

THE FRENCH AUTOMOTIVE INDUSTRY

→ ANALYSIS & STATISTICS
2022 EDITION



8.4
million

Vehicles produced
by the Stellantis
and Renault groups
worldwide in 2021



10%

Market share of electric
cars in France in 2021



€5.8
billion

Research and
development expenditure
of the automotive branch
in France in 2020



€46
billion

Exports of automotive
industrial products
from France in 2021



84%

Share of domestic
passenger transport in
France carried out by
passenger cars



85%

Share of domestic
freight transport in
France carried out by
road



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“The French Automotive Industry – Analysis and Statistics” can be downloaded from the CCFA website for €5 excluding tax (€6 tax included), which will be fully donated to an organisation focusing on industry training for young people.”

A WORD FROM THE PRESIDENT



Following the health crisis in 2020 and the semi-conductor crisis in 2021, the war in Ukraine and the ongoing supply and logistics difficulties have taken their toll on the automotive sector in 2022. This activity is well below the levels recorded in 2019, in particular in Europe and in France, which are an important market for members of the CCFA.

2023 has begun with the war in Ukraine. We hope the new crisis will resolve quickly and that Europe will soon be at peace again, with a strong upturn in growth that would put an end to the historically persistent low point in the automotive sector.

In 2021, world automotive markets only grew by 5%, amounting to 84 million vehicles. This volume is still well below the 92 million recorded in 2019 and the 95.5 million recorded in 2018. The impact of the semi-conductor crisis has hit Europe particularly hard, where the market has only grown by 1%, whereas in America and Asia, growth has been more sustained (+6%). The French private vehicle market recorded 1.65 million units (+1%), considerably below the 2.21 million recorded in 2019.

This contrasting situation has had an impact on the Renault and Stellantis groups, which are highly exposed to the European market (33% of the European light vehicle market). However, their growing presence in other parts of the world, including in America, Asia and Africa has helped to limit the impact.

The energy transition is ongoing and the popularity of electrified vehicles is increasing. In Europe, the proportion of electric cars has grown to 23%, including 14% for electric vehicles and 9% for plug-in hybrids.

In 2021, the Renault and Stellantis groups produced 8.4 million light vehicles, amounting to 11% of the world automobile production.

In 2020, car mobility suffered the effects of lockdowns and new habits such as working from home emerged. However, from 2021, drivers quickly took to the road and fuel consumption increased, nearing 2019 levels, a testimony to the resilience of this mode of transport. In France, road transport still accounts for 84% of personal journeys and 85% of tonnages transported for goods.

In this persistently volatile environment, the global sales of the Renault and Stellantis groups, on a like-for-like basis, remain low and specific strategies have to be rolled out to ensure the profitability of the groups in order to continue investing in the three disruptions.

- The energy transition is underpinned by the growth in sales of electric vehicles. However, purchase prices remain significantly higher than their conventional equivalents and soaring energy and raw material prices in particular must be taken into account. Electric mobility can only increase with the still much-needed government support mechanisms. On the other hand, the future need for metals due to electrification has forced manufacturers to adapt their strategies to ensure their availability in the future and to secure their supply. We also need to continue developing technologies in addition to batteries such as hydrogen, which will meet the needs of uses that are not fully covered by battery-powered electric mobility.
- The digital transition has led to increasing connectivity, services and driving assistance tools. Connectivity and active safety equipment is present in almost every new model released by manufacturers. Work is continuing on autonomous vehicles, even though customers are not fully on board with this technology and their desire to purchase these features is not fully cemented.
- The service transition is still emerging, mobilising new projects and research. The production of new services is expanding slowly and the stakeholders, in particular those linked to manufacturers are becoming more established.

With the Covid health crisis, the shortage of electronic components, a significant variation in energy and raw material prices, the conflict in Ukraine, inflation, chances of a recession, etc. we still remain steeped in a period of major uncertainty. Yet manufacturers must continue to invest to satisfy customers and adapt their industrial processes to manufacture electric vehicles, meet regulatory standards (environmental, for instance), but also to prepare for digital and service transitions. Total R&D spending in France held up during the Covid crisis, rising to almost 6 billion euros in 2020. According to the INPI (French Industrial Property Institute), five of the top ten patent applicants came from the automotive industry in 2021.

Competition is intense within the global automotive industry, but the competitiveness of French manufacturers on their national territory must remain stable. Despite efforts by the French government, such as the CICE tax credit, lower manufacturing taxes, and maintaining the R&D tax credit (CIR), competitiveness continues to lag compared to the European average; further reducing manufacturing taxes is essential. The latest changes to energy prices demonstrate that, given the plans to build "gigafactories", energy is also a driver of competition.

A historic succession of events has not prevented the Renault, Stellantis and Renault Trucks groups from adapting to maintain their positions on the private vehicle, light commercial vehicle and industrial vehicle markets. They have been continuing to manufacture, restructure, innovate and invest in a generally difficult environment since 2020. But in France, public authorities must keep on encouraging a healthy competitive environment for its industry and considering automotive ecosystem capacities within the framework of the environmental transition. Manufacturers remain competitive and are ready to face the future.

Enjoy the read!

JEAN-LUC BROSSARD

THE FRENCH AUTOMOBILE MANUFACTURERS' ASSOCIATION

The professional representation of the Automobile began in 1898 with the creation of the *Chambre Syndicale de l'Automobile-CSA*. In 1909, automobile manufacturers became independent and founded the *Chambre Syndicale des Constructeurs d'Automobiles-CSCA*, which was replaced in 1991 by the *Comité des Constructeurs Français d'Automobiles-CCFA*. Currently, its members are: Alpine, PSA (Automobiles Citroën - Automobiles Peugeot), Renault and Renault Trucks. Its purpose is to study and defend the economic and industrial interests of all French manufacturers nationally and internationally (excluding social issues which are dealt with by the *Union des Industries et des Métiers de la Métallurgie - UIMM*). It has a subsidiary, *AAA DATA*, which purpose is to provide solutions to its customers thanks to its presence throughout the Data value chain, particularly automotive.

In 2021, the CCFA will directly carry out its study missions (economy, statistics and transport) and rely mainly on the *Plateforme Filière Automobile et Mobilités - PFA* for communication and lobbying.

Other branches of the industrial automobile sector, also members of the PFA, are grouped together within other federations (*FIEV, Fédération des Industries des Équipements pour Véhicules - French Automotive Equipment Industries Association, FFC, Fédération Française de Carrosserie, Industries et Services - French Bodybuilding, FIM, Fédération des Industries Mécaniques - Mechanical Industry Federation, GPA, Groupement Plasturgie Automobile - Automotive Plastics Group, SNCP, Syndicat National du Caoutchouc et des Polymères - National Union of Polymers and Rubber Industries - Elanova*).

In 2009, during the crisis, French automobile manufacturers and their suppliers established the PFA, Automotive Industry and Mobilities, which

has the task of contributing to reinforcing the French automotive sector. In 2012, the Automotive Technical Committee (CTA - *Comité Technique Automobile*) with its two boards, the Automotive Technical Standardisation Council (CSTA - *Conseil de Standardisation Technique Automobile*) and the Automotive Research Council (CRA - *Conseil de Recherche Automobile*), which role is to guide research and development, were created. At the end of 2017, in the context of energy, digital and service transitions, the PFA entered a new stage with the following missions: leading the innovation dynamic, competitiveness initiatives right through the sector, planning ahead for employment and skill requirements, expressing joint positions for the sector, coordination and organisation of professional shows and communications throughout the sector.

Foreign brands are represented by the International Association of the Automobile and the Motorcycle (CSIAM – *Chambre Syndicale Internationale de l'Automobile et du Motocycle*).

The downstream of the automotive sector is represented by MOBILIANS, which brings together the business of vehicle trade, fuel distribution, repair, recycling and automotive services.

CCFA is associated with Brussels-based ACEA (*Association des Constructeurs Européens d'Automobiles*), the European Automobile Manufacturers' Association.

CCFA is also a member of the International Organisation of Motor Vehicle Manufacturers (OICA – *Organisation Internationale des Constructeurs de l'Automobile*), which brings together national associations representing the sector from around the world.



1898

The Chambre Syndicale de l'Automobile was founded

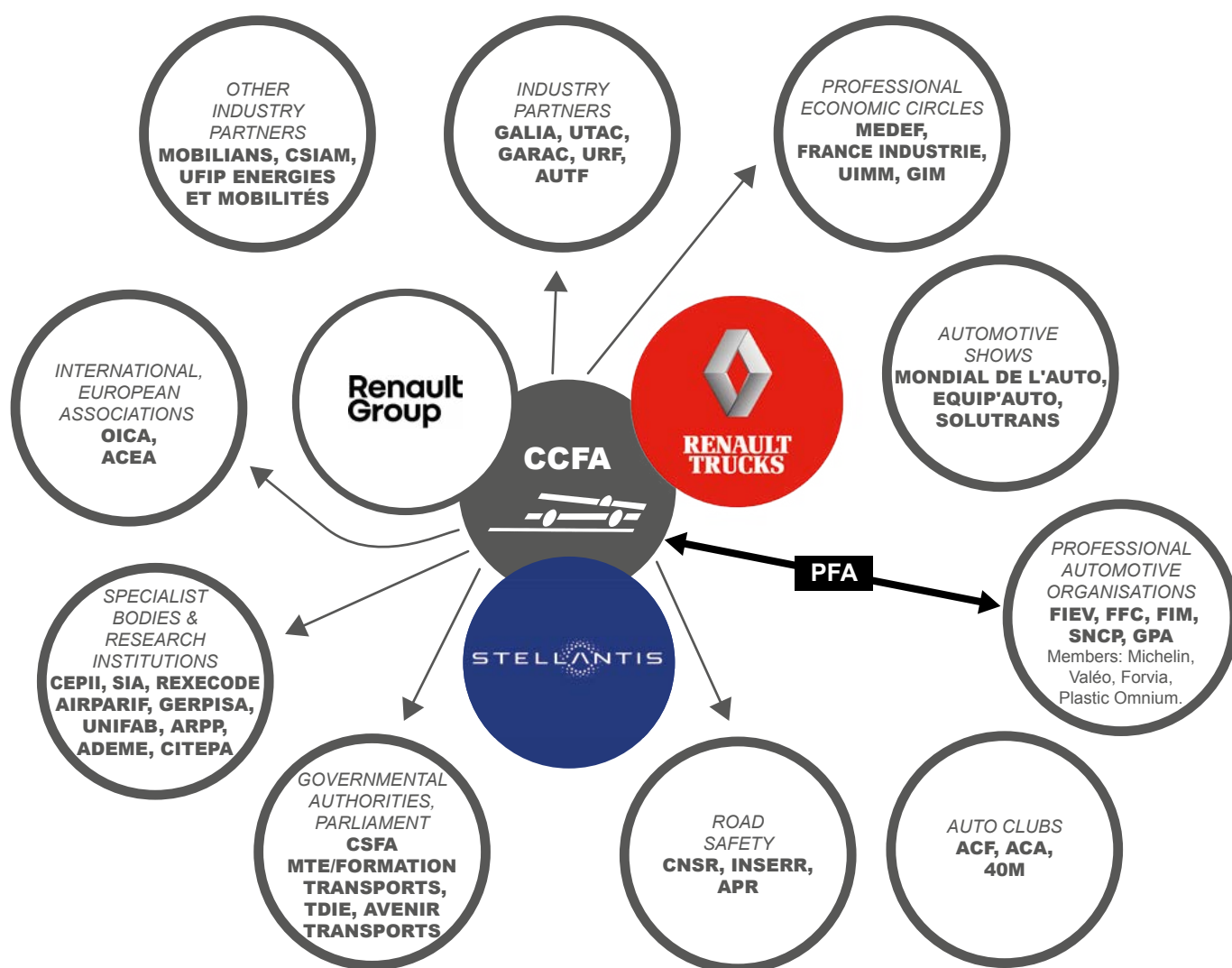


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THE CCFA AND ITS PARTNERS IN 2021



► INTERNATIONAL, EUROPEAN MANUFACTURERS ASSOCIATIONS

OICA : Organisation Internationale des Constructeurs d'Automobiles
ACEA : Association des Constructeurs Européens d'Automobiles

► INDUSTRY PARTNERS

GALIA : Groupement pour l'Amélioration des Liaisons dans l'Automobile
UTAC : Union Technique de l'Automobile, du Motocycle et du Cycle
GARAC : Ecole Nationale des Professions de l'Automobile
URF : Union Routière de France
AUTF : Association des Utilisateurs de Transport de Fret
MOBILIANS : Les entreprises de la mobilité
UFIP Energies et Mobilités : Union Française des Industries Pétrolières
CSIAM : Chambre Syndicale Internationale de l'Automobile et du Motocycle
ARPP : Autorité de Régulation Professionnelle de la Publicité

► SPECIALIST BODIES & RESEARCH INSTITUTIONS

CEPII : Centre d'Etudes Prospectives et d'Informations Internationales

SIA : Société des Ingénieurs de l'Automobile
AIRPARIF : Association de surveillance de la qualité de l'air en Ile-de-France
GERPISA : Groupe d'Etudes et de Recherche Permanent sur l'Industrie et les Salariés de l'Automobile
UNIFAB : Union des Fabricants pour la protection internationale de la propriété intellectuelle
ADEME : Agence de l'Environnement et de la Maîtrise de l'Energie
CITEPA : Centre Interprofessionnel Technique d'Etudes de la Pollution Atmosphérique
REXECODE : Centre de Recherche pour l'Expansion de l'économie et le Développement des Entreprises

► AUTO CLUBS

ACF : Automobile Club de France
ACA : Automobile Club Association
40M : 40 millions d'Automobilistes

► GOVERNMENTAL AUTHORITIES, PARLIAMENT

CNI : Conseil National de l'Industrie
CSFA : Comité Stratégique de la Filière Automobile
MTE/SDES/formation transports : Section mobilités et transports du MTE
TDIE : Transports, développement intermodalité et environnement

► PROFESSIONAL ECONOMIC CIRCLES

MEDEF : Mouvement des Entreprises de France
FRANCE INDUSTRIE : Représentation de l'Industrie en France
UIMM : Union des Industries et Métiers de la Métallurgie
GIM : Groupe des Industries Métallurgiques de la Région Parisienne

► PROFESSIONAL AUTOMOBILE ASSOCIATED ORGANISATIONS

FFC : Fédération Française de la Carrosserie
FIEV : Fédération des Industries d'Equipements pour Véhicules
FIM : Fédération des Industries Mécaniques
SNCP : Syndicat National du Caoutchouc et des Polymères
GPA : Groupement Plasturgie Automobile

► ROAD SAFETY

CNSR : Conseil National de la Sécurité Routière
INSERR : Institut National de la Sécurité Routière et de Recherches
APR : Association Prévention Routière

THE SEMI-CONDUCTOR CRISIS HAS FOLLOWED ON FROM THE HEALTH CRISIS AND HAS STALLED THE RECOVERY OF THE AUTOMOTIVE SECTOR

European markets, which had dropped and were at very low levels during the 2009 crisis, began recovering in 2014. Along with a broader scope, the recovery allowed French groups to gain market shares in Europe until 2018. In 2020, the recession due to the health crisis caused a collapse of automotive markets in Western Europe on a greater scale than the two previous crises. In 2021, the expected recovery did not materialise

due to the semi-conductor crisis and in Western Europe, registrations of light vehicles remained 24% lower than in 2019. With the new group structure following the merger of PSA and FCA to create the Stellantis group, the market shares of the two main manufacturers in France remain stable. In 2021, the market share of Stellantis and Renault amounted to 59% in France and 28% in Europe outside France.

Outside Europe, the American and Asian markets have recovered better and boosted the deliveries of Stellantis (excluding FCA) and Renault, which grew by 10%.

► KEY DATA (IN THOUSANDS)

	1997	2007	2019	2020	2021	Change 2021/2020	Change 2021/2019
Worldwide production of Stellantis (excluding FCA) (1) and the Renault group	4,046	6,188	7,271	5,257	5,181	-1%	-29%
Passenger cars	3,472	5,301	6,246	4,466	4,286	-4%	-31%
Light commercial vehicles	507	830	1,025	791	895	13%	-13%
All light vehicles	3,979	6,131	7,271	5,257	5,181	-1%	-29%
Heavy trucks (at constant scope)	36	58	N/A	N/A	N/A	-	-
Production of Stellantis (excluding FCA) and the Renault group in France	2,525	2,573	1,885	1,108	1,124	1%	-40%
Passenger cars	2,235	2,165	1,375	719	690	-4%	-50%
Light commercial vehicles	258	352	510	389	433	12%	-15%
All light vehicles	2,493	2,518	1,885	1,108	1,124	1%	-40%
Heavy trucks	30	55	N/A	N/A	N/A	-	-
Vehicles deliveries outside France	2,822	4,697	5,536	4,158	4,330	4%	-22%
Passenger cars	2,526	4,110	4,756	3,496	3,410	-2%	-28%
Light commercial vehicles	276	549	758	648	900	39%	19%
All light vehicles	2,802	4,659	5,515	4,143	4,310	4%	-22%
Heavy trucks	20	38	21	14	20	41%	-33%
Vehicles deliveries outside Europe (17 countries)	659	2,110	2,513	1,998	2,201	10%	-12%
Passenger cars	563	1,914	2,276	1,759	1,751	-0.5%	-23%
Light commercial vehicles	88	178	227	232	441	91%	95%
All light vehicles	651	2,092	2,503	1,991	2,192	10%	-12%
Heavy trucks	8	18	11	8	9	16%	-17%
Vehicles registrations in France	2,068	2,629	2,756	2,100	2,142	2%	-22%
Passenger cars	1,713	2,110	2,214	1,650	1,659	1%	-25%
Light commercial vehicles	313	461	480	402	433	8%	-10%
All light vehicles	2,026	2,571	2,694	2,053	2,092	2%	-22%
Heavy trucks	39.3	52.5	55.2	41.7	44.1	6%	-20%
Coaches and buses	3.1	5.5	6.4	5.8	6.5	12%	1%
Registrations of Stellantis (excluding FCA) (2) and Renault group vehicles in Europe 17 countries	3,300	3,906	4,613	3,377	3,323	-2%	-28%
Passenger cars	2,841	3,181	3,738	2,680	2,563	-4%	-31%
Light commercial vehicles	432	690	849	679	737	9%	-13%
All light vehicles	3,273	3,871	4,587	3,359	3,300	-2%	-28%
Heavy trucks	27	35	26	18	23	25%	-11%

(1) The FCA group, member of Stellantis, produced 3.5 million vehicles worldwide in 2021.

(2) The FCA group, member of Stellantis, registered 638,000 passenger cars and 164,000 light commercial vehicles in Europe 17 countries in 2021.

In 2021, the health situation continued to hamper the economic recovery in certain parts of the world, which had consequences on global supply chains, already under pressure due to the post-Covid upturn in demand. Global GDP grew by 6% but supply disruptions (shortages, logistics problems) hit car manufacturing particularly hard. Against this backdrop, global automotive markets recovered less than expected, only recording 4.9% growth, following the unprecedented fall of 14% in 2020. Global production at Renault and Stellantis (excluding FCA) decreased by 1% on a like-for-like basis and has remained almost 30% lower than in 2019.

In France, economic activity grew by 6.8% in 2021 but, like in other parts of the world, the automotive sector was affected by the shortage of semi-conductors. The automotive market only grew by 0.5% for private vehicles and 7.5% for light commercial vehicles and household spending for the purchase of vehicles increased only slightly (+2.6% after -15.8%), despite the increase in prices (+1.3% compared to +0.4% in 2020 for new cars). However, road traffic increased in 2021 (+7%), but remains almost 9% lower than it was in 2019.



-24%

Volume of vehicles registered in Western Europe compared to 2019

THE STELLANTIS AND RENAULT GROUPS ACCOUNT FOR 33% OF THE EUROPEAN LIGHT VEHICLE MARKET

The share of Stellantis and Renault in the global manufacture of vehicles amounted to almost 11% in 2021.

	Unités	2019	2020	2021	Change 2021/2020
Market share of Stellantis (excluding FCA) and Renault groups (new light vehicles)					
In France	%	58.5%	58.8%	59.0%	+0.3 points
In Europe (17 countries) excluding France	%	22.1%	20.7%	27.7%	+7.0 points
In Europe (17 countries)	%	28.1%	26.9%	33.0%	+6.0 points
Market share of French brands (new heavy trucks)					
En Europe (17 pays)	%	8.2%	7.8%	8.9%	1.1 point
Weight of the Stellantis (excluding FCA before 2021) and Renault groups in world production					
Passenger cars	%	9.3%	8.0%	-	-
Light commercial vehicles	%	4.2%	3.7%	-	-
Total	%	7.9%	6.8%	10.9%	4.1 points
French automobile international trade					
Exports	€ billion	51.7	42.3	46.1	+ 9.0%
Imports	€ billion	66.9	57.6	64.3	+ 11.6%
Balance	€ billion	-15.2	-15.3	-18.2	-€2,9 billion
Automotive industry contribution to foreign trade goods balance					
Exports	%	10.4%	10.1%	9.6%	-0.5 point
Imports	%	11.6%	11.5%	10.8%	-0.7 point
World key figures for Stellantis and Renault groups					
Sales	€ billion	130.3	104.2	198.3	+ 90.3%
Capital expenditure	€ billion	5.7	-	4.8	-
Number of employees	thousands of people	388	394	438	+ 11.1%
Jobs related to the automotive industry in France					
Automotive industry	thousands of people	232	234	223	-
As a share of industry	%	7%	7%	7%	-
Automotive-induced jobs (including automotive industry)	thousands of people	2,219	2,200	2,233	-
As a % of the employed working population	%	8%	8%	8%	-

In 2021, in Western Europe, the market for new vehicles fell by 0.2%. In this zone, the Stellantis and Renault groups now have a market share of 33%, following the merger of the PSA and FCA groups in 2021.

In Eastern Europe, registrations grew by 4.8% in 2021, after falling drastically in 2020. Deliveries from Renault and Stellantis in this zone dropped sharply, however (see page 86).

The Chinese market share and its rate of change explain evolutions in the overall Asian market. In Asia, the decline in registrations was less severe in 2020 thanks to an earlier economic upturn compared to the rest of the world. However, as it started from a higher base, the recovery was less significant in 2021. The Asian market grew by 5.7%, as much as the American market, but it is only 2.2% down on 2019, compared to 13.3% for America. The Chinese market only grew by

3.8% in 2021, but it is the only market to be above its 2019 level. Opportunities for French groups in Asia have been divided by three since 2018, including due to deliveries to Iran halting, as well as the severe drop in deliveries to China, where strategies have been readjusted.

In Latin America, markets grew by 4.7% in 2021 and Stellantis (excluding FCA) and Renault deliveries increased by around 8%.

Lastly, the African automotive market grew by 24% in 2021. South Africa, which accounts for 40% of the volume, enjoyed growth of 25% but remains 13% down on 2019. Stellantis (excluding FCA) and Renault saw deliveries increase in this market by 30% in 2021. However, they do not seem to have benefited from the spectacular rise of the Egyptian market, which grew by 63% between 2019 and 2021, as their deliveries to Egypt are down.



10%

Share of the automotive sector in the international trade of goods

WORLD VEHICLE PRODUCTION

Global vehicle production, which with the health crisis had fallen by 16% in 2020, only increased by 3.1% in 2021. The uncertainties still weighing on the global health situation, as well as the shortage of electronic components in the second half, did not allow a rebound in activity. The number of vehicles produced worldwide was only 80.1 million in 2021, equivalent to that of 2011 and still down 13% (12 million units) compared to 2019.

In thousands	2020	2021	Change 2021/2020
EUROPE	16,942	16,332	-3.6
WESTERN EUROPE	10,210	9,632	-5.7
Germany	3,743	3,309	-11.6
Belgium	267	261	-2.3
Spain	2,268	2,098	-7.5
France	1,316	1,352	2.8
Italy	777	796	2.4
Portugal	264	290	9.7
United Kingdom	987	932	-5.5
Sweden*	249	258	3.6
CENTRAL AND EASTERN EUROPE AND TURKEY	6,732	6,700	-0.5
CEEC EU members	3,587	3,462	-3.5
Russia	1,436	1,566	9.1
Turkey	1,298	1,276	-1.7
AMERICA	15,693	16,152	2.9
Canada	1,376	1,115	-19.0
Mexico	3,177	3,146	-1.0
USA	8,821	9,167	3.9
South America	2,319	2,724	17.5
ASIA-OCEANIA	44,277	46,733	5.5
ASEAN (1)	2,835	3,536	24.7
China	25,225	26,082	3.4
South Korea	3,507	3,462	-1.3
India	3,382	4,399	30.1
Japan	8,068	7,847	-2.7
AFRICA	800	931	16.4
TOTAL	77,711	80,147	3.1

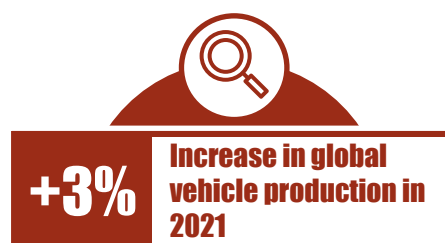
(1) ASEAN: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

* Only passenger cars

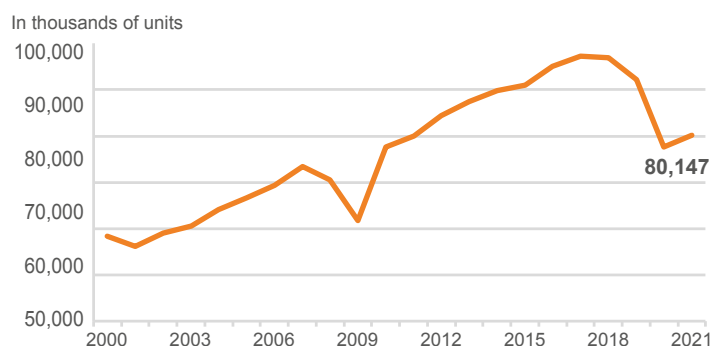
Source: OICA

Not all areas have experienced the same evolution and there are significant contrasts, including within mature areas. Thus, in Europe, production remains in decline (-3.6%) but certain countries are exceptions such as France, Italy, Portugal and Russia. Conversely, production increased in America (+2.9%), both thanks to US growth and the rebound observed in certain South American countries. In Asia, China and India are the main drivers of automotive production growth, which stands at 5.5% in 2021. Finally, in Africa, the number of vehicles produced increases by 16.4%.

In mature areas (Western Europe, North America, Korea, Japan), the production levels observed in 2021 nevertheless all remain below their pre-crisis levels (2007). In emerging areas or countries, particularly in Asia, which is the current centre of automotive expansion, production is 50% higher. China, which held up much better than the other countries in 2020 and 2021, multiplied its volumes by 2.9 over this period and now represents 1/3 of world production compared to 12% in 2007.



CHANGES IN WORLD MOTOR VEHICLE PRODUCTION SINCE 2000



In Europe, production fell by 3.6% in 2021, standing at 16.3 million vehicles, or 20% of the total. The decline was more marked in Western Europe (-5.7%) than in the CEECs (-0.5%), but in the latter group production fell in most EU member countries (by around 4%) and rebounded in Russia (+9%). Conversely, in Western Europe, the declines were significant in Germany (-11.6%), Spain (-7.5%) and the United Kingdom (-5.5%), while France, which had been the most affected country in 2020, held up better (+2.8%), as did Italy (+2.4%) and Portugal (+9.7%).

On the American continent, production represents 16.1 million vehicles in 2021 (20% of the total) and increased by nearly 3% compared to 2020 thanks to the increase in volumes produced in the United States (+3.9%) and in South America (+17.5% after -30% in 2020). Production rebounded strongly in Argentina (+70%) but its weight within the South American zone remains low. In contrast, in Brazil, where production accounts for 80% of the total, volumes increased by 12% in 2021.

Asia-Oceania, which now accounts for more than half of global production (58%), has, as in 2020, resisted the consequences of the health crisis and

shortages better than the rest of the world, with production on the rise 5.5%. Almost all countries see their production increase in 2021, except Japan (-2.7%) and South Korea (-1.3%). India, whose production collapsed by 25% last year, is rebounding by 30%. Finally, China succeeded in maintaining a production increase of 3.4%, which amounted to 26 million vehicles.

WORLD VEHICLE PRODUCTION

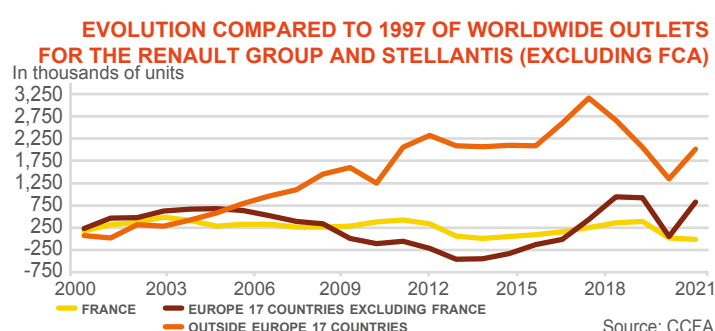
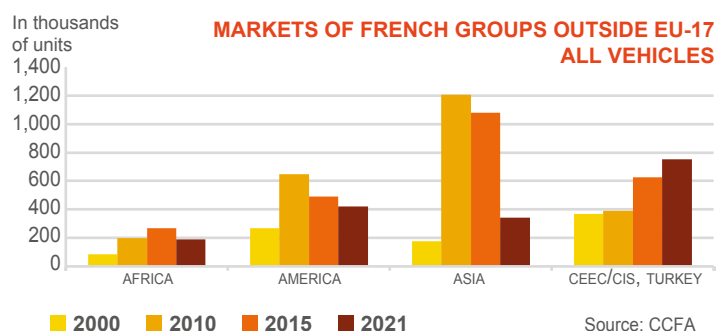
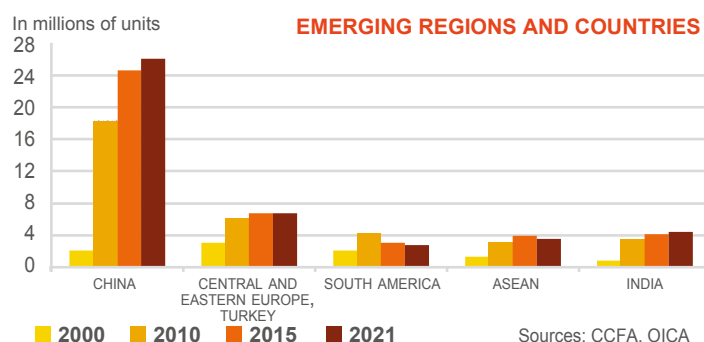
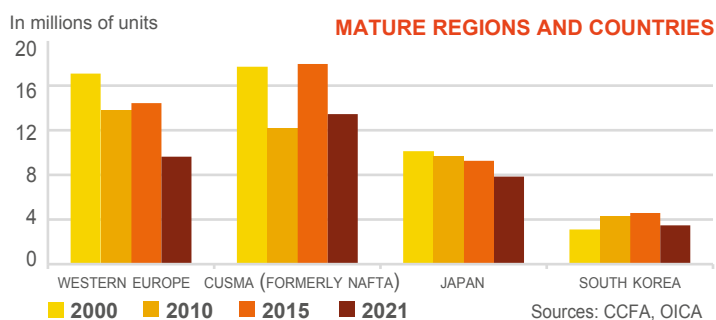
Between 2010 and 2018, the automotive industry remained globally dynamic overall. Vehicle production increased by 25%, or 19 million units. Only South America and South Korea were exceptions with declining production over the same period. But, in 2019, we are witnessing a first decline in global production due to a slowdown in trade and growth. The following year, the health crisis led to a collapse in production, which returned to its 2010 level. In 2021, the expected rebound did not take place due to the semiconductor crisis and production did not grow by only 3%.

The mature zones or countries which had seen their production reach 45.5 million units in 2018 (+5.5 million vehicles between 2010 and 2018) lost more than 10 million units between 2018 and 2021. The decline in production for three consecutive years results in a volume of only 34.3 million vehicles in 2021 and the loss of production over the period 2010-2021 amounts to 5.7 million units. The zone now represents only 43% of world production, compared to 52% in 2010 and 72%

in 2005. Over the period 2010-2021, only North America saw its production increase (+10%), in particular thanks to the Mexico (+34%) and the United States (+18%). With production falling by 30% between 2010 and 2021, Western Europe is the area that has lost the greatest number of vehicles, i.e. 4.2 million. Japan and South Korea lost 1.8 million and 0.8 million vehicles respectively in their automobile production.

Emerging areas or countries also saw their production grow between 2010 and 2018, but at a much higher rate (+13.5 million vehicles). Between 2018 and 2020, they also experienced a decline in their production (-17%) linked to the global slowdown and then to the health crisis. But in 2021, their production rebounded by 7.6% while it continued to decline in so-called mature countries. Thus, over the period 2010-2021, their production increased by 4.9 million vehicles and the area now represents 57% of world production. Within this group, only the South American zone remains down compared to 2010. China is the country which increased its production the most between

2010 and 2021 with a gain of 7.9 million units, of which 9.5 million between 2010 and 2018. In 2021, it represents 33% of world production, compared to 23% in 2010 and 9% in 2005. The countries of Central and Eastern Europe and Turkey have also made strong progress between 2010 and 2018 (+1.9 million units) but lost 1.3 million units between 2018 and 2021. They represent 8% of global production. Indian production had gained 1.6 million units between 2010 and 2018 but lost them again between 2018 and 2020. In 2021, car production again gains 1 million units and India now accounts for 5, 5% of world production. Finally, production in the ASEAN countries returned in 2020 to a lower level than in 2010 but managed to gain 700,000 vehicles in 2021. South America is the only emerging region to lose production volume between 2010 and 2021. It now represents only 3% of world production compared to 5% in 2010.



In the context of the global slowdown observed in 2018 and 2019, the Renault and Stellantis groups (excluding FCA) saw a drop in their deliveries outside Europe (-30% between 2017 and 2019), while deliveries to Europe 17 countries outside France increased by 20% in two years. The integration of new brands into the Renault and PSA groups in 2017 also had a strong impact on the volumes of deliveries to these areas. Over the 2010-2019 period, deliveries increased overall except in Asia due to market difficulties in China, Iran and, to a lesser extent, Latin America. They are on the rise in Central and Eastern European countries, Turkey and Africa. In 2020, we are witnessing a collapse in deliveries to all areas except the PECO/CIS zone, Turkey, due to the

rebound of the Turkish market and the nearly 80% increase in deliveries to this country. In 2021, deliveries will increase slightly (+4%) due to the limited recovery of world markets. Deliveries of commercial vehicles are however up sharply (+39%) and the share outside the EU has reached 41%. Passenger car deliveries fell 2% due in particular to lower deliveries to the EU, Turkey and the United Kingdom, while they increased to America, Africa and Asia in the exception of Japan and Korea.

57%

Share of emerging zones and countries in global vehicle production

THE WORLD RANKING OF CAR MANUFACTURERS

Global production increased by 3% to 80 million vehicles in 2021. With 37 million vehicles, the top five global manufacturers produced almost half (46%), a figure relatively stable since 2016. In order to strengthen their competitiveness, manufacturers are multiplying cooperation in different forms. PSA merged in 2021 with FCA to create Stellantis which is now in fourth place in the ranking and produced 6 million vehicles in 2021. Renault is in fifteenth place but it relies on its alliance with Nissan which expanded to Mitsubishi. Together, they produced more than 8 million vehicles in 2021.

In 2021, the situation for car manufacturers is mixed. Some automakers, particularly Asian ones closer to sources of supply, appear to

have better handled semiconductor shortages and logistical issues that slowed production last year. Conversely, European and American manufacturers have had more difficulty in maintaining their production increase.

Nevertheless, as the areas of establishment have greatly diversified over the past twenty years, the situations do not only depend on the areas of origin of the builders but on their new areas of establishment and the strategies put in place. Thus, since 2000, car manufacturers have become strongly internationalised and continue to develop their industrial sites outside their area of origin. European, American, Japanese and Korean manufacturers produced between 60 and 70% in their area in 2000; currently the

ratio oscillates in a range of 30 to 50%. Japanese manufacturers are the most internationalised (they only made a third of their production in Japan), followed by Korean manufacturers (44% in Korea). Even manufacturers in emerging countries, such as Geely or Tata, carry out a very large part of their production outside their country of origin (respectively 31 and 57% in 2017). The various cooperations between manufacturers are accelerating this phenomenon of internationalisation.

46%

Weight of the top five manufacturers in global vehicle production in 2021

► WORLD VEHICLES PRODUCTION IN 2021 (1) (IN THOUSANDS)

Rank	Group	2020	2021	% Change
1	TOYOTA	9,213	10,076	9.4%
2	VOLKSWAGEN	8,900	8,576	-3.6%
3	HYUNDAI-KIA	6,351	6,510	2.5%
4	STELLANTIS (FCA-PSA)	5,912	6,049	2.3%
5	GM (2)	6,131	5,585	-8.9%
6	HONDA	4,399	4,136	-6.0%
7	FORD (2)	4,187	3,942	-5.9%
8	NISSAN	3,630	3,585	-1.2%
10	SUZUKI	2,579	2,876	11.5%
11	DAIMLER AG	2,840	2,750	-3.2%
13	SAIC	2,495	2,561	2.7%
14	BMW	2,325	2,522	8.4%
15	RENAULT	2,799	2,383	-14.8%
16	GEELY	2,100	2,200	4.8%
17	CHANGAN	1,394	1,643	17.8%
18	GREAT WALL	1,124	1,292	14.9%
19	DONGFENG MOTOR	1,182	1,078	-8.8%
20	MAZDA	1,175	1,075	-8.5%
21	MITSUBISHI	854	1,049	22.8%
22	BAIC	1,057	987	-6.6%
23	TESLA	510	930	82.5%
24	CHERY	689	905	31.3%
25	TATA	961	838	-12.9%
26	FAW	789	781	-1.1%
27	SUBARU	885	745	-15.8%
28	BYD	421	742	76.2%
29	ISUZU	597	555	-7.1%
30	ANHUI JAC AUTOMOTIVE	456	527	15.5%
31	GAC	355	457	28.9%
32	IRAN KHODRO	444	417	-6.0%
33	CHINA NATIONAL HEAVY DUTY TRUCK	482	407	-15.5%
34	MAHINDRA	466	349	-25.2%
35	SAIPA	320	309	-3.4%
36	BRILLIANCE	234	228	-2.8%
37	VOLVO-UD TRUCKS-RENAULT TRUCKS-MACK	173	207	19.6%
	ALLIANCE RENAULT-NISSAN-MITSUBISHI	7,283	7,018	-3.6%

Note: The production of Chinese manufacturers does not include joint-ventures.

(1) The vehicles include passenger cars, light commercial vehicles, heavy trucks, and coaches and buses. There may be double counts between manufacturers.

(2) The output of GM and Ford include their activities in China.

Sources: OICA, annual reports, CCA estimates July 2022

The health situation and problems with the supply of electronic chips weighed on the resumption of global production in 2021. As in 2020, Asian manufacturers suffered less than European or American manufacturers, but with contrasting results.

Thus, the Toyota group remained at the top of the ranking in 2021 and largely consolidates its position ahead of the Volkswagen group. With production up more than 9%, the group produced more than 10 million vehicles in 2021, 1.5 million more than its second-place competitor, the Volkswagen Group.

The Hyundai-Kia group maintains its third place acquired last year thanks to a 2.5% increase in production. The other Asian manufacturers have more contrasting performances. Suzuki moves up the rankings with production growth of 11.5%. Conversely, Honda and Nissan both fell by one place with production falling by 6% and 1.2% respectively.

Concerning European groups, Stellantis, which brings together fourteen brands, takes fourth place in the ranking. The entity produced a number of vehicles up 2.3% compared to the volumes produced by PSA and FCA in 2020. For its part, the Renault group saw its production drop by 15% in 2021 and mechanically lost five places in the ranking. Among German manufacturers, production was down 3.6% for the Volkswagen group and 3.2% for Daimler, while BMW managed to return to its pre-crisis production level thanks to growth of more than 8% in 2021.

American manufacturers are also down in 2021 with the exception of Tesla which is having a record year. General Motors, already impacted by the evolution of its scope, now without Opel, will lose another 9% of its production in 2021. Ford's production (-5.9%) was also strongly impacted by the shortage of chips aggravated by a fire at one of its suppliers in Japan. As for Tesla, it nearly doubled its global sales and production in 2021 to nearly one million vehicles.

Manufacturers in emerging countries (China, India) are experiencing very contrasting situations. The Indian manufacturer Tata continues to see its production decline (-12.9%) despite the 30% rebound of the Indian market. Its subsidiary Jaguar Land Rover, the largest producer in the United Kingdom, was strongly impacted by the shortage of chips and the rise in the price of raw materials. Chinese manufacturers, on the other hand, benefited from the growth of the market in China (+4%). SAIC, Geely, Changan, Great Wall or BYD have increased production in 2021; they reach a significant size: 5 manufacturers produce more than 1 million units and 10 more than 500,000 units.

For heavy vehicle manufacturers, the recovery was more robust in 2021 and the Volvo group (including Renault Trucks) saw its production increase by 19.6% without managing to regain the level of 2019, which remains 17% higher.

TRENDS IN PRODUCTION AND TRADE AMONG THE WORLD'S LEADING AUTOMOTIVE REGIONS



**+4
points**

**Increase in the share
of exported vehicles
in Chinese production
between 2020 and 2021**

China, which has become the world's leading producer since 2010, produces mainly to satisfy its domestic market. Although it has doubled since 2020, the share of exported vehicles in Chinese production is only 8% in 2021.

North America (United States, Canada, Mexico) is now the second largest vehicle producing area in the world, just ahead of the European Union. It is mainly intended for the local market with exports representing around 17% of the area's production in 2021.

The European Union, counted without the United Kingdom since 2020, is now in third place. It benefits both from a solid domestic market, but also from the flow of vehicle exports outside its area, which will represent approximately 45% of production in 2021. By adding the United Kingdom, its production still exceeds that of the America in 2020, but this is no longer the case in 2021 when production manages to hold up in North America while it is falling in Europe.

In Japan, exports account for around 50% of production. As for imports, they account for around 4% of total registrations.

	European Union (1)		USA, Canada and Mexico (3)		Japan		China	
ALL VEHICLES								
PRODUCTION	in thousands	index	in thousands	index	in thousands	index	in thousands	index
2000	17,106	100	15,761	129	10,141	105	N/A	N/A
2010	17,079	100	12,173	100	9,629	100	18,265	100
2020	12,805	75	13,373	110	8,068	84	25,225	138
2021	12,161	71	13,428	110	7,847	81	26,082	143
IMPORTS (2)	in thousands	share of production	in thousands	share of production	in thousands	share of production	in thousands	share of production
2000	2,871	17%	3,140	20%	269	3%	N/A	N/A
2010	2,210	13%	3,446	28%	198	2%	N/A	N/A
2020	3,325	26%	4,208	31%	278	3%	930	4%
2021	3,427	28%	4,598	34%	288	4%	930	4%
EXPORTS (2)	in thousands	share of production	in thousands	share of production	in thousands	share of production	in thousands	share of production
2000	2,963	17%	1,469	9%	4,455	44%	N/A	N/A
2010	3,730	22%	1,033	8%	4,841	50%	499	3%
2020	5,523	43%	1,926	14%	3,727	46%	995	4%
2021	5,560	46%	2,233	17%	3,819	49%	2,015	8%

(1) The number of countries included in the "European Union" corresponds to the number of member states in the year in question.

(2) EU community trade is not included.

(3) Mexico is included since 2009.

Sources: OICA, Eurostat, CCFA since 1991, Ward's since 1999, JAMA

Since 2000, the evolution of the automobile industry has been contrasted in the three major automobile poles.

In the European Union (28 countries), vehicle production grew by 9% between 2000 and 2018 (compared to approximately 15% between 2000 and 2007) and trade, already significant, has increased very markedly. In 2021, production will fall for the third consecutive year (-5%), while exports will increase very slightly (+1%).

In North America, production reached a peak in 2016 and then fell until 2020. In 2021, it managed to hold its own but remains down 25% compared to 2016. Imports, already very significant in 2000,

grew by more than 60% between 2000 and 2018, then fell in 2019 and 2020. In 2021, they regain almost 10% and represent a third of production. As for exports, in 2020 they represent only 15% of production, with a greater weight for passenger cars.

In Japan, vehicle production fell by 5% between 2000 and 2019, but is above its 2010-2018 average, following the dynamism of the domestic market and exports. The latter had increased significantly, in connection with the depreciation of the yen, and in 2008 exceeded the level of 2000 by 51%; in 2021, despite the resilience of exports, production will fall by 3%.

In China, production increased by 41% between 2010 and 2019, and exports by 108%, but still represented a low volume. In 2021, Chinese production increased by 3% compared to 2020 and Chinese exports by more than 100%. The number of vehicles exported now represents 8% of production volume and is approaching the volumes exported by North America.

WORLD VEHICLE MARKETS

In 2021, the global automotive market rebounded slightly (+4.9%) after an unprecedented fall of 14% in 2020. With 83.6 million vehicles, however, it remains nearly 9% below its 2019 level. The expected rebound was limited by a supply crisis linked to the shortage of semiconductors combined with a rise in the price of raw materials following the global economic recovery. Europe was particularly affected since vehicle sales only increased by 1% in 2021 (but down 19.4% compared to 2019) while the American and Asian markets were more dynamic, posting a growth of 5.7% (but down 13.3% and 2.2% respectively compared to 2019). Africa, for its part, experienced a strong rebound (+23.9%) but on still very low volumes (1.4% of the world market).

In Europe, the shortage of components weighed more heavily on registrations of passenger cars, which fell by 1% (compared to +13% for commercial vehicles). The markets have also evolved differently depending on the area. These were up in Central and Eastern Europe (+4.8%) while they stagnated in Western Europe. Germany, which accounts for 20% of the European

car market, saw a particularly sharp fall in sales, while Italy, France and the United Kingdom saw positive developments, even if their markets remain at very low levels. compared to 2019. In America, the CUSMA (ex-NAFTA) countries posted growth of 4.1% on average, compared to 14% for the countries of Central and South America. In Asia, sales increased by 7% on average, but with strong disparities depending on the country. China, India and Indonesia, the largest ASEAN market, returned to growth in 2021. On the other hand, Japan, South Korea and the other ASEAN countries saw their registrations drop.

Since 2005, the center of gravity of the global automotive market has shifted from Western Europe and North America, mature markets (56% of the global market in 2005, against 37% in 2021) to Asia. With the 2020 crisis, the Western European market remains 25% below its 2005 level and represents only 15% of the total, compared to 26% in 2005. CUSMA, which weighed 31% of the world market in 2005, today represents 22%. Over the same period, the Asian region experienced triple-digit growth, thanks in

particular to the explosion of sales in China and India. Asia now accounts for more than 52% of global sales compared to 31% in 2005.

Thus, the crisis has not changed the evolution of the structure of the world market with mature countries whose weight continues to decrease in favour of the BRICS and emerging countries.

China, which became the world's largest market in 2009, now occupies 31.4% of the total, followed by the United States (18.4%) and Japan (5.3%). In 4th position, we now find India (4.5%) which, with a market of 3.7 million vehicles, has overtaken Germany (2.9 million units). These top five global markets represent approximately 60% of the total, a weight down 5 points compared to 2020.

**China:
1/3
Of the world market**

	Passenger cars		Commercial vehicles		Total				Change 2021/2020	Change 2021/2019
	2020	2021	2020	2021	2019	2020	2021			
	thousands	thousands	thousands	thousands	thousands	thousands	thousands	%	%	%
EUROPE	14,178	14,020	2,535	2,854	20,931	16,713	16,875	20.2	+1.0	-19.4
Western Europe	10,808	10,604	1,921	2,095	16,664	12,728	12,699	15.2	-0.2	-23.8
Central and Eastern Europe	3,370	3,417	614	759	4,267	3,985	4,176	5.0	+4.8	-2.1
AMERICA	6,864	7,024	13,951	14,977	25,385	20,815	22,001	26.3	+5.7	-13.3
CUSMA (1)	4,253	4,191	13,192	13,969	20,825	17,445	18,160	21.7	+4.1	-12.8
USA	3,402	3,350	11,480	12,059	17,488	14,881	15,409	18.4	+3.5	-11.9
Central and South America	2,611	2,834	758	1,008	4,560	3,369	3,841	4.6	+14.0	-15.8
ASIA-OCEANIA (2)	33,037	35,359	8,167	8,199	44,535	41,204	43,558	52.1	+5.7	-2.2
China	20,178	21,482	5,133	4,793	25,797	25,311	26,275	31.4	+3.8	+1.9
South Korea	1,618	1,469	288	266	1,795	1,906	1,735	2.1	-9.0	-3.4
India	2,433	3,082	505	677	3,817	2,939	3,759	4.5	+27.9	-1.5
Japan	3,810	3,676	789	773	5,195	4,599	4,448	5.3	-3.3	-14.4
ASEAN (3)	1,650	1,875	807	905	3,475	2,457	2,780	3.3	+13.1	-20.0
Other Asia-Oceania	2,520	2,937	591	730	4,456	3,992	4,561	5.5	+14.3	+2.4
AFRICA	665	833	259	312	1,198	924	1,145	1.4	+23.9	-4.4
TOTAL (2)	54,743	57,237	24,912	26,342	92,048	79,655	83,579	100.0	+4.9	-9.2
Change 2021/2020	4.6%		5.7%							

(1) CUSMA: The Canada-United States-Mexico Agreement replaces NAFTA as of 1 July 2020.

(2) Including Iran (market estimated by production)

(3) ASEAN: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Source: OICA

After 2020 health crisis, where global automotive sales fell by 14% and the weak rebound of 2021 (+4.9%), the global automotive market (83.6 million vehicles) remains down by around 9 % compared to its 2019 level. The Chinese market is one of the few to have experienced two consecutive years of growth during this period.

In the United States, the market amounts to 15.4 million vehicles (+3.5%), a deficit of 2 million vehicles compared to 2019. In Canada and Mexico, growth is slightly stronger with registrations up 7%, but did not compensate for the losses of the previous year. In Central and South America, growth rates are in double digits with the exception of the Brazilian market, which is only growing by 3% in 2021. This represents more than half of sales in this zone (55%) but struggling to regain its 2019 level. After losing 800,000 vehicles, it is stagnating around 2 million units.

In Western Europe, most countries are experiencing relatively weak growth in their market, which does not allow them to regain the volumes lost in 2020. Belgium,

Denmark and Germany even remain in decline for the second consecutive year, the German market now below the symbolic bar of 3 million vehicles. Other countries such as France (+2%), Spain (+0.3%), Italy and the United Kingdom (+4%) experienced single-digit growth too low to offset the decline in the year 2020. Norway is the only country which, thanks to the success of the electric vehicle, managed to rebound in 2021 and exceed the volumes of 2019.

Central and Eastern Europe, including Turkey, saw its automobile market increase by 4.8% in 2021. The Russian market, which accounts for 42% of sales in this zone, grew by 7%, returning to its 2019 level at 1.7 million vehicles. Eastern EU member countries have experienced contrasting developments. Poland, which is the largest market among the 12 Eastern European member states, saw its sales increase by 9% to 550,000 units. Finally, Turkey, although down 3% in 2021, represents a market of 772,000 units, which had rebounded strongly in 2020.

In the Asia-Oceania zone, the market excluding China is on the rise in 2021. It now stands at more than 17 million vehicles, or more than 20% of the total. The Japanese market, down 3.3%, totaled 4.4 million vehicles. The Indian market with 3.7 million vehicles (+28%) has almost regained its 2019 level. Indonesia, which had halved its market in 2020, regained a third of its volumes. Finally, South Korea, which was one of the few growing countries in 2020, fell below its 2019 level with 1.7 million vehicles.

In Africa, registrations have almost returned to their 2019 level at just over one million vehicles, or 1.4% of the global market. The main markets of South Africa, Morocco and Egypt all experienced growth of over 20%. Egypt and Morocco are even up compared to 2019.

VEHICLES IN USE IN THE WORLD

In 2020, the global vehicle fleet (passenger cars and commercial vehicles) amounts to 1.6 billion units and is made up of 75% passenger cars. Asia-Oceania now represents 40% of the customer base, compared to 34% in 2015, while the weight of Europe and America has fallen, respectively from 30% to 27% and from 32% to 29%. The weight of Africa remains stable at only 4%.

In 2015, registrations represented 7% of the fleet and ensured both the renewal of the existing fleet and its pure growth. In 2020, with the collapse of sales and a larger fleet, the ratio fell by 2 points and registrations represented 5% of the fleet.

Bases are almost stable in the mature markets of developed countries (increases generally

between 0% and 2%). They are growing strongly in emerging countries (between 3% and 12%).

The United States' fleet, which was the largest in the world in 2015 with 264 million vehicles, is now overtaken by China's with 318 million vehicles in 2020, compared to 289 million for the United States. The Japanese fleet retains its 3rd place with 77 million units but is stagnating, even slightly down, compared to 2015. With 45.4 million vehicles, France still occupies eighth place in the world behind Russia (4th), Germany, Brazil and India.

The automobile density in the world amounts to an average of 209 vehicles per 1000 inhabitants in 2020 (+46% compared to 2005). Nevertheless,

it varies from 49 vehicles in Africa to 722 in the CUSMA zone (United States, Canada, Mexico) passing through 107 in Asia (excluding Japan and South Korea), 179 for Central and South America and more than 550 for the European Union and the Japan-South Korea zone. The density of Europe as a whole stands at 517.

North Africa (Algeria, Egypt, Libya, Morocco and Tunisia) has benefited from strong growth in the number of units with an average rate of 6% per year since 2005. The latter has thus increased from 10 to 23 million units in 2020.

	TOTAL		CAGR variation 2020/2015 %	Share of the global fleet	
	2015	2020		2015	2020
	thousands	thousands		%	%
EUROPE	393,160	432,694	2%	31%	27%
Western Europe (1)	255,188	274,626	1%	20%	17%
Central and Eastern Europe (2)	137,972	158,068	3%	11%	10%
AMERICA	410,561	452,977	2%	32%	28%
CUSMA (3)	324,763	360,912	2%	25%	23%
USA	264,194	289,037	2%	21%	18%
Central and South America	85,799	92,066	1%	7%	6%
ASIA-OCEANIA	433,336	644,048	8%	34%	40%
China	162,845	318,034	14%	13%	20%
South Korea	20,990	23,730	2%	2%	1%
India	28,860	45,687	10%	2%	3%
Japan	77,403	76,703	-0.2%	6%	5%
ASEAN (4)	54,158	71,045	6%	4%	4%
Other Asia-Oceania	89,080	108,848	4%	7%	7%
AFRICA	49,978	60,557	4%	4%	4%
TOTAL	1,287,034	1,590,276	4%	100%	100%

(1) EU 14, UK, EFTA.

(2) EU12, Russia, Turkey and other Europe.

(3) CUSMA: Canada, USA, Mexico.

(4) ASEAN: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Source: OICA

In 2020, mature areas which have park growth of between 1 and 2% per year now represent less than 50% of the world park and 15% of the world population. Since 2005, they have lost about 22 points to the benefit of emerging areas whose parks have increased by about 10% per year.

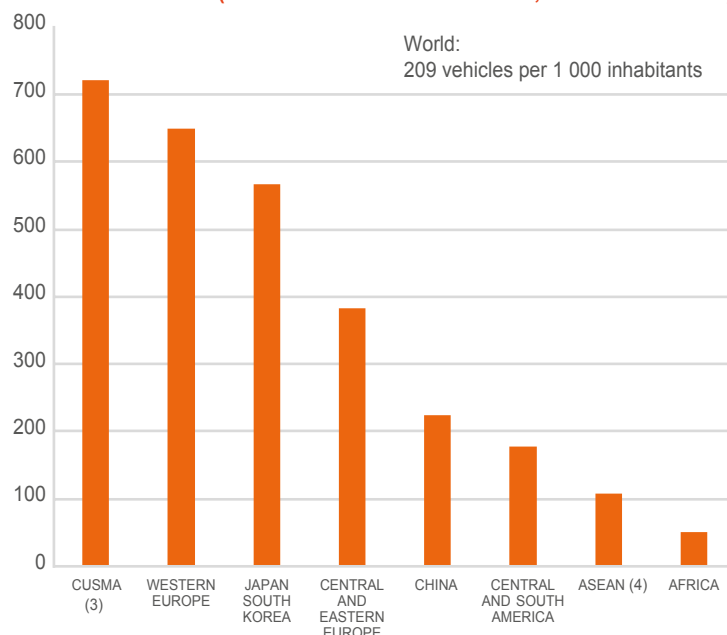
Within the Europe zone, which represents 27% of the global fleet, the fleet is growing more rapidly in the east than in the west (see page 19). Motorisation rates are also mixed. The number of vehicles per 1000 inhabitants is 651 in Western Europe, compared to 381 in Central and Eastern Europe.

In America, the Canada, United States and Mexico zone (23% of the world fleet) is a mature market with a high motorization rate (722 vehicles per 1,000 inhabitants), especially in the United States where it reaches 860. Mexico is experiencing the the highest growth in the fleet (+4% between 2010 and 2020). On the other hand, Central and South America is an emerging zone in which the base has progressed quite slowly (2% on average between 2015 and 2020). Its weight in the world park amounts to only 6% in 2020 and its density stands at 179, ranging from 113 in Colombia to 311 in Argentina.

In Asia, Japan and South Korea (8% of the global fleet), mature markets, have a motorization rate of 612 and 458 respectively. On the other hand, emerging countries, with a larger population, have a low car density : 33 in India, 78 in Indonesia and 223 in China, although this has doubled in five years. Since 2005, almost all of the increase in the number of customers has come from Asia - excluding Japan and South Korea. China has doubled its fleet over the past five years from 163 million vehicles in 2015 to 318 million in 2020.



**VEHICLE DENSITY BY REGION
(NUMBER OF VEHICLES PER 1,000 INHABITANTS)**



WORLD TRADE IN AUTOMOTIVE PRODUCTS

In 2021, global merchandise trade rebounded strongly. Exports of goods increased by 27% in value and reached a higher level than before the pandemic. Exports of automotive industry products, impacted by the shortage of semiconductors, grew by only 16% in 2021. They remained down 2.3% compared to 2019, unlike all manufactured products (+16% compared to 2019). Valued at \$1.479 billion in 2021, global automotive exports represent only 9.9% of manufactured

► EXPORTS (FOB) / IMPORTS (CIF) TO THE MAJOR REGIONS (IN US\$ BILLION)

Areas	World		
Countries	EXP.	IMP.	Balance
USA			
2010	99.7	189.8	-90.0
2019	139.3	317.7	-178.4
2020	110.4	260.1	-149.7
2021	125.5	286.0	-160.5
MEXICO			
2010	55.6	29.4	26.2
2019	127.9	51.1	76.7
2020	106.5	39.0	67.5
2021	117.7	46.2	71.5
CANADA			
2010	50.1	59.6	-9.5
2019	60.8	75.8	-15.1
2020	46.2	57.0	-10.9
2021	45.1	65.2	-20.1
EUROPEAN UNION (1)			
2010	546.4	426.9	119.4
2019	701.4	572.1	129.3
2020	613.0	488.5	124.5
2021	688.0	541.9	146.1
JAPAN			
2010	149.5	14.2	135.3
2019	152.4	23.5	128.9
2020	124.7	19.0	105.6
2021	138.5	22.0	116.4
SOUTH KOREA			
2010	54.5	8.0	46.5
2019	65.2	16.8	48.3
2020	55.8	18.0	37.9
2021	69.0	19.4	49.6
CHINA (EXCLUDING HONG-KONG)			
2010	28.0	53.0	-25.0
2019	50.9	93.5	-42.6
2020	59.3	80.0	-20.7
2021	58.0	78.1	-20.1

Source: WTO

goods exports and 6.6% of the total in 2021, compared to 11.8% and 7.9% respectively in 2019.

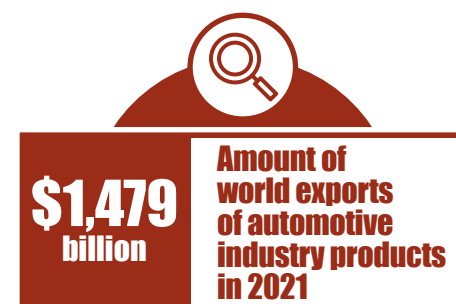
In addition to the macro-economic context, world trade in automotive products is influenced by multilateral agreements under the aegis of the WTO but also, increasingly, by bilateral or regional agreements signed between areas. In the major markets of the European Union and NAFTA, which became CUSMA (free trade agreement between Mexico, the United States and Canada) on 1 July 2020, the share of intraregional trade in world trade is particularly high (around 75%). Conversely, in Asia-Oceania, intraregional trade barely reaches 30%. This area remains very outward-oriented with national markets that are not as open (Japan, etc.).

Finally, world trade is also influenced by changes in exchange rates. In 2021, the trend is for the dollar to appreciate against the euro due to different monetary policies between the two zones. The dollar also appreciated against most other currencies of developed countries.

In 2021, the European Union, now without the United Kingdom, remains the main exporter of automotive products with 688 billion dollars, or 47% of world exports. Germany, with \$246 billion in exports, accounts for 17% of world exports. The other major exporters are Japan (\$138 billion), the United States (\$125.5 billion) and Mexico (\$118 billion). China, whose exports jumped 61% in 2021 to \$93 billion, has now passed South Korea (\$69 billion) and Canada (\$45 billion).

On the import side, the European Union of 27 countries imports 542 billion automotive products in 2021, 79% of which comes from its area. With the exit from the EU of the United Kingdom, whose car balance is in deficit, the EU car balance has increased since 2020 and amounts in 2021 to 146 billion euros.

Automotive balances are also positive in Japan (+\$116 billion), Mexico (+\$71.5 billion) and South Korea (+\$49.6 billion). On the other hand, they are in deficit, at a record level in the United States (-160 billion dollars). China is now approaching equilibrium with a balance that turned into a surplus of 3.5 billion in 2021.



► INTRAREGIONAL TRADE BY AREA (AS A PERCENTAGE OF TOTAL TRADE IN THE AREA)

	2005	2010	2017
Intra Asia	24%	32%	31%
Intra Europe	78%	73%	72%
Intra North America	83%	76%	77%
Intra Latin America	51%	79%	79%

► TRADE BETWEEN THE MAIN COUNTRIES OF THE EUROPEAN UNION (1) AND THE UNITED KINGDOM (IN BILLIONS OF US DOLLARS)

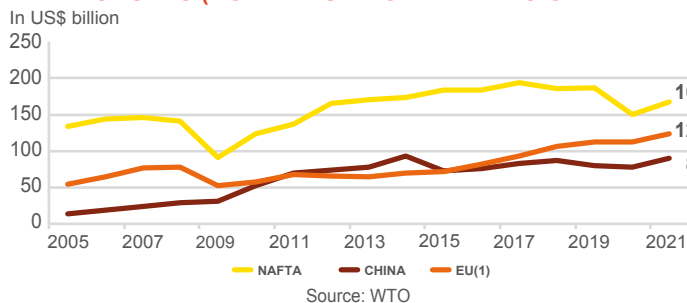
	Germany			France			Spain			Italy			United Kingdom		
2010	203.2	85.0	118.2	51.1	54.9	-3.8	44.8	31.6	13.1	29.8	40.3	-10.5	38.8	52.6	-13.9
2019	247.6	137.3	110.3	55.3	70.4	-15.1	56.8	46.8	10.0	40.0	47.0	-7.0	51.8	73.5	-21.7
2020	211.4	122.7	88.7	45.8	61.9	-16.1	51.4	36.2	15.1	35.6	36.2	-0.6	37.0	56.1	-19.1
2021	246.7	129.0	117.7	51.7	71.1	-19.4	53.8	40.3	13.5	41.9	41.6	0.3	41.1	59.9	-18.8

(1) For comparisons, 15 countries are counted in the European Union as a whole from 1993, 25 countries from 2004, 27 countries from 2006, 28 from 2014 and 27 from 2019 (EU 28 figures not available in 2019).

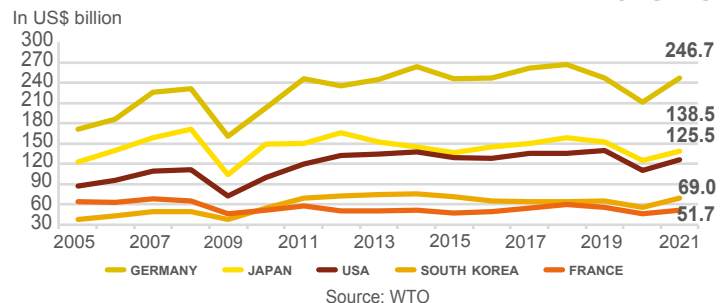
Source: WTO

WORLD TRADE IN AUTOMOTIVE PRODUCTS

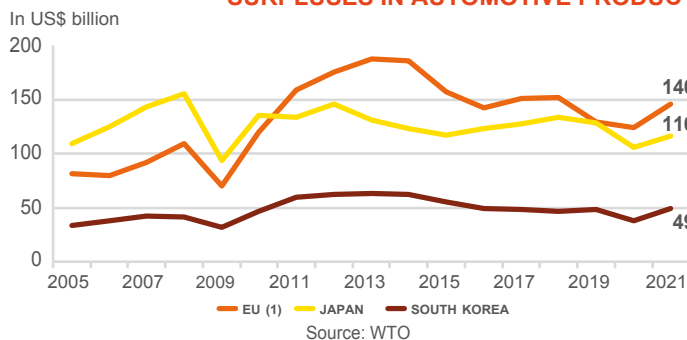
IMPORTS FROM THE MAIN REGIONS FOR AUTOMOTIVE PRODUCTS (NOT INCLUDING INTRA-REGIONAL TRADE)



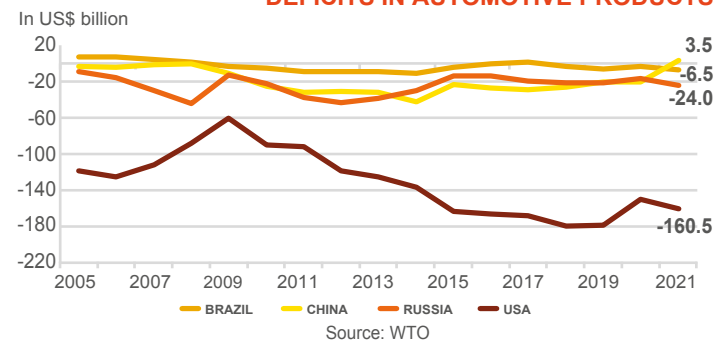
MAJOR EXPORTING COUNTRIES OF AUTOMOTIVE PRODUCTS



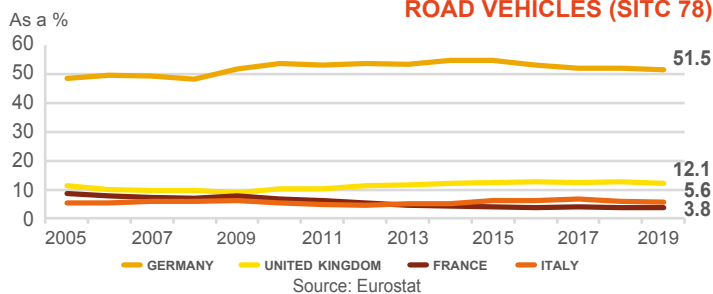
SURPLUSES IN AUTOMOTIVE PRODUCTS



DEFICITS IN AUTOMOTIVE PRODUCTS



SHARE IN EXPORTS FROM THE EU TO THE NON EU ROAD VEHICLES (SITC 78)



4%

Share of France in world exports of automotive industry products in 2021

(1) For comparisons, 15 countries are counted in the European Union as a whole from 1993, 25 countries from 2004, 27 countries from 2006, 28 from 2014 and 27 from 2019 (EU 28 figures not available in 2019).

Between 2005 and 2018, trade balances in automotive industry products evolved in contrasting ways depending on the country or zone. Mexico, South Korea, Japan and the European Union saw their trade surpluses increase. Conversely, the deficit balances of the United States and China deteriorated until 2018 then stabilised in 2019. China, which has become the world's largest automotive market, multiplied its trade deficit by six, between 2005 and 2019, from -4 to -21 billion dollars. In Canada, the positive balance in 2005 became negative from 2007, in particular due to the place occupied by Mexico in trade within NAFTA. Thus, in Mexico, the trade surplus was multiplied by 7 between 2005 and 2019. In 2020, most areas or countries saw their trade balance deteriorate with the exception of the United States which reduced its deficit balance by 16%.

In 2021, with the recovery of the global economy, the automotive trade balance is improving in most countries with the exception of the United States and Canada, whose currencies have appreciated against the major currencies. In 2021, Germany will remain the leading exporter of automotive industry products in the world, with 36% of European exports and 16% of world exports (\$247

billion). In second place, Japan represents 9.4% of world exports with 138 billion euros. A quarter of the vehicles exported by Japan go to the United States. France represented 3.5% of world exports of automotive products in 2021 (51 billion dollars) against 7.6% in 2004.

In 2021, exports from the European Union to 27 countries amounted to 688 billion dollars (47% of world exports of automotive products), of which 62% went to the EU. Exports of vehicles outside the EU are mainly from Germany (55% in 2021), ahead of Italy (7%), Spain (6%) and France (5%). The share of the six new entrants (Hungary, Poland, Czech Republic, Romania, Slovakia and Slovenia) amounted to 12% in 2021 compared to 10% in 2019. EU exports to China represent 16% of exports excluding EU, at the same level as to the United States.

The United States remained the world's largest importer of automotive products, with \$286 billion in 2021; following in particular the high level of its domestic market, its deficit in automotive products is significant and amounts to 160 billion dollars in 2021. With Canada and Mexico, the zone imports 397 billion dollars of automotive products, 40% of which come from the outside. The Canada-

United States-Mexico agreement signed in 2020 should strengthen imports from Mexico in a context of distancing of the United States facing China and the desire to relocate production nearby. In 2021, according to the Mexican Automobile Federation (AMIA), 9 out of 10 light vehicles manufactured in Mexico are exported, of which 77% to the United States and 6.6% to Canada.

China, for its part, sees its imports increase by 15% in 2021 to 90 billion dollars, while its exports jump by more than 60% to 93 billion dollars. Thus, for the first time, its balance in automotive products is showing a surplus (\$3.5 billion). In Russia, imports multiplied by nearly four between 2005 and 2013, then fell sharply to pick up again in 2017. They remain in 2021, down 4% compared to 2019. Finally in Australia, where there are no more light vehicle production sites since late 2017, imports have increased steadily since 2005 and reach \$32 billion in 2021.

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

The passenger car market in Western Europe (90% of the European market), which had fallen to 10.8 million units in 2020 (-25% compared to the previous year), fell further by 200 000 units in 2021, a decrease of 1.9%. In 2021, the level of registrations in Europe is the lowest recorded since 1985.

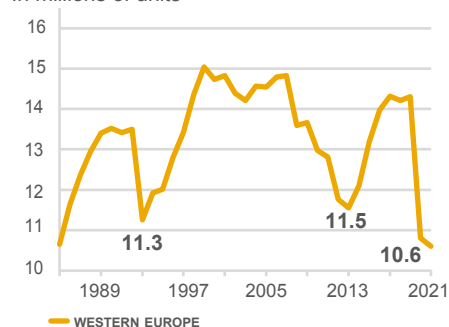
The shortage of semiconductors and malfunctions in the supply chain slowed production and weighed heavily on registration volumes, particularly in Germany, which lost 300,000 units (-10% compared to 2020). The leading European market with 25% of registered volumes was particularly

affected by supply problems but also experienced a resurgence of the COVID epidemic at the end of the year. The other four major European markets were up in 2021 but their growth was almost sluggish or weak compared to the expected rebound after the pandemic. France, which ranks second in Europe with 15.6% of registrations, saw its registrations increase by only 0.5%, the United Kingdom (3rd place) and Spain (5th place) by 1%. Italy experienced a slightly stronger recovery with registrations up 5%. In the other Southern European countries (Greece, Portugal), the markets rebounded in 2021 (by +25% and +19% respectively), but this did not compensate for the

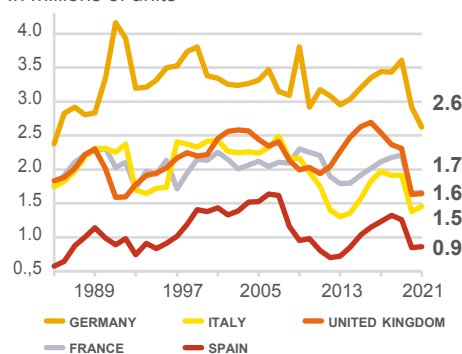
drop of more than 30% recorded the previous year. In northern European countries (Denmark, Finland, Norway, Sweden) less impacted by COVID in 2020, registrations increased by 5% on average, but with contrasting trends depending on the country. The passenger car market fell by 6.5% in Denmark but jumped by 25% in Norway, driven by the success of electric cars.

