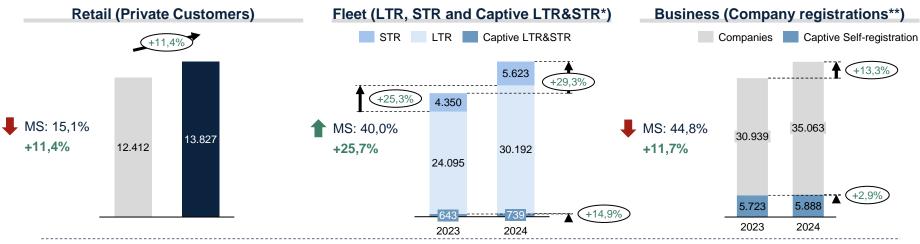
Italian Market - Commercial vehicles May 2024 YTD vs May 2023 YTD

Commercial Vehicles Analysis

According to a YTD perspective, in May 2024, the **commercial vehicles** increased in new registrations (+16,8%), with a total of 91.332, mainly driven by **Fleet segment (+25,7%)**. Regarding the fuel type, significant increase for **Diesel (+22,1%)**, followed by **Petrols (+3,5%)** and **LPG (+0,1%)**, while **CNGs** and **EVs** registered a **decrease (-60,5%** and **-4,9%)**. Focusing on **EVs**, the drop was heavily affected by **PHEVs** and **BEVs** decreases (-84% and -48%, respectively), while **HEVs** experienced a significant increase (+23%).

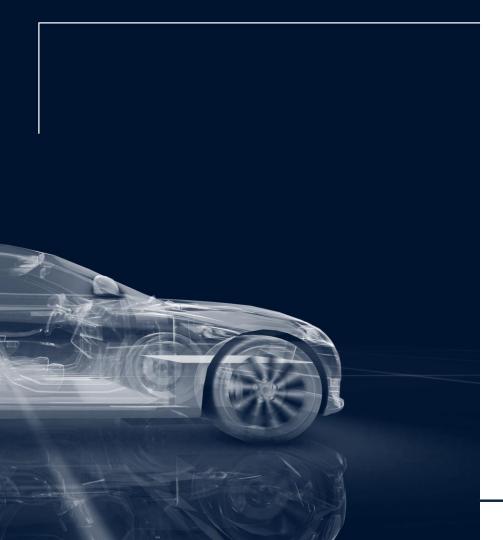


Italian Market - Commercial vehicles May 2024 YTD vs May 2023 YTD



- Compared to May 2023, in May 2024, the Retail segment registered an increase in terms of new registrations (+11,4%) but a decrease in terms of Market Share (-0,8 p.p.: 15,1% in 2024 vs. 15,9% in 2023)
- In May 2024, compared to the same period in 2023, increases have been registered for STR (+29,3%), LTR (+25,3%) and Captive LTR&STR (+14,9%). The Market Share increased for STR (6,2% in May 2024 vs 5,6% in May 2023) and LTR (33,1% in May 2024 vs 30,8% in May 2023) segments, while remained the same for Captive STR<R (0,8% in May 2024 vs 0,8% in May 2023)
- Both Companies and Captive Selfregistrations contributed to the increase shown by Business segment in May 2024, recording +13,3% and +2,9%, respectively

Source: UNRAE Forecast



01. Europe

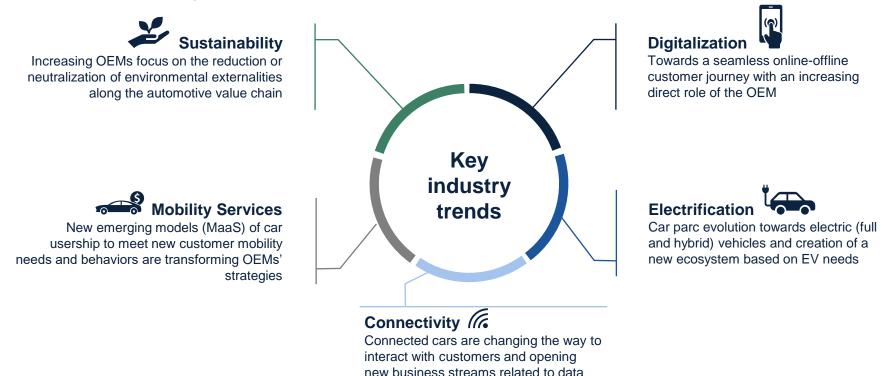
02. Italy

03. New car models launches in Italy

04. Commercial & Industrial Vehicles

05. 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 30/05/2024 to 21/06/2024



utilization

Digitalization

Tata Motors launches Fleet Verse, a digital marketplace for its entire range of commercial vehicles Tata Motors, India's largest commercial vehicles manufacturer, today announced the launch of Tata Motors Fleet Verse – a comprehensive and innovative digital marketplace for Tata Motors Commercial Vehicles. (...)

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https://www.automotiveworld.com/news-releases/tata-motors-launches-fleet-verse-a-digital-marketplace-for-its-entire-range-of-commercial-vehicles/



Electrification (1/2)

Factorial delivers solid-state battery samples to Mercedes-Benz "Factorial, a developer of solid-state EV batteries has delivered B-samples of its 106+Ah lithium-metal solidstate battery cells to Mercedes-Benz. Representing the latest step in their joint development agreement as both companies work towards product maturity (...)

https://telematicsnews.info/2024/06/05/factorial-delivers-solid-state-battery-samples-to-mercedes-benz/

From Europe, for Europe: Volkswagen Group launches project for all-electric entrylevel mobility

Volkswagen has been working for some time to offer compact, particularly inexpensive electric vehicles in the price range of around 20,000 euros (...)

