

Example

Forecast Report Germany

Passenger Car Registrations 2021 - 2026

July 23th, 2021

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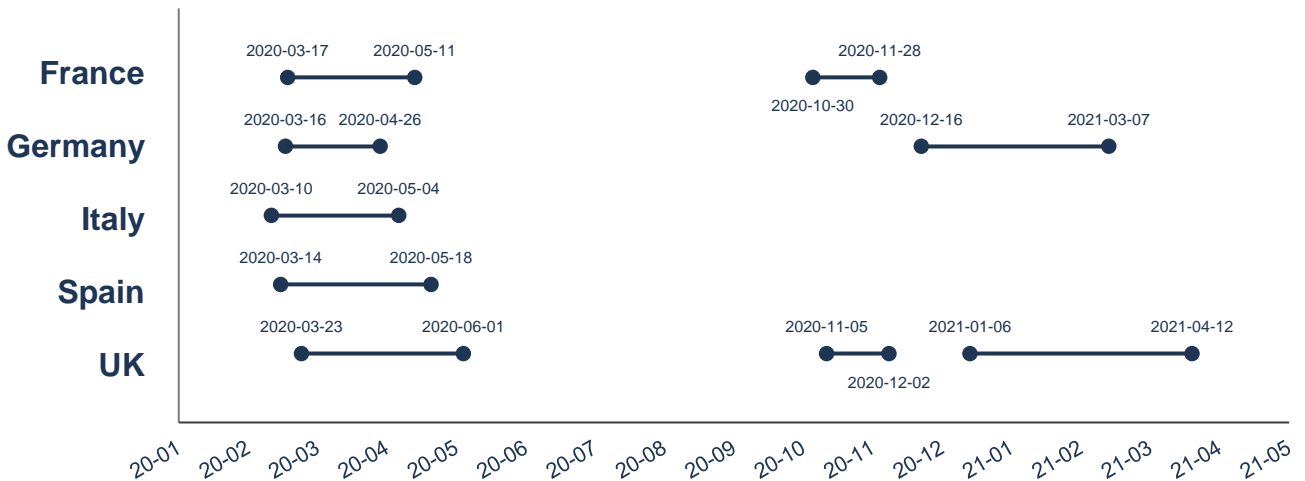
Semiconductor shortages delays the rebound

The European countries are at the brink of an economic restart. Increasing vaccination rates and falling incidence allow lifting restrictions. The British car market has gone ahead, foreshadowing the recovery that will spread to the continent. However, car production is constrained by supply shortages with semiconductors being the most prominent example. New registrations will thus stay behind the soaring car demand until mid 2022. Meanwhile, market shares move toward the more profitable vehicle segments and sales channels. As a result, we have lowered our short-term predictions for the Dealership/Manufacturer and RAC channel.

...

...reduces the share of tactical registrations.

Dealership Closures





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Key Insights

Automotive Market

- Prolonged dealership closures alongside supply chain disruptions have delayed the car market recovery. However,
- ...
- ...

Economic Factors

- The German ...
- ...
- Over the medium term, ...

Legal and Political Factors

- Car dealerships had to close their showrooms by 16 December 2020 and impediments have lasted into April. Particularly ...
- Government ...

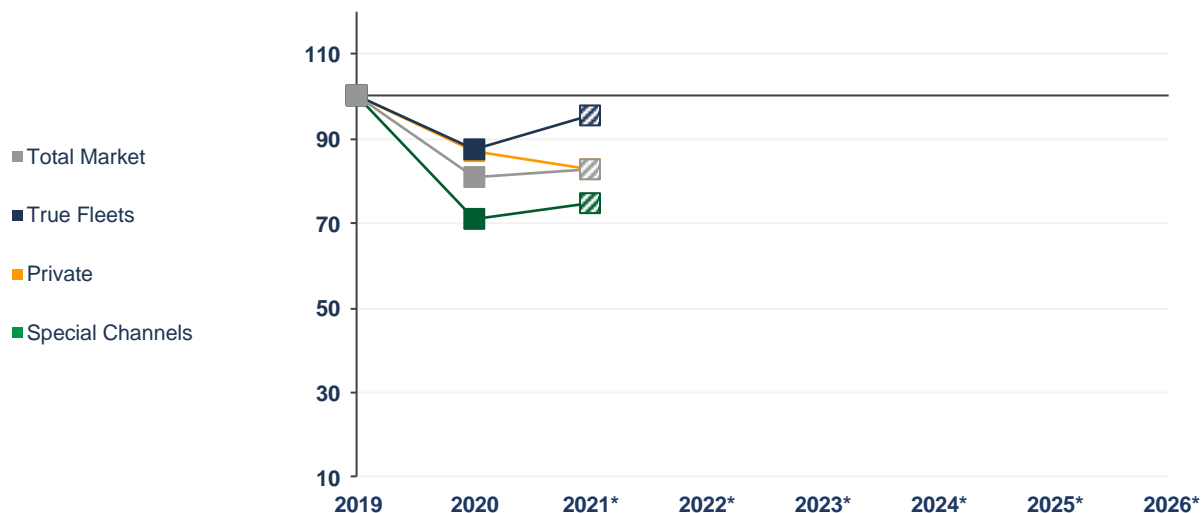


Topline Development

Overview Passenger Cars

| | | 2019 | 2020 | 2021* | 2022* | 2023* | 2024* | 2025* | 2026* |
|--------------------------|-------------------------|--------------|--------------|-------|-------|-------|-------|-------|-------|
| Registrations (thsd.) | Private | 1.244 | 1.083 | | | | | | |
| | True Fleets | 938 | 822 | | | | | | |
| | Special Channels | 1.425 | 1.013 | | | | | | |
| | RAC | 410 | 287 | | | | | | |
| | Dealer & Manufacturer | 1.014 | 726 | | | | | | |
| | Total Market | 3.607 | 2.918 | | | | | | |
| Year-on-Year Growth | Private | → -0,4% | ↓ -13,0% | | | | | | |
| | True Fleets | ↑ 14,6% | ↓ -12,4% | | | | | | |
| | Special Channels | ↑ 4,2% | ↓ -28,9% | | | | | | |
| | RAC | ↑ 9,2% | ↓ -30,2% | | | | | | |
| | Dealer & Manufacturer | ↑ 2,3% | ↓ -28,4% | | | | | | |
| | Total Market | ↑ 5,0% | ↓ -19,1% | | | | | | |
| Share of Total Market | Private | 34,5% | 37,1% | | | | | | |
| | True Fleets | 26,0% | 28,2% | | | | | | |
| | Special Channels | 39,5% | 34,7% | | | | | | |
| | RAC | 11,4% | 9,8% | | | | | | |
| | Dealer & Manufacturer | 28,1% | 24,9% | | | | | | |

