

The letter Q1



Sesamlld

SERVICES AUTOMOBILES & MOBILITÉS

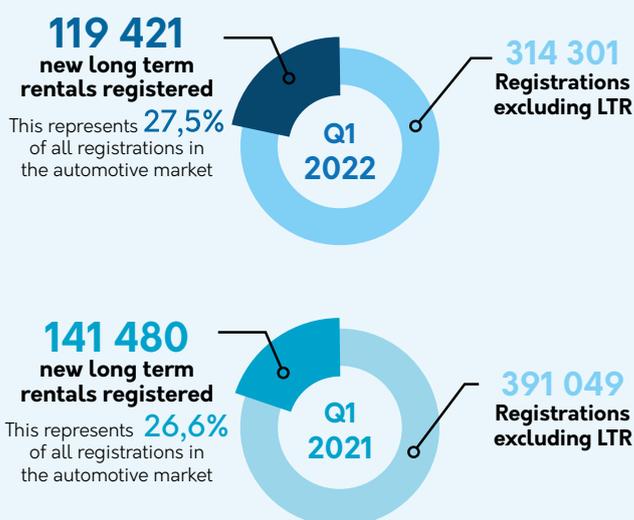
The Long Term rental market
1st quarter 2022

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FIGURES

LIGHT VEHICLES REGISTRATIONS TOTAL MARKET VS LTR MARKET



LTR COMPANIES'S CARS REGISTRATIONS



58%

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) : In contrast to other industries, automotive activity is declining to a historically low level. In the first quarter of 2022, **registrations were down 18.6%** compared with the same period in 2021 (433 722 registrations, compared with 532 529 in the first quarter of 2021). The level is thus equivalent to that of 2020, when the latter was penalized by the closure of dealerships in mid-March. In fact, there were 432 695 registrations in Q1 2020, a difference of only 0.2% more than this quarter 2022.

Passenger Car (PC) : The passenger car market follows the trend with a 17.3% decrease in registrations (365 365 registrations versus 441 809 in 2021). The corporate market represents 28.2% of sales, or 103,106 registrations.

Company cars (CC) : This market is suffering from the economic downturn and is down 25.8% compared to Q1 2021, with 14 272 registrations compared to 19 236 in 2021.

Light Commercial Vehicles (LCV) : The LCV segment is down 24.3% compared to Q1 2021, with 54 085 registrations versus 71 484.

Light vehicle energy : New vehicles (NV) engines are continuing their transformation. There were 75 908 registrations of electric and plug-in hybrid vehicles, representing 17.5% of total registrations (+5.4 points compared to Q1 2021). Registrations of vehicles with alternative engines (LPG, natural gas, etc.) are emerging with 19 773 registrations, or 4.5% of the total in Q1 2021.

This growth is explained in particular by the development of the offer of vehicles fuelled by superethanol, which represents 1.4% of new vehicles this quarter, or 6 126 registrations. Gasoline vehicles lost 3.3 points with 146 100 registrations (or 33.7% of total registrations) and diesel vehicles dropped 8.4 points with 27% of total registrations, or 117 030 new units.) Various economic and regulatory factors are behind this trend: shortage of semiconductors, extension of the ecological bonus, introduction of the CAFE standard, etc.

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

DESPITE A SIGNIFICANT DECLINE,
LLD IS GAINING MARKET SHARE

Although slightly less significant than the rest of the automotive market, the decline in the LTR market remains important, with 16% fewer new registrations than in the same quarter in 2021.

The first quarter was down with 119 421 new registrations in the LTR market, or 27.5% of all registrations in the automotive market. The share of LTR to companies stands at 58% of all company vehicle registrations.

