

The letter Q3



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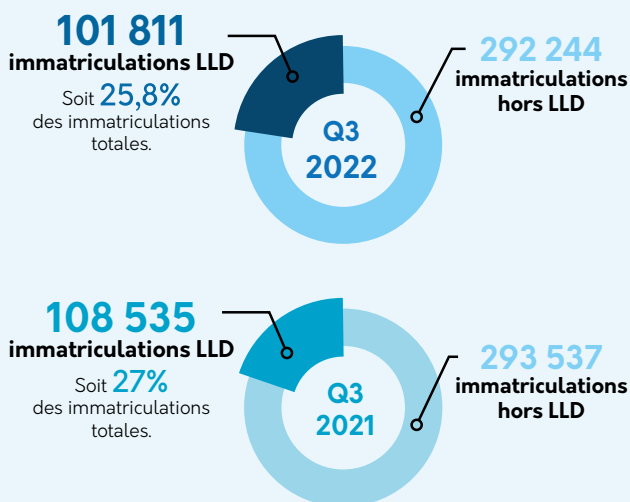
The Long Term rental market
3rd quarter 2022

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FIGURES

LIGHT VEHICLES REGISTRATIONS TOTAL MARKET VS LTR MARKET



LTR COMPANIES'S CARS REGISTRATIONS



57,4%

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 is facing several crises at the same time. Firstly, in semiconductors, then in raw materials, and finally in the face of difficulties linked to the war in Ukraine. One of the consequences of these crises is that some manufacturers can no longer ensure the supply of vehicles. It is therefore not surprising that in the third quarter of 2022, **registrations are down by 2%**, or 394 055 compared with 402 072 in the same period in 2021. With 133 429 registrations, the business market accounts for 33.9% of sales, down two points on 2021.

Passenger Car (PC) : The passenger car market is steady with a growth of 0.7% (340 089 registrations against 337 616 in 2021). Supply difficulties are pushing manufacturers to offer a limited range, while some say that order books have not been this high for 15 years.

Company cars¹ (CC) : The market for passenger car derivatives has not escaped the economic situation and is down by 5% compared to the third quarter of 2021, with 11 560 registrations versus 12 262 in 2021.

Light Commercial Vehicles (LCV) : More affected than the passenger car market, the LCV's market is down 18.7% compared to the third quarter of 2021 (42 406 registrations compared to 52 194 in 2021).

Light vehicle energie: The energy transformation of the French fleet continues. Of the registrations of «green» vehicles, there were 50 427 electric and 25 849 rechargeable hybrids. Vehicles with alternative engines (superethanol, LPG, natural gas, etc.) **continue to make inroads with 18 938 registrations, or 4.8% of the total in Q3 2022, including 0.6% of the total market for superethanol (E85) vehicles.**

Gasoline registrations stood at 133 305, occupying a 33.9% share of total registrations, a stable share compared to the previous quarter. At the same time, diesel registrations are down nearly 20% to 96 713 registrations from 120 316 in Q3 2021. This energetic evolution is catalyzed by the decrease in volume of the automotive market. Economic factors and the various regulations in force are also an important variable in this trend.

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

IN THE GLOBAL AUTOMOTIVE MARKET, THE LTR STILL
HOLDS A DOMINANT POSITION

The automotive market has been struggling for several months, with a real impact on business. In this context, the flexibility of the formulas offered by long term rental encourages companies to rely on the solutions offered by LTR companies. Thus, the share of LTR to business market is 57,4% of vehicle registrations.

The sector is suffering, however, in line with the overall market, with a 6.2% decline this quarter. 101 811 new registrations have been recorded, compared with 108 535 in the same period in 2021.

With 83 949 registrations in Q3 2022, the passenger car segment is down 3.2% compared to 2021 (86 711 registrations). Operational leasing registrations are stable with 6 913 registrations this quarter compared to 6 933 a year earlier. LCV registrations are down sharply with **10 949 registrations, a 26.5% decrease compared to Q3 2021.**