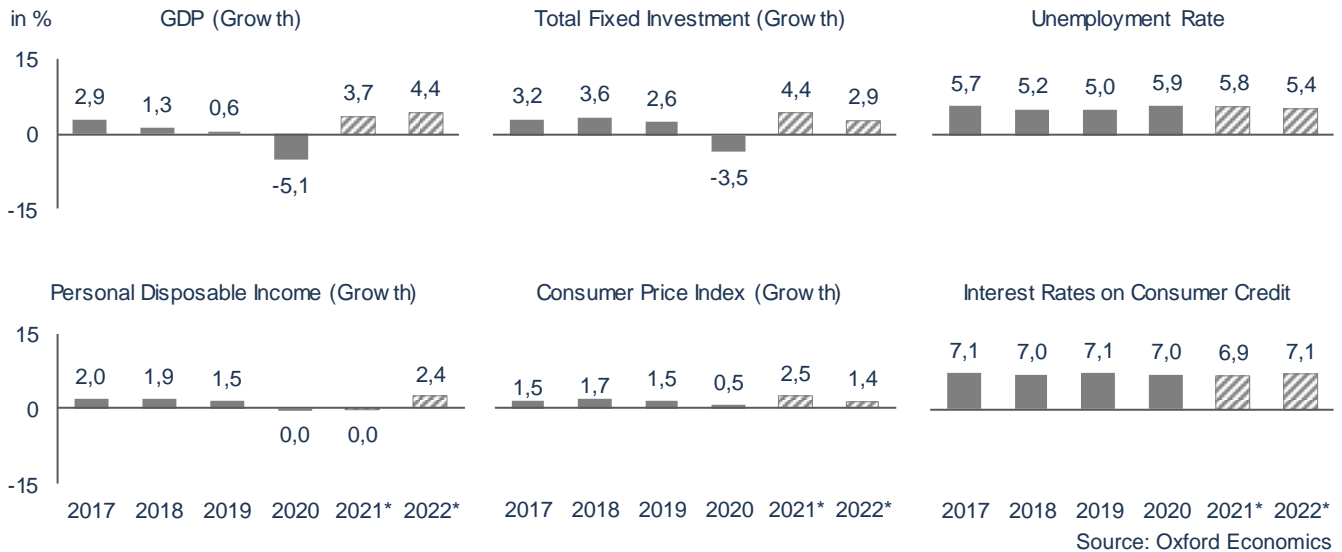
Relative Growth (2019 = 100)





Economic and Legal Background

Short-Term Economic Outlook



Current and Upcoming Legislation



- The VAT rate for cars has bounced back to 19% on 1 January 2021, causing payback effects in the beginning of 2021.
- Following an increase of the BEV/PHEV car grant to EUR 6,000/4,500 on 1 January 2020, the aid has risen to EUR 9,000/6,750 on 1 July 2020. These grants will be maintained until the end of 2025 or until the budget is spent. <https://www.electrive.net/2020/11/18/auto-gipfel-beschliesst-innovationspraemie-bis-2025/>
- The Federal Constitutional Court has ruled that “annual [CO2] emission amounts allowed until 2030 are incompatible with fundamental rights”. This will likely lead to higher CO2 taxes and fuel prices. <https://www.bundesverfassungsgericht.de/SharedDocs/Pressemitteilungen/EN/2021/bvg21-031.html>



Fuel Type Forecast



- Strong growth in the **BEV** market ..
- The positive trend ..
- The end of ...



- The **PHEV** vehicles also ...
- ...
- ...



- The demand for full **Hybrids** ...
- ...



Fuel Type Forecast



- **Petrol**-powered vehicles are in decline. Reasons for this are ...
- The ...



- The development of **Diesel** has been pointing significantly downwards since the diesel scandal. Diesel demand was negatively impacted by the driving bans (pronounced or threatened) for cities with high pollution.
- The switch from NEDC to WLTP has had a further negative impact on the development of new diesel registrations.
- At the end of the forecast period, the introduction of the Euro 7 standard will also weaken the demand for diesel cars

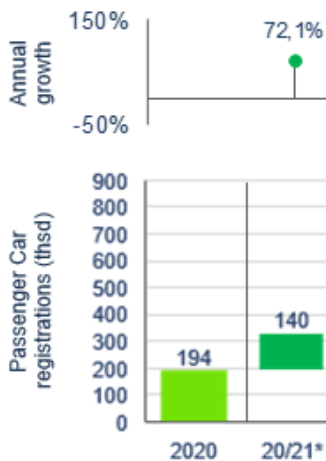
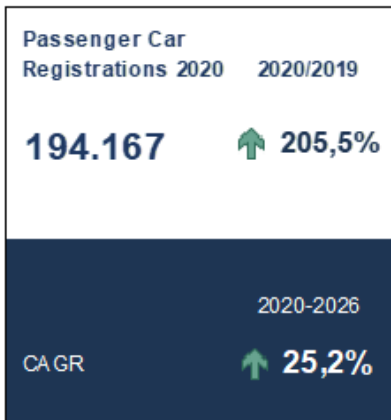


- **Gas** drives also lead a niche existence in Germany in the forecast period and do not play an essential role in achieving the CO2 targets. **Fuel cell** vehicles and e-fuels will also not be able to establish themselves in the forecast period.

