The letter Q2

Sesamlld
SERVICES AUTOMOBILES & MOBILITÉS

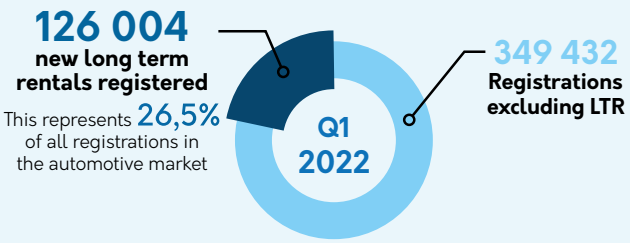
The Long Term rental market
2nd quarter 2022

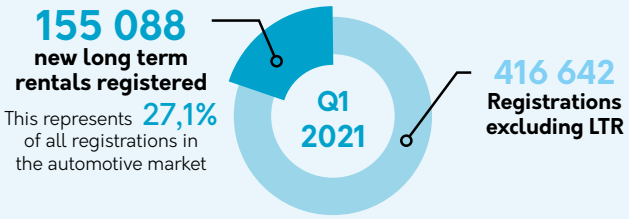
CONTENTS

1 | The global automotive market
2 | The LTR market
3 | The energy mix of vehicles in LTR
4 | The top 10 vehicles in LTR
5 | The LTR in figures (Sesamlld Members data)
6 | Sesamlld presents its new members

FIGURES

LIGHT VEHICLES REGISTRATIONS TOTAL MARKET VS LTR MARKET





LTR COMPANIES'S CARS REGISTRATIONS

57,7 %
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 tough geopolitical context, supply disruptions and higher prices are pushing the automotive market down. In the second quarter of 2022, registrations were down 18.7% compared with the same period in 2021 (475 436 registrations, compared with 571 730 in the second quarter of 2021). The business market is in the red for the second consecutive quarter, even though leasing maintains its dominance in corporate vehicle registrations.

Passenger Car (PC) : The passenger car market is following the trend with a 17.7% decrease in registrations (406 625 registrations versus 480 983 in 2021). The business market (AUT-STE channel) represents 26.2% of sales, or 106 563 registrations.

Company cars (CC) : To a smaller extent, this vehicle category is declining with 14.8% fewer registrations than in Q2 2021, or 13 928 registrations versus 15 859 in 2021.

Light Commercial Vehicles (LCV) : LCV registrations are down 26.5% compared to Q2 2021, with 54 883 registrations versus 74 888.

Light vehicle energie : New vehicle engines are continuing their transformation. There were 86 207 registrations of electric and plug-in hybrid vehicles, or 18.1% of total registrations (+3.1 points compared to Q2 2021).
Registrations of vehicles with alternative engines (LPG, natural gas, etc.) are emerging with 22 399 registrations, or 4.7% of the total in Q2 2021. This growth can be explained in particular by the contribution of LPG bi-fuel vehicles. We can also note the development of the offer of vehicles fuelled with superthanol with 2,098 registrations.

In contrast, gasoline vehicles lost 3.2 points with 155 479 registrations (or 32.7% of total registrations) and Diesel vehicles fell by 5.4 points (with 26.8% of total registrations, or 127 613 new units). Beyond the vagaries of the economy, we continue to see that regulations are encouraging the growth of alternative engines through the extension of the ecological bonus and the CAFE standard.

