KEY FIGURES
THE NEW PASSENGER VEHICLE (NPV) MARKET

**2019**

<table>
<thead>
<tr>
<th>Country</th>
<th>Registrations 2019</th>
<th>Share of private registrations</th>
<th>Share of company registrations</th>
<th>Registrations by private individuals 2020</th>
<th>Number of households 2020</th>
<th>Household purchase rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>2,850,000</td>
<td>39%</td>
<td>61%</td>
<td>2,900,000</td>
<td>40,899,900</td>
<td>2.4%</td>
</tr>
<tr>
<td>France</td>
<td>1,600,000</td>
<td>48%</td>
<td>52%</td>
<td>1,700,000</td>
<td>29,969,900</td>
<td>2.6%</td>
</tr>
<tr>
<td>Italy</td>
<td>1,500,000</td>
<td>63%</td>
<td>37%</td>
<td>1,600,000</td>
<td>25,991,500</td>
<td>2.6%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1,500,000</td>
<td>47%</td>
<td>53%</td>
<td>1,600,000</td>
<td>28,457,700</td>
<td>2.6%</td>
</tr>
<tr>
<td>Spain</td>
<td>800,000</td>
<td>50%</td>
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</tr>
<tr>
<td>Belgium</td>
<td>425,000</td>
<td>43%</td>
<td>57%</td>
<td>480,000</td>
<td>4,787,700</td>
<td>3.8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>5,575,000</td>
<td>46%</td>
<td>54%</td>
<td>5,900,000</td>
<td>149,803,300</td>
<td>2.6%</td>
</tr>
</tbody>
</table>

* Europe 27 (without Iceland) + Norway, Swiss and Israel.

**HOUSEHOLD PURCHASE RATE – 2020 PROJECTIONS**

The calculation is strictly based on car registrations for private use. Breakdown of registrations by private individuals and companies: share calculated from January to end-October 2020 (except for Germany: 2019 breakdown)

Sources: Caristi, IIASA, KBA, ANFAC, C-Ways according to UN, INSEE, SNCF, SMART, Projections C-Ways.

**2018**

<table>
<thead>
<tr>
<th>Country</th>
<th>Registrations 2018</th>
<th>Share of private registrations</th>
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<td>149,803,300</td>
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</tr>
</tbody>
</table>

**LIGHT VEHICLE MARKET**

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


<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Italy</td>
<td>1,910,701</td>
<td>1,916,320</td>
<td>2,000,000</td>
<td>-32%</td>
<td>1,800,000</td>
<td>-5%</td>
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<tr>
<td>Spain</td>
<td>1,300,000</td>
<td>1,306,200</td>
<td>1,400,000</td>
<td>-32%</td>
<td>1,350,000</td>
<td>-3%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>2,000,000</td>
<td>2,016,340</td>
<td>2,000,000</td>
<td>-0%</td>
<td>2,000,000</td>
<td>0%</td>
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<tr>
<td>Germany</td>
<td>3,450,778</td>
<td>3,607,258</td>
<td>3,280,000</td>
<td>-11%</td>
<td>3,020,000</td>
<td>-7%</td>
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<tr>
<td>France</td>
<td>1,600,000</td>
<td>1,600,000</td>
<td>1,800,000</td>
<td>12%</td>
<td>1,850,000</td>
<td>3%</td>
</tr>
<tr>
<td>Belgium</td>
<td>540,632</td>
<td>550,003</td>
<td>525,000</td>
<td>-2%</td>
<td>500,000</td>
<td>-4%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>443,530</td>
<td>446,114</td>
<td>435,000</td>
<td>-2%</td>
<td>430,000</td>
<td>-1%</td>
</tr>
<tr>
<td>Poland</td>
<td>531,889</td>
<td>555,998</td>
<td>550,000</td>
<td>-3%</td>
<td>540,000</td>
<td>-2%</td>
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<tr>
<td>Czech Republic</td>
<td>261,437</td>
<td>249,915</td>
<td>240,000</td>
<td>-4%</td>
<td>220,000</td>
<td>-5%</td>
</tr>
<tr>
<td>Slovakia</td>
<td>98,080</td>
<td>101,568</td>
<td>100,000</td>
<td>-2%</td>
<td>90,000</td>
<td>-10%</td>
</tr>
<tr>
<td>Hungary</td>
<td>136,594</td>
<td>157,900</td>
<td>120,000</td>
<td>-21%</td>
<td>130,000</td>
<td>-8%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>8,575,000</td>
<td>8,940,000</td>
<td>9,840,000</td>
<td>-28%</td>
<td>11,285,000</td>
<td>15%</td>
</tr>
</tbody>
</table>