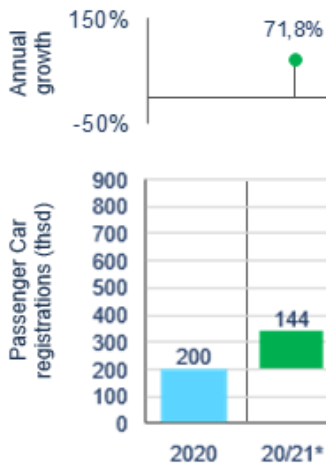
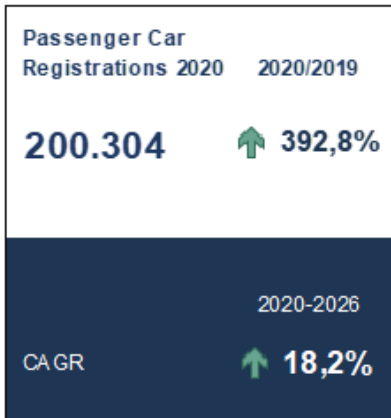


Hybrid, Plug-In-Hybrid and Electric

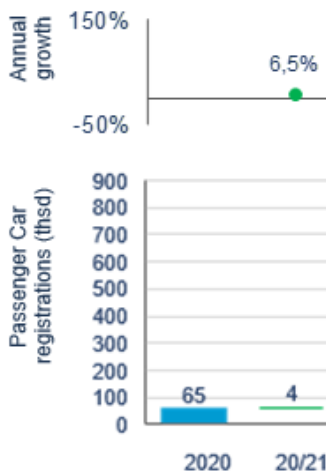
Electric



Plug-In Hybrid



Hybrid

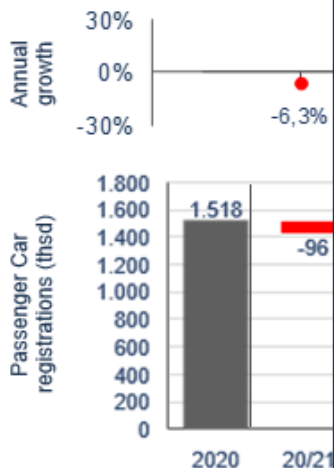


2020 20/21* 21*/22* 22*/23* 23*/24* 24*/25* 25*/26* 2026*

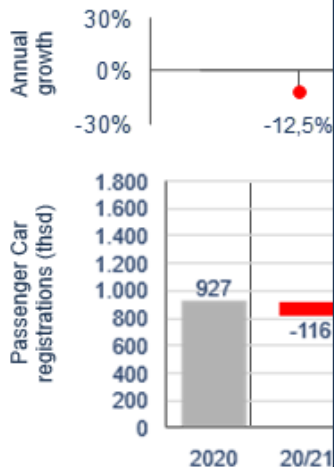
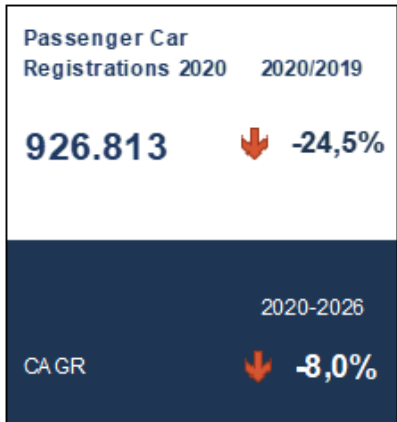


Petrol, Diesel and CNG/LPG

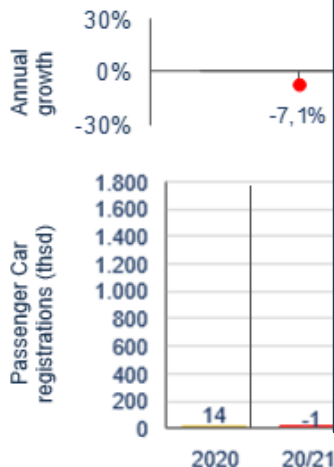
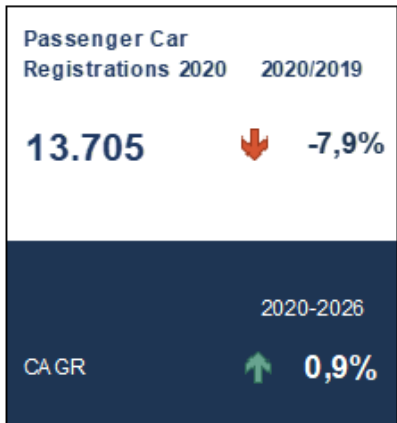
Petrol



