

The letter Q4



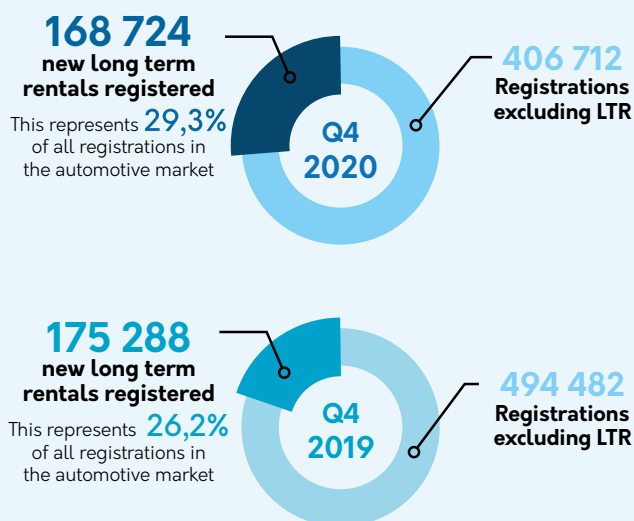
The Long Term rental market
4th quarter 2020

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FIGURES

LIGHT VEHICLES REGISTRATIONS (VP+VU) TOTAL MARKET VS LTR MARKET



LTR COMPANIES'S CARS REGISTRATIONS



60,4%

of company vehicles⁽¹⁾
are registered
under LTR

(1) Excluding short-term rentals, demonstration vehicles, self-registration.

1 | Global automotive market

THE AUTOMOBILE MARKET IN DECLINE

Light vehicles (passenger cars & light commercial vehicles of -3.5t): The automobile market declined sharply in the fourth quarter of 2020, with a 14.1% decline compared with the same period in 2019 (575,436 registrations compared with 669,770 in the fourth quarter of 2019).

Passenger cars (PCs): The passenger car market was affected by a significant 15.6% decline in registrations (483,423 registrations compared with 572,944 in 2019). The business market (AUT-STE channel) passenger cars accounted for 28.6% of sales, with 138,153 registrations. The fiscal market follows the market trend and is down 18.2% compared with the fourth quarter of 2019 with 17,660 registrations compared with 21,599 in 2019.

Light Commercial Vehicles (LCV): This is the market that resists best, with 74,353 registrations, a moderate decrease of 1.2% compared to Q4 2019 (75,227 registrations).

Light vehicle energy: the number of registrations of vehicles running on alternative energies stood at 350,019, representing 25% of registrations (compared with only 8.6% in Q4 2019). **There are 77,826 registrations of electric and plug-in hybrid vehicles, representing 13% of total registrations.** This represents the best performance since the launch of these new engines. Gasoline registrations stood at 205,828 (35.8% of total registrations) and Diesel at 225,447 (39.2% of total registrations). At last, there were 6,477 registrations for other energies (hydrogen, etc.). Various factors are at the origin of this trend: greening of fleets, ecological bonus, introduction of the CAFE standard, etc.

Electric vehicle registrations tripled compared to the same quarter of the previous year to represent 7.5% of the market share (compared to 2.1% in Q4 2019), reaching 43,289 this quarter.

2 | The long-term rental (LTR) market

COMPARED TO THE OVERALL AUTOMOBILE MARKET, THE LLD MARKET IS FIT.

The LTR market recorded a 3.7% decline in the number of vehicles compared to the same quarter of 2019, a smaller decline than the rest of the automotive market.

Its performance remains better than that of the automotive market as a whole: +21.2% compared to Q3 2020, with 168,724 LTR registrations. The share of LTR sector in the corporate market (AUT-STE channel) stands at 60.4% of the registrations.

LTR vehicles thus represent 29.3% of total automotive market sales against 26.2% in 2019 (+ 3.1 percentage points).

Compared to the previous quarter, the passenger car segment of the LTR market performed, with 132,276 registrations in Q4 2020. Indeed, there was a 21.3% increase (109,016 registrations) in passenger cars. The service vehicles segment followed the trend with 11,391 registrations in Q4 2020.