[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, LTR REMAINS STABLE

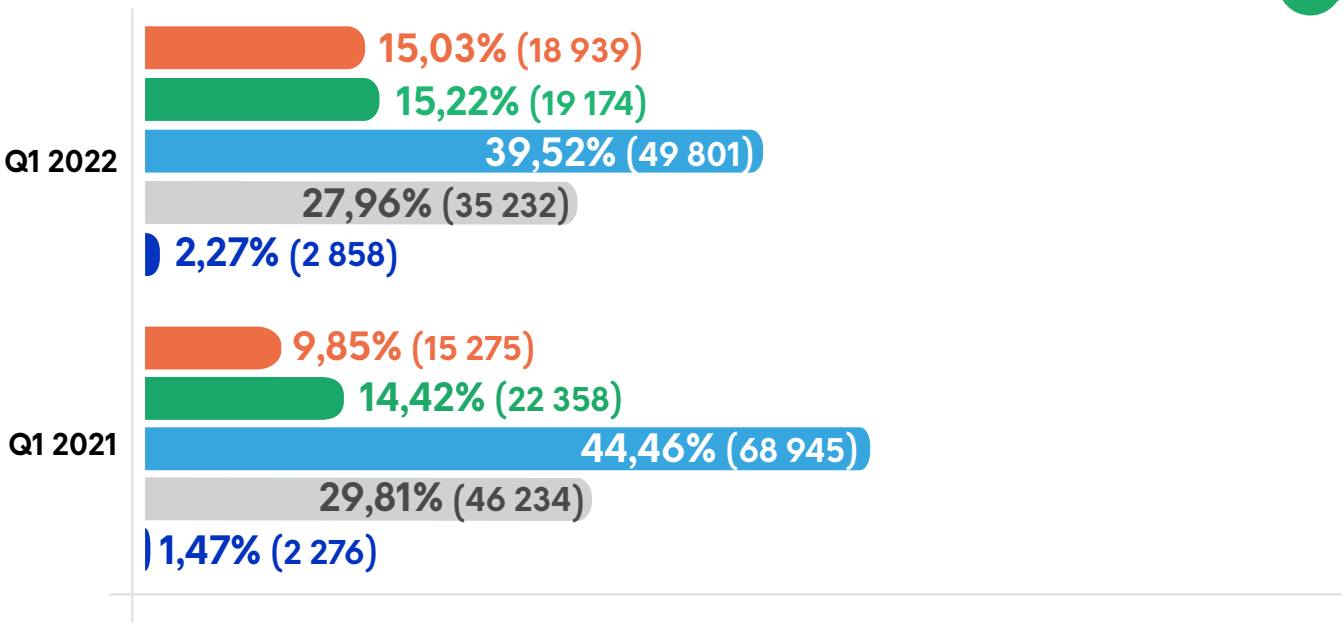
Although the overall automotive market is declining, long-term rental remains stable, representing 26.5% of sales, with 126 004 registrations.
The dominance of long-term rental in the business market has been maintained, with the share of long-term rental to businesses (AUT-STE channel) standing at 57.7% of business vehicle registrations.

With 101 144 registrations in Q2 2022, the PC segment of the long-term rental market is losing momentum, representing a 17.7% decrease compared to the previous quarter (122 869 registrations). The CC segment is following the same path with 8 599 new registrations this quarter, down 14.9%.

The LCV category is down by -26.5% compared to Q2 2021, a total of 16 261 registrations for this Q2 2022.

Source : Dataneo

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

A CONSTANTLY CHANGING ENERGY MIX

The energy transformation of the fleet is all the more obvious as volumes fall. Rechargeable hybrids are in particular demand from leasing companies and represent 9% of new leased vehicles. As a result, the share of electric and plug-in hybrid vehicles rose to 19,174 units, representing 15.2% of registrations this quarter. In detail, it can be seen that registrations of rechargeable hybrids under full service leasing are stable, while electric vehicles are increasing.

CLEAR DECLINE IN COMBUSTION ENGINES

Due to the ban on diesel vehicles in a growing number of urban areas, LTR diesel registrations are down. As a result, the share of diesel vehicles is 5 points lower than in Q2 2021, representing 39.5% of the market for 49 801 registrations this quarter. Despite the trend pushing for low-emission vehicles, gasoline vehicles represent 28% of registrations, i.e. 35 232 registrations, or more than one in four registrations in the LTR market.
After several quarters of growth, the share of vehicles using other energies (LPG, natural gas, etc.) rose to 2 858 registrations under LTR, representing 0.9% of registrations under LTR. This growth is mainly due to the development of LPG bi-fuel vehicles and the E85 superethanol offer.