Diesel



CNG/LPG

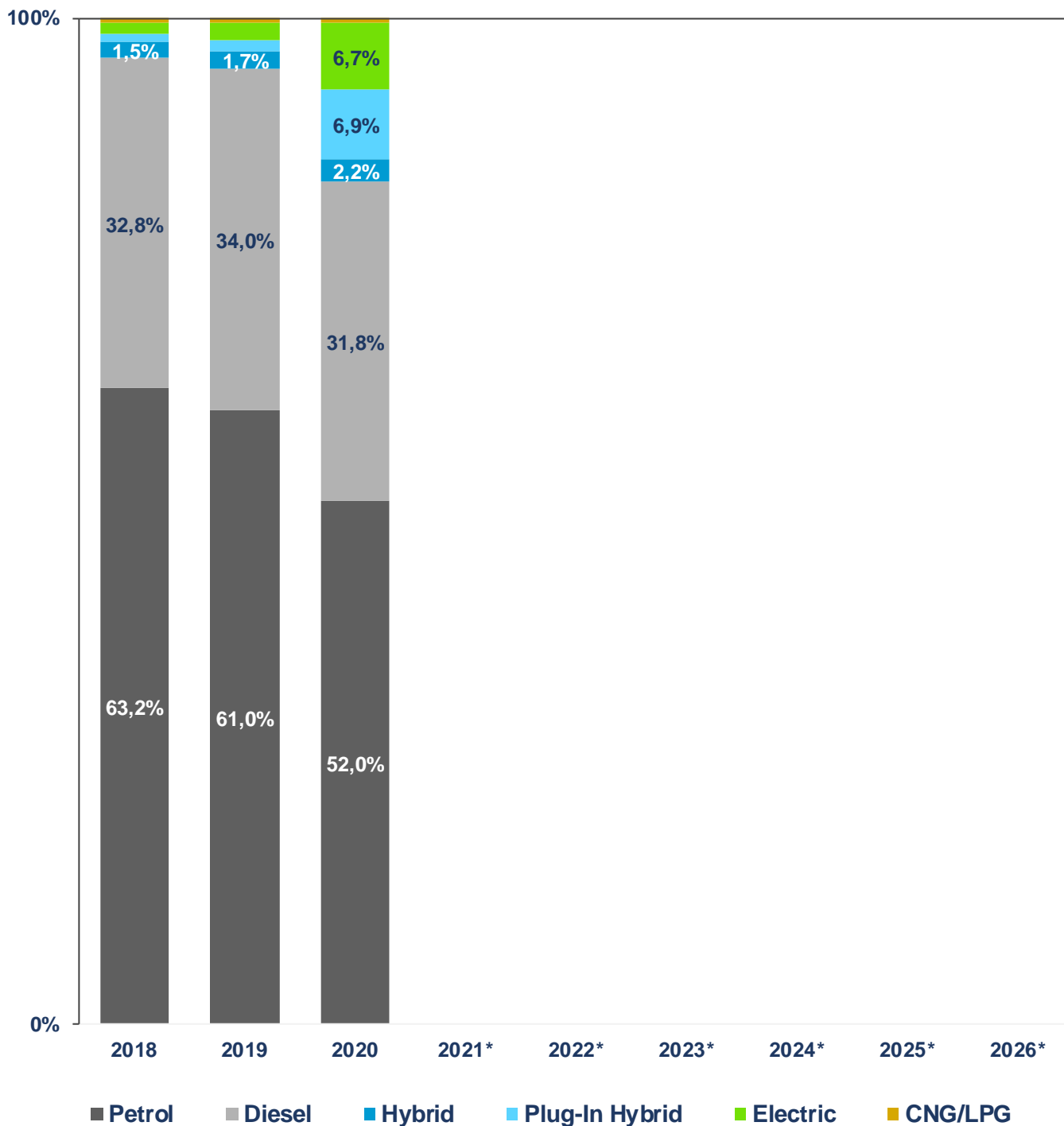


2020 20/21* 21*/22* 22*/23* 23*/24* 24*/25* 25*/26* 2026*



Total Market Fuel Type Share Development

Market shares in %





Fuel Type Development

Overview Passenger Cars

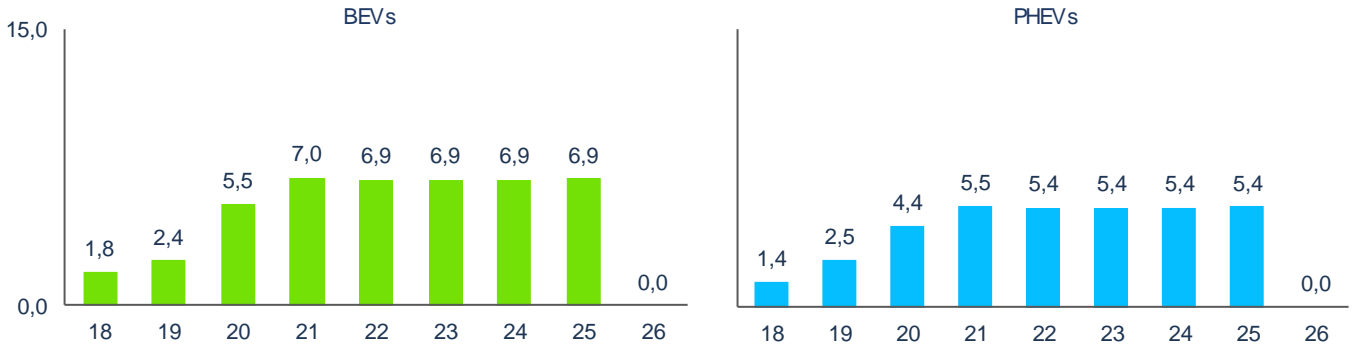
| | | 2019 | 2020 | 2021* | 2022* | 2023* | 2024* | 2025* | 2026* |
|--------------------------|-----------------------|--------------|--------------|-------|-------|-------|-------|-------|-------|
| Registrations (thsd.) | Petrol | 2.201 | 1.518 | | | | | | |
| | Diesel | 1.227 | 927 | | | | | | |
| | Hybrid | 60 | 65 | | | | | | |
| | Plug-In Hybrid | 41 | 200 | | | | | | |
| | Electric | 64 | 194 | | | | | | |
| | CNG/LPG | 15 | 14 | | | | | | |
| | Other | 0 | 0 | | | | | | |
| | Total Market | 3.607 | 2.918 | | | | | | |
| Year-on-Year Growth | Petrol | ↑ 1,4% | ↓ -31,1% | | | | | | |
| | Diesel | ↑ 8,7% | ↓ -24,5% | | | | | | |
| | Hybrid | ↑ 12,5% | ↑ 8,2% | | | | | | |
| | Plug-In Hybrid | ↑ 34,5% | ↑ 392,8% | | | | | | |
| | Electric | ↑ 70,1% | ↑ 205,5% | | | | | | |
| | CNG/LPG | ↓ -3,8% | ↓ -7,9% | | | | | | |
| | Other | ↑ 80,0% | ↑ 23,5% | | | | | | |
| | Total Market | ↑ 5,0% | ↓ -19,1% | | | | | | |
| Share of Total Market | Petrol | 61,0% | 52,0% | | | | | | |
| | Diesel | 34,0% | 31,8% | | | | | | |
| | Hybrid | 1,7% | 2,2% | | | | | | |
| | Plug-In Hybrid | 1,1% | 6,9% | | | | | | |
| | Electric | 1,8% | 6,7% | | | | | | |
| | CNG/LPG | 0,4% | 0,5% | | | | | | |
| | Other | 0,0% | 0,0% | | | | | | |



