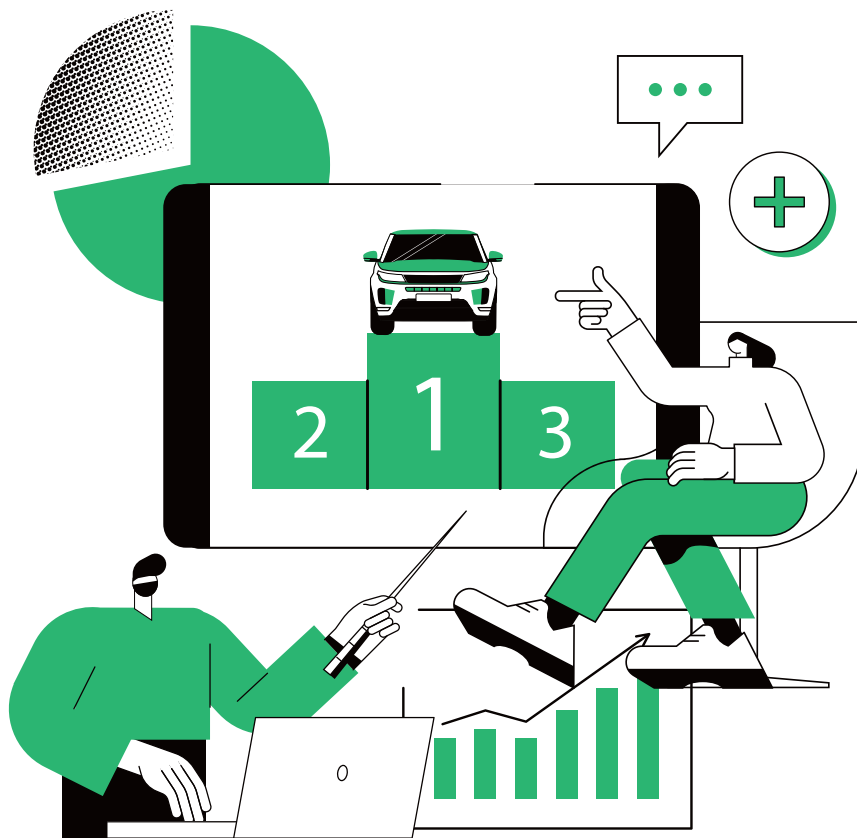


AUTO 2023

MARKET FIGURES



The new passenger vehicle (NPV) market

	2020	2021	2022*	Variation 2022 vs. 2021	2023*	Variation 2023 vs. 2022
South Africa	246,541	304,340	375,000	23%	400,000	7%
Germany	2,917,678	2,622,132	2,300,000	-12%	2,750,000	20%
Austria	257,721	239,803	195,000	-19%	230,000	18%
Belgium	431,491	383,123	350,000	-9%	405,000	16%
Brazil	1,615,942	1,558,467	1,370,000	-12%	1,600,000	17%
China	20,177,731	21,481,537	23,300,000	8%	26,000,000	12%
Spain	851,210	859,476	770,000	-10%	900,000	17%
United States	14,471,000	14,946,971	12,400,000	-17%	14,400,000	16%
France	1,650,118	1,659,005	1,405,000	-15%	1,650,000	17%
Italy	1,381,753	1,456,674	1,170,000	-20%	1,360,000	16%
Japan	3,809,981	3,675,698	3,130,000	-15%	3,650,000	17%
Mexico	532,433	520,112	460,000	-12%	535,000	16%
Norway	141,412	176,276	142,000	-19%	165,000	16%
Netherlands	355,598	324,336	300,000	-8%	350,000	17%
Poland	428,347	446,647	395,000	-12%	460,000	16%
Portugal	142,414	149,740	141,000	-6%	165,000	17%
United Kingdom	1,631,064	1,647,181	1,460,000	-11%	1,700,000	16%
Turkey	610,109	561,853	505,000	-10%	580,000	15%
18-COUNTRY TOTAL	51,652,543	53,013,371	50,168,000	-5%	57,300,000	14%