FOCUS ON CO2: LEASING IS CLOSE TO THE GLOBAL AUTOMOBILE MARKET

CO2 emissions from vehicles registered in long-term rental are higher than the overall market.
The average CO2 emissions of vehicles registered in long-term rental is higher than that of the French car market. The average CO2 rate in Q2 2022 is 127 g/CO2 per km, compared to 126 g/CO2 per km for the rest of the market. This represents an average of 0.7% 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

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.

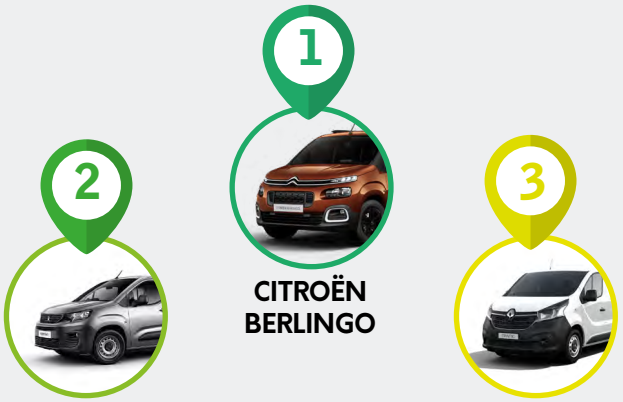
4 | The top 10 vehicles in LTR

PASSENGER CAR . TOP 10

	Q1 2022	Remind Q1 2021
1	**PEUGEOT 208**	RENAULT CLIO
2	**RENAULT CLIO**	PEUGEOT 3008
3	**CITROEN C3**	CITROEN C3
4	RENAULT ARKANA	PEUGEOT 208
5	PEUGEOT 3008	PEUGEOT 2008
6	RENAULT CAPTUR	RENAULT CAPTUR
7	PEUGEOT 308	RENAULT MEGANE
8	PEUGEOT 2008	RENAULT TWINGO
9	RENAULT MEGANE BERLINE	PEUGEOT 5008
10	PEUGEOT 308 SW	CITROEN C5

LIGHT COMMERCIAL VEHICLE . TOP 10

	Q1 2022	Remind Q1 2021
1	**CITROEN BERLINGO**	RENAULT KANGOO
2	**PEUGEOT PARTNER**	CITROEN BERLINGO
3	**RENAULT TRAFIC**	PEUGEOT PARTNER
4	CITROEN JUMPY	CITROEN JUMPY
5	PEUGEOT EXPERT	RENAULT TRAFIC
6	RENAULT KANGOO	PEUGEOT EXPERT
7	RENAULT EXPRESS VAN	MERCEDES VITO
8	FORD TRANSIT CUSTOM	PEUGEOT BOXER
9	PEUGEOT BOXER	VOLKSWAGEN TRANSPORTER
10	MERCEDES VITO	FORD TRANSIT