 $\label{eq:https://www.automotiveworld.com/news-releases/from-europe-for-europe-volkswagen-group-launches-project-for-allelectric-entry-level-mobility/$

Asahi Kasei achieves technological breakthrough with innovative electrolyte The Japanese technology company Asahi Kasei has successfully achieved proof of concept of lithium-ion batteries using its proprietary high ionic conductive electrolyte1. This breakthrough allows for increased power output even at low-temperature (...)

https://www.automotiveworld.com/news-releases/asahi-kasei-achieves-technological-breakthrough-with-innovativeelectrolyte/



Electrification (2/2)

Polestar and Zaptec to offer premium home charging solutions in Europe Polestar has announced a commercial and technical partnership with home charger provider Zaptec, bringing premium home charging solutions to its European customers (...)

https://www.automotiveworld.com/news-releases/polestar-and-zaptec-to-offer-premium-home-charging-solutions-in-europe/



ChatGPT is now available in many Volkswagen models

Connectivity

Volkswagen models featuring the new-generation infotainment system are now also equipped with artificial intelligence (AI) of ChatGPT. The AI-based research tool is available in all new vehicles in the allelectric ID. (...)

https://www.automotiveworld.com/news-releases/chatgpt-is-now-available-in-many-volkswagen-models/





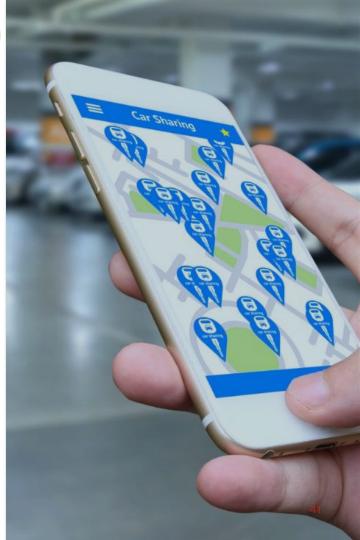
Mobility Services

Nissan demonstrates autonomous-drive mobility services progress on public roads Nissan has commenced demonstrations of a prototype vehicle equipped with its in-house-developed, autonomous drive technologies – showcasing progress in its goal towards rolling out autonomous mobility services within fiscal year 2027 (...)

https://www.automotiveworld.com/news-releases/nissan-demonstrates-autonomous-drive-mobility-services-progress-on-public-roads/

Autoliv and Xpeng Aeroht collaborate to pioneer future safety solutions for flying cars Autoliv China, a division of Autoliv, Inc., the worldwide leader in automotive safety systems, and Xpeng Aeroht, Asia's leading flying car innovator, have signed a strategic cooperation agreement to pioneer safety solutions for future mobility (...)

https://www.automotiveworld.com/news-releases/autoliv-and-xpeng-aeroht-collaborate-to-pioneer-future-safety-solutions-for-flying-cars/



Sustainability (1/2)

Seat S.A. achieves the best sustainability results in its history and reduces the environmental impact of its facilities by 53% since 2010

Seat S.A. achieved the best sustainability results in its history in 2023, thanks to the effectiveness of its strategic projects in the environmental, social and governance (ESG) areas (...)

https://www.automotiveworld.com/news-releases/seat-s-a-achieves-the-best-sustainability-results-in-its-history-and-reduces-the-environmental-impact-of-its-facilities-by-53-since-2010/

Hyvia and Hype announce partnership to accelerate decarbonized hydrogen mobility Hyvia, a joint-venture between Renault Group and Plug dedicated to hydrogen mobility, and Hype, have announced a partnership to apidly develop the relevant uses of decarbonized hydrogen mobility (...)

https://www.automotiveworld.com/news-releases/hyvia-and-hype-announce-partnership-to-accelerate-decarbonized-hydrogen-mobility/

Polestar reduces supply chain emissions through integration of renewable fuels for ocean freight Polestar is taking the next steps in reducing its supply chain emissions by integrating renewable fuels on its ocean freight routes, which account for around 75% of Polestar's total transportation emissions (...)

https://www.automotiveworld.com/news-releases/polestar-reduces-supply-chain-emissions-through-integration-of-renewable-fuels-for-ocean-freight/



Sustainability (2/2)

JLR launches Sustainability Innovation Challenge to engage innovators for pioneering mobility and automotive solutions As part of its Reimagine strategy, JLR has defined a clear vision to become proud creators of modern luxury and be a carbon net zero business by 2039. Global collaboration and collective creativity make sustainable modern luxury a reality (...)

https://www.automotiveworld.com/news-releases/jir-launches-sustainability-innovation-challenge-to-engage-innovators-for-pioneering-mobility-and-automotive-solutions/



Thank you.

Andrea Ingallinera Partner andrea.ingallinera@bip-group.com cell. +39 335 684 2775

Gerardo Ferracane Partner gerardo.ferracane@bip-group.com cell. +39 334 664 4504

Business Integration Partners S.p.A.

Piazza San Babila 5 20122 Milano www.bipconsulting.com

HERE TO DARE

Fabrizio Arena Partner

fabrizio.arena@bip-group.com cell. +39 335 123 2387

Massimiliano Tortorella Sr. Director massimiliano.tortorella@bip-group.com cell. +39 334 620 9636