*Estimates and forecasts from L'Observatoire Cetelem de l'Automobile 2023. Sources: L'Observatoire Cetelem de l'Automobile 2023, OICA, ACEA, C-Ways

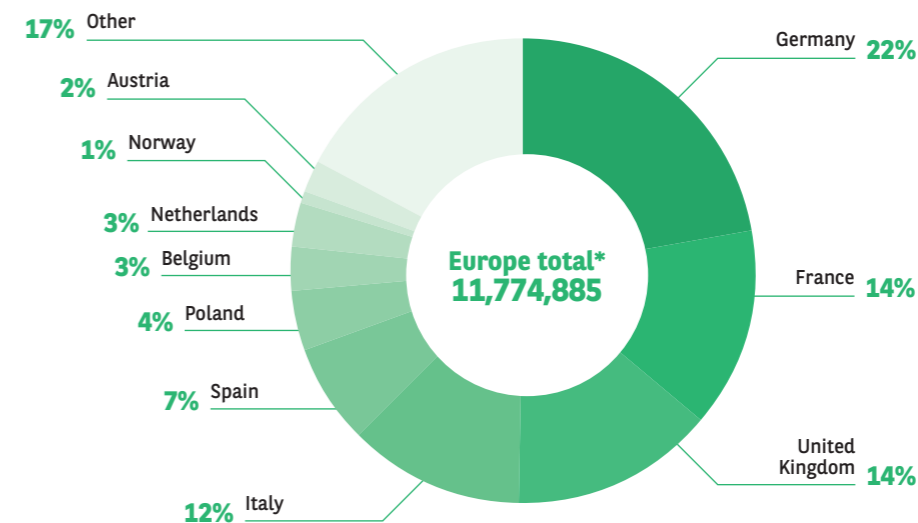
Global light vehicle (LV) market

	2020	2021	2022*	Variation 2022 vs. 2021	2023*	Variation 2023 vs. 2022
Global sales in millions of units	77.8	81.4	80	-2%	88	10%

Scope: all countries. Light vehicles (LV) = passenger vehicles (PV) + light commercial vehicles (LCV).

* Estimates and forecasts from L'Observatoire Cetelem de l'Automobile 2023. Sources: L'Observatoire Cetelem de l'Automobile 2023, OICA, ACEA, C-Ways

New passenger vehicle registrations in Europe* in 2021



* Europe: EU + United Kingdom, Norway, Switzerland and Iceland. Sources: L'Observatoire Cetelem de l'Automobile 2023, OICA, ACEA, C-Ways

Household purchase rate in 6 countries

The calculation is strictly based on registrations for private use only

	Total NPV registrations in 2022*	Sales to private individuals	Sales to companies	Private registrations	Number of households	Household purchase rate
Germany	2,300,000	37%	63%	851,000	40,556,000	2.1%
France	1,405,000	43%	57%	604,150	30,304,000	2.0%
Italy	1,170,000	63%	37%	737,100	26,079,000	2.8%
United Kingdom	1,460,000	50%	50%	731,460	27,792,000	2.6%
Spain	770,000	43%	57%	331,100	18,793,900	1.8%
Belgium	350,000	40%	60%	140,700	4,881,500	2.9%
TOTAL	7,455,000	46%	54%	3,395,510	148,406,400	-2.3%

* Estimates from L'Observatoire Cetelem de l'Automobile 2023. Sources: L'Observatoire Cetelem de l'Automobile 2023, ACEA, National statistical institutes, Manufacturers' federations, C-Ways

