

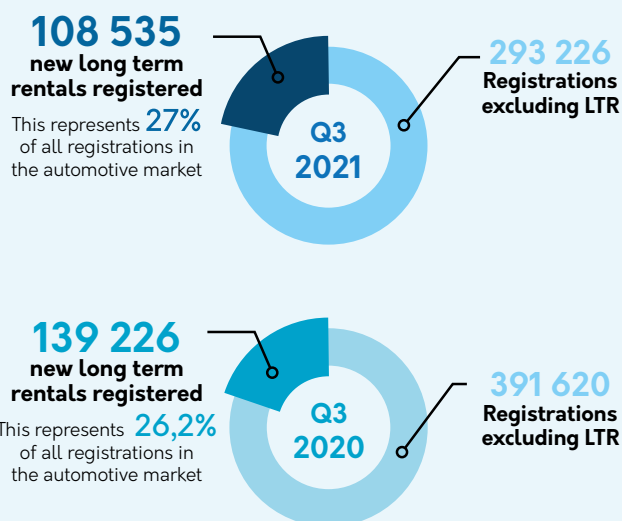
The letter Q3

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FIGURES

LIGHT VEHICLES REGISTRATIONS TOTAL MARKET VS LTR MARKET



LTR COMPANIES'S CARS REGISTRATIONS



58,1%
of company vehicles⁽¹⁾
are registered
under LTR

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

1 | The global automotive market

THE ENTIRE AUTOMOTIVE MARKET DOWN

Light vehicles (passenger cars & light commercial vehicles of ≤ 3,5t) : The shortage of semi-components is having a negative impact on the automotive industry as a whole. One of the consequences of this crisis is that some manufacturers are no longer able to supply vehicles, thus causing increasing production losses. It is therefore not surprising that in the third quarter of 2021, **vehicle registrations fell by 24.3%** to 402 072 compared with 531 046 in the same period in 2020. With 144 495 registrations, the business market (AUT-STE channel) represents 35.9% of sales.

Passenger cars (PC) : The passenger car market is following the trend with a 25.1% decline (337 616 registrations compared to 450 922 in 2020). Manufacturers are not able to respond immediately to the significant demand. Queues are getting longer, reaching, at best, more than 6 months for the most popular cars. Some manufacturers say that order books are the highest they have been in 15 years.

Company cars¹ (CC) market has not escaped the economic situation and is down 20% compared to Q3 2020, with 12,262 registrations compared to 15 334 in 2020.

Light Commercial Vehicles (LCV) : Less affected than the passenger car market, the market is down 19.4% compared to Q3 2020 (52 194 registrations versus 64 790 in 2020).

Light vehicle energy : For the first time, the 131 134 registrations of electric and hybrid vehicles exceeded the 120 316 of diesel vehicles, which is a significant number. Among the registrations of «green» vehicles, there are 66 741 electric and rechargeable hybrids and 64 393 non-rechargeable hybrids. Vehicles with alternative engines (LPG, natural gas, etc.) continue to make inroads with 14 693 registrations, or 3.6% of the total in Q3 2021; that's nearly four times more than a year ago. Gasoline registrations are at 135 929, occupying a 33.8% niche of total registrations; this energy evolution is catalyzed by the decrease in volume of the automotive market. The various regulations in force are also an important variable in this evolution.

¹ Company Cars refers to passenger cars (PC) transformed into light commercial (LCV) vehicles by keeping only two seats in the front. This allows a tax advantage but must respect different obligations such as: the removal of the rear seats, the installation of securing points etc.

