

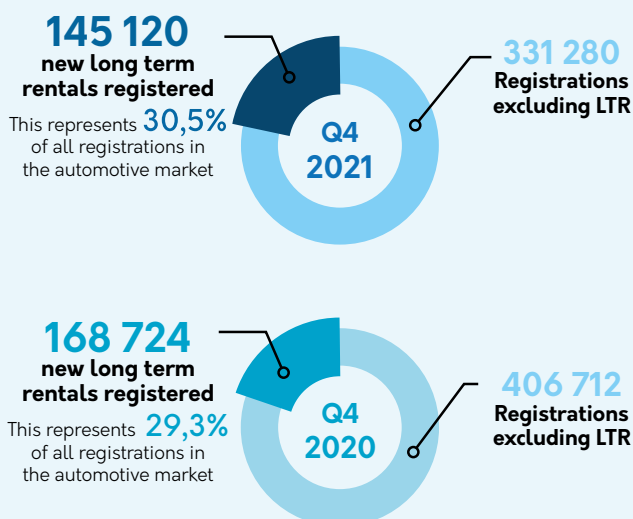
The letter Q4

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FIGURES

LIGHT VEHICLES REGISTRATIONS TOTAL MARKET VS LTR MARKET



LTR COMPANIES'S CARS REGISTRATIONS



61%
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 automotive industry as a whole is being affected by the semiconductor crisis. Among the consequences of this crisis, two are noteworthy: the shortage of supply from certain manufacturers and the delay of registrations due to the extension of delivery times. Pending the hoped-for rebound, **registrations fell by 17.2% in Q4 2021**, to 476 400 units compared with 575 436 in the same period in 2020. With 181 433 registrations, the business market (AUT-STE channel) accounts for 38.1% of sales.

Passenger Car (PC) : The passenger car market, which is sensitive to the economic situation, is down 17.5% (398 640 registrations compared with 483 423 in 2020). Manufacturers are not in a position to respond immediately to the significant demand. Delivery times are getting longer, reaching between 3 and 9 months depending on the model and manufacturer. Some manufacturers say that order books have not been this high for 15 years.

Company cars (CC)¹ market escaped the trend and fell by only 7.2% compared to Q4 2020, with 16 389 registrations versus 17 660 in 2020.

Light Commercial Vehicles (LCV) : As for the passenger car market, it is down 17.5% compared to Q4 2020 (61 371 registrations versus 74 353 in 2020). Light vehicle energy : 1 in 5 new vehicles is electric or plug-in hybrid compared to only 1 in 7 in Q4 2020. Of these "green" vehicle registrations, there are 97 987 electric and plug-in hybrids, more than the 72 697 non-plug-in hybrids.

Alternative-powered vehicles (E85, LPG, natural gas, etc.) continue to make inroads with 15 654 registrations, or 3.3% of the total in Q4 2021; that's nearly three times more than a year ago. Gasoline registrations reached 152 058, representing 31.9% of total registrations; this energy trend is driven by the decline in the volume of the automotive market. The various regulations in force are also an important variable in this development.

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 CONTINUE ITS RISE

Operational leasing registrations are gaining market share, with 30.5% of registrations compared with 29.3% in Q4 2020, showing better dynamism than the rest of the automotive market.

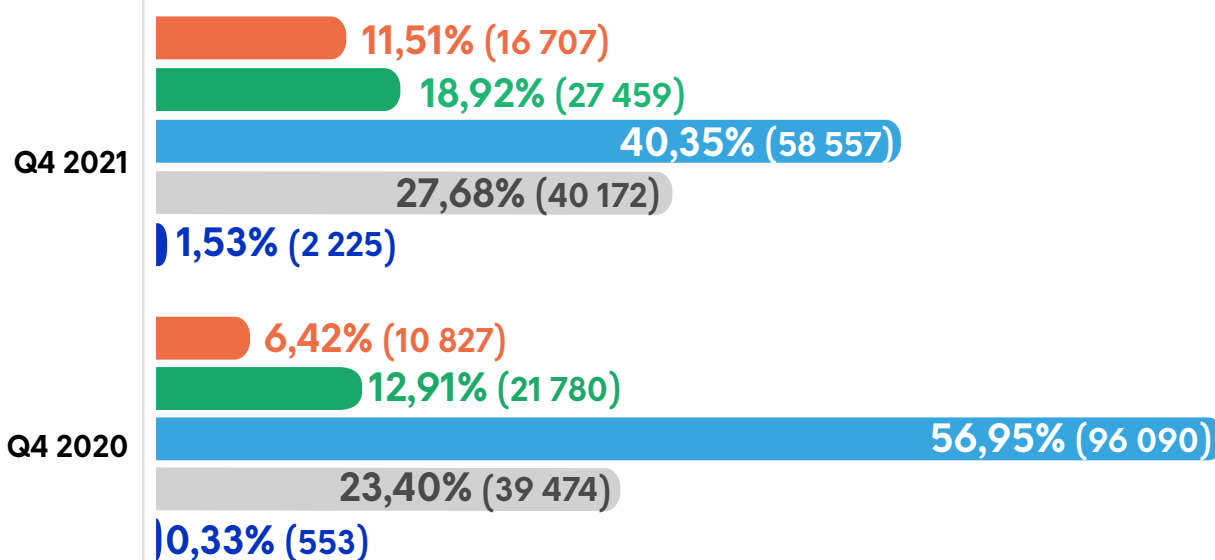
The share of leasing to businesses (AUT-STE channel) stands at 61% of business vehicle registrations.