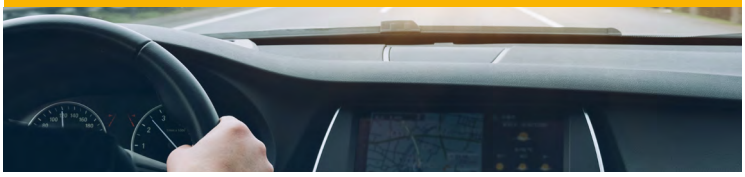
Source : Dataneo Data Car Intelligence

Associated members

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

1 835 361
TOTAL MANAGED STOCK

LONG TERM VEHICLES REGISTERED

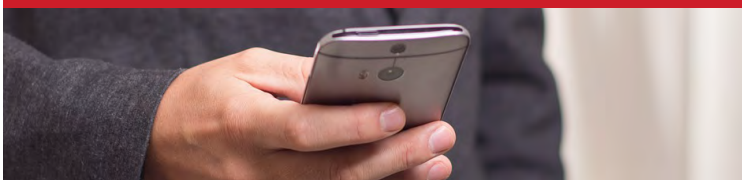


	Number of units	Change over the quarter	Change since the start of the current year	Change over the last 12 months (Q1 2022/Q1 2021)
30.06.21	**1 504 450**	0,6%	0,2%	2,2%
30.09.21	**1 533 103**	1,9%	2,2%	2,7%
31.12.21	1 540 402	0,5%	2,6%	2,6%
31.03.22	**1 545 440**	0,3%	0,3%	3,4%
31.06.22	**1 555 166**	**0,6%**	**1%**	**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)
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%
31.06.22	**1848422**	**0,7%**	**1,1%**	**-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)
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%**
31.06.22	**293 256**	**1,2%**	**2,1%**	**-16,7%**

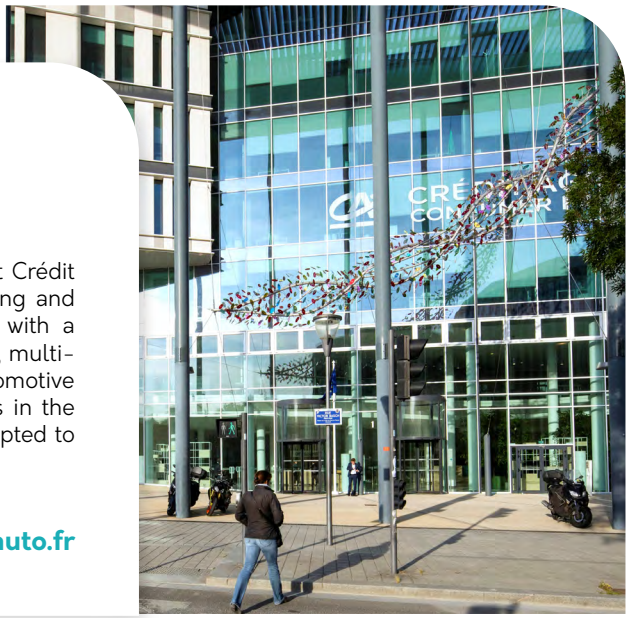
Sesamlld members represent 91 % of the global market **91 %**

Source : Sesamlld

Members

ALD Automotive · ALPHABET · ARVAL BNP PARIBAS GROUP · ARVAL PARTNERS · PUBLIC LLD · Agilauto L'AUTO EN MODE AGILE · ATHLON · billiar Location longue durée · BLC AUTOMOTIVE · BPCE CAR LEASE · CarGo! · CGFF · Crédit Mutuel Leasing · FREE2MOVE LEASE · CRÉDIT AGRICOLE CONSUMER FINANCE · DIAC LOCATION · ECUREUIL SERVICE CAPITOLE FINANCE - TOFINSO · elat · Ford | FORD LEASE Location Longue Durée · KINTO · LeasePlan What's next? · LEASYS FCA BANK GROUP · Mercedes-Benz Financial Services · movivolt Location de véhicules utiles & verts · Olinn SERVICES · ONE lease client first · SALVA · System Lease Location véhicules longue durée · UEHIPOSTE

