

Where are we going?

# Market Outlook

Europe

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With special thanks to ECG Survey Data provider S&P Global Mobility & ACEA

# Where are we heading?

- Will it be as predicted?
  - Will EV sales hit 100% of the market by 2035 in Europe?
  - Will there be an influx of new brands in Europe?
  - Will existing brands die out?
  - Will existing brands lose market share?
- Where are we heading?!
  - Let's use the latest data available to find out....



# Market Outlook for Light Vehicles in Europe

- Part 1:
  - Light Vehicle Outlook Page 4
    - Vehicle Sales Outlook for Europe Region
      - New Entrants to Europe Page 10
      - Market Leaders in Europe Page 29
    - Vehicle Production Outlook for Europe Region Page 37
- Part 2
  - Electric Vehicle Penetration in Europe Page 66



# Definitions

## Europe Region

includes:

- Austria
- Belarus
- Belgium
- Bosnia-Herzegovina
- Bulgaria
- Croatia
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- Ireland
- Italy
- Kazakhstan
- Latvia
- Lithuania
- Luxembourg
- Macedonia
- Malta
- Netherlands
- Norway
- Poland
- Portugal
- Romania
- Russia
- Serbia
- Slovakia
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- Ukraine
- United Kingdom
- Uzbekistan

Data Analysis for

**Light Vehicle (LV) sales & production**

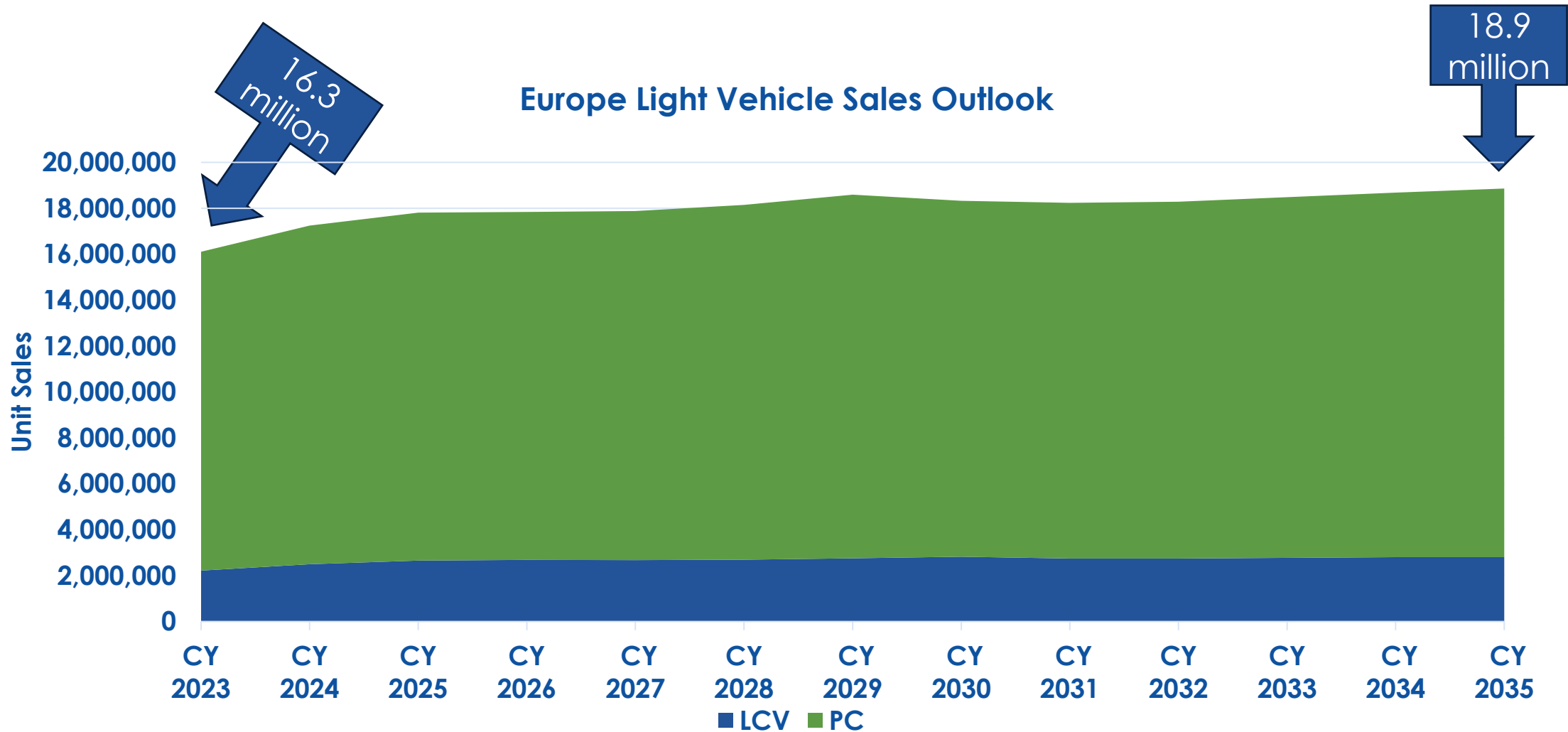
**Light Vehicle includes Passenger Car (PC) and Light Commercial Vehicle (LCV)**