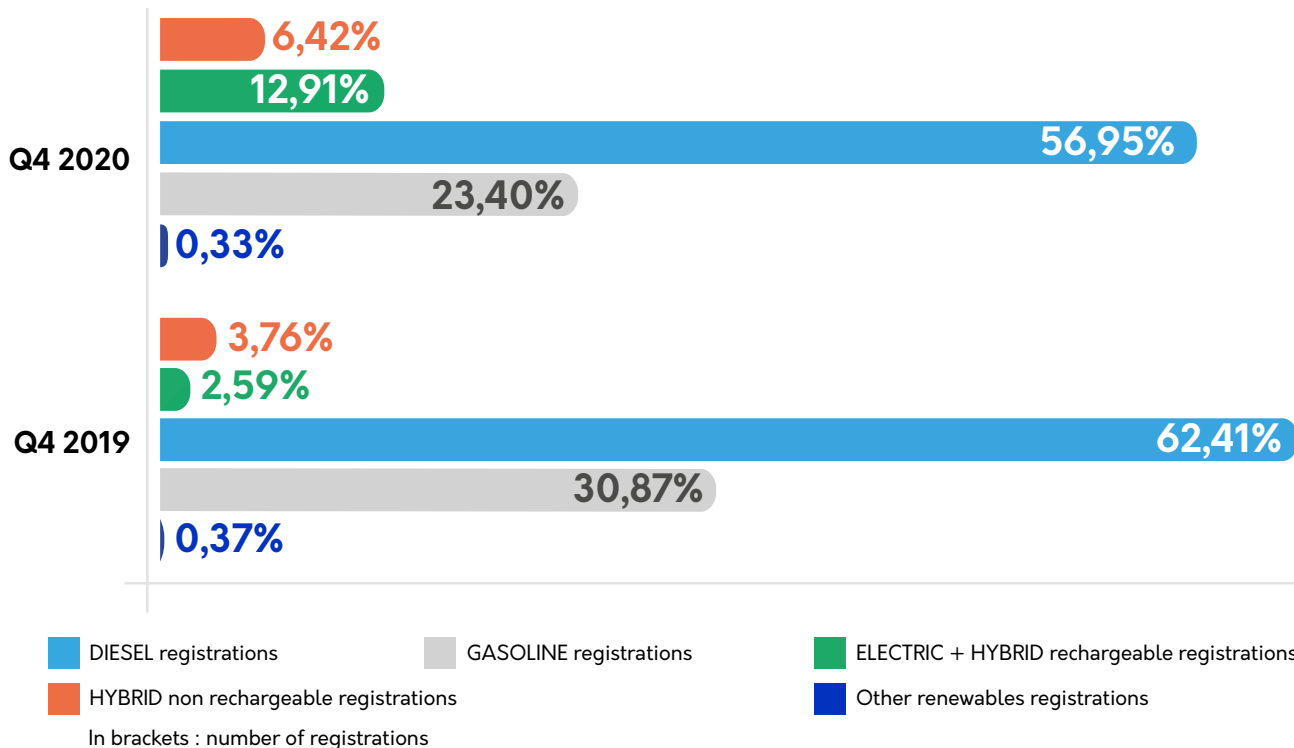
LCV LTR registrations are well above the rest of the car market. This pre-eminence is validated by an increase of 6.2% compared to 2019 in a generally declining automotive market.



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Source : Dataneo
Data Car Intelligence

3 | The energy mix of long-term rental vehicles



SHARP DECLINE IN COMBUSTION ENGINES

Gasoline vehicle registrations in LTR declined significantly and their share decreased by 7.5 percentage points compared to the same quarter of the previous year. Only 23.4% of gasoline’s LVs registered in LTR are running down in Q4 2020, compared to 30.9% in the same period in 2019.

Same trend for Diesel vehicles: only 57% of light Diesel vehicles registered in LTR in Q4 2020, compared to 62.4% in Q4 2019.



ACCELERATING THE EVOLUTION OF THE ENERGY MIX

The share of vehicles running on alternative energies is increasing significantly in the LTR fleets, since they represent approximately 19.6% of registrations in Q4 2020. The greening of fleets is accelerating with an exceptional growth in so-called “clean” vehicles.