► NEW PASSENGER CARS REGISTRATIONS IN WESTERN EUROPE

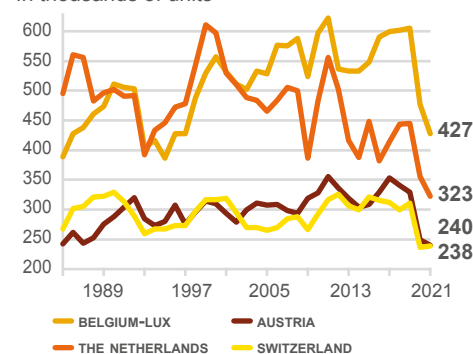
In millions of units



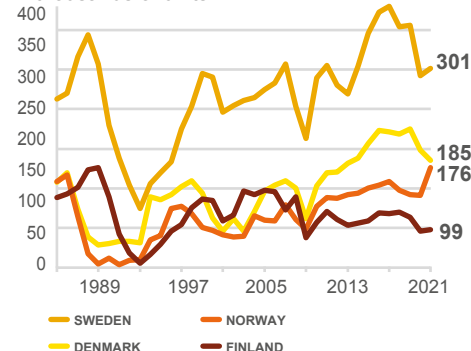
In millions of units



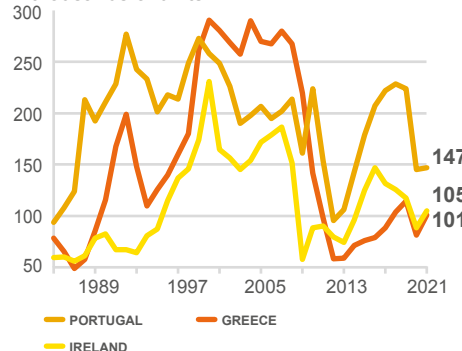
In thousands of units



In thousands of units



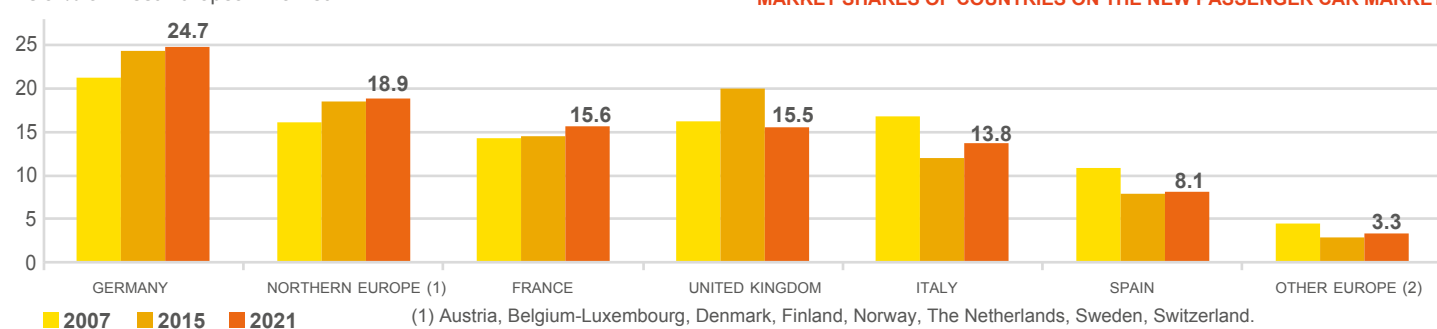
In thousands of units



-26%

Decline in new passenger car registrations in Western Europe in 2021 compared to 2019

As a % of West European market



(1) Austria, Belgium-Luxembourg, Denmark, Finland, Norway, The Netherlands, Sweden, Switzerland.
(2) Portugal, Greece, Ireland.
Source: CCFA

The Western European market brings together the markets of 18 countries: the 15 member countries of the European Union before 2004, plus the countries of the European Free Trade Association (EFTA: Switzerland, Norway and Iceland). The United Kingdom, even if it officially left the EU on 31 January 2020, remains counted in this group. These countries have a close environment and obey comparable economic rules.

The market had experienced two major crises before that of 2020. The first in 1993 had led to a drop in the European market of 2.2 million units in 1 year, to 11.3 million units, but this had risen the following year and had experienced a continuous increase until 1999. The second crisis, from 2008, had led to a continuous fall in the market until 2013 (-3.3 million units in 6 years) for reach 11.5 million units. In 2020, the economic shock following the health crisis was of such magnitude that the market fell to its lowest level

since 1985 and this for almost all Western European countries and it remains so in 2021. Italy and Spain are the only two large markets which are, in 2021, above their lowest point of 2013. Similarly, a few small countries in the North (Denmark, Norway, Sweden) having suffered a smaller demand shock in 2020, remain, in 2021, above their lowest point in 1993.

NEW PASSENGER CAR REGISTRATIONS BY GROUP

In 2020, the PSA and Renault groups represented 25% of the Western European market for new passenger cars. Stellantis, resulting from the merger of the PSA and FCA groups, was created on 16 January 2021. The Renault group and Stellantis now represent 34% of the West European passenger car market.

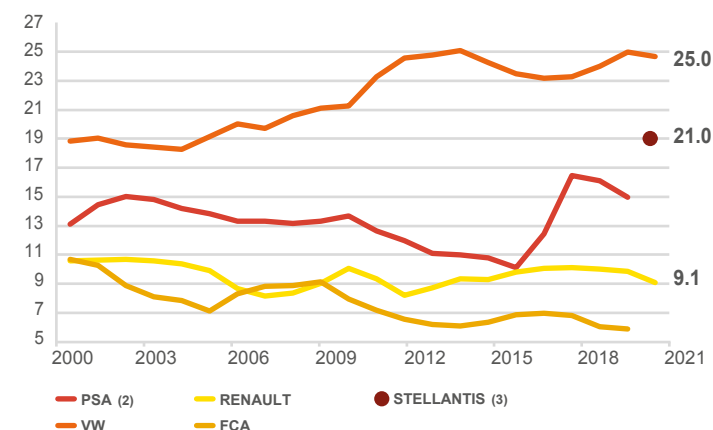
The Renault group is based on the Renault (6% market share), Alpine and Dacia brands. The latter, which represented 0.5% of the market in 2007, has grown and reached 3.1% of the market in 2021. The new entity Stellantis includes 14 brands. The four brands from the PSA group are Peugeot (6.5%),

Citroën (4%), Opel/Vauxhall (4.3%) and DS (0.4%). The other brands from the FCA group are mainly Fiat (4.2%) and Jeep (1.1%).

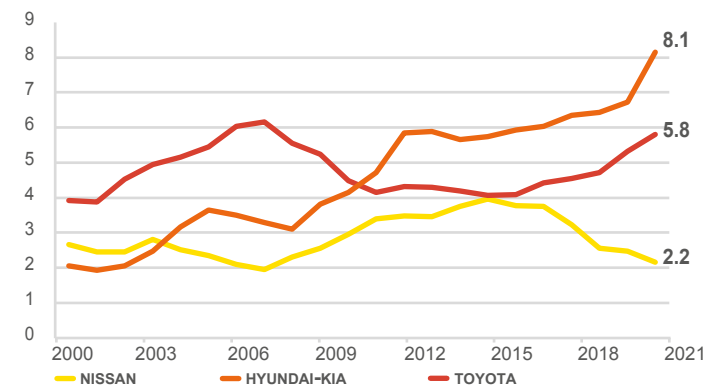
The other manufacturers present in Europe are the Volkswagen group, which holds a 25% market share, as well as four other large generalist groups and two groups specialising in higher ranges. These players each have a market share of between 2% and 8%.

► MARKET SHARES OF GROUPS (1) IN WESTERN EUROPE (EU18)

As a % of the total market



As a % of the total market



(1) The scope of the groups reflects their situation as at 12/31/2021.

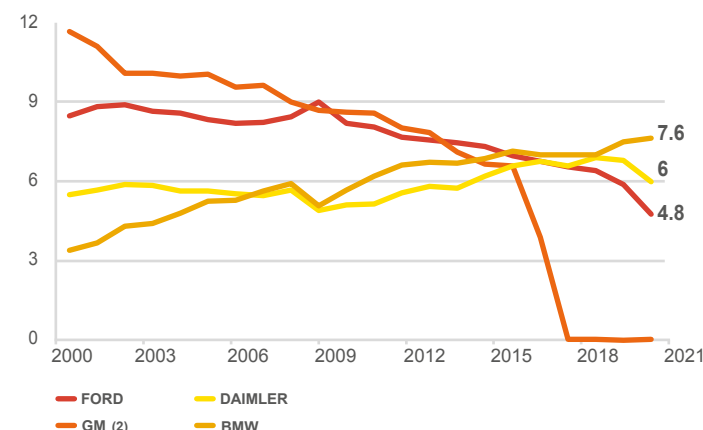
(2) Opel is included in GM group until 31 July 2017 and PSA group since 1 August 2017.

(3) On 16 January 2021 the PSA group merged with the FCA group to create Stellantis.

See page 74 for groups definitions.

Source: CCFA

As a % of the total market



Share of new passenger cars sold by Stellantis and by the Renault group in Western Europe

34%

The Renault group's market share fell in 2020 and 2021 but remains higher than its 2007 level. Until 2004, it exceeded 10% due to its strong presence on the markets of Southern Europe (including France) which accounted for 45% of the Western European market. Today, these markets only represent 40% of the Western European market.

All the brands of the new Stellantis entity gained 0.2 point of market share in 2021 to reach 21%. The Citroën, Fiat and Opel brands each gained 0.1 point, but the Alfa Romeo brand also lost 0.1 point.

Since 1995, the Volkswagen group (VW), with its four main brands, has consolidated its positions and, after declining between 2014 and 2018, has returned to its 2014 level, i.e. 25% of the market in 2021.

The American group Ford and its eponymous brand halved its market share between the

beginning of the 90s and today and lost again 1.1 point in 2021 to settle at 4.8%.

The German groups Daimler and BMW, specialists in higher ranges and sales to businesses, have pursued a strategy of expanding their range in order to gain market share. Daimler (Mercedes-Benz and smart) has grown since 1997 as a result of the diversification of its vehicle range with smart and peaked in 2020 at 6.8%. But in 2021, the Mercedes brand fell by 1 point to 5.6% and the group's market share fell to 6%. The BMW group, meanwhile, remains stable at 7.6% thanks to its premium brand BMW (6%) which is now ahead of its competitor, but also thanks to the Mini which represents 1.6% of the market.

The progression of Asian groups on the European market since the mid-1990s is very significant. The three groups Nissan, Toyota and Hyundai-Kia, which represented 7% of the European market

in 1995, now represent 16% of the market. The Toyota group, continuously increasing from 1995 (3%) to 2007 (6%), fell back to 4.1% of the market in 2016, but since then its market share has been growing continuously and reached 5.8% in 2021.

The market share of the Hyundai-Kia group, which was almost non-existent in 1990 (0.1%), has steadily increased over the past thirty years, rising from 2.1% in 2000 to 4.2% in 2010. In 2021, the group reached a record level with a market share of 8.1% after 6.7% in 2020.

Finally, the Nissan group, which had reached a record level of penetration of 4% in 2015, and has since fluctuated around 3.5%, has been in decline since 1998. It represents 2.2% of the Western European market in 2021.

RANGE RANKING IN 2021

Over the past twenty years, manufacturers have developed their offer in the different ranges (multipurpose vehicles, 4WD, SUV, sedans) and in the different energies (plug-in and non-rechargeable hybrids, electric). Stellantis and the Renault group now offer more than eighty different models, including 28 electric models. In addition, each bodywork includes different versions depending on the equipment of the car, which implies the marketing of

several thousand possible combinations. New electric models have been brought to market in recent years by Stellantis and the Renault group, particularly in the LCV range (E-Berlingo, Electric Expert, Kangoo ZE, Master ZE). The electric offer has also been expanded over the past two years in the sedan segment (208, E-C4, Twingo, Zoé, Spring, Megane-E) and 4WD-SUV (2008, DS3 crossback, Mokka).

85 & 28

Respective numbers of models and electric models offered by the Renault group and Stellantis

Groups	Brands	Economy and low range	Low-mid range	High-mid range	Premium range
STELLANTIS	CITROËN	C1, C3, C4 Cactus, Berlingo	C3 Air Cross, C4, C5 Air Cross, Jumpy, Spacetourer, Jumper	C-Elysée, C5 X	
	DS	DS3, DS3 Crossback	DS4	DS7	DS9
	PEUGEOT	108, 208, 2008, Partner, Rifter	308, 3008, 5008, Expert, Traveller, Boxer	508, 301	
	OPEL	Corsa, Combo, Mokka, Crossland, Grandland	Ampera, Astra, Zafira, Movano	Insignia, Vivaro	
	ALFA ROMEO		Giulietta		Giulia, Stelvio
	FIAT	Panda, 500, Fiorino, Doblo	Ducato, Tipo	Talento	
	MASERATI				Ghibli, Levante, Quattroporte
	JEEP	Renegade		Wrangler, Compass, Cherokee, Gladiator	Grand Cherokee
	LANCIA	Ypsilon			
RENAULT group	RENAULT	Twingo, Clio, Captur, Kangoo, ZOE	Arkana, Mégane (including Scénic, Grand Scénic), Master	Trafic, Kadjar, Koleos, Alaskan	Espace, Talisman
	DACIA	Logan, Sandero, Duster, Dokker, Spring, Jogger	Lodgy		
	ALPINE				A110
BMW group	BMW	i3	1 Series, 2 Series, M2	4 Series, X1, X2	Alpina, 3, 5, 6, 7, 8 Series, X3, X4, X5, X6, X7, Z4, M3, M4, M5, M8, IX, IX3
	MINI	Mini			
DAIMLER group	MERCEDES-BENZ	Citan	A, B Classes, CLA, Vito, Sprinter	GLA, EQA, X Classe	C, E, G Classes, S, V, CLS, EQC, EQV, GLB, GLC, GLE, GLS, GT, G Series, SLC
	SMART	fortwo, forfour			
FORD EUROPE	FORD	Fiesta, T. Courier, T. Connect, Ecosport, Puma	Focus, Kuga, Transit, T. Custom	Mondeo, Ranger	S-Max, Mustang, Galaxy, Edge, Explorer, Mac-E
GEELY	VOLVO			V40, XC40	C40, S60, S90, V60, V90, XC60, XC90
HONDA	HONDA	Jazz, E	Civic, HR-V	CR-V	
HYUNDAI KIA	HYUNDAI	Bayon, I10, I20, IX20, Kona	I30, Elantra, Staria	I40, Santa Fe, Tucson, Ioniq, Nexo, Ioniq5, IX35	
	KIA	Picanto, Soul, Stonic	Cee-d, Ceed, Niro, Proceed, Rio, Xceed	Optima, Sportage, Stinger, EV6	Sorento
MAZDA	MAZDA	2, CX-3, MX-30	3, MX-5, CX-5	6, CX-30	
MITSUBISHI	MITSUBISHI		ASX, Spacestar	Outlander, ECL-Cross, L200	
NISSAN	NISSAN	Micra, Juke	Leaf, NV200, NV300	Qashqai, X-Trail, Navara	GT-R, NV400
SUBARU	SUBARU			Impreza, Legacy, Forester, Levorg	BRZ
SUZUKI	SUZUKI	Celerio, Ignis, Jimny, Swift, SX4, Vitara	Baleno, Swace	Across	
TATA group	JAGUAR			E-Pace	F-Pace, F-Type, XE, XF, I-Pace
	LAND ROVER			RR Evoque, Defender	Discovery, Discovery.Sp, Range Rover, Rangsport, RR-Velar
TESLA	TESLA				Model 3, Model S, Model X, Model Y
TOYOTA	LEXUS		CT200H	UX	ES, IS, LS, RC, RX, NX200T, NX300H, NX
	TOYOTA	Aygo, Yaris, Yaris Cross	Auris, Corolla, Proace, Pro.City	Prius, C-HR, RAV4, Mirai, Highland, Hilus	Land Cruiser, Camry, Supra
VOLKSWAGEN group	AUDI	A1, Q2	A3	A4, A5, TT, Q3	A6, A7, A8, Allroad, Q4-E-Tron, Q5, Q7, Q8, R8, E-Tron
	PORSCHE				911, 718 Boxster, 718 Cayman, Macan, Cayenne, Panamera, Taycan
	SEAT	Mii, Ibiza, Arona	Leon	Ateca, Formentor	Alhambra, Tarraco
	SKODA	Citigo	Fabia, Kamiq, Scala	Octavia, Karoq, Enyaq	Superb, Kodiaq
	VOLKSWAGEN	Up, Polo, Caddy, T-Cross, T-Roc, ID.3	Golf, Touran, Crafter, Taigo	Passat, Arteon, Tiguan, Transporter, ID.4	Sharan, Touareg

NEW PASSENGER CARS BY RANGE, BODY AND TECHNICAL CHARACTERISTICS

► THE RANGES, BODIES AND TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS BY COUNTRY IN 2021 (AS A % OF TOTAL)

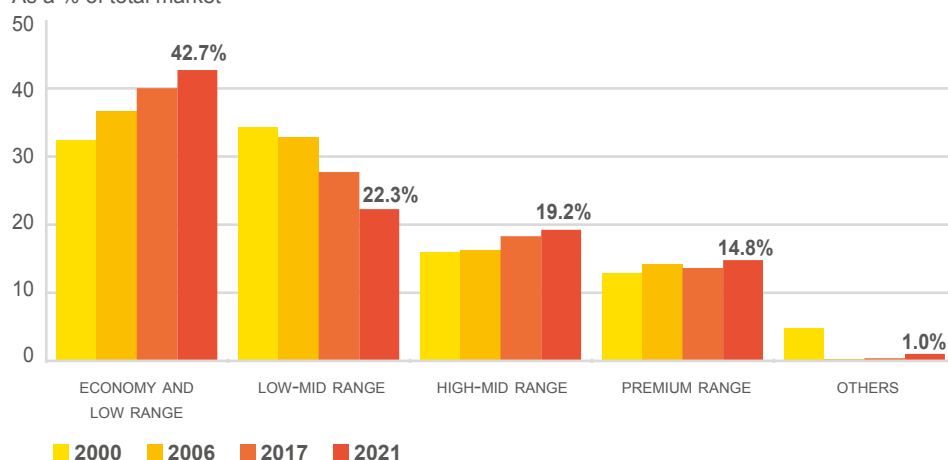
	Economy and low range	Low-mid range	High-mid range	Premium range	Sedans	Station wagons	Coupés	Convertibles	MPVs	Average engine size (cm³) (1)	Average power (kW) (1)	4WD (as a %)
GERMANY	33%	24%	21%	20%	32%	16%	3%	4%	37%	1,702	121	22%
AUSTRIA	37%	23%	22%	17%	34%	11%	1%	6%	44%	1,577	103	22%
BELGIUM	36%	24%	22%	17%	35%	10%	2%	5%	48%	1,524	102	15%
DENMARK	40%	25%	19%	15%	47%	19%	1%	4%	28%	1,501	98	8%
SPAIN	43%	27%	23%	8%	37%	4%	1%	2%	56%	1,462	96	11%
FINLAND	24%	28%	25.4%	20%	32%	19%	0.3%	1%	44%	1,633	109	23%
FRANCE	57%	24%	12%	7%	49%	3%	1%	3%	43%	1,404	91	7%
GREECE	59%	20%	16.7%	4%	50%	2%	0.4%	1%	44%	1,339	0	5%
IRELAND	31%	25%	29.5%	14%	38%	5%	0.5%	1%	55%	1,569	96	14%
ITALY	63%	15%	15%	7%	45%	4%	1%	2%	48%	1,389	87	12%
LUXEMBOURG	33%	22%	20%	24%	33%	10%	4%	4%	47%	1,789	133	25%
THE NETHERLANDS	42%	23%	19%	15%	41%	10%	1%	1%	45%	1,420	96	10%
PORTUGAL	48%	26%	13%	11%	44%	9%	1%	2%	43%	1,400	92	7%
UNITED KINGDOM	37%	22%	21%	18%	41%	5%	2%	2%	49%	1,583	115	18%
SWEDEN	19%	25%	25%	29%	23%	23%	1%	1%	50%	1,721	122	34%
EU 15	43%	22%	19%	14%	39%	9%	2%	3%	45%	1,529	104	16%
ICELAND	22%	21%	31.3%	25%	21%	3%	0.0%	1%	71%	-	-	39%
NORWAY	18%	14%	29%	38%	28%	5%	0%	2%	64%	1,941	132	52%
SWITZERLAND	30%	20%	25%	25%	32%	9%	3%	5%	48%	1,806	138	46%
ALL 18 COUNTRIES	43%	22%	19%	15%	39%	9%	2%	3%	45%	1,538	105	17%

Source: CCFA

(1) Calculated on internal combustion vehicles.

BREAKDOWN OF NEW PASSENGER CAR REGISTRATIONS BY RANGE IN EU-18

As a % of total market



In 2021, the diversity of the offer continues to increase; the market share of the top 15 vehicles sold in Western Europe is now only 24%, compared to 40% in 2000.

The economy and lower ranges dominate the market with 43% of registrations in 2021, up 1 point compared to last year. The lower middle range, rich in sedans, is down another 3 points in 2021 (22% of the market), in favour of the high-mid and premium ranges (34 %) which traditionally weigh more when the market is low. Differences remain between Northern Europe, which is more focused on upper ranges and station wagons, and Southern Europe, which favours low and low-mid ranges. Despite the success of the lower range and sedans in Germany and the United Kingdom during the 2009 crisis, the market shares of the lower ranges remain, in these two countries, 5 to 11 points below the European average, while that those of the higher ranges remain above (40%).

The bodies of new cars have also evolved over the past ten years in Western Europe. The sedan market share continues to decline (39% in 2021, compared to 57% in 2010) in favour of the SUV-4WD category, which benefits from a varied and growing offer and takes 45% of the market today, compared to 11% in 2010. Their market share even exceeds 50% in Spain, Ireland, Sweden and Norway. Conversely, it is low in Germany, with only 37% of sales.

The technical characteristics of vehicles (displacement, power) have also undergone changes, thanks to the reduction in engine size (downsizing), identical engine power with a smaller displacement) and the development of electrification, but remain closely linked to economic, fiscal and geographical conditions of each national market.

Finally, the 4WD market has grown significantly in Western Europe since 2010 with a market share that has doubled in ten years to reach 17%

11 of the 15 Best-selling models in Western Europe were in the economy and lower range in 2021

► RANKING OF THE 25 LEADING MODELS IN WESTERN EUROPE IN 2021

Models	Units	Market share
PEUGEOT 208	191,995	1.8%
VOLKSWAGEN GOLF	190,346	1.8%
PEUGEOT 2008	183,621	1.7%
RENAULT CLIO	179,919	1.7%
DACIA SANDERO	176,205	1.7%
FIAT 500	175,004	1.7%
VOLKSWAGEN T-ROC	171,659	1.6%
OPEL CORSA	171,362	1.6%
TOYOTA YARIS	165,677	1.6%
CITROEN C3	150,911	1.4%
VOLKSWAGEN POLO	147,728	1.4%
RENAULT CAPTUR	147,638	1.4%
VOLKSWAGEN TIGUAN	147,093	1.4%
TESLA MODEL 3	140,987	1.3%
PEUGEOT 3008	131,915	1.2%
FIAT PANDA	129,415	1.2%
HYUNDAI TUCSON	121,379	1.1%
FORD PUMA	121,280	1.1%
VOLVO XC40	118,609	1.1%
VOLKSWAGEN T-CROSS	114,075	1.1%
TOYOTA COROLLA	110,923	1.0%
DACIA DUSTER	110,876	1.0%
MINI MINI	104,686	1.0%
SKODA OCTAVIA	100,851	1.0%
HYUNDAI KONA	98,562	0.9%

in 2021. It is higher than average in Nordic and mountainous countries, in order to meet the needs of the geographical relief or weather conditions, and exceeds 50% in Norway. In Germany, it is also above the European average with a market share of 22%.

NEW PASSENGER CARS BY ENERGY

20%

Market share of electrified cars in Western Europe in 2021

In 2021, the electrification of vehicles continued in Europe in a still fragile economic context. Registrations of new passenger cars fell by 2%, but those of electric cars increased by 63% (+4 points of market share) to reach 11.1% of the total market. Those of hybrid cars grew by 58%, representing a gain of 11 points in market share to 29% of total registrations. The growth of plug-in hybrids (30% of hybrids) was the strongest (+65%), but it slowed down significantly compared to last year (+207% in 2020). Plug-in hybrids now represent 9.3% of cars sold. The non-rechargeable hybrid market grew

by 55% in 2021 and its growth accelerated compared to last year. In 2021, they represent 19.7% of total registrations. In total, 20% of cars sold in Western Europe were electrified (electric or plug-in hybrids) in 2021, compared to 12% in 2020.

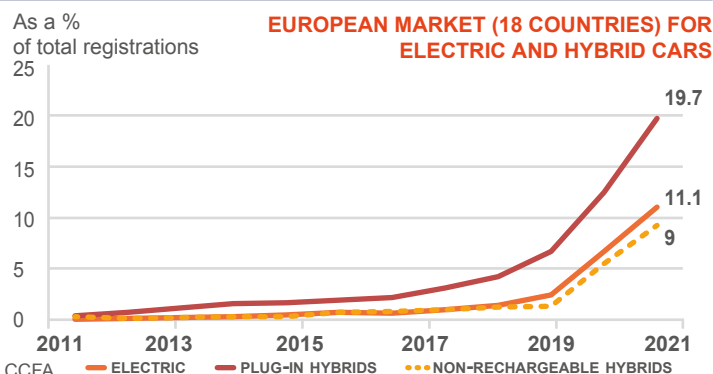
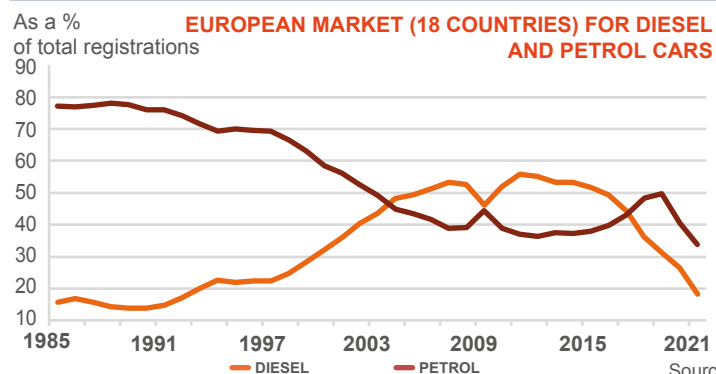
The share of new cars equipped with a diesel engine continues to contract and amounts to only 18.2% in 2021, compared to more than 55% in 2011. Now, in all countries of Western Europe, diesel accounts for less than half of total sales. Petrol engines have therefore once again become the majority and represent on average 40% of registrations in 2021. In some countries, however, hybrid engines are beginning to impose themselves at the top of sales. Similarly, Norway stands out with an electric car market which

represents 65% of registrations.

The situation in Eastern Europe is gradually joining that of Western countries. Petrol appears to be the primary propulsion energy, with a market share of 51%, although down 9 points compared to 2020. Diesel engines are now at the same level as in Western Europe. Finally, the market for alternative energy vehicles is also growing strongly, in particular thanks to the success of the non-rechargeable hybrid (24% of sales), while the plug-in hybrid and the electric remain far behind Western Europeans markets (2% of sales, against 9% and 11% respectively).

► NEW PASSENGER CARS BY ENERGY IN EUROPE IN 2021 (As a %)

	Diesel	Petrol	Hybrids	Plug-in hybrids	Non-rechargeable hybrids	Electric
GERMANY	20.9%	39.0%	26.1%	11.5%	14.6%	13.0%
AUSTRIA	24.5%	38.1%	23.4%	5.3%	18.1%	13.9%
BELGIUM	20.0%	44.3%	29.0%	12.3%	16.7%	5.9%
DENMARK	12.9%	47.0%	26.6%	21.8%	4.8%	13.5%
SPAIN	19.9%	43.8%	31.8%	5.0%	26.8%	2.8%
FINLAND	9.9%	35.9%	42.9%	16.6%	26.3%	10.3%
FRANCE	21.1%	40.2%	26.0%	8.5%	17.5%	9.8%
GREECE	17.4%	50.7%	27.0%	4.3%	22.6%	2.2%
IRELAND	29.3%	30.0%	32.2%	10.4%	21.8%	8.2%
ITALY	22.1%	29.9%	33.8%	4.5%	29.3%	4.6%
LUXEMBOURG	25.1%	37.9%	26.4%	10.0%	16.5%	10.5%
THE NETHERLANDS	2.2%	45.5%	32.1%	9.6%	22.6%	19.5%
PORTUGAL	22.0%	42.8%	23.0%	10.7%	12.3%	9.7%
UNITED KINGDOM	10.7%	49.6%	27.9%	6.7%	21.3%	11.6%
SWEDEN	10.1%	26.3%	43.7%	24.9%	18.8%	19.1%
ICELAND	13.5%	16.4%	42.4%	24.2%	18.2%	27.6%
NORWAY	3.6%	2.2%	29.6%	21.7%	8.0%	64.5%
SWITZERLAND	13.6%	41.5%	31.4%	8.6%	22.8%	13.4%
ALL 18 COUNTRIES	18.2%	39.8%	29.0%	9.3%	19.7%	11.1%
NEW EUROPEAN UNION COUNTRIES (11 COUNTRIES)	17.5%	51.1%	26.3%	1.9%	24.4%	2.3%



The evolution of engines in Europe is largely influenced by the regulations and taxation of each country. In recent years, it has also been impacted by announcements by national and local authorities aimed at restricting the circulation of cars with thermal engines and in particular diesel (low emission mobility zones – ZFE-m), but also by financial aid for transport purchase of less emitting vehicles (electric, hybrid or sometimes even petrol as part of the conversion bonus). The adoption of the “Fit For 55” legislative package in 2021 aims to implement concrete actions to accelerate the fight against climate change and enable Europe to achieve carbon neutrality by 2050. In June 2022, the European Parliament has voted the end of the heat engine in 2035 and an intermediate objective of reducing CO₂ emissions by 55% for light vehicles by 2030.

The development of the market for alternative energy vehicles remains strongly linked to GDP

per capita, as shown by an ACEA study. The EU 27 countries, which have an electrified vehicle market share of less than 4%, have an average GDP per capita of less than 27,000 euros and, in 2021, 72% of electric vehicle sales are concentrated in 4 countries all of which have a GDP per capita above 45,000 euros: France, Germany, Italy and Sweden. The various national public policies, such as financial aid for the purchase of an electrified vehicle or traffic restrictions on polluting vehicles, also explain these differences. Finally, infrastructure is another essential factor in the development of electric mobility. The number of charging stations is correlated to the development of the electrified car market. 70% of charging points in Europe are located in just 3 countries: the Netherlands, Germany and France, which are also those where the most electrified cars are sold.

In 2021, the average market share of electric cars in Western Europe is 11.1% but it is below

this average in the countries of Southern Europe (less than 5% in Spain and Italy) and in above in the countries of Northern Europe, with market shares exceeding 13% such as Denmark (13.5%), Sweden (19%) and Norway (65%).

For plug-in hybrid cars, the same gap can be observed between Northern European countries, such as Sweden (25%) and Norway (22%), whose market shares exceed the average for Western Europe (9.3%), and those of Southern Europe, where market shares do not exceed 5%.

Finally, in Eastern Europe, non-rechargeable hybrids represent a quarter of sales in 2021, more than in Western Europe. Conversely, the market shares of electric and plug-in hybrid cars remain very low, with 2.3% and 1.9% respectively. The highest market shares for electric cars are observed in countries where financial aid for purchase is the most generous (5.3% in Romania).

THE PASSENGER CARS IN USE IN EUROPE

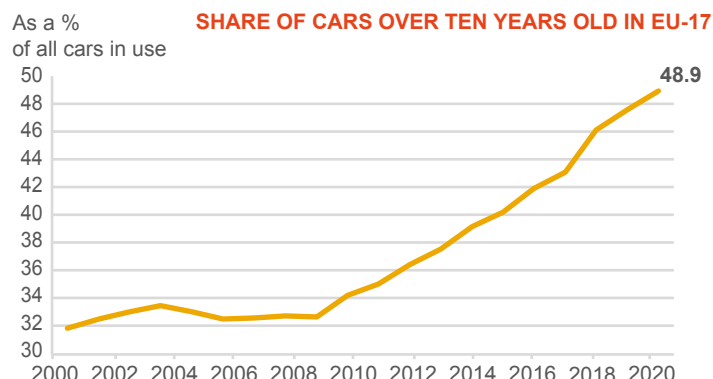
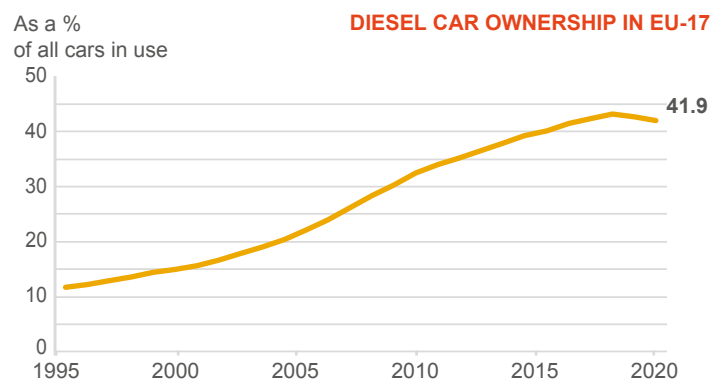
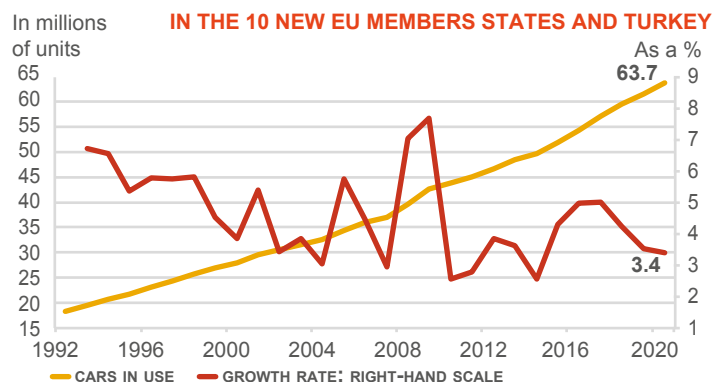
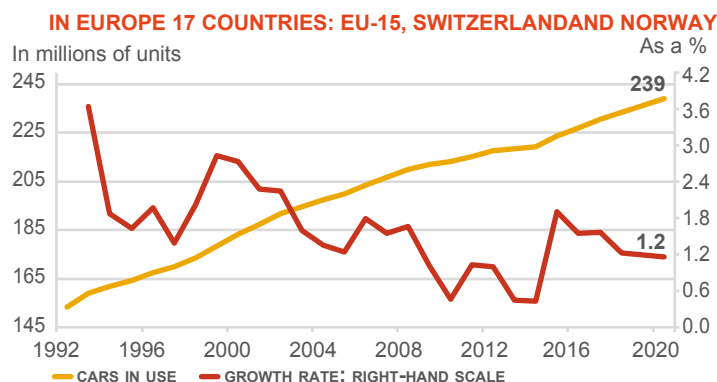
On 1 January 2020, the passenger car fleet in the wider Europe (EU 27 + EFTA + UK) amounted to 303 million units, an increase of 1.6% compared to the previous year. In Western Europe, where car density is high (539 cars per 1,000 inhabitants on average), the number of cars increased by 1.2%, compared to +1.5% on average between 2014 and 2019. In the new countries joining the European Union and Turkey, where motorisation rates are generally lower (491 per 1,000 inhabitants on average), the growth rate of the car park is more sustained. It increased by 3.4% on 1 January 2020, compared to an average of 4.4% between

2014 and 2019. At the start of 2020, this area represents 21% of the European fleet, compared to 15% in 2005, and several countries now have rates motorisation identical to the countries of Western Europe.

For the second consecutive year, the share of diesel in the fleet fell in Western Europe (-1.3 point in two years) and stood at 41.9%. On the other hand, it continues to increase in the countries of Central and Eastern Europe which are members of the EU and stands at 41.7%, i.e. five points more than in 2019.

The share of cars over 10 years old in the Western European fleet continues to increase (+2.8 points in two years) and reached 49% on 1 January 2020. This level hides significant disparities between the countries of in Southern Europe, where this share is 66% on average, and the other Western European countries, where it is 33% on average. In Central and Eastern European EU countries, this percentage is even higher with 76% of the passenger car fleet over 10 years old.

► PASSENGER CARS IN USE ON 1 JANUARY EACH YEAR



(1) The change was calculated on a like-for-like basis.
Sources: ACEA, professional organisations

As of 1 January 2020, the passenger car fleet in Western Europe amounted to 239 million. The high equipment rates and the crisis affected the growth of the stock, the average rate of which was 1.9% per year between 1992 and 2009. From 2009, the growth rate slowed down to 1.1% per year on average. As of 1 January 2020, the customer base increased in all European countries, except in France where it fell by 0.3%. In the new member countries and in Turkey, the increase in the number of customers also slowed down, from 5.2% per year before 2009 to 3.7% per year afterwards. As of 1 January 2020, it still grew by 3.4% compared to the previous year.

After increasing by 2 points per year between 2002 and 2009, the share of diesel engines in the Western European fleet slowed (+1.2 point per year) and fell for the second consecutive year to 41.9%. As of 1 January 2020, this motorisation remains the majority in only five Western European countries, including Spain (58%) and France (57%), despite the decline observed in these two countries. In Germany, this share is low (31%),

while it is close to the European average (42%) in the United Kingdom (37%) and Italy (44%). In the Eastern countries, this motorisation continues to progress.

After hovering around a third between 2000 and 2009, the share of cars over 10 years old in Western Europe has steadily increased and now reached 49% as of 1 January 2020. This share is particularly high in European countries South, where it reaches almost 60% in Italy and 65% in Spain and Portugal. In Eastern European countries, lower-cost demand is mainly satisfied by imports of second-hand vehicles and the share of vehicles over 10 years old is even higher (76% on average). It even reaches 80% in Poland and Romania.



**1 out of
2 cars**

**Circulating in Western
Europe is more than ten
years old**

NEW LIGHT COMMERCIAL VEHICLES IN EUROPE



49.2%

Share of Stellantis and the Renault group in light commercial vehicle sales in Western Europe in 2021

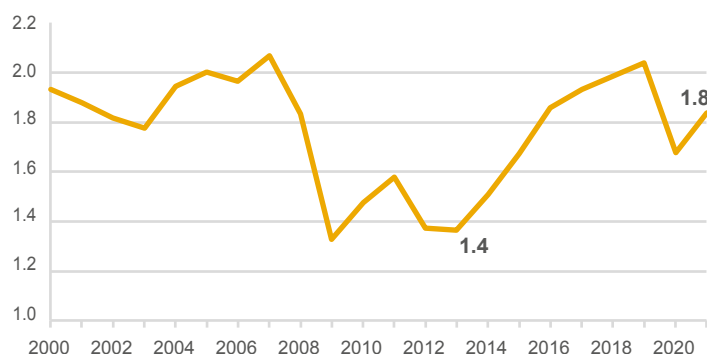
In 2021, the West European market for light commercial vehicles grew by 10% to reach 1.8 million units. While in 2020 the light commercial vehicle market was less affected by confinements and travel restrictions, in 2021 it was also slightly less affected than passenger cars by the shortage of semiconductors. However, this growth remains weak in view of the 18% drop observed in 2020 and this recovery has not made it possible to return to the record level of 2019 at 2 million units. The market is still down 10% from this high. No country has managed to regain its 2019 level despite strong growth in a few countries: registrations of light commercial vehicles increased by 21% in the United Kingdom, 15% in Italy and 8% in France. On the other hand, the market continued

to contract in Germany (-1%) and Spain (-4%).

The market share of French groups in the light commercial vehicle market in Western Europe has steadily increased since 2014, with the growth of the market. In 2021, the merger of the PSA and FCA groups will allow Stellantis and the Renault group to take nearly half of commercial vehicle sales in Western Europe (49%). In Italy and Spain, the two entities represent 60% of units sold. In France, their market share is over 70%.

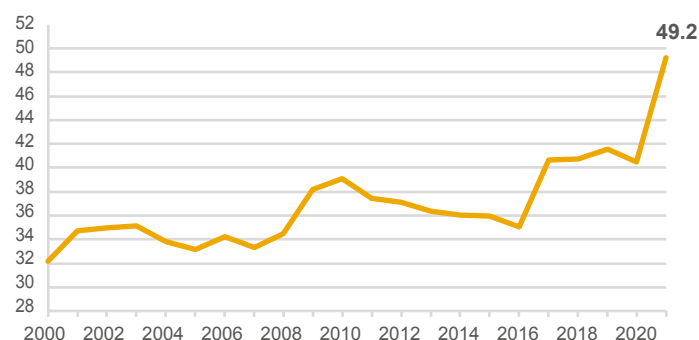
LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN EUROPE (18 COUNTRIES)

In millions of units



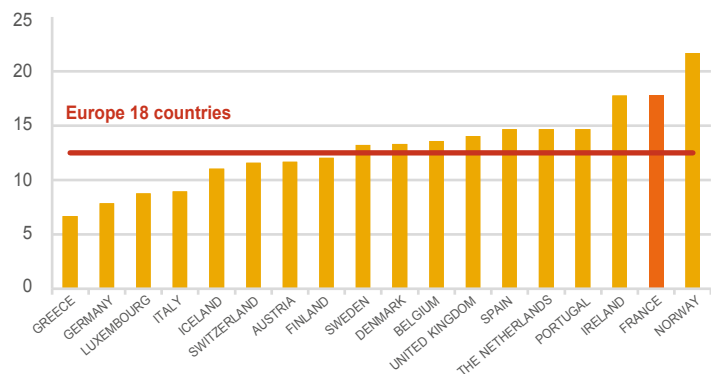
RENAULT GROUP AND STELLANTIS MARKET SHARE (1)

As a % of total market



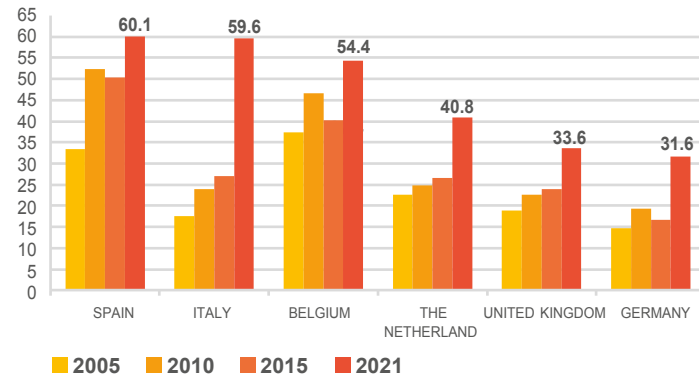
SHARE OF LIGHT COMMERCIAL VEHICLES IN LIGHT VEHICLE REGISTRATIONS (PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES) IN 2021

As a %



MARKET SHARE IN THE MAIN EUROPEAN COUNTRIES OF THE RENAULT GROUP AND STELLANTIS (1)

As a %



(1) Renault group and PSA market share until 2020.

Source: CCFA

Tax treatments are not identical in all European countries, so the share of light commercial vehicles (commercial vehicles under 5.1t) in all light vehicles varies from 8% in Germany to 22% in Norway. On average, it amounted to 12% in Western Europe in 2021. In volume, France remains the leading European market, with 432,631 units, ahead of the United Kingdom (362,358 units), Germany (270,466 units), Italy (185,300 units) and Spain (152,335 units) which remains in 5th place.

Since 2014, this market has grown steadily and French manufacturers have gained market share compared to 2007. In 2021, Stellantis, born from the merger of the PSA and FCA groups on 17 January 2021, represented 33.6% of the market

but also produces utility vehicles for other brands (Toyota). The Renault group occupies 15% of the market and also produces for other brands (Daimler, Nissan, Mitsubishi).

The van segment (Trafic, Master, Expert, Boxer, etc.) represents more than half of sales and that of vans (Kangoo, Berlingo, etc.), 20%. The other segments are occupied mainly by pickups and sedans.

In 2021, all segments combined, six of the ten best-selling models are produced by Stellantis or Renault (Renault Kangoo, Citroën Berlingo, Peugeot Partner, Renault Trafic, Renault Master and Fiat Ducato).

Despite the development of the supply of alternative energy vehicles, the market share of electric or plug-in hybrid vehicles in Europe will remain low in 2021 (3%), compared to the passenger car market (20%). As for passenger cars, it is higher in Norway (14%), Iceland (6%) and the Netherlands (4%) and lower in the countries of southern Europe (1% in Portugal, 1.8% in Italy, 1.9% in Spain), Germany and France being within the European average.

THE HEAVY TRUCK MARKET IN EUROPE

The Western European market for industrial vehicles over 5.1 tonnes increased by 9.4% in 2021, a weaker than expected rebound due to supply and delivery time issues that affected the sector, and which did not make it possible to compensate for the fall in the market in 2020 (-25%). With 258,000 units, the level of registrations remains much lower than that of 2019 when the market, after experiencing continuous growth from 2014, had reached 315,000 units.

All European countries experienced a rebound in 2021, but national markets remain behind compared to the volumes recorded in 2019, with the exception of Italy. In Germany, the leading European market with 30% of volumes sold in Western Europe, and in France, registrations increased by 6%. In the United Kingdom, the third European market behind France, volumes increased by around 13%. In Spain, the market grew by 10%. Italy is the country that recorded the

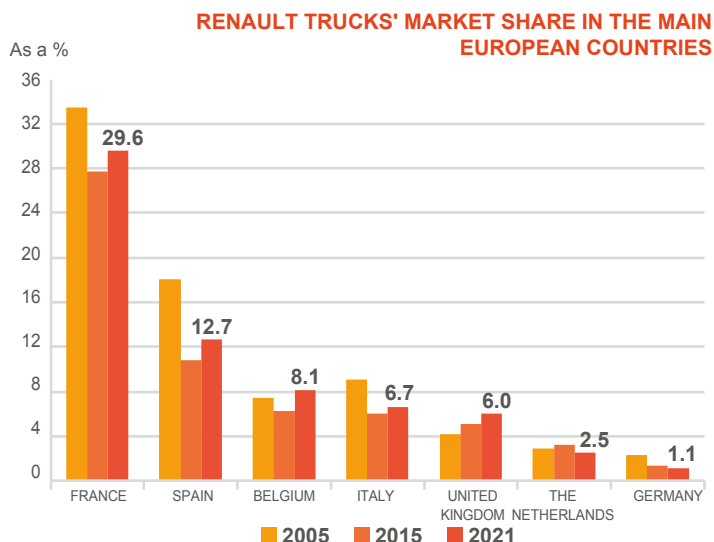
strongest increase in registrations (+25%) and is now 7% above its 2019 level.

22,960

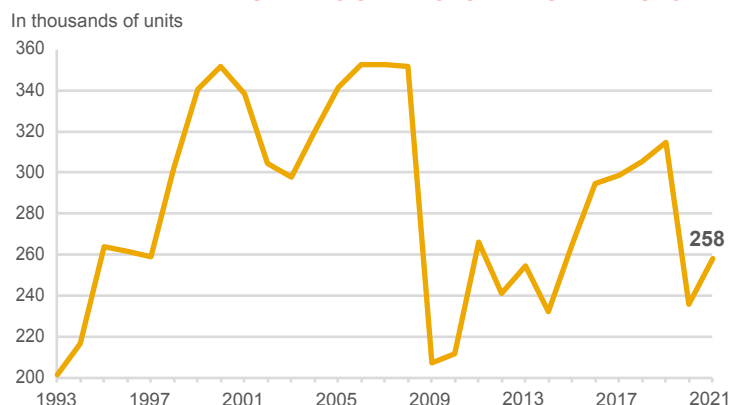
New Renault Trucks industrial vehicles over 5t sold in Western Europe in 2021

► HEAVY TRUCKS MARKET AND PRODUCTION IN WESTERN EUROPE (IN THOUSANDS OF UNITS)

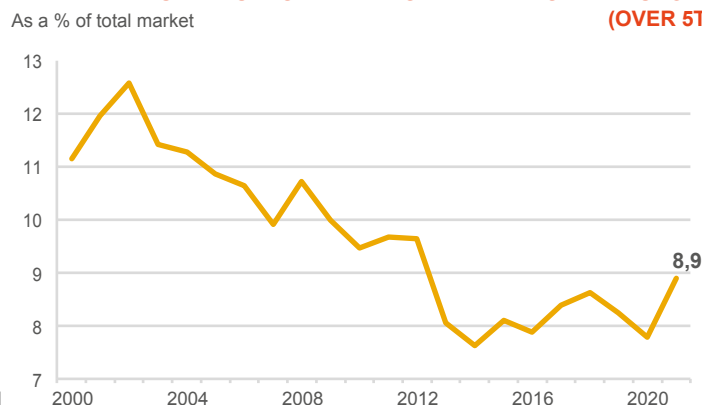
	2010	2015	2020	2021	Change 2021/2020
NEW HEAVY TRUCK REGISTRATIONS					
From 5.1t to 15.9 t	54	48	45	45	0.2%
16t and more	159	217	191	213	11.6%
TOTAL	212	265	236	258	9.4%



NEW HEAVY TRUCK REGISTRATIONS IN WESTERN EUROPE



RENAULT TRUCKS' MARKET SHARE IN WESTERN EUROPE (OVER 5T)



The European heavy-duty vehicle market has undergone very wide-ranging changes over the past few decades, strongly linked to the macro-economic context. The year 2000 had been a first high point after the 1993 crisis, then the units market had experienced a trough before breaking new volume records in 2006-2008 at 350,000 units. With the financial and economic crisis of 2009, it then collapsed and lost 150,000 units in one year. Then, it oscillated around 250,000 units before experiencing a further upturn between 2015 and 2019, without however returning to its record levels of 2000 and 2007. With the health crisis in 2020 and the weak rebound in 2021, the market now oscillates between 240,000 and 260,000, as after the 2009 crisis.

Vehicles of 16 tonnes and more (rigids or tractors) largely dominate the European industrial vehicle market (>5t). They represent 8 out of 10 vehicles on average. This weight is a little lower in Germany and the United Kingdom (around 70%) while it reaches 90% in Spain, the Netherlands and Austria.

The market for alternative energy industrial vehicles (gas, electric, hybrid) remains weak but continues to develop in Europe. It represents 4.2% of the market in 2021, compared to 3.4% in 2020. Despite the difficult economic context, the energy transition remains a major concern for manufacturers and for road freight transport companies, which must anticipate the legislative and regulatory developments (CO₂ emission reduction targets, city traffic restrictions, sustainable urban logistics). The NGV market is the most developed and in some countries (Italy, Latvia, Sweden), its market share exceeds 5% in 2021. The market share of electric vehicles remains very low in 2021 (0.5%) but the offer is beginning to expand in the urban delivery segments and is now extending to other uses (regional transport, construction). Switzerland is an exception with a market share of electric industrial vehicles of 3%, higher than that of gas vehicles.

In 2021, Renault Trucks' market share will gain more than 1 point in Western Europe thanks to good performance in France (+1.5 point) where the brand generates more than half of its Western

European sales. It is also improving in the United Kingdom (+1.5 point) and in Southern Europe (Spain, Italy), which respectively represent 15% and 20% of the Western European market. In 2021, Renault Trucks' market share in Western Europe stands at 8.9%.

Across the entire European market for vehicles over 6 tonnes, Renault Trucks' invoicing increased by 41% in 2021 and the brand recorded its best performance in Poland with an increase of 89%.

In the segment of vehicles over 16t, registration volumes are up 21% and allow Renault Trucks to stabilise its market share at 8.8%.

REGISTRATIONS AND PRODUCTION IN THE NEW MEMBER STATES OF THE EUROPEAN UNION

Vehicle production in the new EU countries amounts to 3.46 million units in 2021, down 3.5% compared to 2020 and 21% compared to 2019. The health crisis in 2021, then the supply problems linked to the shortage of semiconductors in 2021, caused production to fall, the volumes of which fell back to the level of 2014. On the demand side, sales of new vehicles, after having fallen by 23% in 2020, increased by 4.4% in 2021, to 1.4 million units, which remains well below (-20%) 2019 volumes. The difference between

production and sales of new vehicles is in 2021 around 2 million units.

The Renault group and Stellantis have been commercially present in this area for many years and also have industrial facilities there: Stellantis (excluding FCA) in Slovakia, the Czech Republic and Poland; Renault in Slovenia and especially in Romania with Dacia. All of these sites accounted for production of 756,000 units in 2021. Registrations of new light vehicles from

Stellantis and the Renault group within these countries amounted to 356,000 units in 2021, i.e. 27% share of market up compared to 2020. The market should grow further given the gaps that remain in some of these countries in terms of automobile densities, compared to Western Europe.

► THE MARKET AND VEHICLE PRODUCTION IN THE NEW EU MEMBER STATES (IN THOUSANDS OF UNITS)

	2020	2021	Change
PRODUCTION OF VEHICLES (1)			
Passenger cars	3,409	3,277	-3.9%
Light commercial vehicles	179	185	-3.9%
Heavy vehicles			
TOTAL VEHICLES	3,587	3,462	-3.5%
NEW VEHICLE REGISTRATIONS (2)			
Passenger cars	1,139	1,153	1.2%
Light commercial vehicles	145	172	18.4%
Heavy vehicles (excluded coaches and buses)	50	69	36.7%
TOTAL VEHICLES	1,334	1,393	4.4%

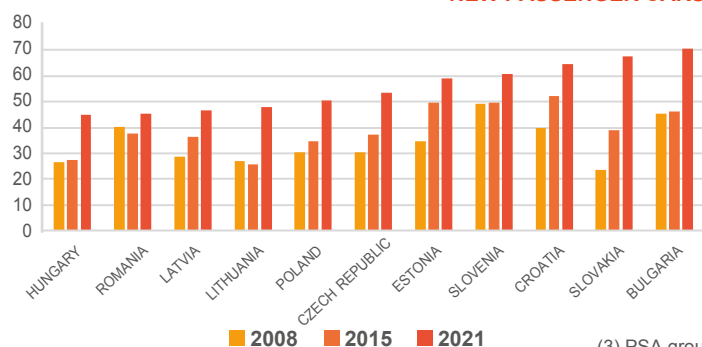
(1) 6 countries.

(2) 11 countries, excluding Malta and Cyprus.

Sources: CCFA, OICA

MARKET SHARE OF THE RENAULT GROUP AND STELLANTIS (3): NEW PASSENGER CARS

As a % of total market



(3) PSA group until 2020.

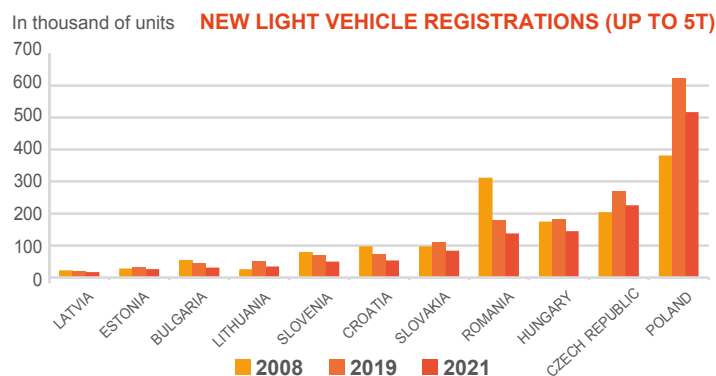
Source: CCFA

While the European Union of 15 countries is now seen as a car market whose demand essentially concerns renewal, this is not yet the case in all the new EU member countries. The average motorisation rate of 480 private cars per 1000 inhabitants (compared to 533 in Western Europe) hides large disparities between countries. It is around 350 in Latvia and Romania and between 400 and 450 in Hungary, Croatia and Slovakia, but rises to 660 in Poland and is around 600 in Estonia, Slovenia and the Czech Republic. Poland (39%) and the Czech Republic (18%) together account for 57% of passenger car registrations in the area, followed by Hungary and Romania (11%). For light utility vehicles, the largest market remains Poland (41%), followed by Hungary, which represents 13% of the market.

In 2021, the automotive markets in the new Member States of the European Union suffered from the semiconductor crisis, like Western

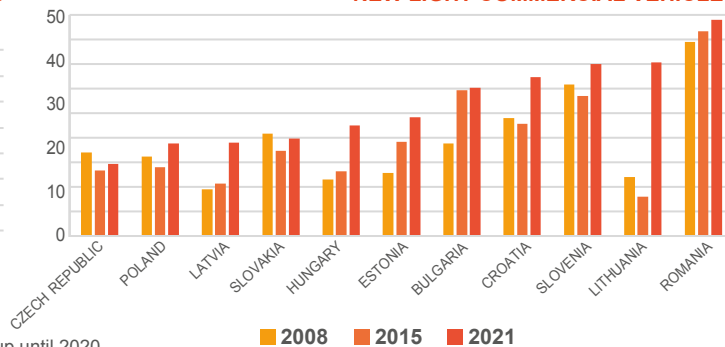
European countries, and did not really rebound after the COVID crisis. Although the passenger car market grew in 2021, while it declined in Western European countries (-1.9%), growth was only 1.2% in 2021, remaining in decline by 22% compared to 2019. The main markets of Poland and the Czech Republic increased by +4% and +2% respectively in 2021. The Hungarian market, in 3rd position, decreased by 5%. The commercial vehicle market experienced a more significant rebound: +18.4% for light commercial vehicles and +36.7% for heavy vehicles. The Polish market, which is the region's leading market by volume for light commercial vehicles (41% of the total) and heavy vehicles (53% of the total), experienced strong growth both in the first segment (+24%) than on the second (+57%). Its industrial vehicle sales exceeded their 2019 level with more than 32,500 units. Latvia and Lithuania also doubled their heavy vehicle registrations and surpassed their 2019 level.

The technical characteristics (displacements, power, body) of passenger cars registered in this zone are close to those of Western Europe, with the exception of those relating to motorisation. The share of cars equipped with a petrol engine continues to decline but remains more than 10 points higher than that of Western European countries (51.1% compared to 39.8%). In 2021, sales of electric cars increased by 66%, but their market share remains very low (2.3%) compared to Western Europe (11.1%). Hybrid engines have also developed strongly (+90% in 2021) and reach 26.3% of registrations (compared to 29% in Western Europe) thanks to the success of non-rechargeable hybrid cars, which represent a quarter of sales in 2021 compared to 19.7% in Western Europe. In Poland, the largest market in the area, non-rechargeable hybrids represent 29% of new car registrations in 2021.



MARKET SHARE OF THE RENAULT GROUP AND STELLANTIS (3): NEW LIGHT COMMERCIAL VEHICLES

As a % of total market



(3) PSA group until 2020.

Source: CCFA

THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION

In 2019, the European automotive industry provided employment for 2.7 million people, i.e. 8.5% of industrial jobs in Europe. Jobs are divided between the construction of vehicles, which represents 44% of the people employed, the manufacture of automotive equipment (49% of jobs) and the manufacture of bodywork and trailers (7% of jobs).

In the 7 countries of Western Europe where the automotive industry is historically present, the workforce in the sector fell sharply between 2005 and 2010 (-270,000 people), while it increased in the 7 new entrants (+190,000). Then, thanks to market growth and the promotion of products manufactured in this area, the workforce increased by 245,000 people between 2010 and 2019, in

particular thanks to Germany (+167,000 people, including 34,000 in 2019), in the United Kingdom (+30,000 between 2010 and 2018) but also in Spain (+20,000) and Portugal (+14,000). However, they did not return to their initial level despite the increase in the number of employees in 2019. As for France, it benefited little from this context (+8,000) due to its degraded competitiveness and lost more employees in 2019 (-6,000). In Eastern Europe, represented by 7 countries, the workforce fell slightly in 2019, but the gain was 460,000 people compared to 2005.

In 2019, the value added per person employed was stable at 82,000 euros on average in Europe, compared to 51,000 euros in 2012. In France, it

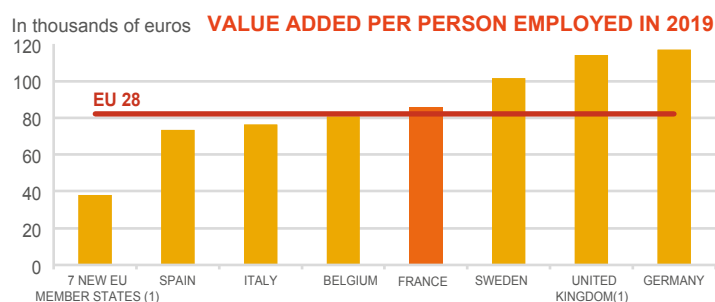
was 86,100 euros, compared to 117,200 euros in Germany. Personnel expenditure per person employed averages 55,000 euros in Europe, but with strong disparities between Western Europe and Central and Eastern Europe. They amount to 65,000 euros in France, 85,000 euros in Germany, but only 20,000 euros on average in the 7 countries of Central and Eastern Europe. Social charges represent 30% of these expenses in France, compared to 18% in Germany and 21% on average in Europe.

2.7
MILLIONS

People employed in the automotive industry in Europe

► THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION 27 COUNTRIES AND THE UNITED KINGDOM (1) IN 2019

	Units	European Union (27 countries) + UK (1)	Germany	France	Spain	Italy	Sweden	Belgium	7 new EU member states (2)	United Kingdom (1)
People employed	thousands	2,726	916	233	160	169	94	30	812	166
of which automobile assembly	thousands	1,205	580	117	72	62	69	17	158	85
of which body and trailer manufacturers	thousands	182	51	23	11	13	4	6	30	21
of which automotive equipment manufacturing	thousands	1,333	285	93	77	94	21	8	624	60
Sales	€ million	1,212,851	529,858	144,861	75,573	65,356	50,648	15,263	183,150	88,239
Production	€ million	981,217	400,444	100,963	68,479	59,727	35,777	14,272	175,150	76,217
Production/Sales	%	80.9	76	70	90.6	91.4	70.6	93.5	95.6	86.4
Value added (to factor costs)	€ million	223,965	107,367	20,021	11,766	12,900	9,551	2,417	30,949	18,965
Value added/production	%	22.8	26.8	19.8	17.2	21.6	26.7	16.9	17.7	24.9
Value added per employee	€ thousand	82	117	86	73	76	101	81	38	114
	base 100: 7 new EU member states	216	307	226	193	200	266	211	100	299
Purchases of goods and services	€ million	999,716	422,558	124,303	65,836	54,359	42,336	12,960	155,202	71,060
Purchases as a % of production	%	101.9	105.5	123.1	96.1	91.0	118.3	90.8	88.6	93.2
Staff expenditures	€ million	148,879	78,100	15,090	7,343	8,515	6,193	1,843	16,551	8,879
Expenses per employee	€ thousand	55	85	65	45.8	50.4	65.8	61.4	20.4	53.4
	base 100: 7 new EU member states	268	418	318	225	247	323	301	100	262
Gross operating surplus (GOS)	€ million	75,086	29,268	4,930	4,423	4,386	3,358	574	14,399	10,086
GOS/Value added	%	33.5	27.3	24.6	37.6	34.0	35.2	23.8	46.5	53.2



(1) 2018 figure.

(2) 7 main new EU members: Hungary, Poland, Czech Republic, Romania, Slovakia, Slovenia, Bulgaria.

Sources: Eurostat and CCA estimates

The automotive industry, one of the essential sectors of the European economy, includes:

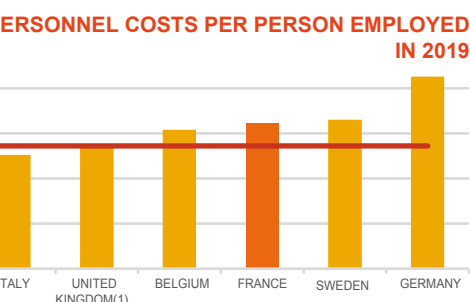
- the construction of motor vehicles;
- manufacture of bodies and trailers;
- the manufacture of automotive equipment.

In 2019, France represented 8.5% of the total workforce in the automotive industry in the European Union, Germany accounted for 34% and the United Kingdom, Italy and Spain around 6% each. In 2005, these rates were respectively 12%, 39% and 9% for the United Kingdom. Thus, the weight of Western Europe in the workforce of the automotive industry has fallen (falling from 84% in 2005 to 69%) in favour of new countries with lower costs such as new entrants to the European Union. Represented here by 7 countries (Hungary, Poland, Czech Republic,

Romania, Slovakia, Slovenia and Bulgaria), they now represent 30% of the total workforce, whereas they weighed only 16% in 2005.

On average in the European Union, the automotive industry represents 8.5% of industrial jobs, but it reaches 11.2% of jobs in Germany, 13.4% in the Czech Republic, 14.2% in Sweden and 15.5% in Romania and Slovakia.

Automotive industries remain very different depending on the country, in terms of structure and wage costs. In Germany and Sweden, more than 60% of the workforce in the automotive industry was employed by automotive manufacturing in 2019. This share is 50% in France, 45% in Spain and 37% in Italy, while it stands at around 19% in the seven entering countries.



In 2019, the wage cost gap between Germany or France and the new countries joining the European Union remains significant. The expenditure index per employed person expressed in base 100 for the average of the 7 entering countries, amounts to 318 in France, 323 in Sweden and 418 in Germany.

In addition to direct jobs, the automotive industry also generates indirect jobs which are estimated by ACEA at more than a third of direct jobs. The industrial sector therefore directly and indirectly employs 3.7 million people in Europe, or 11.5% of industrial jobs. By adding all jobs related to the automobile in services (trade, repair, rental, insurance), transport (people and goods) and construction (road maintenance), the sector directly or indirectly employs 14.6 million people, or 6.7% of all jobs in Europe.

THE SITUATION OF MANUFACTURERS IN 2021

STELLANTIS (from 01/17/2021) : www.stellantis.com

In 2021, in a context of shortage of semiconductors, the sales of the Stellantis group amounted to 6.5 million vehicles, compared to 6.4 million in 2020 for the two groups PSA and FCA combined.

The Stellantis group, born from the merger of the PSA and FCA groups, brings together 14 automotive brands. It relies on a workforce of more than 280,000 people worldwide, including 45,000 in France, spread over some twenty sites: assembly plants, production of internal combustion and now electric (Trémery) and mechanical engines; R&D centres (Vélizy then Poissy), spare parts stores (Vesoul). In France, downstream development is taking place thanks to Distrigo and MisterAuto in the distribution of parts; in the automotive trade, the group is increasing its presence on the second-hand market with AramisAuto and Spoticar, a multi-brand label for used vehicles created in 2019. With the Free2Move and Leasys (formerly FCA) brands, it is developing in mobility services, including internationally, and will be strengthened in 2022 with the acquisition of Share Now.

In 2021, the group spent more than 4.5 billion euros on research and development. With the Dare Forward 2030 strategic plan, the group is aiming for carbon neutrality by 2038 and a 50% reduction in emissions by 2030 through decarbonisation and the circular economy. The group has set itself the goal of selling 100% electric vehicles in Europe and 50% in the United States by 2030. It plans to have more than 75 100% electric models and to sell 5 million of them each year worldwide by 2030.

Internationally, the Stellantis group has a strong presence in Europe, North America and Latin America. It has developed its industrial cooperation in China and plans to continue to develop its activities in the world (India, Africa, Middle East). The Dare Forward plan plans to achieve 25% of global revenue outside of enlarged Europe and North America. Finally, it is developing various partnerships to produce batteries in Europe and North America. The ACC joint venture with TotalEnergies and Mercedes-Benz plans to build three battery factories in Europe, including one in Douvrin in the North. Other partnerships aim to secure its supplies of raw materials (Lithium, Nickel and Cobalt).

100,000
people

**Workforce of
manufacturers in France**

Renault Group: www.renault.com

In 2021, the Renault group sold 2.7 million vehicles worldwide. The Dacia and Alpine brands grew, while the Renault brand was more impacted by the shortage of semiconductors and the consequences of the pandemic which continues to disrupt trade and production.

In 2021, the Renault group employed 156,000 people worldwide, including 41,000 in France at some fifteen sites: assembly, engine and mechanical production plants (Cléon, Le Mans); R&D centres (Guyancourt), etc. Its downstream presence is based on Renault Retail Group, which distributes new and used vehicles as well as parts. The group is also actively working to develop the recycling of end-of-life vehicles and the use of recycled materials. At the end of 2020, the Re-factory project in Flins was launched and a year later, the group inaugurated its Factory VO (Used Vehicles), the first factory specialising in the reconditioning of used vehicles on an industrial scale.

In 2021, Groupe Renault spent 2.4 billion euros on research and development. With the "Renaulution" strategic plan, the group is committed to achieving zero CO₂ impact by 2040 in Europe and by 2050 worldwide. All new models marketed from 2022 will have an electric or electrified version, in a market which, in 5 years, will see 50% of vehicles sold run in electric or hybrid version.

The cooperation initiated in 1999 with Nissan within the Alliance has been optimised and expanded over time with the integration of Mitsubishi in 2016. Synergies (industrial level, electric vehicles, support functions, etc.) have been implemented place across the world. In 2021, French factories produce cars (Micra) and light commercial vehicles for Nissan. In addition, with the outbreak of war in Ukraine, the group ceased its activities in Russia in 2022. It also signed two major partnerships in the field of design and production of batteries for electric vehicles: with Envision AESC for the establishment of a gigafactory in Douai (Electricity cluster) and with Verkor to manufacture high-performance batteries. It has also concluded agreements to secure its supplies of decarbonised lithium (Vulcan), nickel (Terrafame) and cobalt (Managem Group).

With the "Renaulution" plan launched in 2021, the group has transformed its strategy by moving it from volume to value in order to restore its competitiveness. The levers are increased engineering and production efficiency, the Alliance's technological mastery and acceleration in data, mobility and energy services. The industrial

strengths and the electrical leadership in Europe constitute a basis for increasing the profitability of the 4 differentiated units based on the 4 brands: Renault, Dacia-Lada, Alpine and Mobilize.

Renault Trucks: www.renault-trucks.com

With 51,460 vehicles invoiced worldwide, Renault Trucks records a significant increase in its activity in 2021. In France, it represents 29.8% of the market, its best level for 10 years. Renault Trucks assembles its truck models in France at its factories in Bourg-en-Bresse and Blainville-sur-Orne and relies on partners for local assembly outside Western Europe, including Saudi Arabia.

Part of the Volvo group, which employs 100,000 people worldwide, Renault Trucks has 10,000 employees, four-fifths of whom are in France. In addition to complete vehicle assembly, Renault Trucks has engine assembly and stamping activities in Vénissieux, studies and research in Saint-Priest, and parts reconditioning in Limoges. In addition, in Bourg-en-Bresse, Renault Trucks has created a workshop specialising in the transformation of used trucks: the Used Trucks Factory. In 2022, it also announces the creation, on the Vénissieux site, of the Used Parts Factory, an industrial site dedicated to the recycling of trucks and the recovery of the parts and raw materials that compose it.

The manufacturer now offers a full range of alternative energy vehicles (gas, B100 biodiesel, electric) and a range of services including solutions to help save fuel (Optifuel Solutions) as well as predictive maintenance services (Start & Drive Excellence predict). It continues to invest massively in electric mobility to be part of a trajectory aiming for a 100% carbon neutral offer from 2040. It now offers a 100% electric range from 650 kg to 44 tonnes, made in France. Since March 2020, it has started series production of its second generation of electric vehicles at its Blainville-sur-Orne plant with the Renault Trucks E-Tech D (16t) and Renault Trucks E-Tech D Wide (26t) trucks. With the Renault Trucks E-Tech Master Red Edition, the manufacturer also offers two 3.1t models designed for urban use and last-mile deliveries, as is the Kleuster Freegônes cargo bike, which completed the range in 2022. Finally, two models with a GVW of up to 44 tonnes (Renault Trucks E-Tech T and C), respectively intended for regional transport and the construction trades, will be put into production from 2023 at the Bourg-en-Bresse plant.

	Units	Stellantis	Renault group	Volvo group
Sales	€ million	152,119	46,213	36,313
Capital expenditures	€ million	2 979 (1)	1,824	859
Research and development expenditure	€ million	4,560	2,365	1,759
Consolidated net income	€ million	13,354	967	3,243
Employees worldwide (2)	no. of people	281,595	156,466	95,850
of which France	no. of people	45,000	41,613	9,500

(1) Estimation.

(2) On 31 December.