**Passenger Car (PC) includes sedan and sport utility vehicle (SUV)**

**Light Commercial Vehicle (LCV) includes minivan and pickup truck**



# Europe Light Vehicle Sales Outlook: 2022-2035



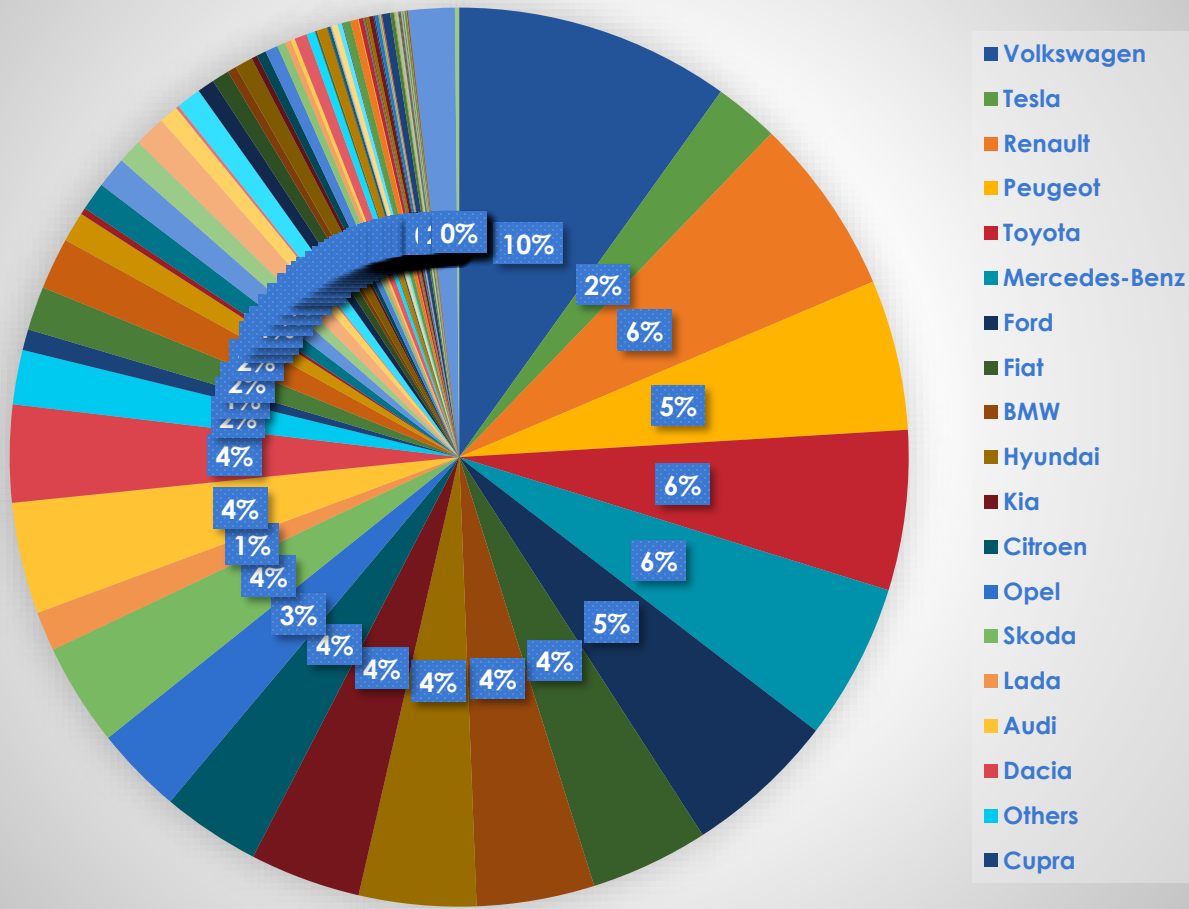
Russia accounts for 748,000 in 2023, rising to 1.5million in 2035