Electrification Indicators

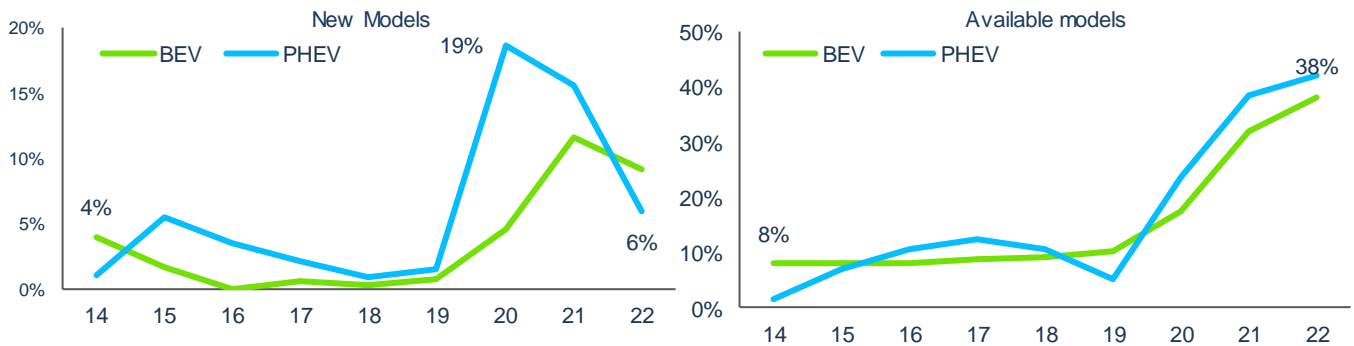
Incentives (Thousand Euros)

Direct grants or indirect tax rebates are an important factor to compensate for the higher purchase prices of EVs. The incentives are the sum of all purchase grants and tax discounts when owning a BEV/PHEV over a period of 3 years, compared to buying a fuel efficient petrol or diesel car.



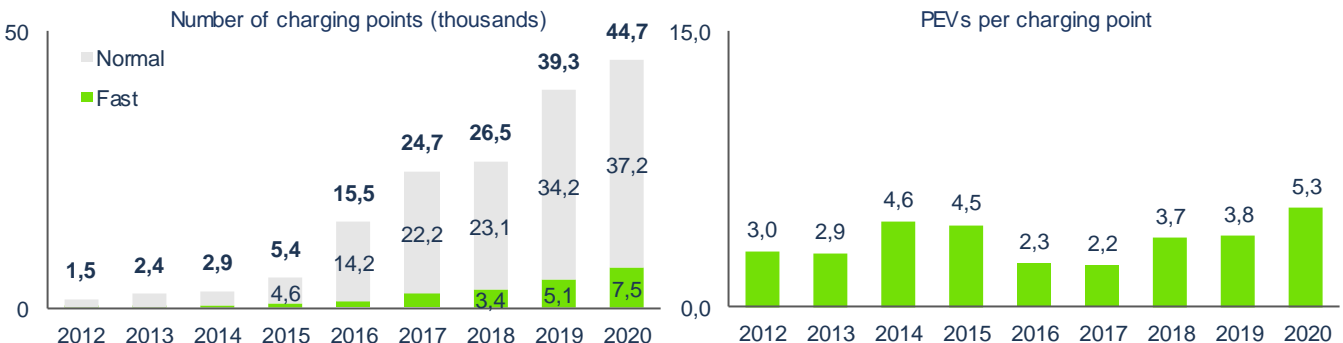
Model Policy (index)

The new model index is the sum of new model introductions per year, weighed by their potential impact on the market. The available models index applies the same weights to all available models, thus including also models that have been introduced earlier.



Public Charging infrastructure

The left hand graphs show the absolute number of charging points and the split into normal and fast chargers. The right hand graph display the ratio of BEVs + PHEVs per public charging points. A higher ratio than 20 can point to a shortage in charging infrastructure.





Fuel Type Forecast Background



Purchase grants/Registration tax

- Following an increase of the BEV/PHEV car grant to EUR 6,000/4,500 on 1 January 2020, the aid has risen to EUR 9,000/6,750 on 1 July 2020. These grants will be maintained until the end of 2025 or until the budget is spent. <https://www.electrive.net/2020/11/18/auto-gipfel-beschliesst-innovationspraemie-bis-2025/>
- For BEVs, personal income tax on company cars has been reduced to 0.25% of the list price from 2020. Regarding PHEVs, the tax rate remains at 0.5%. The rate for PHEVs also depends on their CO2 emission or the battery range. The restriction on the battery range will also be tightened stepwise in 2022 and 2025. Details can be found at <https://www.firmenauto.de/dienstwagensteuer-fuer-e-autos-nur-noch-0-25-prozent-fuer-privatnutzung-10328791.html>



Environmental Policy

-
-
-

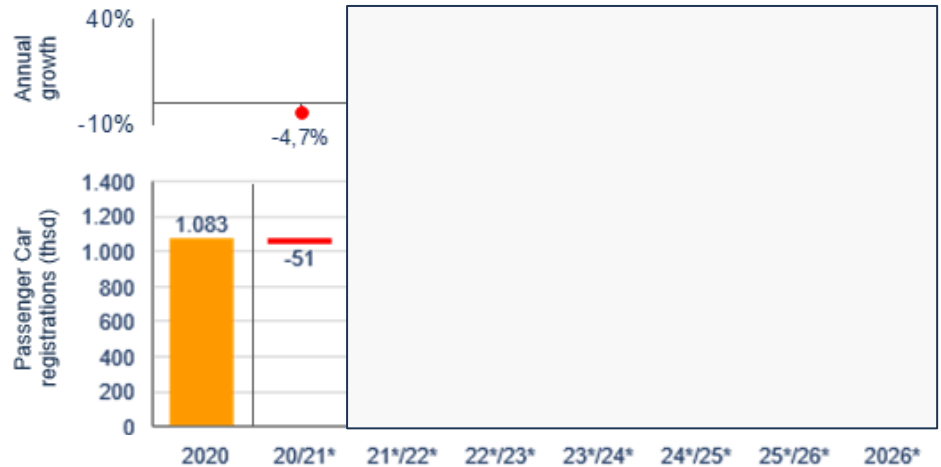
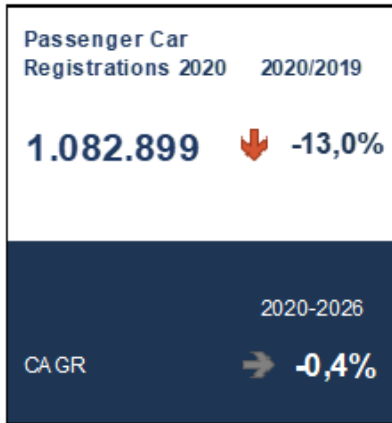