FRENCH AUTOMOBILE GROUPS IN 2021

EUROPE

France

- 01 Batilly
- 02 Blainville
- 03 Bourg-en-Bresse
- 04 Dieppe
- 05 Douai
- 06 Flins
- 07 Fourchambault
- 08 Hordain
- 09 Limoges
- 10 Marolles-en-Hurepoix
- 11 Maubeuge
- 12 Mulhouse
- 13 Poissy
- 14 Rennes
- 15 Saint-Nazaire
- 16 Sandouville
- 17 Sochaux

Germany

- 18 Eisenach (Opel)
- 19 Rüsselsheim (Opel)

Spain

- 20 Barcelone (Nissan)
- 21 Palencia
- 22 Saragosse
- 23 Valladolid
- 24 Vigo
- 25 Madrid (Villaverde)

Italy

- 26 Val di Sangro

Poland

- 27 Gliwice (Opel)

Portugal

- 28 Mangualde

Czech Republic

- 29 Kolín (TMM CZ-Toyota)

Romania

- 30 Mioveni (Pitesti)(Dacia)

United Kingdom

- 31 Ellesmere Port (Opel)
- 32 Luton (Opel)

Russia

- 33 Izhevsk (AvtoVAZ)
- 34 Kalouga (Stellantis-Mitsubishi)
- 35 Moscow
- 36 Togliatti (AvtoVAZ)

Slovakia

- 37 Trnava

Slovenia

- 38 Novo Mesto

Turkey

- 39 Bursa (Oyak)
- 40 Istanbul (BD Otomotiv) (project)



STELLANTIS (EXCLUDING FCA)



RENAULT TRUCKS



RENAULT GROUP

76

Number of worldwide production and assembly sites used by Renault, Stellantis (excluding FCA) and Renault Trucks, including 6 in projects

AMERICA

Argentina

- 41 Buenos Aires
- 42 Cordoba (Santa Isabel)

Brazil

- 43 Curitiba
- 44 Porto Real

Colombia

- 45 Envigado (Medellin)

Mexico

- 46 Cuernavaca (Nissan)

Uruguay

- 47 Montevideo (Nordex)

AFRICA

Algeria

- 48 Oran (Oued Tielat)
- 49 Oran (Tafraoui) (project)
- 50 Meftah (BSF Souarki)

Egypt

- 51 Cairo (Mansour Group) (project)

Ethiopia

- 52 Wukro (MIE)

Ghana

- 53 Tema (SSA) (project)

Kenya

- 54 Thika (URYSIA)
- 55 Thika (CKD par CMC Motors)

Morocco

- 56 Kenitra
- 57 Casablanca
- 58 Tanger

Nigeria

- 59 Kaduna (PAN Nigéria Ltd)
- 60 Lagos (Coscharis group)

Tunisia

- 61 Tunis (STAFIM)

ASIA

Saudi Arabia

- 62 KAEC (AVI)

China

- 63 Chengdu (Dongfeng)
- 64 Shenzhen (SQRI)
- 65 Dingzhou (ChangAn)
- 66 Wuhan (Dongfeng)
- 67 Shenyang (RBJAC)
- 68 Nanchang (JMEV)
- 69 Shiyang (eGT-NEV)

South Korea

- 70 Busan (Renault Samsung Motors)

India

- 71 Thiruvallur (HMFCL - CK Birla) (project)
- 72 Chennai (Renault-Nissan)

Kazakhstan

- 73 Kostanay (Allur)

Malaysia

- 74 Gurun (Naza Automotive Manufacturing)

Pakistan

- 75 Karachi (LMC) (project)

Vietnam

- 76 Chu Lai (Thaco)

WORLD PRODUCTION OF FRENCH GROUPS



**261
million**

**Light vehicles produced
by the Renault group and
Stellantis (excluding FCA)
worldwide since 1898**

In 2021, the global production of the Renault group and Stellantis (excluding FCA) fell by 1% in 2021 to 5.2 million vehicles. The recovery in global economic activity has generated tensions on the supply of electronic components and on production costs (raw materials, transport, etc.) which have slowed down the post-Covid recovery and have particularly affected automotive production. The resumption of the epidemic in some countries has led to new restrictive measures which have also weighed on demand and economic activity. Between 1996 and 2018, their production had increased by more than 110%, i.e. an average annual growth of 3%, both thanks to the increase in outlets in Europe outside France, then, subsequently, to those outside Europe. Since 2018, the decline is now 35%.

Production of passenger cars amounted to 4.3 million units, a decline of 4% and 38% compared to the record of 2018. Production of light commercial vehicles, on the other hand, rebounded in 2021 and is established at 957,000 units, up 21% compared to 2020, without however returning to the level of 2019.

The Renault group and Stellantis (excluding FCA) have a wide variety of sites: historic factories (Sochaux, Sandouville), recent factories in emerging countries (Tangiers, Kenitra), large ones (Vigo, Pitesti), those producing a single type of model (Trnava, Bursa) or a great diversity (Chengdu, Curitiba), those of van-type light commercial vehicles (Hordain, Batilly) and those of smaller light commercial vehicles (Maubeuge, Vigo).

► PRODUCTION OR ASSEMBLY LOCATIONS BY MODEL IN 2021

STELLANTIS (excluding FCA)	
Brands and models	Production or assembly sites in 2021
Peugeot: 108 / Citroën: C1	Kolin (Czech Rep.) (TMMCZ)
Peugeot: 208	Trnava (Slovakia), Kenitra (Morocco), Buenos Aires (Argentina)
Citroën: C3, C3 Aircross, C3 Picasso, C3-XR	Trnava (Slovakia), Zaragoza (Spain), Porto Real (Brazil), Wuhan (China)
DS: DS3 Crossback	Poissy (France)
Peugeot: 301 / Citroën: C-Elysée	Vigo (Spain), Wuhan (China)
Peugeot: 308	Sochaux (France), Buenos Aires (Argentina)
Peugeot: 2008	Porto Real (Brazil), Chengdu (China), Vigo (Spain), Gurun (Malaysia), Chulai (Vietnam)
Peugeot: 3008	Sochaux (France), Vietnam (THACO)
Peugeot: 4008	Chengdu (China) (DPCA), Malaysia (Naza Automotive Manufacturing)
Peugeot: 5008	Rennes (France), Sochaux (France), Chengdu (China), Malaysia (Naza Automotive Manufacturing), Vietnam (THACO)
Citroën: C4, e-C4	Buenos Aires (Argentina), Kaluga (Russia) (PCMA), Madrid (Spain)
Citroën: C4 Cactus, C4 Spacetourer	Vigo (Spain), Porto Real (Brazil)
Citroën: C5 Aircross, C5 X	Rennes-la-Janais (France), Chengdu (China)
Citroën: C6	Wuhan (China)
DS: DS4	Rüsselsheim (Germany)
DS: DS7 Crossback	Mulhouse (France), Shenzhen (China)
DS: DS9	Shenzhen (China)
Peugeot: 408	Buenos Aires (Argentina), Kaluga (Russia) (PCMA), Wuhan (China)
Peugeot: 508	Mulhouse (France), Wuhan (China)
Peugeot: Partner, Rifter / Citroën: Berlingo / Opel: Combo	Vigo (Spain), Mangualde (Portugal), Kaluga (Russia), Buenos Aires (Argentina)
Peugeot: Expert / Citroën: Jumpy	Hordain (France), Kaluga (Russia) (PCMA), Montevideo (Uruguay) (Nordex), Luton (UK)
Peugeot: Traveler / Citroën: Spacetourer	Hordain (France), Kaluga (Russia) (PCMA), Luton (UK)
Peugeot: Boxer / Citroën: Jumper	Val di Sangro (Italy), Gliwice (Poland)
Opel: Vivaro, Zafira Life	Hordain (France), Luton (UK)
Opel: Corsa, Crossland	Zaragoza (Spain)
Vauxhall: Astra	Gliwice (Poland), Ellesmere Port (UK)
Vauxhall: Insignia	Rüsselsheim (Germany)
Opel: Grand Land	Sochaux (France), Eisenach (Germany)
Opel: Moka	Poissy (France)

Source: Stellantis

RENAULT GROUP	
Brands and models	Production or assembly sites in 2021
Alpine: A110	Dieppe (France)
Renault: Twingo 2, Twingo Electric	Novo Mesto (Slovenia)
Renault: Kwid	Chennai (India), Curitiba (Brazil)
Renault: Clio	Bursa (Turkey), Novo Mesto (Slovenia), Oran (Algeria)
Renault: ZOE	Flins (France)
Renault: Capture	Valladolid (Spain), Moscow (Russia), Curitiba (Brazil)
Renault: Logan 2	Casablanca (Morocco), Cordoba (Argentina), Curitiba (Brazil), Envigado (Colombia), Togliatti (Russia) (AvtoVAZ), Pitesti (Romania), Tangier (Morocco), Oran (Algeria)
Renault: Kadjar	Palencia (Spain)
Renault: Koleos	Busan (South Korea) (RSM)
Renault: Duster	Curitiba (Brazil), Envigado (Colombia), Chennai (India), Moscow (Russia)
Renault: Lodgy / Ludospace	Tangier (Morocco)
Renault: Tribler	Chennai (India)
Renault: Docker	Cordoba (Argentina), Tangier (Morocco)
Renault: Arkana	Moscow (Russia), Chennai (India)
Renault: Megane 4, Sedan C	Palencia (Spain), Bursa (Turkey)
Renault: Electric Megane	Douai (France)
Renault: Scenic	Douai (France)
Renault: Space	Douai (France)
Renault: Talisman	Douai (France)
Renault: Kangoo, Kangoo ZE	Maubeuge (France)
Renault: Master, Master ZE	Batilly (France), Curitiba (Brazil)
Renault: Traffic, Traffic 2	Sandouville (France)
Renault: Alaskan	Cordoba (Argentina), Barcelona (Spain), Cuernavaca (Mexico)
Dacia: Sandero, Logan 2	Pitesti (Romania), Tangier (Morocco), Casablanca (Morocco), Oran (Algeria)
Dacia: Duster	Pitesti (Romania)
Dacia: Lodgy / Ludospace	Tangier (Morocco)
Dacia: Spring (K-ZE)	Shiyan (China)
RSM: Koleos	Busan (South Korea)
RSM: Talisman	Busan (South Korea)
RSM: XM3 / SM7	Busan (South Korea)
Lada: Kalina, Granta, Granta Hatchback, 4X4, Niva Travel	Togliatti (Russia) (AvtoVAZ), Izhevsk (Russia) (AvtoVAZ)
Lada: Vesta	Izhevsk (Russia) (AvtoVAZ)

Source: Renault group

MARKETS FOR NEW VEHICLES FROM AUTOMOBILE GROUPS

In 2021, the share of outside France for the Renault group, Stellantis and Renault Trucks represent 76% of their worldwide production, down 1 point compared to 2020. Sales in France increased steadily from 2012 to 2019 and the share of the French market in their outlets is now around 20%. As for foreign markets, they represent 80%, compared to two thirds in 2000 and less than 60% in 1990. Their deliveries to the European Union have increased, between 2013 and 2019, from 38% to 60% for cars passenger cars and 61% to 74% for utility vehicles. This is explained both by the partial recovery of the Southern European markets, the integration of Opel, but also by the fall in part of the world markets.

In 2020, this share fell to 48% for passenger cars, due to the UK's exit from the EU, but also the sharp drop in EU markets. This share remains stable in 2021. Adding flows to the United Kingdom, the share of deliveries to this area stands at 54% in 2021, i.e. a drop of nearly 5 points compared to 2019. For vehicles utilities, deliveries to the EU fell to 62% of the total in 2020, then to 59% in 2021.

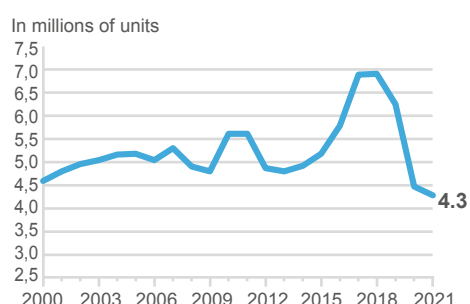


76%

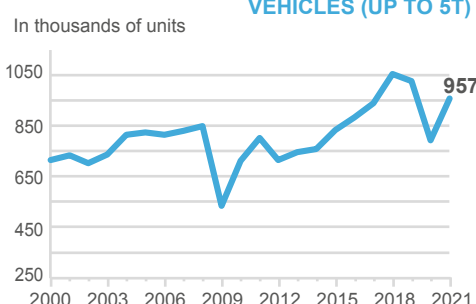
Share of outside France for the Renault group, Stellantis (excluding FCA) and Renault Trucks

► WORLDWIDE PRODUCTION OF RENAULT GROUP, RENAULT TRUCKS AND STELLANTIS (EXCLUDING FCA)

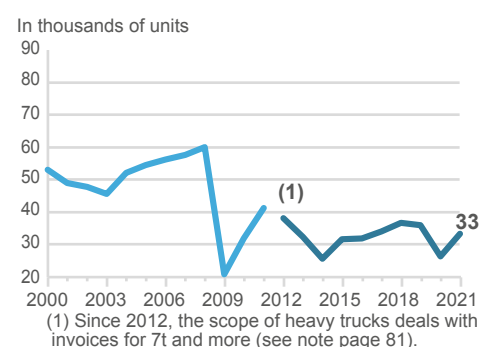
NEW PASSENGER CARS



NEW LIGHT COMMERCIAL VEHICLES (UP TO 5T)

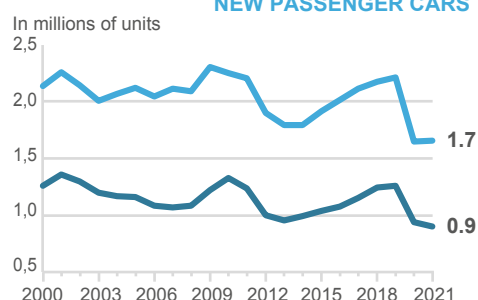


NEW HEAVY TRUCKS (OVER 5T)

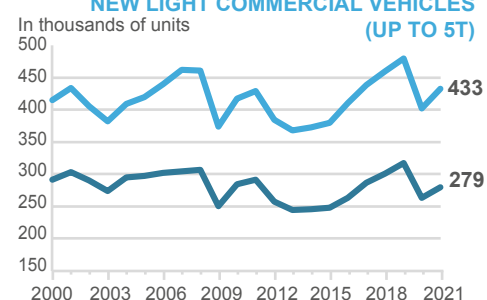


► VEHICLES REGISTRATIONS IN FRANCE

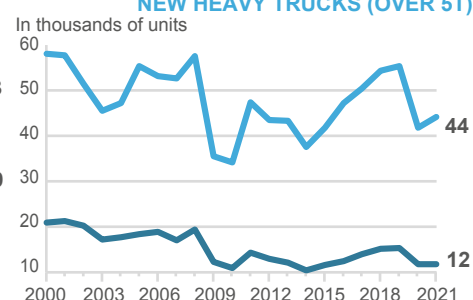
NEW PASSENGER CARS



NEW LIGHT COMMERCIAL VEHICLES (UP TO 5T)



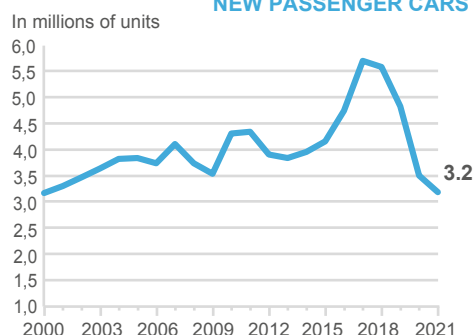
NEW HEAVY TRUCKS (OVER 5T)



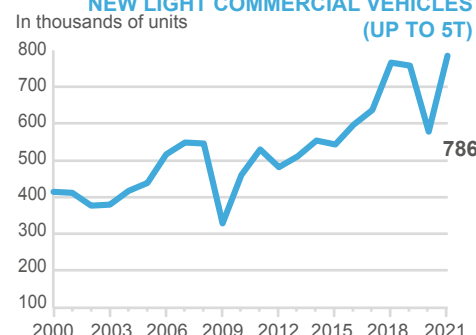
— TOTAL — RENAULT AND STELLANTIS GROUPS (EXCLUDING FCA) / RENAULT TRUCKS FOR HGVS

► DELIVERIES BY FRENCH GROUP OUTSIDE FRANCE

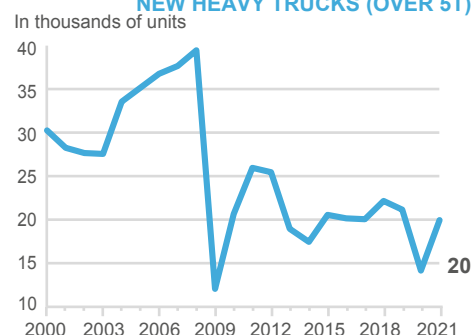
NEW PASSENGER CARS



NEW LIGHT COMMERCIAL VEHICLES (UP TO 5T)



NEW HEAVY TRUCKS (OVER 5T)



Source: CCFA

The Renault group and Stellantis (excluding FCA) have developed their activities worldwide following the opening up and development of markets in emerging countries. In 1990, the French market for new passenger cars represented 2.3 million units, while the PSA and Renault groups produced 3.3 million units worldwide. In 2019, these figures amounted to 2.2 and 6.2 million cars respectively. With the health crisis, registrations in France fell to

1.7 million units and the worldwide production of the Renault group and Stellantis (excluding FCA) to 4.3 million in 2021.

In 2021, deliveries outside France of passenger cars from the Renault group and Stellantis (excluding FCA) fell by 2% to 3.4 million units, after a decline of 28% between 2019 and 2020. They are now at a 10% lower than their low point in 2013.

Deliveries of light commercial vehicles increased sharply in 2021 (+39%), rising to 900,000 units. Finally, deliveries of industrial vehicles increased by 40% in 2021 and almost returned to their 2019 level at 20,000 units.

ECONOMIC RATIOS OF THE AUTOMOTIVE SECTOR IN FRANCE

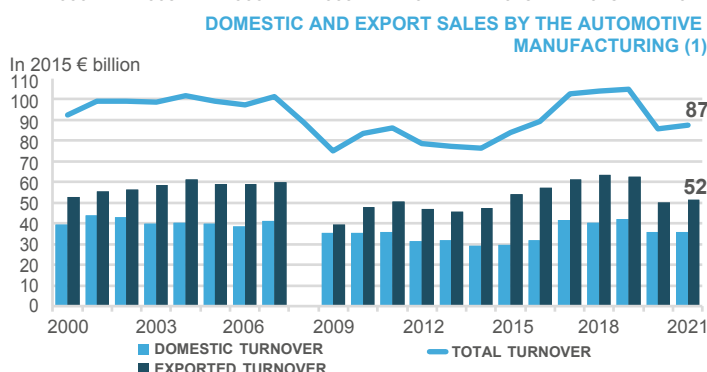
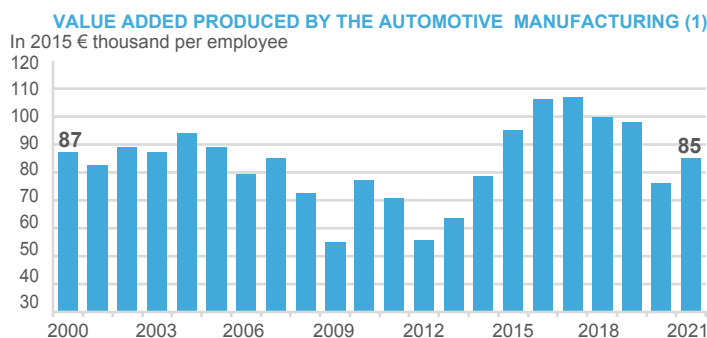
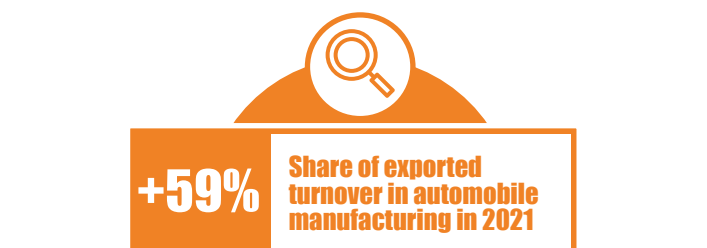
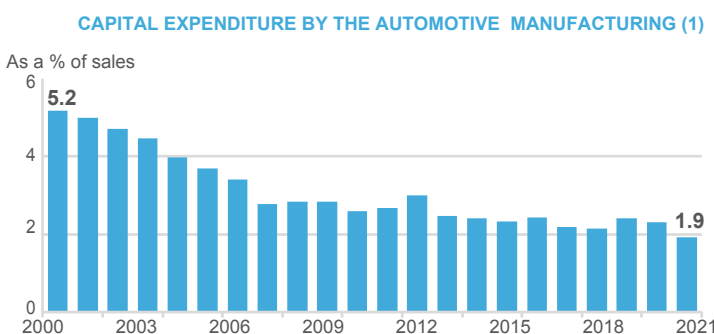
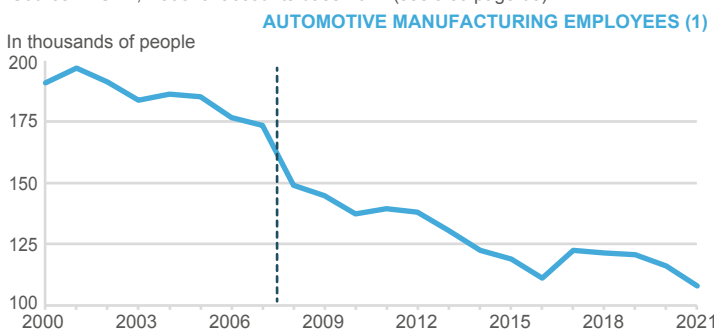
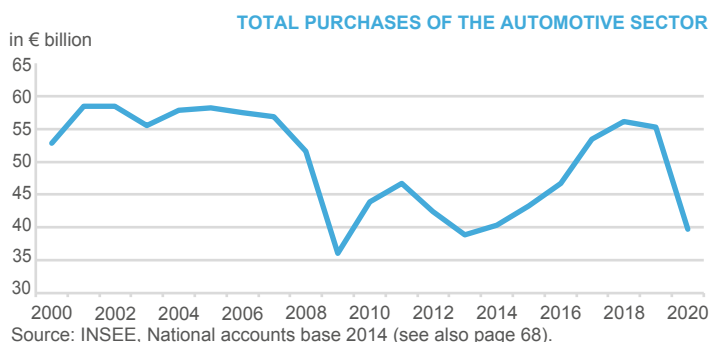
Between 2012 and 2017, the value added per employee in car manufacturing increased sharply, thanks to the healthier European markets, the productivity efforts of manufacturers, as well as the higher average unit value of the vehicles produced (increase in the share of LCVs and high-end vehicles in French production). The health crisis abruptly slowed down activity in 2020, resulting in a 25% drop in added value. In 2021, this should rise by 6%, but should remain down 21% compared to 2019. As for the workforce, their evolution has been mitigated by the support and aid schemes for short-time working and the added value per employee in 2020 is down sharply compared to the pre-crisis years.

Moreover, while the value added per employee in car manufacturing was around 15% higher than in industry, in 2020 it was 80,000 euros compared to 83,000 in industry.

The share of turnover exported in car manufacturing is around 59%, compared to an average of 37% in industry.

At the crossroads of many and various techniques, the automobile requires significant investment: since the 2009 crisis, automobile manufacturing devotes an average of 2.4% of its turnover to it each year. This ratio, although down, remained above 2% in 2020 (2.3%) in a context of falling turnover and the maintenance of the tangible investments necessary for the energy transition, but it should settle slightly below in 2021 (1.9%). In 2020, the automotive industry made 5.2% of total industry investment.

In addition, the automotive branch has a significant impact on the other branches, in particular through the purchases it makes. The total purchases of the automotive branch amounted to 55 billion euros in 2019, but with the contraction of activity, they fell by 33% in 2020, to settle at 39.7 billion euros.



(1) CCFA estimates for 2021: see also pages 88 and 89.
Source: SESSI, INSEE since 2008

INSEE produces annual business surveys each year, which are one of the main sources of knowledge of French industry. The data provided by these surveys correspond to the results of the surveys at N-2, the data at N-1 being estimated by the CCFA. A major overhaul of these surveys was carried out with the new ESANE information system and a new classification of economic activity was introduced in early 2008 (see pages 88 and 89).

The automotive industry sector includes companies whose main activity is the construction of motor vehicles, motor vehicle bodies, caravans and leisure vehicles, but also, upstream, the

manufacture of automotive equipment. However, some products such as tyres, plastics, capital goods and glass escape classification, as they appear in other classifications of activities (see page 69).

After 2004, in line with the increase in vehicle production, the added value (excluding tax) of car manufacturing, in constant euros and per employee, fell under the impact of various factors: costs linked to new environmental standards, stagnation, then fall in the automotive markets of Western Europe. Then, from 2013, it increased again and almost doubled in 7 years. In order to develop new models and optimise production

capacities, car manufacturing devoted an average of 2.4% of its turnover to its investments, i.e. more than 2 billion euros per year. In addition to these tangible investments, there are intangible investments which are not included in these figures (see page 34 on research and development expenses).

The share of export turnover has grown steadily since 1990, when it reached 38%, now hovering around 60%, compared to 39% for the industry as a whole.

THE AUTOMOTIVE INDUSTRY IN THE REGIONS

By taking into account direct jobs (manufacturers' production and research sites), indirect jobs (suppliers' sites) and induced jobs (generated by the activity of the preceding companies), the automotive economy often constitutes an essential

pillar of the local economy. In 2021, the direct workforce in the automotive industry continued to decline (-4%), which represents an even heavier economic impact at the local level, due to the induced jobs.

4.1

Units of value added in the national economy generated by one unit of value added in the automotive sector

► AUTOMOTIVE RELATED JOBS IN THE REGIONS

Regions	Direct jobs	Indirect jobs	Induced jobs	Reference year	Sources
Bourgogne-Franche-Comté	45,000		n/a	2015	INSEE Bourgogne-Franche-Comté, Analyses #33, May 2018
Nord Franche-Comté (Sochaux)	11,800	2,400	6200	2007	Insee Franche-Comté - L'essentiel #113 - May 2009
South Alsace (Mulhouse) and Nord Franche-Comté	9,400	3,500	2,345	2007	Insee Alsace, Chiffres pour l'Alsace #2, March 2009
Hauts-de-France	56,000		n/a	2018	Horizon éco #290 - October 2019 (ARIA, I-Trans, CCI, Hauts-de-France region)
Seine Valley (1)	109,894		n/a	2017	Panorama of industry in the Seine Valley (INSEE dossier, Normandy November 2020)
Île-de-France	73,200		n/a	2018	IAU IdF - L'automobile en Île-de-France, may 2019
Centre	29,095		n/a	2013	L'industrie automobile en région Centre (December 2014, CENTRECO)

(1) The Seine Valley is made up of 9 departments: Manche, Calvados, Seine-Maritime, Val d'Oise, Eure, Seine-Saint-Denis, Paris, Yvelines and Hauts-de-Seine.

► NUMBER OF EMPLOYEES IN THE CORE OF THE SECTOR (IN THOUSANDS)

	2006	2015	2020	2021
Île-de-France	60,269	40,577	35,149	33,414
Hauts-de-France	38,775	29,479	26,574	25,609
Grand Est	43,993	30,772	25,846	24,476
Auvergne-Rhône-Alpes	28,264	22,095	21,710	21,305
Bourgogne-Franche-Comté	30,740	22,641	19,066	18,275
Normandie	28,313	18,138	16,932	16,277
Pays de la Loire	14,660	12,147	12,728	12,590
Nouvelle-Aquitaine	12,315	6,516	6,119	6,098
Occitanie	6,815	5,801	5,813	5,690
Bretagne	12,763	7,513	5,709	5,492
Centre-Val de Loire	8,029	5,088	4,065	3,906
Provence-Alpes-Côte d'Azur	1,387	1,175	1,136	1,153
Metropolitan France	286,323	201,942	180,983	174,285

Source: ACOSS (see page 70)

► VALUE ADDED MULTIPLIERS BY SECTOR (EXCLUDING COKING-REFINING)

Sectors	Agriculture	Agri-food products	Capital goods	Automotive	Aeronautics and space	Other transport equipment (excl. aeronautics)	Other industrial products	Power, water, waste	Construction	Trade, services
Multipliers	2.3	2.8	2.3	4.1	4.8	3.0	2.3	2.1	2.0	1.5

Source: INSEE - Outlook report - March 2012

The automotive sector has powerful ripple effects on the rest of the economy. According to INSEE, one unit of added value in the automotive sector generates 4.1 units of added value in the national economy. Thus, the automotive industry has the largest added value multiplier, after aeronautical and space construction. Furthermore, an industrial site generates local economic activity that is not limited to its employees alone (direct employment). Indirect and induced jobs are also created, as shown by various studies by INSEE in the regions. Indirect jobs correspond to personnel employed by suppliers, subcontractors and service providers, while induced jobs are those necessary to satisfy the consumption of employees (direct and indirect) and their families.

According to URSSAF data, which is based on establishment activity codes, as well as various studies conducted by INSEE, Île-de-France is the region with the most jobs in the automotive industry. Even if, according to URSSAF, the number of salaried employees in the automotive industry there was halved between 2006 and 2021. A study by the Paris Region Institute (formerly IAURIF) estimates that in 2018, the automotive sector included in this region approximately 73,000 employees in 1,600 establishments; 57% of the workforce worked for bodybuilders, 13% for equipment manufacturers, 19% for industrial suppliers and 11% in technological services. A

study published by INSEE in November 2020 indicates that the broader automotive sector, which includes manufacturing, trade and maintenance-repair activities, has up to 110,000 employees in the Vallée de la Seine (departments in the west of the Île-de-France + Normandie departments on the coast or crossed by the Seine). The research and development activities of the entire automotive industry are mainly located in Île-de-France (Stellantis in Vélizy and on the future research campus in Poissy, Renault in Guyancourt). In addition, the changes in the sector are also accompanied by a refocusing of tertiary activities in the region (Poissy) and the development of new activities (reconditioning used cars, retrofitting, recycling and battery management in Flins).

The sector is also very present in the Hauts-de-France region with, in 2018, 56,000 direct and indirect jobs, including 15,400 in automobile construction, 15,000 in the manufacture of automobile equipment and 26,300 in the supply of materials, intermediate products and services. INSEE Nord-Pas-de-Calais-Picardie estimated that 12% (13% on average in France) of DRDS (Domestic Research and Development Spending) in the region was carried out by the automotive industry in 2013. The region has also been chosen to host the three largest battery factory projects in France (ACC in Douvrin, Verkor in Dunkirk and Envision in Douai) which should make it "the

European battery valley" and compensate for the drop in staff linked to the stopping of heat engines.

Fourth automotive region in terms of workforce behind the Grand-Est, according to the URSSAF, Bourgogne-Franche-Comté had 45,000 non-temporary employees in the sector in 2015, including 14,570 in automobile manufacturing and 14,820 in automotive manufacturing equipment. According to INSEE, in 2016, the automotive sector accounted for 70% of research and development expenditure by mid-sized companies and large companies established locally.

The Regional Associations of the Automotive Industry (ARIA) in close connection with the competitiveness clusters bring together the companies of the sector in the region and carry out, with the public authorities and the educational and research establishments, actions specific to the regional sector. Their missions are diverse: development of innovation and R&D, enhancement of the sector and the territory, increase in competitiveness and performance, development of skills and employment, improvement of industrial performance, support for companies.

COMPETITIVE FACTORS IN THE FRENCH AUTOMOTIVE INDUSTRY

In a highly competitive global marketplace, manufacturers must compete in their home countries and face common factors across the industry. These include wage costs, the weight of compulsory levies on factors of production and the exchange rate. Others are specific to the automotive sector, such as the opening of the base market to competition. All of these factors weigh on margin rates (ratio between gross operating surplus and gross value added) and have an impact on companies' ability to invest in production, product development, research and development in energy transition, digital technology and new forms of mobility.

In France, after the 2009 crisis, the government implemented a policy promoting competitiveness; the manufacturers have also activated all the

internal levers for the development of their activity and the maintenance of the industrial and research sites in France. All of these actions have had results, but the French industrial tool retains a degraded economic competitiveness compared in particular to its European environment. Production taxes, which are those linked to production activity regardless of the quantity or value of goods and services produced or sold, remain at a higher level than in other countries. In 2021, although down 0.6 point compared to 2020, they represented 3.1% of GDP, compared to 1.6% in Italy, 1.1% in Spain and 0.7% in Germany according to Eurostat.

With the health crisis of 2020, the margin rate of companies was strongly affected, falling to 36% for the automotive branch (compared to 44% in 2019). To support economic activity, the government has

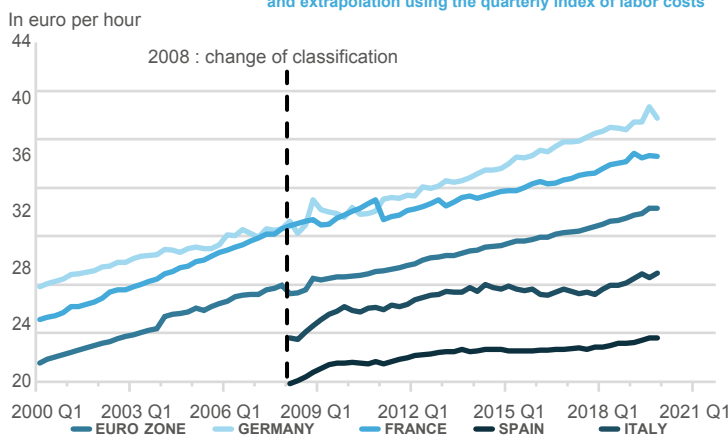
decided to set up the France Relance plan, which notably proposes a reduction in production taxes in order to strengthen the competitiveness of companies and the attractiveness of the territory.



3.1%

Share of production taxes in GDP in France in 2021, compared to 0.7% in Germany

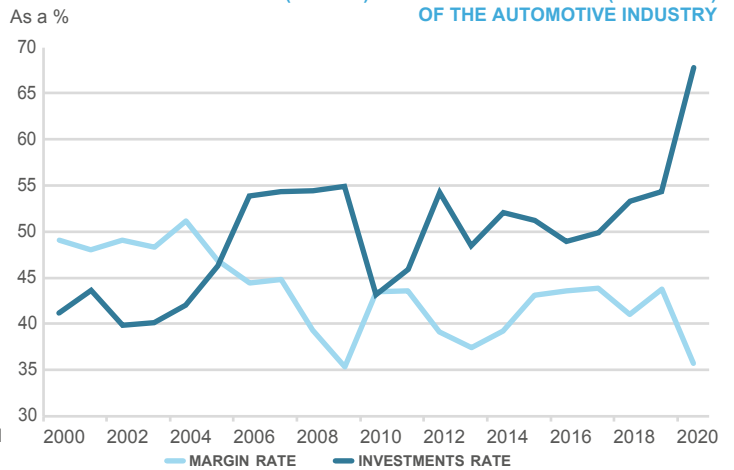
LABOR COSTS IN MANUFACTURING INDUSTRY
Results of the four-yearly ECMOSS survey and extrapolation using the quarterly index of labor costs



Source: Eurostat, Rexecode calculation

Note: Due to the COVID-19 pandemic and its impact on the comparability of data between countries, Rexecode has not updated the hourly cost levels from the indices published by Eurostat in 2020 and 1st semester 2021.

MARGIN RATE (GOS/VA) AND INVESTMENT RATE (GFCF/GOS) OF THE AUTOMOTIVE INDUSTRY



The margin rate is the ratio of the gross operating surplus to the added value before tax, and the investment rate is the ratio of gross fixed capital formation to value added, before tax.

Source: INSEE (National accounts, 2014 base)

Competitiveness is the ability of an industry to compete and grow in markets. It is relative in the sense that it is the result of a confrontation with other players in the sector present on the market.

The French automotive industry must ensure a performance comparable to that of its global competitors in order to continue to develop. Among the factors that affect the competitiveness of French industry are wage costs, which are linked in particular to the weight of social contributions on the labour factor, and which increased between 2000 and 2009, approaching German costs and thus penalising competitiveness of French manufacturers and their suppliers in France.

To strengthen business competitiveness, in 2012 the government introduced the Competitiveness and Employment Tax Credit (CICE), based on the payroll base (excluding wages above 2.5 times the minimum wage), and which allowed a reduction in the tax rate from 4% of gross payroll in 2013 to 7% in 2017. From 2019, the CICE was transformed into a permanent reduction in employers' social security contributions. Nevertheless, the weight of social contributions on the labour factor in France continues to be one of the highest in the European Union, including the euro zone and under these

conditions, the production in France of vehicles in the segment of the range lower is no longer profitable.

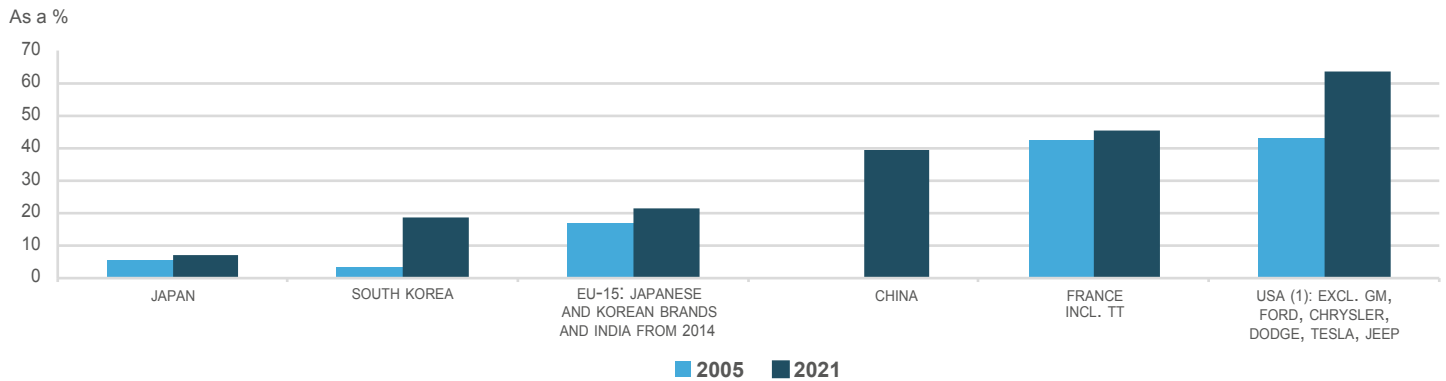
Following the economic crisis linked to COVID, the government launched the France Relance plan which notably proposes a reduction in production taxes thanks to the halving of the contribution on the added value of companies (CVAE) and the property contribution of companies (CFE), and the reduction from 3% to 2% of the capping rate of the territorial economic contribution (CET) according to the added value. These measures should help companies face the challenges of the post-Covid period: the need to relocate, increased trade tensions, inflation, falling demand and the continuation of the energy transition.

Changes in exchange rates are another important factor in the competitiveness of car manufacturers due to the significant, and growing, share of production outside the euro zone. The latter accounted for 64% of external outlets for passenger cars in 2021, compared to 47% in 2002. In 2021, the euro remains on average at a lower level than between 2009 and 2014 against the dollar and begins a new decline from the second half of 2021.

Finally, there are factors related to the opening of the market, whether internal or external. In general, the domestic outlet, known as the "base market", constitutes a solid pillar for nurturing, via international development and innovation, growth in external markets. For the French automotive industry, the French market and especially the European market constitute this base market; it is open to competition and non-European manufacturers occupy a significant and constantly growing share. In other car manufacturing countries such as Japan, market access is more difficult and local manufacturers therefore have a larger base market on which to base their international development. In addition, Chinese manufacturers now hold a significant market share in their national market, which is the world's largest market.

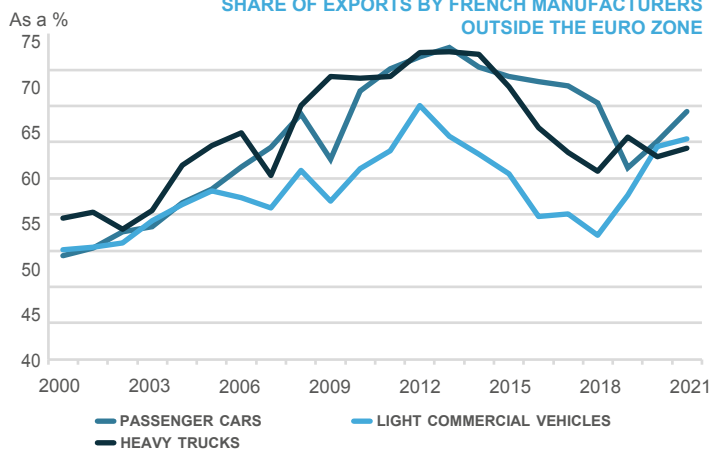
COMPETITIVE FACTORS IN THE FRENCH AUTOMOTIVE INDUSTRY

SHARE OF FOREIGN BRANDS IN PASSENGER CAR MARKETS



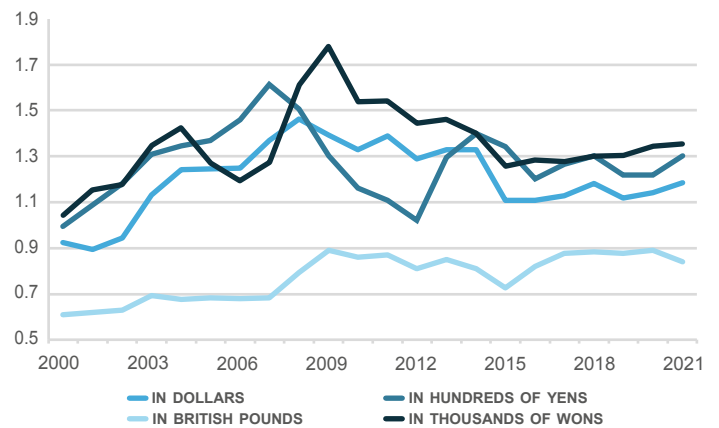
(1) USA: market share based on light vehicles. The Big Three are General Motors, Ford and Chrysler (excluding European brands).
Source: CCFA

SHARE OF EXPORTS BY FRENCH MANUFACTURERS OUTSIDE THE EURO ZONE



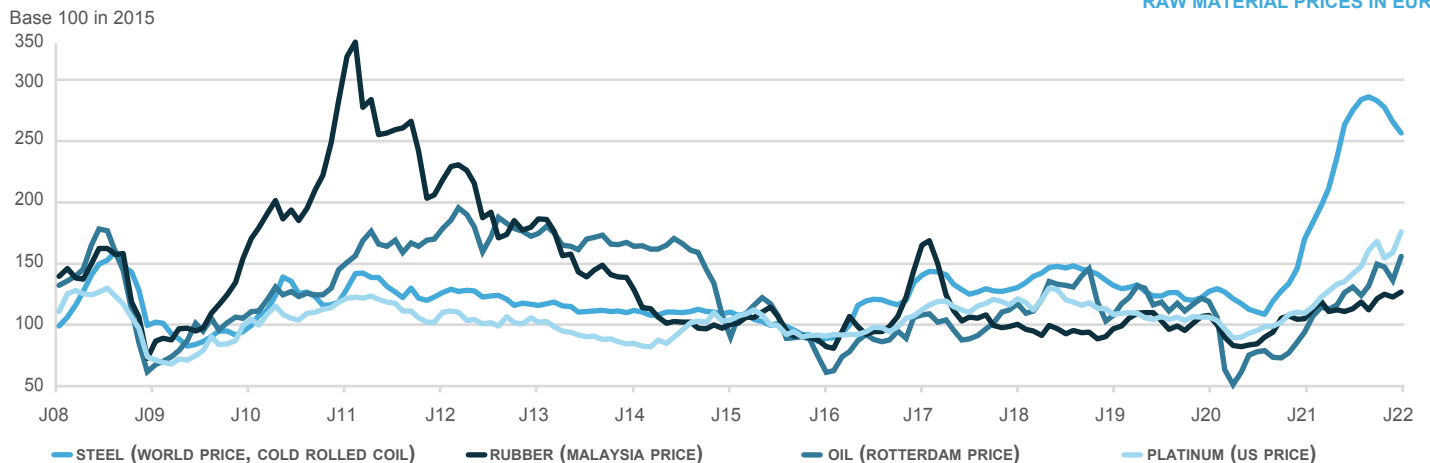
Source: CCFA

EURO EXCHANGE RATE VARIATION: FOR 1 EURO



Source: BCE

RAW MATERIAL PRICES IN EURO



Source: Rexecode, CCFA calculations

64%

Share from outside the euro zone in the external outlets of the Renault group and Stellantis (excluding FCA) for passenger cars

The prices of raw materials, but also of energy, can impact the production costs of user companies. These prices are subject to significant fluctuations, including during the same year. Expressed in euros, the prices of raw materials had experienced significant increases from 2001 to 2012 and the impact of these in the final sales prices had proved difficult, in a context of intense competition

and arbitration in terms of consumption. within households. Prices then hit a low point at the beginning of 2016, then evolved in a contrasting manner depending on the product and fluctuated strongly during the year.

With the health crisis and the slowdown in global activity, a new low point was reached in the spring of 2020. The price of oil collapsed in March 2020 to a level below the low points recorded in January 2009 and January 2016. The prices of the main raw materials used in car production, such as steel (50% of vehicle weight) or aluminum (10% of vehicle weight) also fell in the first half of 2020. But, from the third quarter of 2020, prices

started to rise again and soared in 2021 with the increase in global demand linked to the post-Covid recovery. The price of steel reached its highest level in January 2021, then increased by 50% during the year. Between January 2021 and January 2022, the price of crude oil also increased by 66% and that of rubber by 21%. The price of aluminium has increased by 33% over the same period. With the development of electric vehicles, automobile production costs are also impacted by the use of new raw materials, which are often more expensive, such as copper, cobalt, nickel and lithium, the prices of which are driven by growing demand are set to increase.

CONSOLIDATION OF THE AUTOMOTIVE SECTOR

2018

Signature of the 2018-2022 sector contract

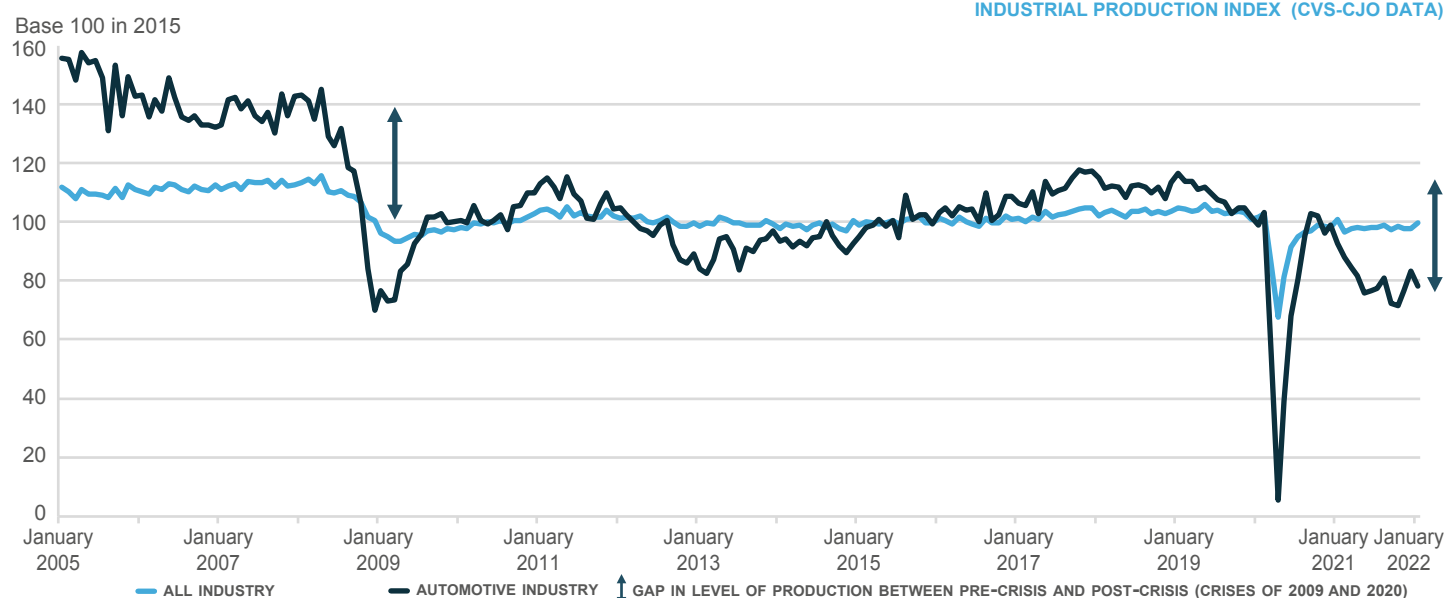
Over the past fifteen years, the automotive industry has had to consolidate in the face of several types of events. The first was the 2008-2009 crisis which severely affected European markets and production in France. The automotive industry production index calculated by INSEE fell sharply in 2008, falling from 143 (base 100 in 2015) in January to 70 in December and remaining at a very low level in 2009 (90 on annual average). Then, after a recovery, it fell again in 2013 (-10%), to finally grow steadily until 2018 (+11% between 2015 and 2018, against 3% in the industry as a whole). However, in 2020, with the health crisis, production suffered a shock again, this time on an unprecedented scale. The automotive production index fell by 28% on annual average, compared

to 10% for the industry as a whole. In 2021, the expected rebound did not take place due to the semiconductor crisis and raw material tensions. The overall industrial production index has almost returned to its pre-crisis level, but that of the automotive industry has fallen by 26% compared to 2019.

In this difficult economic context, the sector must also face major disruptions (technological, digital and societal) which are leading to a profound reorganisation of the value chain (batteries, power electronics, hydrogen, mobility services, etc.). Companies must adapt to the reduction in their traditional outlets linked to combustion engine vehicles and invest in new products by training the workforce in future technologies.

Since 2009, the automotive sector has been structured around the Automotive Industry

Platform (PFA), set up by French automotive groups and their suppliers, gathered within the Liaison Committee of Automotive Suppliers (CLIFA). Within the framework of the National Industry Council (CNI), the Automotive Sector Strategic Committee (CSF) has been set up. It brings together the entire sector, from upstream to downstream, including employee unions. In 2018, the strategic contract for the automotive sector was signed in order to set the sector's roadmap for 5 years (2018-2022). But, given the impacts of the health crisis that occurred in 2020 and which resulted in a collapse of the market and the launch of a car support plan, an amendment to the contract was signed in 2021.



Source: INSEE

The financial and economic crisis of 2009 had a major impact on the automotive sector, from suppliers (upstream) to the sale/maintenance of vehicles (downstream), including the transport of goods, the manufacturers of goods equipment or business services, including research and development. Due to the contraction of activity, degraded competitiveness and increased competition, the fabric has become fragile. To deal with this context, the PFA then set priorities: "lean manufacturing", the skills and professions of tomorrow, better management of communication and the medium and long-term strategy on the competitiveness of manufacturers and from their suppliers.

Since 2010, it has relied at the regional level on the Regional Automobile Industry Associations (ARIA) but also on the competitiveness clusters which have sometimes merged with the ARIA (see page 35). It was consolidated in 2012 around the Automotive Technical Committee (CTA) and its two councils, the Automotive Technical Standardisation Council (CSTA) and the Automotive Research Council (CRA) and defined five research programs (2L100, Vehicle Autonomous, VALdriv

PLM, FORCE, Factory of the Future). It is also a stakeholder in the CSF Automobile created in 2010 within the National Industry Council which includes 15 other committees. It brings together automobile and industrial vehicle manufacturers established in the territory, "tier 1" equipment manufacturers and a large number of SMEs and ETIs, automotive suppliers and belonging to different sectors (mechanical, plastics, stamping, foundry, etc.). The downstream of the sector (distribution, repairs) is also present, like R&D players, in particular competitiveness clusters and major public research organisations (IFPEN, IFSTTAR). Branch employee unions also participate.

In May 2018, a new sector contract was signed for the period 2018-2022. It includes four structuring projects: being a player in the energy and ecological transition, creating the ecosystem of the autonomous vehicle and experimenting on a large scale to offer new mobility services, anticipating the evolution of skills and employment needs, and strengthening competitiveness of the automotive industry.

In 2020, the health crisis led to a historic decline

in economic activity which further weakened companies in the sector and led the government to put in place emergency measures (cash support, employment) and to launch in May 2020, a vast car support plan to get out of the crisis. An amendment to the strategic sector contract was signed in April 2021 to take into account the support plan and strengthen actions in favour of ecological transition. The sector has strengthened its commitments to electrification by setting a development path for light commercial vehicles and electric industrial vehicles. A roadmap for supporting employees has also been put in place. In addition, in 2021, the PFA also supported companies in the face of rising raw material prices, produced studies in the supply sectors of the sector and defended competitiveness in France, in particular investments in France.

RESPONSE FUNDS, RESEARCH TAX CREDIT, FUTURE INVESTMENTS

The automobile requires significant physical investments (production sites, etc.), amortised over long periods. During their design and before marketing, the vehicles also required work over several years in research centres, in a process of permanent progress, in order to be able to respond in particular to societal demands, whether related to safety or the environment (electrification, hydrogen, etc.). Manufacturers must also respond to new digital issues (autonomous and connected cars) and new mobility services. The automotive industry is therefore a capital-intensive industry which, overall, has significant financing needs.

Following the 2009 financial crisis, the public authorities set up structural instruments to promote long-term financing. Created in 2009 under the name of the Automotive Equipment Manufacturers Modernisation Fund, which became the Automotive Future Fund (FAA) in 2015, this fund's mission is to contribute to the development and consolidation of strategic equipment manufacturers for the automotive industry, in order to increase their profitability and to help them forge lasting partnerships with manufacturers.

In November 2020, this fund entered phase 2 and was integrated into the automotive support plan launched by the government in May 2020 to support the sector in its changes and support it in this period of crisis. Initially endowed with 525 million euros, increased to 600 million by the support plan, this fund will be spread over a period of 15 years in order to be able to respond to the challenges of the sector in the long term. It will also benefit companies that have suffered from the brutal economic consequences of the health crisis, with envelopes ranging from 3 to 50 million euros invested in equity or quasi-equity.

The automotive recovery plan also provides public aid of up to 150 million euros to support R&D and innovation. They will be deployed as part of the 4th Investments for the Future Program (PIA) over the period 2021-2025, in line with the priorities defined within CORAM (Steering Committee for Automotive and Mobility Research). This committee set up in 2020 as part of the automotive support plan and renewed in 2021 and 2022 has contributed to the structuring of the sector through innovation, by identifying short-term

priorities (development of strategic components for the manufacture of electric vehicles and plug-in hybrids) and in the long term (development of hydrogen systems for mobility, development of autonomous and connected vehicles).

Finally, the Research Tax Credit (CIR), a tax measure created in 1983, simplified and amplified by the 2008 Finance Act, aims to make up for the lack of fiscal and social competitiveness of France compared to other major countries in which car manufacturers are present, in particular through their R&D centres. In 2019, 7.4% of the tax credit granted for research benefited the automotive industry and 1.4% for innovation.

2020 Launch of the Automotive Future Fund 2

► INVESTMENT AND SUPPORT FUNDS FOR THE AUTOMOTIVE SECTOR

	Objectives and attributions
Automotive Future Fund 2 (launched in November 2020)	Following on from the FAA launched in 2009, which has come to the end of its investment period, the FAA 2 launched by Renault, PSA and Bpifrance is part of the 2020 recovery plan. Managed by Bpifrance, it aims to accelerate the growth and innovation capacity of French automotive subcontractors. Its total duration will be 15 years and its investment period 5 years. 80% of the Fund, i.e. up to €420 million, will be invested in approximately fifteen subcontractor groups, while the remaining 20%, i.e. up to €105 million, will be invested in funds of funds (private and complementary to the FAA 2).
Support fund for employees in the automotive sector	Intended to finance exceptional support and professional retraining actions for redundant employees in the automotive sector. The resources of the fund consist of financial contributions from the State and voluntary contributions from companies. The management of the fund and the implementation of support and professional retraining measures are entrusted, on behalf of the State, to Pôle Emploi. The support is planned until June 2023.
AMI CORAM 2021 (Call for demonstration within the framework of CORAM)	Subsidies and advances of 30% to 50% (depending on the size of the company) of the amount of the investment for R&D projects that fall within the roadmap of the Automotive and Mobility Research Steering Committee (electric vehicle, hydrogen, innovative materials, circular economy, connected and autonomous vehicles).

Source: Bpifrance

The Strategic Investment Fund (FSI), which became Bpifrance Participations with the creation of the public investment bank Bpifrance, invested when it was created in three companies in the automotive sector. As for the Fund for the Modernisation of Automotive Equipment Manufacturers Rank 1 (FMEA Rank 1) to which the French automotive groups had contributed 400 million euros in addition to the 200 million euros by the FSI, it invested with the Fund for the Modernisation of Automotive Equipment Manufacturers Rank 2 (FMEA Rank 2) in several supplier companies to the automotive industry.

As part of the automotive support plan launched by the State in May 2020 to help the sector restructure and face the economic crisis linked to COVID, two main areas of funding have been announced. The first, the Future Automobile Fund 2, increased to 600 million euros, is dedicated to subcontractors in the continuity of the FMEA. Its purpose is to provide new investment capacities, in equity and quasi-equity, to help French subcontractors cope with the crisis and accelerate their capacity for innovation in key automotive technologies. of the future, connected and carbon-free. The second

major mechanism is the Call for Expression of Interest, which is part of the fourth Investments for the Future Program (PIA4) and will benefit projects selected under CORAM. The financial assistance provided to the projects will depend on the size of the companies and will consist of a grant part and a repayable part. In December 2021, a new support fund for subcontractors with an envelope of 300 million euros was set up to support diversification projects aimed at developing or industrialising new products and manufacturing processes, by link with the electrified vehicle and its components.

Previously, the automotive industry had already benefited from other investment programs for the future, including a project that led to the creation in 2014 of the Institute for Energy Transition (ITE), VEDECOM "Communicating Decarbonised Vehicle and its Mobility". It aims to become the benchmark for the new eco-mobility sector on the themes of electrification, autonomous and connected vehicles and new mobility solutions and shared energy. It has been supported by the NextMove competitiveness cluster since 2010 and belongs to the "Autonomous Vehicle Plan". It brings together

around 50 members and partners: major industrial groups, including Stellantis and Renault, SMEs, research centers and laboratories, schools and training centers and local authorities. The budget is approximately 30 million euros per year.

French car manufacturers are also stakeholders in the Jules Verne Institute for Technological Research (IRT), based in Nantes. Created in 2012 as part of the PIA, its mission is to accelerate innovation and technology transfer to factories in 4 strategic industrial sectors linked to transport, including the automotive industry. Since its existence, 107 projects have been carried out for 225 million euros. In the automotive sector, his work focuses on the development of manufacturing processes for multi-material parts (composite-metallic) and robotic solutions to develop the factory of the future.

RESEARCH AND DEVELOPMENT EXPENDITURE IN THE AUTOMOTIVE SECTOR

**5.8
billion
euros**

Amount of internal and external expenditure on research and development of the automotive sector in 2020

In 2020, the automotive industry remained the leading branch in terms of domestic research and development expenditure (DRDS) within companies in France, ahead of scientific and technical activities and aeronautical and space construction. These innovation expenditures amounted to 4.3 billion euros, or 12% of all companies' DRDS. They were affected by the health crisis (-7% compared to 2020) but held up much better than external research and

development expenditure (ERDS), which fell by 32% to 1.5 billion euros.

The 2009 crisis had significantly limited companies' financial resources, yet domestic research and development (R&D) spending had only fallen by 2% in 2009 and 2010, underlining their vital and long-term nature. Since then, they have fluctuated around 4 billion euros and represent around a third of the branch's gross added value.

Manufacturers must invest not only to satisfy customers and comply with regulatory standards, but also to achieve the objectives linked to the energy transition and develop digital technologies for connected and autonomous vehicles and mobility services.

Since 2015, total R&D expenditure has increased steadily to reach 7 billion euros in 2019. With the health crisis, it was reduced by 15% to 5.8 billion euros in 2020. Cumulatively since 2015, the sector has thus spent more than 36 billion euros on innovation, including 26 billion in internal expenditure, which also has a ripple effect on its suppliers, such as plastics, electronics companies, etc. The automobile is also the sector that files the largest number of patents and the manufacturers Renault and Stellantis feature in the list of patent applicants.

In Europe, the automotive sector is also the sector that spends the most on research and development with, according to ACEA figures, 59 billion euros spent in 2020, i.e. one third of total R&D expenditure.

► GROSS DOMESTIC EXPENDITURE ON RESEARCH AND DEVELOPMENT IN THE MAIN CORPORATE RESEARCH SEGMENTS (1)

	DRDS (2) in 2020		ERDS (3) in 2020	
	in € million	As a % of total	in € million	As a % of total
Automotive industry	4,299	12%	1,525	13%
Aeronautics and space	3,351	10%	3,446	28%
Specialised, scientific and technical activities	3,811	11%	819	7%
Pharmaceutical industry	2,706	8%	2,214	18%
IT and information services	2,854	8%	296	2%
Chemical industry	1,874	5%	467	4%
Components, electronic cards, computers, peripheral equipment	1,709	5%	163	1%
Manufacture of measuring devices and instruments, testing and navigation, clocks	1,579	4%	242	2%
Publishing, audiovisual, and broadcasting	1,796	5%	378	3%
Manufacture of electrical equipment	1,391	4%	494	4%
Manufacture of machinery and equipment not included elsewhere	1,396	4%	220	2%
Manufacture of communications equipment	1,063	3%	110	1%
Other sectors	7,311	21%	1,732	14%
TOTAL	35,140	100%	12,108	100%

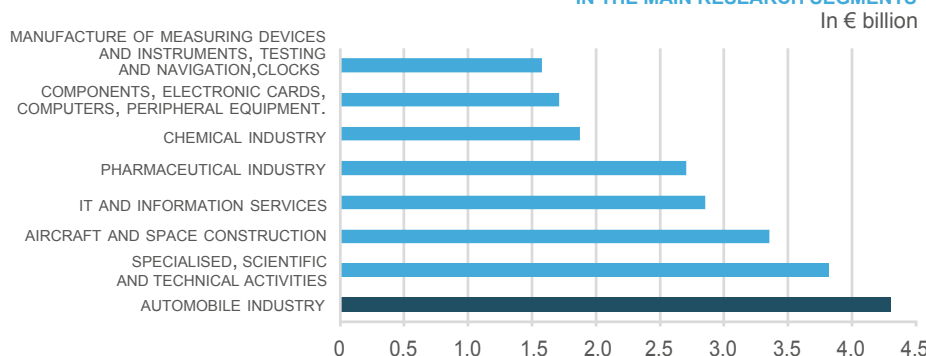
(1) Semi-final data.

(2) DRDS: Domestic Research and Development Spending.

(3) ERDS: External Research and Development Spending.

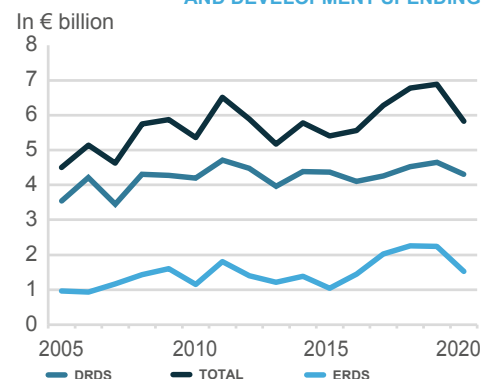
Source: Ministry of Higher Education, Research and Innovation (MESR DGESIP-DGRI SIES)

TOTAL CORPORATE RESEARCH AND DEVELOPMENT EXPENDITURE IN FRANCE IN 2019 IN THE MAIN RESEARCH SEGMENTS



Source: Ministry of Higher Education, Research and Innovation (MESR DGESIP-DGRI SIES)

AUTOMOTIVE INDUSTRY RESEARCH AND DEVELOPMENT SPENDING



The Office of Statistical Studies on Research (Ministry of Higher Education, Research and Innovation) conducts surveys on R&D expenditure carried out by companies and the wider public sphere. From 2008, the data are disseminated in a new classification of economic activity. The total R&D budget is broken down into domestic expenditure (DRDS), which corresponds to work carried out in France, regardless of the origin of the funds, and external expenditure (ERDS), corresponding to R&D work entrusted to

other companies, or to public research organisations; some of the latter expenses may be incurred abroad.

In 2017, 17% of DRDS in the automotive branch carried out by subsidiaries was due to subsidiaries of groups under foreign control (more than 50% of the capital).

In 2020, companies in the automotive sector established in France employ 27,500 full-time

equivalent people in R&D (including 19,000 researchers). These numbers fell by 17% compared to 2003, but the number of researchers increased by 38% over the same period.

According to the National Institute of Industrial Property (INPI), the Renault group and Stellantis are still in the top five places in the list of patent applicants in 2021. Of the top ten patent applicants, half are companies in the automotive sector.

AUTOMOTIVE COMPETITIVENESS CLUSTERS IN FRANCE

Initiated by the State and local authorities in 2005, the competitiveness clusters bring together companies (large groups and SMEs/ETIs), research units and training centers in a logic of collaborative projects. Companies can belong to several centers with different specialties in order to obtain know-how (example: software skills for the autonomous vehicle). The clusters also offer many services: economic intelligence, assistance with filing patents, networking, etc.

Their role is to be a lever for the competitiveness of the French economy by emphasising its capacity for innovation and encouraging anchoring and structuring in their territories. Several studies have also shown their impact on corporate R&D expenditure: one euro of public subsidy received under this policy would have generated an average

of 2.5 euros in additional R&D expenditure by the beneficiary SMEs.

Phase IV of the clusters policy was launched in 2019 and will end in December 2022. The objectives of phase III are maintained (action centred on the products and services to be industrialised, consideration of economic opportunities and employment), but must now fit more into European innovation networks, hence the importance of their size and their interest in merging and getting closer to other structures.

There are four automotive competitiveness clusters. They have developed their areas of work around innovation, skills, networking and the marketing of new solutions. They are associate members of the structure of the automotive

sector: the PFA, Filière Automobile et Mobilités. In 2019, they joined forces to form the "auto and mobility" inter-cluster, a benchmark in Europe and internationally.

In 2020, in the particular context of the health crisis, the clusters continued to ensure the link in terms of research and development between manufacturers, equipment manufacturers, innovative SMEs/ETIs, research laboratories, training organisations and territories, through the organisation of events and webinars.

1,750

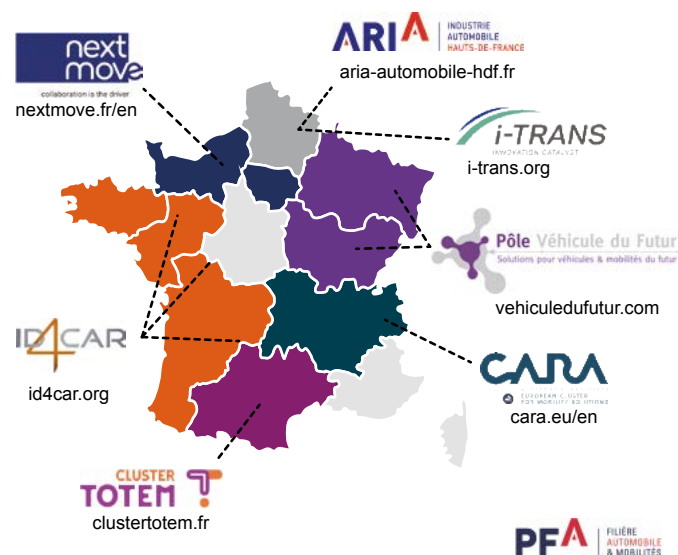
**Projects labeled
by automotive
competitiveness clusters
since their creation**

► AUTOMOTIVE COMPETITIVENESS CLUSTERS IN FRANCE

	Next move	Vehicle of the Future	CARA*	ID4car
Number of adherents/ members	600	500	377	378
Number of labeled projects	600	504	334	335
Number of projects funded	275	271	189	-
Year of creation	2006	2005	2005	2006
Total amount of projects financed (in €m)	320	1085	586	-

* On 1 January 2022 CARA Auvergne-Rhône-Alpes and the MAD cluster merged: the 107 members of the MAD cluster thus join the 270 CARA members.

► THE NETWORK OF AUTOMOTIVE COMPETITIVENESS CLUSTERS AND ARIA IN FRANCE



The Mov'eo cluster (Nextmove since 1 January 2021) covers the Île-de-France and Normandy regions. In 2019, the cluster merged with ARIA Normandie and the Automobility & Vehicles Network in Île-de-France (RAVI) to create the "Mobility Valley", a territory of European excellence where are invented, developed, tested and industrialised solutions to meet the mobility challenges of the future. The 4 innovation drivers are: mobility with a low environmental footprint, safe, autonomous and connected mobility, new mobility services and solutions, industrial and operational excellence.

The Vehicle of the Future cluster, historically established in Alsace and Franche-Comté, now extends over the entire territory of the Grand Est and Bourgogne-Franche-Comté cluster. In June 2020, the Vehicle of the Future Cluster completed the merger-absorption of ARIA Champagne-Ardenne and Lorraine, ARIA PerfoEST having already joined the Cluster in 2008. The Cluster supports companies in new mobility markets (electric vehicles, hydrogen, autonomous & connected and mobility services) and towards the industry of the future (transformation of the production process), with the mission of stimulating innovation, improving business performance, supporting the upskilling of teams and supporting

businesses in their development and growth.

The ambition of the CARA cluster is to support changes in passenger and goods transport systems in the Auvergne-Rhône-Alpes region. It supports 6 sectors: industrial vehicles, automobiles, cable transport, river transport, active and sustainable mobility and rail. CARA implements collective actions: research and innovation projects, real-life demonstrators, actions for the economic and industrial development of its members. The activity revolves around five research programs: motorisation and driveline, safety and security, vehicle architecture, intelligent transport system, mobility, practices and governance. In this new phase, CARA aims to emphasise the experimentation, in real conditions, of innovation projects with the territories, and to accelerate support for European projects.

Located in the west of France (Brittany, Pays de la Loire), the ID4CAR cluster focuses on specific vehicles and sustainable mobility. The four strategic business areas are: vehicle materials and architecture, on-board systems intelligence, vehicles (uses and industrialisation) and digital mobility services and infrastructure. The cluster has also played the role of an ARIA on its geographical perimeter since the beginning of

2017. As part of phase IV of the competitiveness clusters, ID4CAR is extending its territory of actions by developing in New Aquitaine, in order to strengthen the hub Great West Territory.

Centres other than those specialising in the automobile may have outlets in this sector. These poles work on materials, rubber, plastic, mechanics or mobility. Polymeris, a new Rubbers, Plastics and Composites competitiveness cluster was born from the merger in 2020 of Elastopôle, dedicated to rubber and polymers, and Plastipolis, dedicated to plastics processing, both anchored in the Auvergne-Rhône-Alpes and Centre-Val-de-Loire. Its two main strategic axes are the industry of the future and the circular economy. Rooted in the Hauts-de-France region, i-TRANS is the transport, mobility and logistics competitiveness cluster. Its action focuses on six priority sectors, including automotive equipment, and 13% of its members' employees worked for the automotive industry in 2015. TOTEM, for Transport d'Occitanie Terrestre Et Maritime, is the Smart and Sustainable Mobility Cluster in Occitania. It works with the rail, maritime and automotive sectors and has 140 members.

FRENCH AUTOMOTIVE FOREIGN TRADE

France's trade, very affected in 2020 by the health crisis, is up in 2021, but without returning to its 2019 level. In value, total exports (including used vehicles) increased by 16.6% (compared to -15.9% in 2020) and imports by 19.2% (after -13.1%), resulting in a record negative trade balance of 108 billion euros (-20 billion compared to 2020).

The year 2021 was also marked by a rise in world prices affecting many sectors, including energy, transport and food. This inflation is the result of adjustment problems between supply and demand linked to the post-covid recovery and the rebound in activity, particularly in China. Thus, the growth in value of imports is strongly driven by the increase in prices (+15%), particularly of energy and raw materials. Similarly, the growth of exports is due,

for two thirds, to that of prices, in particular of energy and agricultural products.

Exports of the industrial automobile branch (excluding used vehicles) amounted to 43.9 billion euros in 2021, an increase of 7.4% compared to 2020, driven by exports of industrial vehicles (+30%) and light commercial vehicles (+14.6%). However, this result remains down by more than 10% compared to 2019. With 9% of French exports, the automotive industry is now in 3rd position (instead of 2nd in 2020) behind the food industry (11%) and chemicals (9.8%).

On the import side, these increased by 11.5%, driven by imports of light commercial vehicles (+20.6%) and parts and engines (+20.5%). The

balance of the "new passenger cars" item will widen further in 2021 (-€16.2 billion), while the "parts and engines" item will once again show a deficit of €2.5 billion.

In total, the balance of the industrial automotive branch widened by more than 3 billion euros in 2021, to stand at -18.2 billion euros.

