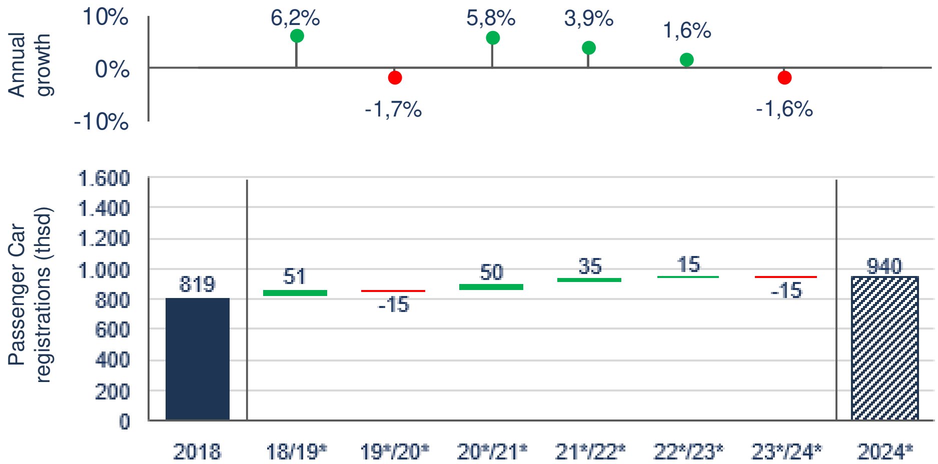
Forecast Report EU-5

Passenger Car Registrations 2019 - 2024

Germany

True Fleet Market

Passenger Car Registrations 2018	2018/2017
818.859	**-3,2%**
	2018-2024
CAGR	**2,3%**

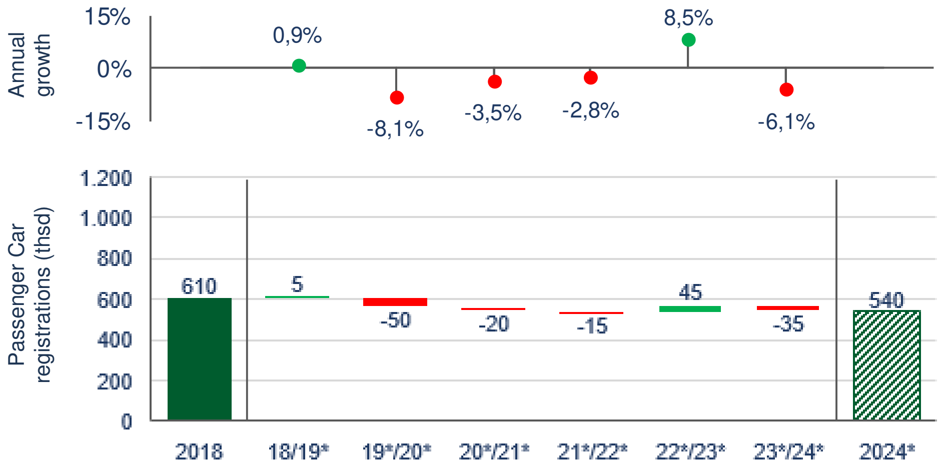


- Company car demand is on track for a new record level in 2019. With fleet managers still set to renew and to expand their fleets, the economic slowdown has not translated into lower car demand yet.
- Furthermore, the government has extended 50% reduction on benefit-in-kind taxation (BIK) on the private use of BEV and PHEV company cars. With annual savings typically ranging between EUR 420 (Nissan Leaf) and EUR 1,908 (Jaguar I-Pace) this broadly emphasises the cost advantage of a company car against a private car for employees who can choose between these options.
- Considering the disruptions from the introduction of WLTP emission testing in September 2018 we incorporated another slowdown in September 2019 were Euro 6d temp EVAP homologation is going to become mandatory. However, OEMs are better prepared this year and do not expect such broad-based supply shortages as seen last year. Therefore, we upped our September to December projection by 20,000 new registrations but cut our 2020 forecast as there will be fewer delayed 2019 registrations.
- Regarding the long-term outlook from 2022, the persistent growth in the total number of company cars on the road bears even more potential for the True Fleet Market. Combined with the broadening range of tax-favoured electric cars, we lifted our forecasts by 10,000 to 25,000 new registrations per year.

- Major risks such as a hard Brexit, the US-Chinese trade conflicts or US tariffs on German cars have deteriorated business climate particularly in the manufacturing industry. Companies may become reluctant on ordering new cars which will become visible in new registrations by the end of the year.
- The more muted growth is likely to weigh down investment over the next three years. At the same time, slightly more fleet managers consider alternative mobility concepts as an option to reduce the number of company cars. Both effects combined will dampen True Fleet growth until 2022, were we expect a new replacement cycle to take over.

Special Channels

Passenger Car Registrations 2018	2018/2017
609.552	1,8%
CAGR	2018-2024 -2,0%



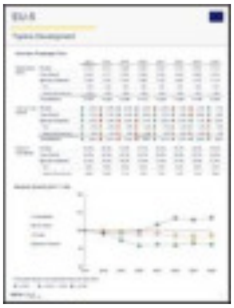
- Due to the weakness of the Private Market, more tactical registrations will be needed to achieve 2019 sales targets. Dealerships and Manufacturer already exceeded their corresponding prior year's volume by 3.7% in YTD July 2019. With some more difficult months to come and looming external headwinds further compensations might become necessary. Therefore, respective registrations were increased by 15,000 passenger cars.
- While the Private Market is expected to decline over the short and medium term, tactical registrations might compensate for this downturn. 2020's Dealer and Manufacturer forecast was thus raised by 35,000 passenger cars.
- In general, alternative forms of mobility might become more interesting for French car drivers. With extending environmental zones and stricter city entry regulations, drivers could get rid of their car and change their mobility behaviour.

- Short-Term renting companies have extended their fleet significantly over the prior year. Also for the current year, their volume is still above the prior years' average. Therefore, we expect some declines in absolute volume from next year and over the medium term as companies feel lesser need to rejuvenate their fleet.

Further Information

Product Specifications

- Covering the EU-5 countries France, Germany, Italy, Spain and UK
- Forecast five years ahead
- Report contains 8-11 pages per country







Contact Details

Christian Spahn
Account Manager International
Phone +49 69 95930-265
E-Mail christian.spahn@dataforce.de

Dataforce Verlagsgesellschaft für
Business Informationen mbH
Hamburger Allee 14
60486 Frankfurt am Main
Germany
www.dataforce.de