Source: S&P Mobility, July'23

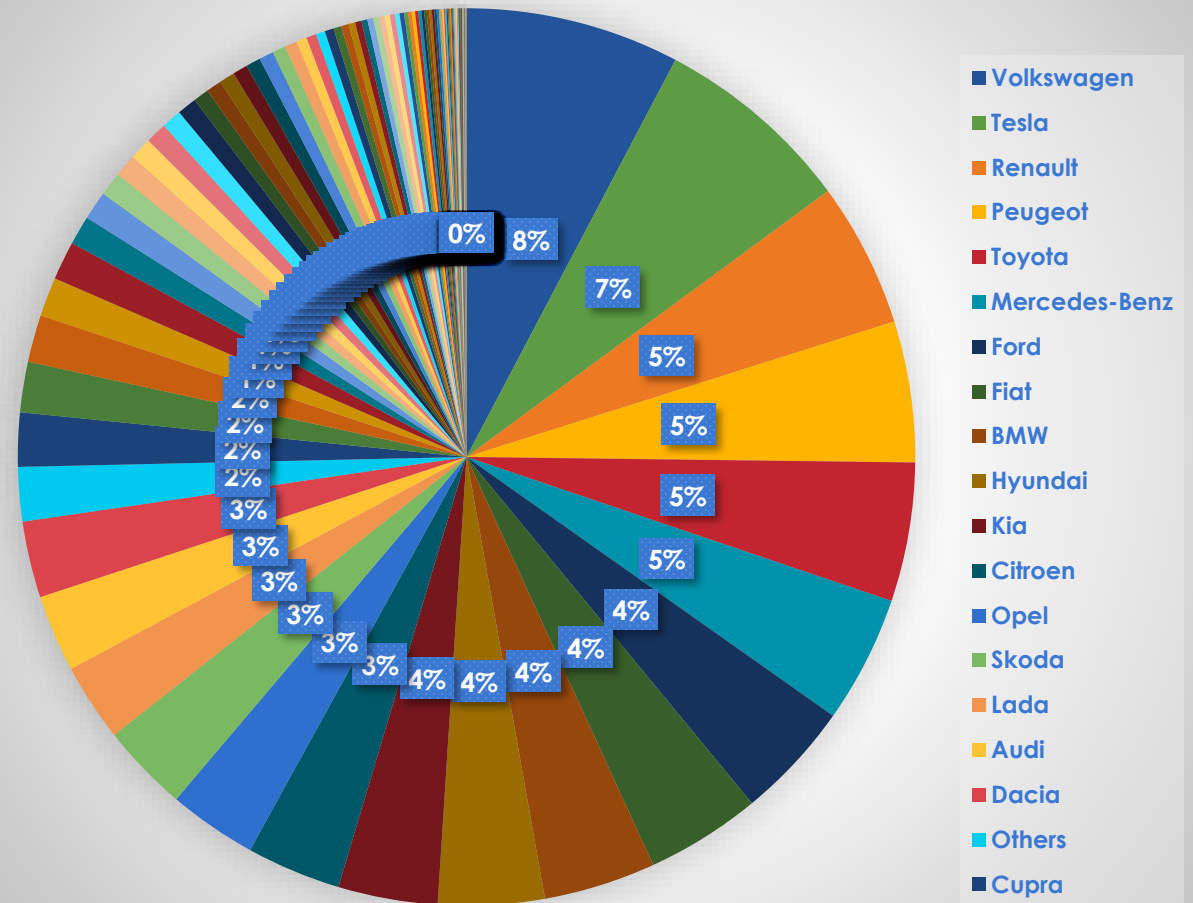


# Europe market outlook by brand: 2023-2033

CY 2023



CY 2033



# Main Takeaways: Europe by Marketshare 2023 & 2033

## • 2023

- 133 brands fighting for market share in Europe
- Volkswagen (VW) brand controls 10%, leading volume brand
- Tesla controls 2%
- Renault controls 6%
- Peugeot controls 5%
- Toyota controls 6%
- Mercedes controls 6%
- Ford controls 5%

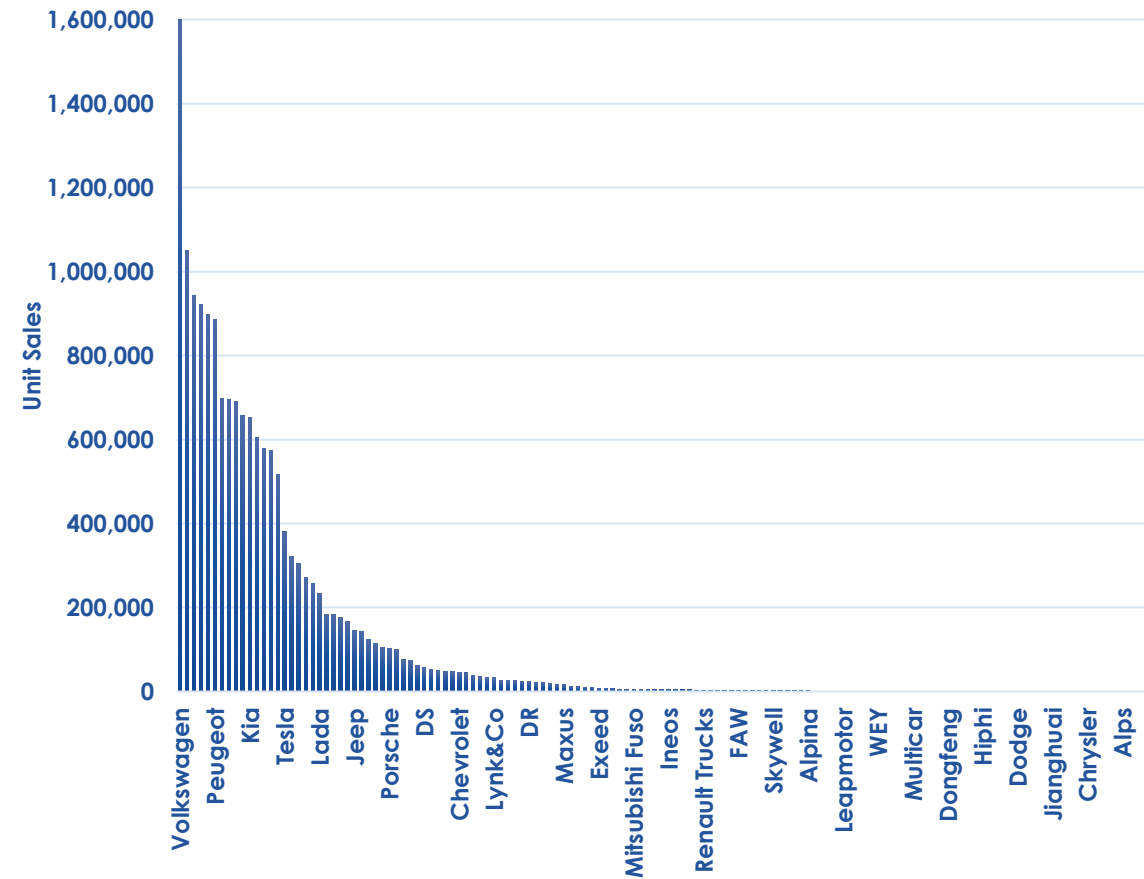
## • 2033

- 124 brands fighting for market share in Europe
- Volkswagen brand controls 8%, leading volume brand
- Tesla controls 7%
- Renault controls 5%
- Peugeot controls 5%
- Toyota controls 5%
- Mercedes controls 5%
- Ford controls 4%