44
billions
euros

**Exports of industrial
automotive products
from France in 2021**

► FOREIGN AUTOMOTIVE TRADE (IN € BILLION)

	New passenger cars	New light commercial vehicles	New heavy vehicles (including buses & coaches)	Parts	Industrial automotive sector	Used vehicles	Automotive sector	All goods (1)	Share of automotive
EXPORTS (FOB)									
2019	19.9	5.1	4.7	20.4	50.1	1.6	51.8	496.8	10.4%
2020	15.3	4.1	3.6	17.9	40.9	1.4	42.3	418.1	10.1%
2021	15.8	4.8	4.6	18.7	43.9	2.2	46.1	487.5	9.4%
Change 2021/2020 as a %	+3.8	+14.6	+29.8	+4.3	+7.4	+52.1	+8.9	+16.6	-
IMPORTS (CIF)									
2019	32.9	4.5	5.2	22.7	65.3	1.6	66.9	575.7	11.6%
2020	30.2	3.9	4.1	17.6	55.8	1.9	57.7	500.2	11.5%
2021	32.0	4.7	4.3	21.2	62.2	2.1	64.3	595.5	10.8%
Change 2021/2020 as a %	+6.1	+20.6	+4.4	+20.5	+11.5	+7.5	+11.4	+19.1	-
SALES									
2019	-13.0	+0.6	-0.5	-2.3	-15.1	-0.0	-15.1	-78.9	-
2020	-14.9	+0.3	-0.5	+0.3	-14.9	-0.5	-15.4	-82.1	-
2021	-16.2	+0.1	+0.3	-2.5	-18.3	+0.1	-18.2	-108.0	-

► THE AUTOMOBILE EXCHANGES BETWEEN FRANCE AND THE UNITED KINGDOM IN 2021 (IN € BILLION)

	All vehicles			Parts and engines			Industrial automotive sector		
	2020	2021	Change 2021/2020 as a %	2020	2021	Change 2021/2020 as a %	2020	2021	Change 2021/2020 as a %
EXPORTS (FOB)	1.7	1.9	13%	1.5	1.4	-6%	3.2	3.3	4%
IMPORTS (CIF)	1.4	1.5	10%	0.6	0.6	1%	1.9	2.1	7%
Balance	+0.3	+0.4	24%	+0.9	+0.8	-10%	+1.3	+1.3	-0.4%

(1) Not including military equipment.

FOB: Free on board; transaction value of the goods, including transport and insurance costs up to the border of the exporting country.

CIF: Cost, Insurance, Freight; transaction value of the goods plus transport costs and insurance up to the border of the importing country.

Sources: Customs data processed by the CCFA

Exports from the automotive industry amounted to more than 50 billion euros in the mid-2000s, before falling to 34 billion in 2009 with the crisis. They remained within a range of between 39 and 45 billion euros until 2013, then grew to reach 51 billion in 2018. The year 2019, however, marks a turning point (-2%) which is accentuated with the health crisis (-18.5%). In 2021, automotive industry exports (excluding used vehicles) increased by 7.4%.

After 2009, exports of passenger cars varied between 13 and 16 billion, following, in particular, the weakness of the markets of Southern Europe where French groups have a strong presence. Then, from 2016, exports returned to strong growth thanks to the dynamism of the European market. They reached 20 billion euros in 2018 but, after the fall in 2020, they remain at a low level around 15.8 billion euros in 2021. In addition, the difficulties of competitiveness have modified the structure of production in France, which is moving towards cars with higher added value, to the detriment of those of lower range.

Exports of light commercial vehicles grew steadily between 2009 and 2019 thanks to the production of new vans in France and the development of production by French groups for partners. They reached a record level of 5.1 billion euros in 2019. In 2021, they amount to 4.8 billion euros, up 15% compared to the low point of 2020. Vehicle exports manufacturers, which had fallen sharply in 2020, rebounded by 30% in 2021, almost reaching the record level of 2019 with 4.6 billion euros.

FRENCH AUTOMOTIVE FOREIGN TRADE

The main customers of the French automotive industry are generally European. Five Western European countries alone account for 60% of exports from the industrial automotive branch in 2021. Among the top ten customers of French automotive exports, there are also emerging Eastern European countries, such as Poland.

For new passenger cars, the outlets are essentially the four main markets of the European Union (Germany, Spain, Italy, Belgium) and the United Kingdom. In 2021, Germany remains the main importing country with French exports valued at 3.9 billion euros, but these are down 4% compared to 2020. To the United Kingdom, exports are also down by 4% in 2021 to 940 million euros. With the exception of these two countries, exports to other European countries are progressing in 2021, but remain well below their 2019 level: +2% in Belgium (2nd place) and Spain (3rd place), +5% in Italy, +14% to Sweden, +37% to Denmark. However, exports of passenger cars exceed their pre-crisis level in several countries in Eastern Europe (Romania, Czech Republic, Hungary) and Africa (Algeria, Egypt).

In 2021, light commercial vehicles will continue to be mainly exported to the same five countries as for passenger cars. Germany is in the lead with 1.1 billion euros, down 5% compared to last year, ahead of Belgium (649 million euros, +9%) and

the United Kingdom (550 million euros, +50%). In 2021, Poland overtakes Italy and Spain and finds itself in fourth place with 343 million euros exported to this country.

Exports of industrial vehicles and coaches and buses, which had fallen by 24% in 2020, returned to their 2019 level at 4.7 billion euros. Germany, France's leading customer in this market, increased its imports by 3% in 2021 and even exceeded their 2019 level at more than 1 billion euros. The other main customers (Spain, Italy, United Kingdom) are unable to return to 2019 levels, despite exports up sharply compared to 2020.

Finally, the top five export destinations for parts and engines are also European. Germany leads with 3.8 billion euros (-1%), followed by Spain and the United Kingdom, both down (by 7% and 6% respectively) compared to 2020. Finally, exports to Italy and Belgium increased by 8% and 16% respectively.

On the import side, there is a greater diversity of supplier countries: mainly Western Europe but also Eastern Europe (including Turkey) and Japan. For light vehicles, Spain is now the leading supplier (7.4 billion euros) ahead of Germany (5.6 billion euros). Slovakia and Italy are in third and fourth place respectively, with Italy in first place for light

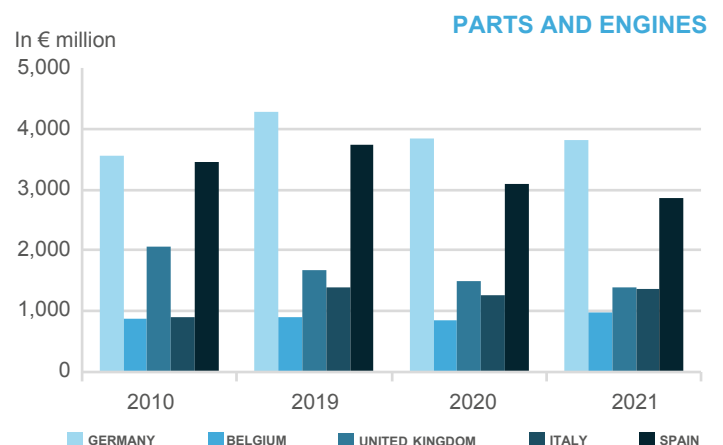
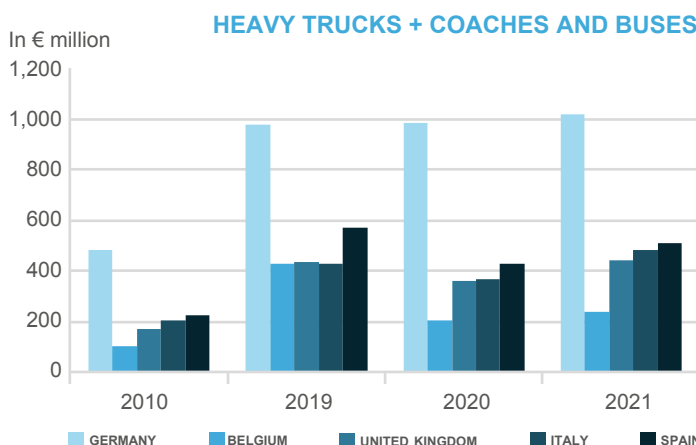
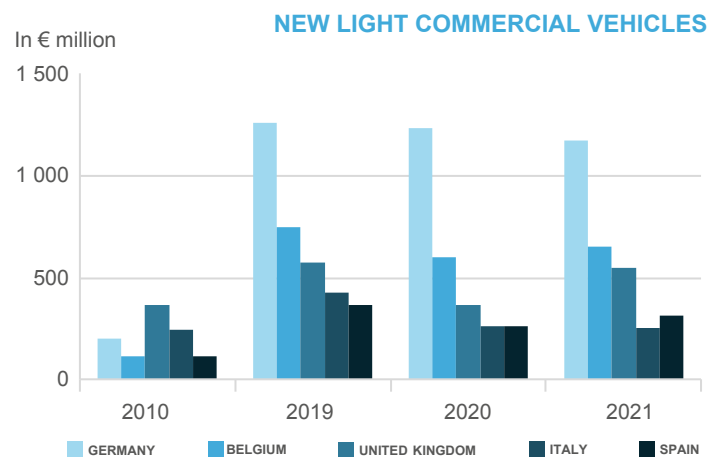
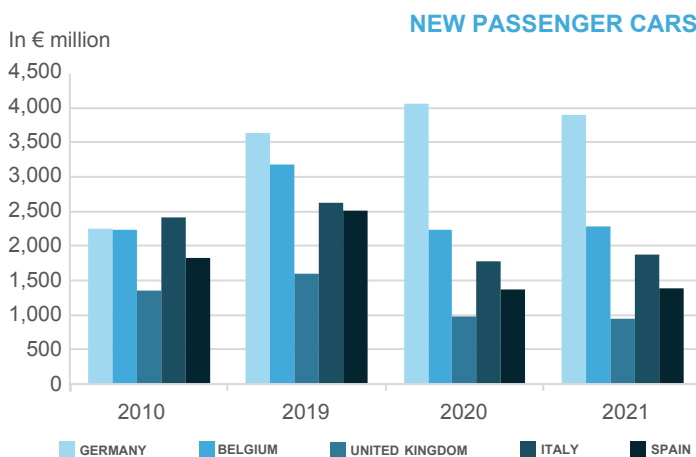
commercial vehicles alone. Turkey, with 2.2 billion euros, is also an important supplier. For industrial vehicles, Germany leads with imports from this country amounting to 1.5 billion euros in 2021, a stable level compared to last year. Belgium, which was in second place, is now well ahead of the Netherlands and Turkey.



Germany

Leading commercial partner of the automotive industry in France

► LEADING DESTINATIONS OF AUTOMOTIVE EXPORTS FROM FRANCE



Sources: Customs data processed by the CCFA

PASSENGER CARS BY ENERGY

Sales of new passenger cars equipped with a diesel engine continued to decline (-31% in volume and -9.5 points of market share) and now represent only 21% of the market in 2021 (compared to 73% in 2012). In addition, for the second consecutive year, sales of petrol cars are down (-9%) and their market share continues to decline, falling from 58% in 2019 to 48% in 2020, then 43% in 2021, i.e. a decline of 15 points in 2 years.

In a stagnant market in 2021, diesel and petrol engines continue to lose market share to electric and hybrid engines. The objectives set by the European Union to end the sale of thermal cars by 2035, the

development of low-emission zones in France and the maintenance of the ecological bonus, even when revised downwards, are stimulating sales of low-energy cars: alternative energy (electric and hybrid). These represent 36% of total sales in 2021, compared to 8% two years earlier. Electric cars represent 10% of the market and hybrid cars 26%.

The segment that grew the most in 2021 was that of plug-in hybrids, whose volumes doubled and whose market share reached 8%, compared to less than 1% in 2019.

At fleet level, alternative energy engines now represent 4.2% of the total. Diesel continues to decline steadily (55% of the total), while the fleet of petrol cars (40%) has been growing since 2015 at a slower pace.

21%

Share of new passenger cars with diesel engines registered in France in 2021

► LES VOITURES PARTICULIÈRES PAR ÉNERGIE

	2000	2015	2018	2019	2020	2021	Change 2021/2020 as a %
REGISTRATIONS							
Petrol							
In units	-	741,215	1,191,145	1,290,268	791,026	716,350	-9
As a % of total registrations	51%	39%	55%	58%	48%	43%	-4.8 points
Diesel							
In units	1,046,485	1,097,124	844,878	755,583	504,178	349,479	-31
As a % of total registrations	49%	57%	39%	34%	31%	21%	-9.5 points
Electric							
In units	-	17,268	31,059	42,764	110,917	162,106	+46
As a % of total registrations	-	0.9%	1.4%	2%	7%	10%	3.1 points
Hybrids							
In units	-	61,619	106,369	125,435	243,675	427,538	+75
As a % of total registrations	-	3.2%	5%	6%	15%	26%	11.0 points
including non rechargeable							
In units	-	56,030	91,841	106,843	169,083	286,537	+69
As a % of total registrations	-	2.9%	4%	5%	10%	17%	7.0 points
including plug-in							
In units	-	5,589	14,528	18,592	74,592	141,001	+89
As a % of total registrations	-	0.3%	0.7%	0.8%	5%	8%	4.0 points
Total registrations	-	1,917,226	2,173,481	2,214,279	1,650,118	1,659,004	+0.5
VEHICLES IN USE AS OF DECEMBER 31							
Petrol							
In thousands of units	18,080	13,031	14,338	14,969	15,250	15,523	+1.0
As a % of total stock	64%	35%	37%	39%	40%	40%	0.4 point
Diesel							
In thousands of units	9,980	23,719	23,199	22,611	22,024	21,364	+1.0
As a % of total stock	36%	64%	61%	59%	57%	55%	-2.1 points
Electric							
In units	-	42	106	141	245	403	+1.6
As a % of total registrations	-	0.1%	0.3%	0.4%	0.6%	1.0%	0.4 point
Hybrids							
In units	-	212	447	565	805	1251	+1.6
As a % of total registrations	-	0.6%	1.2%	1.5%	2.1%	3.2%	1.1 point
including non rechargeable							
In units	-	176	379	480	647	952	+1.5
As a % of total registrations	-	0.5%	1.0%	1.2%	1.7%	2.5%	0.8 point
including plug-in							
In units	-	36	68	85	158	299	+1.9
As a % of total registrations	-	0.1%	0.2%	0.2%	0.4%	0.8%	0.4 point
Total	28,060	37,180	38,246	38,436	38,481	38,739	+0.7

Sources: CCFR, MTE/SDS (Ministry of Ecological Transition)

In 2021, despite the sharp decline in diesel car sales in France, the country retains second place in the European market with 349,479 registrations, behind Germany (524,446 units) and ahead of Italy (323,010 units). Diesel engines, which were still in first place in purchases by "non-private" customers in 2020, with a 41% market share, are now in second place behind petrol with 29% of sales (compared to 37% for petrol). Among individuals, diesel market share (11%) is now lower than hybrid motorisation (24%) and even electric (13%).

Regarding alternative energies, registrations of new hybrid passenger cars amounted to 286,537 units in 2021, an increase of 75% (+89% for plug-in hybrids). Those of new electric passenger cars grew by 46%, to reach 162,106 units. The French market is in third place among European markets behind Germany and the United Kingdom.

At the level of the fleet in France, 55% of cars in circulation on 1 January 2022 were equipped with a diesel engine. This ratio has fallen by more than 9 points since the high point in 2015. The

share of petrol cars in the fleet has been growing since 2015 and now represents 40% of the total (35% in 2015 and 64% in 2000). Alternative energy cars represent 4.2% of the total fleet. Electric cars represent only 1% (+0.4 point), non-rechargeable hybrid cars 2.5% (+0.8 point) and plug-in hybrid cars 0.8% (+0.4 point).

ALTERNATIVE ENERGY PASSENGER CARS

In 2021, in a sluggish market, registrations of alternative energy passenger cars (electric and hybrid) continued to grow at a sustained pace. Registrations of electric and hydrogen cars increased by 46%, those of plug-in hybrid cars by 89% and those of non-rechargeable hybrid cars by 69%. The market share of these vehicles has now reached 36%, including 18% for electrified vehicles (electric + plug-in hybrids).

The "Fit for 55" plan adopted by the European Commission in July 2021 recalled the objective of carbon neutrality in 2050 for the Member States and the objective of ending the sale of thermal vehicles in 2035, which was voted by the European parliament in July 2022.

In France, the State continues to support the development of electromobility through the payment of the automobile bonus and the conversion bonus, even if the amounts were revised slightly downwards in the middle of the year. The objectives of greening public and private fleets set out in the Mobility Orientation Law (LOM) are stimulating the development of electric vehicles. In addition, the offer of manufacturers of electrified vehicles was further enriched in 2021. Regarding the deployment of infrastructure, the Advenir program, with a budget of 320 million euros, aims to finance 125,000 charging points by 2025 for individuals in collective buildings, condominium managers, companies, communities and public persons. Thanks to the mechanisms of

energy certificates, it complements public initiatives to support electric mobility. These measures, together with low-emission zone development projects, are driving demand for electric vehicles among individuals and businesses.

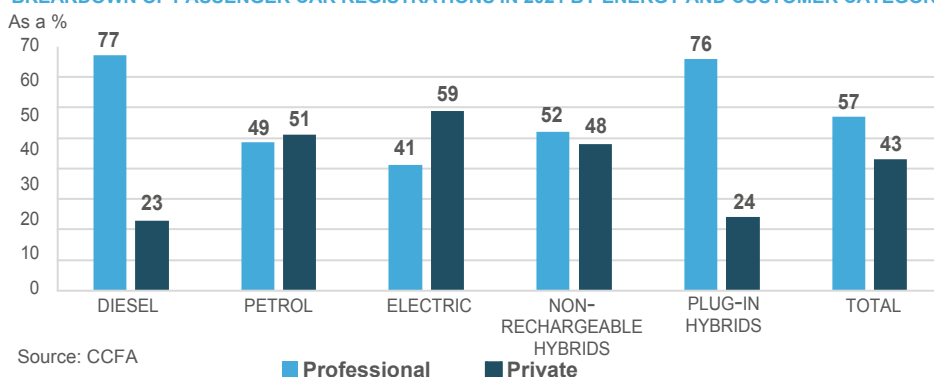
59%

Private market share in electric car registrations in 2021

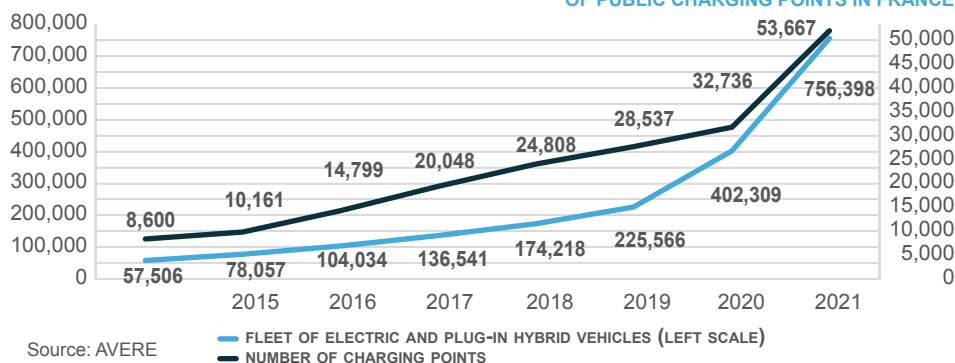
► RANKING 10 BEST-SELLING MODELS, ELECTRIC CARS IN 2021

RANG	BRAND	MODEL	%
1	TESLA	MODEL 3	15.4%
2	RENAULT	ZOE	14.5%
3	PEUGEOT	208	11.0%
4	DACIA	SPRING	7.0%
5	FIAT	500	5.9%
6	RENAULT	TWINGO	5.5%
7	KIA	NIRO	3.9%
8	VOLKSWAGEN	ID.3	3.6%
9	PEUGEOT	2008	3.4%
10	MINI	MINI	3.2%

BREAKDOWN OF PASSENGER CAR REGISTRATIONS IN 2021 BY ENERGY AND CUSTOMER CATEGORY



EVOLUTION OF THE ELECTRIC AND PLUG-IN HYBRID VEHICLES IN USE AND NUMBER OF PUBLIC CHARGING POINTS IN FRANCE



As of 31 December 2021, there were 53,667 charging points in France (corresponding to an installed power of 1,169,709 kW) for 756,000 electric or plug-in hybrid vehicles, i.e. 1 for 14 vehicles according to AVERE's figures. Despite the strong growth in the number of charging points in 2021 (+64% in one year), this remains insufficient, given the growth of the fleet (there was 1 charging point for 7 vehicles in 2019) and the objectives of the CSFA to increase the number of charging points to 100,000 by the end of 2021. To accelerate deployment, the Advenir program, created in 2016, has been reinforced by an additional 200 million euros by 2025.

According to the Parc Auto survey, the share of users with a charging station at home grew from 7% at the end of 2020 to 8% at the end of 2021. That of users with a charging station at their workplace went from 10% to 12%.

In the course of 2021, several legislative or regulatory developments have reinforced

the development of charging infrastructures: strengthening of the right to take in condominiums, obligation for motorway companies to equip the 440 motorway service areas and expressways with charging points by the end of 2022, obligation to pre-equipped car parks in new buildings to accommodate charging stations.

For their part, car manufacturers are offering an increasing number of electric and hybrid models. In 2021, in France, more than 80 different models of electric cars were sold, the Renault group and Stellantis dominating the market with more than 18 models offered in 100% electric. With a 14.5% market share, Renault's Zoé is in second place in the ranking. Peugeot's 208 accounted for 11% of electric car sales. On the plug-in hybrid market, Peugeot, Renault and Citroën are in third place in the ranking with the 3008 (12% market share), the Captur (6%) and the C5 Aircross (5%).

On the buyer side, the main obstacle to the purchase of an electrified vehicle, according to

Parc Auto, remains the cost of the vehicle, followed by the lack of autonomy, then the lack of charging stations. 65% of respondents consider financial support measures (bonus/penalty/premium) as the first factor impacting their purchasing decision. Similarly, traffic restrictions for polluting vehicles influence purchase intentions, particularly in large cities. For companies, in addition to fleet greening obligations, taxation can be a support tool for the development of electrified vehicles (TVS, depreciation ceiling, etc.). In 2021, 76% of plug-in hybrid car sales will be made by professionals. Conversely, in the electric car market, individuals dominate with 59% of registrations.

NEW CAR REGISTRATIONS BY MODEL, RANGE AND BODY TYPE

The economy and lower range is predominant in France with 57% market share in 2021 (compared to 43% in Western Europe). Among the ten best-selling models in France, eight belong to this segment in 2021. After peaking in 2010 thanks to the bonus/malus system and the scrapping bonus, the economy and lower range fell in 2011-2012. Then, the renewal of cars in the economy range (108, C1, Twingo, ZOE), the success of sales of models in the existing lower range (208, C3, Clio, Sandero) and the development of the product offer in SUV and 4WD on this range (2008, Captur, Duster) again stimulated the segment, which stabilised around 53% market share until 2017. Since 2018, the development of hybrid (Clio, 3008,

DS7, C5 Aircross) or electric (ZOE, 208, DS3 Crossback) models or versions has expanded the offer, its market share has once again increased sharply, reaching 57% in 2021. In addition, the success of Tesla's Model 3 has advanced the Luxury segment in 2021.

Sales by body type show that sedans remain the majority on the new market (49% of sales) but continue to lose market share (-12 points compared to 2010), to the benefit of SUV-4WD vehicles. These continue their strong growth (+34 points of market share since 2010) thanks to the offer in the lower ranges (Captur, 2008, Duster) and lower average (C3 Aircross, C5 Aircross, 3008,

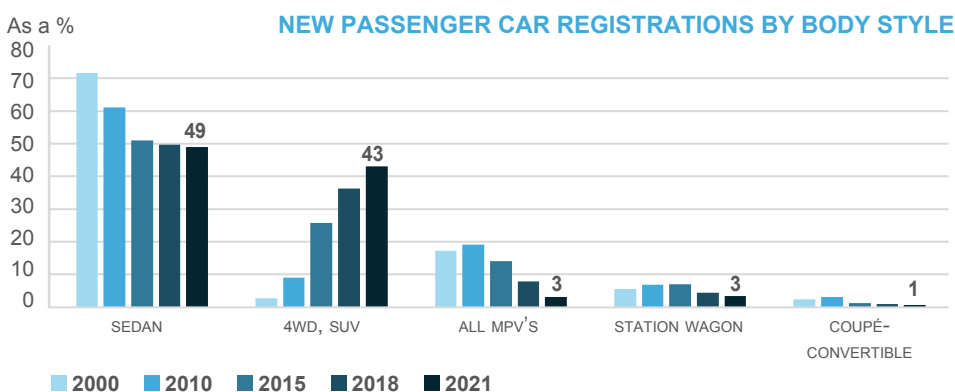
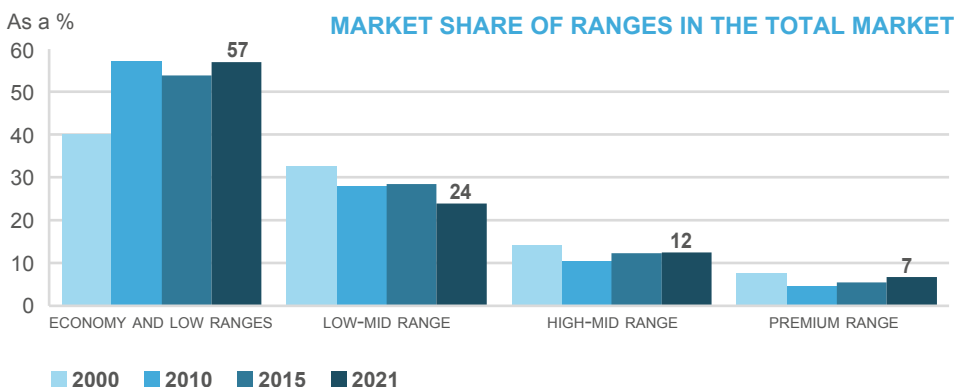
5008) and represent in 2021, 43% of sales (+3.6 points compared to 2020). Finally, the other market segments (minivans, station wagons and coupé cabriolets) have continued to decline over the past ten years.

43%

Share of new passenger cars registered belonging to the 4WD and SUV bodies

► RANKING OF THE MAIN MODELS OF NEW PASSENGER CARS IN 2021

Rank	Brand	Model	% market
1	PEUGEOT	208	5.3%
2	RENAULT	CLIO	5.1%
3	DACIA	SANDERO	4.6%
4	PEUGEOT	2008	4.5%
5	CITROEN	C3	3.9%
6	RENAULT	CAPTUR	3.2%
7	PEUGEOT	3008	3.0%
8	RENAULT	MEGANE	2.3%
9	TOYOTA	YARIS	1.9%
10	FIAT	500	1.9%
11	DACIA	DUSTER	1.9%
12	RENAULT	TWINGO	1.8%
13	CITROEN	C4	1.6%
14	CITROEN	C3 AIRCROSS	1.6%
15	MINI	MINI	1.5%
16	TESLA	MODEL 3	1.5%
17	VOLKSWAGEN	POLO	1.4%
18	RENAULT	ZOE	1.4%
19	CITROEN	C5 AIRCROSS	1.3%
20	PEUGEOT	308	1.3%
21	PEUGEOT	5008	1.3%
22	VOLKSWAGEN	T-ROC	1.1%
23	RENAULT	ARKANA	1.1%
24	HYUNDAI	TUCSON	1.1%
25	TOYOTA	COROLLA	1.0%
26	FORD	PUMA	1.0%
27	OPEL	CORSA	1.0%
28	VOLKSWAGEN	TIGUAN	0.9%
29	TOYOTA	C-HR	0.9%
30	VOLKSWAGEN	GOLF	0.8%



Source: CCFA

► NEW PASSENGER CARS REGISTRATIONS BY RANGE

Ranges	2000		2010		2019		2020		2021	
	units	%	units	%	units	%	units	%	units	%
Economy and low ranges	855,161	40.1	1,283,902	57.0	1,246,492	56.3	973,974	59.0	944,332	56.9
Low-mid range	695,146	32.6	627,694	27.9	557,062	25.2	389,413	23.6	396,204	23.9
High-mid range	303,028	14.2	234,664	10.4	276,406	12.5	199,040	12.1	206,576	12.5
Premium range	163,293	7.7	105,313	4.7	134,319	6.1	87,691	5.3	111,892	6.7
Others	117,256	5.5	96	0	0	0	0	0	0	0
TOTAL	2,133,884	100.0	2,251,669	100.0	2,214,279	100.0	1,650,118	100.0	1,659,004	100.0

► NEW PASSENGER CAR REGISTRATIONS BY BODY STYLE

Carrosseries	2000		2010		2019		2020		2021	
	units	%	units	%	units	%	units	%	units	%
Sedan	1,527,676	71.6	1,377,498	61.2	1,094,467	49.4	826,567	50.1	814,013	49.1
Station wagon	119,739	5.6	153,476	6.8	92,487	4.2	66,517	4.0	56,409	3.4
Coupé-Convertible	50,527	2.4	70,353	3.1	21,562	1.0	10,795	0.7	11,928	0.7
All MPVs	369,434	17.3	430,857	19.1	142,540	6.4	84,459	5.1	52,370	3.2
of which compact MPVs	241,190	11.3	233,363	10.4	84,954	3.8	45,931	2.8	29,800	1.8
4WD, SUV	57,116	2.7	205,106	9.1	847,850	38.3	651,752	39.5	715,128	43.1
Others	9,392	0.4	14,379	0.6	15,373	0.7	10,028	0.6	9,156	0.6
TOTAL	2,133,884	100.0	2,251,669	100.0	2,214,279	100.0	1,650,118	100.0	1,659,004	100.0

Source: CCFA

USED PASSENGER CARS

Second-hand passenger car registrations exceeded 6 million units in 2021, an increase of 8%, while the new car market grew by only 0.5%. The shortage of new cars linked to the semiconductor crisis, and the increase in their price, have stimulated purchases of used cars, which are also reinforced by a financing offer formerly reserved for the new market. Thus, in 2021, 3.6 used cars were sold for every new car compared to 2.6 in 2019.

Purchases of second-hand cars are increasing in all age groups, except in those under 1 year old, whose registrations will drop by 10% in 2021, due to the lack of recent vehicles. The category of second-hand cars

fifteen years and over is the one that is growing the fastest (+13%). On the second-hand market, cars ten years and older make up 44% of the total, while those under five make up 36%, including 8% for months a year old.

Diesel cars continue to dominate the second-hand market with 3.3 million units sold, but their share is decreasing and stands at 56% in 2021, a decline of ten points in 10 years. The collapse of the new diesel car market for several years has had an impact on second-hand sales. Conversely, alternative engines benefit from purchase support schemes (bonus, conversion bonus), which stimulate

both the new market and the second-hand market. However, the new electric car market, which is very oriented towards private individuals, is not yet generating significant second-hand volumes. In 2021, registrations of used electric and hybrid cars doubled, rising from 2.6% of the second-hand market in 2020 to 4.7% in 2021.

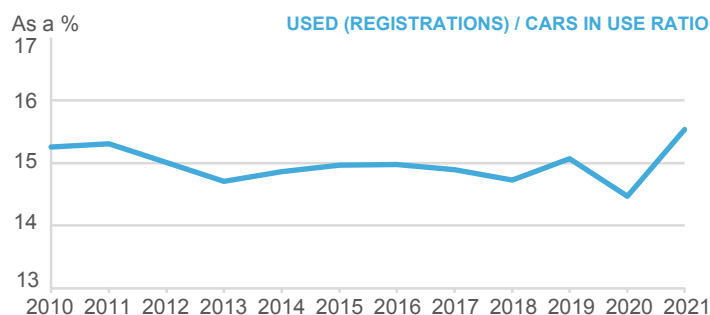
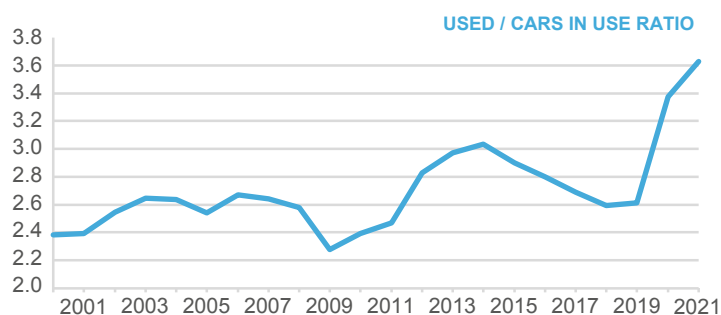
22%

**Share of used cars
15 years and older
registered in 2021**

► USED PASSENGER CARS

	Units	2000	2005	2010	2019	2020	2021
REGISTRATIONS							
New passenger cars	thousands	2,134	2,118	2,252	2,214	1,650	1,659
Used cars	thousands	5,082	5,383	5,386	5,791	5,569	6,016
Used/new ratio		2.4	2.5	2.4	2.6	3.4	3.6
Cars less than 5 years old	% used	40	40	37	37	37	36
Cars less than 1 year old	% used	12	10	8	10	9	8
Cars less than 1 year old	% new	29	25	19	27	31	27
Cars 5 to 9 years old	% used	60	60	63	63	63	64
Cars 10 to 14 years old	% used	-	25	26	21	20	20
Cars 15 years old and more	% used	-	22	21	22	22	22
Diesel used cars	thousands	-	2,996	3,558	3,518	3,200	3,339
	% used	-	56	66	61	57	56
Electric or hybrid used cars	thousands	-	-	6	104	146	285
	% used	-	-	0.1	1.8	2.6	4.7
PASSENGER CARS IN USE (AS OF 31/12)	thousands	28,825	-	35,300	38,436	38,481	38,739
USED (REGISTRATIONS) / CARS IN USE RATIO	%	17.6%	-	15.3%	15.1%	14.5%	15.5%

Sources: CCFA, MTE/SDS



The private car is a durable good that the household buys, uses, maintains and possibly resells on the second-hand market. According to the Parc Auto survey (page 47), households are keeping their car for longer and longer. The length of detention has increased from 3.8 years in 1991 to 5.8 years today (5.6 in 2020).

Sales of used cars are made through an automotive professional or directly between individuals. Professionals generally handle "young" second-hand car transactions, that is to say less than 5 years old. According to the Parc Auto survey, sales channels between individuals have declined with the pandemic, to the benefit of second-hand dealer networks, which are undoubtedly more reassuring in terms of health. Thus, in 2021, the share of second-hand transactions carried out through a professional now stands at 70%, including 44% with a car brand dealership.

Between 5 and 6 million used cars are exchanged per year and this market is subject to less fluctuation than that of new ones. The demand for

used vehicles is generally closer to the evolution of the fleet; it is less influenced by economic factors than demand for new cars and therefore less impacted in the event of severe crises (2009, 2013, 2020). It may nevertheless be affected by measures to stimulate the new home market (bonus/malus system, conversion bonus, etc.).

The aging of the fleet and the development of multi-motorisation of households have resulted in an increase in the share of cars over 5 years old in second-hand transactions between 1990 and 2016 (68% in 2016, against 48% in 1990). Then, over the past three years, incentives to renew the fleet have increased the share of used cars less than 5 years old and reduced that of older vehicles. With the health crisis in 2020 and then the semiconductor crisis in 2021, the share of used cars aged 15 and over increased again and rose from 19% in 2019 to 22% in 2021.

Used cars less than a year old can be compared to the new market. Indeed, these are often cars first registered by an automotive professional (demonstration car or rental car), then sold to

individuals. Their share steadily declined from 2001 to 2009, during the years of scrappage, when new car prices were more competitive. Then, volumes increased each year, reaching 593,243 registrations in 2019. But in 2020, automotive professionals affected by the health crisis reduced their purchases, and their share fell again. In 2021, the continued low level of new car registrations (semiconductor crisis, supply difficulties) again caused the share of these recent vehicles to decline.

The share of diesel in second-hand cars continues to decline, settling at 55.5% in 2021. It thus reflects the changes observed in the new market, where the share of diesel now represents only 20% of registrations.

In 2021, according to the Parc Auto survey, 60% of cars owned or made available to households were purchased second-hand, compared to 51% in 1991. For cars acquired in 2021, this share is high at 67%.

REGISTRATIONS OF NEW VEHICLES IN FRENCH OVERSEAS DEPARTMENTS (DOM)

Sales of new vehicles in the five overseas departments increased by 15% in 2021, which represents a significantly better performance than in Metropolitan France, where registrations have virtually stagnated (+2%), particularly in the passenger car market (+0.5%).

The light commercial vehicle market is the most dynamic, with growth of 31% in 2021, which allows it to exceed its 2019 level; this was particularly dynamic in Martinique and Mayotte with growth in registrations of more than 40%. As for the passenger car market, it grew by 12%, but this is not enough to return to the level of 2019, it remains down 11%.

Reunion is the leading overseas department market with 44% of vehicle volumes. Martinique, with 21% of the total, is in second place and ahead of Guadeloupe for the first time, whose sales were the least dynamic in the area. In 2021, as in 2020, the strongest growth is recorded in

the departments where car densities are lowest: French Guiana and Mayotte.

In a passenger car market up 12% across all of the French overseas departments, registrations of diesel cars fell by 28% and now represent only 18% of the total, i.e. a drop of ten points in one year. Electric cars have seen their volume double, except in Mayotte where the market is non-existent. They now represent 5.7% of registrations and up to 8.5% in Réunion (compared to 10% in Metropolitan France). For plug-in hybrid vehicles, the market share does not exceed 2.8% compared to 8% in mainland France.

Registrations of commercial vehicles over 5 tonnes also rebounded in 2021 (+21%) to stand at a higher level than 2019, with the exception of Guadeloupe where they are slightly below. Finally, coach and bus registrations, which had increased sharply in 2020 (+15%) only increased by 2% on average and fell in Guyana and Reunion.

The Renault and Stellantis groups (excluding FCA) retain high market shares in the overseas departments. They rise to 51% in 2021 for passenger cars and 62% for light commercial vehicles. In the narrow industrial vehicle market, Renault Trucks' market share will be 26% in 2021.

Second-hand passenger car registrations, which had fallen by 1% in 2020, rebounded by 6% to stand at 134,184 units, a ratio of 2.2 used cars for 1 new car against 3, 6 in Metropolitan France.

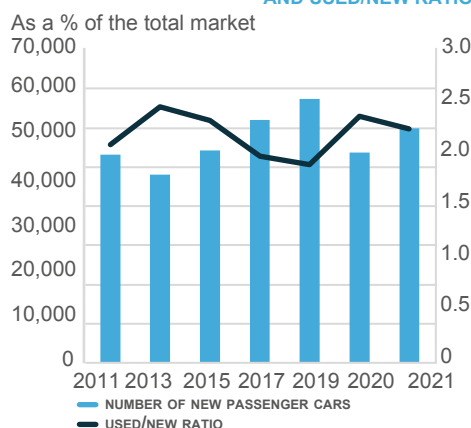
On 1 January 2021 the fleet of passenger cars in the overseas departments was 870,761 units according to new estimates from the services of the Ministry for Ecological Transition.

5.7% Share of electric cars registered in the overseas departments in 2021

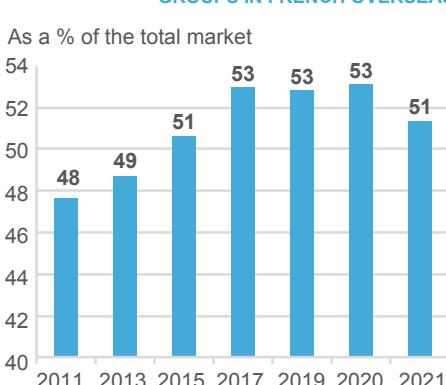
NEW PASSENGER CARS	2000	2010	2015	2019	2020	2021	Change 2021/2019	Change 2021/2020
GADELOUPE	13,691	13,438	13,409	16,741	12,230	12,731	-24.0%	4.1%
FRENCH GUIANA	4,031	4,382	4,414	5,450	4,410	5,497	0.9%	24.6%
MARTINIQUE	14,424	13,147	12,931	15,853	11,374	12,965	-18.2%	14.0%
MAYOTTE (1)	-	-	1,083	1,729	1,657	2,095	21.2%	26.4%
REUNION ISLAND	21,463	20,295	22,288	27,556	23,990	26,667	-3.2%	11.2%
TOTAL FRENCH OVERSEAS DEPARTMENTS (DOM)	53,609	51,262	54,125	67,329	53,661	59,955	-11.0%	11.7%
TOTAL DOM USED PASSENGER CARS	ND	104,381	125,457	127,746	126,436	134,184	5.0%	6.1%
USED/NEW RATIO		2.0	2.3	1.9	2.4	2.2	-	-
NEW LIGHT COMMERCIAL VEHICLES (UP TO 5T)	2000	2010	2015	2019	2020	2021	Change 2021/2019	Change 2021/2020
GADELOUPE	2,685	2,394	2,214	2,465	2,136	2,763	12.1%	29.4%
FRENCH GUIANA	1,143	1,239	1,159	1,311	1,208	1,578	20.4%	30.6%
MARTINIQUE	2,368	2,016	2,156	2,059	1,849	2,744	33.3%	48.4%
MAYOTTE (1)	-	-	230	401	331	472	17.7%	42.6%
REUNION ISLAND	5,200	4,166	4,975	5,863	4,875	6,101	4.1%	25.1%
TOTAL FRENCH OVERSEAS DEPARTMENTS (DOM)	11,396	9,815	10,734	12,099	10,399	13,658	12.9%	31.3%
NEW COMMERCIAL VEHICLES INCLUDING COACHES AND BUSES (OVER 5T)	2000	2010	2015	2019	2020	2021	Change 2021/2019	Change 2021/2020
GADELOUPE	146	135	97	183	153	186	1.6%	21.6%
FRENCH GUIANA	66	85	50	88	106	113	28.4%	6.6%
MARTINIQUE	187	84	128	170	149	182	7.1%	22.1%
MAYOTTE (1)	-	-	48	81	84	134	65.4%	59.5%
REUNION ISLAND	362	293	434	376	390	401	6.6%	2.8%
TOTAL FRENCH OVERSEAS DEPARTMENTS (DOM)	761	597	757	898	882	1,016	13.1%	15.2%

(1) Since 1 April, 2011
Source: CCF

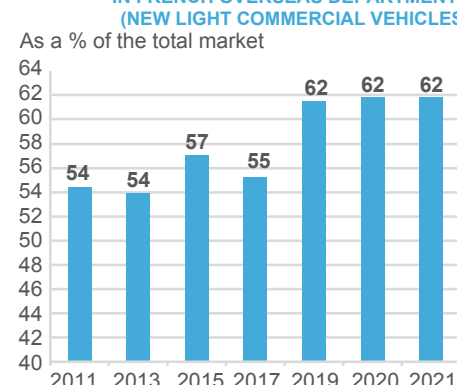
NEW PASSENGER CAR REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS AND USED/NEW RATIO



MARKET SHARE OF THE RENAULT AND STELLANTIS (EXCLUDING FCA) GROUPS IN FRENCH OVERSEAS



MARKET SHARE OF THE RENAULT AND STELLANTIS GROUPS (EXCLUDING FCA) IN FRENCH OVERSEAS DEPARTMENTS (NEW LIGHT COMMERCIAL VEHICLES)



NEW LIGHT COMMERCIAL VEHICLES IN FRANCE

In 2021, registrations of new light commercial vehicles increased by 7.5% to 432,631 units, compared to +0.5% for the passenger car market. However, this growth did not return to the pre-crisis level since the level of registrations remains 10% lower than in 2019. The second-hand light commercial vehicle market, on the other hand, reached a record level of 896,500 units, i.e. an increase of 12.2% in 2021 and 10% compared to 2019. In times of crisis, the second-hand market contracts less sharply than the new market and the used/new ratio therefore tends to increase. In 2021, this ratio will reach a record level of 2.1, identical to the level observed during the 2009 crisis.

French groups and brands have always occupied a prominent place in the market for French light commercial vehicles. They represented 65.3% of the market in 2020. In 2021, with the merger of the PSA and FCA groups, the sales of the Renault and Stellantis groups now represent 72.9% of total sales of light commercial vehicles in France.

These groups are also reference manufacturers and produce on their sites also for their partners (Renault for Nissan, Daimler and Mitsubishi and Stellantis for Toyota). In France, the production of light commercial vehicles is 433,400 units in 2021, which represents 32% of automotive production. Entirely produced by the Stellantis and

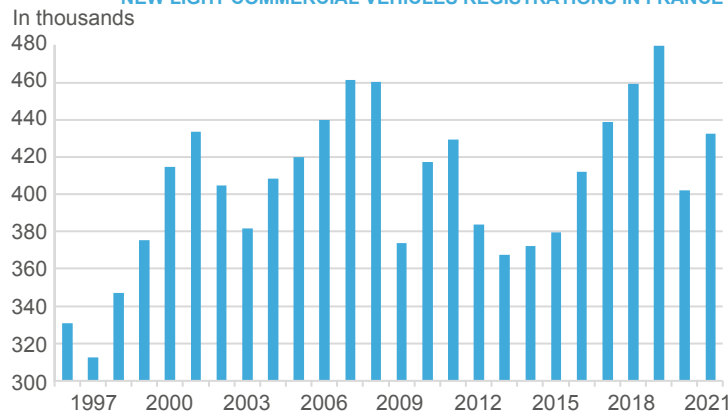
Renault groups, it accounts for 2.3% of the world production of light commercial vehicles.



1/3

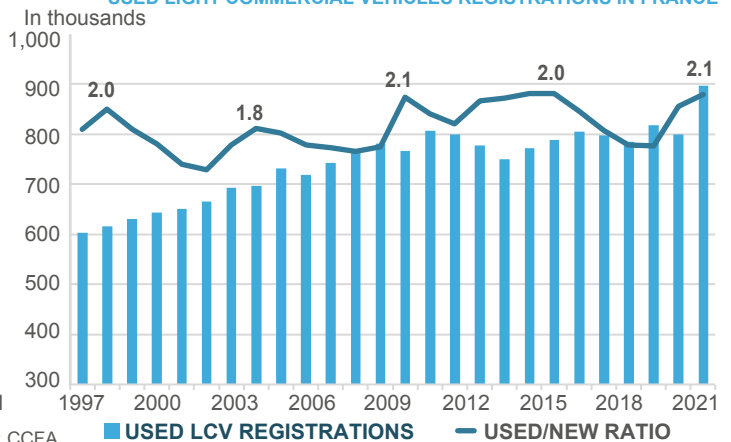
Light vehicles produced in France are commercial vehicles

NEW LIGHT COMMERCIAL VEHICLES REGISTRATIONS IN FRANCE



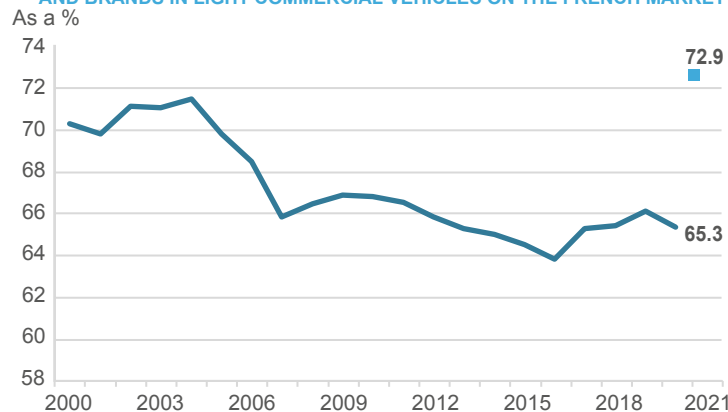
Source: CCFA

USED LIGHT COMMERCIAL VEHICLES REGISTRATIONS IN FRANCE



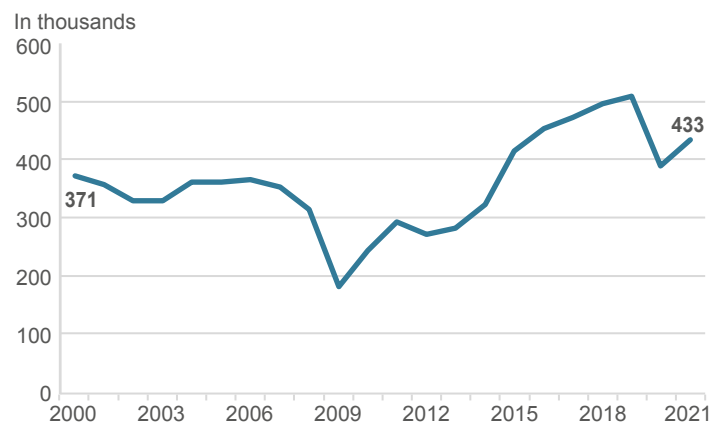
■ USED LCV REGISTRATIONS — USED/NEW RATIO

MARKET SHARE OF GROUPS (STELLANTIS, EXCLUDING FCA BEFORE 2021 + RENAULT IN 2021) AND BRANDS IN LIGHT COMMERCIAL VEHICLES ON THE FRENCH MARKET



Source: CCFA

PRODUCTION OF LIGHT COMMERCIAL VEHICLES BY THE RENAULT AND STELLANTIS GROUPS IN FRANCE



Light commercial vehicles are defined as vehicles of less than 5 tonnes of gross vehicle weight, intended for the transport of goods. In many sectors (agriculture, construction, services, etc.), they are also used to come and go to the workplace, for transfers between sites, for transporting equipment. They come in different categories: utility derivatives of passenger cars, combispace, small vans, vans, pick-ups, 4WD and SUV.

These vehicles are intensely used vehicles: they cover more kilometres each year (2,000 more on average) than private cars (see the traffic report on page 50). While individuals travel fewer kilometres with their light commercial vehicle, certain sectors are very intensive users: transport, delivery,

warehousing, as well as specialised activities and the manufacturing industry. These vehicles are mainly used in urban areas or on the road (excluding motorways).

The fleet of new light commercial vehicles, estimated at 6.3 million units as of 1 January 2022, is 48% owned by natural persons (individuals and craftsmen), 14% by legal persons operating in the construction sector and 8% in the commerce sector. Its average age has tended to decrease since 2018, unlike that of passenger cars.

Light commercial vehicles are vehicles with higher added value, which can be more easily produced in France. Over the past twenty years, the production of light commercial vehicles by

French manufacturers in France has increased from 371,000 units in 2000 to 510,000 in 2019, in line with the growth of the French and European market. It first fluctuated between 300,000 and 400,000 units between 2000 and 2008, then collapsed to 180,000 units in 2009. Since then, it has more than doubled. In 2020, production had fallen sharply to 390,000 units, but it rebounded in 2021 to 433,000 units, i.e. 32% of total light vehicle production in France.

CHARACTERISTICS OF NEW LIGHT COMMERCIAL VEHICLES IN FRANCE

The light commercial vehicle market remains dominated by diesel engines. In 2021, the market share of diesel vehicles is down slightly to 90% (-3 points compared to 2020), but volumes continue to grow (+4%). Petrol engines, which come in second place, experienced significant growth in 2021 (+43%) and now represent more than 5% of sales. With 12,141 units sold, electric light commercial vehicles represent 2.8% of registrations, up 38% in volume. Stellantis and the Renault group occupy 78% of this segment. Finally, the hybrid segment is the one that is growing the fastest in 2021, in particular thanks to the success of non-rechargeable hybrids (+178%) which more than doubled their market share, going from 0.6% in 2020 to 1, 4% in 2021.

In 2021, the largest segment by volume remains that of vans, which represents 44% of sales, down two points compared to 2020. The second segment is that of vans, which represent just under a quarter of sales, a share that continues to decline in 2021 (-2 points compared to 2019). Sales of pick-ups, which experienced strong

growth between 2015 and 2018, collapsed with the introduction in 2019 of the penalty and the TVS for this category of vehicle. Finally, utility derivatives of passenger cars represent only 13.4% of sales in 2021 compared to 32% in 2000.

Light commercial vehicles from 2.5 to 3.5 tonnes have been the majority since 2016 in new registrations; their share will reach 61% of sales in 2021 (+26 points since 2001), while that of 1.5 to 2.5 tonne vehicles has fallen from 59% to 37% over the same period. Since 2010, sales of vehicles from 2.5 to 3.5 tonnes have increased by 47%, while sales of all other categories have declined.

On the second-hand market, the share of recent vehicles is lower than for cars. Less than 1 year old represent 6% of second-hand transactions in 2021, compared to 8% for passenger cars. Conversely, vehicles 5 years and over represent 70% of the total (up 2 points in two years), compared to 64% for passenger cars.

The fleet of new light commercial vehicles, estimated at 6.3 million units as of 1 January 2022, is still largely dominated by diesel engines, which represent 95% of vehicles. The fleet of electric light commercial vehicles, although small (58,596 units), increased by 21% compared to last year. The fleet, all energies combined, is made up of more than 50% of vehicles from 2.5 tonnes to 3.5 tonnes inclusive.



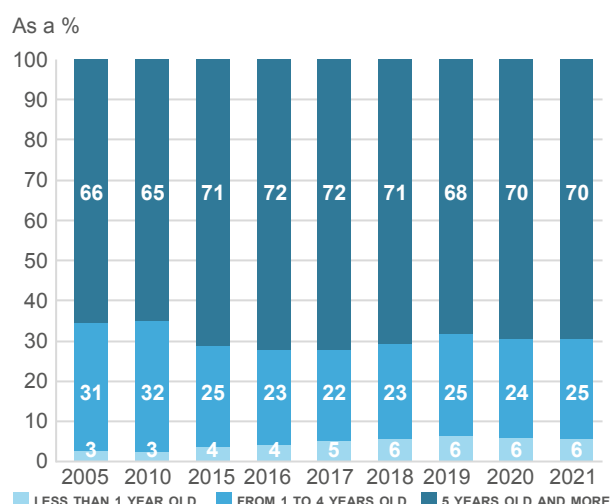
44%

Share of vans in light commercial vehicle registrations

► LIGHT COMMERCIAL VEHICLES REGISTRATIONS BY BODY STYLE

BODIES	2000		2010		2015		2020		2021	
	units	%	units	%	units	%	units	%	units	%
Cars derivatives	133,679	32.2	116,582	27.9	85,976	22.7	54,913	13.6	57,819	13.4
Small vans	110,727	26.7	113,152	27.1	99,227	26.2	97,487	24.2	99,697	23.0
Vans	99,953	24.1	136,647	32.7	140,153	36.9	184,212	45.8	191,612	44.3
Mini-buses/coaches	867	0.2	525	0.1	621	0.2	259	0.1	360	0.1
Pickup	6,327	1.5	12,126	2.9	12,877	3.4	9,468	2.4	12,019	2.8
4WD, SUV	4,470	1.1	9,302	2.2	9,908	2.6	8,559	2.1	10,048	2.3
Others	58,943	14.2	29,278	7.0	30,666	8.1	47,484	11.8	61,076	14.1
TOTAL	414,966	100.0	417,612	100.0	379,428	100.0	402,382	100.0	432,631	100.0

USED LIGHT COMMERCIAL VEHICLES BY AGE



► LIGHT COMMERCIAL VEHICLES REGISTRATIONS BY WEIGHT

	2005	2010	2021
< 1.5T	3%	4%	1%
1.5T TO < 2.5T	56%	52%	37%
2.5T TO 3.5T	41%	43%	61%
> 3.5T TO 5T	0.2%	1%	0.3%
TOTAL	100%	100%	100%

► LIGHT COMMERCIAL VEHICLES REGISTRATIONS BY ENERGY

	2010		2021	
	units	%	units	%
DIESEL	410,773	98%	388,132	89.7%
PETROL	4,936	1%	22,482	5.2%
ELECTRIC	796	0%	12,141	2.8%
OTHERS	1,107	0%	9,876	2.3%
TOTAL	417,612	100%	432,631	100.0%

Source: CCFA

CHARACTERISTICS OF THE HEAVY TRUCKS MARKET IN FRANCE

The French market for new industrial vehicles over 5.1 tonnes increased by 5.8% in 2021 to 44,138 units. The first half was marked by an upturn with volumes up 27% over the first 5 months of the year. However, in the second half of the year, the market was impacted by supply problems (disorganisation of supply chains, price increases) which lengthened delivery times and limited sales. Thus over the year as a whole, registered volumes were insufficient to offset the sharp decline in 2020 (-24.4%) and the market remained down 20% compared to the record level of 2019.

The tractor market, historically higher than that of rigids and which was at the same level in 2020,

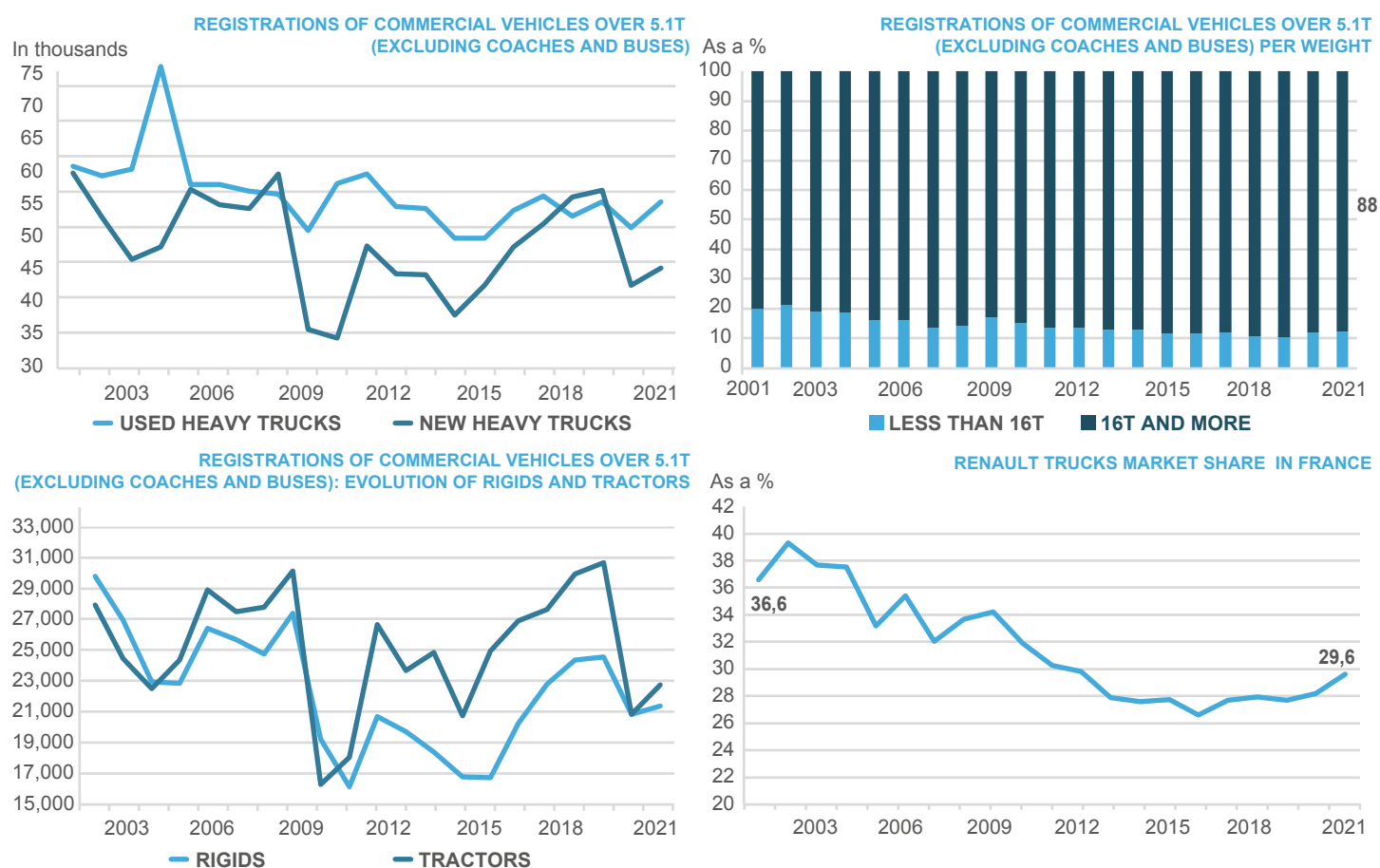
recorded an increase of 9% in 2021. Thus, it amounts to 23,000 units, i.e. a level which remains low, compared to the average for the 2015-2019 period (28,000 units). The rigid market grew by only 2.5% to reach 21,400 units, i.e. on average for the 2015-2019 period.

In 2021, industrial vehicles over 16 tonnes will represent 88% of the market, a share that has been increasing steadily for twenty years.

The shortage in the new market stimulated the used vehicle market, which grew by 7.4% in 2021 and returned to its 2019 level at 53,500 units. Since the end of the 2009-2010 crisis, the used

industrial vehicle market has been close in volume to that of new vehicles with an average ratio of 1.1 used vehicle sold for 1 new vehicle (compared to 1.5 during crisis). In 2021, it is now at 1.2.

In 2021, Renault Trucks will retain its leading position in France with a market share that has increased by 1.4 points to 29.6%, compared to 28.2% in 2020. Its market share for used vehicles has increased rises to 33.4%.



Industrial vehicles are defined as vehicles of more than 5 tonnes of gross vehicle weight, intended to transport goods. A distinction is made between rigid and tractor trucks. They can be delivered with bodywork or come in the form of stand-alone chassis that are later fitted by specialist manufacturers. Each truck is custom built and is therefore a unique product. The rigid truck is manufactured to receive a container or heavy equipment on its chassis and comes in different categories according to its uses: tipper, van, flatbed, refrigerated, tank. The road tractor is intended to "haul" its trailer and is used more for long-distance transport. Tractors used for long journeys are equipped with many devices to improve driver comfort: sleeping berths, storage, touch screens, audio/radio system and even a refrigerator.

The tractor market, which represents approximately 56% of the industrial vehicle market, is more volatile than that of rigid vehicles. More intensively used (113,000 km per year compared to 75,000 km for a carrier according to the CNR), tractors are renewed more frequently. Thus, the fleet of tractors is twice as young as that of carriers with an average age of 5.5 years and 11 years respectively. However, truck tractor sales are also more affected by the vagaries of the economic climate and road freight transport. In 2009, 2014 and 2020, the market for tractors fell 10 points more than that for rigids.

Renault Trucks' market share in France has held steady since 2013 at around 28% after experiencing higher levels in the 2000s (around 35%). In 2021, it continues to progress and reaches 29.6%. It is increasing its market share in both the rigid and tractor segments, where

its new offers (T Evolution, B100 engine) have stimulated sales. It is also gaining points in the 6-16 tonnes segment with 35.9% of registrations in 2021. Finally, in the used industrial vehicle market, Renault Trucks is also the leader with 33.4% market share.

The share of alternative energy industrial vehicles (gas, electric, hybrid) remains very low but will nevertheless reach 4.3% in 2021 (including 3.7% for natural gas for vehicles). The extension of manufacturers' offer of electric vehicles and the CO₂ emission reduction targets set by the European Union should also stimulate sales. Renault Trucks, for example, offers a range of electric vehicles ranging from 3.1 tonnes to 26 tonnes which meets the diversity of urban logistics businesses (refrigerated transport, waste collection, distribution).

HOUSEHOLD VEHICLES IN USE



85%

Household car ownership rate

In 2021, the household car ownership rate returns to its 2019 level of 85%, excluding large utility vehicles. Households which own more than one vehicle represented 37% of all households, compared to 30% in 2000, 26% in 1990 and 16%

in 1980. Households with 3 or more cars represent 5.2% of all households (see page 93).

94% of households living in rural areas or peri-urban areas (rural areas close to towns) own a vehicle.

In the Paris region, a dense area and benefiting from a developed public transport network, the share of equipped households is lower with 67.4%, but this ratio has not sagged in recent years and has even risen in 2021. In other major French cities, the rates remain closer to 80%. 65.6% of low-income households (less than 15,000 euros per year) are equipped with at least one car,

compared to 62% in 2015.

85.8% of households aged between 65 and 74 and 76.6% of those over 75 are motorized (75% in 2017). The possession of a driving license and the share of drivers in this age category continue to increase steadily.

The rate of possession of a driving license among individuals aged under 25 has not declined: it is around 65% among 18–21-year-olds and around 84% among 22–25-year-olds. It rises to 90% for those over 75.

► CAR OWNERSHIP RATE (HOUSEHOLDS WITH AT LEAST ONE CAR) (AS A %)

	1990	1995	2000	2005	2010	2015	2021
BY SOCIO-PROFESSIONAL CATEGORY							
Farmers	95.9%	98.9%	91.1%	100.0%	92.1%	88.0%	91.4%
Farm workers	74.7%	-	-	-	-	-	-
Tradesmen, craftsmen, business owners	95.2%	89.4%	90.6%	91.2%	91.1%	90.9%	86.8%
Self-employed professionals, executives	94.4%	85.5%	84.6%	83.7%	84.1%	83.2%	85.5%
Middle management	93.3%	88.7%	90.8%	87.6%	89.8%	88.0%	89.5%
White collar workers	78.3%	75.9%	77.5%	80.9%	82.5%	80.1%	83.3%
Blue collar workers	87.2%	89.7%	88.7%	89.1%	91.2%	90.9%	92.3%
Non-working population	54.6%	65.8%	70.9%	72.8%	77.1%	77.6%	80.8%
of which retired persons	59.4%	70.9%	76.0%	76.2%	80.1%	80.6%	83.4%
BY AREA OF RESIDENCE							
Rural areas	82.1%	88.6%	91.1%	92.4%	92.7%	92.9%	94.0%
Towns with fewer than 20,000 inhabitants	76.6%	84.7%	86.1%	88.4%	90.2%	91.1%	91.2%
Towns with 20,000 to 100,000 inhabitants	77.3%	80.0%	84.2%	83.7%	87.1%	87.8%	87.9%
Towns with over 100,000 inhabitants	74.2%	75.1%	76.6%	78.5%	80.8%	81.4%	83.0%
Greater Paris	77.0%	-	-	-	-	-	-
Inner Paris	47.3%	60.8%	60.4%	61.1%	63.6%	59.7%	67.4%
BY LOCATION OF RESIDENCE							
Town center	-	67.6%	69.4%	69.2%	73.0%	71.6%	74.2%
Suburb	-	79.3%	80.5%	80.9%	83.2%	82.1%	84.4%
Peri-urban area	-	88.5%	89.8%	91.2%	91.6%	92.5%	93.2%
Rural area	-	85.3%	90.4%	92.6%	94.8%	94.4%	93.6%
BY AGE OF HEAD OF HOUSEHOLD							
Under 25	-	51.2%	49.3%	63.3%	64.9%	74.0%	93% (1)
25 to 34	-	85.1%	82.4%	82.3%	83.9%	82.5%	86.8%
35 to 44	-	86.7%	86.3%	87.5%	88.0%	87.3%	85.3%
45 to 54	-	87.5%	87.4%	86.1%	88.1%	84.7%	87.6%
55 to 64	-	84.9%	87.0%	86.7%	86.9%	85.1%	86.4%
65 to 74	-	-	-	-	-	-	85.8%
Over 75	-	61.9%	69.0%	70.8%	76.2%	78.6%	76.6%
VEHICLES WITH A WOMAN AS THEIR MAIN DRIVER							
ALL	-	-	40.4%	40.7%	41.5%	41.9%	43.8%
	76.5%	78.4%	80.3%	81.2%	83.5%	82.9%	85.0%

Sources: INSEE until 1993, KANTAR TNS PARC AUTO since 1994

(1) Figure not significant because the sample is too small

The car ownership rate is measured by the percentage of households having at least one car. After several years of decline, it has been increasing since 2015 (+2 points) to reach 85% in 2021.

It is largely linked to income, the age of the head of household, the socio-professional category, the living areas and the number of people in the household.

• According to INSEE, if, in 2019, the 20% of the wealthiest households are equipped with at least one car at 91%, the 20% of the poorest are at 66%; these rates were 89% and 60% respectively in 2004 (INSEE, Surveys on living conditions, 2021).

• Car ownership rates in cities with more than 100,000 inhabitants will stabilise at around 83% in 2021, compared to 75% in 1995. On the other hand, in urban areas, car ownership rates rose after the COVID year. In the Paris conurbation, the rate rose to 67.4% in 2021, compared to 65.6% in 2020. In the Lille, Marseille and Lyon conurbations, the car

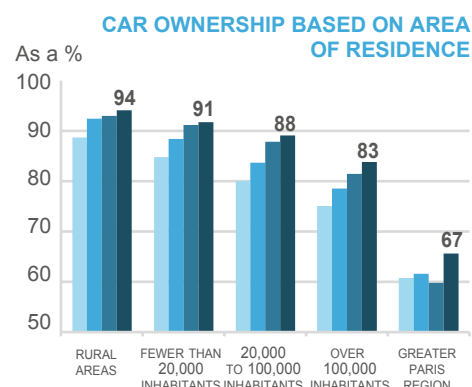
ownership rates rose to 90.8%, 85.6% and 76.7% respectively in 2021 (compared to 87.1%, 83.6% and 75.5% in 2020).

• Rural households, large families, as well as workers and farmers are highly motorised categories (90%). In addition, their multi-motorisation rates are also above average.

• The categories of employees and inactive people (including retirees) are relatively less equipped but, since 2000, their car ownership rate has increased steadily (respectively +4.3 and +10.6 points).

From 2010 to 2020, the proportion of households that have "de-motorised" (among those without a vehicle) has increased steadily, by 2 to 3% per year. In 2021, the demotorisation rate remains stable at 55%. The main cause of non-motorisation remains the absence of a driving license (cited by 49% of people) followed by the absence of need (41%), a preference for cycling or walking (27%). Excessive usage and acquisition costs are quoted more than

before (21%) as the cause of non-motorisation. On the other hand, the preference for public transport is only mentioned by 23% of people, compared to 30% last year. Among non-motorised households, 15% of them plan to remotorise over the next two years, a share that remains stable.



THE HOUSEHOLD CAR FLEET

After declining steadily from the 2000s, daily car use has stabilised at around 72%. Then, from 2019, it fell again and the share of vehicles in the fleet used daily or almost daily will rise to 67% in 2021. The share of vehicles used for commuting has stabilised at around 52%. In addition, the use of the car for business trips other than home-work journeys continues to decline compared to 2019 with only 10% of the fleet concerned. Finally, 21.5% of vehicles are used to take children to nursery or school, down slightly from last year.

The average age of the household fleet and the length of vehicle ownership are on the rise in the long term. In 2021, as in 2020, the economic context and the weakness of the new home market accentuated this phenomenon. The average age of

the fleet increased further to 9.4 years, compared to 8.9 years in 2019, and the length of vehicle ownership increased to 5.8 years compared to 5.5 in 2019.

The fall in diesel vehicle registrations goes on and continues to lower their share in the fleet. Diesel vehicles now represent less than one out of two vehicles in the fleet (49% of the fleet), compared to more than 60% in 2015, i.e. a fall of more than ten points in less than ten years.

The mileage of a vehicle in the fleet has fluctuated since 2005 around 104,000 kilometres, compared to 70,000 kilometres in the early 1990s. It rebounded slightly in 2021 after falling over the past five years. It amounts to an average of

100,400 kilometres but varies according to the engine. The mileage of a diesel car continues to increase with the aging of the fleet and the decline in new registrations and stands at 132,250 kilometres in 2021; that of a petrol car, less intensely used, also increased in 2021, with the low number of registrations, to settle at 69,570 km, but it had previously tended to fall over a long period.

7 out of 10 cars

Are used every day (or almost)

► VEHICLES IN USE (OWNED, LEASED OR LOANED) BY HOUSEHOLDS

	units	1990	1995	2000	2005	2010	2015	2021
Total	millions	23.0	25.1	27.4	31.0	33.6	34.1	36.0
Average age	year	5.8	6.6	7.3	7.7	8.0	8.9	9.4
Average ownership period	year	3.7	4.1	4.4	4.7	5.0	5.5	5.8
BREAKDOWN BY AUTOMOTIVE GROUP								
Renault group	%	33.3	33.3	33.3	30.2	28.6	28.3	27.0
PSA group before 2021, Stellantis excluding FCA otherwise	%	38.3	36.2	35.2	36.4	38.2	36.5	37.3
Other brands	%	28.4	30.5	31.4	33.2	33.2	35.2	33.9
BREAKDOWN BY FISCAL POWER								
2 and 3 CV	%	3.4	1.6	0.7	43.3	44.4	49.2	51.9
4 and 5 CV	%	38.4	38.9	40.5	43.3	44.4	49.2	51.9
6 and 7 CV	%	47.1	48.6	50.0	46.6	42.5	39.0	35.5
8 CV and above	%	12.8	10.9	8.8	10.1	13.1	11.8	12.5
BREAKDOWN BY VEHICLE RANGE								
Low range	%	39.4	43.4	45.1	44.5	46.8	49.3	48.8
Low-mid	%	20.8	24.3	27.3	32.2	30.9	29.2	22.6
High-mid	%	26.0	22.2	19.9	16.2	11.5	7.9	5.1
Premium range	%	8.7	7.0	7.0	5.7	5.0	3.0	2.3
Others	%	5.1	3.2	0.8	1.4	5.7	10.6	21.2
Percentage of vehicles purchased new	%	50.4	45.2	43.9	40.1	41.1	41.5	40.2
BREAKDOWN BY TYPE OF FUEL USED								
Premium unleaded - Petrol	%	15.3	38.4	49.1	51.1	40.1	38.8	48.3
Premium leaded - AVSR	%	62.1	28.8	11.9				
Diesel	%	17.2	30.9	38.1	48.9	59.9	61.2	49.4
Kilometres on clock	km	69,500	84,080	93,140	99,460	103,470	105,590	100,400
Percentage of vehicles used on daily or near daily basis	%	75.1	77.4	78.7	75.7	71.8	71.9	67.0
Percentage of vehicles used for travel to and from work	%	55.4	54.3	55.1	55.2	53.7	52.2	52.0

Note: Years after 2007 cannot be compared directly with previous years; the scope of light commercial vehicles has been enlarged.