Charging Infrastructure

-



Private Market



- Car supply has been a bottleneck in the first half of the year. ...
- Combined with a widening model range, ...
- ..
- Car ownership has become more important in the pandemic and we expect this attitude to remain. Fuelled by the economic recovery, more households are to visit the dealerships in search of a new of young used car.



- Payback effects from anticipated purchases in 2021, the VAT increase and another lockdown have discouraged private new car registrations in the first months of the year.
- Making up for these losses ...
- The economic impact from the crisis...
- Over the medium term, ..



Private Market Fuel Types

| | | 2019 | 2020 | 2021* | 2022* | 2023* | 2024* | 2025* | 2026* |
|--------------------------|-----------------------|--------------|--------------|-------|-------|-------|-------|-------|-------|
| Registrations (thsd.) | Petrol | 887 | 669 | | | | | | |
| | Diesel | 290 | 225 | | | | | | |
| | Hybrid | 25 | 31 | 25 | | | | | |
| | Plug-In-Hybrid | 10 | 55 | 98 | | | | | |
| | Electric | 23 | 93 | 145 | | | | | |
| | CNG & LPG | 9 | 8 | 7 | | | | | |
| | Other | 0 | 0 | 0 | | | | | |
| | Private Market | 1.244 | 1.083 | | | | | | |

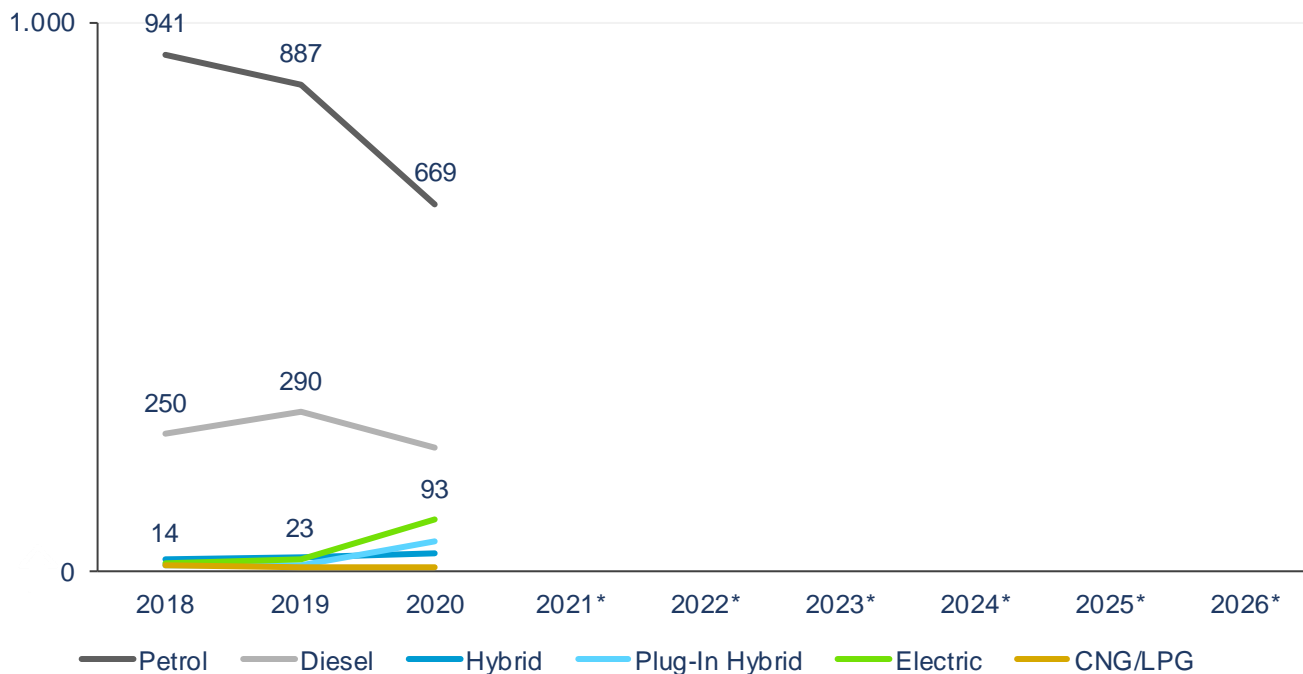


- An ever-increasing environmental awareness in connection with the strong support measures of the government and manufacturers of **battery-electric vehicles** have led to a significant increase in BEV demand in the private market. Demand is particularly strong in cities, as there is sufficient charging infrastructure available here.
- ..
- Private individuals who live in rural ...
- **Petrol** and **Diesel** vehicles still have the highest market shares in the private market. Due to..
- The market shares for mild and full hybrids will continue to grow due to the increasing range of models. However, ...