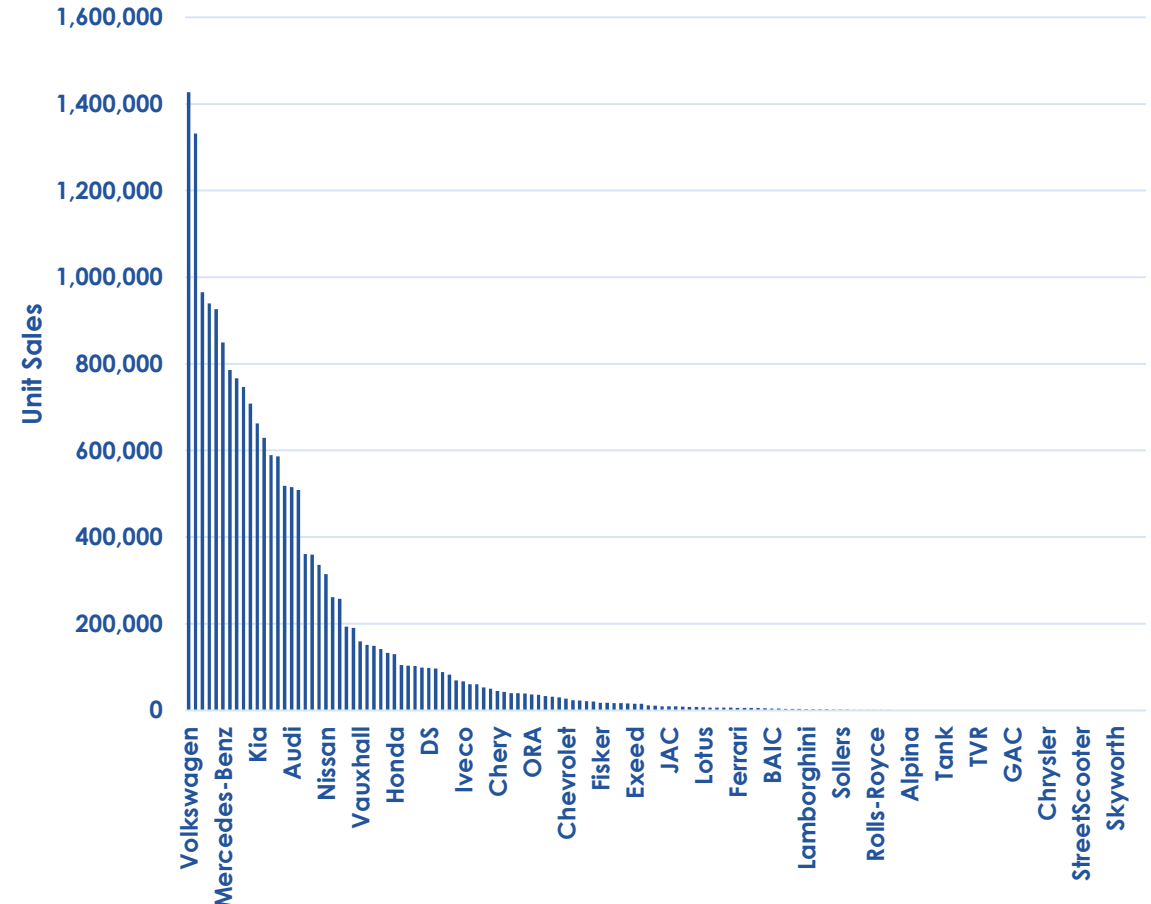
Europe in 10 years' time: Top brands continue to dominate market, but lose 1-2% market share

# Europe market outlook by numbers: 2023-2033

CY 2023



CY 2033





# Main Takeaways: Europe\* by Volume 2023 & 2033

- 2023 –total sales **16.39 million**
  - VW annual sales to hit 1.6million
  - Renault sales to hit 1.05million
  - Tesla to sell 380,604 units
  - Mercedes to sell 921,978 units
  - BMW to sell 694,931 units
  - Audi to sell 657,219
  - Fiat to sell 697,342
  - Chinese brands 391,752
- 2033 –total sales **18.51 million**
  - VW annual sales to hit 1.4million
  - Renault sales To hit 964,957 units
  - Tesla to sell 1.33million
  - Mercedes to sell 848,960 units
  - BMW to sell 746,261 units
  - Audi to sell 515,058
  - Fiat to sell 766,464
  - Chinese brands 750,044

\* Russia included in Europe



# New Players in Europe

Will new entrants win market share?



# Türkiye's Togg aims to enter European market in 2024

# Xpeng says it plans to expand into more European markets next year

Automotive News Europe

Chinese automaker will expand into Germany, Britain and France in 2024.