(1) Since 2017, Opel is integrated within PSA group.

Sources: INSEE until 1993, KANTAR TNS PARC AUTO since 1994

The CAR PARK survey, conducted by KANTAR TNS every year, provides a detailed description of the vehicle fleet, owned or made available to households.

This fleet mainly includes passenger cars, but also light commercial vehicles (about 4% of the total).

The low level of new vehicle registrations for two years is weighing on the average age of vehicles in the fleet. The average age of the petrol fleet, which tended to fall, goes back up in 2021 and amounts to 9 years, against 8.5 years in 2020. The average age of diesel continues its rise initiated in 2008 and reaches 10 years in 2021 compared to 6.9 years in 2007. The weight of vehicles over 5 years old rebounded in 2021 and stands at 67%, i.e. two points more than in 2019. This is explained by the increase in more than 10 years, which represents 35%, two points more than last year.

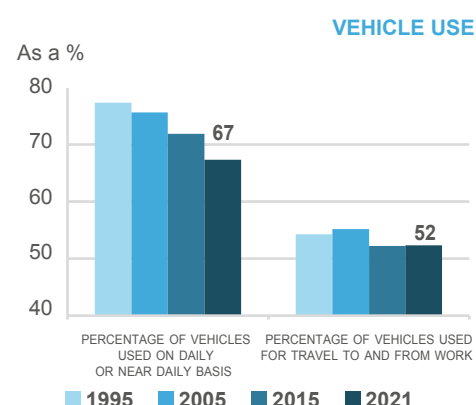
The most common fiscal powers are between 2 and 5 CV and their share is tending to increase

and gained one point in 2021 to 51% of the fleet. Lower and lower mid-range cars are highly valued and their share of the fleet remains high compared to higher ranges at 49% and 24% of the fleet respectively in 2021, compared to 7.4% for mid-range cars superior and upscale. However, the share of cars in the miscellaneous range, consisting mainly of 4WD and SUV vehicles, continues to grow strongly and amounts to 21.2% of the fleet in 2021 compared to 10.6% in 2015.

The equipping of cars in the fleet with automatic gearboxes and emergency systems (eCall) continues to progress. In 2021, 19% of cars are equipped with an automatic gearbox (+3 points in one year) and 10% with an eCall system (compared to 3% in 2016). Households which own more than one vehicle are better equipped, with 26% and 16% of cars equipped respectively for these households.

Regarding driving frequency, more than 80% of rural and small town dwellers use their vehicle

regularly. In the Paris conurbation, this frequency is only 54% and tends to decrease in Paris intra muros (21%) and the inner suburbs (47%). Conversely, in other major cities, use is intensifying more than 7 out of 10 households regularly use their car in 2021, including 6 out of 10 in the Lyon area.



DOMESTIC PASSENGER TRANSPORT

The mobility of people is a social and economic necessity that allows exchanges between people, sources of wealth and job creation.

The private car, but also the light commercial vehicle, provide door-to-door mobility. They respond to multiple individual constraints (elderly people, children, disabled people, transport of heavy or bulky objects) and provide an appropriate response in sparsely populated residential areas, or when the flows are not significant enough (staggered hours) to that public transport is economically and societal relevant.

Expressed in passenger-kilometres and limited to domestic transport, the road is preponderant in passenger travel with 89% of the modal share. In 2021, the share of the private car fell by 2 points to 84% but remained higher than that of 2019 (81%).

The share of buses, coaches and trams remained stable (4.7%).

All modes combined, domestic passenger transport will increase by 10% in 2021, but with 866.2 billion passenger-kilometres, it remains down from its 2019 level (-13%).

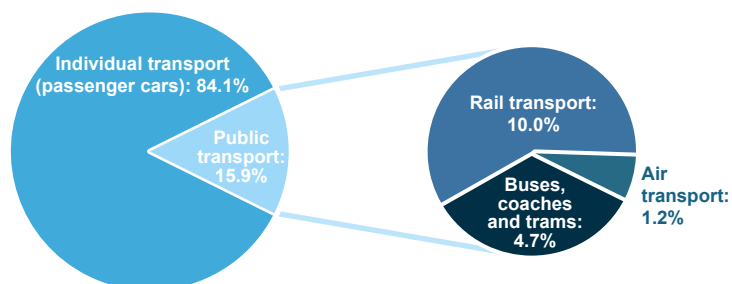
Mobility by private car was the least impacted by travel restrictions in 2020. It also rebounded less strongly (+7%) than the other modes in 2021 and remained 10% below its 2019 level. Road public transport is growing by 9% in 2021 but has lost 1/3 of its passenger kilometres compared to before the crisis.

The number of rail passenger-kilometres increases by 34% in 2021 on all network lines and in the metros, but this does not compensate for the 42%

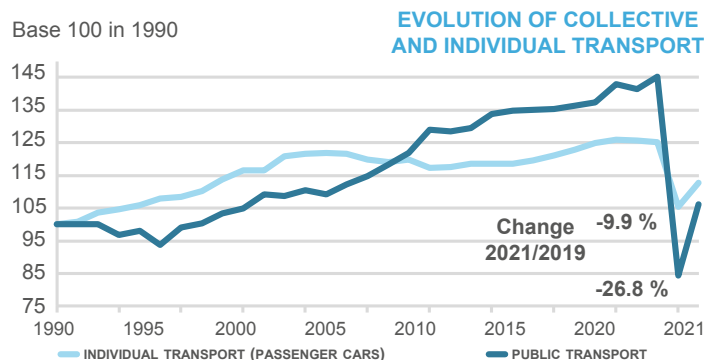
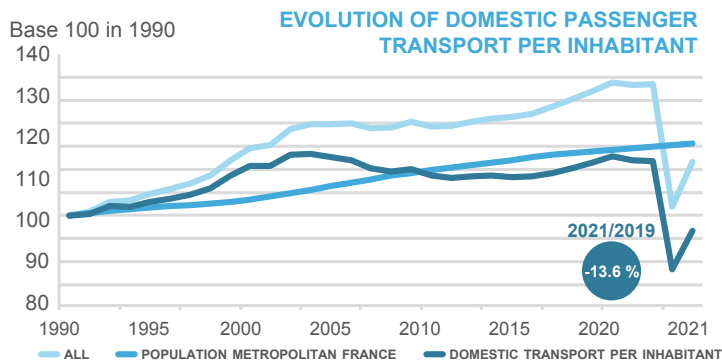
drop suffered in 2020.

Finally, air transport, which had lost half of its flows and reached a historically low number of travellers in 2020, will restart in 2021 (+40%), but remains disrupted by the health crisis. Air transport for domestic flights is more sustained than that to international destinations or overseas departments where traffic remains strongly impacted by COVID-related restrictions.

BREAKDOWN OF DOMESTIC PASSENGER TRANSPORT BY MODE IN 2021



-13%
Decrease in domestic passenger transport, all modes, expressed in passenger-kilometres between 2019 and 2021



Sources: MTE/SDES, INSEE

The mobility of people is obviously linked to the economy, as for the transport of goods, but it also includes a social dimension, namely the meeting between people, which remains essential.

If the transport of goods is more linked to the productive sphere, whether industrial, artisanal or agricultural, the mobility of people covers a much wider economic field. Home-to-work shuttles constitute an important base, but the development of the economy, including the tertiary sector, is also dependent on the mobility of people (health services, leisure, tourism, etc.).

The determinants of the choice of modes of transport are located in the origin-destination, the distance, the times and the individual constraints (volumes transported, timetables, etc.). The development of new individual transport services also widens the modal choice.

The transport of people requires, for each mode, significant investments, generally amortised over a long period, to build and maintain the infrastructures.

By expressing mobility in passenger-kilometres, light vehicles appear to be dominant in domestic passenger transport. The expression in number of daily trips, especially in dense urban areas where public transport and other modes (bicycles, motorbikes, etc.), play an important role, or in passenger-kilometres for long-distance international trips, shows the field of relevance of each mode and their complementarity.

Domestic passenger transport, expressed in passenger-kilometres relative to the number of inhabitants, grew steadily between 1990 and 2002 (+1.1% per year). Then, due in particular to the rise in fuel prices, a plateau seems to have

been reached and an average drop of 0.4% was observed between 2002 and 2013. From 2014, domestic passenger transport per inhabitant increased again, in connection with the increase in individual mobility, but at a low average annual rate (+0.5% between 2014 and 2019), then it fell sharply with the 2020 crisis.

In 2021, we are witnessing a resumption of travel (+9%), but which remains well below pre-crisis levels.

DOMESTIC FREIGHT TRANSPORT

The transport of goods is the transmission belt of the economy: it makes it possible to physically connect the places of production of the goods to each other, to the places of consumption, then the latter to the places of reprocessing-recycling. In addition to these geographical dimensions linked to land use planning, there is also the notion of time.

Road freight transport meets many criteria involved in the choice of mode. Its share in the transport of goods remains stable (around 85% of tonne-kilometres carried out) and distances of less than 300 kilometres predominate, making modal shift more difficult: 53% of tonnes loaded by the French flag are delivered less than 50 kilometres in 2018.

Over the past fifteen years, road freight transport has gone through different phases. In 2009, it was

strongly impacted by the economic crisis and hit a low point at 284 billion tonne-kilometres. After a rebound in 2010-2011, the decline continued at an average rate of 1.5% per year until 2015, in line with the decline in activity at the French flag (-2.6% / year) for the benefit of the foreign flag. Then, from 2016, the economic recovery enabled the return of growth in road freight transport to around 4% per year. In 2020, freight transport was partially supported by trade in basic necessities and fell less sharply than passenger transport. In 2021, freight traffic rebounded by 3%, but remained down 1.8% compared to 2019. The number of tonne-kilometres carried out by road increased by only 1.8% due to the decline of the foreign flag, while the activity of the French pavilion returns to its 2019 level.

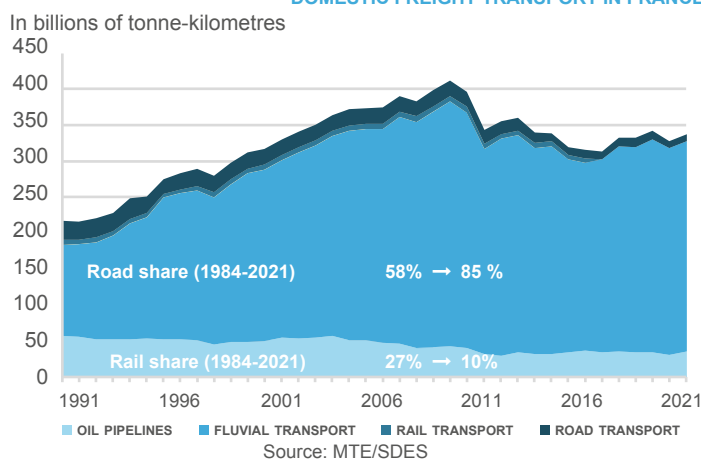
Rail transport is the mode that has benefited the

most from this recovery in traffic, since it has increased by 14.3% and totals 36 billion tonne-kilometres in 2021, i.e. its 2017 level. Its market share thus gains a point compared to 2020 at 10.4%. As for river transport, after falling by 11% in 2020, it recovered slightly in 2021 (+4%).

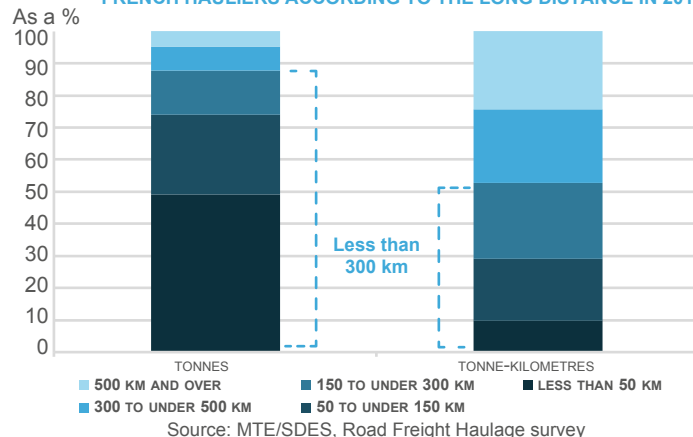
Share of road transport in land transport of goods measured in tonne-kilometres in 2021

85%

DOMESTIC FREIGHT TRANSPORT IN FRANCE



BREAKDOWN OF FREIGHT TRANSPORT USING FRENCH HAULIERS ACCORDING TO THE LONG DISTANCE IN 2018



The demand for freight transport is closely linked to the economy of the country and its interactions with others; it corresponds, on the one hand, to the domestic demand of the various economic actors and, on the other hand, to the exports of companies producing in the country. In addition, certain countries such as Germany or France are, by their geographical position, areas where the transit of goods plays a preponderant role. In road freight transport, this is reflected in the phenomenon of cabotage but also, for several years, in the arrival of foreign players, who are taking increasing market share from the French flag.

The physical transfer of goods and goods exported by a country is one of the aspects of the competitiveness of the economy. In order to stand up to competition and facilitate export activity, the social and tax burden weighing on the road mode, whether it is common law or specific (fuel tax), must be close to that in force in other European countries.

The destination and the type of goods exchanged are often discriminating criteria in the choice of mode of transport. Liquids can be transported by pipeline, thus avoiding load breaks; the ports are, among other things, used for trade with distant countries.

The domestic demand of the different economic agents relates to a wide variety of commodities or goods. It is satisfied by national (auto)production, or by imports. Transport makes it possible to physically link the places of production with each other, then with those of consumption and finally with the places of reprocessing-recycling: in France, the interaction with land use planning is all the more significant.

Due to the wide variety of goods and merchandise, many factors come into play and can condition the choice of mode of transport. It's the case for:

- the weight of the goods: car manufacturers mainly have their steel coils transported by rail or river;
- the value of goods and merchandise transported;
- delivery time: perishable foodstuffs, such as fresh produce, must be transported quickly and are therefore mainly transported by road;
- the place of departure and arrival of the goods, both during the production phase (link with land use planning) and during the consumption phase.

The latter is mainly located in urban areas, due to the places of residence of households.

In addition, the various modes of transport require infrastructure, which is synonymous with significant investments, generally amortised over a long period, and which must be used wisely. Intensive use, i.e. a massification of flows, is all the more

relevant. The same applies if, during a transport chain, several modes are used, in particular due to load breaks between these different modes.

Goods transport by road, through its ability to irrigate the capillarity of the road network, its flexibility, its ability to adapt and its quality of service, meets these numerous criteria, which show that transport is not a homogeneous whole, but a multitude of sub-markets, which are often not substitutable. Also, modal shift is not possible for a large part of the flows, especially in the last kilometres, or because it would increase transport distances too much. Good intermodality is based on an economically acceptable cost and efficient changes in modes of transport.

Without taking into account the geographical position of the places of departure and arrival, there are two main units for measuring the transport of goods: the ton measured during loading and the tonne-kilometres. The road remains preponderant in the transport of goods, with a modal share of 86% of the tonne-kilometres carried out. The Road Freight Haulage survey by the Ministry of Transport shows the predominance of distances of less than 300 kilometres: 49% of tonnes transported by the French flag are at a distance of less than 50 kilometres and 53% of tonne-kilometres within 300 kilometres.

ROAD TRAFFIC

While road traffic, expressed in billions of vehicle-kilometres, increased on average by more than 2% per year between 1990 and 2002, its growth slowed markedly between 2002 and 2012 (+0.6%/year). Then, after rebounding until 2017, road traffic stopped growing and even fell in 2020 with travel restrictions. In 2021, despite a 7% rebound, it remains nearly 9% below its 2019 level.

Traffic is mainly carried out by light vehicles, which represent 93% of total traffic. In 2020, the successive confinements and the development of telework had a

major impact on the journeys of private cars (-16%). In 2021, the maintenance of a curfew for much of the first half of the year dampened the expected rebound that finally took place in the second part of the year. However, traffic remains 10% below its pre-crisis level.

In 2021, as in 2020, the circulation of light commercial vehicles registered in France was less impacted by travel restrictions. It is down 5% compared to the level of 2019. That of heavy goods vehicles, which had slowed down since 2018 under the effect of the economic slowdown and had been less impacted in

2020, has returned to its pre-crisis level.

At the end of 2021, more than 34% of the passenger car fleet had a Crit'Air sticker of 3 or more. For heavy goods vehicles, the percentage of the fleet complying with vignettes 1 to 3 now exceeds 70%. Their virtuous presence in traffic is all the more important as they drive more than older vehicles.

+7%

Increase in traffic in 2021

► OVERVIEW OF ROAD TRAFFIC

	Units	1990	2000	2012	2019	2020	2021	Average annual variation as a %		
								2012/1990	2021/2012	2021/2020
TOTAL VEHICLES (ANNUAL AVERAGES)	thousands of vehicles	28,106	33,419	40,611	44,161	44,030	44,546	+1.7	+1.0	+1.2
New passenger cars		23,280	27,926	34,647	37,549	37,492	37,880	+1.8	+1.0	+1.0
Petrol		19,760	18,215	12,800	14,292	14,663	15,037	-2.0	+1.8	+2.6
Diesel		3,520	9,711	21,593	22,498	21,861	21,366	+8.6	-0.1	-2.3
Non rechargeable hybrids		-	-	19	414	530	770	-	+51.2	+45.3
Electric and other energies (excluding LPG)		-	-	9	122	185	311	-	+48.5	+68.2
Plug-in hybrids		-	-	30	74	108	222	-	+24.8	+105.4
Light commercial vehicles (LCV)		4,223	4,859	5,296	5,930	5,857	5,977	+1.0	+1.4	+2.0
Petrol		2,279	1,261	276	212	200	203	-9.1	-3.4	+1.9
Diesel		1,944	3,598	4,994	5,661	5,593	5,695	+4.4	+1.5	+1.8
Electric and other energies (excluding LPG)		-	-	6	39	43	52	-	+26.3	+19.9
Hybrids and gases		-	-	19	17	21	27	-	+3.7	+26.9
Heavy trucks (>5t)		535	553	582	591	590	596	+0.4	+0.3	+1.0
Coaches and buses		68	81	86	91	91	93	+1.1	+0.8	+2.2
KILOMETRES (ANNUAL AVERAGES)	thousands of km									
Passenger cars		14.6	15.7	14.7	14.0	12.4	13.3	-0.4	-1.6	+5.8
Petrol		9.9	7.5	5.2	6.1	5.9	6.9	-1.8	-0.0	+6.7
Diesel		20.2	18.6	15.3	14.4	12.7	13.5	-1.6	-2.0	+5.7
Non rechargeable hybrids		-	-	5.7	7.9	7.1	7.5	-	-2.8	+6.7
Electric and other energies (excluding LPG)		-	-	9.2	11.6	9.7	11.4	-	-0.5	+6.5
Plug-in hybrids		42.2	47.8	43.9	43.6	40.6	43.4	-	+0.0	+14.8
Light commercial vehicles (LCVs)		31.0	30.0	34.1	33.5	25.4	29.2	+0.0	-1.2	+6.7
Petrol		20.2	18.6	15.3	6.1	5.9	6.9	-2.9	+3.2	+15.8
Diesel		20.2	18.6	15.3	14.4	12.7	13.5	-1.3	-1.3	+6.6
Electric and other energies (excluding LPG)		20.2	18.6	15.3	7.9	7.1	7.5	-	+3.0	+5.2
Hybrids and gases		-	-	5.2	11.6	9.7	11.4	-	+2.3	+17.2
Heavy trucks (>5t)		42.2	47.8	43.9	43.6	40.6	43.4	+0.2	-0.1	+7.0
Coaches and buses		31.0	30.0	34.1	33.5	25.4	29.2	+0.4	-1.7	+15.1
UNIT CONSUMPTION	litres/100 km									
Passenger cars: petrol		8.68	8.12	7.61	6.90	6.83	6.77	-0.6	-1.3	-0.8
Passenger cars: diesel		6.73	6.74	6.35	5.96	5.94	5.95	-0.3	-0.7	+0.1
LCV: petrol		9.39	9.22	7.91	7.60	7.52	7.52	-0.8	-0.6	+0.0
LCV: diesel		9.77	9.35	7.93	7.80	7.77	7.77	-0.9	-0.2	+0.0
Heavy trucks		36.23	36.62	34.97	33.32	32.98	32.87	-0.2	-0.7	-0.3
Buses and coaches		32.00	32.99	32.78	30.72	30.41	30.41	+0.1	-0.8	+0.0
FUEL CONSUMPTION (ALL ROAD TRANSPORT)	litres/100 km									
Petrol		23,983	18,395	9,575	10,618	9,045	10,423	-4.1	+0.9	+15.2
Diesel		19,268	32,091	40,397	39,332	33,206	35,399	+3.4	-1.5	+6.6
Total		43,251	50,486	49,972	49,949	42,250	45,822	+0.7	-1.0	+8.5
TOTAL TRAFFIC (1)	billions of vehicles-km	423	521	584	617	524	562	+1.5	-0.4	+7.2
Light vehicles (1)		395	485	547	577	488	523	+1.5	-0.5	+7.2
French passenger cars		311	378	427	449	376	402	+1.5	-0.7	+6.9
French light commercial vehicles		62	76	78	83	73	79	+1.1	+0.2	+8.9
French heavy vehicles (1)		22.6	26.4	25.6	25.8	24.0	25.9	+0.6	+0.1	+8.1

(1) Including vehicles registered abroad.

Source: MTE/SDES/CCTN

Road traffic is estimated by cross-checking information from vehicle counts on the various road networks (national, departmental, local and urban) with the average annual kilometres travelled by vehicles in the fleet and fuel consumption data. It incorporates that of vehicles registered abroad.

In 2020 and 2021, the traffic balance was partially "rebased". It is now mainly based on the new SDES road vehicle directory (RSVERO), which combines information from registration certificates and technical inspections. Thus, the long series since 1990 on the average annual fleet and the average annual route have been reconstituted. Based on this new source of information, the fleet of vehicles registered in France has been reassessed and amounts to 44.5 million vehicles in 2021.

The decline in diesel motorisation will continue in 2021. Its share within the fleet will decrease and stand at 56% in 2021. Within traffic, diesel will also decrease (62% of the total) due to the aging trend diesel cars and the decline in average annual mileage. Petrol follows the opposite trend, with an increase in its share in the fleet and in circulation, a rejuvenation of vehicles and an increase in average mileage. Finally, electrified engines (electric and plug-in hybrid) now represent 1.4% of the fleet (and 1.6% of circulation) of passenger cars.

Since 2017, the decline in the average unit consumption of cars has slowed down. The continuous improvement in technical performance is more difficult to offset the impact of the revival of petrol in registrations and the appeal of SUVs. In 2021, the average unit consumption of cars decreased by

0.8% for petrol cars and even increased by 0.1% for diesel cars.

The heavy vehicle fleet has been growing again since 2015 and grew by 4.8% between 2015 and 2021 after 15 years of decline. Since 2015, the unit consumption of heavy goods vehicles has fallen by 4.6%. The heavy goods vehicle fleet has also been transformed and includes more than 54% of vehicles meeting the EURO VI standard at the end of 2021. This share is 3 out of 4 vehicles within the tractor fleet. There is also a steady increase in the share of vehicles over 19 tonnes in the rigid fleet (57% of the fleet in 2011, compared to 64% at the end of 2021). The rejuvenation of the vehicle fleet, as well as the increase in vehicle carrying capacity, contribute to optimising the energy efficiency of road freight transport.

ROAD TRAFFIC AND CO₂ EMISSIONS

After a historic drop recorded in 2020 in the context of the health crisis, road traffic and the associated CO₂ emissions increased in 2021, without however returning to their 2019 level. Between 1990 and 2021, the total traffic of French and foreign vehicles on French territory increased by 33%; their associated CO₂ emissions, net of renewable energies, only increased by 2%.

Over the long term, various factors are behind the improvement in energy efficiency. Thus, at the level of passenger cars registered in France and in circulation, their average unit consumption since 1990 has fallen by 24%. This is the consequence of the dieselisation of the fleet between 1990 and 2015, the bonus/penalty system introduced in 2008 and the efforts of manufacturers and drivers. The trend came to a temporary halt in 2017, but in

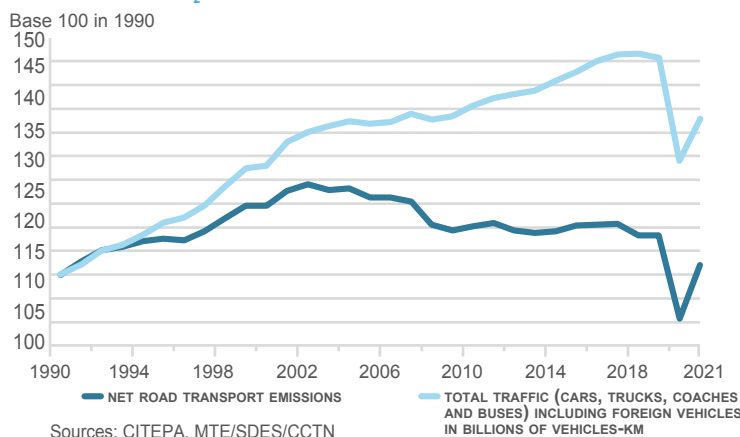
2018 passenger car consumption fell again, mainly thanks to greater efficiency gains for petrol than for diesel. Progress related to the unit consumption of vehicles has continued since, going from 6 l / 100 km in 2017 against 5.9 in 2021 for diesel and from 7.2 l / 100 km in 2017 against 6.8 in 2021 for petrol. However, the growing share of petrol cars in the fleet and in circulation (with a narrowing average journey difference between diesel and petrol going from 5,400 km in 2019 to 4,200 km in 2021) weighs on consumption unit average for a vehicle in the fleet, which stands at 6.1 litres per 100 km in 2021.

Regarding energy efficiency in the transport of goods, it continues to improve. According to the latest estimates, the quantity of CO₂ emitted by an industrial vehicle, when moving one tonne of goods

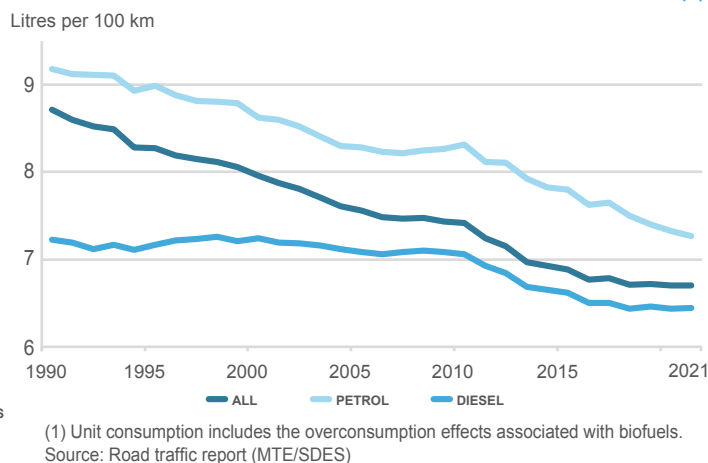
over one kilometre on French territory, has fallen by 26% between 1990 and 2021. This progress is mainly due to the improvement of vehicle performance (better engine efficiency, increase in the size of vehicles allowing massification), optimisation of logistics (increase in the filling rate, reduction in empty returns) and the dissemination of good practices in matters of eco-driving.

-24%
Reduction in the average unit consumption of a passenger car in circulation since 1990

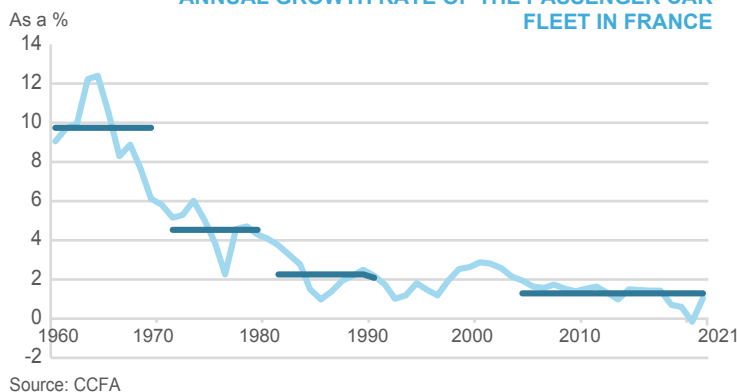
TRAFFIC IN FRANCE AND CORRESPONDING NET CO₂ EMISSIONS OF RENEWABLE ENERGY SOURCES



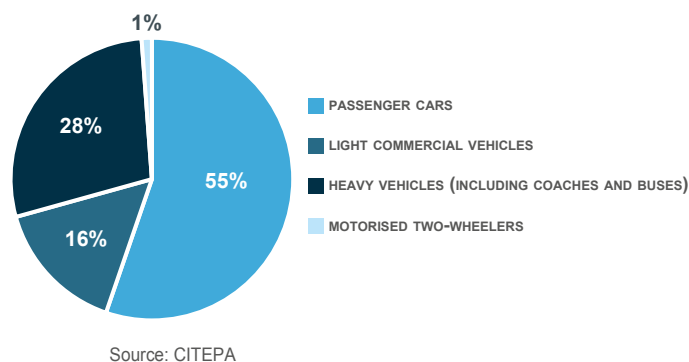
AVERAGE CONSUMPTION OF A PASSENGER CAR ON THE ROAD (1)



ANNUAL GROWTH RATE OF THE PASSENGER CAR FLEET IN FRANCE



BREAKDOWN OF CO₂ EMISSIONS FROM ROAD TRANSPORT IN 2021



The circulation of private cars results from two components: the car fleet and their average annual mileage. Over a long period, the growth rate of the fleet has slowed considerably, after the phase of access to motorization. It went from 9.7% average annual growth between 1957 and 1970, to respectively 4.5%, then 2.2% growth in the 70s then 80s. Since 2004, the average annual growth rate has risen at 1.3% but it slowed down sharply from 2018 (less than 1% per year).

The development of multi-motorisation, then the significant increases in fuel prices, are the main factors linked to the drop in average annual mileage. Between 2000 and 2019, the average annual mileage had fallen by 0.6% per year. After

a very sharp decline in 2020, it remains down 11% in 2021 compared to 2019.

In 2021, new estimates from the Interprofessional Center for Atmospheric Pollution Studies (CITEPA) for road transport show net CO₂ emissions from renewable energies of 116 million tonnes compared to 123 in 2019. After the ceiling observed at the start of the 2000s, around 135 million tonnes, a sharp decline was recorded from 2004 to 2009, linked among other things to the effects of the economic crisis, then a stabilisation around 125 million tonnes was observed until 2019. travel restrictions and the development of telework have reduced road traffic in 2020, leading to a drop in CO₂ emissions (-15%). In 2021, the

level of emissions rises but remains down 6% compared to 2019.

In 2021, net CO₂ emissions from renewable energies in road transport were distributed, according to the CITEPA Secten 2022 report, at 55.5% for cars, 15.5% for light commercial vehicles, 28% for trucks, buses and coaches and 1% for motorised two-wheelers.

NEW USES OF THE AUTOMOBILE

The evolution of technology, economic constraints and awareness of environmental issues have favoured, in several sectors, the development of new consumption and lifestyle trends, which favour use to the detriment of the ownership of goods.

In transport, this trend has materialised through the development of new uses of the automobile, promoting sharing and pooling and based on the use of information and communication technologies. These are in particular carpooling, car sharing and rental between individuals.

The shared car makes it possible to reduce the costs of using and maintaining vehicles and to increase, in peri-urban and rural areas, the supply of transport, at a lower cost for the community. In dense areas, it is also a complement to public transport (loads to be transported, staggered timetables) which improves the occupancy rate of

vehicles, with positive effects on the environment and energy consumption.

Among the developments, there is also a strong growth in transport cars with driver (VTC) and the development of new services around mobility (traveller information, route calculations, ticketing, parking assistance).

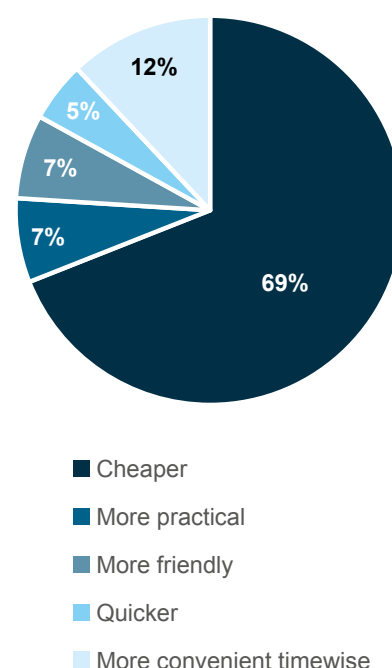
Automotive groups have adapted their offers to these new needs and are positioning themselves as real mobility operators, by creating new entities dedicated to these activities (Mobilize, Free2Move) and by offering a whole range of new services in France and abroad: short rentals, car-sharing for companies or individuals, "free-floating", but also rental services with driver (taxi, VTC) and MAAS (Mobility As A Service) platforms that combine multimodal information and ticketing tools. They have also invested in companies linked to mobility

and connected services: acquisition of Share Now for Stellantis, acquisition and stake in various start-ups (Karhoo, iCabbi, Glide.io, Bipi) for Renault.

11%

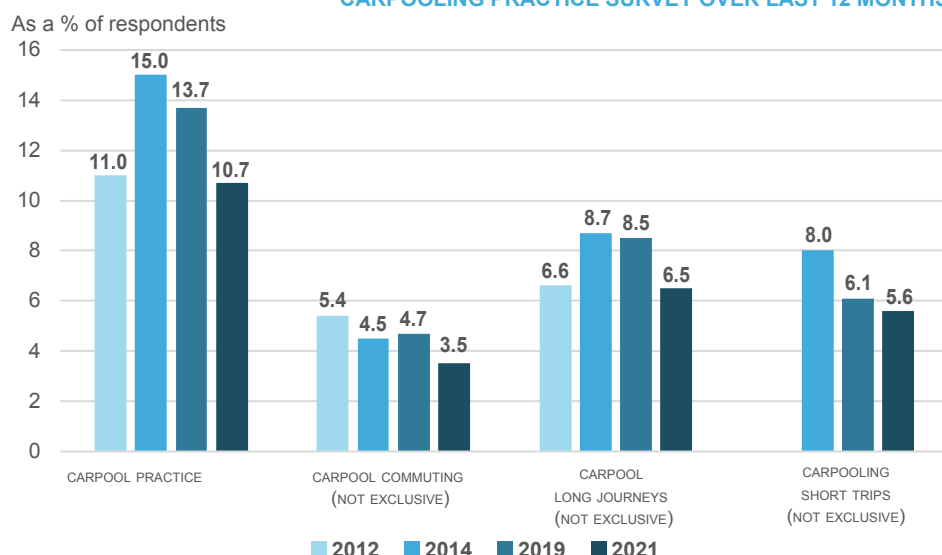
**Of respondents
carpooled in 2021
(KANTAR TNS survey)**

MAIN REASONS FOR CARPOOLING (6T, 2015)



Source: 6t/ADEME

CARPOOLING PRACTICE SURVEY OVER LAST 12 MONTHS



Source: PARCAUTO TNS Sofres survey handled by CCFA and IFSTTAR

CARPOOLING

Carpooling is defined in the energy transition law for green growth as "the joint use of a land motor vehicle by a driver and one or more passengers, carried out free of charge, except for the sharing of costs, in the context of a trip that the driver makes on his own account. Their linking, for this purpose, can be carried out against payment" (Art. L. 3132-1). The mobility orientation law (LOM) promulgated at the end of 2019 reinforced support for carpooling by encouraging the creation of lanes reserved for carpoolers, by authorising communities to pay an allowance to drivers or passengers and by creating the sustainable mobility package. This system allows a public or private employer to set up financial assistance for home-work travel for its employees made with modes other than public transport, and in particular with shared modes such as carpooling.

In practice, the diffusion and development of carpooling are still difficult to measure. According to the various surveys, the regular practice of carpooling affects between 5 and 10% of the

population in France. In 2021, the practice of carpooling remains down compared to 2019, due to the maintenance of remote working and a desire to favour individual transport, which is explained by the still worrying health context. According to the Kantar TNS Parc Auto survey, 10.7% of respondents took a carpooling trip, compared to 10.3% in 2020 and 13.7% in 2019. In 2021, 3.5% of respondents used carpooling for their home-work journeys (compared to 4.7% in 2019), 6.5% for journeys of more than 100 km (compared to 8.5% in 2019) and 5.6% for journeys of less than 100 km (compared to 6.1% in 2019). Since the pandemic, carpooling with friends and family has increased. It concerns 92% of carpoolers for home-work journeys, 88% for short journeys and 52% for long journeys, compared to 91%, 74% and 37% respectively in 2019. According to an ADEME study carried out in 2015, 69% of carpoolers say they choose carpooling for its cost.

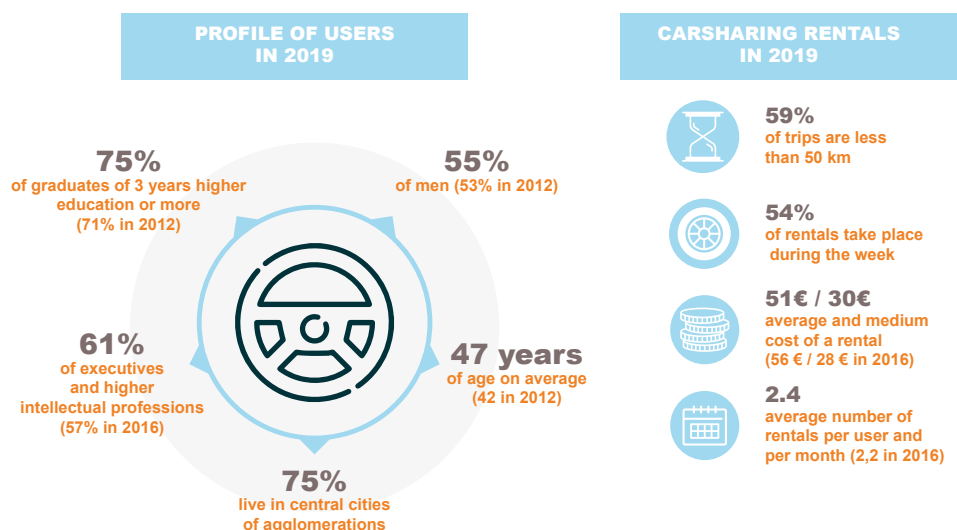
Occasional carpooling, generally carried out over long distances, is the most structured. Connecting platforms secure the transaction between drivers and passengers. The share of long journeys

organised with a connection structure increased from 25% in 2012 to 69.3% in 2021, but it fell in 2020 (57.5%) with the health crisis and is now only by 48.4%. The average distances travelled are approximately 239 km per trip and there are 3.5 people per vehicle on average (BlaBlaCar, Zéro Empty Seats, 2019).

Home-to-work journeys and short journeys take place more with friends or colleagues, but these segments tend to develop in the offer of market players and the State has set itself the objective of tripling by 2024 the number of daily trips made by carpooling.

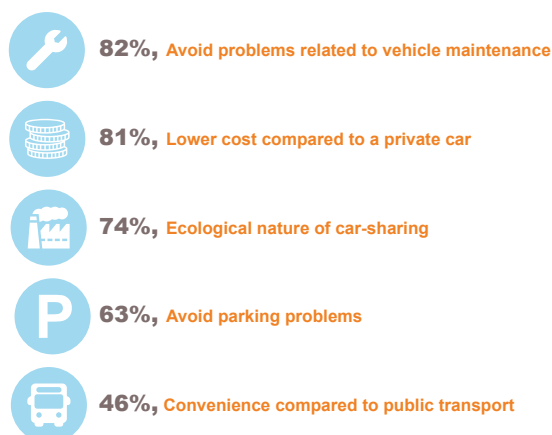
As part of the inter-company travel plan (PDIE) of Guyancourt Technocentre, Renault offers its employees the use of Klaxit to carpool. In addition, Mobilize Invest supports ECOV, which builds with local authorities spontaneous and dynamic carpooling lines, reliable and accessible to all in peri-urban and rural areas. For its part, Free2Move has launched Mobility Card, a universal payment card for employees to simplify the implementation of the mobility package for companies.

NEW USES OF THE AUTOMOBILE



Source: National Survey on car-sharing, 6t/ADEME, 2012, 2016, 2019

► REASONS FOR JOINING A CAR-SHARING SERVICE



Source: National Survey on car-sharing, 6t/ADEME, 2019

CAR-SHARING

The car-sharing activity is defined in the Grenelle II law (article 54) as the pooling of a vehicle or a fleet of motorised land transport vehicles, for the benefit of users who are subscribers or authorised by the body or person managing the vehicles. Each subscriber or authorised user can access a driverless vehicle for the route of their choice and for a limited period. A distinction is made between P2P carsharing (rental between individuals) and B2B commercial carsharing (for employees of a company) or B2C (for individuals).

In commercial car-sharing, the service is said to be "looped" when the customer picks up the vehicle at a station and returns to drop it off at the same station. Conversely, in the "direct track" service, the customer can drop off their vehicle at a station other than the departure station or anywhere within a given perimeter. In the latter case, we then speak of "free-floating". These different systems correspond to very different durations of use and needs.

The latest ADEME survey carried out in 2019 reminds us that the loop offer is more extensive and older than that of direct trace. Nevertheless, the free-floating offer has been developing since

2016. It also shows that B2C car-sharing users are older (47 years old on average), more educated (73% hold a bac +3 or higher) and financially better off than the average population of the large cities in which they reside.

The mobility orientation law, passed at the end of 2019, aims to facilitate the granting by the mobility organising authorities (AOM) of parking spaces reserved for car-sharing vehicles. These reserved parking spaces will be accompanied by a "car-sharing label" granted to vehicles that meet the conditions defined by the AOM (type of vehicles authorised, minimum number of rentals per month, etc.). In addition, as with carpooling, the costs incurred in carsharing can now be covered by the sustainable mobility package.

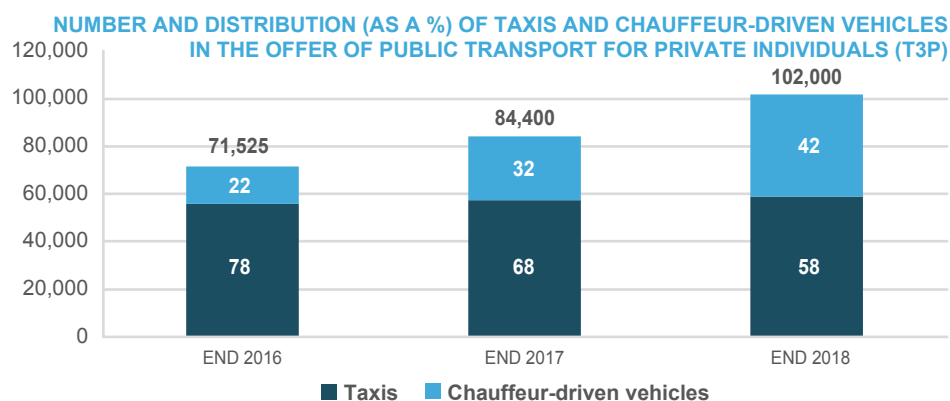
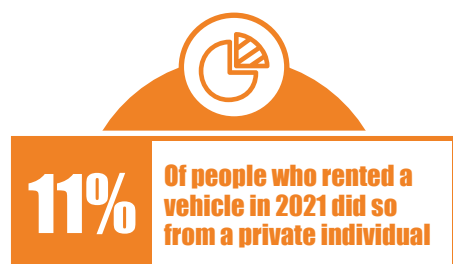
THE B2C AND B2B OFFER OF FRENCH CAR MANUFACTURERS:

The Renault group offers nearly 10,000 electric vehicles for car sharing in most European capitals. With the Zity brand (a joint venture with the Ferrovial group), it operates a free-floating car-sharing service with 725 ZOE in Madrid since 2017 and 500 ZOE in Paris since May 2020. Elsewhere in Europe, it joins forces with other

players to equip car-sharing fleets with electric vehicles (Fetch Car Sharing in Amsterdam, Aimo in Stockholm, Green Mobility in Copenhagen). In addition, Renault also offers solutions for its business customers via Glide.io (formerly Renault RCI), in order to optimise the utilisation rate of their fleet. Finally, the group has forged partnerships with commercial brands in order to offer the service to their customers.

Stellantis' Free2Move brand and its app of the same name, offer self-service car-sharing services in Paris, Madrid, Lisbon, Washington DC, Portland, Denver and Columbus. More than 500 vehicles are offered in each city. In Paris and the nearby suburbs, the application makes it possible, for example, to locate 600 electric vehicles thanks to a fleet made up of Citroën C-Zéro and Peugeot Ion and supplemented in the spring of 2020 by Citroën's latest innovation: the 100% electric Ami. With the acquisition of Share Now, Free2Move strengthens its offer of car-sharing services in Europe. Free2Move also offers services for companies with a connected fleet management system (Connect Fleet), a car-sharing service (Fleet Sharing), long-term rental (Free2move Lease) and an advice service on electro compatibility (E-mobility Advisor) of fleets.

NEW USES OF THE AUTOMOBILE



Source: National Observatory of Special Public Transport of People, CGDD, January 2020

CHAUFFEUR-DRIVEN TRANSPORT VEHICLES (VOITURES DE TRANSPORT AVEC CHAUFFEUR - VTC)

The VTC activity belongs to the public transport for private individuals (T3P), defined by the transport code, which also includes taxis and motorised vehicles with two or three wheels, commonly called motorbike taxis.

Since their arrival in France in the early 2010s, VTC services have contributed to expanding the mobility offer by offering a passenger transport service with prior order. However, their rapid development raised many questions about their legality and the competition they could offer to taxis, leading the public authorities to review the regulations in force.

Originally, the status of VTC is inherited from the status of "big discount car" and the profession of "Grand Remisier", drivers of luxury passenger cars. In 2009, this regime was transformed by the Novelli law, which deregulated the activity and created the status of passenger vehicle with driver. The Thévenoud (2014) and Grandguillaume (2018) laws have made it possible to set new regulations applicable to VTCs, now called "chauffeur-driven transport vehicles", and to specify the contours of the profession.

Thus today the activity of VTC is subject to specific installation and operating conditions which distinguish it from the activity of taxis.

- The vehicle used must meet certain "top-of-the-range" requirements. It must have between four and nine seats (including the driver), be in circulation for less than six years (excluding collector's vehicles) and fulfil certain technical characteristics (size, power).
- The driver must obtain a VTC professional card and register in the national register of VTC operators.
- The reservation of the vehicle by the customer is mandatory. The vehicle can therefore neither park nor drive on public roads in search of customers. Electronic marauding is prohibited and remains reserved for taxis.
- The price of the race is totally free, unlike taxi fares, which are regulated and set by decree.

The National Observatory for Public-Private Transport, created in 2017 and responsible for establishing an inventory of the sector, has drawn up an initial assessment of the activity. It indicates that the number of VTCs registered amounted the register amounted to 15,000 in 2016 (22% of the public transport for private individuals offer) and jumped to 43,000 in 2018 for 59,000 taxis (42% of the public transport for private individuals offer). This increase is the consequence of the entry into force of the Grandguillaume law on 31 December 2017 (and extended by 3 months), obliging drivers to register and to continue their activity. The observatory also indicates that the VTC offer is the highest in Île-de-France, which includes 80% of the national offer, against a third of the taxi offer.

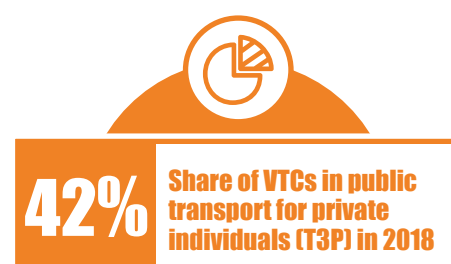
In August 2017, the Renault group acquired Marcel, a VTC operator in Île-de-France, which it operated for three years by offering the first range of 100% electric VTCs. Mobilize will soon offer in Paris and Madrid, a range of vehicles (the 100% electric Limo) and services, totally dedicated to taxis and VTC. On the Stellantis side, the Free2Move Ride service allows more than 21,000 destinations in 150 countries to find the best VTC offer available.

RENTAL BETWEEN PRIVATE INDIVIDUALS

More recently, car sharing outside the private sphere has also developed and peer-to-peer car rental services have appeared. Rental is done through specialised websites, connecting people who do not know each other. It allows individuals to share their vehicle for a fee and thus make the ownership and maintenance of their vehicle profitable when it is stationary.

A survey conducted by the CNPA (Mobilians) indicates that this activity represented 6% of total short-term rentals (expressed in number of days) in 2016, compared to 3% the previous year, and that 5% of permit holders already used. Users are young (44% are under 35), less often in working life than customers of traditional agencies (70%, compared to 83%), and less well-off: 47% belong to the higher socio-professional categories, i.e. 10

points less than those who use traditional rental. According to the PARC AUTO survey, rental activity, which had fallen in 2020 in a context of low mobility, remained at a low level in 2021 (5% of the sample having used it compared to 8% in 2019). Rentals between individuals have however increased: 11% of households among those having used rentals compared to 7% in 2019. However, nine out of ten people still say they are very reluctant to the idea of providing or renting a car via a rental platform between individuals.



THE CONNECTED AND AUTONOMOUS VEHICLE

The connected vehicle is based on communication and information sharing between vehicles (V2V) or between vehicles and the road or communication infrastructure (V2X), thanks to wireless connectivity systems. Various services are offered to users: entertainment (via Bluetooth or 4G/5G), geolocation data (GNSS systems), real-time traffic information, calculation of energy consumption. In addition, the development of advanced electronic assistance and driving assistance systems (ADAS) integrated into vehicles make it possible to perceive the immediate environment of vehicles through sensors and make driving easier (parking assistance) and safer (intelligent speed adaptation, warning systems in case of loss of attention). Certain safety devices are required by European regulations. The progressive development of connectivity and automation technologies should eventually allow the deployment of highly automated vehicles.

From a technical and technological point of view, the "autonomous vehicle" is defined by the SAE (Society of Automotive Engineers) nomenclature, which characterises automation systems by distinguishing between driver assistance systems (levels 1 and 2) and automation allowing the driver to delegate the driving task to the system (levels 3 to 5).

The Vienna Convention adopted in 1968 limited traffic to level 1 and 2 by imposing the presence of the driver who had to have control and remain in control of his vehicle (see box). An initial development of the Convention in 2016 authorised automated driving systems or driving delegation (thus level 3) provided that the driver remains in control of his vehicle and that these systems comply with UN regulations.

On a technical level, the first regulation on level 3

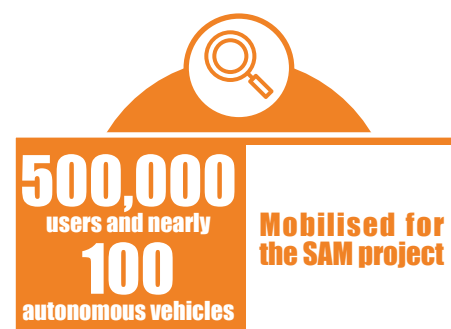
automation is UNECE regulation 79, concerning the approval of vehicles with automated lane-keeping systems (known as "ALKS") adopted in June 2020. This system of low-speed driving delegation can be activated by the driver only on the eligible dividing lanes and at a maximum speed of 60 km/h. Its entry into force in January 2021 was an important step towards the introduction of level 3 autonomous vehicles.

From a legal point of view, the law of 17 August 2015 on energy transition for green growth legally qualifies "autonomous vehicles" as vehicles with partial or total delegation of driving, whether passenger cars, transport of goods or passenger transport vehicles. The mobility orientation law (LOM law) published in December 2019 made it possible to adopt various structuring provisions for the development of automated mobility, particularly on the issue of criminal liability.

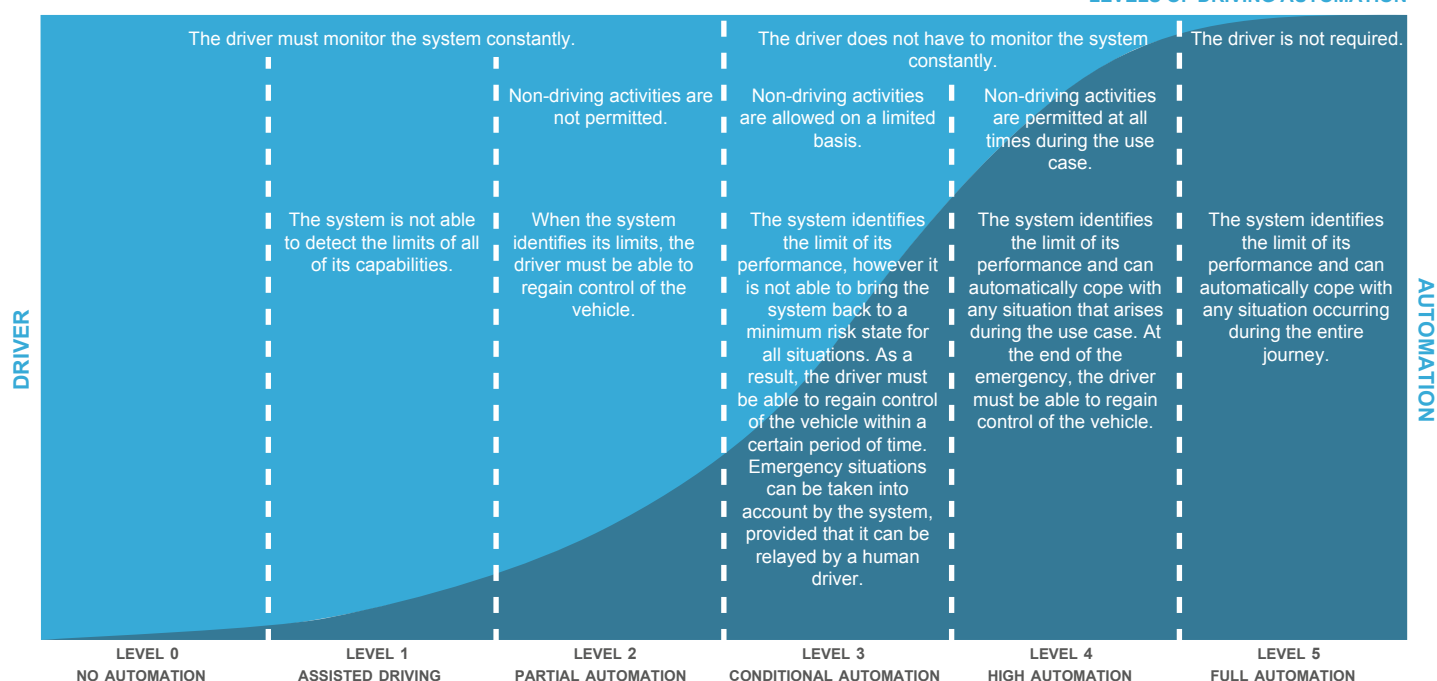
The development of the connected and autonomous vehicle will make it possible to offer new services related to driving and road safety (warning systems, information feedback), oriented towards the vehicle itself (maintenance, repair), relating to the road infrastructure (traffic management or the infrastructure itself) or to the driver (insurance services or infotainment services). But a clear distinction can be made between the use of data to serve objectives of general interest (make traffic more fluid, improve road safety and the environmental footprint, manage infrastructures) and their use for the development of commercial services. New transport services could also be developed thanks to the automation of vehicles: automatic valet parking, flow management in logistics centres or areas, urban shuttles. In the long-distance road transport of goods, platooning experiments are underway in order to circulate trucks in a convoy

without a driver, behind a vehicle at the head of the platoon.

In the coming years, manufacturers plan to deploy several level 3 use cases: autonomous driving in traffic jams (traffic jam Chauffeur), on the highway (Highway Chauffeur) and automated parking. The deployment of transport of several people by robot-taxi (without driver) on well-defined routes is already being tested (ENA Project).



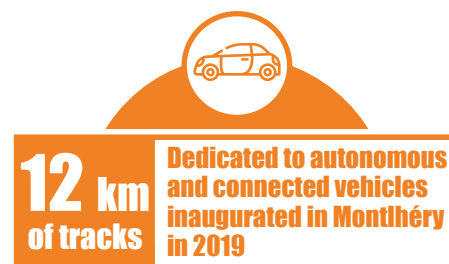
LEVELS OF DRIVING AUTOMATION



Automation levels were defined by SAE J3016.

THE CONNECTED AND AUTONOMOUS VEHICLE

DIFFERENT TYPES OF USE



According to the terms of the Vienna Convention of November 8, 1968, only driver-controlled vehicles are authorised to use roads and the driver must be able to "neutralise or deactivate" said vehicle, worded in the Convention as follows:

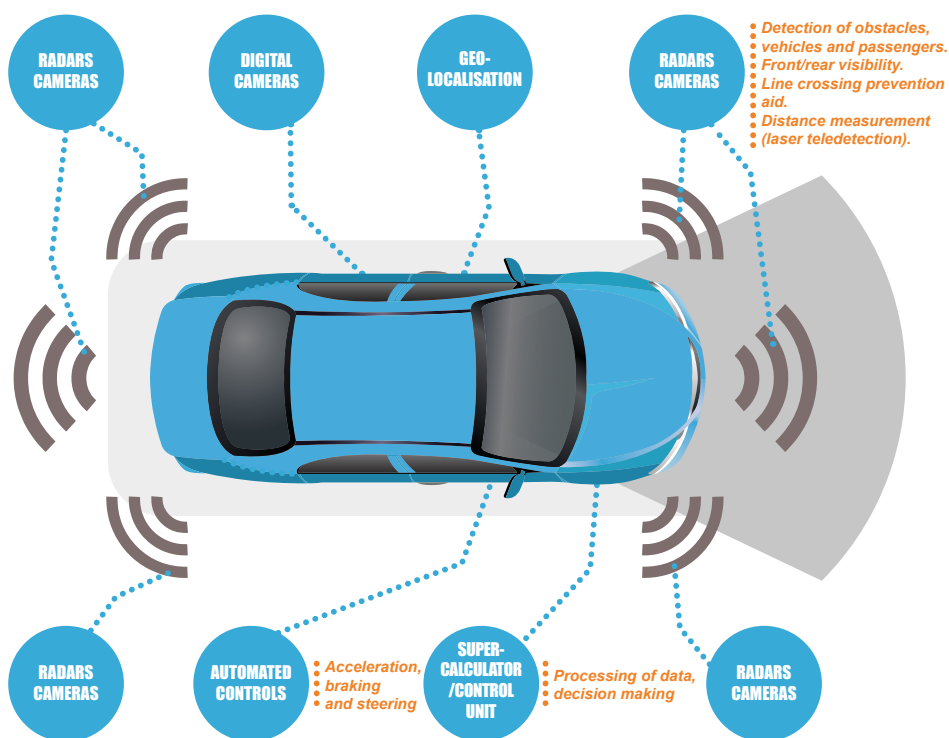
- Every moving vehicle must have a driver (§ 8.1); every driver shall at all times be able to control his vehicle (§ 8.5); a driver of a vehicle shall at all times minimise any activity other than driving (§ 8.6);
- Every driver of a vehicle shall in all circumstances have his vehicle under control (§ 13.1).

Government support for the development of autonomous and connected vehicles

The French Government has undertaken, through the national strategy for the development of autonomous vehicles (the second edition of which was published in December 2020), an ambitious approach for the development of automated vehicles with the objective of French leadership in based on three principles: security, progressiveness and acceptability.

The mobility orientation law (LOM law) published in December 2019 has made it possible to adopt various structuring provisions for the development of automated mobility. In particular, it provided for the issuance of an order on criminal liability in the event of the circulation of an autonomous vehicle and its conditions of use. This was published in April 2021 and clarified in a decree of 29 June, 2021. Thus, the criminal liability of the driver of a vehicle using an automated driving system will not be incurred during an offense, if during this incident the system exercises dynamic control of the vehicle. The ordinance also sets out the respective responsibilities of the driver and the manufacturer or designer of these systems and the obligations to inform drivers. These provisions allow the circulation in France of automated vehicles, up to levels of automation called "level 4" (without driver on board), supervised, as part of a passenger transport service.

► EXAMPLES OF ONBOARD INTELLIGENCE SYSTEMS FOR AUTOMATED DRIVING



The future investment program (PIA) set up by the State to finance innovative investments has made it possible, under the PIA3, to launch two national experimental programs (SAM and ENA). The PIA4, announced on 8 January 2021, enabled the launch of a new call for projects "automated road mobility, connected service infrastructure and low carbon". With a budget of 200 million euros, it aims to support the development of a sovereign offer of systems, components and services promoting automated, connected and low-carbon road mobility.

Connected and autonomous vehicle experiments and tests

The general framework
In France, the regulatory framework for experiments was established by the ordinance of

3 August 2016 which requires prior authorisation from the Minister responsible for transport, the circulation, on an experimental basis, of vehicles with partial or total delegation of driving on a lane open to public traffic. This framework was supplemented by the law of 22 May 2019, known as the Pact, which authorises experiments with vehicles with the highest levels of automation with an adapted liability regime, and by the Mobility Orientation Bill aimed at the framework circulation of autonomous vehicles. In 2021, the framework has evolved to open experiments to driverless vehicles on board, delivery vehicles and vehicles in convoy. Since the end of 2014, more than 140 authorisations for experiments have been issued. As of 20 October 2021, 22 experiments are taking place across the country and 12 experimentation requests are being examined.

THE CONNECTED AND AUTONOMOUS VEHICLE

The France Autonomous Vehicles program

As part of the France Vehicles Autonomous experimentation program which accompanies the national strategy, a call for projects for the experimentation of the autonomous road vehicle (EVRA), was launched in June 2019 for experiments covering the main use cases of mobility of people and urban delivery. In April 2019, the Government presented the two projects selected (SAM and ENA) to carry out 16 experiments with autonomous vehicles in real conditions and throughout the territory (rural and urban areas).

The SAM (Safety and Acceptability of Driving and Autonomous Mobility) project, coordinated by the PFA, brings together players from the various sectors concerned by autonomous mobility: manufacturers, transport operators, local authorities, infrastructure managers, research laboratories with a shared vision of the issues and results for the production of shared knowledge. 15 territories are partners, bringing together 21 routes or experimental areas.

The ENA project (Autonomous Shuttle Experiments) piloted by Gustave Eiffel University and launched in 2019, is experimenting with an

automated shuttle service in addition to existing urban transport, and a service in sparsely populated rural areas.

SCOOP / C-ROADS / InterCor projects

Co-funded by the European Commission, the SCOOP project, launched in 2014 and completed at the end of 2019, was the first flagship project on the pilot deployment of cooperative intelligent transport systems, i.e. based on the exchange of information between connected vehicles and between the vehicle and the road. The vehicles were equipped with sensors that can detect events, and on-board units, allowing the information to be transmitted to the vehicles upstream (V2V) as well as to the manager (V2I) via roadside units. The project, which brought together many public and private partners (local authorities, road managers, PSA and Renault, universities, research centers, foreign partners) around the ministry in charge of transport, deployed 3,000 vehicles on 2,000 km of roads distributed at five sites: Île-de-France, A4, Isère, Bordeaux bypass and Brittany. The objectives were to improve road safety and operating agents, more efficient traffic management, reduce emissions and optimise infrastructure management costs. However, the project made it possible to lay the

foundations for the architecture and security of the system. Other projects such as C-Roads, InterCor or InDid were launched after it, in order to extend SCOOP services to other regions on a French and European scale. On 5 January 2021, the COOPITS application was deployed in the Bordeaux metropolitan area to allow road users to receive information directly from the road manager and to promote eco-driving.

Test centers for autonomous and connected vehicles

Funded thanks to the PIA and the Île de France Region, a test centre for autonomous and connected cars, TEQMO was inaugurated in June 2019 by UTAC in Monthéry. Composed of 12 km of test tracks associated with modern laboratories, it is aimed at all players involved in driving and connectivity technologies (manufacturers, equipment manufacturers, software suppliers, telecom operators). UTAC and TEQMO are thus becoming a major tool for the development of autonomous and connected vehicles, by creating a French solution in the face of international competitors. In addition, Transpolis, with which Renault Trucks is associated, is a city-laboratory dedicated to innovation and safety. Transpolis now has two test centres in Ain, covering an area of 130 hectares.

THE EXTENDED VEHICLE (EXVE) AND ITS STANDARDISED INTERFACES



Source: ACEA

Use of 5G network technology for autonomous vehicles

Many projects have been launched on several sites in France to carry out use case tests for automated vehicles with 5G technology. The fifth generation of mobile networks should allow the improvement of existing services and the development of new services with better speed and greater capacity. The "5G OpenRoad" project is one of the largest assistance programs for driving automated vehicles on open roads in Europe. It brings together 16 private and public partners to define the uses and benefits of 5G for autonomous and connected vehicles. It mobilises nearly 90 million euros over three years co-financed by the members of the consortium within the framework of the PIA and Bpifrance. At European level, many projects have also been launched: 5GMED: 21 European players brought together to test and deploy 5G on road and rail between France and Spain.

The question of access to vehicle data

The increased use of automated vehicles will develop the data produced for various uses with

a significant impact on the development of mobility services. The rules concerning the management of data related to the automated vehicle, which can exchange information with its environment, constitute a major subject for the respect of the privacy of individuals. As such, the European regulation on the protection of personal data (GDPR), which came into force in May 2018, makes it possible to strengthen the protection of users' personal data. The mobility orientation law also established rules for making certain data available to public authorities or infrastructure managers.

Many projects (MOSAR, 3SA, SVR, EVA, CTI, etc.) have been launched in recent years in order to meet cybersecurity challenges with security at the vehicle level but also at the infrastructure and centralised control level according to different scenarios.

In addition, European regulation on cybersecurity and cooperative intelligent transport systems are also significant contributions. This system is supplemented by "flexible" rules of law with the CNIL's compliance pack on connected

vehicles in the process of evolution and technical standardisation (ISO).

The "Extended Vehicles" (ExVe) is a concept that car manufacturers, along with major equipment manufacturers and independent distributors, have wanted to standardise at international level (ISO) since 2014. This concept reflects the concern to take into consideration the extension of the field of action of the vehicle, now very connected (mobility services, diagnosis maintenance repair, entertainment...), with the impacts that such an extension supposes in terms of integrity and security of the system.

The extended vehicle standards establish a system for consistent, accountable and interoperable management of vehicle data:

- Coherent, because they establish a common standard that all companies must respect and because they avoid a multiplication of heterogeneous technical access systems, which would lead to a multiplication of risks in terms of the safety of goods and people.
- Responsible, because they limit the compromise of the vehicle's services (steering, braking, etc.) in all life situations encountered, regardless of the external solicitations, including those for malicious purposes (cyber security issue).
- Interoperable, because the establishment of a standard applied and carried at the international level allows cross-border data management systems to be compatible with each other.

Connected technologies and autonomous driving are preparing new mobility scenarios and the establishment of an expanded economic and legal system in which car manufacturers have a decisive place (see Deloitte/Frédet report of January 2020). The development of artificial intelligence has a key place in contributing to innovation and the digital and ecological transformation of the automotive sector.

PASSENGER TRANSPORT PRICE INDEXES

In 2021, all the prices of the different modes of passenger transport will increase due to pressure on the supply of transport linked to the post-covid rebound (labour shortage, rise in energy prices). The personal vehicle price index (purchases and use) rose sharply (+4.4%) after falling last year. This increase, which exceeds the increase in the general level of prices by 2.8 points, is linked to the price of fuel, which jumped by 12.7% and which weighs on the item "expenses for use" (+5.9%), while the prices of "vehicle purchases" remained stable (+0.7%).

In road passenger transport, prices, which had rebounded by 3% in 2020, are accelerating in 2021 (+3.4%). In 2021, the "transport by coach and bus" component will see its prices, although dynamic, slow down compared to 2020 (+2.9%), while the prices of "taxis, cars with driver" will accelerate

(+4%). Finally, while prices had fallen in 2020 in both air transport and rail transport, they are rising again by +3.8% and +1.9% respectively in 2021.

Over the last twenty years, the price indexes of the different modes of passenger transport have evolved in very different ways. Since 2000, the real price indexes, i.e. corrected by the general consumer price index, have increased by 25% in private passenger transport (taxis, VTC) and by 12% for personal vehicles, but fell by 10% for other road passenger transport (buses, coaches) and by 2% in air transport. In rail passenger transport, real prices increased by 19% between 2000 and 2015, but have been falling for 5 years, with a collapse in prices in 2020 linked to tariff adjustments after confinement even if an increase is recorded in 2021.



+4.4%
and
+3.4%

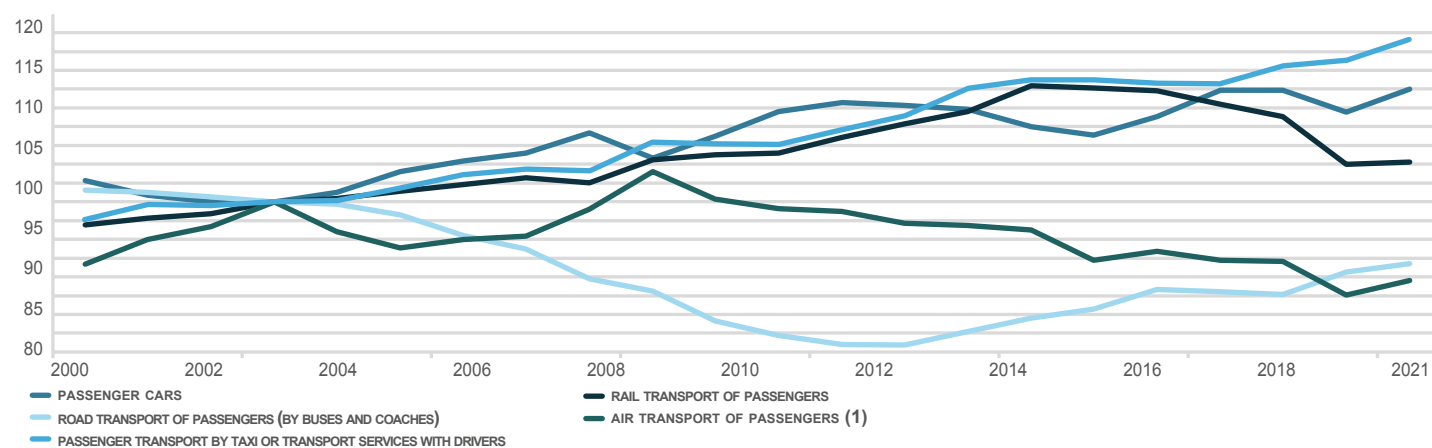
Respective variations in 2021 of the price indexes linked to personal vehicles and road passenger transport

► ANNUAL VARIATION IN PRICE INDEXES FOR DIFFERENT PASSENGER TRANSPORT MODES (AS A %)

	Passenger cars	Passenger rail transport	Passenger road transport (buses, coaches and taxis)	Including passenger transport by buses and coaches	Including passenger transport by taxi or transport services with drivers	Passenger air transport (1)
2010	4.3%	2.1%	-1.7%	-3.0%	1.4%	-2.1%
2015	-2.0%	3.1%	1.8%	2.2%	1.0%	-0.6%
2018	5.0%	0.3%	1.6%	1.5%	1.8%	0.5%
2019	1.1%	-0.3%	1.4%	0.7%	3.2%	0.9%
2020	-2.1%	-5.3%	3.0%	4.0%	1.1%	-4.4%
2021	4.4%	1.9%	3.4%	2.9%	4.0%	3.8%

Base 100 in 2003

PASSENGER TRANSPORT MODES REAL PRICE INDEXES



(1) The methodology for calculating the price index for air transport services changed in January 2012. The variation between 2011 and 2012 cannot be considered significant. Source: INSEE

The price indexes of the different modes of passenger transport trace the evolution of prices including all taxes. Thus, for air travel, airport taxes are included; similarly for the other modes, infrastructure charges are only shown up to what can be incorporated into the sale price. In addition, only the part paid directly by the household is monitored. For example, if a region or a local authority decides, within the framework of a regional planning policy or social measures, to subsidise part of the costs linked to transport, a reduction will be recorded in household expenditure. Fuel surcharges are incorporated into the monitoring of the passenger air transport index.

The rail transport and road passenger transport

indexes mainly concern only interurban links. The index on personal vehicles was established taking into account both the purchase part, but also the use part of personal vehicles. To find the changes in the real prices of these main modes of transport, these various indices are corrected by the general consumer price index in the graph above.