**THE NEW PASSENGER VEHICLE (NPV) MARKET IN EUROPE**

**2019**

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<tr>
<th>Country</th>
<th>Registrations 2019</th>
<th>Share of private registrations</th>
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<td>54%</td>
<td>5,900,000</td>
<td>149,803,300</td>
<td>2.6%</td>
</tr>
</tbody>
</table>
**MARKET SHARE OF ELECTRIC VEHICLES IN EUROPE IN 2019**

Sources: IEA, EAFO.

<table>
<thead>
<tr>
<th>Country</th>
<th>Electric market share</th>
<th>Plug-in hybrid market share</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Africa</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Germany</td>
<td>1.8%</td>
<td>1.3%</td>
<td>3.1%</td>
</tr>
<tr>
<td>Belgium</td>
<td>1.7%</td>
<td>1.7%</td>
<td>3.4%</td>
</tr>
<tr>
<td>Brazil</td>
<td>0%</td>
<td>0.1%</td>
<td>0.1%</td>
</tr>
<tr>
<td>China</td>
<td>3.3%</td>
<td>3.1%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Spain</td>
<td>0.9%</td>
<td>0.8%</td>
<td>1.5%</td>
</tr>
<tr>
<td>United States</td>
<td>1.5%</td>
<td>0.5%</td>
<td>2.0%</td>
</tr>
<tr>
<td>France</td>
<td>1.3%</td>
<td>0.8%</td>
<td>2.7%</td>
</tr>
<tr>
<td>Italy</td>
<td>0.6%</td>
<td>0.4%</td>
<td>1.0%</td>
</tr>
<tr>
<td>Japan</td>
<td>0.5%</td>
<td>0.4%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>13.9%</td>
<td>1.2%</td>
<td>15.1%</td>
</tr>
<tr>
<td>Poland</td>
<td>0.3%</td>
<td>0.2%</td>
<td>0.5%</td>
</tr>
<tr>
<td>Portugal</td>
<td>3.1%</td>
<td>2.6%</td>
<td>5.7%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1.5%</td>
<td>1.4%</td>
<td>2.9%</td>
</tr>
<tr>
<td>Turkey</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**THE NEW-VEHICLE MARKET IN FRANCE**

In number of registrations.

Source: L’Observatoire Cetelem des Automobiles / C-Ways according to SIV.

<table>
<thead>
<tr>
<th>Year</th>
<th>NPV – New passenger vehicle</th>
<th>LCV – Light commercial vehicle</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>1,790,456</td>
<td>367,334</td>
</tr>
<tr>
<td>2014</td>
<td>1,795,885</td>
<td>372,074</td>
</tr>
<tr>
<td>2015</td>
<td>1,917,226</td>
<td>378,424</td>
</tr>
<tr>
<td>2016</td>
<td>2,103,177</td>
<td>397,085</td>
</tr>
<tr>
<td>2017</td>
<td>2,110,748</td>
<td>438,645</td>
</tr>
<tr>
<td>2018</td>
<td>2,173,518</td>
<td>459,038</td>
</tr>
<tr>
<td>2019</td>
<td>2,214,428</td>
<td>479,703</td>
</tr>
<tr>
<td>2020</td>
<td>1,600,000</td>
<td>400,000</td>
</tr>
</tbody>
</table>

**LEADING BRANDS IN EUROPE 2020**

Source: ACEA.