# Chinese owner of iconic MG car brand to build Europe plant

# Sony and Honda reveal Afeela electric saloon for 2026

AUTOCAR

# Magna Steyr may build Chinese cars in Europe

Automotive News Europe

# EBRO: The Rise of a Spanish Automotive Icon as it Embraces Electric Mobility

THE EV REPORT

# Assembly of Russian Cars in Ghana to Be Discussed at Second Russia-Africa Summit

SPUTNIK

# Russia revives Soviet-era Moskvich brand with Chinese model

REUTERS

# VinFast delays Europe launch

# Fisker starts deliveries of Ocean electric SUV in Europe

motor1.com

Automotive News Europe

# Poland chooses Geely for EV platform

Poland has chosen Geely to supply its Izera brand with an EV platform.

Meet the New Ineos Grenadier off-Roader, a British Import Built in France

PENTA

# Lucid brings two more Air variants to Europe

electrive.com

# The first car of Nio's Alps brand will be SUV



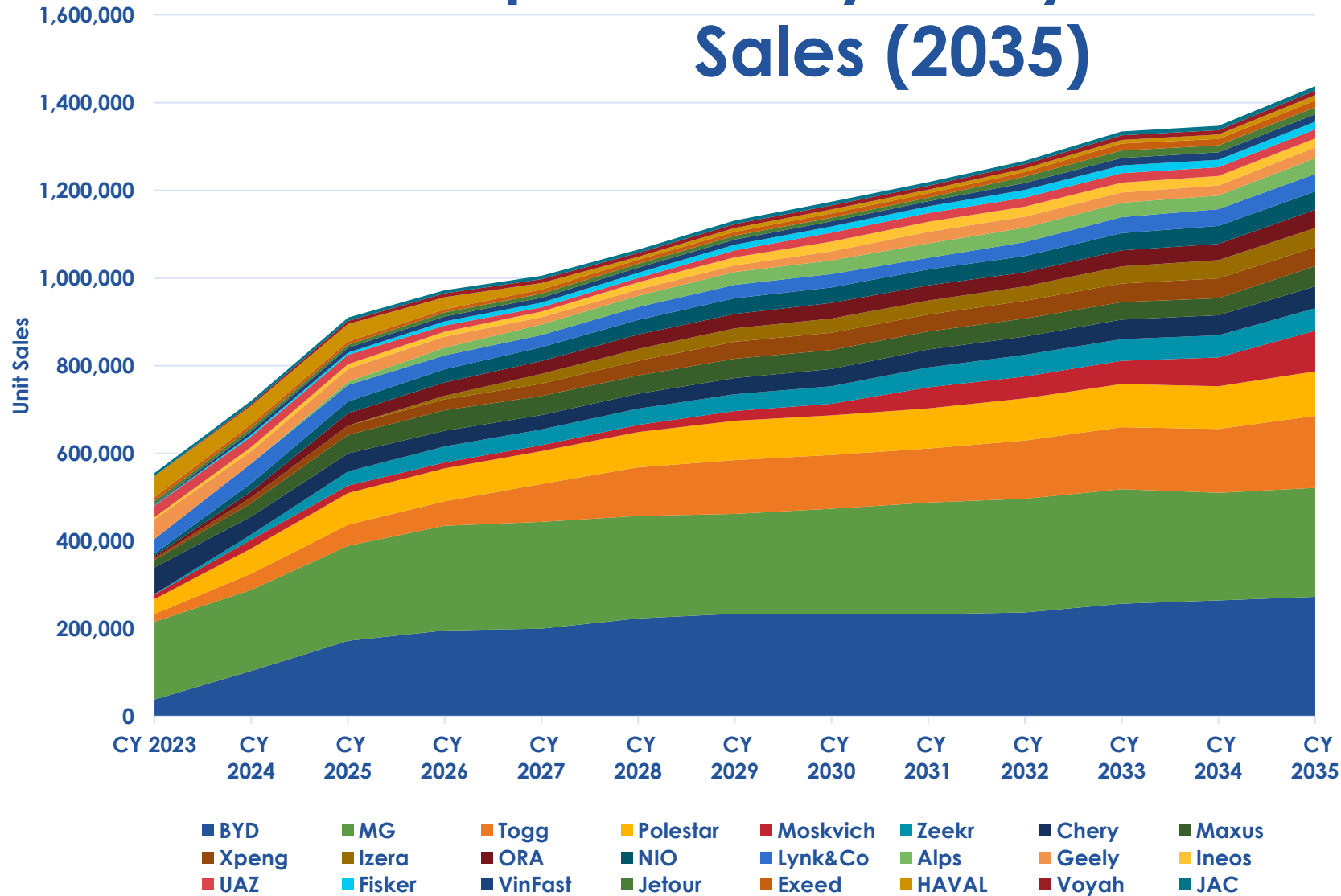
# China's Voyah Sends First Electric SUVs to Europe

YiCai



CarNewsChina.com

# Top New Players by Volume Sales (2035)



- Top 25 New Players expected to sell 555,128 units across Europe (incl. Russia, Turkey, UK) in 2023
- Top 25 New Players expected to sell 1.4 million units, per annum, across Europe by end 2035
- Top 25 New Players defined by highest volume sales forecast in 2035
- Note overall market to hit over 18 million in 2035.