After remaining close to their 1995 level, the real price indices for the various modes of passenger transport have experienced stronger and more contrasting trends since 2003: between 2003 and 2019, the real index linked to personal vehicles (purchases and use) increased continuously (+15%), with the exception of the years 2014 to 2016. The decline observed in 2020 is also an

exception, but it will catch up in 2021. The real rail transport index increased by 9% between 2000 and 2021 but has been declining for 5 years. That of road passenger transport (coaches and buses) fell sharply until 2013, but has been increasing steadily since that date, the decline being 10% over the period 2000-2021, while that of private passenger transport (taxis, VTC) is growing continuously (+22%). Finally, the real air transport price index continues its decline that began in 2009, with the exception of the rebound in 2021.

FREIGHT TRANSPORT PRICE INDEXES

In 2021, freight transport prices increase for all modes, but the increases are particularly strong for international transport. The prices of maritime transport increase by 59% on annual average and those of air transport by 8.5%. The sustained demand linked to the recovery of world trade combined with limited transport capacities explains these price increases, in a context which remains disturbed by the uncertainties linked to Covid. Port traffic is disrupted by high demand coupled with health protocols, which further disrupts logistics flows and increases capacity tensions. Phenomena of shifting from maritime freight to air freight maintain the rise in prices of the latter. In road transport, prices increased by 1.4% after falling in 2020. Finally, in rail transport, the price increase was 3.5%.

Since 2006, the road freight transport price index has risen steadily: +16% in total, i.e. an

average of +1.1% per year. The price index for international road transport rose more than that for local or interurban road transport. Over the same period, the price indices for river transport and air transport experienced more erratic trends; phases of increases between 2006 and 2013 and a downward trend since, with the exception of air freight which rebounded in 2020 and 2021. In the maritime sector, before the price explosion in 2021, prices had remained stable over a long period.

In rail transport, the price index has only been disseminated since 2014, with a history dating back to the first quarter of 2012. Between 2012 and 2019, prices were down due to the fall in national rail prices. But in 2020, prices are rising sharply on national rail and this rise will continue in 2021. On international markets, prices which had fallen in 2020 with the global economic slowdown have started to rise again in 2021 with the recovery.

Since the opening to competition in 2006, the new operators have developed and represent in 2020, 48% of the tonne-kilometres carried out, i.e. a level comparable to that of Germany.

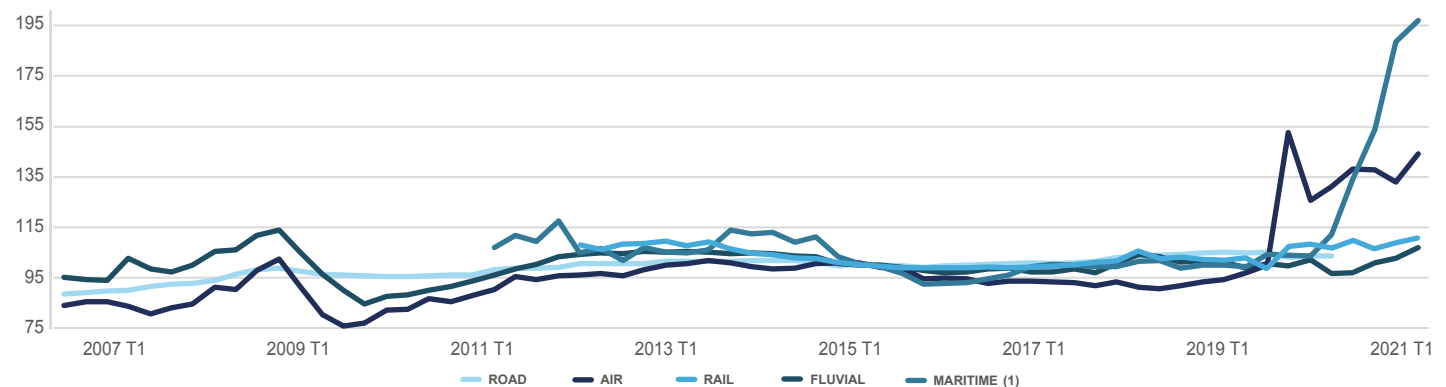


+59%
and
+8.5%

**Respective variations
of the maritime and air
freight transport price
indices in 2021**

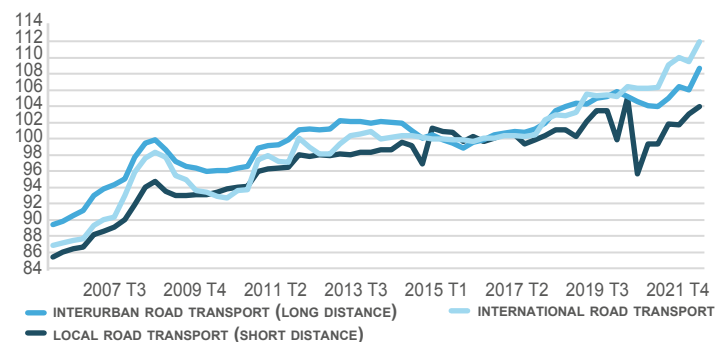
FREIGHT TRANSPORT INDEXES IN FRANCE

Base 100 in 2015



FREIGHT TRANSPORT PRICE INDEXES IN FRANCE: ROAD

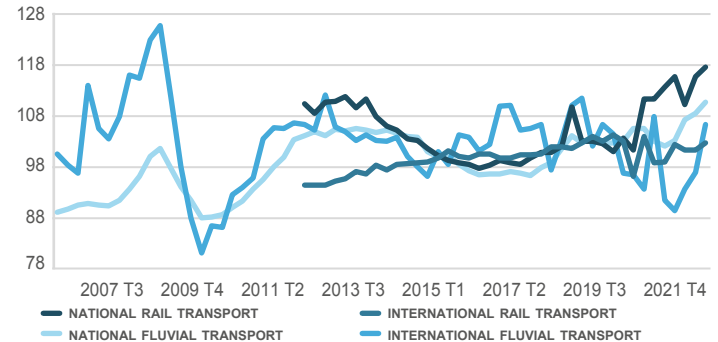
Base 100 in 2015



(1) Between 2006 and 2011, the volatility of the maritime freight price index was very high. The index rose from 110.1 in Q2 2006 to 195.5 in Q2 2008, before dropping to 79.1 in Q1 2009. Source: MTE/SDES

FREIGHT TRANSPORT PRICE INDEXES IN FRANCE: RAIL AND FLUVIAL

Base 100 in 2015



The freight transport price indexes are calculated by the SDES statistical service of the Ministry in charge of Transport. For road, fluvial and rail transport, the indexes are developed using the so-called representative services methodology, defined by the loading and unloading locations, the type of goods and the characteristics of the contract between the shipper and the carrier. Price statements are made quarterly. In road and fluvial transport, only activities carried out on behalf of others by companies domiciled in France, whose main activity is freight, are monitored.

For rail transport, the price index, monitored since the 1st quarter of 2012, is based on 111 representative transport services, entrusted by

a sample of shippers to rail transport operators.

For air freight, the index consists of freight transport services departing from France by air waybill. The service is defined by the place of unloading and by the airline in charge of the shipment. The index is developed using the so-called unit value methodology, which incorporates the fuel and security surcharges paid to the airline providing the transport. This price index is linked to the high volatility of fuel prices.

For maritime transport, the price index is made up of transport services on behalf of others carried out by companies registered in France whose activity is maritime freight (bulk and ferry). It is

based on international price indices, unit prices and tariffs. This price index is very volatile, linked to the evolution of bulk prices.

For road freight, intra-annual variations are less significant than for river or air transport, even if fuel represents on average 20% of the total costs of road freight transport, as shown by the CNR survey (see page 61).

THE COST OF HOUSEHOLD CAR MOBILITY

According to the latest "Family budget" survey of 2017, metropolitan households devote on average 15% of their budget to cars. This budget varies from 20% among rural households to only 9% in the Paris conurbation and represents more than half (57%) of expenses related to the use of the vehicle (fuel, repairs, maintenance, tolls, insurance). These user expenditures amount to 8% of the total budget, but reach 11% among rural households and 9% on average among households belonging to the first 3 income quintiles (against 7.4% for the 5th quintile). The item that weighs the heaviest within this set is the fuel item, which represents 4% of the total and reaches 6% in rural areas, compared to only 2% in the Paris

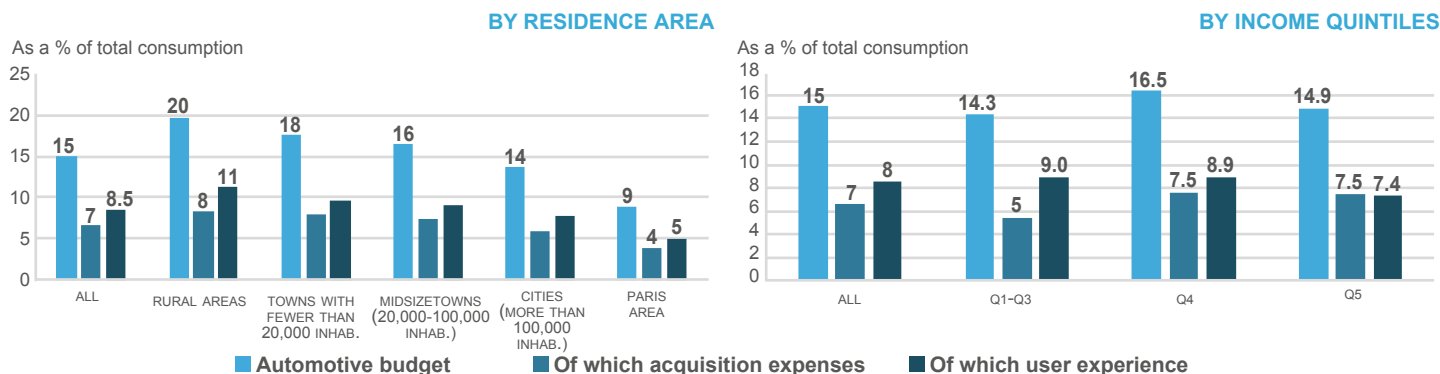
agglomeration. The least well-off households (Q1-Q3) also devote a larger share of their budget to this item (4.3%) than the richest households who belong to the 5th quintile (3.3%). Finally, the breakdown by socio-professional category also shows significant contrasts in terms of automobile expenditure. The category of executives and employees, who frequently hold jobs in the tertiary sector in urban areas, devote a lower share of their budget to cars (respectively 13% and 15%). Conversely, the category of farmers, workers and tradesmen, less present in urban areas and more forced to use their vehicle to work, devote 18% of their budget to cars.



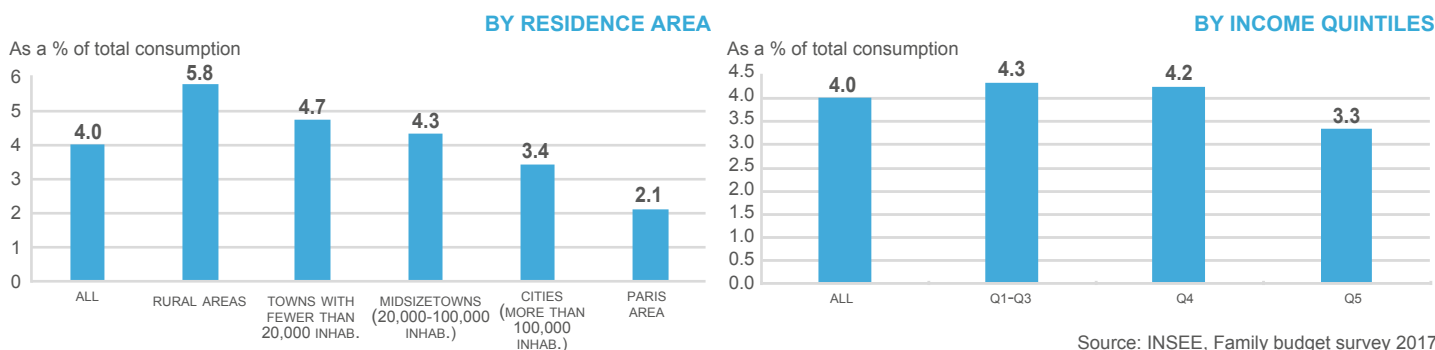
6%

Weight of fuel expenditure in the budget of rural households according to the "Budget de famille 2017" survey

► AUTOMOTIVE BUDGET IN 2017



► SHARE OF FUEL IN HOUSEHOLD CONSUMPTION IN 2017



Source: INSEE, Family budget survey 2017

The "Family Budget" survey conducted on average every five years by INSEE provides an estimate of the average consumption of the various goods and services and makes it possible to compare the consumption structures of the various categories of households according to the different characteristics of these last: socio-professional category, age, income, category of municipality of residence, etc.

At the level of automotive items, there are two important differences compared to the national accounts (page 63). In the treatment of transport insurance expenses, their entirety is taken into account in the surveys, whereas only the service (expenses less reimbursements) is counted at the macroeconomic level.

With regard to second-hand vehicle expenditure, all of it is accounted for in the surveys, whereas at the macroeconomic level, this mainly corresponds to the margins of professionals involved in a transaction and does not take into account exchanges between individuals.

The budget survey used in this edition is limited to Metropolitan France. The breakdown of the various automotive items is expressed as a percentage of total consumption excluding taxes, duties, loan repayments and major works. Expenditures are broken down here according to the category of municipality of residence and income quintiles. The 5th quintile, for example, here corresponds to the 20% of households with the highest incomes.

In 2017, the automobile budget of metropolitan households represented 15% of their total consumption. The acquisition item accounts for less than half of the total (43%) ranging from 5% of the budget for the 60% of households with the lowest incomes (Q1-Q3) to nearly 8% for the 5th quintile. Conversely, the "use expenditure" item weighs more for households belonging to the first quintiles (9%) compared to 7.4% for the 5th quintile. This difference is linked in particular to the weight of the fuel item for which the poorest households devote 1 point more to it in their budget than the wealthiest households.

The same phenomenon is observed for transport-related insurance, which represents 2.6% of the budget of the most modest. As these two items are the most taxed, it thus appears that households belonging to Q1-Q3 pay for the use of their vehicles, in proportion to their consumption, more taxes than households belonging to the richest quintile.

Breaking down by category of municipality of residence, the fuel item appears all the higher as the size of the municipality is small. Thus, households in the Paris conurbation devote nearly 2% of their consumption to it, compared to more than 6% for households in rural municipalities, which benefit less from public transport and who travel more frequently and over greater distances.

COST PRICE OF ROAD FREIGHT TRANSPORT



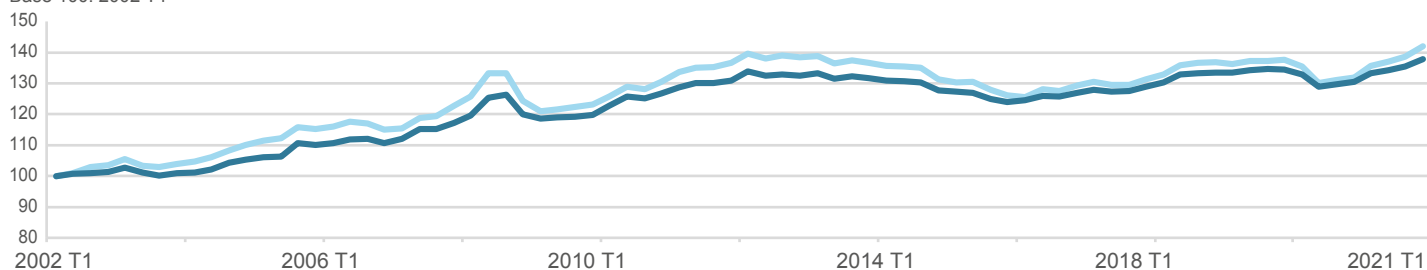
+4.7%

Increase of the total cost of ownership of long-distance road freight transport in 2021

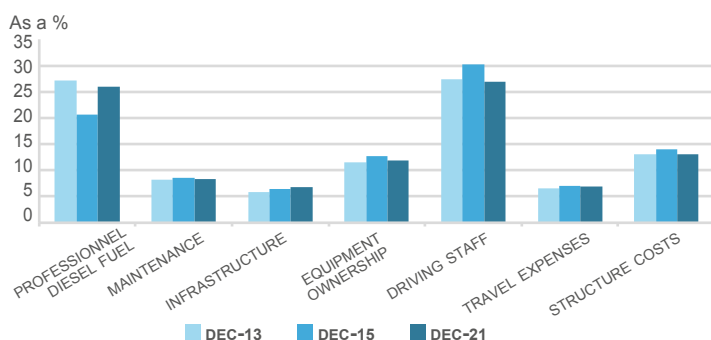
The synthetic indexes calculated by the National Road Committee (CNR) indicate that the cost price of long-distance and regional road freight transport increased by 4.7% and 3.6% respectively in 2021. This change is in line with the increase in the price of crude oil and therefore the cost of commercial diesel, after a sharp drop last year. The fuel item represents 26% of the costs of long-distance road freight transport and 19% for regional transport.

ROAD FREIGHT TRANSPORT COST PRICE

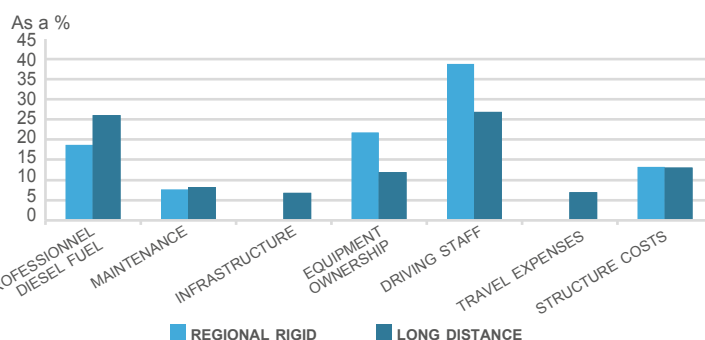
Base 100: 2002 T1



ROAD FREIGHT COST STRUCTURE FOR LONG DISTANCE



ROAD FREIGHT COST PRICE STRUCTURE IN DECEMBER 2021



Source: CNR

The National Road Committee (CNR) publishes, among other things, two indexes reflecting the evolution of the cost of road freight transport carried out on behalf of third parties and relating to long distance or regional transport.

Long distance corresponds to national or international transport carried out by means of articulated sets up to 44 tonnes, the operating constraints of which make it impossible or uncertain for the driver to return daily to his home.

Regional transport, carried out using rigid vehicles with a total weight of between 3.5 and 19 tonnes, corresponds to transport within a region and neighbouring regions and whose operating conditions allow the driver to return daily to his home.

The cost structure resulting from the CNR's annual survey depends both on the evolution of each of the components, but also on the associated operating conditions (mileage travelled, number of hours worked). Thus, a position may see its weight in the structure vary differently from what the evolution of its unit cost may suggest. Here we are mainly interested in the evolution of the cost structure, because it better reflects the reality experienced by carriers.

The CNR now takes into account, in the calculation of its indexes, the CICE since 2013, the year of its entry into force, in order to make them comparable with the post-2019 period. The CICE

is indeed transformed from 1 January 2019 into permanent reduction in employers' social security contributions.

In long-distance road freight transport, the leading item of expenditure is driving personnel, whose share has remained stable since 2013, at around 29% and rose to 27% in 2021. Commercial diesel ratio rose to 27% of the cost price in 2013 before decreasing until 2015, then increasing again to oscillate at approximately 24% over the following three years. In 2021, the share of professional diesel regains 4 points compared to 2020, to 26% of the total.

The share of equipment owned (road tractor and semi-trailer) has remained stable, at a level slightly above 12% since 2016, after two years of increase, following the rise in the price of new vehicles, linked to the entry in application of the EURO VI environmental standard on 1 January 2014 and the new mandatory safety equipment. The impact of these increases is diluted in the calculation of the total cost of ownership by the gradual renewal of vehicles (approximately 1/6 of the fleet per year) and by the slight drop in price observed on semi-trailers. Furthermore, in 2020 and 2021, interest rates remain at historically low levels.

The maintenance cost index, which includes tyres and vehicle repairs, has remained stable at 8.3% since 2016. Tire prices trended upwards between 2013 and 2015, before their starting level

and maintenance on Euro VI standard vehicles, in force for 4 years, seems more expensive than for previous generations (example: exhaust with particle filtering). Finally, the "infrastructure" item will drop by 0.5 point in 2021, to 6.8% of the total cost.

In regional transport, the costs related to driving personnel weigh more than in long-distance transport. They amount to 38.8% of the total in 2021. The possession of equipment comes in second place at 21.8%. The third item of expenditure, professional diesel, stands at 18.7% of costs in 2021. Finally, repair maintenance costs stand at 7.6% of the total in 2021.

The emergence of new engines, which are more expensive to purchase, will require appropriate funding support, in order to encourage carriers to decarbonise their fleets. In addition, the cost of energy must be kept at a level that does not deviate too much from overall market costs.

CAR PRICE INDEXES

In 2021, after two years of slowing consumer prices, supply pressures linked to the global economic recovery are generating a resurgence of inflation. The general price level is accelerating markedly on annual average, rising to +1.6%, after +0.5% in 2020.

In this inflationary context and pressure on the supply of electronic components, the prices of new cars increased by 1.3%, against 0.4% the previous year. The prices of spare parts and accessories and vehicle maintenance-repair also increased (+2.6%), but at a

slightly slower pace than in 2020 (+2.9%). The parts and accessories component experienced a resurgence of inflation (+1.7%, after 0.9%), while the cost of service (cost of labour and supplies used) slowed slightly, from +3.2% in 2020 to +2.8% in 2021. Since 2005, this corresponds to an increase in the cost of repair services of 58% (+30% in real prices), while the price of parts and accessories only increased by 3% and even fell in real prices.

Finally, after the sharp drop in fuel prices in 2020 (-11.9%), linked to the collapse in demand for petroleum products, they increased by 13% in 2021 with the rise in the price of crude oil and returned to their 2019 level.



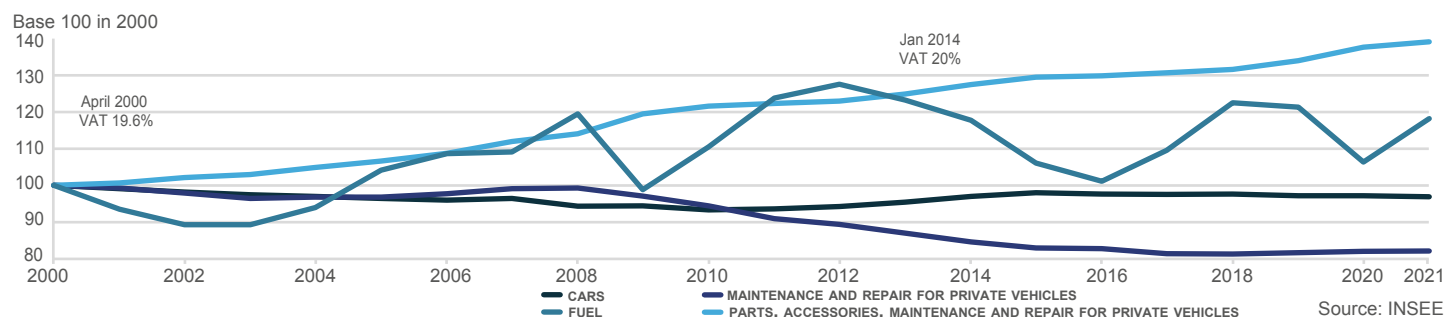
+13% Increase in fuel prices in 2021

► YEAR ON YEAR AUTOMOTIVE PRICE CHANGES

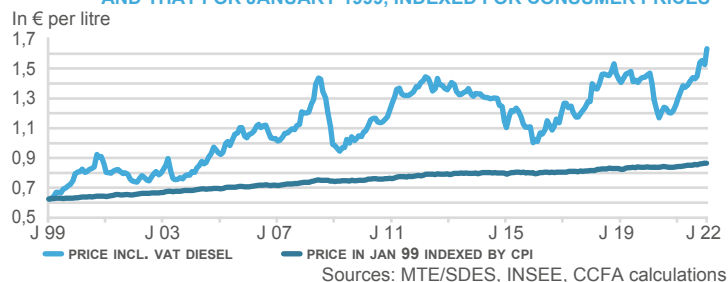
	Consumer prices	New car prices	Prices of car parts, accessories, repair and maintenance	Of which parts and accessories	Of which repair and maintenance	Fuel prices
2017	1.0%	1.0%	1.4%	-0.7%	1.7%	9.5%
2018	1.8%	1.9%	2.4%	1.7%	2.5%	13.9%
2019	1.1%	0.7%	2.7%	1.5%	2.9%	0.1%
2020	0.5%	0.4%	2.9%	0.9%	3.2%	-11.9%
2021	1.6%	1.3%	2.6%	1.7%	2.8%	13.0%

Sources: INSEE, CCFA calculations

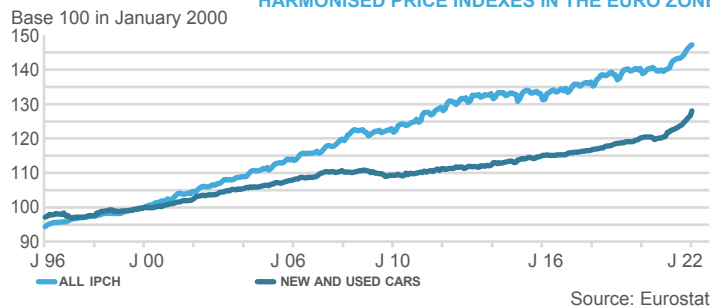
REAL PRICE INDEXES FOR NEW CARS, FUEL, SPARE PARTS, ACCESSORIES, MAINTENANCE AND REPAIR OF PERSONAL VEHICLES.



RETAIL PRICE OF DIESEL IN FRANCE AND THAT FOR JANUARY 1999, INDEXED FOR CONSUMER PRICES



HARMONISED PRICE INDEXES IN THE EURO ZONE



As in 2020, the health crisis affected the quality of the price index, due to the suspension, in April and May 2021, of the collection of prices in physical points of sale in confined territories.

The new car price index compares the prices of a range of cars of similar technical characteristics, so as not to take into account price increases resulting from improvements in quality or equipment, nor from the evolution the sales structure (energy mix, bodywork mix). It takes into consideration the rebates offered periodically (excluding OTC), as well as the bonus/penalty system. In recent years, the average price of vehicles has evolved much more strongly with the development of 4WD/SUV and electric motorisation; it increased by 8% between 2020 and 2021 (against +1.3% in the price index).

In the graph above, the prices of the main automotive-related items are expressed in real terms, i.e. corrected by the general consumer price index.

Over the period 1992-2010, the real price of new cars fell regularly, under the continuous effect of competition and occasional market support measures (bonus/penalty, scrapping bonus). Nevertheless, the new regulatory requirements in terms of depollution and safety as well as the tightening of the scales of the ecological bonus/penalty have contributed to the growth in prices since 2011. In 2021, the prices of new cars are driven up by inflation energy and industrial raw materials prices (see page 31) to which are added logistical problems (resurgence of COVID in certain regions, semiconductor crisis, shortage of shipping containers) which also have an impact on prices (transport in particular). But, this price increase being lower than inflation, the real price index for new cars drops slightly and rises in 2021 to 97 base 100 in 2000.

With regard to maintenance-repair prices, the real price index for spare parts and accessories has declined over a long period (index at 82 in 2021, base 100 in 2000), while the "maintenance and

repair services component" is up by 39% compared to 2000, due to the rise in labor costs (cost of labour, skills development, shortage of qualified labour). Finally, over a long period, the evolution of the real fuel price index is much more erratic. In 2021, the index is at 118 base 100 in 2000, i.e. a level relatively close to the average of the last ten years (Index at 116).

In the euro zone (19 countries), Eurostat calculates a price index for the purchase of new and used cars; the data between the different countries is harmonised. Since 1996, the evolution of this index, compared to that of the general price index, shows a phenomenon of strong pressure on prices linked, as in France, to the intensity of competition and the constraint on household purchasing power. In January 2022, the general price index gained 47% compared to 2000, while that of new and used car purchases only increased by 28%.

HOUSEHOLD CAR CONSUMPTION

In 2021, the recovery in economic activity after a year marked by the pandemic, contributed to the increase in household gross disposable income (GDI) and their consumption. Thus, the GDI increased by 4% in value, after +1.1% in 2020, and despite the increase in prices of final consumption expenditure (+1.6% after +0.9% in 2020), household purchasing power accelerated in 2021 (+2.3% after +0.2%). Household final consumption expenditure rebounded by 6% in volume (after -6.5% in 2020) and by 6.9% in value against -3.8% in 2020. With this rebound, the savings rate households fell 2.3 points from the 2020 peak but remained at a historically high level of 18.7%.

Despite the upturn in activity, vehicle purchases by households increased slightly in 2021 (+2.7% after -15.8%) due to the shortage of electronic components which impacted automobile production

and registrations. Purchases of new and used cars, which now account for 82% of the total, rose only 0.3% while spending on motorhomes, caravans and cycles increased by 15% after having already increased the previous year (+6.8%). In 2021, spending on new cars represents 21.2 billion euros (26.1 billion € in 2019), i.e. only 61% of car purchases, compared to 82% in 1990. Spending on used cars fell by 2% despite the increase in registrations. This is explained by the drop in purchases made from professionals, due to the low level of their stocks, and which are the only ones taken into account in household consumption. However, 70% of second-hand purchases are made between individuals.

Expenditure on maintenance and repairs, which had been slowed down last year by the decline in traffic linked to the confinements, increased by 13.7% in

2021 to 46.7 billion euros. They now account for 30% of total automotive expenditure compared to 23% in 2000. Finally, the "fuel and lubricants" item is the item that has increased the most in 2021 in household automotive expenditure. Fuel purchases returned to their 2019 level, 40 billion euros, i.e. an increase of 33% compared to 2021, half of which corresponds to an increase in consumption in volume (+18%) and the rest to the increase in prices (+13%).

9.1%

Share of car-related expenditure in household consumption expenditure in 2021

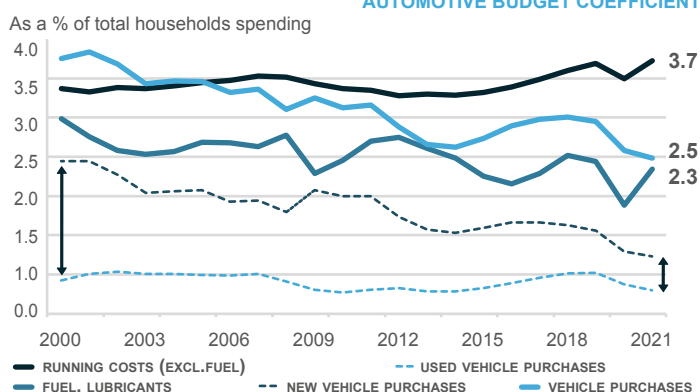
► HOUSEHOLD CONSUMER SPENDING ON TRANSPORT (IN € BILLION AND AS A SHARE OF ACTUAL NATIONAL CONSUMPTION BY HOUSEHOLDS)

	2000		2010		2019 (1)		2020 (1)		2021 (1)		Change 2021/2020
VEHICLE PURCHASES	37.5	3.8%	44.2	3.1%	49.3	3.0%	41.5	2.6%	42.7	2.5%	+3%
New and second-hand cars (including tax on registration certificates)	33.7	3.4%	39.1	2.8%	43.1	2.6%	34.9	2.2%	35.0	2.0%	+0.3%
of which new cars	24.5	2.4%	28.3	2.0%	26.1	1.6%	20.8	1.3%	21.2	1.2%	+2%
of which used cars	9.2	0.9%	10.9	0.8%	17.0	1.0%	14.1	0.9%	13.8	0.8%	-2%
Caravans, motorcycles, bicycles	3.8	0.4%	5.0	0.4%	6.2	0.4%	6.7	0.4%	7.7	0.4%	+15%
RUNNING COSTS	63.5	6.4%	82.5	5.8%	102.5	6.1%	86.5	5.4%	104.3	6.1%	+21%
Maintenance, repairs, spare parts and accessories	24.3	2.4%	34.2	2.4%	43.8	2.6%	41.1	2.6%	46.7	2.7%	+14%
of which automotive equipment manufacturing	11.1	1.1%	16.9	1.2%	22.7	1.4%	21.4	1.3%	24.3	1.4%	+13%
of which automotive service	9.2	0.9%	11.9	0.8%	15.3	0.9%	14.4	0.9%	16.4	1.0%	+13%
Fuel and lubricants	29.9	3.0%	34.8	2.5%	40.8	2.4%	30.3	1.9%	40.3	2.3%	+33%
Tolls, parking fees, rental, driving lessons	9.3	0.9%	13.5	1.0%	17.9	1.1%	15.2	0.9%	17.3	1.0%	+14%
INSURANCE	3.9	0.4%	6.1	0.4%	8.4	0.5%	8.8	0.5%	9.2	0.5%	+4%
TOTAL CONSUMER SPENDING ON CARS AND MOTORCYCLES	105.0	10.5%	132.8	9.4%	160.2	9.6%	136.8	8.5%	156.1	9.1%	+14%
Public transport	15.3	1.5%	24.1	1.7%	31.8	1.9%	16.2	1.0%	20.6	1.2%	+27%
TOTAL HOUSEHOLDS SPENDING	1,000	100%	1,415	100%	1,672	100%	1,609	100%	1,720	100%	+7%
Number of households (Metropolitan France)	24,256		27,227		29,336		29,570		29,798		+0.8%
Spending on passenger cars per household (in euros)	4,327		4,876		5,460		4,628		5,239		+13%
Spending on passenger cars per vehicle-owning household (in euros)	5,388		5,840		6,431		5,444		6,149		+13%

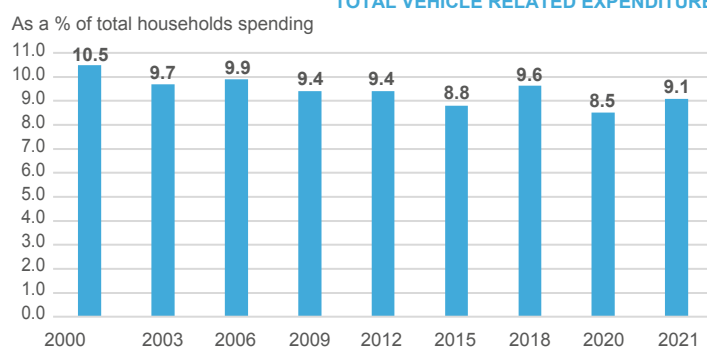
(1) These data are provisional and may be readjusted for three years.

Source: INSEE - Household consumer spending, 2021 - base 2014

AUTOMOTIVE BUDGET COEFFICIENTS



TOTAL VEHICLE RELATED EXPENDITURE



According to national accounts data, which are based on different concepts from those used in the Family Budget survey (see page 60), households spent 156 billion euros on their individual transport in 2021, i.e. a level that remains down 2.5% compared to 2019. Household spending on public transport services (20.6 billion euros in 2021) remains however still 35% lower than its 2019 level.

The share of automotive consumption in actual national consumption, called the "automotive budget coefficient" is 9.1% in 2021, i.e. a level 0.5 point lower than in 2019 but which remains within the average observed since the 2009 crisis. Previously (1990-2009), this coefficient

varied between 9% and 11%.

Prior to 2003, the main item of automobile expenditure was vehicle purchases, which represented between 3.5% and 4.5% of actual household consumption. Since 2010, it has represented around 3% (2.5% in 2021) and comes in second place behind vehicle use expenses (excluding fuel). The downward trend in new car purchases (61% of car purchases in 2021 compared to 82% in 1990) weighs on this budget coefficient.

Within operating expenses (excluding fuel), the "maintenance-repairs" item has been rising steadily

since 2014. Since 2019, it has exceeded the "car purchases" item in value and amounts to 46.7 billion euros. euros in 2021, a record level.

Finally, the weight of the «fuel» item has fluctuated a lot in recent years in line with the evolution of energy prices. In 2021, prices and consumption in volume, which had fallen in 2020, rebounded and the associated budget coefficient regained 0.4 point, returning to 2.3% for fuel expenditure of 40.3 billion euros.

AUTOMOBILE FINANCING

In 2021, consumer credit recovered and returned to its pre-health crisis level. The cumulative production of new loans increased by 7% between December 2020 and December 2021, after having fallen by 6% in 2020. According to data from the Association of Financial Companies (ASF), the number of automobile financing files for new purchases by individuals, however, fell by 1.4% in 2021, in line with the weak rebound in the automotive market, impacted by problems with electronic components. Indeed, registrations of new cars purchased by households fell by 8% while the market as a whole increased by only 0.5%. Although the number of car financing transactions fell in 2021, these increased by 5% in value, reflecting the rise in the price of new vehicles (+3% between December 2020 and December 2021). Within the various credit financing methods (65% of new cars), rental formulas nevertheless increased by 4%, thanks to the sharp rise in long-term rentals or rentals without a purchase option (+29%), while affected credit continues to decline (-17%).

In 2021, leasing now represents 77% of credit financing (14% in 2010), ahead of assigned car loans (23% in 2021, compared to 49% in 2010) and personal loans. Within leasing, Leasing with Option to Purchase (LOA) largely dominates but is down 2 points in 2021 (88% of financing by leasing) in favor of Leasing without Option to Purchase (Financial leasing and LLD) which grows strongly (+29%).

For second-hand vehicles purchased by households, cash purchase remains the main method of financing (nearly 60%). However, the use of credit is increasing both for allocated credit (+5% in 2021) and for leasing (LOA), which represents 14% of credit financing in 2021, compared to 3% in 2016, i.e. a number of LOA financing transactions multiplied by five in five years.

Credit financing of business equipment with new vehicles (passenger cars, light commercial vehicles and industrial vehicles) rebounded in

2021, thanks to the rebound in registrations (+8%). Unlike households, allocated credit is almost non-existent because rental formulas represent 98% of credit financing. In addition, companies favour LSOA, which represents 63% of rental formulas and in particular Long-Term Rental (93% of LSOA formulas). The LOA represents only 36% of new vehicle financing files.



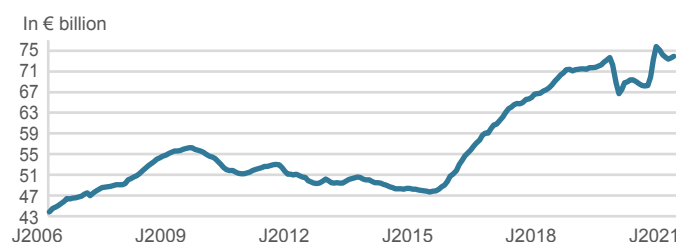
77%

Share of leasing with or without purchase option in credit financing of new cars purchased by households in France in 2021

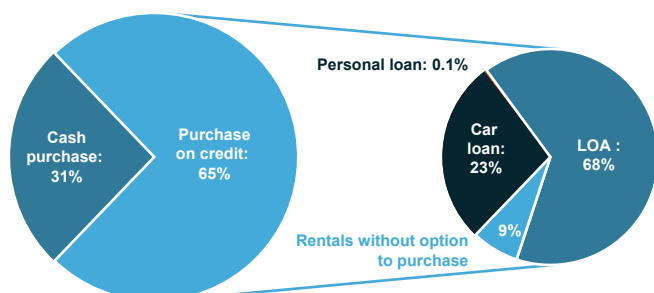
INTEREST RATES OF NEW CONSUMER LOANS TO INDIVIDUALS (NOT INCLUDING OVERDRAFTS)



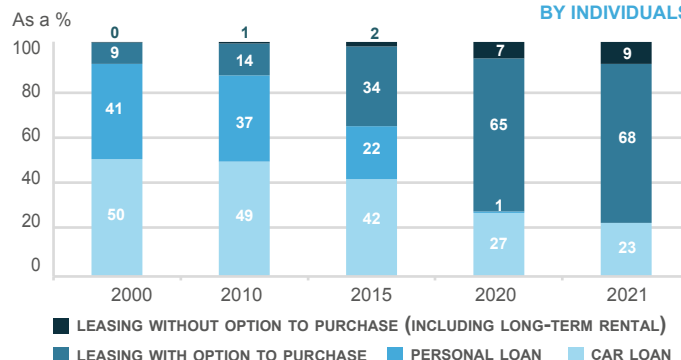
TOTAL AMOUNTS OVER TWELVE MONTHS OF NEW CONSUMER LOANS TO INDIVIDUALS (EXCEPT OVERDRAFTS)



FINANCING THE PURCHASE OF A NEW CAR BY INDIVIDUALS IN 2021



CHANGES IN CREDIT FINANCING OF NEW CARS PURCHASED BY INDIVIDUALS



Car buyers, new or used, have recourse to financing if they cannot or do not want to buy cash.

Four funding options are available to them:

- Personal or bank loans granted by a bank or credit institution. The borrower is free to use his credit as he sees fit.
- Affected car credit or conventional credit; it is granted by financial companies, subsidiaries of manufacturers and importers, or by financial companies independent of manufacturers, but subsidiaries of financial or banking groups. It is used for a specific purchase.
- Rental with purchase option (LOA) also

called leasing, rental with promise of sale or leasing; it is a consumer credit which allows you to have the disposal of a car against the payment of monthly instalments during the period of the lease, which can go up to eighty-four months, i.e. seven years; the purchase option can be exercised during the lease or at its end.

- Leasing without purchase option (LSOA) combines financial leasing and long-term leasing. These are operations without the possibility for the tenant to become the owner at the end of the contract.

Results from various sources (professional associations, registration statistics, surveys, etc.) make it possible to estimate the use of credit by

households buying a new car.

In 2021, financing for new vehicles for households remained at a low level, while for used cars and for businesses it rebounded slightly. In this context, allocated car loans, already in sharp decline for more than 10 years, continue to decrease in favour of rental formulas. The dynamism of the second-hand market (+8% in 2021) has been accompanied by a strong development of rental formulas formerly reserved for the new market.

TRADE AND REPAIR OF AUTOMOBILES AND MOTORCYCLES

Motor trade turnover increased by 6.7% in 2021, after having fallen by more than 12% in 2020. It therefore did not return to its 2019 level and stood in 2021 at 93 billion euros.

In 2020, vehicle maintenance and repair had been less impacted by the health crisis due to the essential nature of these services and had lost only 5.7% of its turnover. In 2021, turnover rebounded and exceeded its 2019 level at 22.9 billion euros. With the rise in second-hand goods, the increase in the average age of the fleet and the length of detention, visits to the workshop are on the rise again in 2021 (2.5 on average) even if they remain down from 2019 (2.7 on average). In 2015, the average number of visits to a workshop or garage for the repair or maintenance of a vehicle was only 1.8 per year.

Turnover in the automotive equipment retail trade, which had declined over the past three years, rebounded in 2021 and returned to its 2017 level at 8 billion euros.

Finally, retail fuel sales amounted to 15.6 billion euros, up 19% compared to 2020. Service station sales recovered strongly in volume (+6.5% after -17, 6%) but also in value (+19.1% after -25.4%), with the rise in the price of a barrel of Brent and the maintenance of the TICPE rate at its level since 2018.

According to data from INSEE-Esane, the operating margin rate (gross operating surplus / added value at factor cost) of motor vehicle trade has increased in recent years, rising from 15% in 2015 to 22% in 2020. The investment rate (tangible investment / added value excluding tax) has risen from 11% to 23%. In motor vehicle maintenance and repair, these two indicators remain stable at around 19% and 12% in 2020.

Since the 1990s, automobile distribution has experienced a continuous movement of concentration, linked to increased geographical coverage and the development of multi-branding. In 2021, the 100 largest automobile distribution groups sold more than 1.2

million new vehicles, i.e. 73% of volumes, up 15 points compared to 2019. They achieved a turnover excluding tax of 52.5 billion euros (66% of total automotive trade), up 18% compared to 2020 and 10% compared to 2019. These distributors have resisted the crisis particularly well thanks to their various activities (maintenance-repair, spare parts) and their presence on the second-hand market. Thirteen groups, instead of just one in 2015, now have a turnover of more than 1 billion euros. They alone sold more than 520,000 vehicles, nearly a third of the overall market.

► LIGHT VEHICLE SALES NETWORKS IN FRANCE ON 1 JANUARY 2022

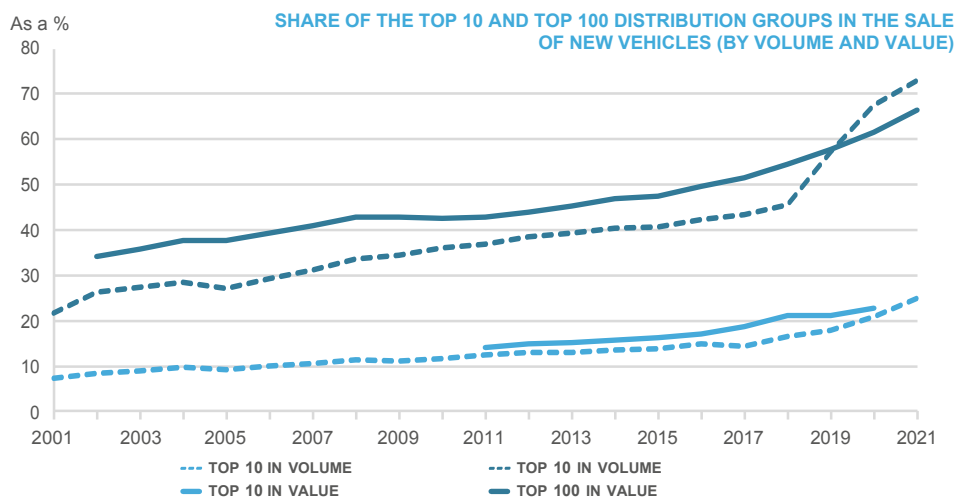
Brands	Primary dealership
Renault	608
Peugeot	413
Citroën	375
Opel	233
DS	169
Fiat	185
Renault and Stellantis groups	1,983
Volkswagen	328
Toyota	265
Ford	235
Kia	215
Suzuki	210
Nissan	199
Hyundai	202
Mercedes-Benz	169
BMW	158
Other Japanese brands	424
Mitsubishi	121
Lexus	43
Honda	84
Mazda	106
Subaru	70
Other Korean brands	65
Ssangyong	65
Other brands	1,533
TOTAL	5,986

Source: Argus

► REVENUE FROM CARS AND MOTORCYCLES SALES AND REPAIRS (IN CURRENT € BILLION, INCLUDING VAT)

Activity	2010	2013	2015	2019	2020 (sd)	2021 (p)	Change 2021-2020
Motor vehicle sales	76.9	73.7	80.8	98.7	87.1	92.9	6.7%
Automotive maintenance and repairs	20.5	20.1	20.0	22.1	20.9	22.9	9.5%
Retail sales of automotive equipment	6.5	7.8	7.4	7.6	7.2	8.0	10.6%
Motorcycle sales and repairs	4.0	3.6	3.6	4.4	4.4	4.9	10.9%
Retail fuel sales	15.6	18.8	16.2	17.6	13.1	15.6	19.1%
TOTAL	123.5	124.1	128.0	150.4	132.7	144.3	8.7%

Source: INSEE - Trade Accounts, base 2010 of national accounts: (sd) semi-definitive; (p) provisional



To guarantee a high level of quality in sales and after-sales, the distribution networks of automotive brands are based on the selection of distributors and repairers capable of applying the requirements of the latter and of customer service. The cooperation between the manufacturers, their distributors and their authorised repairers makes it possible to ensure, in addition to maintenance and repair, the warranty service, the safety of users, the preservation of the environment, the availability of spare parts and information on technical developments.

As of 1 January 2022, the primary network made up of the subsidiaries of manufacturers and dealers

includes 5,986 points of sale, out of a total of 13,208 points of sale in France.

In terms of car repair, there are also independent networks (in 2017: 14,500 MRA - Automobile Repair Mechanics, 1,270 auto centers and 860 quick repair centers). According to 2016 data, manufacturer networks (authorised dealership repairers and agents) represent 35% of the repair market share, MRAs, 32%, auto centres, 15%, tyre repairers, 8% and quick repairers, 6%.

93
billion
euros

**Turnover including VAT
of the sale of motor
vehicle trade in France
in 2021**

CIRCULAR ECONOMY

According to ADEME, the circular economy can be defined as an economic system of exchange and production which, at all stages of the life cycle of products (goods and services), aims to increase the efficiency of the use resources and reduce environmental impact.

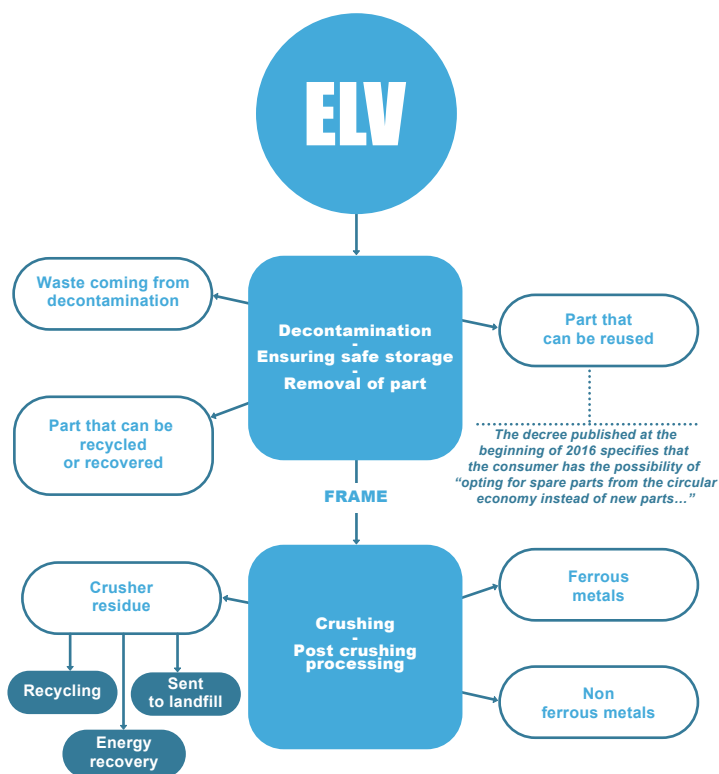
The circular economy of the automobile concerns the vehicle (passenger cars, vans and now trucks) and its consumables (tyres, oils, batteries, etc.).

An end-of-life vehicle (ELV) is a vehicle that its last holder hands over to a third party for destruction. More than 1.6 million ELVs were handled by the approved sector in 2019, compared to 1.1 million in 2017. The conversion or scrapping bonus systems lead to better handling of vehicles by the centers approved treatment. ADEME measures the rate of reuse and recovery of ELVs. This ratio is the sum of the rate of reuse and recycling and that of energy recovery. This rate has increased by 13 points since 2010.

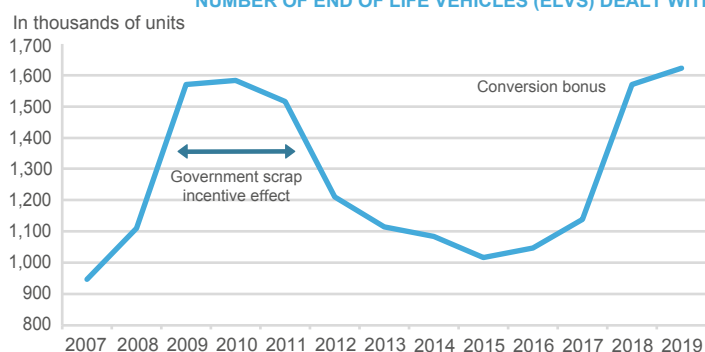
The ADEME study which provides all of this data will be updated in 2023.

**More than
1.6
million** Number of ELVs supported in 2019

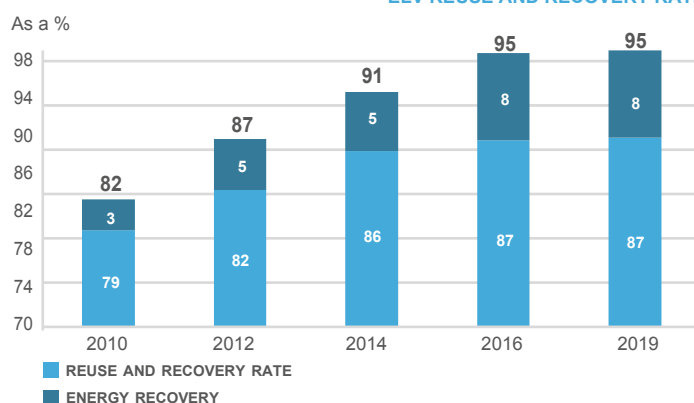
► SIMPLIFIED CHART OF PROCESSING OF AN ELV



NUMBER OF END OF LIFE VEHICLES (ELVS) DEALT WITH



ELV REUSE AND RECOVERY RATE



Source: ADEME

In France, more than 1.6 million end-of-life vehicles were taken care of by the sector in 2019 and treated by around 1,635 approved establishments: ELV centres. Their average age was 19.2 years in 2019. According to ADEME, the average mass of a passenger car is just over one tonne in 2019 (1118 kg). It is growing slowly but steadily (it stood at 974 kg in 2010).

The resale of used spare parts contributes to the achievement of recycling rates and contributes to the economic balance of the automotive sector. The second-hand parts market currently represents 5% of the repair parts market, i.e. around 10 million parts.

The level of collection and processing of ELVs and automotive components is linked to the situation of the market for new vehicles, the economic context, the establishment over the given period of a support system for the withdrawal of old vehicles from the fleet and to technical progress reducing the frequency of replacement of components.

The processing of end-of-life vehicles must comply with performance levels defined by the European directive of 18 September 2000. Since 2015, the objective has been 95% reuse and recovery, including 85% recycling and reuse. Some sites already exceed this level.

In 2019, the material breakdown of an ELV shows in particular: 75% metals (ferrous metals: 70%, non-ferrous metals: 4% and electrical harnesses: 1%), 12% plastics, 3% glass and 2% of textiles. This illustrates the diversity of materials that go into the composition of a vehicle and the complexity for the optimal reprocessing of each of them.

Certain consumable parts (oils, batteries, etc.) of the vehicles are also recycled during the life of the vehicle. In addition, car manufacturers plan to use an increasing share of recycled materials, including certain plastics such as polypropylene.

The maintenance of vehicles in the fleet generates an average of more than 200,000 tonnes of used engine oil each year. The recycling of these oils, which are collected by approved collectors, absolutely requires that they are never mixed with other liquids (water, cooling liquids, solvents, etc.). The oils are then either regenerated when possible (75% of volumes) or recovered for energy.

In 2020, the collection of automotive accumulators (battery intended to power a vehicle starting, lighting or ignition system) increased by 3.7% despite the sharp drop in placements on the market due to the health crisis. (-9% in units and -10% in tonnages). The marketing of lithium accumulators expressed in tonnes has meanwhile increased

sharply with the marketing of electric car models. Nine car manufacturers account for 82% of the tonnages of lithium batteries placed on the market in 2020.

The European Commission has proposed a European regulation aimed at setting up a circular economy sector to manage all stages of the life cycle of batteries, from their design to waste treatment. This regulation, which should come into force on 1 July 2023, sets recycling performance targets for lithium-ion batteries of 65% by 2030.

The collection of the automotive tyre sector (light vehicles and heavy goods vehicles) amounted to 450,000 tonnes in 2020, a decrease of 5.9% compared to 2019. The collection rate amounted to 85.6% (i.e. -8.1 points compared to 2019). The recovery rate for car tyres has now increased to 100%. In 2020, approximately 45% of these tyres were intended for energy recovery (substitute fuel in cement plants, for example), 32.8% for material recovery, half of which for granulation (sports fields, street furniture), 16, 1% for reuse (13.2% for second-hand resale and 3% for retreading) and 5.8% for public works.

CIRCULAR ECONOMY

European Directive 2000/53/EC of 18 September 2000 relating to ELVs governs the management of these vehicles and sets recycling targets for 85% of the mass of the ELV and recovery for 95%. At the national level, the regulatory framework is defined by articles R.543-153 et seq. of the environment code. Vehicles are marketed by producers (manufacturers and importers) via a network of distributors. At the end of its life, the vehicle must be returned to an approved ELV centre so that it can be treated according to precise specifications allowing compliance with health and environmental rules. This is responsible for cleaning it up (removal of fluids - fuel oils, brake fluid, air conditioning, etc. -, batteries and securing pyrotechnic devices) and dismantling parts for second-hand resale or recycling, then sends the carcass obtained to one of the 59 approved shredders (2019 data, ADEME). These grind the vehicle to separate the different materials that compose it. The latter, when they are sorted, can

be used again to manufacture other products (recycling). If the components are neither reused nor recycled, they can be recovered for energy (heat, cogeneration).

The law relating to the fight against waste and the circular economy (AGEC) of 10 February 2020 provides for the extension of the REP (Extended Producer Responsibility) sector applicable to passenger cars and vans, motor vehicles with two or motorised three-wheelers and quadricycles from 1 January 2022. It is also harmonising the framework applicable to all PWR sectors, including the ELV sector.

In addition, the energy transition law for green growth of 17 August 2015 aims to promote the market for parts from the circular economy (PIEC), by requiring maintenance-repair professionals to inform consumers of the possibility of opting for the use, for certain categories of spare parts, of parts

from the circular economy instead of new parts.

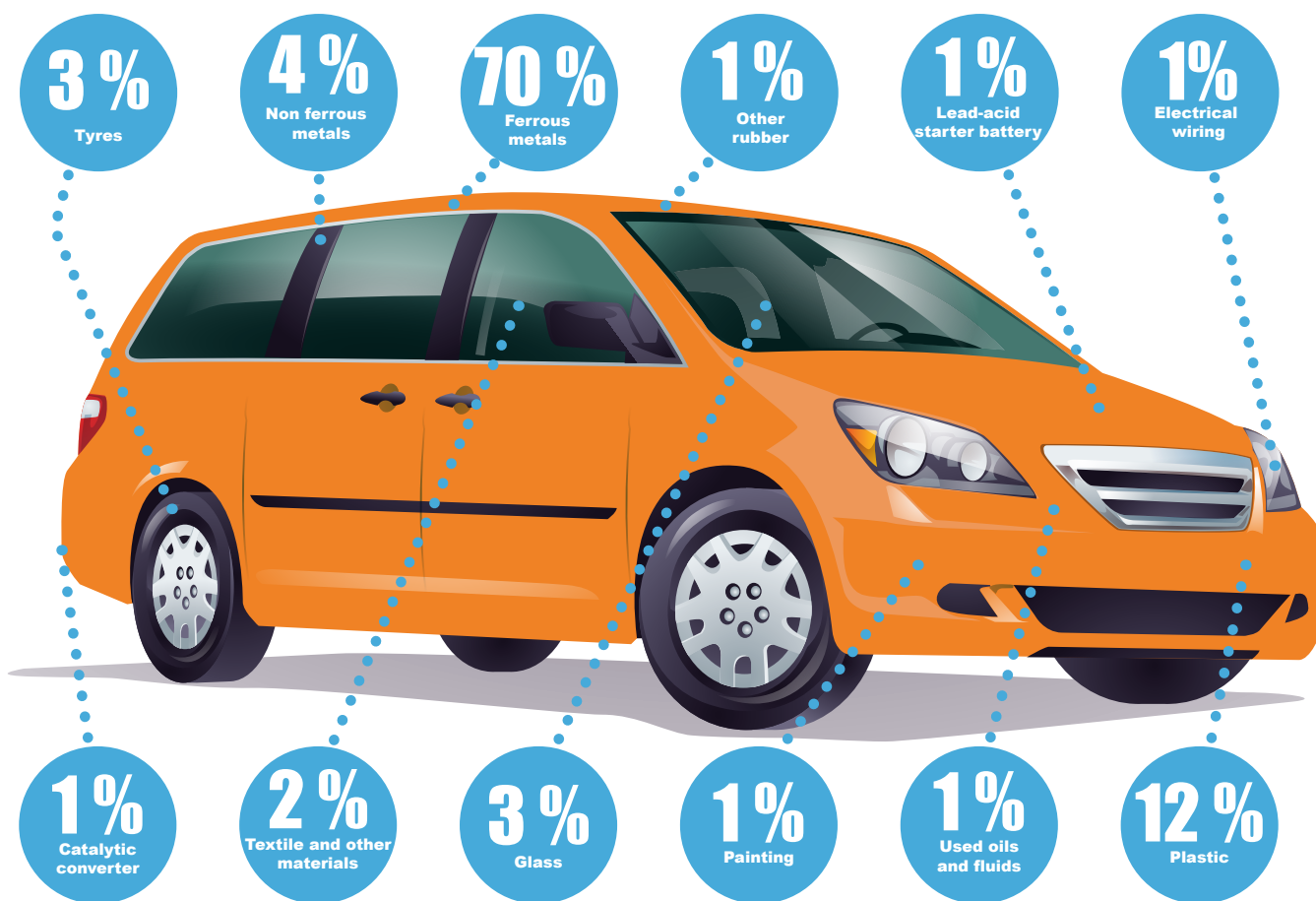
The decree of 30 May 2016 specifies that the parts resulting from the circular economy are the components and elements marketed by the approved ELV centres and the components and elements repaired by the producer (manufacturer for example), according to precise specifications, either by the manufacturer or in a controlled workshop, under the name standard exchange (decree of 4 October 1978).



95%

Automotive reuse and recovery rate in 2019

► COMPOSITION OF AN END OF LIFE VEHICLE IN 2019



Source: ADEME

Retreading is the technique of giving a used tyre a new tread. In 2020, the automotive tyre retreading market fell by 20%, including a 21% decline for light vehicles. These retreads are increasingly facing competition from low-cost new tyres from overseas. For trucks however, nominative retreading (the tyre belongs to you and you have it retreaded) is mainly used and is not taken into account in these figures.

Car manufacturers have been integrating the circular economy into their development plan for many years. In the Renault group, the Flins

Refactory proposes the deployment of four areas of activity at the service of the circular economy: reconditioning of used vehicles, repair of heavily damaged vehicles, reconditioning of batteries as a means of energy storage and recycling of end-of-life vehicles and batteries. Stellantis has a Business Unit dedicated to the circular economy and has announced the opening in 2023 of its first Circular Economy Hub within the Mirafiori complex in Italy. This will accommodate vehicle repair and dismantling activities, as well as the reconditioning of spare parts. Finally, Renault Trucks, which already offers the conversion of

used vehicles in the Used Trucks Factory in Bourgen-Bresse and remanufacturing in the Limoges plant, is also planning the creation of the Used Parts Factory, in Vénissieux, which will allow the dismantling end-of-life trucks and reusing their parts for future marketing.

AUTOMOTIVE INDUSTRY PRODUCTION AND ITS ECONOMIC IMPACT



-27%

Decline in total purchases of the automotive branch in 2020

Production in the automotive branch amounted to 50.6 billion euros in 2020, i.e. a drop of nearly 27% compared to 2019. As in many sectors, activity was very seriously disrupted by the COVID 19 epidemic as well as the measures aimed at limiting its spread.

As a result, the Added Value (VA) of the automotive branch fell by more than 20% to less than 10.9 billion euros and purchases amounted to 39.6 billion euros, a decrease of 27 % compared to 2019. These very low values had never been recorded since the beginning of the series in 2000.

As a guarantee of future productions in a context of ecological and digital transition, Gross Fixed Capital Formation (GFCF), which includes research and development expenditure, nevertheless remained around 7 billion euros and the investment rate (GFCF/VA) increased from 54% in 2019 to 68% in 2020.

The margin rate (ratio between gross operating surplus and VA), which has fluctuated around 43% since 2015, has fallen to 36%.

► ANALYSIS OF AUTOMOTIVE INDUSTRY PRODUCTION (AS A % OF TOTAL PURCHASES)

		2000	2005	2010	2015	2020 (1)
PURCHASES FROM OTHER INDUSTRIES	%	71.7	76.3	75.6	72.4	71.7
Electrical, electronic and IT equipment; machines	%	20.6	21.0	20.1	18.6	20.0
manufacture of IT, electronic and optical products	%	4.8	4.8	4.5	3.3	3.8
manufacture of electrical equipment	%	3.1	3.4	3.5	3.4	3.4
manufacture of machinery and equipment not included elsewhere	%	12.8	12.8	12.1	11.8	12.8
Other industries (including coking and refining)	%	35.8	39.8	39.7	37.4	35.8
metallurgy and metalworking	%	16.0	16.7	17.5	16.2	14.8
manufacture of rubber, plastic and mineral products	%	9.1	10.8	10.1	9.6	9.2
other manufacturing industries (including repairs and installations)	%	3.7	4.7	4.5	4.3	4.4
chemical industry	%	2.6	2.8	3.0	2.8	2.7
manufacture of textiles, clothing industries, leather and shoes	%	1.6	1.9	1.8	1.8	1.7
wood, paper and printing industries	%	1.4	1.4	1.6	1.4	1.5
Extraction, energy and water industries	%	1.6	1.5	2.0	2.0	2.0
electricity, gas, steam and air conditioning	%	0.9	0.8	1.2	1.2	1.2
water, sanitation, waste management and decontamination	%	0.7	0.7	0.8	0.8	0.8
Construction	%	0.3	0.4	0.3	0.3	0.3
Motorcycle and car sales and repairs	%	0.7	1.1	1.0	1.1	1.1
Transport and storage	%	1.2	1.3	1.5	1.5	1.5
Information and communications	%	0.4	0.4	0.5	0.4	0.4
Financial and insurance services	%	0.8	0.7	0.9	1.1	1.1
Real estate activities	%	0.2	0.2	0.2	0.2	0.2
Corporate services	%	7.7	7.7	7.3	7.5	7.1
legal, accounting, control and technical analysis, etc.	%	1.6	1.9	2.1	2.2	2.3
scientific research and development	%	0.0	0.0	0.0	0.0	0.0
other specialised, scientific and technical activities	%	2.8	2.7	2.7	3.0	2.7
administrative and support services	%	3.4	3.1	0.0	0.0	0.0
Other commercial sector industries	%	2.3	2.1	2.1	2.3	2.3
All commercial sector purchases	%	13.4	13.6	13.4	14.1	13.6
PURCHASES WITHIN THE INDUSTRY	%	28.3	23.7	24.4	27.6	28.3
Total industry production at base prices	Current € billion	70.3	75.6	58.3	56.5	50.6
As a % of production at base prices	%	100.0	100.0	100.0	100.0	100.0
Total purchases (2)	Current € billion	52.8	58.2	43.9	43.2	39.6
As a % of production at base prices	%	75.1	77.0	75.4	76.6	78.3
Added value by the industry	Current € billion	17.5	17.4	14.4	13.2	10.9
As a % of production at base prices	%	24.9	23.0	24.6	23.4	21.5
Gross operating surplus (GOS)	Current € billion	-	-	-	5.7	3.9
As a % of added value (margin rate)	%	-	-	-	43.0	35.8

(1) These data are provisional.

(2) Total purchases (intermediate consumption) refers to the value of goods and services transformed or consumed fully during the production process. The distribution of purchases by industry is expressed by volume. Since 2010 the research and development costs are no longer included in intermediate consumption, but in GFCF. It does not include the depreciation of fixed production assets, which is recorded in uses of capital employed.

Source: INSEE – National accounts (base 2014 excl. years before 2010: base 2010)

29% of total purchases by the automobile branch, which represent more than three quarters of its production, are made by the branch itself. This figure has been stable over a long period, but it fell to around 24% between 2009 and 2012.

Purchases from "other industries" amounted to 36% of all purchases, of which metallurgy and the

manufacture of metal products remain the leading suppliers (15% of total purchases, down slightly but steadily).

Purchases from manufacturers of machinery and equipment (excluding electrical, electronic and computer products) represent nearly 13% of total purchases, while manufacturers of electrical

equipment, computer and electronic products represent just over 7% of purchases.

Purchases from the tertiary sector represent about 14% of total purchases, part of which is intended for business support activities (the ratio of which fluctuates around 7.5%).

OEMS AND INDUSTRIAL SUPPLIERS TO THE AUTOMOTIVE INDUSTRY

Automotive manufacturing is a structuring industry for its suppliers and for the French economy. It involves the sector of equipment manufacturers and other suppliers, such as plastics, industrial rubber, foundry, industrial metal services, etc.

According to Eurostat, the automotive industry and the French equipment industry respectively rank second and third in Europe in terms of turnover.

In the 2018-2022 Automotive Sector Strategic Contract, the number of employees in the entire sector was estimated at 400,000 people and the turnover at 155 billion euros. In recent years, the

automotive industry has undergone significant changes. Facing international competition in terms of competitiveness, it lost 30% of its jobs between 2010 and 2019, affecting subcontractors in contrasting ways.

The energy transition will have new consequences on employment, both in terms of lower volumes but also in the structure of jobs, to the detriment, for example, of the mechanical engineering sectors, and to the benefit of the IT sectors, electronics and chemistry (batteries).



A major customer

The French automotive industry is one of the top three industrial customers in many economic sectors such as plastics, industrial rubber and the mechanical industry

► WORKFORCE OF THE AUTOMOTIVE INDUSTRY BY ACTIVITY

(IN THOUSANDS OF "FULL-TIME EQUIVALENTS")

Activity	Employees	as % of total
Assemblers or engine makers	126	29%
OEMs	66	15%
Metal products	50	11%
Manufacture of rubber and plastic products	48	11%
Metallurgy	38	9%
Manufacture of IT, electronic and optical products	26	6%
Production of mechanical parts	26	6%
Body builders or developers	19	4%
Production of electrical equipment	18	4%
Chemicals	16	4%
Production of glass products	5	1%
Textiles	2	0%
Refined oil products	1	0%
Production leather items	0	0%

Sources: DGE, survey in 2012 of companies in the automotive industry; INSEE Clap 2011, DGE calculations

► SALES, VALUE ADDED AND EXPORT RATE OF THE AUTOMOTIVE INDUSTRY

	Sales before tax (in € billion)	Added value (in € billion)	Export rate (%)
Core (1)	91	12	56
Periphery (2)	52	12	35
Automotive sector	143	24	43
Ratio (sector/core)	1.6	2	-
Manufacturing industry	900	215	34
Weight of the automotive sector in the manufacturing industry	16%	11%	-

(1) Auto manufacturers, equipment manufacturers and bodybuilders.

(2) Metal products, rubber products, metallurgy, IT products, mechanical parts, glass products, textiles, etc.

Sources: DGE, 2012 survey of companies in the automotive industry; Insee Esane 2011; DGE calculations

A study by the Direction Générale des Entreprises, published in 2015, estimates that the automotive industrial sector (excluding research and development and other services) employed in 2012, 441,000 "full-time equivalent" employees, including 211,000 in the core and 230,000 in the periphery (see table above). It also estimated the turnover of the entire sector at more than 140 billion euros (155 billion in 2018) and its added value at more than 20 billion euros. In addition, the export rate of the sector is higher than that of the manufacturing industry (43%, against 34%). Within the automotive sector, this ratio is higher for the core (56%) than for the periphery (35%).

According to data from the FIEV (Federation of Equipment Industries for Vehicles), the workforce of equipment manufacturers amounted to 58,328 employees at the end of 2021, a drop of 15% compared to 2019 (and 34% compared to 2010). Turnover amounted to 14 billion euros in 2021 (including 44% for export), up 7% compared to 2020 but still 23% below the 2019 level. OEMs address two types of market: that of original equipment, whose equipment is intended for

assembly lines, and that of aftermarket or spare parts. The share of turnover generated from original equipment in France represents 40% of the total in 2021, i.e. more than 80% if exports are added.

The outsourcing process has resulted in even greater recourse to suppliers, whose services represent a high and growing share of the cost price of manufacturing a vehicle (around 85% according to the FIEV).

In recent years, among other automotive suppliers, nearly one-fifth of plastics and electronic equipment business has been automotive. In addition, 10% of the domestic mechanical engineering market was intended for the automotive industry. For forging and foundry, this share was around 50%. This ratio was 70% in the polymers and rubbers sector. In addition, according to the Interim Observatory, the automotive industry (excluding suppliers) represents on average 4.5% of job volumes (in full-time equivalent).

The French automotive industry still relies on its

French industrial base. It represents significant shares of the activity of technical plastic parts, industrial rubber markets, foundry, industrial metal services, which are composed in particular of the sectors of cutting, stamping, industrial mechanics, bar turning, forging, stamping, stamping and coating of metals. To express the total industrial weight of the automobile sector, it is necessary to add to these automobile suppliers what represents, for example, the purchases in France by the automobile industry from other sectors such as the steel industry (of which the automobile industry represents 25 % of tonnage), chemicals (10% for all transport materials) and energy producers (see page 70).

EMPLOYMENT

► JOBS DIRECTLY OR INDIRECTLY RELATED TO THE AUTOMOTIVE INDUSTRY IN 2021 (IN THOUSANDS OF PEOPLE)

	2021
Production operations	416
Raw materials and services	194
Manufacturing and energy sector	124
Services	70
Automotive industry	223
Automotive manufacturing	108
Equipements, accessories	92
Bodywork, trailers, caravans	23
Cars use	551
Sales, repairs, automotive equipment sales, vehicle inspections, short-term rentals, breakers and recycling	420
Insurance, experts, financing, long-term rental, etc.	90
Others (fuel retailing, self-employed, etc.)	28
Motor sport, media, publishing, other	14
Transports	1,271
Road transport (passengers and freight, outsourced and in-house), related services	1,120
Police, health, education, non-commercial administration	30
Road building and maintenance	119
Total jobs related to the automotive industry	2,239

In a broad sense, 2.2 million people had their jobs provided by the car in 2021, i.e. more than 8% of the employed working population.