<table>
<thead>
<tr>
<th>Brand</th>
<th>Market share (10 months) 2019</th>
<th>Market share (10 months) 2020</th>
<th>Variation 2020/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>VOLKSWAGEN</td>
<td>11.2%</td>
<td>11.0%</td>
<td>-2.0%</td>
</tr>
<tr>
<td>RENAULT</td>
<td>6.6%</td>
<td>6.9%</td>
<td>3.1%</td>
</tr>
<tr>
<td>PEUGEOT</td>
<td>6.1%</td>
<td>6.2%</td>
<td>1.3%</td>
</tr>
<tr>
<td>MERCEDES</td>
<td>5.6%</td>
<td>6.2%</td>
<td>10.4%</td>
</tr>
<tr>
<td>FORD</td>
<td>6.1%</td>
<td>5.6%</td>
<td>-9.2%</td>
</tr>
<tr>
<td>BMW</td>
<td>5.1%</td>
<td>5.6%</td>
<td>8.4%</td>
</tr>
<tr>
<td>TOYOTA</td>
<td>4.8%</td>
<td>5.3%</td>
<td>14.6%</td>
</tr>
<tr>
<td>MIAA</td>
<td>4.6%</td>
<td>5.4%</td>
<td>12.6%</td>
</tr>
<tr>
<td>AUDI</td>
<td>4.7%</td>
<td>5.1%</td>
<td>7.1%</td>
</tr>
<tr>
<td>FIAT</td>
<td>4.2%</td>
<td>4.1%</td>
<td>-2.8%</td>
</tr>
<tr>
<td>SKODA/VAUXHALL</td>
<td>5.5%</td>
<td>4.1%</td>
<td>-25.0%</td>
</tr>
<tr>
<td>CITROEN</td>
<td>4.1%</td>
<td>3.8%</td>
<td>-7.0%</td>
</tr>
<tr>
<td>KIA</td>
<td>3.2%</td>
<td>3.6%</td>
<td>12.8%</td>
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<tr>
<td>HYUNDAI</td>
<td>3.6%</td>
<td>3.8%</td>
<td>1.0%</td>
</tr>
<tr>
<td>DACIA</td>
<td>3.7%</td>
<td>3.4%</td>
<td>-7.0%</td>
</tr>
<tr>
<td>SEAT</td>
<td>3.3%</td>
<td>3.2%</td>
<td>-2.8%</td>
</tr>
<tr>
<td>NISSAN</td>
<td>2.5%</td>
<td>2.4%</td>
<td>-2.8%</td>
</tr>
</tbody>
</table>

**TOP 3 BRANDS IN EUROPE 2020**

Market share 10 months 2020.

Source: ACEA.

<table>
<thead>
<tr>
<th>Brand</th>
<th>Market share (10 months) 2019</th>
<th>Market share (10 months) 2020</th>
<th>Variation 2020/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>VOLVO CAR CORP</td>
<td>2.1%</td>
<td>2.3%</td>
<td>12.4%</td>
</tr>
<tr>
<td>MINI</td>
<td>1.4%</td>
<td>1.5%</td>
<td>6.9%</td>
</tr>
<tr>
<td>MAZDA</td>
<td>1.5%</td>
<td>1.2%</td>
<td>-20.1%</td>
</tr>
<tr>
<td>JEEP</td>
<td>1.1%</td>
<td>1.0%</td>
<td>-7.3%</td>
</tr>
<tr>
<td>LAND ROVER</td>
<td>0.9%</td>
<td>1.0%</td>
<td>1.8%</td>
</tr>
<tr>
<td>MITSUBISHI</td>
<td>1.0%</td>
<td>0.9%</td>
<td>-3.4%</td>
</tr>
<tr>
<td>HONDA</td>
<td>0.8%</td>
<td>0.7%</td>
<td>-10.3%</td>
</tr>
<tr>
<td>PORSCHE</td>
<td>0.5%</td>
<td>0.6%</td>
<td>22.9%</td>
</tr>
<tr>
<td>LEXUS</td>
<td>0.4%</td>
<td>0.4%</td>
<td>13.4%</td>
</tr>
<tr>
<td>JAGUAR</td>
<td>0.5%</td>
<td>0.4%</td>
<td>-24.2%</td>
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<tr>
<td>DS</td>
<td>0.3%</td>
<td>0.4%</td>
<td>16.8%</td>
</tr>
<tr>
<td>LANCCHRYSLER</td>
<td>0.4%</td>
<td>0.4%</td>
<td>-7.4%</td>
</tr>
<tr>
<td>ALFA ROMEO</td>
<td>0.3%</td>
<td>0.3%</td>
<td>-16.0%</td>
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<td>SMART</td>
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<td>0.2%</td>
<td>-70.6%</td>
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<td>LADA</td>
<td>0.03%</td>
<td>0.02%</td>
<td>-40.2%</td>
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<tr>
<td>ALPINE</td>
<td>0.03%</td>
<td>0.01%</td>
<td>-65.4%</td>
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</tbody>
</table>

**TOP 3 GROUPS IN EUROPE 2020**

Market share 10 months 2020.