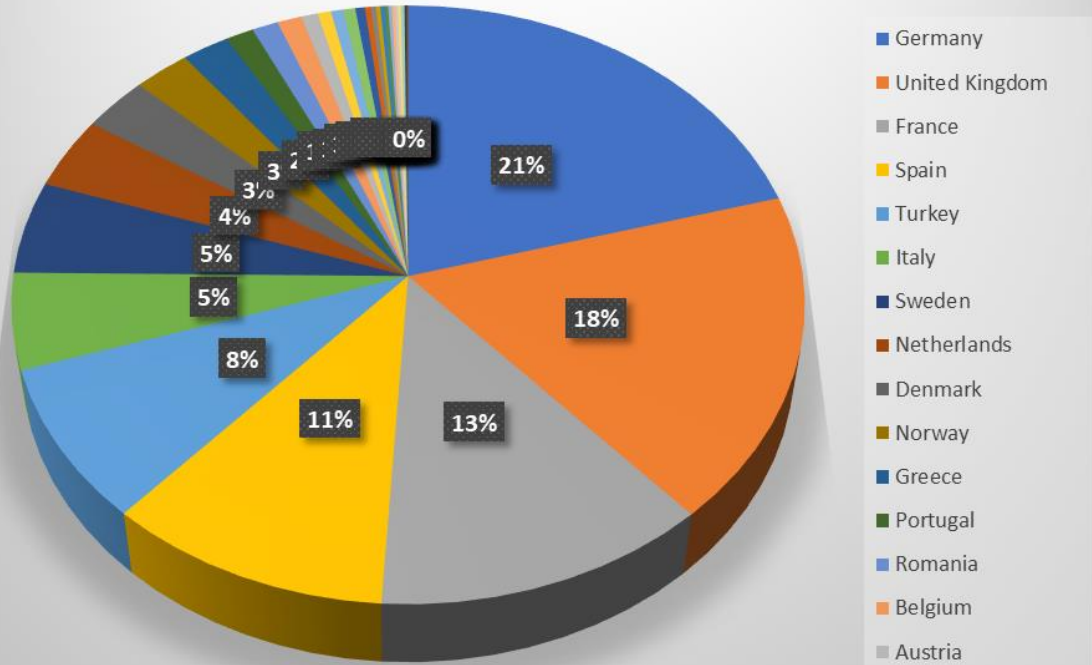


- 2023: Sales forecast to hit 39,000
- 2025: Sales forecast to hit 172,500
- 2030: Sales forecast to hit 234,000
- 2035: Sales forecast to hit 272,897