2 | The long-term rental (LTR) market

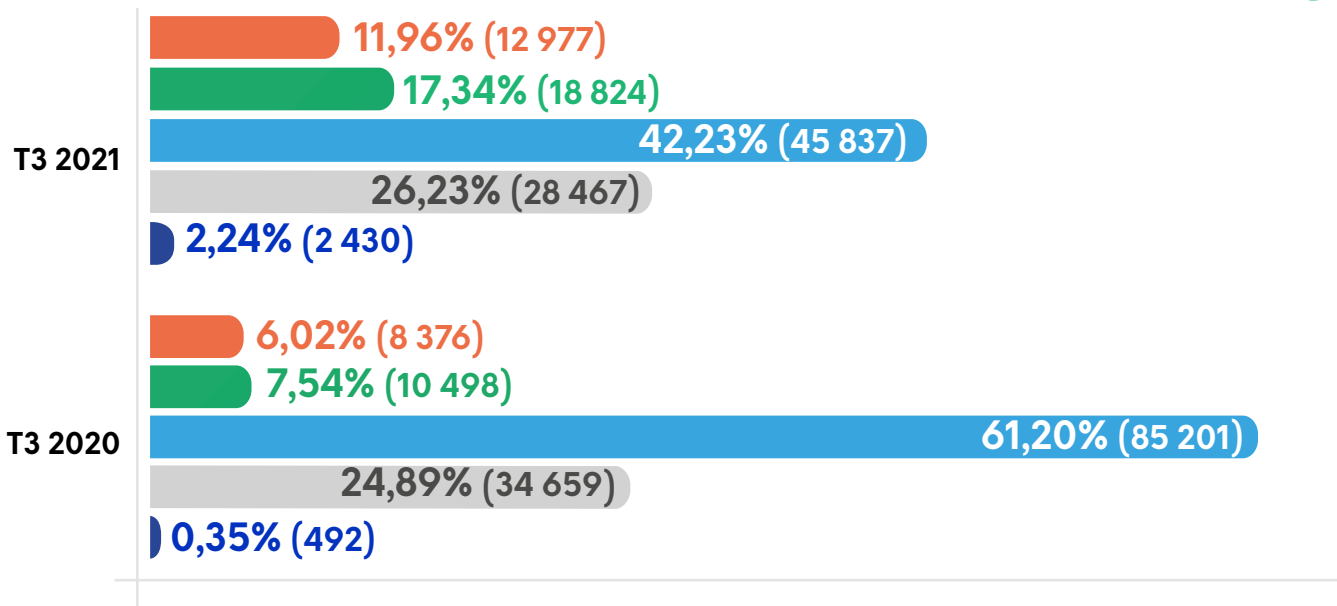
WITHIN THE OVERALL AUTOMOTIVE MARKET, LTR REMAINS DOMINANT

Long-term rental registrations are gaining market share, with 27% of registrations compared with 26.2% in Q3 2020, demonstrating a greater dynamism than the rest of the automotive market. The share of LTR to companies (AUT-STE channel) stands at 58.1% of corporate vehicle registrations.

However, the sector is suffering, in line with the overall market, with a 22% decline this quarter. 108 535 new registrations were recorded compared to 139 226 in the same period in 2020

With 86 711 registrations in this Q3 2021, the PC segment is representative of the leasing market, which is suffering a 20.5% drop in PC registrations compared to 2020 (109 016 registrations). PCs are following the trend with 6 933 registrations this quarter. The LDV market is also seeing a marked decline in LCV registrations with 14 891 registrations, a 29% decrease compared to Q3 2020.

3 | The energy mix of vehicles in LTR



- DIESEL registrations
- GASOLINE registrations
- ELECTRIC + HYBRID rechargeable registrations
- HYBRID non rechargeable registrations
- Other renewables registrations

In brackets : number of registrations

Nature of LTR market

INCREASE IN HYBRID VEHICLE REGISTRATIONS

The change in the energy mix of newly registered vehicles is accentuated by the drop in registrations in volume. For the first time, the share of electric and hybrid vehicles (29.3%) exceeds the share of gasoline vehicles (26.23%). Despite this, the share of gasoline vehicles is up slightly by 1.3 percentage points with 28 467 light vehicles registered under full LTR in Q3 2021. Making up 17.3% of registrations this quarter, the share of electric and plug-in hybrid vehicles is up significantly to 18 824 units. Plug-in hybrid registrations are playing a major role in fleet growth, increasing nearly by five times to 11 758, compared with only 7 066 for electric vehicles.

ACCELERATING THE EVOLUTION OF THE ENERGY MIX

Historic! The share of diesel vehicle registrations in LTR decreases by almost 20 percentage points compared to the same quarter of the previous year. In Q3 2021, only 42.23% of registered vehicles run on diesel, compared to 61.2% over the same period in 2020. The share of LCVs running on other energies is also doing well, with 2.2% of registrations in the quarter, or 2 430 vehicles.