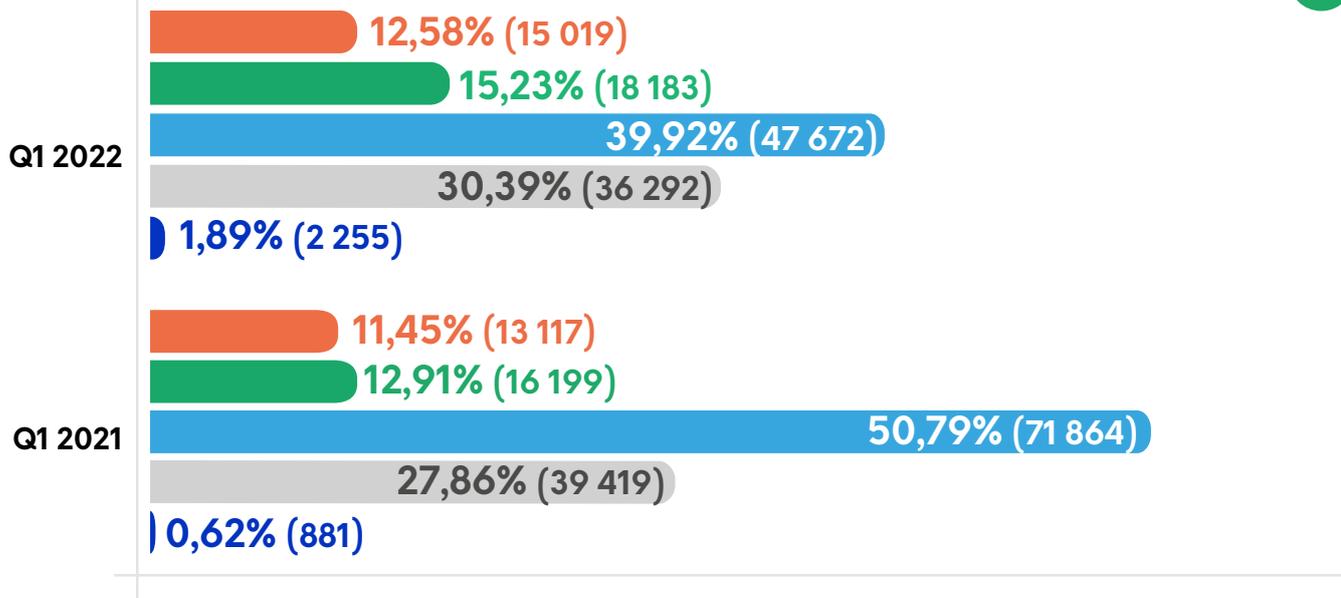
The number of vehicles registered under operational lease continues to grow, gaining 0.9 percentage points to 27.5% of total vehicle sales, up from 26.6% in 2021.

With 94 361 registrations in this Q1 2022, the PC segment is underperforming, with a 13.2% drop compared to the previous quarter (108 787 registrations). LCVs are following the trend with 8 804 registrations this quarter, a drop of 28.3%.

LCV LTR has been hit, with a -20.4% drop compared to Q1 2021, i.e. 16 256 registrations, for this Q1 2022.

Source : **DataneO**
Data Car Intelligence

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

CLEAR DECLINE IN THERMAL ENGINES

The share of gasoline vehicles is up slightly: 30.4 percent of light vehicles registered in Q1 2022 are gasoline vehicles, up from 27.8 percent in Q1 2021.

The share of diesel vehicle registrations is down 10.9 percentage points from the same quarter a year ago. The drop continues since a year ago, it was already 10.8 percentage points. A total of 39.9% of all vehicles registered for operational lease will run on diesel in Q1 2022, compared to 50.8% in the same period in 2021.

A CONSTANTLY EVOLUTION OF THE ENERGY MIX

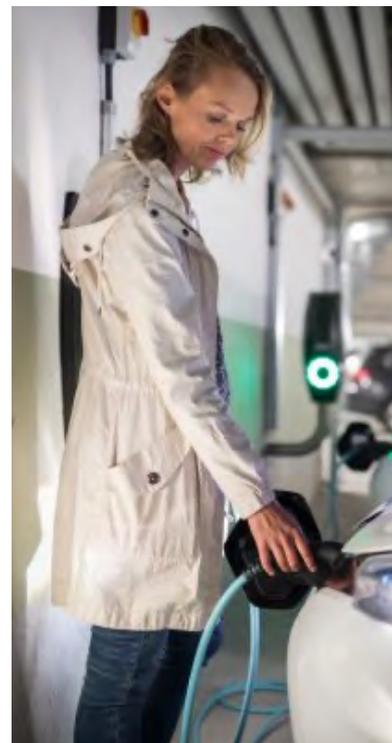
The transformation of fleets through the decline in the share of diesel vehicles is giving way to an increase in vehicles with alternative engines. With 15.2% of registrations in Q1 2022, the share of electric vehicles and plug-in hybrids is increasing significantly in the operational leased fleet, since in Q1 2021, these vehicles represented 11.4% of new vehicles.

In detail, plug-in hybrid registrations are stable, while electric vehicles are declining.

The share of vehicles powered by other energies (LPG, natural gas, etc.) is clearly on the rise, with 2 255 new registrations under LTR, representing 1.9% of all new vehicle registrations, nearly three times more than in Q1 2021. This growth is mainly due to the development of the superethanol vehicle offer.

FOCUS CO2 : THE LTR CLOSE TO THE GLOBAL CAR MARKET

The average CO2 emissions of vehicles registered in long-term rental is higher than that of the French automobile market. The average CO2 rate in the first quarter of 2022 was 135.3 g/CO2 per km, compared with 126.7 g/CO2 per km for the rest of the automotive market. This represents an average of 6.8% more emissions than for the rest of the automotive market, which can be explained in particular by the shift in the energy mix of rented vehicles from diesel to gasoline.