Strictly speaking, the automotive industry employed less than 223,000 people, i.e. 7% of salaried employment in all of industry (including extractive industries, food industries and industrial companies), in steady decline for several years.

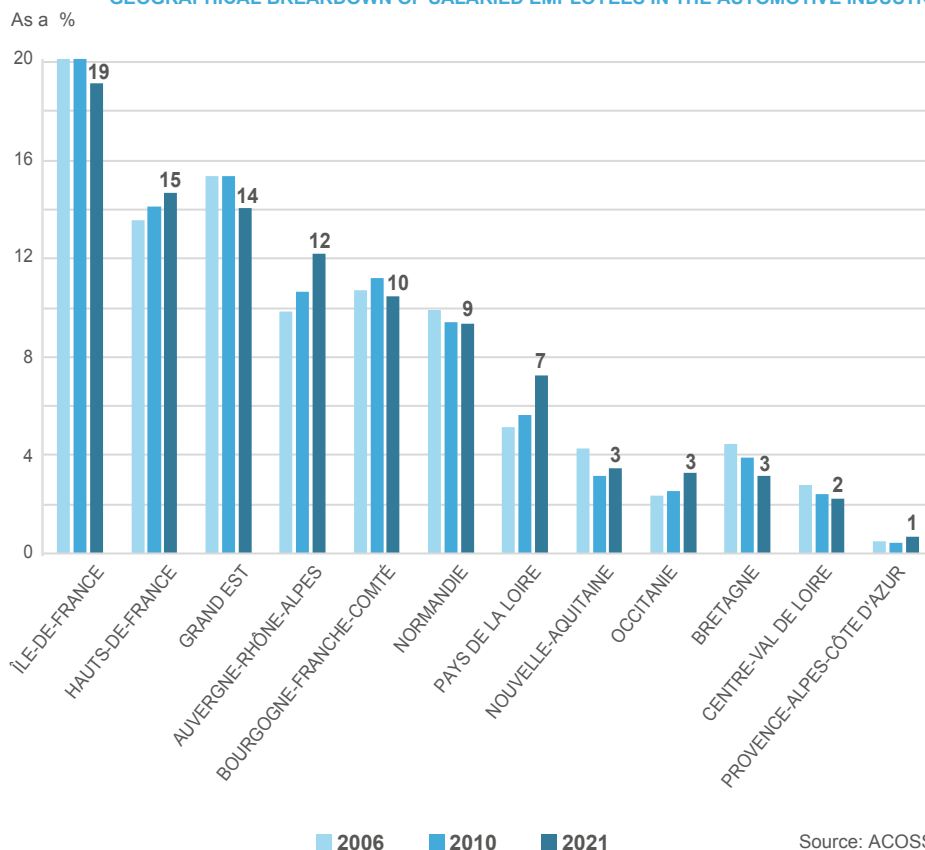
After the 2009 crisis, the lack of competitiveness continued to weigh on automotive industrial activities, including those upstream. However, it eased off with the rise of the market. Regarding use, the businesses are by nature less sensitive to it, through their links with the vehicle fleet, which continues to progress; nevertheless, the number of jobs fell slightly with the crisis, but in recent years a plateau seems to have been reached. These changes already include the first impacts

of the ecological and digital transition, which will modify jobs and skills (see page 68). In 2020, the health crisis weighed on activity, but its effects on employment were limited by the support mechanisms put in place by the government in the various automotive-related sectors. In 2021, the weak recovery in activity linked to the semiconductor crisis led to a decline in employment both in upstream activities (raw materials, energy and services) and in production. As in previous crises, there is a lag between the contraction of activity and that of employment.

8%

Share of the working population employed in France linked to the automotive sector (direct, indirect and road transport-related jobs)

GEOGRAPHICAL BREAKDOWN OF SALARIED EMPLOYEES IN THE AUTOMOTIVE INDUSTRY



Source: ACOSS

Sources: CCFA, DGE, INSEE, SDES, FNTP, URF, ANFA, Mobilians

The automotive industry, one of the main contributors to industrial production in France, generated approximately 417,000 jobs through its production and purchases from other branches (source ESANE). It should be recalled that, from now on, the workforce linked to the automotive industry is excluding temporary workers, the latter now being counted in purchases at the service level. The number of temporary workers concerned in full-time job equivalent (FTE) amounted on average to around 21,000 people between 2011 and 2015, which corresponded to years of low production in France. However, this figure can reach 35,000 people when production is at a high level, as was the case in 2017 and 2018. In 2020, the number of temporary workers fell to 18,700 people and it rises to 21,000 people in 2021.

The use of the automobile involves approximately 550,000 jobs, which are linked in particular to the sectors of services linked to vehicles (sale, repair, trade in automobile equipment, rental, etc.), fuels and recycling (oils, demolition, etc.). These figures correspond both to employees, but also to individual entrepreneurs (or self-employed).

Finally, road transport (passengers and goods) and its infrastructure employed around 1.2 million people thanks to the slight recovery in road passenger transport, which was very affected last year by the COVID crisis, as well as the rebound in transport freight. On the infrastructure side, the public works sector maintained the same level of employment as in 2020, due to a lackluster year with no real recovery in public procurement.

According to ACOSS data, Île-de-France represents 19% of salaried employees in the automotive industry (manufacturers, equipment manufacturers and bodybuilders) in 2021. The other main regions of the automotive industry are Hauts-de-France, which passed in front of the Grand Est (14%), Auvergne-Rhône-Alpes (12%), passing in front of Bourgogne-Franche-Comté (10%), followed by Normandie (9%), Pays de la Loire (7%). This geographical distribution is reflected in the figures on the employment of equipment manufacturers in France in 2021, published by the FIEV.

THE FRENCH AUTOMOTIVE INDUSTRY

→ ANALYSIS & STATISTICS
2022 EDITION



8.4
million

Vehicles produced
by the Stellantis
and Renault groups
worldwide in 2021



10%

Market share of electric
cars in France in 2021



€5.8
billion

Research and
development expenditure
of the automotive branch
in France in 2020



€46
billion

Exports of automotive
industrial products
from France in 2021



84%

Share of domestic
passenger transport in
France carried out by
passenger cars



85%

Share of domestic
freight transport in
France carried out by
road

WORLD PRODUCTION

The production of each country corresponds to national declarations. Double counts are eliminated in the totals of the geographical areas.

► PASSENGER CARS (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
EUROPE	17,407,047	17,585,503	17,330,380	18,545,798	19,662,030	18,721,384	14,556,174	13,804,215
WESTERN EUROPE	14,778,879	14,217,571	12,110,446	12,636,580	12,615,798	11,678,070	8,636,308	8,013,902
Germany	5,131,918	5,350,187	5,552,409	5,708,138	5,120,409	4,663,749	3,515,488	3,096,165
Belgium	912,233	895,109	528,996	369,172	265,958	247,020	237,057	224,180
Spain	2,366,359	2,098,168	1,913,513	2,218,980	2,267,396	2,248,291	1,800,664	1,662,174
France	2,879,810	3,112,961	1,924,171	1,555,000	1,773,748	1,662,963	927,344	918,825
Italy	1,422,284	725,528	573,169	663,139	673,196	542,472	451,718	442,432
The Netherlands	215,085	115,121	48,025	57,019	214,000	176,113	127,058	105,458
Portugal	178,509	137,602	114,563	115,468	234,151	282,142	211,281	229,221
United Kingdom	1,641,452	1,596,356	1,270,444	1,587,677	1,519,440	1,303,135	920,928	859,575
Sweden	259,959	288,659	177,084	188,987	291,000	279,000	249,000	258,000
CENTRAL AND EASTERN EUROPE	2,330,692	3,588,266	4,616,540	5,118,191	6,019,661	6,060,672	5,064,823	5,007,478
TURKEY	297,476	453,663	603,394	791,027	1,026,571	982,642	855,043	782,835
AMERICA	10,022,089	8,795,982	8,228,067	9,394,539	7,690,288	7,004,767	4,967,015	4,492,258
NAFTA	8,371,806	6,523,591	5,084,330	7,019,427	5,022,072	4,369,893	3,219,558	2,559,537
Canada	1,550,500	1,356,271	967,077	888,565	655,896	461,370	327,681	288,235
USA	5,542,217	4,321,272	2,731,105	4,162,808	2,785,164	2,511,711	1,924,398	1,563,060
Mexico	1,279,089	846,048	1,386,148	1,968,054	1,581,012	1,396,812	967,479	708,242
SOUTH AMERICA	1,650,283	2,272,391	3,143,737	2,375,112	2,668,216	2,634,874	1,747,457	1,932,721
Argentina	238,921	182,761	508,401	308,756	208,573	108,364	93,001	184,106
Brazil	1,351,998	2,011,817	2,584,690	2,017,639	2,387,967	2,448,490	1,607,175	1,707,851
ASIA-OCEANIA	13,573,073	20,249,215	32,408,358	40,125,960	43,622,768	40,650,626	35,822,949	38,152,172
China	605,000	3,941,767	13,897,083	21,143,351	23,529,423	21,389,833	19,994,081	21,407,962
South Korea	2,602,008	3,357,094	3,866,206	4,135,108	3,661,730	3,612,587	3,211,706	3,162,727
India	517,957	1,264,111	2,831,542	3,408,849	4,032,481	3,629,008	2,836,534	3,631,095
Japan	8,359,434	9,016,735	8,310,362	7,830,722	8,359,286	8,329,130	6,960,411	6,619,242
AFRICA	213,444	319,598	356,872	604,130	776,967	795,720	562,477	606,568
South Africa	230,577	324,875	295,394	341,025	321,097	348,665	238,216	239,267
TOTAL	41,215,653	46,950,298	58,323,677	68,670,427	71,752,053	67,172,497	55,908,615	57,055,213

► COMMERCIAL VEHICLES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
EUROPE	2,783,468	3,132,236	2,529,925	2,672,648	2,602,435	2,851,062	2,385,809	2,527,451
WESTERN EUROPE	2,326,653	2,246,450	1,686,875	1,794,888	1,645,308	1,941,872	1,573,402	1,617,815
Germany	394,697	407,523	353,576	325,226	nd	283,567	227,082	212,527
Belgium	121,061	31,406	26,306	40,081	42,535	38,777	30,236	36,858
Spain	666,515	654,332	474,387	514,221	552,169	574,341	467,521	435,959
France	468,551	436,047	305,250	417,000	495,941	509,552	388,653	433,401
Italy	316,031	312,824	265,017	351,084	389,136	372,819	325,339	353,424
The Netherlands	52,234	65,627	46,107	2,252	nd	nd	nd	nd
Portugal	68,215	83,458	44,166	41,158	60,239	63,546	52,955	60,733
United Kingdom	172,442	206,753	123,019	94,479	84,888	78,270	66,116	72,913
Sweden	41,384	50,570	40,000	N/A	N/A	N/A	N/A	N/A
CENTRAL AND EASTERN EUROPE	323,203	459,997	351,887	309,991	433,438	430,588	369,572	416,331
TURKEY	133,471	425,789	491,163	567,769	523,689	478,602	442,835	493,305
AMERICA	9,761,798	10,488,678	8,119,880	11,567,600	13,157,330	13,155,634	10,725,912	11,659,381
NAFTA	9,325,214	9,795,192	7,069,234	10,935,086	12,402,403	12,452,713	10,154,846	10,868,332
Canada	1,411,136	1,331,621	1,101,112	1,394,742	1,369,898	1,455,215	1,048,446	826,767
USA	7,257,640	7,625,381	5,011,988	7,943,180	8,512,747	8,381,173	6,896,628	7,604,154
Mexico	656,438	838,190	956,134	1,597,164	2,519,758	2,616,325	2,209,772	2,437,411
SOUTH AMERICA	436,584	693,486	1,050,646	632,514	754,927	702,921	571,066	791,049
Argentina	100,711	136,994	208,139	217,901	258,076	206,423	164,186	250,647
Brazil	329,519	519,023	797,038	411,782	493,051	496,498	406,880	540,402
ASIA-OCEANIA	4,497,938	5,878,721	8,600,629	7,863,313	9,034,058	8,683,215	8,453,600	8,580,612
China	1,464,000	1,775,852	4,367,678	3,423,899	4,279,773	4,360,817	5,231,161	4,674,258
South Korea	512,990	342,256	405,535	420,849	367,104	338,027	295,068	299,677
India	283,403	374,563	725,531	751,736	1,110,328	895,358	545,285	768,017
Japan	1,781,362	1,782,924	1,318,558	1,447,516	1,370,308	1,355,377	1,107,532	1,227,713
AFRICA	115,305	199,195	158,204	232,291	325,069	317,931	237,524	324,488
South Africa	126,787	200,352	176,655	274,633	289,757	283,256	208,997	259,820
TOTAL	17,158,509	19,698,830	19,408,638	22,335,852	25,118,892	25,007,842	21,802,845	23,091,932

Sources: OICA, CCFA

REGISTRATIONS

► NEW PASSENGER CAR REGISTRATIONS BY COUNTRY (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
EUROPE	17,276,982	17,906,455	16,499,863	16,410,563	17,912,336	17,950,631	14,177,970	14,020,486
WESTERN EUROPE (1)	14,725,982	14,565,695	12,984,549	13,261,258	14,210,016	14,292,164	10,807,677	10,603,750
Germany	3,378,343	3,319,259	2,916,259	3,206,042	3,435,778	3,607,258	2,917,678	2,622,132
Belgium	515,204	480,088	547,340	501,066	549,632	550,008	431,491	383,123
Spain	1,381,515	1,528,877	982,015	1,094,077	1,321,438	1,258,251	851,210	859,476
France	2,133,884	2,118,042	2,251,669	1,917,226	2,173,481	2,214,280	1,650,118	1,659,005
Italy	2,415,600	2,244,108	1,961,580	1,575,737	1,910,701	1,916,949	1,381,753	1,456,674
The Netherlands	597,640	465,196	482,531	449,350	443,531	446,056	355,598	324,336
United Kingdom	2,221,670	2,439,717	2,030,846	2,633,503	2,367,147	2,311,140	1,631,064	1,647,181
CENTRAL AND EASTERN EUROPE AND TURKEY (2)	2,551,000	3,340,760	3,515,314	3,149,305	3,702,320	3,658,467	3,370,293	3,416,736
Poland	-	207,007	315,855	354,975	531,889	555,598	428,347	446,647
Russia	-	1,520,225	1,912,794	1,282,740	1,606,676	1,567,743	1,433,956	1,483,444
Turkey	456,696	438,597	509,784	725,596	486,321	387,256	610,109	561,853
AMERICA	-	11,618,929	11,131,614	12,664,453	10,562,992	9,615,412	6,864,024	7,024,288
Canada	849,132	847,436	694,349	712,322	581,977	496,846	318,750	320,605
USA	8,846,625	7,659,983	5,635,432	7,516,826	5,303,580	4,719,710	3,401,838	3,350,050
Mexico	603,010	714,010	503,748	892,194	866,918	763,793	532,433	520,112
Argentina	224,950	290,648	522,591	480,952	610,943	333,226	232,133	241,619
Brazil	1,188,818	1,439,822	2,856,540	2,123,009	2,101,884	2,262,073	1,615,942	1,558,467
ASIA/OCEANIA/MIDDLE EAST (3)	-	15,095,017	27,269,324	36,109,867	39,283,920	36,356,750	33,036,574	35,358,933
China	-	789,096	827,407	924,154	873,713	799,263	676,804	753,256
South Korea	-	3,971,101	13,757,794	21,210,339	23,709,782	21,472,091	20,177,731	21,481,537
India	1,057,620	893,159	1,237,482	1,533,670	1,525,150	1,497,035	1,618,333	1,468,873
Indonesia	-	1,106,863	2,387,197	2,772,270	3,394,756	2,962,115	2,433,473	3,082,279
Japan	-	364,319	541,475	755,566	878,595	785,539	388,925	659,809
Malaysia	4,259,771	4,748,482	4,203,181	4,215,889	4,391,160	4,301,091	3,809,981	3,675,698
Thailand	-	410,892	543,594	591,275	533,201	550,182	480,965	452,663
Australia	-	178,291	346,644	356,063	729,709	468,638	343,494	312,200
AFRICA	-	784,237	908,357	1,142,250	921,623	882,774	664,795	833,015
South Africa	-	419,868	337,130	412,670	365,242	355,378	246,541	304,340
WORLD	38,689,767	45,404,638	55,809,158	66,327,133	68,690,468	64,805,567	54,743,363	57,236,722

► NEW COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
EUROPE	2,889,904	3,156,871	2,308,825	2,625,426	2,942,928	2,980,085	2,534,928	2,854,407
WESTERN EUROPE (1)	2,310,844	2,376,384	1,712,171	1,962,508	2,325,540	2,371,462	1,920,637	2,095,446
Germany	314,804	295,627	282,157	333,783	386,282	409,801	349,081	351,187
Belgium	66,125	71,413	60,157	70,458	94,802	91,992	78,503	79,413
Spain	335,684	430,611	132,104	182,982	242,058	242,993	179,536	174,587
France	477,204	480,122	457,215	427,866	519,266	541,448	449,912	483,279
Italy	268,057	251,328	202,573	150,342	211,664	215,681	183,003	207,809
The Netherlands	114,354	80,787	59,781	71,828	95,672	92,683	71,564	80,725
United Kingdom	301,523	388,410	262,730	427,903	375,325	425,419	333,596	396,910
CENTRAL AND EASTERN EUROPE AND TURKEY (2)	579,060	780,487	596,654	662,918	617,388	608,623	614,291	758,961
Poland	-	48,100	50,722	77,464	97,634	100,660	81,806	107,966
Russia	-	286,400	194,341	158,183	214,644	211,098	197,207	258,521
Turkey	199,825	276,615	251,129	285,598	155,229	104,691	186,041	210,869
AMERICA	-	11,719,925	8,588,367	13,023,706	15,397,083	15,769,512	13,950,808	14,976,864
Canada	736,951	782,706	889,039	1,227,195	1,458,284	1,479,594	1,267,724	1,384,245
USA	8,965,048	9,784,346	6,136,787	10,328,798	12,397,822	12,768,444	11,479,518	12,058,515
Mexico	302,944	454,498	344,606	497,280	598,524	596,215	445,217	526,593
Argentina	81,995	112,042	175,813	163,069	192,609	118,974	102,183	128,664
Brazil	302,288	274,822	658,524	445,967	464,310	525,777	442,495	561,384
ASIA/OCEANIA/MIDDLE EAST (3)	-	5,307,718	7,909,760	7,295,772	8,363,201	8,178,006	8,166,967	8,199,101
China	-	199,173	208,167	231,254	247,683	263,604	240,164	296,575
South Korea	-	1,787,088	4,304,142	3,451,263	4,370,795	4,324,840	5,133,338	4,793,283
India	372,840	252,071	273,891	300,116	301,991	298,099	287,639	265,708
Indonesia	-	333,592	653,193	652,566	1,005,422	854,743	505,102	677,119
Japan	-	169,598	223,235	275,856	274,162	244,947	143,152	227,396
Malaysia	1,703,114	1,103,552	752,967	830,621	880,907	894,125	788,634	772,642
Thailand	-	140,150	61,562	75,402	65,499	54,105	48,469	56,248
Australia	-	514,215	453,713	443,569	560,093	538,914	448,652	436,380
AFRICA	-	328,780	342,864	435,285	307,301	315,072	259,251	311,992
South Africa	-	197,538	155,777	205,079	186,984	177,520	126,092	160,153
WORLD	18,723,143	20,513,294	19,149,816	23,380,189	26,782,710	27,242,675	24,911,954	26,342,364

(1) Including Iceland from 2015.

(2) Central and Eastern European countries members and non-members of the EU.

(3) For Iran, local production from 2019.

Sources: OICA from 2005, which uses data from its members and therefore local definitions in terms of type of vehicle

REGISTRATIONS

► REGISTRATIONS OF NEW PASSENGER CARS BY GROUP IN THE EUROPEAN UNION + EFTA + UK

(IN THOUSANDS OF UNITS AND AS A SHARE OF TOTAL REGISTRATIONS)

	2005 (2)	2010	2015	2017	2018	2019	2020	2021
Stellantis	-	-	-	-	-	-	-	2,379
	-	-	-	-	-	-	-	20.2%
PSA Group (Stellantis from 01/17/2021)	2,111	1,849	1,480	1,886	2,499	2,467	1,718	-
	13.6%	13.4%	10.4%	12.1%	16.0%	15.6%	14.4%	-
Renault group	1,635	1,416	1,350	1,612	1,621	1,647	1,218	1,088
	10.5%	10.2%	9.5%	10.3%	10.4%	10.4%	10.2%	9.3%
FCA group (Stellantis from 01/17/2021)	1,085	1,080	871	1,044	1,017	939	696	-
	7.0%	7.8%	6.1%	6.7%	6.5%	6.0%	5.8%	-
Ford group	1,269	1,128	1,031	1,043	1,009	993	683	553
	8.2%	8.2%	7.3%	6.7%	6.5%	6.3%	5.7%	4.7%
General Motors	1,590	1,196	943	600	4	3	0	1
	10.2%	8.6%	6.6%	3.8%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	3,041	2,984	3,516	3,712	3,726	3,855	3,036	2,935
	19.5%	21.6%	24.8%	23.8%	23.9%	24.4%	25.4%	25.0%
Daimler group	830	676	839	1,011	983	1,030	776	680
	5.3%	4.9%	5.9%	6.5%	6.3%	6.5%	6.5%	5.8%
BMW group	772	753	936	1,043	1,032	1,047	847	858
	5.0%	5.4%	6.6%	6.7%	6.6%	6.6%	7.1%	7.3%
Nissan	361	407	560	575	497	395	288	248
	2.3%	2.9%	3.9%	3.7%	3.2%	2.5%	2.4%	2.1%
Toyota-Lexus-Daihatsu	852	629	603	730	758	796	692	755
	5.5%	4.5%	4.3%	4.7%	4.9%	5.0%	5.8%	6.4%
Other Japanese brands	911	718	695	766	800	819	524	514
	5.8%	5.2%	4.9%	4.9%	5.1%	5.2%	4.4%	4.4%
Hyundai-Kia	569	614	854	985	1,033	1,061	841	1,016
	3.7%	4.4%	6.0%	6.3%	6.6%	6.7%	7.0%	8.6%
Geely-Volvo	249	231	285	301	322	341	297	316
	1.6%	1.7%	2.0%	1.9%	2.1%	2.2%	2.5%	2.7%
Tata group	128	100	179	237	236	224	161	141
	0.8%	0.7%	1.3%	1.5%	1.5%	1.4%	1.3%	1.2%
Tesla	-	0	16	28	29	111	99	169
	-	0.0%	0.1%	0.2%	0.2%	0.7%	0.8%	1.4%
Other brands	168	53	31	37	42	54	62	100
	1.1%	0.4%	0.3%	0.2%	0.3%	0.3%	0.5%	0.8%
TOTAL EU + EFTA + UK	15,572	13,832	14,189	15,610	15,607	15,783	11,940	11,753
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Annual change		-5.0%	9.3%	3.3%	0.0%	1.1%	-24.3%	-1.6%

► REGISTRATIONS OF NEW LIGHT COMMERCIAL VEHICLES BY GROUP IN THE EUROPEAN UNION + EFTA + UK

(IN THOUSANDS OF UNITS AND AS A SHARE OF TOTAL REGISTRATIONS)

	2005 (3)	2010	2015	2017	2018	2019	2020	2021
Stellantis	-	-	-	-	-	-	-	680
	-	-	-	-	-	-	-	33.8%
PSA group (Stellantis from 01/17/2021)	389	344	354	461	533	557	460	-
	18.1%	21.9%	19.5%	22.1%	24.7%	25.1%	25.3%	-
Renault group	331	266	299	338	349	362	275	315
	15.4%	17.0%	16.5%	16.2%	16.2%	16.3%	15.1%	15.7%
FCA group (Stellantis from 01/17/2021)	284	233	229	265	266	203	164	-
	13.2%	14.9%	12.7%	12.7%	12.3%	9.1%	9.0%	-
Ford group	235	171	268	332	355	351	298	334
	10.9%	10.9%	14.8%	15.9%	16.5%	15.8%	16.4%	16.6%
General Motors	153	78	104	58	0	0.2	0.2	0.2
	7.1%	5.0%	5.7%	2.8%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	212	185	218	251	267	271	218	212
	9.9%	11.8%	12.0%	12.0%	12.4%	12.2%	12.0%	10.5%
Daimler group	166	140	172	198	201	222	199	194
	7.7%	8.9%	9.5%	9.5%	9.3%	10.0%	10.9%	9.6%
CNH / IVECO	-	-	-	-	-	64	52	70
	-	-	-	-	-	2.9%	2.9%	3.5%
Nissan	103	43	50	68	62	57	37	45
	4.8%	2.7%	2.7%	3.3%	2.9%	2.6%	2.1%	2.2%
Toyota-Lexus-Daihatsu	65	39	41	52	56	55	56	84
	3.0%	2.5%	2.3%	2.5%	2.6%	2.5%	3.1%	4.2%
Other Japanese brands	81	38	37	40	40	43	29	41
	3.8%	2.4%	2.0%	1.9%	1.9%	1.9%	1.6%	2.0%
Hyundai-Kia	52	6	4	6	5	4	2	2
	2.4%	0.4%	0.2%	0.3%	0.2%	0.2%	0.1%	0.1%
Other brands	78	27	35	20	24	28	28	35
	3.6%	1.7%	1.9%	0.9%	1.1%	1.3%	1.5%	1.7%
TOTAL EU + EFTA + UK	2,149	1,569	1,813	2,089	2,157	2,218	1,819	2,011
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Annual change		8.8%	11.4%	3.9%	3.3%	2.8%	-18.0%	10.5%

Gathering of manufacturers used:

Stellantis group = Peugeot + Citroën + DS + Opel/Vauxhall (from August 1, 2017) + Alfa

Romeo + Fiat + Lancia + Maserati + Chrysler + Jeep + Dodge + RAM

Renault group = Renault (including Renault Trucks) + Alpine + Dacia + Lada (from 1 January 2017)

Ford group = Ford Europe + Ford United States + various Ford

General Motors = Opel/Vauxhall (until 31 July 2017) + Cadillac + Chevrolet + GMC

Volkswagen group = Volkswagen + Audi + Cupra + Porsche + Seat + Skoda + Bentley

+ Lamborghini + MAN + Scania + Quattro

Daimler = Mercedes-Benz + Smart + Fuso

CNH/IVECO: before 2019, IVECO was part of the FCA group

BMW group = BMW + Alpina + Mini + Rolls-Royce

Other Japanese brands: Mazda, Mitsubishi, Subaru, Suzuki, Honda, Isuzu

Volvo/Geely group: Volvo + Polestar + Lynk & Co

Tata Group = Jaguar + Land-Rover

The scope of the groups corresponds to their situation at 01/31/2021

REGISTRATIONS

► NEW PASSENGER CAR REGISTRATIONS IN THE EUROPEAN UNION + EFTA + UK IN 2021

(SEE NOTE ON PAGE 74) (IN THOUSANDS OF UNITS AND AS A SHARE OF TOTAL REGISTRATIONS)

	TOTAL	Stellantis Group	Of which Citroën and DS (1)	Of which Peugeot	Renault Group	Of which Renault	Volkswagen Group	Ford Group	BMW-Mini	Daimler	Japanese brands	Korean brands
Germany	2,622	360	45	53	149	108	962	126	268	251	216	174
	100.0%	13.7%	1.7%	2.0%	5.7%	4.1%	36.7%	4.8%	10.2%	9.6%	8.3%	6.6%
Austria	240	34	5	8	18	11	89	12	18	13	25	20
	100.0%	14.0%	2.2%	3.2%	7.5%	4.7%	37.0%	5.0%	7.6%	5.3%	10.5%	8.4%
Belgium	383	78	20	29	35	20	90	16	46	28	37	28
	100.0%	20.3%	5.2%	7.4%	9.0%	5.3%	23.4%	4.1%	12.0%	7.2%	9.6%	7.4%
Denmark	185	38	13	15	7	6	45	11	14	12	27	20
	100.0%	20.5%	7.1%	8.1%	4.0%	3.2%	24.1%	5.9%	7.4%	6.4%	14.4%	10.7%
Spain	859	193	52	67	89	52	207	29	44	35	122	117
	100.0%	22.4%	6.0%	7.8%	10.3%	6.0%	24.1%	3.4%	5.1%	4.0%	14.2%	13.6%
Finland	99	11	3	3	3	2	25	5	5	6	22	12
	100.0%	10.8%	2.6%	3.1%	2.9%	1.9%	25.6%	5.4%	5.2%	6.1%	22.1%	11.8%
France	1,659	560	185	286	396	271	221	44	71	52	167	90
	100.0%	33.8%	11.1%	17.2%	23.9%	16.3%	13.3%	2.6%	4.3%	3.2%	10.1%	5.4%
Greece	101	27	5	11	5	3	16	3	6	4	23	13
	100.0%	26.5%	5.2%	10.5%	5.0%	2.8%	15.9%	3.0%	6.0%	4.3%	22.9%	13.3%
Ireland	105	9	1	5	6	4	30	7	5	3	22	17
	100.0%	9.0%	0.8%	5.2%	6.0%	3.9%	28.8%	7.1%	4.8%	3.1%	20.9%	16.7%
Italy	1,458	551	70	84	136	75	241	81	70	54	181	90
	100.0%	37.8%	4.8%	5.8%	9.3%	5.1%	16.5%	5.6%	4.8%	3.7%	12.4%	6.2%
Luxemburg	44	8	2	3	2	2	13	1	5	5	3	3
	100.0%	18.8%	3.9%	6.3%	5.6%	4.2%	30.4%	3.3%	12.4%	10.6%	5.8%	5.8%
The Netherlands	322	54	10	20	19	16	75	18	24	13	47	43
	100.0%	16.6%	3.2%	6.3%	6.0%	5.0%	23.1%	5.7%	7.6%	4.0%	14.6%	13.5%
Portugal	147	38	9	18	21	15	20	5	13	12	18	13
	100.0%	25.9%	6.3%	12.0%	14.5%	10.5%	14.0%	3.3%	9.0%	8.1%	12.0%	8.8%
Sweden	301	24	4	10	10	8	77	10	19	17	41	39
	100.0%	7.9%	1.5%	3.3%	3.4%	2.6%	25.5%	3.2%	6.3%	5.6%	13.5%	12.9%
Eur. Union (15 countries)	8,525	1,984	424	611	897	592	2,110	369	609	505	950	679
	100.0%	23.3%	5.0%	7.2%	10.5%	6.9%	24.8%	4.3%	7.1%	5.9%	11.1%	8.0%
Iceland	13	1	0	0	0	0	1	0	0	0	4	3
	100.0%	7.5%	1.1%	3.5%	3.8%	1.7%	10.4%	2.1%	2.6%	3.6%	29.1%	23.4%
Norway	176	14	3	7	2	2	39	9	12	9	32	14
	100.0%	7.7%	1.7%	4.0%	1.0%	0.9%	22.3%	5.3%	6.8%	5.1%	18.2%	8.1%
Switzerland	238	26	4	6	15	9	79	8	26	22	30	13
	100.0%	10.8%	1.7%	2.7%	6.2%	3.7%	33.1%	3.5%	10.7%	9.2%	12.7%	5.4%
United Kingdom	1,647	214	33	61	48	30	388	116	163	100	264	162
	100.0%	13.0%	2.0%	3.7%	2.9%	1.8%	23.5%	7.1%	9.9%	6.0%	16.0%	9.8%
Europe (18 countries)	10,600	2,239	463	686	962	633	2,617	504	810	636	1,281	871
	100.0%	21.1%	4.4%	6.5%	9.1%	6.0%	24.7%	4.8%	7.6%	6.0%	12.1%	8.2%
Bulgaria	25	4	1	2	4	2	5	1	1	1	6	3
	100.0%	14.3%	3.7%	7.1%	15.9%	8.4%	20.2%	2.8%	4.9%	4.5%	24.3%	10.9%
Croatia	45	9	1	2	6	3	14	1	1	1	7	6
	100.0%	19.3%	3.2%	4.8%	13.1%	6.4%	30.1%	1.5%	2.8%	2.4%	15.6%	13.2%
Estonia	23	4	1	1	2	1	6	0	1	1	6	3
	100.0%	15.7%	5.9%	6.2%	8.4%	5.1%	27.3%	0.9%	3.3%	2.5%	26.7%	12.6%
Hungary	122	18	2	2	10	2	19	11	5	6	36	15
	100.0%	14.5%	1.3%	1.9%	8.0%	1.9%	15.3%	8.7%	3.7%	4.7%	29.9%	12.6%
Latvia	14	2	0	1	1	0	4	0	1	0	4	2
	100.0%	13.1%	2.6%	6.5%	6.0%	2.4%	30.5%	1.2%	4.3%	1.6%	29.3%	10.6%
Lithuania	31	10	0	2	1	1	8	1	1	1	8	2
	100.0%	31.0%	1.1%	6.5%	4.4%	1.9%	25.5%	1.8%	2.2%	1.6%	24.0%	7.1%
Poland	446	47	8	11	37	17	111	19	27	20	112	60
	100.0%	10.6%	1.8%	2.4%	8.2%	3.7%	24.8%	4.3%	5.9%	4.5%	25.1%	13.3%
Czech Rep.	207	18	4	8	12	5	97	7	5	8	20	30
	100.0%	8.8%	2.0%	3.7%	5.9%	2.6%	47.1%	3.4%	2.5%	3.8%	9.8%	14.5%
Romania	121	10	2	3	43	8	19	8	4	4	19	13
	100.0%	8.7%	2.0%	2.8%	35.4%	6.7%	15.5%	6.8%	2.9%	3.1%	15.4%	10.6%
Slovakia	76	10	3	4	5	2	25	1	2	3	12	16
	100.0%	13.6%	3.9%	5.2%	6.2%	2.6%	32.8%	1.2%	3.3%	3.4%	16.1%	21.8%
Slovenia	42	9	3	3	6	4	13	1	1	1	5	5
	100.0%	21.0%	6.0%	7.9%	14.1%	10.5%	30.3%	3.3%	3.0%	2.1%	12.4%	11.9%
11 Eastern European countries	1,153	140	26	40	126	46	321	50	48	44	236	154
	100.0%	12.2%	2.3%	3.4%	10.9%	4.0%	27.8%	4.3%	4.2%	3.8%	20.5%	13.4%
Europe (29 countries)	11,753	2,379	489	725	1,088	679	2,938	553	858	680	1,517	1,026
	100.0%	20.2%	4.2%	6.2%	9.3%	5.8%	25.0%	4.7%	7.3%	5.8%	12.9%	8.7%

(1) Respectively 447,000 units for Citroën and 43,000 DS for the European scope (29 countries).

REGISTRATIONS

► NEW PASSENGER CAR REGISTRATIONS BY COUNTRY IN WESTERN EUROPE (IN UNITS)

	2000	2010	2015	2018	2019	2020	2021
Germany	3,378,343	2,916,259	3,206,042	3,435,778	3,607,258	2,917,678	2,622,132
Austria	309,427	328,563	308,555	341,068	329,363	248,740	239,927
Belgium	515,204	547,340	501,066	549,632	550,003	431,491	383,123
Denmark	112,688	153,583	206,999	218,358	225,410	198,162	185,382
Spain	1,381,515	982,015	1,034,232	1,321,437	1,258,251	851,210	859,476
Finland	134,646	107,346	108,844	120,480	114,188	96,430	98,502
France	2,133,884	2,251,669	1,917,226	2,173,481	2,214,279	1,650,118	1,659,004
Greece	290,222	141,501	75,804	103,431	114,226	80,977	100,976
Ireland	230,989	88,445	124,804	125,557	117,109	88,324	104,932
Iceland	-	-	14,008	17,976	11,719	9,369	12,797
Italy	2,415,600	1,961,578	1,575,614	1,910,610	1,916,865	1,381,646	1,457,952
Luxembourg	41,896	49,726	46,473	52,786	54,923	45,104	44,366
Norway	97,376	127,754	150,686	147,929	142,381	141,405	176,276
The Netherlands	597,640	482,527	448,925	443,531	445,217	355,595	322,831
Portugal	257,834	223,464	178,503	228,327	223,799	145,136	146,637
United Kingdom	2,221,670	2,030,846	2,633,503	2,367,147	2,311,140	1,631,064	1,647,181
Sweden	290,529	289,684	345,108	353,729	356,036	292,024	301,008
Switzerland	316,519	292,453	321,669	299,135	311,256	236,703	238,355
TOTAL EUROPE (17 THEN 18 COUNTRIES) (1)	14,725,982	12,974,753	13,198,061	14,210,392	14,303,423	10,801,176	10,600,857

► NEW DIESEL PASSENGER CAR REGISTRATIONS BY COUNTRY IN WESTERN EUROPE
(IN UNITS AND AS A % OF TOTAL REGISTRATIONS)

	2000	2010	2015	2018	2019	2020	2021
Germany	1,023,997	1,220,675	1,534,990	1,103,886	1,149,126	832,127	548,054
	30.3%	41.9%	47.9%	32.1%	31.9%	28.5%	20.9%
Austria	191,402	167,106	179,821	140,051	125,794	91,085	58,761
	61.9%	50.9%	58.3%	41.1%	38.2%	36.6%	24.5%
Belgium	290,301	415,728	299,357	194,941	168,378	133,078	76,637
	56.3%	76.0%	59.7%	35.5%	30.6%	30.8%	20.0%
Denmark	14,898	72,670	64,095	72,090	58,706	53,772	51,030
	13.2%	47.3%	31.0%	33.0%	26.0%	27.1%	27.5%
Spain	734,256	693,905	647,108	474,231	348,918	239,887	171,036
	53.1%	70.7%	62.6%	35.9%	27.7%	28.2%	19.9%
Finland	-	44,574	38,857	28,768	21,091	13,702	9,728
	-	41.5%	35.7%	23.9%	18.5%	14.2%	9.9%
France	1,046,485	1,593,173	1,097,124	844,830	755,583	504,178	349,479
	49.0%	70.8%	57.2%	38.9%	34.1%	30.6%	21.1%
Greece	2,006	5,661	47,792	36,900	30,390	22,340	17,527
	0.7%	4.0%	63.0%	35.7%	26.6%	27.6%	17.4%
Ireland	23,259	55,016	88,618	68,238	53,259	36,573	30,766
	10.1%	62.2%	71.0%	54.3%	45.5%	41.4%	29.3%
Islande	-	-	6,677	6,883	3,521	1,849	1,733
	-	-	47.7%	38.3%	30.0%	19.7%	13.5%
Italy	812,203	901,310	872,493	975,833	762,842	452,835	322,843
	33.6%	45.9%	55.4%	51.1%	39.8%	32.8%	22.1%
Luxembourg	21,110	37,403	32,694	24,759	22,961	16,592	11,156
	50.4%	75.2%	70.4%	46.9%	41.8%	36.8%	25.1%
Norway	8,761	95,733	61,482	26,352	22,744	11,681	6,422
	9.0%	74.9%	40.8%	17.8%	16.0%	8.3%	3.6%
The Netherlands	134,426	98,477	129,804	57,391	32,608	12,915	6,979
	22.5%	20.4%	28.9%	12.9%	7.3%	3.6%	2.2%
Portugal	62,417	149,046	121,650	123,039	89,411	47,738	32,309
	24.2%	66.7%	68.2%	53.9%	40.0%	32.8%	22.0%
United Kingdom	313,149	936,448	1,275,411	747,574	560,145	290,526	176,211
	14.1%	46.1%	48.4%	31.6%	24.2%	17.8%	10.7%
Sweden	18,325	147,802	198,956	131,505	114,803	55,078	30,272
	6.3%	51.0%	57.7%	37.2%	32.2%	18.9%	10.1%
Switzerland	29,466	88,760	124,898	89,891	79,533	52,468	32,400
	9.3%	30.4%	38.8%	30.1%	25.6%	22.2%	13.6%
Total Europe (17 then 18 countries) (1)	4,726,461	6,723,487	6,821,827	5,147,162	4,399,813	2,868,424	1,933,343
Diesel share in Europe	32.1%	51.8%	51.7%	36.2%	30.8%	27.1%	18.2%
Year-on-year change	+10.7%	+6.9%	+5.9%	-18.9%	-14.5%	-34.8%	-32.6%

(1) Including Iceland since 2015
Source: ACEA

REGISTRATIONS

► NEW CARS WITH HYBRID ENGINES (RECHARGEABLE OR NOT) OR ELECTRICAL REGISTRATIONS IN WESTERN EUROPE (IN UNITS AND AS A % OF TOTAL REGISTRATIONS)

	ENERGY	2005	2010	2015	2018	2019	2020	2021
Germany	electric	0	160	12,319	34,360	60,527	188,620	339,847
		0.0%	0.0%	0.4%	1.0%	1.7%	6.5%	13.0%
	hybrid	3,559	10,174	32,714	129,334	240,697	503,735	683,544
		0.1%	0.3%	1.0%	3.8%	6.7%	17.3%	26.1%
Austria	electric	0	112	1,677	6,754	9,242	15,972	33,366
		0.0%	0.0%	0.5%	2.0%	2.8%	6.4%	13.9%
	hybrid	460	1,248	3,514	9,417	16,540	32,053	56,121
		0.1%	0.4%	1.1%	2.8%	5.0%	12.9%	23.4%
Belgium	electric	0	47	1,358	3,648	8,830	14,976	22,647
		0.0%	0.0%	0.3%	0.7%	1.6%	3.5%	5.9%
	hybrid	471	4,073	10,711	25,049	34,092	70,271	111,230
		0.1%	0.7%	2.1%	4.6%	6.2%	16.3%	29.0%
Denmark	electric	2	50	4,468	1,524	5,575	14,275	25,000
		0.0%	0.0%	2.2%	0.7%	2.5%	7.2%	13.5%
	hybrid	5	148	2,657	12,412	17,330	27,880	49,319
		0.0%	0.1%	1.3%	5.7%	7.7%	14.1%	26.6%
Spain	electric	0	69	1,461	6,130	10,048	17,925	23,685
		0.0%	0.0%	0.1%	0.5%	0.8%	2.1%	2.8%
	hybrid	908	6,253	20,547	80,311	114,531	148,193	273,130
		0.1%	0.6%	2.0%	6.1%	9.1%	17.4%	31.8%
France	electric	6	184	17,268	31,059	42,764	110,917	162,106
		0.0%	0.0%	0.9%	1.4%	1.9%	6.7%	9.8%
	hybrid	2,857	9,655	61,619	106,369	125,372	243,464	427,477
		0.1%	0.4%	3.2%	4.9%	5.7%	14.8%	25.8%
Italy	electric	28	112	1,452	4,998	10,671	32,492	67,267
		0.0%	0.0%	0.1%	0.3%	0.6%	2.4%	4.6%
	hybrid	1,132	4,841	26,262	86,837	116,333	253,171	492,675
		0.1%	0.2%	1.7%	4.5%	6.1%	18.3%	33.8%
Norway	electric	7	355	25,779	46,092	60,315	75,333	113,715
		0.0%	0.3%	17.1%	31.2%	42.4%	53.3%	64.5%
	hybrid	337	3,144	15,704	43,070	37,869	45,326	52,209
		0.3%	2.5%	10.4%	29.1%	26.6%	32.1%	29.6%
The Netherlands	electric	0	96	3,204	23,985	61,547	72,854	62,646
		0.0%	0.0%	0.7%	5.4%	13.8%	20.5%	19.4%
	hybrid	2,940	16,099	56,261	25,637	36,928	65,838	103,550
		0.6%	3.3%	12.5%	5.8%	8.3%	18.5%	32.1%
United Kingdom	electric	0	167	9,934	15,474	37,782	108,148	190,715
		0.0%	0.0%	0.4%	0.7%	1.6%	6.6%	11.6%
	hybrid	5,766	22,148	64,692	139,496	265,306	312,141	460,272
		0.2%	1.1%	2.5%	5.9%	11.5%	19.1%	27.9%
Sweden	electric	1	9	2,880	7,078	15,595	27,968	57,470
		0.0%	0.0%	0.8%	2.0%	4.4%	9.6%	19.1%
	hybrid	1,947	3,628	14,478	44,449	57,870	105,725	131,412
		0.7%	1.3%	4.2%	12.6%	16.3%	36.2%	43.7%
Switzerland	electric	13	199	3,777	5,161	13,143	19,485	31,806
		0.0%	0.1%	1.2%	1.7%	4.2%	8.2%	13.3%
	hybrid	1,413	4,210	8,400	15,185	26,990	44,875	74,960
		0.5%	1.4%	2.6%	5.1%	8.7%	19.0%	31.4%
TOTAL WESTERN EUROPE (17 then 18 countries) (1)	electric	57	1,611	87,206	193,493	350,335	720,472	1,173,641
		0.0%	0.0%	0.7%	1.4%	2.4%	6.7%	11.1%
	hybrid	23,210	90,198	333,028	759,984	1,151,196	1,944,146	3,069,963
		0.2%	0.7%	2.5%	5.3%	8.0%	18.0%	29.0%

(1) Including Iceland since 2015.

REGISTRATIONS

The special French Temporary Transit series was included in the new passenger car registrations as of 2004.

► NEW PASSENGER CAR REGISTRATIONS BY GROUP IN WESTERN EUROPE

(IN THOUSANDS OF UNITS AND AS A % OF TOTAL REGISTRATIONS)

	2000	2005	2010	2017	2018	2019	2020	2021
Stellantis (since 01/17/2021)	-	-	-	-	-	-	-	2,238
								21.1%
PSA group (Stellantis from 01/17/2021)	1,930	2,012	1,776	1,785	2,338	2,302	1,617	-
	13.1%	13.8%	13.7%	12.5%	16.5%	16.1%	15.0%	-
Renault group	1,559	1,442	1,305	1,445	1,439	1,436	1,063	962
	10.6%	9.9%	10.1%	10.1%	10.1%	10.0%	9.8%	9.1%
FCA group (Stellantis from 01/17/2021)	1,575	951	1,035	1,001	966	877	638	-
	10.7%	6.5%	8.0%	7.0%	6.8%	6.1%	5.9%	-
Ford group	1,248	1,210	1,063	965	931	917	635	504
	8.5%	8.3%	8.2%	6.7%	6.6%	6.4%	5.9%	4.8%
General Motors	1,720	1,539	1,119	554	4	3	0	1
	11.7%	10.6%	8.6%	3.9%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	2,776	2,743	2,757	3,317	3,305	3,437	2,701	2,615
	18.8%	18.9%	21.3%	23.2%	23.3%	24.0%	25.0%	24.7%
Daimler	811	819	662	969	938	984	735	636
	5.5%	5.6%	5.1%	6.8%	6.6%	6.9%	6.8%	6.0%
BMW group	499	761	735	1,000	993	1,001	807	810
	3.4%	5.2%	5.7%	7.0%	7.0%	7.0%	7.5%	7.6%
Nissan	392	342	384	538	458	364	266	228
	2.7%	2.4%	3.0%	3.8%	3.2%	2.5%	2.5%	2.2%
Toyota-Lexus-Daihatsu	576	793	582	632	647	673	574	615
	3.9%	5.5%	4.5%	4.4%	4.6%	4.7%	5.3%	5.8%
Other Japanese brands	701	820	651	671	691	697	453	437
	4.8%	5.6%	5.0%	4.7%	4.9%	4.9%	4.2%	4.1%
Hyundai-Kia	303	530	539	865	903	919	727	864
	2.1%	3.6%	4.2%	6.0%	6.4%	6.4%	6.7%	8.1%
Geely-Volvo	230	243	222	286	304	321	279	296
	1.6%	1.7%	1.7%	2.0%	2.1%	2.2%	2.6%	2.8%
Tata group	112	125	97	230	227	216	155	136
	0.8%	0.9%	0.7%	1.6%	1.6%	1.5%	1.4%	1.3%
Tesla	-	-	0	28	29	111	98	167
	-	-	0.0%	0.2%	0.2%	0.8%	0.9%	1.6%
Other brands (including MG-Rover, Saab)	304	207	50	34	37	45	52	91
	2.1%	1.4%	0.4%	0.2%	0.3%	0.3%	0.5%	0.9%
TOTAL EUROPE (17 THEN 18 COUNTRIES) (1)	14,738	14,536	12,975	14,319	14,210	14,303	10,801	10,600
	100%	100%	100%	100%	100%	100%	100%	100%
Annual change	-2.1%	-1.4%	-5.0%	2.5%	-0.8%	0.7%	-24.5%	-1.9%

► NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY GROUP IN WESTERN EUROPE

(IN THOUSANDS OF UNITS AND AS A % OF TOTAL REGISTRATIONS)

	2000	2005	2010	2017	2018	2019	2020	2021
Stellantis (since 01/17/2021)	-	-	-	-	-	-	-	624
	-	-	-	-	-	-	-	34.0%
PSA group (Stellantis from 01/17/2021)	349	370	326	430	496	521	430	-
	18.1%	18.4%	22.1%	22.3%	25.0%	25.5%	25.7%	-
Renault group	272	296	251	307	313	328	249	277
	14.1%	14.7%	17.0%	15.9%	15.8%	16.1%	14.9%	15.0%
FCA group (Stellantis from 01/17/2021)	275	256	214	234	234	178	147	-
	14.2%	12.8%	14.5%	12.1%	11.8%	8.7%	8.8%	-
Ford group	180	225	161	311	331	326	275	308
	9.3%	11.2%	10.9%	16.1%	16.7%	16.0%	16.4%	16.7%
General Motors	92	146	75	54	0	0	0	0
	4.8%	7.3%	5.1%	2.8%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	202	189	170	234	247	250	202	198
	10.5%	9.4%	11.6%	12.1%	12.4%	12.2%	12.1%	10.7%
Daimler	178	152	133	189	189	209	205	202
	9.2%	7.6%	9.0%	9.8%	9.5%	10.2%	12.3%	11.0%
CNH / IVECO (2)	-	-	-	-	-	55	46	59
	-	-	-	-	-	2.7%	2.7%	3.2%
Nissan	100	101	41	65	59	48	48	72
	5.2%	5.1%	2.8%	3.4%	3.0%	2.4%	2.9%	3.9%
Toyota-Lexus-Daihatsu	69	62	37	46	50	40	27	37
	3.6%	3.1%	2.5%	2.4%	2.5%	2.0%	1.6%	2.0%
Other Japanese brands	102	85	36	37	37	37	23	37
	5.3%	4.2%	2.4%	1.9%	1.9%	1.8%	1.4%	2.0%
Hyundai-Kia	44	48	5	6	5	3	2	2
	2.3%	2.4%	0.4%	0.3%	0.2%	0.2%	0.1%	0.1%
Other brands	69	76	26	19	23	45	21	23
	3.6%	3.8%	1.8%	1.0%	1.2%	2.2%	1.3%	1.3%
TOTAL EUROPE (17 THEN 18 COUNTRIES) (1)	1,931	2,004	1,475	1,933	1,984	2,041	1,676	1,839
	100%	100%	100%	100%	100%	100%	100%	100%
TOTAL EUROPE (17 then 18 countries) (1)	5.6%	3.8%	11.1%	3.9%	2.6%	2.9%	-17.9%	9.7%

(1) Including Iceland from 2015.

(2) Before 2019, IVECO was included in the FCA group.

The scope of the groups corresponds to their situation at 01/31/2021 (see page 74).

REGISTRATIONS

► REGISTRATIONS OF NEW PASSENGER CARS IN CENTRAL AND EASTERN EUROPEAN EU MEMBER COUNTRIES (1)

(IN THOUSANDS OF UNITS AND AS A SHARE OF TOTAL REGISTRATIONS)

	2005 (2)	2010	2015	2018	2019	2020	2021
Stellantis (since 01/17/2021)	-	-	-	-	-	-	140
	-	-	-	-	-	-	12.2%
PSA group (Stellantis from 01/17/2021)	99	73	57	161	165	102	-
	9.5%	8.5%	5.7%	11.6%	11.2%	8.9%	-
Renault group	193	112	120	182	211	155	126
	18.7%	13.0%	12.1%	13.0%	14.2%	13.6%	10.9%
FCA group (Stellantis from 01/17/2021)	50	45	30	51	65	59	-
	4.8%	5.3%	3.0%	3.6%	4.4%	5.2%	-
Ford group	59	65	65	78	77	48	50
	5.7%	7.5%	6.6%	5.6%	5.2%	4.3%	4.3%
General Motors	132	76	64	0	0	0	0
	12.7%	8.9%	6.5%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	257	226	314	421	422	338	320
	24.8%	26.4%	31.7%	30.1%	28.5%	29.7%	27.8%
Daimler	11	13	24	45	46	41	44
	1.1%	1.6%	2.5%	3.2%	3.1%	3.6%	3.8%
BMW group	11	17	30	40	46	40	48
	1.0%	2.0%	3.0%	2.8%	3.1%	3.5%	4.2%
Nissan	19	23	36	39	30	22	20
	1.8%	2.6%	3.6%	2.8%	2.0%	1.9%	1.7%
Toyota	60	47	65	111	122	118	140
	5.8%	5.5%	6.5%	8.0%	8.3%	10.3%	12.1%
Other Japanese brands	91	67	71	109	122	71	77
	8.7%	7.9%	7.2%	7.8%	8.2%	6.3%	6.7%
Hyundai-Kia	39	75	95	130	141	114	152
	3.8%	8.7%	9.5%	9.3%	9.6%	10.0%	13.2%
Geely-Volvo	7	9	12	18	20	19	20
	0.6%	1.1%	1.2%	1.3%	1.3%	1.6%	1.7%
Tata group	2	3	4	8	8	5	5
	0.2%	0.3%	0.5%	0.6%	0.5%	0.5%	0.5%
Tesla	-	0	0	0	0	0	2
	-	0.3%	0.0%	0.0%	0.0%	0.0%	0.2%
Other brands (including MG-Rover, Saab)	7	6	3	5	5	6	9
	0.7%	0.7%	0.3%	0.3%	0.3%	0.5%	0.8%
TOTAL CCEE EU MEMBERS	1,035	857	991	1,397	1,479	1,139	1,153
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Annual change		-4.8%	12.0%	8.2%	5.9%	-23.0%	1.2%

► REGISTRATIONS OF NEW LIGHT COMMERCIAL VEHICLES IN CENTRAL AND EASTERN EUROPEAN EU MEMBER COUNTRIES

(1) (IN THOUSANDS OF UNITS AND AS A SHARE OF TOTAL REGISTRATIONS)

	2005 (2)	2010	2015	2018	2019	2020	2021
Stellantis (since 01/17/2021)							51
							29.9%
PSA group (Stellantis from 01/17/2021)	20	18	26	37	36	30	-
	13.6%	19.5%	18.4%	21.5%	20.5%	20.7%	-
Renault group	35	15	26	36	34	26	39
	24.4%	16.3%	18.4%	20.9%	19.0%	18.2%	22.5%
FCA group (Stellantis from 01/17/2021) (3)	21	19	28	32	24	18	-
	14.7%	19.8%	20.4%	18.5%	13.8%	12.3%	-
Ford group	14	10	18	24	25	22	26
	9.8%	10.1%	12.8%	13.7%	13.8%	15.7%	15.1%
General Motors	8	3	8	0	0	0	0
	5.2%	3.2%	5.8%	0.0%	0.0%	0.0%	0.0%
Volkswagen group	21	14	16	20	21	16	14
	14.7%	14.9%	11.6%	11.3%	12.1%	11.1%	8.3%
Daimler	10	7	9	11	14	13	12
	6.8%	7.9%	6.4%	6.5%	7.7%	8.8%	7.0%
CNH / IVECO (3)	-	-	-	-	9	7	11
	-	-	-	-	5.3%	4.8%	6.3%
Nissan	2	2	2	3	2	1	1
	1.4%	2.5%	1.2%	1.5%	1.3%	0.7%	0.8%
Toyota	2	2	3	6	7	8	13
	1.6%	2.2%	2.2%	3.6%	4.1%	5.7%	7.3%
Other Japanese brands	3	2	2	3	3	2	4
	2.3%	2.1%	1.7%	1.6%	1.7%	1.4%	2.0%
Hyundai-Kia	5	1	1	1	0	0	-
	3.2%	0.7%	0.4%	0.3%	0.2%	0.0%	0.0%
Other brands (including MG-Rover, Saab)	4	1	1	1	1	1	1
	2.5%	0.8%	0.8%	0.6%	0.6%	0.5%	0.8%
TOTAL CCEE EU MEMBERS	145	95	139	173	177	143	172
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Annual change		-17.5%	17.5%	10.9%	2.0%	-19.2%	20.1%

(1) Excluding Cyprus and Malta.

(2) Excluding Bulgaria in 2005.

(3) Before 2019, IVECO was included in the FCA group.

The scope of the groups corresponds to their situation at 01/31/2021 (see page 74).

REGISTRATIONS

► NEW LIGHT COMMERCIAL VEHICLE (UP TO 5T) REGISTRATIONS BY COUNTRY (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Germany	212,290	202,372	202,446	243,305	290,155	309,963	272,590	270,466
Austria	27,243	28,878	28,130	33,013	43,769	43,578	36,634	58,956
Belgium	54,090	62,672	56,006	65,179	83,023	86,672	77,111	79,008
Denmark	33,092	58,076	16,848	33,177	35,037	34,529	31,116	31,558
Spain	299,246	387,203	116,770	155,400	215,227	215,784	158,863	152,335
Finland	15,056	16,211	11,550	11,986	16,401	15,611	13,729	13,774
France	414,966	420,065	417,612	379,428	459,140	479,784	402,383	432,631
Greece	23,008	23,374	10,935	5,756	7,059	8,144	7,003	10,570
Ireland	41,474	37,073	10,486	23,837	25,444	25,330	21,716	28,762
Iceland	-	-	-	1362	1,977	1,451	1,050	1,207
Italy	225,517	207,067	177,887	134,265	182,587	189,245	160,639	185,300
Luxembourg	3,083	3,064	3,291	4,016	4,921	5,308	4,804	5,060
Norway	31,627	37,021	30,422	34,394	38,907	39,313	33,609	35,479
The Netherlands	96,570	66,232	49,863	57,921	79,339	76,458	60,638	68,690
Portugal	152,836	66,774	45,756	30,996	39,394	38,546	27,637	28,847
United Kingdom	245,163	330,436	231,539	380,996	367,129	376,386	300,199	362,358
Sweden	31,854	35,098	38,543	45,124	56,867	54,127	31,239	36,404
Switzerland	24,121	22,428	26,507	34,297	37,505	40,659	35,064	37,571
TOTAL WESTERN EUROPE (17 THEN 18 COUNTRIES) (1)	1,931,236	2,004,044	1,474,591	1,674,452	1,983,881	2,040,888	1,676,024	1,838,976

► NEW HEAVY TRUCK (OVER 5T) REGISTRATIONS BY COUNTRY, EXCLUDING COACHES AND BUSES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Germany	96,830	88,364	75,014	85,002	90,117	93,714	70,435	74,604
Austria	8,508	8,235	5,138	7,151	8,094	7,946	5,605	6,546
Belgium	11,061	11,657	7,133	8,188	10,803	11,518	7,535	8,273
Denmark	4,597	5,902	2,682	4,687	4,917	4,951	5,036	4,855
Spain	33,700	39,753	13,215	22,043	23,587	24,019	18,604	20,421
Finland	3,072	3,492	2,368	2,400	3,226	3,237	2,620	2,716
France	57,918	55,281	34,221	41,714	54,284	55,215	41,729	44,138
Greece	1,633	1,589	1,081	439	315	402	545	549
Ireland	4,666	4,621	1,011	1,867	2,152	2,223	1,953	2,256
Iceland	-	-	-	183	399	273	178	260
Italy	38,388	35,313	17,532	15,020	25,264	23,413	20,083	25,080
Luxembourg	1,451	1,394	803	1,089	1,290	1,290	1,024	1,056
Norway	3,564	4,952	3,126	4,366	5,658	6,117	4,686	4,834
The Netherlands	16,835	13,405	9,390	13,546	15,822	15,192	10,288	11,474
Portugal	7,403	4,588	3,116	3,956	5,073	4,920	3,543	4,233
United Kingdom	51,864	53,344	27,988	44,364	43,544	48,535	32,918	37,163
Sweden	5,549	5,688	4,605	5,289	6,690	7,165	5,364	5,798
Switzerland	4,733	3,817	3,388	4,079	4,474	4,405	3,821	3,925
TOTAL WESTERN EUROPE (17 THEN 18 COUNTRIES) (1)	351,772	341,395	211,811	265,383	305,709	314,535	235,967	258,181

► NEW COACH AND BUS (OVER 5T) REGISTRATIONS BY COUNTRY (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Germany	5,684	4,891	4,697	5,476	6,010	6,124	6,044	6,116
Austria	706	565	733	878	1,107	1,146	854	871
Belgium	974	754	909	778	976	1,250	726	895
Denmark	419	315	450	269	231	184	60	67
Spain	2,738	3,655	2,119	2,537	3,244	3,147	2,069	1,830
Finland	0	252	300	330	306	518	249	329
France	4,320	4,776	5,382	6,724	5,842	6,417	5,791	6,503
Greece	374	575	325	44	147	202	185	328
Ireland	121	271	47	313	441	442	129	439
Iceland	-	-	-	34	64	48	14	21
Italy	4,152	4,514	3,931	2,163	4,118	3,988	2,948	3,070
Luxembourg	108	147	173	247	207	263	197	163
Norway	427	708	1,052	660	733	2,013	1,177	875
The Netherlands	949	1,134	524	332	541	910	639	330
Portugal	806	620	418	199	458	567	395	560
United Kingdom	4,496	4,630	3,203	3,931	3,499	3,100	2,100	3,318
Sweden	1,071	1,021	1,302	1,172	804	1,150	1,588	672
Switzerland	491	457	476	689	629	568	586	589
TOTAL WESTERN EUROPE (17 THEN 18 COUNTRIES) (1)	27,836	29,285	26,041	26,776	29,357	32,037	25,751	26,976

(1) Including Iceland since 2015.

REGISTRATIONS

► NEW PASSENGER CAR REGISTRATIONS IN CENTRAL AND EASTERN EUROPEAN EU COUNTRIES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Bulgaria	-	-	15,646	24,256	37,506	39,419	27,214	24,631
Croatia	62,009	70,541	38,587	35,715	60,041	62,938	36,084	45,289
Estonia	10,600	19,640	10,295	21,033	26,297	27,585	19,278	22,608
Hungary	133,233	198,982	43,476	77,171	136,601	157,906	128,031	121,920
Latvia	7,300	16,602	6,365	13,766	16,878	18,233	13,516	14,366
Lithuania	6,158	10,467	7,970	17,071	32,382	46,388	40,338	31,454
Poland	478,752	235,522	333,490	352,378	531,335	553,942	428,527	446,443
Czech Republic	148,592	151,699	169,580	230,857	261,437	249,915	202,971	206,876
Romania	64,432	215,554	106,333	81,162	130,919	161,562	126,351	121,208
Slovakia	55,090	57,125	64,033	77,979	98,195	101,568	76,305	75,696
Slovenia	67,665	59,324	61,142	59,664	65,115	59,862	40,200	42,071
TOTAL CCEE EU MEMBERS (1)	907,400	749,361	818,330	991,052	1,396,706	1,479,318	1,138,815	1,152,562

► REGISTRATIONS OF LIGHT COMMERCIAL VEHICLES (UP TO 5 TONNES) IN CENTRAL AND EASTERN EUROPEAN EU COUNTRIES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Bulgaria (2)	-	-	3,211	4,875	4,699	5,985	5,060	6,659
Croatia	3,360	7,671	2,845	6,909	9,149	9,143	7,025	8,131
Estonia	1,500	2,944	1,406	3,962	5,070	4,487	3,332	4,225
Hungary	26,686	20,479	9,337	17,719	23,053	26,410	22,305	23,170
Latvia	900	1,753	649	2,473	2,447	2,783	2,178	2,625
Lithuania	1,270	3,371	1,044	2,533	3,884	4,606	3,103	3,471
Poland	33,653	35,985	42,852	55,207	67,263	68,010	57,286	70,899
Czech Republic	14,786	16,024	11,318	17,595	20,456	20,612	17,331	19,672
Romania	14,789	35,842	10,404	13,471	18,870	19,122	14,754	17,178
Slovakia	5,812	14,428	6,953	7,321	9,048	8,534	6,392	8,275
Slovenia	6,274	6,897	4,744	6,686	9,021	8,653	6,275	7,490
TOTAL CCEE EU MEMBERS (1)	90,900	101,881	91,918	138,751	172,960	178,345	145,041	171,795

► REGISTRATIONS OF NEW LIGHT VEHICLES (PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES) IN CENTRAL AND EASTERN EUROPEAN EU COUNTRIES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Bulgaria	-	-	18,857	29,131	42,205	45,404	32,274	31,290
Croatia	65,369	78,212	41,432	42,624	69,190	72,081	43,109	53,420
Estonia	12,100	22,584	11,701	24,995	31,367	32,072	22,610	26,833
Hungary	159,919	219,461	52,813	94,890	159,654	184,316	150,336	145,090
Latvia	8,200	18,355	7,014	16,239	19,325	21,016	15,694	16,991
Lithuania	7,428	13,838	9,014	19,604	36,266	50,994	43,441	34,925
Poland	512,405	271,507	376,342	407,585	598,598	621,952	485,813	517,342
Czech Republic	163,378	167,723	180,898	248,452	281,893	270,527	220,302	226,548
Romania	79,221	251,396	116,737	94,633	149,789	180,684	141,105	138,386
Slovakia	60,902	71,553	70,986	85,300	107,243	110,102	82,697	83,971
Slovenia	73,939	66,221	65,886	66,350	74,136	68,515	46,475	49,561
TOTAL CCEE EU MEMBERS (1)	998,300	851,242	910,248	1,129,803	1,569,666	1,657,663	1,283,856	1,324,357

► REGISTRATIONS OF COMMERCIAL VEHICLES OVER 5 TONNES (INCLUDING COACHES AND BUSES) IN CENTRAL AND EASTERN EUROPEAN EU COUNTRIES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Bulgaria (2)	-	-	1,000	1,500	2,100	3,621	2,235	3,276
Croatia	612	1,463	599	1,044	1,543	1,741	1,000	1,425
Estonia	400	927	502	934	1,171	1,207	697	1,002
Hungary	2,900	4,400	2,408	6,045	6,580	5,776	3,639	5,297
Latvia	1,000	1,284	520	1,372	1,709	1,169	764	1,509
Lithuania	1,000	2,297	1,355	3,633	8,694	7,688	4,379	8,059
Poland	7,464	11,079	11,611	23,226	30,371	28,758	20,759	32,635
Czech Republic	6,400	8,200	5,750	12,416	10,897	10,889	8,552	9,685
Romania	3,113	5,019	2,686	6,485	7,693	7,740	4,838	6,569
Slovakia	1,796	3,754	2,870	4,637	4,581	3,691	2,181	777
Slovenia	1,876	1,635	985	2,025	2,833	2,456	1,380	1,949
TOTAL CCEE EU MEMBERS (1)	22,800	33,500	29,700	63,317	78,172	73,315	50,424	72,183

(1) 8 countries in 2000, 10 countries from 2006 to 2012, 11 countries from 2013.

(2) OICA data from 2019.

THE WORLDWIDE PRODUCTION OF THE RENAULT GROUP, STELLANTIS (EXCLUDING FCA) AND RENAULT TRUCKS AND PRODUCTION IN FRANCE

► WORLDWIDE PRODUCTION OF LIGHT VEHICLES BY STELLANTIS (EXCLUDING FCA) AND THE RENAULT GROUP (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Citroen	1,168,470	1,379,082	1,452,847	1,153,855	1,053,240	980,758	699,087	745,052
DS	-	-	-	103,342	53,746	62,601	40,735	46,836
Peugeot	1,708,968	1,996,284	2,152,331	1,702,393	1,756,034	1,455,444	1,112,263	1,145,276
Vauxhall	-	-	-	-	988,462	920,314	611,467	606,960
Others	-	-	-	22,191	16,508	17,092	13,852	35,132
Stellantis excluding FCA (PSA before 2021) (1)	2,877,438	3,375,366	3,605,178	2,981,781	3,867,990	3,436,209	2,477,404	2,579,256
Renault	2,356,616	2,326,359	2,099,027	2,255,701	2,643,374	2,610,246	1,817,712	1,616,750
Alpine	-	-	-	-	3,304	4,244	1,279	3,005
Dacia	55,183	172,021	341,090	570,533	737,346	696,018	508,249	529,045
Renault Samsung Motors	14,517	118,438	276,169	206,418	215,851	143,143	107,814	112,964
Lada	-	-	-	-	521,079	407,963	364,062	360,668
Renault group	2,426,316	2,616,818	2,716,286	3,032,652	4,120,954	3,861,614	2,799,116	2,622,432
TOTAL (2)	5,303,754	5,992,184	6,321,464	6,014,433	7,964,877	7,271,006	5,256,602	5,181,104

► PRODUCTION OF LIGHT VEHICLES IN FRANCE (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Total passenger cars	2,879,810	3,112,961	1,924,131	1,563,184	1,773,748	1,661,448	927,344	918,823
Including Stellantis excluding FCA (PSA before 2021) and Renault group	2,765,803	2,803,891	1,665,797	1,241,794	1,440,700	1,375,463	719,418	690,105
Including smart	101,365	77,015	97,373	93,357	84,500	62,961	19,926	26,718
Including Toyota	0	180,643	158,512	228,033	248,548	223,024	188,000	202,000
Total Light Commercial Vehicles	409,966	382,201	262,479	414,676	495,941	509,563	388,655	433,407
Including Stellantis excluding FCA (PSA before 2021) and Renault group	370,538	361,521	243,029	414,676	495,941	509,563	388,655	433,407
Including Fiat	39,428	20,680	19,450	-	-	-	-	-
Total light vehicles	3,289,776	3,495,162	2,186,610	1,977,860	2,269,689	2,171,011	1,315,999	1,352,230
Including Stellantis excluding FCA (PSA before 2021) and Renault group	3,136,341	3,165,412	1,908,826	1,656,470	1,936,641	1,885,026	1,108,073	1,123,512

► PRODUCTION OF HEAVY-DUTY VEHICLES IN FRANCE (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Renault trucks (3)	87,719	54,501	31,874	31,598	36,621	35,950	26,246	33,422
Scania	10,710	9,391	9,594	N/A	N/A	N/A	N/A	N/A
Coaches and buses	535	3,687	3,475	N/A	N/A	N/A	N/A	N/A
Including Heuliez	-	291	451	N/A	N/A	N/A	N/A	N/A
Including Iveco Bus (4)	-	2,869	2,473	N/A	N/A	N/A	N/A	N/A
Including Evobus	535	527	551	N/A	N/A	N/A	N/A	N/A

► VEHICLES INVOICED BY RENAULT TRUCKS (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
TOTAL	-	-	-	46,973	54,868	54,098	41,117	51,460
16t and more	-	-	-	26,111	30,521	30,002	21,328	27,475
7 to < 16t	-	-	-	5,487	6,100	5,948	4,918	5,947
< 7t	-	-	-	15,375	18,247	18,148	14,871	18,038

► RENAULT TRUCKS RANGE

Weight	Models
16t and more	T, K, C, D, D Wide
7 to < 16t	D
< 7t	Master, Master ZE

(1) The FCA group and the PSA group merged on 01/17/2021 to create the Stellantis group. The FCA group, member of Stellantis produced 3.5 million vehicles in 2021.

(2) Excluding double counting. See page 84.

(3) In 2001, the truck activities of Renault were merged with those of AB Volvo. From 2012, the scope of industrial vehicles covers invoices of 7 tonnes and more.