In detail, it can be seen that electric registrations in long-term rental fleets have increased almost fourfold and rechargeable hybrids have increased more than sixfold, with 21,780 electric and rechargeable hybrid vehicle registrations representing 12.9% of all long-term rental vehicle.

FOCUS ON CO2: THE LTR IS MORE VIRTUOUS THAN THE GLOBAL AUTOMOBILE MARKET

The CO2 emissions of vehicles registered in long-term rental are lower than those of the global market.

The average CO2 emissions of vehicles registered in long-term contracts remain lower than those of the French automobile market. The average CO2 rate in Q4 2020 is 129.6 g/CO2 per km, compared to 132.4 g/CO2 per km for the rest of the market. This is 2.1% emissions less than the rest of the automobile market.

Source : **Dataneo**
Data Car Intelligence

Sesamlld Organisation :

An employers’ organization representing the profession of long-term car rental companies, Sesamlld was created in 1978 under the name SNLVLD. Sesamlld’s members represent 92,5% of the sector’s activity in France. The long-term rental of vehicles (passenger cars and commercial vehicles) has established its legitimacy in the corporate sector, since it provides a flexible solution to the organisational and management needs of companies. It provides significant support to the automotive industry.

4 | The top 10 vehicles in LTR



PASSENGER CAR . TOP 10



Q4 2020 Remind Q4 2019

1	RENAULT CLIO	RENAULT CLIO
2	PEUGEOT 208	PEUGEOT 3008
3	CITROEN C3	CITROEN C3
4	PEUGEOT 3008	PEUGEOT 208
5	PEUGEOT 2008	RENAULT MEGANE
6	RENAULT CAPTUR	RENAULT CAPTUR
7	RENAULT KADJAR	PEUGEOT 5008
8	PEUGEOT 5008	RENAULT KADJAR
9	PEUGEOT 308	PEUGEOT 308
10	RENAULT MEGANE	VOLKSWAGEN TIGUAN

LIGHT COMMERCIAL VEHICLE . TOP 10



Q4 2020 Remind Q4 2019

1	RENAULT KANGOO	RENAULT KANGOO
2	CITROEN BERLINGO	CITROEN BERLINGO
3	CITROEN JUMPY	PEUGEOT PARTNER
4	PEUGEOT PARTNER	RENAULT TRAFIC
5	RENAULT TRAFIC	CITROEN JUMPY
6	PEUGEOT EXPERT	PEUGEOT EXPERT
7	MERCEDES VITO	VOLKSWAGEN TRANSPORTER
8	PEUGEOT BOXER	MERCEDES VITO
9	VOLKSWAGEN TRANSPORTER	FORD TRANSIT
10	FORD TRANSIT	RENAULT MASTER



Source : **Dataneo**
Data Car Intelligence

Associated members



5 | Long term rental data (Sesamlld members data)

1 954 826
TOTAL MANAGED STOCK

LONG TERM VEHICLES REGISTERED



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
31.12.19	1 455 195	+1,2%	+5,7%	+5,7%
31.03.20	1 450 637	-0,3%	-0,3%	+4,6%
30.06.20	1 457 917	+0,5%	+0,2%	+2,9%
30.09.20	1 477 490	+1,3%	+1,5%	+2,8%
31.12.20	1 486 471	+0,6%	+2,1%	+2,1%

LTR STOCK MANAGED



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
31.12.19	1 912 269	+1,3%	+6%	+6%
31.03.20	1 914 414	+0,1%	+0,1%	+4,9%
30.06.20	1 917 576	+0,2%	+0,3%	+2,6%
30.09.20	1 941 310	+1,2%	+1,5%	+2,8%
31.12.20	1 954 826	+0,7%	+2,2%	+2,2%

FLEET MANAGEMENT



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
31.12.19	457 074	+1,6%	+7,3%	+7,3%
31.03.20	463 777	+1,4%	+1,4%	+5,7%
30.06.20	459 659	-0,9%	+0,6%	+1,7%
30.09.20	463 820	+0,9%	+1,5%	+3,1%
31.12.20	468 355	+1%	+2,5%	+2,5%

Sesamlld members represent 91% of the global market

91%

Source :  Sesamlld

Members