6 | SESAMLLD presents its new members



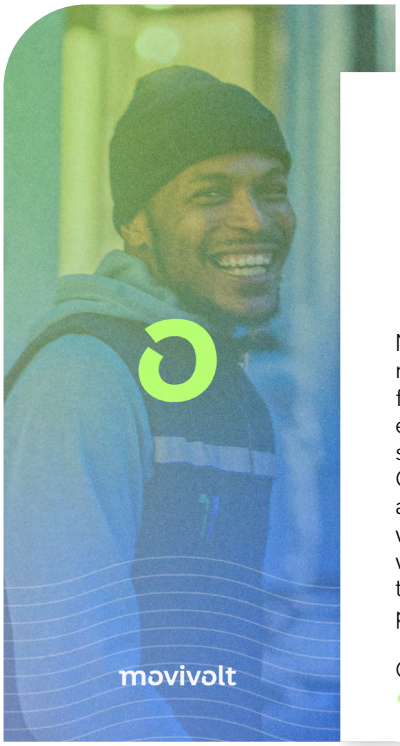
Agilauto
L'AUTO EN MODE AGILE

A complete offer and proximity above all

CA Mobility is the Crédit Agricole Group's long-term rental (LTR) specialist Crédit Agricole group under the Agilauto brand. An expert in automobile financing and leasing solutions and leasing solutions, Agilauto provides its customers with a complete multi-brand offer Agilauto provides its customers with a complete, multi-brand offering, adapted to all market segments and fleet sizes. Its team of automotive and financing solutions specialists is dedicated to supporting its customers in the energy transition of their fleet and helping them find mobility solutions adapted to the needs of their business.

Contact : **Agilauto LLD**
Jean BLAIN - Sales management
+33 6 12 72 21 90 jblain@ca-cf.fr

www.agilauto.fr



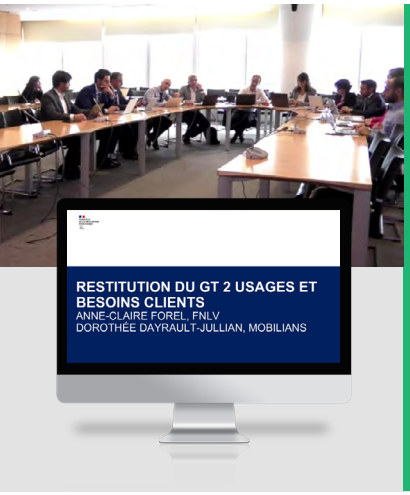
movivolt
Location de véhicules utiles & verts

The banque des territoires and la poste group have mobilized their expertise to accelerate sustainable mobility by creating movivolt.

Movivolt is committed to the ecological transition by proposing a competitive offer of long-term rental of green vehicles for professionals, VSEs, SMEs and local authorities, the company benefiting from a favourable regulatory, technological and and economic context. By capitalizing on the existing expertise of La Poste Group, Movivolt can guarantee the efficiency of its model; it offers everyone a simple and effective customer path, with a single contact for all vehicle-related services.
Convinced that green energy can compete with thermal energy, we encourage our customers to adopt electric vehicles, with advantageous rates. The ecological transition must be accompanied, which is why
we rely on a didactic approach to present our offer: choice of the vehicle, its battery, help with the installation of the charging station, recharging card, sharing of the ecological and economic performance and of course, delivery of the vehicle.

Contact :
01 46 00 70 00

www.movivolt.fr



Sesamlld s'implique dans la feuille de route décarbonation automobile

Sesamlld participe aux travaux de la feuille de route décarbonation automobile dans le cadre de la mise en oeuvre de l'article 301 de la loi Climat et résilience qui prévoit, dans chacun des secteurs fortement émetteurs de GES, la réalisation par les acteurs économiques et les pouvoirs publics de feuilles de route de décarbonation permettant d'atteindre nos objectifs climatiques.

Ces travaux menés en lien avec la future Stratégie Nationale Bas Carbone (SNBC) et les dispositifs, tels que le plan France 2030, menés par le Commissariat Général au développement durable (CGDD) et la Direction Générale de l'Energie et du Climat (DGEC) sont présidés par la PFA. Ils rassemblent les acteurs de l'automobile (constructeurs, services, dont les loueurs) et ont pour objectif d'accélérer le verdissement des flottes et la transition énergétique automobile. La FNLV est rapporteur du groupe de travail "Usage et Mobilités" dans lequel intervient Sesamlld pour représenter les enjeux des professionnels de la location longue durée.