Source : **DataneO**
Data Car Intelligence

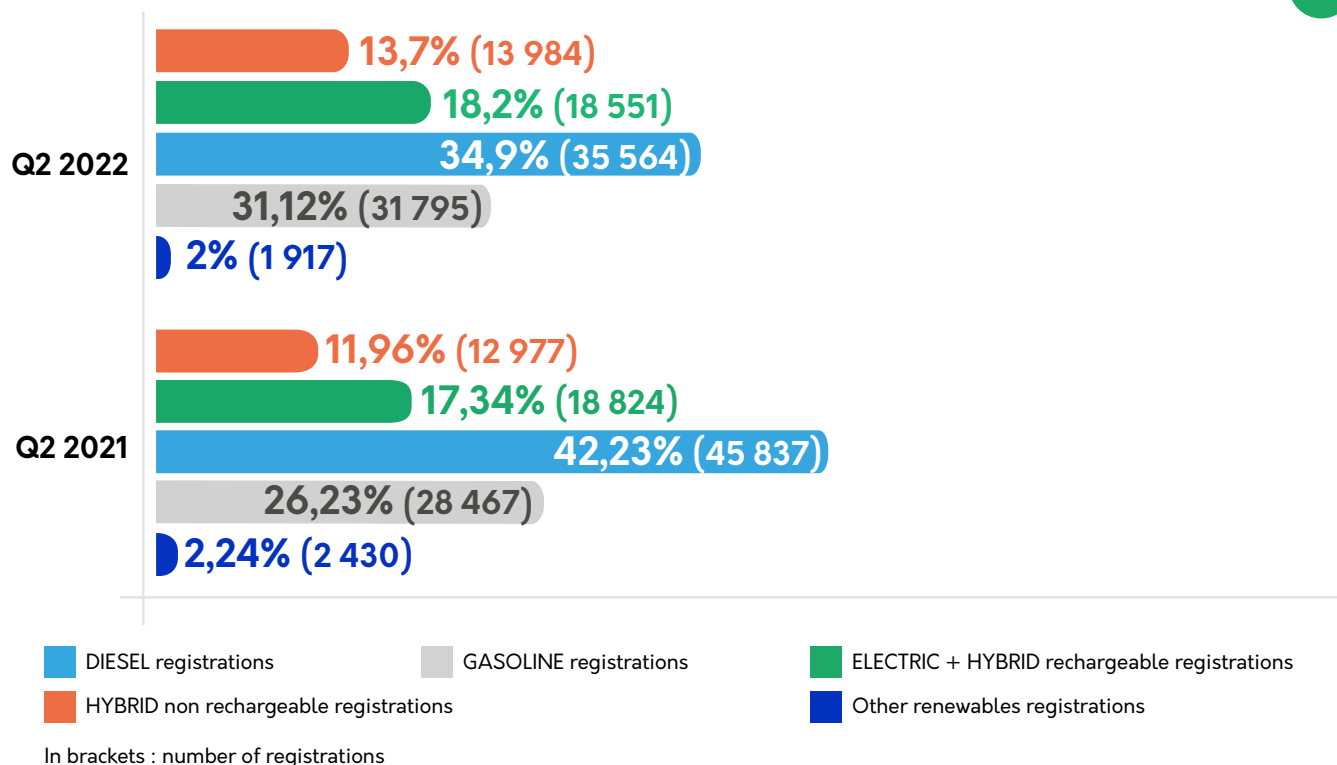


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3 | The energy mix of vehicles in LTR



Nature of LTR market



INCREASE IN ELECTRIC VEHICLE REGISTRATIONS

The change in the energy mix of newly registered vehicles is accentuated by the decline in registrations in volume. The share of electric vehicles and plug-in hybrids increased to 18 551 units, constituting 18.2% of registrations this quarter.

After having been the subject of particular demand from leasing companies' customers, the popularity of plug-in hybrids has been maintained with 13.7% of new leased vehicles.

On the opposite electric vehicles are more in demand with 9 164 registrations under long-term leasing, or 9% of the total

ACCELERATED EVOLUTION OF THE ENERGY MIX

Continuing the trend of the past 3 years, the share of diesel vehicle registrations in the LTR market is declining here by nearly 8 percentage points compared to the same quarter of the previous year. In Q3 2022, only 34.9% of registered vehicles run on diesel, compared to 42.2% over the same period in 2021. LCVs running on other energies are also doing well, accounting for 4.2% of registrations in the quarter, nearly double the figure for Q3 2021.



FOCUS ON CO2: LTR 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 under long-term rental is lower than that of the French automobile market. Excluding electric vehicles, the average CO2 rate in the third quarter of 2022 was 130.1 g/CO2 per km for leasing, compared with 125.7 g/CO2 per km for the rest of the market. This represents an average of 3.5% more emissions than for the rest of the automotive 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 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



T3 2022

Rappel T3 2021

1	CITROEN C3	RENAULT CLIO
2	PEUGEOT 208	CITROEN C3
3	RENAULT CLIO	PEUGEOT 2008
4	PEUGEOT 2008	PEUGEOT 208
5	PEUGEOT 3008	PEUGEOT 3008
6	PEUGEOT 308 SW	RENAULT CAPTUR
7	RENAULT ARKANA	PEUGEOT 5008
8	RENAULT CAPTUR	HYUNDAI TUCSON
9	RENAULT MEGANE	VOLKSWAGEN TIGUAN
10	PEUGEOT 5008	CITROEN C5 AIRCROSS

LIGHT COMMERCIAL VEHICLE . TOP 10



T3 2022

Rappel T3 2021

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



Associated members

Source : **Dataneo**
Data Car Intelligence



5 | Long The LTR in figures

(Sesamlld Members data)

1 860 638

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	1 533 103	1,9%	2,2%	2,7%
30.09.21	1 540 402	0,5%	2,6%	2,6%
31.12.21	1 545 440	0,3%	0,3%	3,4%
31.03.22	1 555 166	0,6%	1%	3,4%
31.06.22	1564850	0,6%	1,6%	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 (Q1 2022/Q1 2021)
30.06.21	1 818 674	-2,0%	-1,7%	-1,3%
30.09.21	1 827 665	0,5%	-1,2%	-1,2%
31.12.21	1 835 361	0,4%	0,4%	-0,4%
31.03.22	1 848 422	0,7%	1,1%	-0,4%
31.06.22	1 860 638	0,70%	1,80%	2,31%

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)
30.09.21	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%
30.09.22	295788	0,9%	3,0%	3,6%

Sesamlld members represent 91 % of the global market

91%

Members

Source : Sesamlld



ALPHABET



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