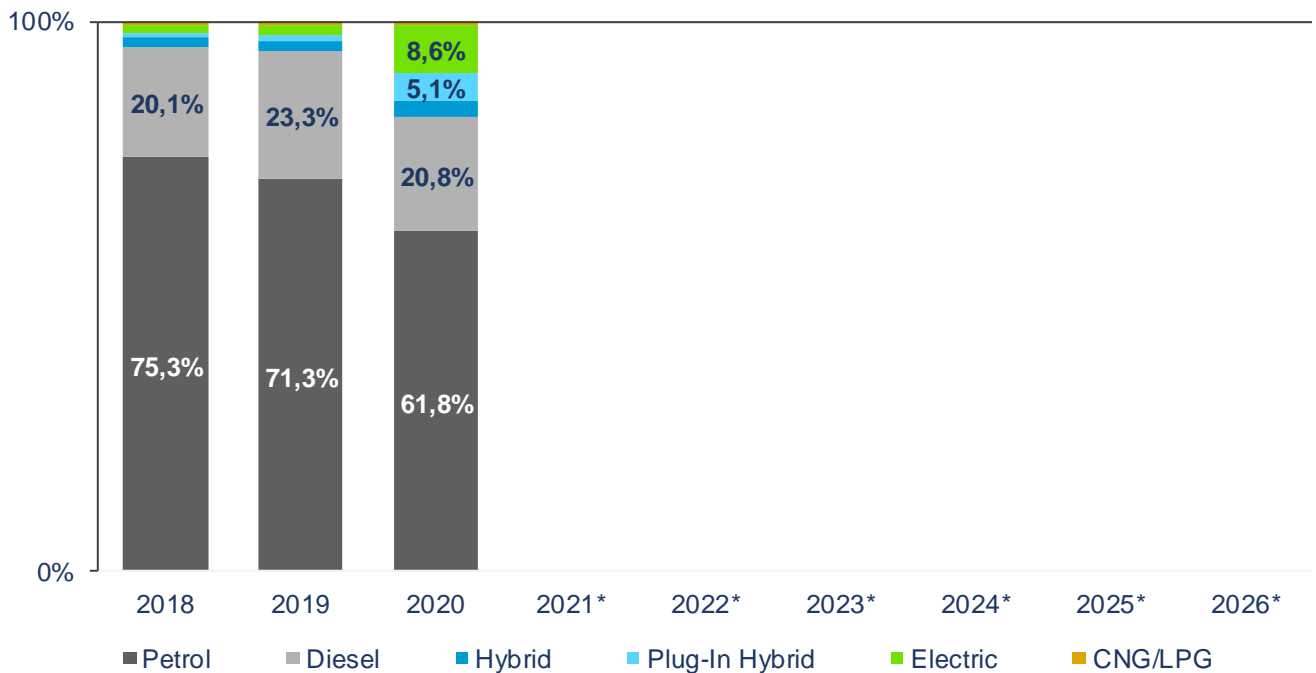


Private Market Fuel Types

New Registrations (thousands)



Fueltype shares in %



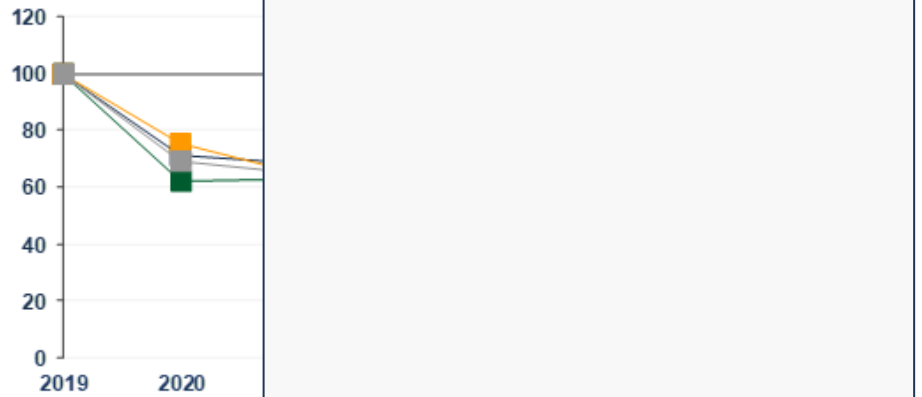


Fuel types by market segments

Petrol

| Passenger Car Registrations 2020 | 2020/2019 |
|----------------------------------|-----------------|
| 926.813 | ↓ -24,5% |
| 2020-2026 | |
| CAGR | ↓ -8,0% |

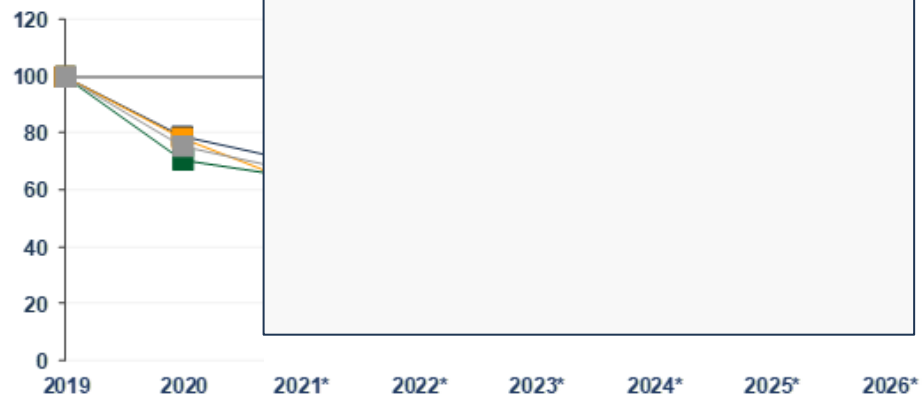
Relative Growth (2019 = 100)



Diesel

| Passenger Car Registrations 2020 | 2020/2019 |
|----------------------------------|-----------------|
| 926.813 | ↓ -24,5% |
| 2020-2026 | |
| CAGR | ↓ -8,0% |

Relative Growth (2019 = 100)



■ Total Market ■ Private ■ True Fleets ■ Special Channels



Fuel types by market segments

Hybrid

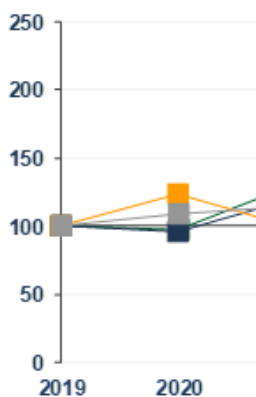
Passenger Car Registrations 2020 2020/2019