FOCUS CO2 : THE LTR CLOSE TO THE GLOBAL CAR MARKET

CO2 emissions from LTR vehicles are slightly lower than the overall market.

The average CO2 emissions of vehicles registered in long-term rental is lower than that of the French automobile market. The average CO2 rate in the third quarter of 2021 was 111.6 g/CO2 per km for long-term rental, compared with 113.6 g/CO2 per km for the rest of the market. This represents an average of 1.8% fewer emissions than for the rest of the automotive market, which can be explained in particular by the transformation of the energies of long-term rental fleets towards new engines (plug-in hybrids).

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 91,5% 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



Q3 2021 Remind Q3 2020

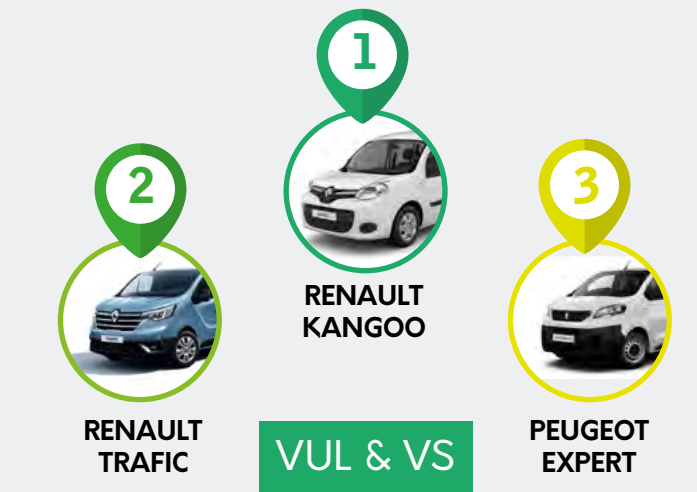
1	RENAULT CLIO	RENAULT CLIO
2	CITROEN C3	PEUGEOT 208
3	PEUGEOT 2008	PEUGEOT 3008
4	PEUGEOT 208	CITROEN C3
5	PEUGEOT 3008	PEUGEOT 2008
6	RENAULT CAPTUR	RENAULT CAPTUR
7	PEUGEOT 5008	RENAULT MEGANE
8	HYUNDAI TUCSON	RENAULT KADJAR
9	VOLKSWAGEN TIGUAN	RENAULT TWINGO
10	CITROEN C5	MERCEDES CLASSE A

LIGHT COMMERCIAL VEHICLE . TOP 10



Q3 2021 Remind Q3 2020

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



Source : **Dataneo**
Data Car Intelligence

Associated members



5 | Long The LTR in figures (Sesamlld Members data)

1 923 364
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
30.09.20	1 477 490	+1,3%	+1,5%	+2,8%
31.12.20	1 486 471	+0,6%	+2,1%	+2,1%
31.03.21	1 480 412	-0,4%	-0,4%	+2,1%
31.06.21	1 490 096	+0,7%	+0,2%	+2,2%
30.09.21	1 518 569	+1,9%	+2,2%	+2,8%

LTR STOCK MANAGED



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
30.09.20	1 941 310	+1,2%	+1,5%	+2,8%
31.12.20	1 954 826	+0,7%	+2,2%	+2,2%
31.03.21	1 947 402	-0,4%	-0,4%	+1,7%
31.06.21	1 961 281	+0,7%	+0,3%	+2,3%
30.09.21	1 923 364	-1,9%	-1,6%	-1,2%

FLEET MANAGEMENT



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
30.09.20	463 820	+0,9%	+1,5%	+3,1%
31.12.20	468 355	+1%	+2,5%	+2,5%
31.03.21	466 990	-0,3%	-0,3%	+0,7%
31.06.21	471 185	+0,9%	+0,6%	+2,5%
30.09.21	404 795	-14,1%	-13,5%	-13,2%

Sesamlld members represent 91,5 % of the global market

91,5%

Source :  Sesamlld

Members



ALPHABET



ARVAL PARTNERS

PUBLIC LLD