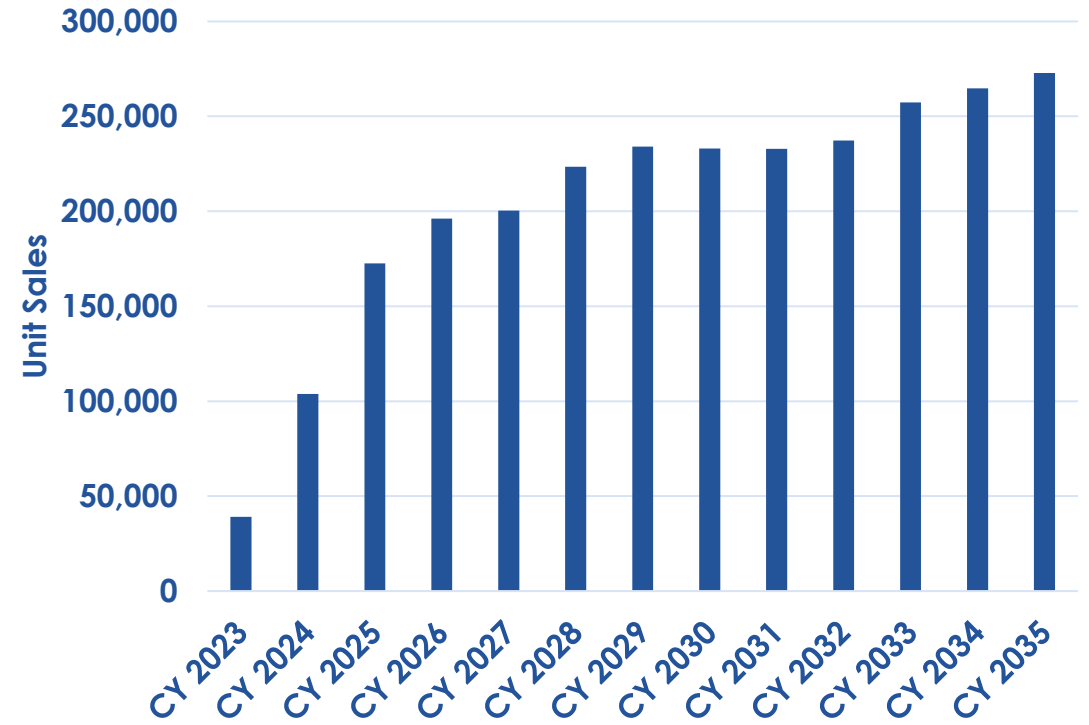
BYD ATTO 3



CY 2035



BYD



# MG



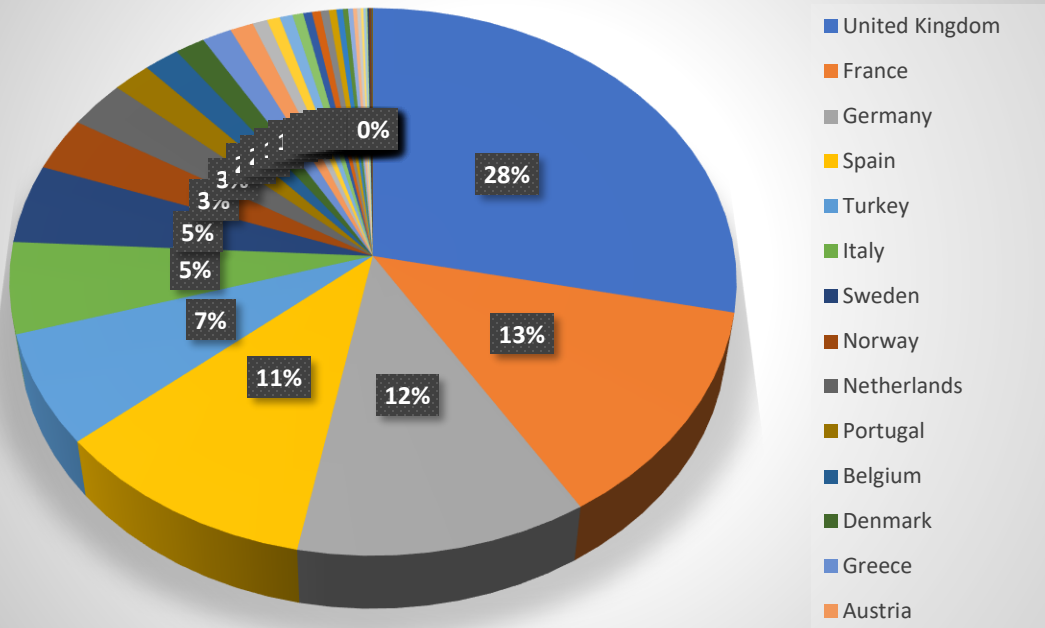
<https://www.mgmotor.eu>

## MG4 Electric

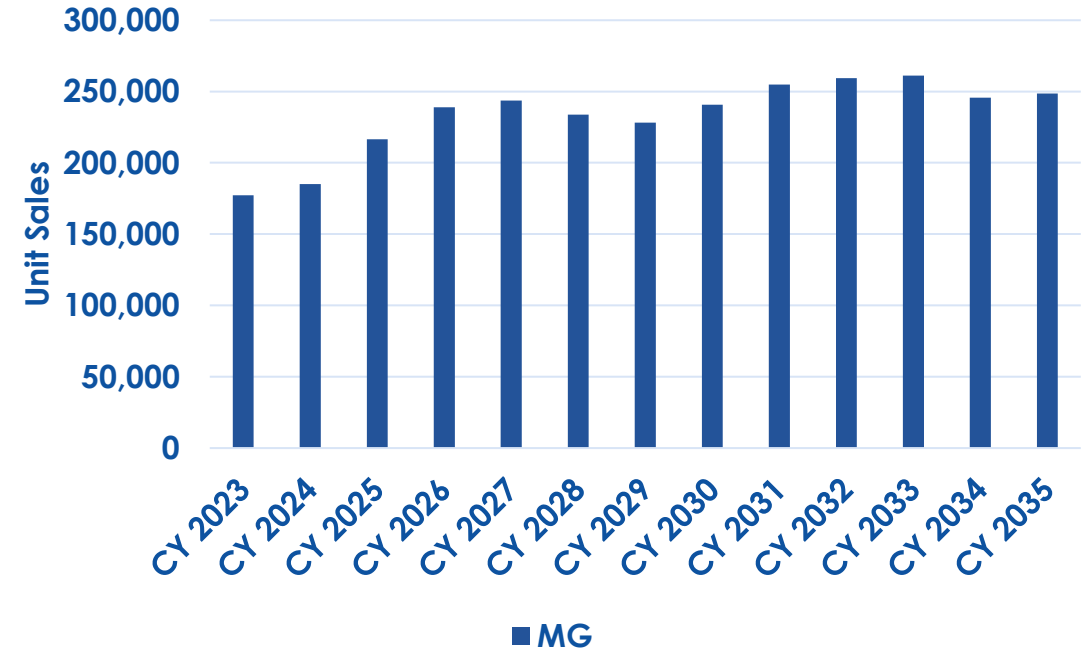


- 2023: Sales forecast to hit 177,336
- 2025: Sales forecast to hit 216,594
- 2030: Sales forecast to hit 240,782
- 2035: Sales forecast to hit 248,624