Source: ACEA.

<table>
<thead>
<tr>
<th>Group</th>
<th>Market share (10 months) 2020</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>VOLKSWAGEN</td>
<td>6.2%</td>
<td>11%</td>
</tr>
<tr>
<td>RENAULT</td>
<td>6.9%</td>
<td>11%</td>
</tr>
<tr>
<td>PEUGEOT</td>
<td>14.5%</td>
<td>25.3%</td>
</tr>
<tr>
<td>PSA Group</td>
<td>25.3%</td>
<td>10.3%</td>
</tr>
<tr>
<td>VW Group</td>
<td>10.3%</td>
<td>25.3%</td>
</tr>
<tr>
<td>RENAULT Group</td>
<td>25.3%</td>
<td>10.3%</td>
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**MARKET SHARE OF ELECTRIC VEHICLES IN EUROPE IN 2019**

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<td>0%</td>
</tr>
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<td>1.8%</td>
<td>1.3%</td>
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<tr>
<td>Belgium</td>
<td>1.7%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Brazil</td>
<td>0%</td>
<td>0.1%</td>
</tr>
<tr>
<td>China</td>
<td>3.3%</td>
<td>3.1%</td>
</tr>
<tr>
<td>Spain</td>
<td>0.9%</td>
<td>0.8%</td>
</tr>
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<td>United States</td>
<td>1.5%</td>
<td>0.5%</td>
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<td>0.8%</td>
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<td>0.4%</td>
</tr>
<tr>
<td>Japan</td>
<td>0.5%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>13.9%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Poland</td>
<td>0.3%</td>
<td>0.2%</td>
</tr>
<tr>
<td>Portugal</td>
<td>3.1%</td>
<td>2.6%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1.5%</td>
<td>1.4%</td>
</tr>
<tr>
<td>Turkey</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**THE NEW-VEHICLE MARKET IN FRANCE**

In number of registrations.

Source: L’Observatoire Cetelem des Automobiles / C-Ways according to SIV.

- NPV – New passenger vehicle
- LCV – Light commercial vehicle
STRUCTURE OF THE NEW PASSENGER VEHICLE MARKET IN FRANCE
In number of registrations.
Source: Last year’s Observatoire de l’Automobile / C-Ways according to SIV.

<table>
<thead>
<tr>
<th></th>
<th>Companies</th>
<th>Private individuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td></td>
<td>33%</td>
</tr>
<tr>
<td>2020*</td>
<td></td>
<td>52%</td>
</tr>
</tbody>
</table>

* Estimates and forecasts from l’Observatoire Cetelem de l’Automobile / C-Ways according to SIV.

NPV MARKET SHARE OF FRENCH BRANDS IN FRANCE**
Source: CCFA historical data | 2019 and 2020: C-Ways according to SIV.

<table>
<thead>
<tr>
<th>Year</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>52%</td>
</tr>
<tr>
<td>2012</td>
<td>48.2%</td>
</tr>
<tr>
<td>2013</td>
<td>48.3%</td>
</tr>
<tr>
<td>2014</td>
<td>49.6%</td>
</tr>
<tr>
<td>2015</td>
<td>49.1%</td>
</tr>
<tr>
<td>2016</td>
<td>48%</td>
</tr>
<tr>
<td>2017</td>
<td>47.7%</td>
</tr>
<tr>
<td>2018</td>
<td>47.6%</td>
</tr>
<tr>
<td>2019</td>
<td>47.5%</td>
</tr>
<tr>
<td>2020 (10 months)</td>
<td>49.2%</td>
</tr>
</tbody>
</table>

** French brands: Citroen, Peugeot, DS, Alpine and Renault.

THE USED-VEHICLE MARKET IN FRANCE IN 2020
Source: C-Ways according to SIV.

<table>
<thead>
<tr>
<th></th>
<th>Units (10 months 2020)</th>
<th>Share (10 months 2020)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Used vehicles less than 1 year old</td>
<td>452,895</td>
<td>10%</td>
</tr>
<tr>
<td>Used vehicles between 1 and 5 years old</td>
<td>1,291,289</td>
<td>28%</td>
</tr>
<tr>
<td>Used vehicles more than 5 years old</td>
<td>2,937,216</td>
<td>63%</td>
</tr>
<tr>
<td>Total</td>
<td>4,681,400</td>
<td></td>
</tr>
</tbody>
</table>