Leading brands in Europe* in 2022

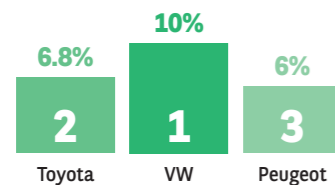
	Market share 6 months 2021	Market share 6 months 2022	Change in the number of NPVs sold 2022 vs. 2021
VOLKSWAGEN	11.4%	10.0%	-23.8%
TOYOTA	6.0%	6.8%	-1.8%
PEUGEOT	6.5%	6.0%	-21.2%
BMW	5.8%	5.8%	-14.3%
MERCEDES	5.4%	5.6%	-10.1%
AUDI	5.3%	5.3%	-13.5%
RENAULT	5.7%	5.3%	-20.3%
KIA	3.9%	5.2%	16.8%
HYUNDAI	3.7%	4.7%	8.2%
SKODA	5.3%	4.6%	-24.9%
OPEL/VAUXHALL	4.2%	4.1%	-16.9%
DACIA	2.9%	4.0%	18.2%
FIAT	4.3%	3.7%	-25.4%

* Europe: EU + United Kingdom, Norway, Switzerland and Iceland. Sources: L'Observatoire Cetelem de l'Automobile 2023, ACEA, C-Ways

	Market share 6 months 2021	Market share 6 months 2022	Change in the number of NPVs sold 2022 vs. 2021
CITROEN	4.0%	3.5%	-24.7%
SEAT	3.2%	3.3%	-10.6%
MINI	1.4%	1.5%	-11.4%
JEEP	1.1%	1.0%	-20.6%
LAND ROVER	1.1%	0.9%	-31.8%
PORSCHE	0.6%	0.8%	13.6%
DS	0.3%	0.4%	13.2%
LANCIA/CHRYSLER	0.4%	0.4%	-20.6%
LEXUS	0.4%	0.3%	-26.2%
JAGUAR	0.4%	0.2%	-43.2%
ALFA ROMEO	0.2%	0.2%	-5.4%
SMART	0.3%	0.2%	-29.3%

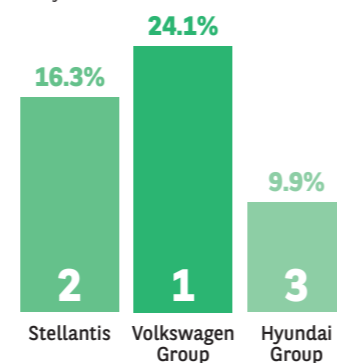
TOP 3 brands in Europe in 2022

First 6 months of 2022



TOP 3 groups in Europe in 2022

First 6 months of 2022



* Europe: EU + United Kingdom, Norway, Switzerland and Iceland. Sources: L'Observatoire Cetelem de l'Automobile 2023, ACEA, C-Ways

The new vehicle market in France

In number of registrations

	2014	2015	2016	2017	2018	2019	2020	2021	2022*
NPV – New passenger vehicle	1,795,885	1,917,226	2,015,177	2,110,748	2,173,518	2,214,428	1,650,118	1,659,146	1,405,000
LCV – Light commercial vehicle	372,074	379,424	397,085	438,645	459,038	479,769	401,124	430,787	344,630

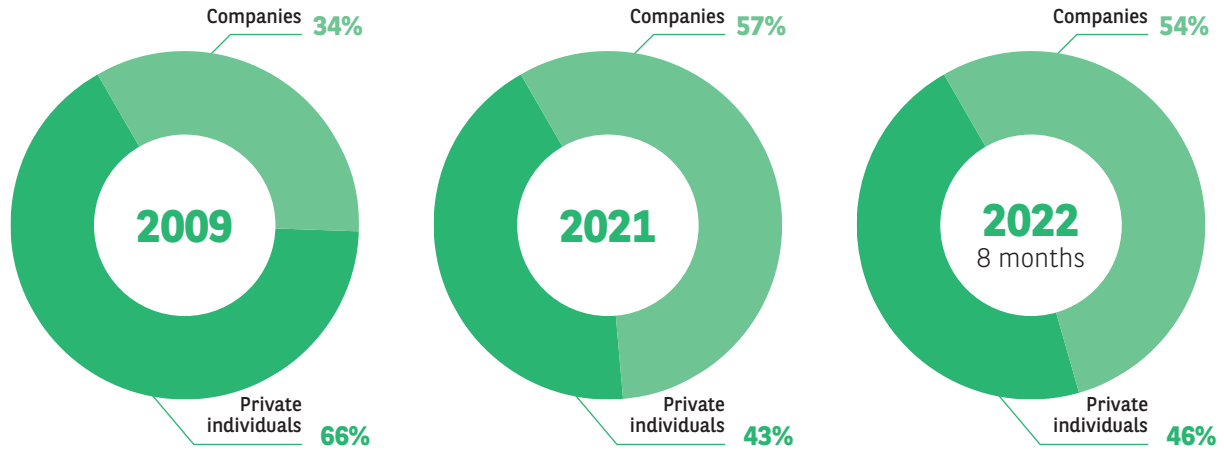
* Estimates and forecasts from L'Observatoire Cetelem de l'Automobile 2023. Sources: L'Observatoire Cetelem de l'Automobile 2023, C-Ways, based on SIV data