926.813 ↓ -24,5%

2020-2026

CAGR ↓ -8,0%

Relative Growth (2019 = 100)



Plug-In Hybrid

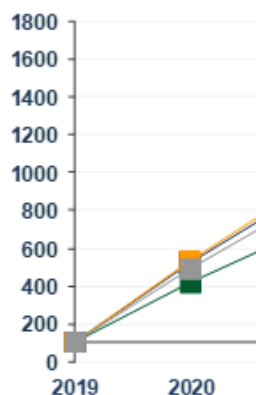
Passenger Car Registrations 2020 2020/2019

926.813 ↓ -24,5%

2020-2026

CAGR ↓ -8,0%

Relative Growth (2019 = 100)



Electric

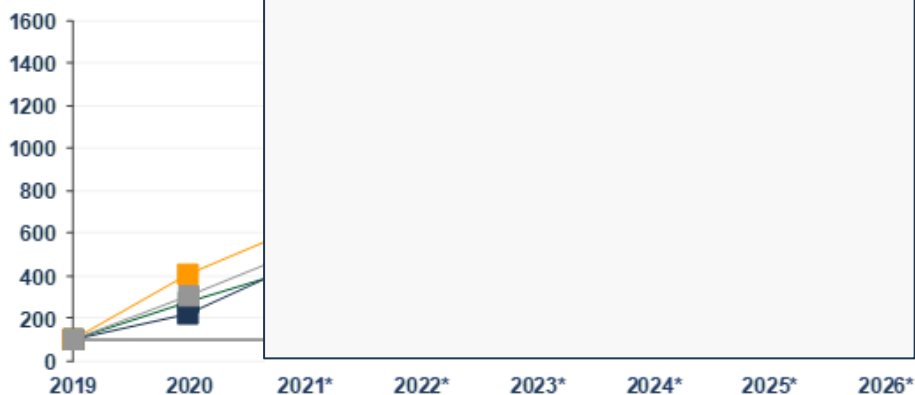
Passenger Car Registrations 2020 2020/2019

926.813 ↓ -24,5%

2020-2026

CAGR ↓ -8,0%

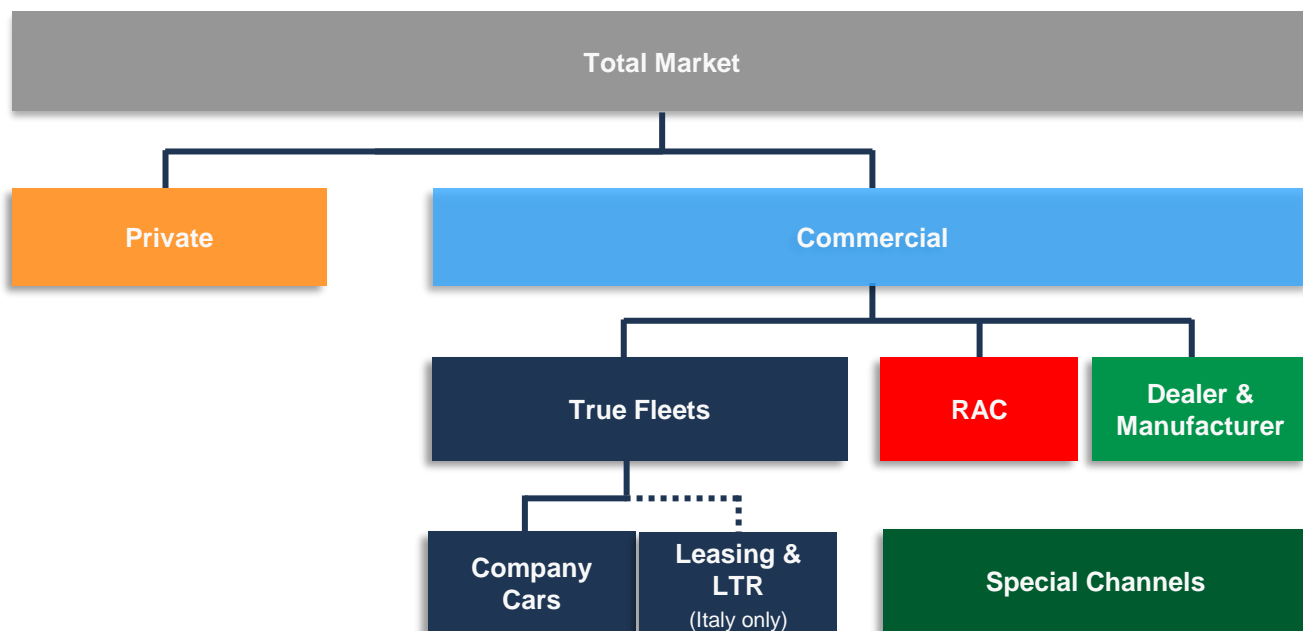
Relative Growth (2019 = 100)



■ Total Market ■ Private ■ True Fleets ■ Special Channels

- Forecasts are an important component of corporate planning and decision-making processes. They offer a basis on figures to discuss future developments and adjustments as well as to derive possible recommended procedures.
- Many times overall forecasts are created by using Total Market figures only. However, analyses show that certain factors contribute significantly more to True Fleets than to the Private Market or to the Short-Term Rental segment. Other important factors influencing specific market segments are often neglected.
- The integration of selected indicators into analysis provides a higher prediction accuracy for the market sectors, enabling Dataforce to offer forecasts of new passenger car registrations for the EU-7 countries Belgium, Germany, France, Italy, Netherlands, Spain and the United Kingdom.
- For projecting the future development of the automotive market and its market segments, Dataforce utilizes new car registrations, car parc data, used car transfer figures, insights from the fleet manager panel Dataforce FleetBase® and macroeconomic time series provided by Oxford Economics.
- The total market and channel forecasting has been developed in corporation with the forecasting specialists from MSI Sistemas de Inteligencia de Mercado while the fuel type forecast uses designs from the expert consultant Detlef Borscheid.

The Dataforce Forecast Market Segmentation



Copyright Regulations Example

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