In a struggling global market, the operational leasing sector has also been affected, with a 14% decline in the quarter. 145 120 new registrations in the LTR sector compared to 168 724 in the same period in 2020.

With 115 703 registrations in this Q4 2021, the PC segment is representative of the leasing market, which is suffering a 12.5% drop in PC registrations compared to 2020 (132 276 registrations). The CC market follows the trend with 10 225 registrations this quarter.

The LCV market is also seeing a marked decline in LCV registrations with **19 192 registrations, a 23.4% decrease compared to Q4 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

DEVELOPMENT OF HYBRID VEHICLE REGISTRATIONS

The change in the energy mix of newly registered vehicles is accentuated by the drop in registrations in volume. Plug-in hybrids are in high demand among rental companies' customers and represent 11.2% of new rented vehicles. As a result, the share of electric and plug-in hybrid vehicles rose significantly to 27 459 units, representing 18.9% of registrations this quarter. Despite this, the share of gasoline-powered vehicles is up slightly by 4.3 percentage points with 40 172 light vehicles registered under full service LTR in Q4 2021.

ACCELERATING THE EVOLUTION OF THE ENERGY MIX

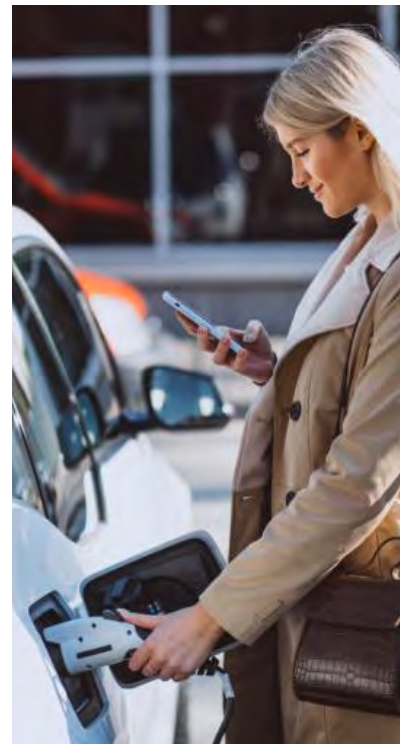
As a result of legislation, the share of diesel vehicles is declining to 40.3% of registrations (57% in 2020), i.e. nearly 30 000 fewer diesel vehicles than in Q4 2020. The emergence of alternative energy vehicles (E85, hydrogen, NGVs, etc.) also remains strong, representing 1.5% of registrations, compared with 0.3% in 2020.

FOCUS CO2 : THE LTR CLOSE TO THE GLOBAL CAR MARKET

CO2 emissions from vehicles registered in long-term rental are lower than the overall market.

The average CO2 emissions of vehicles registered under long-term rental is lower than that of the French automobile market in the whole. Excluding electric vehicles, the average CO2 rate in the 4th quarter of 2021 was 121.7 g/CO2 per km for long-term rental, compared with 126.6 g/CO2 per km for the rest of the market.

This represents an average of 4% fewer emissions than for the rest of the automotive market, which can be explained in particular by the transformation of the energies of the LTR fleets, which give preference to new engines, particularly plug-in hybrids. Also, we note that thermal long term rental vehicles have lower CO2 emissions than those being owned or otherwise financed (financial leasing, etc.)



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



Q4 2021

Remind Q4 2020

Rank	Q4 2021	Remind Q4 2020
1	RENAULT CLIO	RENAULT CLIO
2	PEUGEOT 2008	PEUGEOT 2008
3	CITROEN C3	CITROEN C3
4	PEUGEOT 208	PEUGEOT 3008
5	PEUGEOT 3008	PEUGEOT 2008
6	RENAULT MEGANE	RENAULT CAPTUR
7	RENAULT CAPTUR	RENAULT KADJAR
8	RENAULT KADJAR	PEUGEOT 5008
9	PEUGEOT 5008	PEUGEOT 308
10	MERCEDES CLASSE A	RENAULT MEGANE

LIGHT COMMERCIAL VEHICLE . TOP 10



Q4 2021

Remind Q4 2020

Rank	Q4 2021	Remind Q4 2020
1	RENAULT KANGOO	RENAULT KANGOO
2	CITROEN BERLINGO	CITROEN BERLINGO
3	PEUGEOT PARTNER	CITROEN JUMPY
4	RENAULT EXPERT	PEUGEOT PARTNER
5	RENAULT EXPRESS VAN	RENAULT TRAFIC
6	CITROEN JUMPY	PEUGEOT EXPERT
7	RENAULT TRAFIC	MERCEDES VITO
8	PEUGEOT BOXER	PEUGEOT BOXER
9	VOLKSWAGEN TRANSPORTER	VOLKSWAGEN TRANSPORTER
10	CITROEN JUMPER	FORD TRANSIT



Source : **Dataneo**
Data Car Intelligence

Associated members



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

1 932 535
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
31.12.20	1 486 471	+0,6%	+2,1%	+2,1%
31.03.20	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%
31.12.21	1 526 048	+1,8%	+2,7%	+2,7%

LTR STOCK MANAGED



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
31.12.20	1 954 826	+0,7%	+2,2%	+2,2%
31.03.20	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%
31.12.21	1 932 535	+0,5%	-1,1%	-1,1%

FLEET MANAGEMENT



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months
31.12.20	468 355	+1%	+2,5%	+2,5%
31.03.20	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%
31.12.21	406 487	+0,4%	-13,2%	-13,2%

Sesamlld members represent 92 % of the global market

92%

Source :  Sesamlld

Members



ALPHABET



ARVAL PARTNERS

PUBLIC LLD