Market share of electric vehicles in 2021

	Electric Market share	Plug-in hybrid market share	TOTAL
South Africa	0.1%	0.0%	0.1%
Germany	13.6%	12.4%	26.0%
Belgium	5.8%	12.6%	18.4%
Brazil	0.1%	0.3%	0.5%
China	13.1%	2.9%	16.0%
Spain	2.9%	5.0%	7.9%
United States	3.4%	1.2%	4.6%
France	10.5%	8.4%	18.9%
Italy	4.6%	4.9%	9.5%
Japan	0.5%	0.5%	1.0%
Mexico	0.4%	0.1%	0.5%
Norway	64.5%	21.7%	86.2%
Netherlands	20.0%	9.7%	29.7%
Poland	0.7%	0.7%	1.4%
Portugal	9.2%	10.7%	19.9%
United Kingdom	11.7%	7.3%	19.0%
Turkey	5.4%	1.7%	7.1%

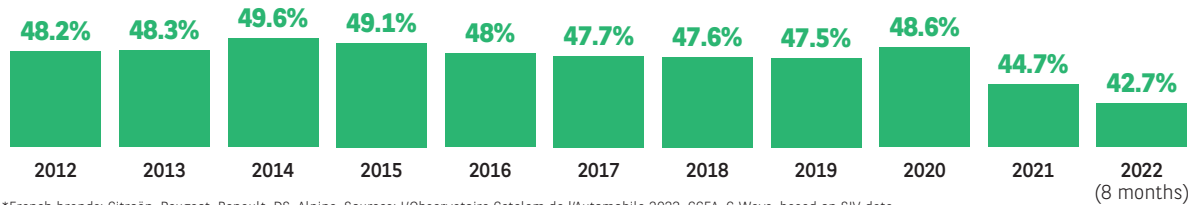
Sources: L'Observatoire Cetelem de l'Automobile 2023, IEA, EAFO, C-Ways

Structure of the new passenger vehicle market in France



Sources: L'Observatoire Cetelem de l'Automobile 2023, CCFA, C-Ways, based on SIV data

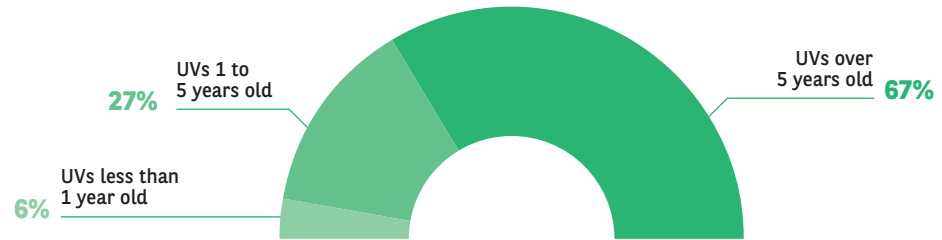
NPV market share of French brands* in France



*French brands: Citroën, Peugeot, Renault, DS, Alpine. Sources: L'Observatoire Cetelem de l'Automobile 2023, CCFA, C-Ways, based on SIV data

Structure of the used passenger vehicle market in France in 2022

First 8 months of 2022



Sources: L'Observatoire Cetelem de l'Automobile 2023, C-Ways, based on SIV data