(4) Irisbus until 2013

Source: CCFA

WORLD PRODUCTION OF THE RENAULT GROUP AND STELLANTIS (EXCLUDING FCA)

► PASSENGER CAR PRODUCTION BY BRAND (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Citroen	976,232	1,173,706	1,272,385	967,886	849,030	788,127	538,568	561,471
DS	-	-	-	103,342	53,746	62,601	40,735	46,836
Peugeot	1,522,051	1,808,984	1,942,079	1,494,318	1,510,163	1,213,885	916,387	925,656
Vauxhall	-	-	-	-	884,279	804,805	529,216	498,910
Others	-	-	-	-	-	-	-	26,355
Stellantis excluding FCA (PSA before 2021) (1)	2,498,283	2,982,690	3,214,464	2,565,546	3,297,218	2,869,418	2,024,906	2,059,228
Renault	2,043,815	1,924,574	1,796,321	1,868,031	2,172,934	2,152,285	1,486,511	1,202,439
Alpine	-	-	-	-	3,304	4,244	1,279	3,005
Dacia	42,603	152,150	323,386	542,325	702,034	668,584	481,118	511,817
Renault Samsung Motors	14,517	118,438	276,169	206,418	215,851	143,143	107,814	112,964
Lada	-	-	-	-	521,079	407,963	364,062	360,668
Others	-	-	-	-	-	-	-	35,788
Renault group	2,100,935	2,195,162	2,395,876	2,616,774	3,615,202	3,376,219	2,440,784	2,226,681
TOTAL	4,599,218	5,177,852	5,610,340	5,182,320	6,912,420	6,245,637	4,465,690	4,285,909
of which production in France	2,765,803	2,803,891	1,665,797	1,241,794	1,440,700	1,375,463	719,418	690,105
Citroen	504,323	605,988	468,398	204,040	35,731	119,364	87,054	63,071
DS	-	-	-	80,980	49,412	62,282	40,388	41,419
Peugeot	1,094,756	1,155,292	722,214	607,150	897,497	804,101	347,979	297,190
Vauxhall	-	-	-	-	72,110	85,841	33,684	120,057
Others	-	-	-	-	-	-	-	13,014
Stellantis excluding FCA (PSA before 2021)	1,599,079	1,761,280	1,190,612	892,170	1,054,750	1,071,588	509,105	534,751
Renault	1,166,724	1,042,611	475,185	349,624	382,646	299,631	209,034	116,561
Alpine	-	-	-	-	3,304	4,244	1,279	3,005
Others	-	-	-	-	-	-	-	35,788
Renault group	1,166,724	1,042,611	475,185	349,624	385,950	303,875	210,313	155,354

(1) Read the notes on page 82.

► PRODUCTION OF PASSENGER CARS BY MODEL IN 2021 (IN UNITS)

Brands	Models	World production	Production outside France	Brands	Models	World production	Production outside France
STELLANTIS (hors FCA)	2,059,228	534,751	1,524,477	OPEL	498,910	120,057	378,853
Citroën	561,471	63,071	498,400	CORSA	173,335	0	173,335
C1	29,982	0	29,982	CROSSLAND	80,725	0	80,725
C3,C3 Picasso	174,093	0	174,093	ASTRA	52,778	0	52,778
C3 Aircross	69,938	0	69,938	ZAFIRA LIFE	13,278	12,359	919
C3-XR, C-ELYSEE	21,354	0	21,354	GRANDLAND	47,846	15,375	32,471
C4, C4 Cactus, C4 Spacetourer	122,356	0	122,356	INSIGNIA	19,504	0	19,504
C5 X, C5 AIRCROSS	79,137	53,300	25,837	COMBO	18,403	0	18,403
C6	8,144	0	8,144	MOKKA	92,323	92,323	0
BERLINGO	43,787	0	43,787	Various (Vivaro)	718	0	718
SPACETOURER	11,261	9,771	1,490	Others (Toyota Proace)	26,355	13,014	13,341
Various (Jumpy VP, Projects)	1,419	0	1,419	Renault group	2,226,681	155,354	2,071,327
DS	46,836	41,419	5,417	Renault	1,202,439	116,561	1,085,878
DS3 Crossback	15,574	15,574	0	TWINGO	63,669	0	63,669
DS4	2,893	0	2,893	CLIO	245,069	0	245,069
DS7 Crossback	25,923	25,845	78	KWID	120,107	0	120,107
DS9	2,446	0	2,446	KADJAR	25,174	0	25,174
Peugeot	925,656	297,190	628,466	CAPTUR	183,869	0	183,869
108	31,818	0	31,818	ZOE	71,463	71,463	0
208	250,790	0	250,790	LOGAN	129,276	0	129,276
2008	238,353	0	238,353	DOKKER	0	0	7,656
301	9,899	0	9,899	DUSTER	126,028	0	126,028
308	46,296	44,610	1,686	MEGANE	104,849	16,498	88,351
3008	165,054	161,460	3,594	KOLEOS	14,144	0	14,144
4008	12,923	0	12,923	TALISMAN	5,285	5,285	0
408	13,494	0	13,494	ESPACE	2,191	2,191	0
5008	62,998	55,050	7,948	ARKANA	38,986	0	38,986
508	37,022	27,563	9,459	KANGOO	19,301	19,301	0
RIFTER	39,988	0	39,988	Various (Tribber, Nissan 79, Trafic Nissan, Master VP, Nissan Micra)	45,372	1,823	43,549
PARTNER	4,135	0	4,135	Alpine	3,005	3,005	0
TRAVELLER	12,571	8,475	4,096	Dacia	511,817	0	511,817
Various (Projects, Pick up)	315	32	283	LOGAN / SANDERO	260,273	0	260,273
				KWID/SPRING	35,888	0	35,888
				DUSTER	175,212	0	175,212
				LUDOSPACE	17,445	0	17,445
				LODGY	22,999	0	22,999
				Renault Samsung Motors	112,964	0	112,964
				KOLEOS	35,574	0	35,574
				TALISMAN / SM6	1,296	0	1,296
				XM3	76,094	0	76,094
				Lada	360,668	0	360,668
				GRANTA / GRANTA HATCHBACK	119,428	0	119,428
				VESTA	61,949	0	61,949
				4X4	150,662	0	150,662
				Various (KALINA, Others)	28,629	0	28,629
				Others (Nissan Micra)	35,788	35,788	0
				TOTAL	4,285,909	690,105	3,595,804

NB: Renault also produced 963 Twizy at its plants in Valladolid (Spain) and Busan (South Korea).

Stellantis produced 10,602 Ami Ones in Morocco in 2021.

Source: CCFA

WORLD PRODUCTION OF THE RENAULT GROUP AND STELLANTIS (EXCLUDING FCA)

► LIGHT COMMERCIAL VEHICLE (UP TO 5 TONNES) PRODUCTION BY BRAND (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Citroën	192,238	205,376	180,462	185,969	204,210	192,631	160,519	183,581
Peugeot	186,917	187,300	210,252	208,075	245,871	241,559	195,876	219,620
Vauxhall	-	-	-	-	104,183	115,509	82,251	108,050
Others	-	-	-	22,191	16,508	17,092	13,852	35,132
Stellantis excluding FCA (PSA before 2021) (1)	379,155	392,676	390,714	416,235	570,772	566,791	452,498	546,383
Renault	312,801	401,785	302,706	387,670	470,440	457,961	331,201	414,311
Dacia	12,580	19,871	17,704	28,208	35,312	27,434	27,131	17,228
Renault group	325,381	421,656	320,410	415,878	505,752	485,395	358,332	431,539
Renault Trucks	8,321	9,460	-	-	-	-	-	-
Various	42	24	-	-	-	-	-	-
TOTAL (2)	712,899	823,816	711,124	832,113	1,052,457	1,025,369	790,912	957,338
Of which production in France (2)	370,538	361,521	243,029	414,676	495,941	509,563	388,655	433,407
Citroën	53,561	58,223	42,882	41,471	42,405	31,826	16,111	20,224
Peugeot	67,629	68,166	38,514	39,058	72,704	60,488	37,275	37,271
Vauxhall	-	-	-	-	24,067	44,809	36,959	49,063
Others	-	-	-	22,191	16,508	17,092	13,852	19,904
Stellantis excluding FCA (PSA before 2021) (1)	121,190	126,389	81,396	102,720	155,684	154,215	104,197	126,462
Renault	240,985	225,648	161,633	311,956	364,324	382,165	304,376	327,529
Renault group	240,985	225,648	161,633	311,956	364,324	382,165	304,376	327,529
Renault Trucks	8,321	9,460	-	-	-	-	-	-
Various	42	24	-	-	-	-	-	-

► PRODUCTION OF LIGHT COMMERCIAL VEHICLES BY MODEL IN 2021 (IN UNITS)

Brands	Models	Production in France	Production outside France
STELLANTIS (excluding FCA)	546,383	126,462	419,921
Citroën	183,581	20,224	163,357
C3	12,544	0	12,544
BERLINGO	63,542	0	63,542
JUMPY	40,645	20,224	20,421
JUMPER	66,850	0	66,850
Peugeot	219,620	37,271	182,349
208	12,126	0	12,126
308	1,174	1,174	0
PARTNER	81,325	0	81,325
EXPERT	60,892	36,097	24,795
BOXER	59,467	0	59,467
Various (Pick up)	4,636	0	4,636
Opel	108,050	49,063	58,987
VIVARO	47,052	27,463	19,589
COMBO	35,719	0	35,719
MOVANO	21,600	21,600	0
ZAFIRA LIFE	218	0	218
Various (Projects)	3,461	0	3,461
Others	35,132	19,904	15,228
Renault group	431,539	327,529	104,010
Renault	414,311	327,529	86,782
DOKKER / LUDOSPACE	51,729	0	51,729
KANGOO	80,074	80,074	0
TRAFIC	105,407	105,407	0
MASTER	152,492	142,048	10,444
Various (Alaskan, Jinbei)	24,609	0	24,609
Dacia	17,228	0	17,228
LUDOSPACE	17,228	0	17,228
TOTAL (2)	957,338	433,407	523,931

(1) Read the notes on page 82.

(2) Excluding duplicate production of Opel vehicles from 2017.

Source: CCFA

WORLD PRODUCTION BY FRENCH GROUPS

► PRODUCTION OF COMMERCIAL VEHICLES (INCLUDING COACHES-BUSES) BY WEIGHT AND ENERGY SOURCE (IN UNITS)

		2000	2005	2010	2015	2018	2019	2020	2021
Less than 3,5t		577,926	670,654	531,452	588,686	742,675	708,800	521,245	656,929
	E	55,883	39,019	61,998	46,973	nd	nd	31,115	47,288
	D	521,229	631,499	469,178	537,345	nd	nd	476,462	581,709
	EL	814	136	276	4,368	9,565	13,057	13,668	27,932
From 3,5t to 5,1t		134,973	153,162	179,672	243,427	309,782	316,569	269,667	300,409
	E	1,724	719	0	0	0	0	0	0
	D	133,249	152,443	179,672	243,427	309,455	316,215	269,348	299,610
	EL	-	-	-	-	327	354	319	799
From 5,1t to 12t	D	13,593	11,820	2,453	N/A	N/A	N/A	N/A	N/A
From 12t to 16t	D	5,009	5,685	3,066	N/A	N/A	N/A	N/A	N/A
From 16t to 20t	D	7,304	7,115	4,484	N/A	N/A	N/A	N/A	N/A
More than 20t	D	6,255	9,647	5,543	N/A	N/A	N/A	N/A	N/A
Tractors	D	20,998	20,237	16,328	N/A	N/A	N/A	N/A	N/A
Coaches - Buses		2,938	-	-	-	-	-	-	-
	D	2,606	-	-	-	-	-	-	-
	G	332	-	-	-	-	-	-	-
	EL	-	-	-	-	-	-	-	-
Total gasoline		57,607	39,738	61,998	46,973	N/A	N/A	31,115	47,288
Total diesel		710,243	838,446	680,724	N/A	N/A	N/A	N/A	N/A
Total electric		814	136	276	4,368	9,892	13,411	13,987	28,731
Total NGV or LPG		332	-	-	-	-	-	-	-
TOTAL		768,996	878,320	742,998	N/A	N/A	N/A	N/A	N/A

E: Petrol. D: Diesel. EL: Electric. G: NGV or LPG.

► LIGHT COMMERCIAL VEHICLE PRODUCTION (UP TO 5T) BY TYPE (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Cars derivatives								
Citroën	29,449	26,227	14,972	11,715	9,773	11,237	7,097	12,544
Peugeot	41,451	38,133	33,403	19,122	17,198	16,486	11,040	13,300
Opel	-	-	-	-	3,689	0	507	218
Stellantis excluding FCA (PSA before 2021)	70,900	64,360	48,375	30,837	30,660	27,723	18,644	26,062
Renault-Dacia	60,320	55,009	48,167	40,158	32,703	0 (2)	352	0 (2)
Total	131,220	119,369	96,542	70,995	63,363	27,723	18,996	26,062
Small vans								
Citroën	100,832	97,954	98,042	90,957	87,752	73,702	62,236	63,542
Peugeot	70,443	70,480	97,608	95,144	97,140	95,144	74,453	81,325
Opel	-	-	-	-	14,494	36,481	28,662	35,719
Stellantis excluding FCA (PSA before 2021)	171,275	168,434	195,650	186,101	199,386	205,327	165,351	180,586
Renault-Dacia	147,670	118,404	97,142	117,863	106,460	157,896	108,852	149,031
Total	318,945	286,838	292,792	303,964	305,846	363,223	274,203	329,617
Vans								
Citroën	61,957	81,195	67,448	83,297	106,685	107,692	91,186	107,495
Peugeot	75,023	78,687	79,241	93,809	131,533	129,929	108,658	120,359
Opel	-	-	-	-	86,000	79,028	53,082	72,113
Autres	-	-	-	22,191	16,508	17,092	13,852	35,132
Stellantis excluding FCA (PSA before 2021)	136,980	159,882	146,689	199,297	340,726	333,741	266,778	335,099
Renault	104,811	228,372	148,404	224,799	269,228	278,581	236,593	257,901
Renault Trucks	8,321	9,460	0	0	0	0	0	0
Sovam-Etalmobil	42	24	0	0	0	0	0	0
Total (1)	250,154	397,738	295,093	424,096	585,887	585,505	483,453	572,416
Others (Pick-ups, 4WD, various)								
Peugeot	-	-	-	-	-	-	1,725	4,636
Renault-Dacia-Samsung	12,580	19,871	26,697	33,058	97,361	48,918	12,535	24,609
Total	12,580	19,871	26,697	33,058	97,361	48,918	14,260	29,245
TOTAL	712,899	823,816	711,124	832,113	1,052,457	1,025,369	790,912	957,338

(1) Excluding duplicate production of Opel vehicles from 2017.

(2) Cars derivatives have been accounted for in cars.

Source: CCFA

DELIVERIES OUTSIDE FRANCE OF THE RENAULT GROUP, STELLANTIS (EXCLUDING FCA) AND RENAULT TRUCKS

The scope of the groups is that of 1 January of the year of the data.

Deliveries from French manufacturers include assembled vehicles and collections of detached components. From 2005, Dacia deliveries outside France are included in the scope, then Renault Samsung Motors in 2007. In addition, some deliveries are allocated to zones, but not to countries.

The integration of Lada into the Renault group on 1 January 2017, then of Jinbei and Huasong on 1 January 2018, and finally of Opel into the PSA group since 1 August 2017 has had a strong impact on delivery volumes.

From 2018, the scope of deliveries is changing to be closer to sales. In general, deliveries corresponding to productions for partners are no longer counted. In addition, reclassifications of vehicles in the categories "passenger cars" and "light commercial vehicles" are made locally.

► NEW PASSENGER CARS BY DESTINATION (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Europe (1)	2,636,150	2,835,899	2,331,256	2,384,342	3,555,577	3,636,407	2,755,716	2,594,227
European Union (2)	2,261,904	2,424,350	1,893,455	1,871,647	2,782,252	2,855,782	1,692,657	1,631,283
Germany	337,743	365,860	299,072	266,587	531,513	577,154	413,290	359,242
Austria	41,510	48,779	50,767	41,349	64,585	62,481	42,665	35,207
Belgium-Luxembourg	172,806	171,552	182,241	146,015	175,988	191,216	132,836	94,834
Denmark	30,239	34,477	27,801	49,204	64,067	56,683	48,783	35,773
Spain	556,934	577,439	302,663	310,876	406,155	425,966	254,321	224,942
Greece	54,270	32,681	10,744	12,132	27,987	29,075	22,719	24,060
Italy	353,616	377,100	317,851	304,829	474,014	497,471	340,846	316,679
The Netherlands	120,438	99,707	108,951	106,236	124,134	111,309	72,013	59,663
Portugal	68,375	66,524	58,750	54,165	87,807	82,687	51,694	50,836
Sweden	31,473	43,062	16,691	32,650	36,340	30,305	23,958	26,871
12 then 13 new Member States (3)	-	276,433	176,330	170,849	356,817	378,707	264,933	215,706
Hungary	23,887	26,926	6,156	11,031	32,015	35,946	25,464	17,308
Poland	59,093	47,521	53,521	50,485	108,072	114,589	74,214	63,778
Romania	7,520	122,930	41,804	45,361	76,918	78,368	62,636	51,213
CCEE/CIS (3)	164,814	214,335	206,868	258,054	558,053	591,871	539,228	538,179
Russia	6,042	42,637	158,018	272,461	488,928	500,625	462,253	471,416
Switzerland	45,654	41,231	50,740	43,545	47,802	45,998	30,578	27,083
United Kingdom	432,507	413,743	280,244	294,142	393,885	374,872	248,730	210,632
Türkiye	148,264	142,160	168,456	211,096	150,990	130,475	232,242	173,837
Africa	69,865	103,130	171,484	241,078	257,277	238,440	138,263	162,779
South Africa	13,913	32,941	14,711	23,223	28,742	31,375	18,293	23,884
Maghreb	37,236	42,881	139,790	184,708	171,232	164,279	77,422	73,941
Nigeria	8,860	6,159	210	301	327	-	-	-
Egypt	-	-	-	-	-	36,207	37,795	32,392
America	230,270	314,505	559,780	426,937	523,612	463,382	290,756	327,118
Argentina	97,605	70,099	149,746	122,408	148,753	66,451	59,933	53,538
Brazil	80,205	144,030	320,930	210,638	236,119	253,873	139,055	155,691
Colombia	16,659	36,499	6,329	50,819	47,774	54,538	38,124	46,004
Mexico	1,408	39,871	24,822	10,685	26,411	28,742	23,819	27,122
Asia (1)	166,261	512,772	1,201,459	1,070,526	933,172	460,823	291,504	306,913
Japan	15,976	16,323	12,346	25,072	20,082	23,403	24,044	20,184
China	54,334	143,756	392,569	756,268	317,831	135,612	48,606	84,514
Iran	45,722	304,326	516,121	38,176	238,444	-	-	-
India	-	-	4,488	50,877	82,368	88,869	80,732	96,142
South Korea	-	-	157,824	90,056	202,757	157,083	96,738	61,648
Oceania	9,984	16,698	14,079	17,929	14,271	26,791	19,414	19,298
Australia	2,765	11,872	9,761	13,435	8,976	10,103	4,894	5,520
TOTAL	3,174,447	3,841,448	4,306,065	4,159,198	5,303,355	4,825,843	3,495,653	3,410,335

► NEW LIGHT COMMERCIAL VEHICLES (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Europe (1)	379,289	401,860	357,998	456,712	760,825	628,677	549,076	757,217
European Union (2)	312,421	326,077	312,293	418,876	688,881	576,064	407,525	545,351
Germany	50,081	40,760	46,406	90,020	108,268	84,863	71,921	101,675
Austria	4,697	6,206	6,797	7,585	16,791	12,484	9,761	19,056
Belgium-Luxembourg	22,857	24,827	29,330	29,267	52,657	51,019	37,416	37,956
Spain	57,516	71,185	28,263	38,386	125,673	77,346	54,542	77,575
Italy	35,910	29,706	39,690	34,656	64,682	64,263	40,935	55,269
The Netherlands	23,087	11,630	13,848	15,904	30,326	24,894	17,824	23,545
Portugal	34,551	25,410	18,557	15,539	24,868	24,493	15,599	16,333
12 then 13 new Member States	-	51,099	33,784	55,213	104,223	74,301	57,531	82,823
Poland	5,624	9,039	14,258	13,563	37,813	26,892	20,842	29,286
CCEE/CIS (3)	25,100	46,685	16,121	29,981	28,472	24,035	25,930	39,218
Switzerland	4,293	5,934	8,500	7,855	12,271	10,191	7,436	11,367
United Kingdom	55,647	64,554	60,997	101,797	122,097	121,793	88,688	118,020
Africa	16,074	22,597	27,769	27,611	21,513	13,498	12,750	25,619
Maghreb	13,509	18,345	24,690	26,466	13,839	10,328	10,060	7,195
America	36,682	33,328	85,810	61,943	114,589	83,933	59,255	93,551
Asia (1)	8,260	11,781	5,632	9,512	166,909	46,770	35,466	36,343
Oceania	1,797	1,967	2,208	6,064	6,054	6,512	5,463	6,871
TOTAL	444,516	474,532	480,430	563,013	1,073,039	779,390	662,010	919,601

(1) From 2004, deliveries to Cyprus are included in Europe and no longer in Asia.

(2) European Union: 9 countries in 1980, 10 countries in 1985, 12 countries from 1990 to 1994, 15 countries from 1995 to 2003, 25 countries from 2004 to 2005, 27 countries from 2006 to 2012, 28 countries from 2013, 27 countries from 2021.

(3) CCEE/CIS excluding the 10 new countries joining the European Union in 2004 and 2005, excluding the 12 new countries joining from 2006 to 2012, excluding the 13 new countries joining from 2013.

FRENCH EXPORTS OF AUTOMOTIVE PRODUCTS

► THE 25 MAIN DESTINATION COUNTRIES FOR AUTOMOTIVE EXPORTS FROM FRANCE IN 2021

(IN EURO MILLIONS AND BY WEIGHT)

New passenger cars		
Total	15,624	100%
Germany	3,900	25%
Belgium	2,278	15%
Italy	1,869	12%
Spain	1,390	9%
United Kingdom	940	6%
Poland	444	3%
The Netherlands	421	3%
Algeria	379	2%
Türkiye	311	2%
Portugal	303	2%
Switzerland	300	2%
Denmark	300	2%
Sweden	293	2%
Egypt	229	1%
Austria	206	1%
Czech Republic	184	1%
Romania	115	1%
Hungary	97	1%
Slovakia	96	1%
Slovenia	94	1%
Norway	91	1%
Japan	89	1%
Ireland	84	1%
Greece	81	1%
Morocco	71	0%

New light commercial vehicles		
Total	4,751	100%
Germany	1,174	25%
Belgium	649	14%
United Kingdom	550	12%
Poland	343	7%
Spain	317	7%
Italy	253	5%
Austria	153	3%
The Netherlands	141	3%
Switzerland	119	2%
Denmark	84	2%
Australia	81	2%
Sweden	80	2%
Czech Republic	66	1%
Slovenia	66	1%
Norway	65	1%
Ireland	64	1%
Portugal	64	1%
Hungary	57	1%
Romania	43	1%
Türkiye	41	1%
Morocco	37	1%
Finland	33	1%
Slovakia	30	1%
Algeria	18	0%
Estonia	16	0%

New heavy commercial vehicles and coaches and buses		
Total	4,648	100%
Germany	1,018	22%
Spain	508	11%
Italy	485	10%
United Kingdom	440	9%
Belgium	240	5%
Türkiye	197	4%
Poland	156	3%
The Netherlands	120	3%
Austria	99	2%
Switzerland	98	2%
Ireland	97	2%
Portugal	79	2%
Australia	70	2%
Morocco	67	1%
Denmark	65	1%
Israel	60	1%
Czech Republic	57	1%
South Korea	56	1%
Russia	55	1%
Sweden	53	1%
Saudi Arabia	26	1%
Algeria	26	1%
Romania	24	1%
Hungary	23	1%
Lithuania	22	0%

Total Equipment (Chassis, Engines, Parts and Accessories)		
Total	18,665	100%
Germany	3,827	21%
Spain	2,870	15%
United Kingdom	1,400	7%
Italy	1,357	7%
Belgium	989	5%
Slovakia	679	4%
Poland	612	3%
Türkiye	538	3%
Sweden	492	3%
Romania	395	2%
United States	365	2%
Czech Republic	360	2%
China	360	2%
Morocco	350	2%
The Netherlands	344	2%
Portugal	301	2%
South Korea	286	2%
Russia	276	1%
Hungary	274	1%
Brazil	244	1%
Switzerland	168	1%
Austria	164	1%
Argentina	145	1%
India	144	1%
Algeria	101	1%

Source: Customs data processed by CCFA

PHYSICAL AND FINANCIAL DATA FROM THE AUTOMOTIVE MANUFACTURING INDUSTRY

Physical and financial data derive from annual enterprise surveys (EAE) on the automotive sector. Since 2008, they have been replaced by the ESANE information system, which combines administrative data and surveys.

These statistics are one of the main sources of our understanding of French industry. SESSI, previously the Secretary of State for Industry's statistics department and now attached to INSEE, uses those figures.

The data reflects the activity of companies with French and foreign capital, located in France, and

whose main activity can extend outside France.

The lifespan of companies (creation, reorganisation, acquisition, sale) can feature major variations from one year to the next.

The introduction of a new economic nomenclature, taking into account data both from surveys and administrative data (and in particular, cross-referencing both), and new rules governing statistics (ordering parties, etc.) are the reason behind a slight reduction in the scope of the sector between 2007 and 2008.

From 2016, INSEE was basing its work on the notion of 'enterprise' defined by decree 2008-1354 in application of the 'modernisation of the economy' law (LME) which is based on the notion of groups of companies (rather than legal units), so as to better take into account the new economic realities that have arisen through globalisation. Data since 2012 (below) come from this new source. Trends between the old and new scopes are minor for the moment.

	Units	2000	2010	2015	2018	2019	2020	2021 (1)
PHYSICAL DATA								
Employees (2)	units	190,830	-	-	-	-	-	-
Employees on 12/31 (excluding temporary staff)	units	-	137,527	118,952	121,566	120,704	115,962	108,000
Production in France (only light vehicles since 2012)	thousands	3,348	2,229	1,978	2,270	2,175	1,316	1,352
Production per employee	units	17.5	16.2	16.6	18.7	18.0	11.3	12.5
FINANCIAL DATA								
Net sales	€ million	73,684	78,969	83,969	106,995	109,088	89,963	93,000
Export sales	€ million	42,290	45,526	54,290	65,279	65,199	52,523	54,870
Exports as a % of total sales	%	57.4%	57.6%	64.7%	61.0%	59.8%	58.4%	59.0%
Value added value before tax	€ million	13,282	10,112	11,332	12,544	12,356	9,249	9,800
Value added / sales	%	18.0%	12.8%	13.5%	11.7%	11.3%	10.3%	10.5%
Value added per employee	€ thousand	70	74	95	103	102.4	79.8	90.7
Social costs	€ million	2,153	2,302	2,072	2,420	2,317	2,135	-
Social costs per employee	€ thousand	11.3	16.7	17.4	19.9	19.2	18.4	-
Wages and salaries	€ million	5,093	5,696	5,186	5,761	5,692	5,187	-
Wages and salaries per employee	€ thousand	26.7	41.4	43.6	47.4	47.2	44.7	-
Personnel costs	€ million	7,246	7,999	7,258	8,181	8,008	7,323	-
Personnel costs per employee	€ thousand	38.0	58.2	61.0	67.3	66.3	63.1	-
Personnel costs / value added	%	54.6%	79.1%	64.0%	65.2%	64.8%	79.2%	-
Gross operating surplus	€ million	5,201	1,340	3,293	3,467	3,452	1,133	-
Gross operating surplus / value added	%	39.2%	13.3%	29.1%	27.6%	27.9%	12.3%	-
Interest expense	€ million	1,178	2,862	2,337	1,504	1,648	1,881	-
Interest expense / value added	%	8.9%	28.3%	20.6%	12.0%	13.3%	20.3%	-
Interest income	€ million	2,508	2,191	2,523	2,565	2,901	1,892	-
Interest income / value added	%	18.9%	21.7%	22.3%	20.4%	23.5%	20.5%	-
Net interest income	€ million	1,330	-671	186	1,061	1,253	11	-
Net interest income / value added	%	10.0%	-6.6%	1.6%	8.5%	10.1%	0.1%	-
Cash flow	€ million	5,499	1,078	3,291	4,335	4,294	681	-
Cash flow / value added	%	41.4%	10.7%	29.0%	34.6%	34.8%	7.4%	-
Taxes, payments, assimilated payments	€ million	-	-	822	951	944	816	-
Net income	€ million	2,851	293	1,244	2,663	2,117	N/A	-
Net income / sales	%	3.9%	0.4%	1.5%	2.5%	1.9%	-	-
Capital expenditure	€ million	3,807	-	-	-	-	-	-
Gross fixed investments exclusive of contributions	€ million	-	2,078	1,959	2,293	2,642	2,087	1,800
Capital expenditure / sales	%	5.2%	2.6%	2.3%	2.1%	2.4%	2.3%	1.9%
Capital expenditure / value added	%	28.7%	20.6%	17.3%	18.3%	21.4%	22.6%	18.4%

(1) CCFA estimates based on industrial data, INSEE and OPCO2i / Observatoire de la Métallurgie.

(2) Until 2007, this refers to the employed workforce: average salaried workforce, corrected for the balance of hired (temporary) and hired staff.

PHYSICAL AND FINANCIAL DATA FROM THE AUTOMOTIVE EQUIPMENT INDUSTRY

The physical and financial data in the table below are taken from surveys (EAE reports) conducted every year of French companies in the automotive equipment manufacturing industry and from 2008, from the new ESANE information system.

In 2019, ESANE data relating to the 2017 financial year were produced and disseminated for the first time in "companies" (in the economic sense) across the field. An enterprise, in the economic sense, is the smallest combination of legal units which constitutes an organisational unit for the production of goods or services, enjoying a certain autonomy of decision, in particular for the allocation of its current resources (Law of modernisation of the economy - LME - of August 4, 2008). This definition is based on the notion of a group of companies (rather than a legal unit), and makes it possible to take better account of new economic realities.

From the 2013 vintage until the 2016 vintage, only the largest groups were thus taken into account (in 2016, around fifty of the largest groups broken down into around one hundred companies). All the other groups (small, medium or large) are taken into account in the company statistics from the 2017 vintage. For each of these groups, we assume that all the legal units in the ESANE field which compose it form one company and one. These changes explain the differences observed compared to the previous edition.

In 1993, the French nomenclature of activity (NAF1), harmonised in the European Union, was introduced. The reclassification of certain companies (metalworking, electrical equipment, car seats) in other nomenclatures leads to a statistical break. Since 2008, this nomenclature has evolved into the NAF2, still harmonised at the European

level: manufacturers of electrical equipment for engines and vehicles, as well as manufacturers of seats for motor vehicles, have been added in particular to automotive equipment suppliers.

Companies listed in the new "automotive equipment manufacturing" sector do not represent, therefore, all suppliers of the automotive industry. Added to these should be manufacturers of glass, tyres, doors and locks and automotive springs...

In addition to these activities, the automotive manufacturing and automotive equipment manufacturing industries purchase a number of intermediate products (metals, rubber, plastics, etc.), services (consulting, research, advertising, etc.) and capital goods.

	Units	2000	2010	2015	2018	2019	2020	2021 (1)
PHYSICAL DATA								
No. of companies (>20 employees up to 2007)	units	243	639	611	548	531	529	-
Employees (2)	units	94,171	-	-	-	-	-	-
Employees on 12/31 (excluding temporary staff)	units	-	61,759	81,309	95,732	96,701	96,318	92,000
FINANCIAL DATA								
Sales before tax	€ million	17,766	16,056	22,157	32,001	30,615	25,051	27,000
Export sales	€ million	7,512	7,865	11,159	15,332	15,124	13,278	14,300
Exports as a % of total sales	%	42.3%	49.0%	50.4%	47.9%	49.4%	53.0%	53.0%
Value added before tax	%	4,643	3,885	5,664	7,844	7,832	6,580	7,100
Value added / sales before tax	€ thousand	26.1%	24.2%	25.6%	24.5%	25.6%	26.3%	26.3%
Value added per employee before tax	€ million	49	63	70	82	81	68	77
Social costs	€ thousand	902	937	1,357	1,822	1,841	1,708	-
Social costs per employee	€ million	9.6	15.2	16.7	19.0	19.0	17.7	-
Wages and salaries	€ thousand	2,213	2,302	3,186	4,280	4,335	4,042	-
Wages and salaries per employee	€ million	23.5	37.3	39.2	44.7	44.8	42.0	-
Personnel costs	€ thousand	3,115	3,239	4,543	6,102	6,176	5,750	-
Personnel costs per employee	%	33.1	52.4	55.9	63.7	63.9	59.7	-
Personnel costs / value added	€ million	67.1%	83.4%	80.2%	77.8%	78.9%	87.4%	-
Gross operating surplus	%	1,206	412	818	1,333	1,253	437	-
Gross operating surplus / value added	€ million	26.0%	10.6%	14.4%	17.0%	16.0%	6.6%	-
Interest expense	%	440	177	301	1,190	1,998	3,067	-
Interest expense / value added	€ million	9.5%	4.6%	5.3%	15.2%	25.5%	46.6%	-
Interest income	%	337	217	661	2,547	2,249	3,698	-
Interest income / value added	€ million	7.3%	5.6%	11.7%	32.5%	28.7%	56.2%	-
Net interest income	%	-103	40	360	1,357	251	631	-
Net interest income / value added	€ million	-2.2%	1.0%	6.4%	17.3%	3.2%	9.6%	-
Cash flow	%	889	341	1,188	1,984	2,059	2,467	-
Cash flow / value added	€ million	19.2%	8.8%	21.0%	25.3%	26.3%	37.5%	-
Taxes, payments, assimilated payments	€ million	-	-	316	431	412	406	-
Net income	%	-92	-17	702	1,937	644	252	-
Net income / sales	€ million	-0.5%	-0.1%	3.2%	6.1%	2.1%	1.0%	-
Capital expenditure	€ million	1,024	-	-	-	-	-	-
Gross fixed investments exclusive of contributions	%	-	413	856	1,056	1,106	837	-
Capital expenditure / sales	%	5.8%	2.6%	3.9%	3.3%	3.6%	3.3%	-
Capital expenditure / value added	%	22.0%	10.6%	15.1%	13.5%	14.1%	12.7%	-

(1) CCFA estimates based on FIEV, INSEE, Observatory of Metallurgy data.

(2) Workforce: average salaried workforce, corrected for the balance of hired (temporary) and hired staff.

REGISTRATIONS

The special French Temporary Transit series was included in the new passenger car registrations since 2004.

► NEW PASSENGER CAR REGISTRATIONS BY BRAND (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Alpine	-	-	-	-	1,156	3,172	744	1,618
Dacia	-	9,760	104,641	97,441	140,326	138,977	97,170	125,204
Renault	602,415	546,227	497,820	382,504	406,222	407,134	314,630	268,951
Renault group	602,415	555,987	602,461	479,945	547,704	549,283	412,544	395,773
Citroën	261,508	275,053	301,607	201,065	213,844	235,110	162,688	161,883
DS	-	-	26,539	30,257	24,004	26,845	22,182	22,782
Opel (1)	-	-	-	-	71,619	66,901	43,801	37,393
Peugeot	397,547	385,739	400,663	327,393	389,518	379,582	301,935	285,929
PSA group (Stellantis from 01/17/2021)	659,055	660,792	728,809	558,715	698,985	708,438	530,606	-
Alfa Romeo	12,774	13,847	13,033	6,353	8,332	3,938	2,372	1,541
Chrysler	4,827	5,066	880	-	-	-	-	-
Fiat	95,983	46,157	72,717	54,443	78,226	71,666	42,360	39,914
Jeep	3,001	3,525	1,177	8,585	13,191	11,541	6,381	10,822
Lancia	5,864	4,414	3,368	1,469	1	1	0	0
Maserati	-	174	162	508	606	420	135	135
FCA group (Stellantis from 17/01/2021)	122,449	73,183	91,337	71,358	100,356	87,566	51,248	-
Stellantis	-	-	-	-	-	-	-	560,399
Bolloré	-	-	0	1,191	104	1	0	0
Various France	63	148	56	50	123	121	73	87
RENAULT GROUP & STELLANTIS (INCLUDING FCA FROM 2021) & FRENCH BRANDS	1,261,533	1,216,927	1,331,326	1,039,901	1,246,916	1,257,843	943,223	956,172
Audi	34,937	44,311	50,936	58,734	51,582	57,532	45,360	50,083
BMW	31,576	40,508	46,074	53,558	57,537	58,751	45,478	45,969
Chevrolet	1,043	7,940	21,247	121	92	52	1	0
Ford	117,061	103,597	114,810	80,729	82,633	78,838	55,219	43,777
Honda	8,716	8,883	11,251	7,325	8,309	8,196	5,802	5,374
Hyundai	11,019	27,396	18,785	23,968	35,542	39,970	34,585	45,241
Infiniti	-	-	267	1,139	945	216	1	0
Jaguar	1,939	2,118	1,126	1,530	4,580	3,561	1,309	1,718
Kia	2,631	18,073	24,055	29,146	42,313	45,056	39,052	44,215
Lada	1,867	1,671	346	3	0	0	0	0
Land Rover	7,570	6,946	2,735	8,846	6,803	7,878	5,456	6,078
Lexus	-	-	1,921	4,457	6,101	7,159	5,913	4,704
Mazda	6,366	11,440	10,232	8,418	11,129	12,596	8,890	9,482
Mercedes-Benz	43,389	54,779	45,612	55,376	65,808	70,214	52,570	50,789
Mini	-	12,627	18,007	22,512	27,378	27,158	21,881	25,337
Mitsubishi	5,575	6,758	3,514	3,936	4,879	7,207	5,012	1,967
Nissan	31,330	40,858	54,084	74,102	59,606	42,313	32,963	26,414
Opel (1)	133,576	106,462	94,877	64,170	-	-	-	-
Porsche	825	2,404	2,073	4,943	4,567	5,572	4,878	4,487
Rover	13,474	1,980	0	0	0	0	0	0
Saab	3,265	2,701	574	0	0	0	0	0
Seat	40,562	32,744	30,645	22,009	31,219	37,148	26,676	26,687
Skoda	11,570	15,044	18,533	21,759	31,423	36,498	29,875	30,399
Smart	6,645	12,649	6,408	8,107	7,446	10,494	1,692	1,602
Ssangyong	19	3,972	451	636	301	157	177	120
Subaru	2,312	1,464	1,146	841	720	510	125	67
Suzuki	11,355	21,125	22,070	18,506	27,241	30,758	19,651	22,907
Tesla	-	-	11	708	1,252	7,442	7,372	26,446
Toyota	43,698	87,500	65,390	71,755	97,286	101,730	89,727	96,170
Volkswagen	152,868	136,011	146,538	144,103	140,313	149,105	97,784	105,298
Volvo	6,777	11,096	11,841	13,876	18,349	21,696	16,412	17,285
TOTAL OTHERS (2)	872,351	900,634	920,342	877,325	926,565	956,436	706,895	702,745
TOTAL	2,133,884	2,117,561	2,251,668	1,917,226	2,173,481	2,214,279	1,650,118	1,659,004
Of which Temporary Transit	-	49,772	39,011	31,665	32,112	30,326	11,826	14,361
RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS AS A %	59.1%	57.5%	59.1%	54.2%	57.4%	56.8%	57.2%	57.6%
TOTAL OTHERS AS A %	40.9%	42.5%	40.9%	45.8%	42.6%	43.2%	42.8%	42.4%

(1) Opel has belonged to the PSA group since 1 August 2017. Thus, the registrations of this brand are presented at PSA over the period from 08/01/2017 to 12/31/2017.

(2) Including miscellaneous and FCA (before 2021)

► USED PASSENGER CAR REGISTRATIONS (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
TOTAL ALL CATEGORIES	5,082,122	5,383,361	5,386,007	5,562,082	5,632,361	5,790,612	5,569,298	6,016,321
Used/new ratio	2.4	2.5	2.4	2.9	2.6	2.6	3.4	3.6

► USED LIGHT COMMERCIAL VEHICLE REGISTRATIONS (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
TOTAL ALL CATEGORIES	651,033	718,948	806,398	789,073	785,852	817,285	799,287	896,509
Used/new ratio	1.6	1.7	1.9	2.1	1.7	1.7	2.0	2.1

REGISTRATIONS

The special French Temporary Transit series was included in the new passenger car registrations since 2004.

► NEW DIESEL PASSENGER CAR REGISTRATIONS BY BRAND (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Dacia	-	-	53,737	54,326	62,022	53,487	33,255	21,831
Renault	257,909	373,738	352,530	233,998	185,026	157,234	117,563	50,674
Renault group	257,909	373,738	406,267	288,324	247,048	210,721	150,818	72,505
Citroën	138,628	185,733	228,977	113,446	65,796	80,631	58,229	54,618
DS	-	-	14,864	15,281	11,160	10,774	7,786	7,006
Peugeot	206,153	275,898	307,518	190,548	159,139	149,244	114,763	100,965
Opel (1)	-	-	-	-	17,112	11,252	12,196	10,017
PSA group (Stellantis from 01/17/2021)	344,781	461,631	551,359	319,275	253,207	251,901	192,974	-
Alfa Romeo	7,444	10,857	8,432	2,995	4,474	2,904	1,833	1,305
Chrysler-Dodge-Jeep	4,161	6,561	2,863	7,183	9,226	4,746	2,199	2,980
Fiat-Lancia	38,337	27,223	28,240	16,935	16,891	8,297	3,163	2,446
FCA group (Stellantis from 01/17/2021)	602,690	461,631	551,359	319,275	253,207	251,901	192,974	-
Stellantis	-	-	-	-	-	-	-	179,337
TOTAL RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS	602,690	835,369	957,626	607,599	500,255	462,622	343,792	251,842
Audi	25,901	39,420	45,201	44,445	26,682	21,291	12,322	8,142
BMW-Mini	21,065	36,859	50,906	57,145	41,650	39,102	24,458	13,637
Ford	58,896	76,494	89,334	41,986	28,192	16,098	11,432	5,839
Honda	413	4,473	5,029	4,364	2,546	482	153	58
Hyundai	5,510	22,137	13,174	15,069	12,113	13,568	3,827	1,061
Jaguar-Land Rover	5,656	8,172	3,551	9,403	9,696	5,169	1,874	295
Kia	1,200	10,610	15,428	15,870	15,092	10,751	5,469	336
Mazda	3,204	6,061	6,768	4,802	3,234	2,893	1,547	776
Mercedes-Benz	30,007	44,165	41,460	47,646	49,361	48,424	29,399	23,192
Mitsubishi	3,227	4,798	3,102	2,053	827	75	0	0
Nissan-Infiniti	15,533	23,499	35,092	46,879	27,170	18,245	8,809	2,464
Opel (1)	63,726	75,957	63,751	29,335	-	-	-	-
Seat	27,861	26,421	25,462	10,683	8,357	10,841	5,777	4,060
Skoda	7,741	12,391	14,781	12,930	14,651	15,392	12,709	9,996
Suzuki	3,165	11,979	9,263	4,359	1,468	63	0	0
Toyota-Lexus	12,282	54,639	35,744	17,879	2,908	1,474	1,495	1,266
Volkswagen	89,487	107,005	118,702	80,893	55,744	60,158	28,323	25,705
Volvo	4,786	10,270	11,614	12,747	13,461	12,735	5,418	402
TOTAL OTHERS (2)	443,795	631,303	635,547	489,525	344,575	292,961	160,386	97,637
TOTAL	1,046,485	1,466,672	1,593,173	1,097,124	844,830	755,583	504,178	349,479
Of which Temporary Transit	-	37,259	34,432	27,141	19,471	17,563	6,971	7,767
Share of diesel registrations	49.0%	69.2%	70.8%	57.2%	38.9%	34.1%	30.6%	21.1%
RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS AS A %	57.6%	57.0%	60.1%	55.4%	59.2%	61.2%	68.2%	72.1%
TOTAL OTHERS AS A %	42.4%	43.0%	39.9%	44.6%	40.8%	38.8%	31.8%	27.9%

► REGISTRATIONS OF NEW ELECTRIC AND PLUG-IN HYBRID PASSENGER CARS BY BRAND (IN UNITS)

	2010	2015	2016	2017	2018	2019	2020	2021
Dacia	0	0	0	0	0	0	1,722	11,386
Renault	13	10408	11404	15245	17038	18817	45,953	44,334
Renault group	13	10408	11404	15245	17038	18817	47675	55720
Citroën	27	397	1210	881	1140	727	5,155	10,107
DS	0	0	0	0	0	314	7,245	8,414
Peugeot	30	725	1196	1039	1344	781	28,947	45,462
Opel (1)	0	5	6	7	8	1	3,116	4,246
PSA group (Stellantis from 01/17/2021)	57	1,127	2,412	1,927	2,492	1,823	44,463	-
Chrysler-Dodge-Jeep	0	0	0	0	0	0	1,475	5,639
Fiat-Lancia	0	0	0	0	0	0	1,761	9,556
FCA group (Stellantis from 01/17/2021)	0	0	0	0	0	0	3,236	-
Stellantis	-	-	-	-	-	-	-	83,424
Bolloré	0	1191	944	56	104	1	0	0
TOTAL RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS	70	12,726	14,760	17,228	19,634	20,641	92,138	139,144
Audi	0	1,129	851	815	538	765	5,492	11,026
BMW-Mini	50	1,125	2,904	4,534	5,726	6,882	13,039	20,760
Ford	0	1	0	0	0	0	2,112	4,588
Hyundai	0	10	162	665	1,457	2,789	6,637	12,072
Jaguar-Land Rover	0	0	0	0	731	2,340	2,366	4,043
Kia	0	485	1,160	1,097	1,370	3,298	7,502	12,421
Mercedes-Benz	0	245	735	2,762	1,489	1,034	11,665	19,529
Mitsubishi	7	961	429	572	1,304	3,118	2,642	809
Nissan-Infiniti	0	2,298	4,025	2,530	4,758	3,893	3,512	3,582
Opel (1)	0	6	0	-	-	-	-	-
Porsche	0	505	507	710	1,187	1,442	2,938	3,443
Smart	34	336	26	1,145	1,599	2,219	1,687	1,602
Tesla	11	708	945	1,368	1,252	7,442	7,372	26,446
Toyota-Lexus	82	68	36	405	281	288	234	1,635
Volkswagen	0	2,141	1,845	1,941	1,902	1,391	11,031	16,490
Volvo	0	125	810	1,044	2,374	3,806	7,301	11,112
TOTAL OTHERS (2)	196	10,141	14,430	19,596	25,963	40,715	93,370	164,024
TOTAL	266	22,867	29,190	36,824	45,597	61,356	185,508	303,168
Share of electric and plug-in hybrid registrations	0.0%	1.2%	1.4%	1.7%	2.1%	2.8%	11.2%	18.3%
RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS AS A %	26.3%	55.7%	50.6%	46.8%	43.1%	33.6%	49.7%	45.9%

(1) Opel has belonged to the PSA Group since 1 August 2017. Thus, the registrations of this brand are presented at PSA over the period from 08/01/2017 to 12/31/2017.

(2) Including miscellaneous and FCA (before 2021).

REGISTRATIONS

► NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS (UP TO 5T) BY BRAND (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Dacia	-	0	5,434	2,594	1,262	1,572	1,206	1,200
Renault	139,752	140,059	135,591	124,634	140,822	147,826	121,837	124,737
Renault group	139,752	140,059	141,025	127,228	142,084	149,398	123,043	125,937
Citroën	77,048	73,166	70,579	59,295	72,504	74,026	60,937	66,596
DS	0	0	259	489	222	179	200	144
Peugeot	74,950	73,778	72,228	59,649	78,532	85,360	70,643	76,833
Opel (1)	-	-	-	-	6,191	7,442	7,448	9,169
PSA group (Stellantis from 01/17/2021)	151,998	146,944	143,066	119,433	157,449	167,007	139,228	-
Fiat	25,253	12,497	34,659	32,071	38,381	37,572	33,333	35,610
Jeep	-	146	287	1,268	1,725	1,794	630	275
FCA group (Stellantis from 17/01/2021)	-	12,643	34,946	33,339	40,106	39,366	33,963	-
Stellantis	-	-	-	-	-	-	-	188,627
Others France	40	10,076	528	905	911	869	640	678
TOTAL RENAULT GROUP & STELLANTIS (EXCLUDING FCA BEFORE 2021) & FRENCH BRANDS	291,790	297,079	284,619	247,566	300,444	317,274	262,911	314,564
Audi	-	357	3,223	790	848	810	623	472
BMW	-	0	1,600	446	337	383	280	291
Ford	18,110	19,695	20,437	22,534	31,788	32,798	28,170	29,397
Fuso	-	0	0	242	432	655	807	1,221
Hyundai	588	1,380	237	195	331	347	247	341
Isuzu	108	1,370	1,961	2,024	2,360	2,495	932	1,840
Iveco	16,534	15,721	11,610	11,414	16,468	17,030	14,309	17,492
Kia	-	219	142	177	150	175	145	248
Land Rover	1,857	1,256	1,550	2,591	648	625	431	595
Mazda	916	635	482	58	80	51	43	23
Mercedes	23,139	18,973	19,051	18,643	20,491	23,385	23,301	22,890
Mitsubishi	3,392	1,350	2,639	1,836	2,099	1,757	1,516	1,424
Nissan	5,197	9,746	7,307	7,260	9,850	8,167	6,117	7,859
Opel (1)	7,561	12,617	7,195	6,782	-	-	-	-
Seat	-	286	435	410	686	567	436	757
Skoda	-	122	715	340	572	497	719	702
Suzuki	-	586	457	99	311	734	1,056	2,439
Toyota	1,771	2,587	4,013	5,210	7,805	8,542	6,712	9,815
Volkswagen	13,819	10,043	13,249	16,375	21,414	21,182	16,941	16,387
Total OTHERS (2)	123,176	122,986	132,993	131,860	158,696	162,475	139,471	153,274
TOTAL	414,966	420,065	417,612	379,426	459,140	479,749	402,382	432,631
RENAULT GROUP & STELLANTIS (excluding FCA before 2021) & other French brands	70.3%	70.7%	68.2%	65.2%	65.4%	66.1%	65.3%	72.7%
TOTAL OTHERS AS A %	29.7%	29.3%	31.8%	34.8%	34.6%	33.9%	34.7%	27.3%

(1) Opel has belonged to the PSA Group since August 1, 2017. Thus, the registrations of this brand are presented at PSA over the period from 08/01/2017 to 12/31/2017.

(2) Including miscellaneous and FCA (before 2021).

► REGISTRATIONS OF NEW INDUSTRIAL VEHICLES BY BRAND (MORE THAN 5 TONNES) (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Renault Trucks	20,818	18,339	10,908	11,568	15,156	15,308	11,770	13,064
TOTAL RENAULT TRUCKS AND MISCELLANEOUS FRANCE	20,992	18,465	10,964	11,584	15,167	15,323	11,783	13,066
DAF	4,365	6,321	4,464	4,723	6,829	7,295	5,599	5,519
Iveco	6,998	5,901	4,003	4,783	5,243	4,248	4,044	4,063
MAN	3,498	4,545	2,729	4,581	5,998	6,095	4,128	4,516
Mercedes-Benz	9,976	9,325	5,229	6,128	7,965	7,513	5,674	5,721
Scania	4,963	4,417	2,553	4,359	5,864	7,038	4,770	5,026
Volvo	6,739	5,870	3,938	5,219	6,699	7,018	5,131	5,611
TOTAL OTHERS	36,924	36,819	23,257	30,132	39,117	39,892	29,946	31,072
TOTAL	57,916	55,284	34,221	41,716	54,284	55,215	41,729	44,138
TOTAL RENAULT TRUCKS AND MISCELLANEOUS FRANCE AS A %	36.2%	33.4%	32.0%	27.8%	27.9%	27.8%	28.2%	29.6%
TOTAL OTHERS AS A %	63.8%	66.6%	68.0%	72.2%	72.1%	72.2%	71.8%	70.4%

► REGISTRATIONS OF USED INDUSTRIAL VEHICLES (MORE THAN 5 TONNES) (IN UNITS)

TOTAL	59,056	55,975	56,142	48,381	51,474	53,571	49,825	53,504
Used/new ratio	1.0	1.5	1.6	1.1	0.9	1.0	1.2	1.2

► REGISTRATIONS OF NEW COACHES AND BUSES PER GROUP (MORE THAN 5 TONNES) (IN UNITS)

	2000	2005	2010	2015	2018	2019	2020	2021
Renault	1,633	39	0	0	0	0	1	1
Others France	367	-	-	-	-	-	-	-
Kässbohrer-Setra	261	-	-	-	-	-	-	-
Mercedes-Benz	602	-	-	-	-	-	-	-
TOTAL	4,320	-	-	-	-	-	-	-
Iveco Bus (1)	-	2,459	2,412	3,197	2,523	2,862	2,731	3,313
Evobus (2)	-	888	1,433	2,050	1,704	1,444	1,599	1,048
VGF group (3)	-	404	559	589	584	942	674	1,131
Bova	-	198	116	0	0	0	0	0
Temsa	-	301	309	146	258	150	191	241
Van Hool	230	238	169	98	113	157	96	21
Yutong	0	0	0	96	55	20	8	7
Irizar	0	0	0	38	46	202	27	119
Isuzu	0	0	0	8	117	122	61	173
Otokar	0	0	105	187	163	193	201	147
Others	-	237	279	315	279	325	203	303
TOTAL	-	4,773	5,382	6,724	5,842	6,417	5,791	6,503

(1) Iveco Bus: Iveco and Iveco Bus, Irisbus, Heuliez.

(2) Evobus: Setra and Mercedes.

(3) VGF: MAN and Neoplan, then Scania from 2015.

VEHICLE OWNERSHIP

► MOTORISATION RATE IN EUROPE

NUMBER OF CARS PER 1,000 INHABITANTS

	2015	2016	2017	2018	2019	2020
Germany	555	557	563	569	575	580
Belgium	497	501	505	507	508	506
Spain	481	493	508	526	533	532
France	564	564	570	571	573	570
Greece	470	475	480	481	489	496
Hungary	324	337	354	372	390	401
Italy	614	624	636	645	661	666
The Netherlands	493	497	503	511	517	520
Poland	545	571	593	617	642	662
Portugal	437	445	466	487	506	515
Czech republic	490	509	529	547	562	573
Romania	259	277	305	330	355	376
Sweden	479	484	485	481	478	479
EUROPEAN UNION	553	524	535	545	555	560
Norway	502	507	512	514	520	521
Switzerland	547	549	549	550	535	549
EFTA	529	535	537	539	532	541
Russia	284	288	294	301	308	312
Turkey	136	144	151	153	152	158
United Kingdom	517	526	527	526	528	544
EUROPE	-	438	446	453	460	466

Source : ACEA, Vehicles in use Europe January 2022

► VEHICLE OWNERSHIP

	units	2000	2005	2010	2015	2019	2020	2021
Households without a vehicle	%	19.7%	18.8%	16.5%	17.1%	15.0%	14.8%	15.0%
Households with a vehicle	%	80.3%	81.2%	83.5%	82.9%	85.0%	85.2%	85.0%
Households with one vehicle	%	50.7%	46.4%	47.6%	48.4%	48.3%	48.2%	48.0%
Households with two vehicles	%	25.4%	29.4%	30.7%	29.4%	31.5%	31.7%	31.8%
Households with three or more vehicles	%	4.2%	5.4%	5.2%	5.1%	5.2%	5.3%	5.2%
Households without any vehicle	%	58%	51%	45%	55%	56%	55%	55%
Average age of the vehicle	year	7.3	7.7	8.0	8.9	8.9	9.0	9.4
Average ownership period	year	4.4	4.7	5.0	5.5	5.5	5.6	5.8
Used passenger cars	%	56.1	59.9	58.9	58.5	58.0	59.0	60.3
Total average kilometres	km	13 670	12 960	12 240	11 710	11 900	9 730	10 650
Petrol average kilometres	km	11 690	10 090	8 440	8 030	8 850	7 190	8 410
Diesel average kilometres	km	18 240	16 330	14 720	13 990	14 410	11 950	12 890
Domestic passenger road transport								
By passenger car	billions of passenger-km	752.3	773.5	765.5	793.4	808.2	680.5	728.2
By coach-bus	billions of passenger-km	44.7	45.2	53.1	57.8	59.7	37.6	41.0
Total traffic	billions of passenger-km	894.1	922.6	933.5	970.3	996.4	790.1	866.1
Road transport as a % of total traffic	%	89.1	88.7	87.7	87.7	87.1	90.9	88.8
Annual change								
By passenger car	%	-0.1	2.8	-1.0	3.6	1.9	-15.8	7.0
By coach-bus	%	2.7	1.1	17.4	8.9	3.2	-37.1	9.0

Sources: KANTAR TNS PARC AUTO and MTE/SDES

► CARS IN USE ON 1 JANUARY DEPENDING ON ENGINE

	2015	2020	2021	2022
Electric and hydrogen	26	142	245	403
Petrol	12,856	14,969	15,250	15,523
Diesel	23,430	22,611	22,024	21,364
Gas	178	146	154	195
Plug-in hybrids	154	565	805	1,251
Others	39	31	27	26
All	36,648	38,436	38,481	38,739

Source: MTE/SDES

► TOTAL VEHICLES IN USE (ON 1 JANUARY 2022)

(IN THOUSANDS)	All fuels	Diesel	Others
Passenger cars			
5 CV and less	18,661	8,760	9,901
From 6 CV to 10 CV	17,901	11,568	6,333
11 CV and more	2,088	1,036	1,052
Total passenger cars	38,739	21,364	17,374
Light commercial vehicles (LCV)			
Less than 2.5t	2,836	2,556	280
From 2.5t to 3.5t	3,440	3,404	36
From 3.6t to 5t	167	149	19
Total LCV up to 5t (1)	6,444	6,109	335
Total passenger cars and LCVs	45,182	27,473	17,709
Heavy trucks over 3.5t			
Rigids			
From 3.5t to less than 12t	84	82	1
From 12t to less than 20t	156	154	2
20t and more	156	154	2
Total rigids	395	390	5
Tractors			
Total heavy trucks	615	606	8
Coaches and buses	95	85	10
Total commercial vehicles over 3.5t	709	691	18
Total commercial vehicles all weights (excluded buses)	7,153	6,800	353
Total all vehicles	45,891	28,164	17,727

(1) Including unknown weights.

Sources: MTE/SDES, CCFA estimates

► CARS IN USE ON 1 JANUARY DEPENDING ON CRIT'AIR STICKER

	2015	2020	2021	2022
Crit'Air E	25	141	245	403
Crit'Air 1	2,843	8,487	9,606	10,798
Crit'Air 2	9,249	13,548	13,973	14,156
Crit'Air 3	12,178	9,935	9,281	8,652
Crit'Air 4	5,332	3,670	3,232	2,863
Crit'Air 5	1,880	960	772	654
Unknown and unclassified	5,141	1,695	1,372	1,213
All	36,648	38,436	38,481	38,739

POLLUTING EMISSIONS AND CO₂

► EVOLUTION OF EMISSIONS IN METROPOLITAN FRANCE BETWEEN 1990 AND 2020

	1990	2000	2010	2015	2019	2020	2021 (1)	Change 2021/1990	Change 2021/2019
POLLUTING EMISSIONS FROM THE ROAD (IN THOUSANDS OF TONNES)									
SO ₂	143.2	23.0	0.8	0.8	0.8	0.7	0.8	-99%	-4.9%
CO	6,278	2,580	650	378	293	227	264	-96%	-10.0%
NO _x	1,252	952	589	519	417	322	332	-73%	-20.3%
NM VOC	926	441	102	59	46	38	41	-96%	-11.4%
Lead (in tonnes)	3,871	29	27	28	28	25	29	-99%	1.5%
PM10: particles	72	68	41	32	26	21	23	-68%	-12.3%
OTHER ROAD EMISSIONS (IN MILLIONS OF TONNES)									
CO ₂ net of CO ₂ emissions of renewable energies	114	131	126	126	123	104	116	2%	-5.7%
CO ₂ from combustion of biomass	0	1	7	8	9	8	9	-	3.2%

(1) Estimates.

Source: CITEPA/Secten data, 2021 edition

► CO₂ EMISSIONS IN METROPOLITAN FRANCE BY BUSINESS SECTOR (MILLIONS OF TONNES OF CO₂ AND AS % OF TOTAL EXCLUDING LULUCF)

	1990	2000	2010	2019	2020	2021 (1)	"Variation 2021/1990"
Energy processing	70.4	66.8	64.5	44.4	39.4	42.3	-40%
	18%	16%	17%	14%	14%	13%	
Manufacturing industry	107.1	107.3	88.2	74.9	67.9	73.2	-32%
	27%	26%	23%	23%	23%	23%	
Waste treatment	1.9	1.4	1.3	1.4	1.3	1.4	-26%
	0%	0%	0%	0%	0%	0%	
Residential/Tertiary	85.6	86.5	87.8	64.0	60.4	64.7	-24%
	21%	21%	23%	20%	21%	21%	
Agriculture/Forestry	11.6	12.7	12.1	10.9	11.2	11.5	-2%
	3%	3%	3%	3%	4%	4%	
Transport	121.7	140.2	133.0	131.0	109.2	122.3	0%
	31%	34%	34%	40%	38%	39%	
of which road	114.1	130.7	125.6	123.4	103.5	116.4	2%
	29%	32%	32%	38%	36%	37%	
of which other transport	7.7	9.6	7.3	7.6	5.7	5.9	-24%
	2%	2%	2%	2%	2%	2%	
TOTAL EXCLUDING LULUCF (2)	398.4	414.8	386.9	326.7	289.4	315.4	-21%
LULUCF (2)	-28.1	-24.6	-42.7	-16.3	-18.0	-17.8	
TOTAL WITH LULUCF (2)	370.3	390.2	344.2	310.4	271.4	297.6	-20%

(1) Estimates.

(2) LULUCF: Land Use, Land Use Change and Forestry.

Source: CITEPA/CORALIE/Secten format 2022 edition

► AVERAGE CO₂ EMISSIONS OF NEW PASSENGER CARS IN FRANCE AND EUROPE (IN GRAMS OF CO₂ PER KM)

	2000	2005	2010	2015	2019	2020	2021 (1)	2021/2000
FRANCE								
Petrol	168	159	130	116	116	109	131	-59
Diesel	155	149	130	111	113	107	130	-48
TOTAL FRANCE	162	152	130	111	112	97	103	-65
EUROPEAN UNION								
Italy	161	149	134	115	N/A	N/A	N/A	-
Spain	162	150	140	115	N/A	N/A	N/A	-
United Kingdom	180	169	145	121	N/A	N/A	N/A	-
Germany	179	170	152	128	N/A	N/A	N/A	-
EU 15 COUNTRIES AVERAGE	171	161	141	119	N/A	N/A	N/A	-

(1) The new procedure (WLTP) leads to CO₂ emission rates that can reach up to 25% more than with the old procedure (NEDC cycle).Source: ADEME (September 2022) (1) The new procedure (WLTP) leads to CO₂ emission rates that can reach up to 25% more than with the old procedure (NEDC cycle).

Source: ADEME (September 2022)

AUTOMOTIVE TAXES AND DUTIES

► ROAD FUEL CONSUMPTION, PRICES AND TAXES

	UNITS	2000	2005	2010	2015	2018	2019	2020	2021
Fuel consumption									
Petrol	millions of litres	14,329	14,097	10,880	9,510	10,533	11,296	9,760	11,805
Unleaded petrol 98	millions of litres	7,138	4,280	2,202	1,998	2,375	2,449	2,260	2,703
Unleaded petrol 95	millions of litres	7,191	9,816	7,299	4,314	3,639	3,466	2,412	2,576
Unleaded petrol 95-E10	millions of litres	-	-	1,379	3,198	4,518	5,381	4,734	6,058
	% of total petrol	-	-	12.7%	33.6%	42.9%	47.6%	48.5%	51.3%
Ethanol-gasoline blend E85	millions of litres	-	-	-	-	-	-	353	467
Diesel	millions of litres	32,373	36,744	39,749	41,187	39,794	39,019	32,803	36,356
TOTAL ROAD FUEL	millions of litres	46,703	50,840	50,629	50,697	50,326	50,316	42,562	48,161

Source: CPDP

	UNITS	2000	2005	2010	2015	2018	2019	2020	2021
Retail prices of fuel (annual average)									
Unleaded petrol 98	euros/litre	1.11	1.20	1.38	1.42	1.57	1.57	1.42	1.61
Tax as a %	%	69	65	60	61	61	61	65	60
Unleaded petrol 95-E10	euros/litre	-	-	-	1.35	1.48	1.48	1.34	1.53
Tax as a %	%	-	-	-	64	62	62	67	61
Petrol	euros/litre	1.11	1.18	1.35	1.36	1.51	1.51	1.31	1.49
Tax as a %	%	70	67	61	63	62	62	66	60
Diesel	euros/litre	0.85	1.02	1.15	1.15	1.44	1.44	1.26	1.26
Tax as a %	%	62	57	54	59	59	59	65	65

Source: DGEC

► AUTOMOTIVE TAXES AND DUTIES (IN € MILLION)

	2000	2005	2010	2015	2018	2019	2020	2021
Tax on road-use oil products (including VAT)	30,630	32,205	32,324	36,294	42,763	43,070	35,159	40,991
Tax on vehicle registration certificates	1,373	1,623	1,917	2,086	2,326	2,296	2,091	2,163
Automotive insurance tax	3,429	4,057	4,126	4,662	5,102	5,269	5,406	5,540
Road Tax	539	145	0	0	0	0	0	0
Tax on company cars	644	867	992	753	751	768	801	756
Tax based on number of axles	223	205	168	169	102	104	101	101
Fixed rate police and traffic fines	720	1,266	1,255	1,562	1,677	1,578	1,316	1,655
Driver's licence tax	14	4	1	11	10	10	10	10
Regional development tax	442	499	539	555	472	523	459	561
Government royalty	132	154	186	326	348	355	365	362
General tax on polluting activities (TGAP)	-	20	500	600	407	426	345	708
VAT on spending to acquire vehicles (passenger cars)	6,603	7,693	8,171	8,709	10,324	10,886	8,519	9,095
VAT on repairs, maintenance, MoTs and driving licences	4,324	5,898	7,133	8,081	9,568	9,875	9,102	10,426
Automotive taxes and duties (including VAT)	49,073	54,636	57,313	63,809	73,851	75,160	63,675	72,369
of which specific automotive taxation	-	37,200	37,300	40,800	47,900	47,494	42,100	46,600
of which tax on fuels: TICPE and VAT on TICPE	-	28,900	28,200	31,500	38,189	37,594	32,400	36,300
ADDITIONAL INFORMATION IN € MILLION								
Freeway tolls (excl. VAT)	4,457	6,410	8,110	9,390	10,470	10,860	9,000	10,664
Freeway tolls (incl. VAT)	5,330	7,666	9,700	11,268	12,564	13,032	10,800	12,797
Total expense by the APUs (2) for the road	-	15,800	16,500	14,600	14,100	14,300	14,100	14,900

(1) Depending on the agrofuel incorporation rate.

(2) APU: Public administration; total expenditure on transport is equal to current expenditure and investment expenditure; the figure presented may include double counts and is therefore an upper bound.

Sources: Tax Directorate, CCFA, URF, MTE/SDES, Commission des Comptes des Transports de la Nation

USEFUL ADDRESSES

► FRENCH AUTOMOTIVE MANUFACTURERS

Stellantis

2, boulevard de l'Europe
78300 Poissy
Tel.: 01 61 45 45 45
www.stellantis.com/fr

Renault Group

122-122 bis avenue du Général Leclerc
92153 Boulogne Billancourt cedex
Tel.: 01 76 84 50 50
www.renault.com

Renault Trucks

99, route de Lyon
69800 St Priest
Tel.: 04 69 09 60 00
www.renault-trucks.fr

Alpine-Renault

Avenue de Bréauté
76885 Dieppe cedex
Tel.: 01 76 86 31 50
www.alpinecars.com

► AUTOMOTIVE PROFESSIONAL ORGANISATIONS IN FRANCE

Association Française du Gaz Naturel pour Véhicules (AFGNV)

1, rue du Général Leclerc
92800 Puteaux
Tel.: 01 80 21 08 00
www.afgnv.org

Fédération Française de Carrosserie Industries et Services (FFC)

Immeuble Le Cardinet
8, rue Bernard Buffet
75017 PARIS
Tel.: 01 44 29 71 00
www.ffc-carrosserie.org

Chambre Syndicale Internationale de l'Automobile et du Motocycle (CSIAM)

5, square de l'Avenue du Bois
75016 Paris
Tel.: 01 53 64 50 30
www.csiam-fr.org

MOBILIANS

43 bis, route de Vaugirard
CS 80016
92197 Meudon
Tel.: 01 40 99 55 00
www.mobilians.fr

Fédération des Industries d'Équipements pour Véhicules (FIEV)

79, rue Jean-Jacques Rousseau
92158 Suresnes cedex
Tel.: 01 46 25 02 30
www.fiev.fr

Groupement pour l'Amélioration des Liaisons dans l'Automobile (GALIA)

20, rue Barthélémy Danjou
92100 Boulogne-Billancourt
Tel.: 01 41 31 68 68
www.galia.com

Groupement Plasturgie Automobile (GPA)

125, rue Aristide Briand
92300 Levallois
Tel.: 01 44 01 16 38
www.autoplasticgate.com

PFA, Filière automobile et mobilités

2, rue de Presbourg
75008 Paris
Tel.: 01 41 44 94 30
www.pfa-auto.fr

SNLVLD/SESAMILD (Syndicat des Entreprises des Services Automobiles en LLD et des Mobilités)

Immeuble Arc en Ciel
17, rue de la Vanne
92120 Montrouge
Tel.: 01 85 65 11 25
www.sesamild.com

Syndicat des Véhicules de Loisirs (UNI VDL)

3, rue des Cordelières
75013 Paris
Tel.: 01 43 37 86 61
www.univdl.org

Industries et Métiers de la Métallurgie (UIMM)

56, avenue de Wagram
75017 Paris
Tel.: 01 40 54 20 20
www.uimm.fr

Union Routière de France (URF)

9, rue de Berri
75008 Paris
Tel.: 01 44 13 37 17
www.unionroutiere.fr

Union Technique de l'Automobile, du Motocycle et du Cycle (UTAC)

Autodrome de Linas-Monthléry
91310 Linas
Tel.: 01 69 80 17 00
www.utacceram.com

► INTERNATIONAL AUTOMOTIVE ASSOCIATIONS

Association des Constructeurs Européens d'Automobiles (ACEA)

Rond-Point Schuman 6
1040 Bruxelles (Belgique)
Tel.: 00 32 2 732 55 50
www.acea.auto

Organisation Internationale des Constructeurs d'Automobiles (OICA)

4, rue de Berri
75008 Paris
Tel.: 01 43 59 00 13
www.oica.net

► AUTOMOTIVE ASSOCIATIONS IN FRANCE

40 millions d'automobilistes

75 boulevard Marie et Alexandre Oyon
72100 Le Mans
Tel.: 02 43 50 06 30
www.40millionsdautomobilistes.com

ACA - Automobile Club Association

Siège : 38, avenue du Rhin
67027 Strasbourg Cedex
Tel.: 09 70 40 11 11
Bureau parisien : 9 rue d'Artois
75008 Paris
Tel.: 01 40 55 43 00
www.automobileclub.org

Fédération Française du Sport Automobile (FFSA)

32, avenue de New-York
75781 Paris Cedex 16
Tel.: 01 44 30 24 00
www.ffa.org

Association Prévention Routière

33, rue de Mogador
75009 Paris
Tel.: 01 44 15 27 00
www.preventionroutiere.asso.fr

Société des Ingénieurs de l'Automobile (SIA)

79, rue Jean-Jacques Rousseau
92158 Suresnes cedex
Tel.: 01 41 44 93 70
www.sia.fr

AUTOMOTIVE INDUSTRY RESEARCH ORGANISATIONS IN FRANCE

Association pour le développement du transport et de la mobilité électriques France (AVERE France)

5, rue Helder
75009 Paris
Tel.: 01 53 25 00 60
www.avere-france.org

Groupe d'Etudes et de Recherches Permanent sur l'Industrie et les Salariés de l'Automobile (GERPISA)

4, avenue des Sciences,
91190 Gif-sur-Yvette
Tel.: 01 47 40 59 50
www.gerpisa.org

ID4CAR

Technocampus Composites
Chemin du Chaffault - ZI du Chaffault
44340 Bouguenais
Tel.: 02 28 44 36 50
www.id4car.org

IFP Énergies nouvelles (IFPEN)

1 & 4, avenue de Bois Préau
92852 Reuil Malmaison Cedex
Tel.: 01 47 52 60 00
www.ifpenergiesnouvelles.fr

Institut Français des Sciences et Technologies des Transports, de l'Aménagement et des Réseaux (IFSTTAR)

Siège de l'IFSTTAR
14-20, boulevard Newton
Cité Descartes, Champs sur Marne
77447 Marne la vallée Cedex 2
Tel.: 01 81 66 80 00
www.ifstar.fr

CARA

1, boulevard Edmond Michelet
69008 Lyon
Tel.: 04 51 08 40 20
www.cara.eu

Next move

Head office – Site de Rouen office
Innovapôle 76
50, rue Ettore Bugatti
76800 Saint-Etienne du Rouvray
Tel.: 02 35 65 78 17
www.nextmove.fr

Pôle Véhicule du Futur

Head office : Centre d'affaires Technoland
15, rue Armand Japy
25461 Etupes Cedex
Secrétariat Général : Technopole de Mulhouse
40, rue Marc Seguin
68060 Mulhouse Cedex
Tel.: 03 89 32 76 44
www.vehiculedefutur.com

The CCFA provides statistics and information on the automotive world, available on its website www.ccfa.fr
Contact: ecostats@ccfa.fr