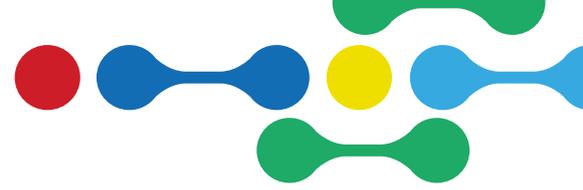


Source : **Dataneo**
Data Car Intelligence

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



Q1 2022 Remind Q1 2021

1	PEUGEOT 208	RENAULT CLIO
2	CITROEN C3	PEUGEOT 208
3	RENAULT CLIO	CITROEN C3
4	PEUGEOT 3008	PEUGEOT 2008
5	PEUGEOT 2008	PEUGEOT 3008
6	RENAULT CAPTUR	RENAULT CAPTUR
7	PEUGEOT 308	RENAULT MEGANE
8	PEUGEOT 5008	PEUGEOT 5008
9	RENAULT MEGANE BERLINE	PEUGEOT 308
10	RENAULT ARKANA	RENAULT TWINGO

LIGHT COMMERCIAL VEHICLE . TOP 10



Q1 2022 Remind Q1 2021

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



Associated members

Source : **Datano**
Data Car Intelligence



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

1 835 361
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 (Q1 2022/Q1 2021)
31.03.21	1 494 766	-0,4%	-0,4%	2,1%
30.06.21	1 504 450	0,6%	0,2%	2,2%
30.09.21	1 533 103	1,9%	2,2%	2,7%
31.12.21	1 540 402	0,5%	2,6%	2,6%
31.03.22	1 545 440	0,3%	0,3%	3,4%

LTR STOCK MANAGED



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months (Q1 2022/Q1 2021)
31.03.21	1 842 532	-0,4%	-0,4%	1,7%
30.06.21	1 856 411	0,8%	0,3%	2,1%
30.09.21	1 818 674	-2,0%	-1,7%	-1,3%
31.12.21	1 827 665	0,5%	-1,2%	-1,2%
31.03.22	1 835 361	0,4%	0,4%	-0,4%

FLEET MANAGEMENT



	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months (Q1 2022/Q1 2021)
31.03.21	347 766	-0,3%	-0,3%	0,7%
30.06.21	351 961	1,2%	0,8%	2,5%
30.09.21	285 571	-18,9%	-18,2%	-17,7%
31.12.21	287 263	0,6%	-17,7%	-17,7%
31.03.22	289 921	0,9%	0,9%	-16,6%

Sesamlld members represent 91 % of the global market

91%

Source :  Sesamlld

Members



6 | A new Associate Member joins the SesamIld ecosystem



PS Team France

As a service provider and software supplier (SaaS) for companies in the automotive and financial sectors, PS Team France works with its customers to optimize their administrative and logistical procedures and provides them with customized solutions, based on know-how and rigor proven in Germany for 35 years.

The company's customers are automotive professionals such as short and long-term rental companies, manufacturers, financial institutions, dealers, brokers, etc. The scope of its work covers the entire management of administrative processes, with several solutions and tools to address the various issues: document management, vehicle life cycle management, transport coordination, vehicle inventory management, fines, delivery and return protocols.

It is in Le Pecq (Yvelines) that the dedicated sales and operational team works daily to ensure that its customers are listened to and thus evolve with the specific French market. All solutions are customized to meet the needs of each individual; they are easily integrated, thanks to services, processes and secure management and communication interfaces.

CONTACT :

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France Pare-Brise simplifies the management of your glass breakage

France Pare-Brise, a subsidiary of the Saint-Gobain group, is an expert in the repair and replacement of car windows. France Pare-Brise centers are able to intervene on ADAS and electric vehicles but also on more specific vehicles (HGV, agricultural, public works, buses...).

The network, made up of independent members, has more than 450 centers (France, Corsica and DOM) and offers a national service dedicated to long-term rental companies and to companies to facilitate fleet management.

Our objective: to make life easier for managers and drivers so that glass breakage is no longer an event.

To do this, we offer free home installation or vehicle loan.

The France Pare-Brise approach?

- Favouring repair to replacement because it is more economical, ecological, fast and practical (30 minutes without an appointment)
- Guarantee the quality of our services by installing original parts
- Simplify the appointment process thanks to a dedicated number for professionals (0 800 732 006) and a 100% live appointment website (www.franceparebrise.fr)
- Adapt to your needs with a simple management
- Provide automatic reports to enable our customers to better manage their glazing needs

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