### CY 2035



### MG

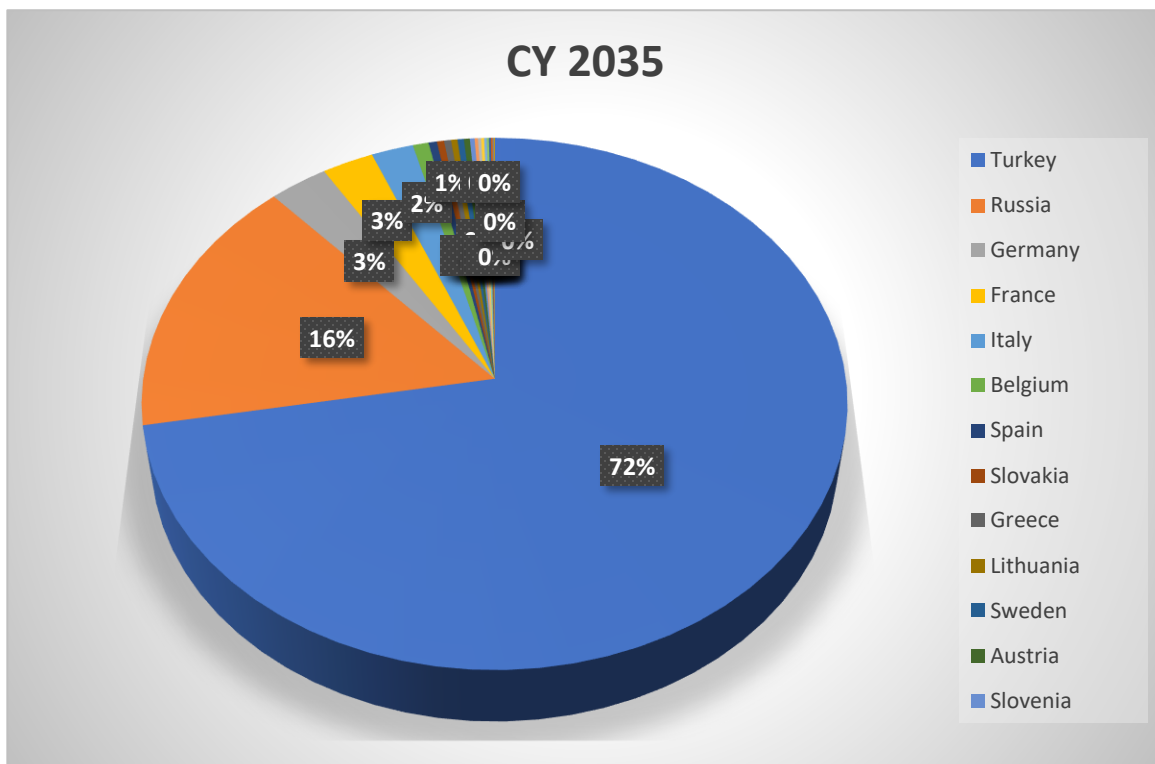


# Togg



<https://www.togg.eu>

- 2023: Sales forecast to hit 17,543
- 2025: Sales forecast to hit 48,527
- 2030: Sales forecast to hit 122,816
- 2035: Sales forecast to hit 164,188

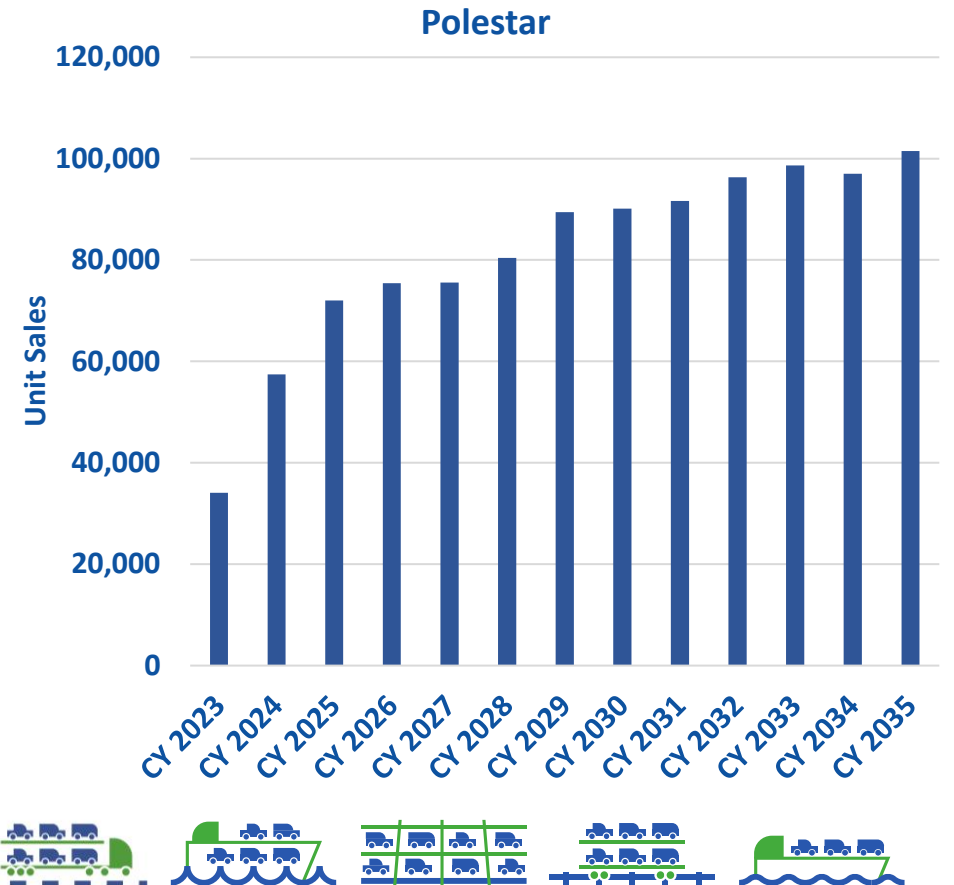
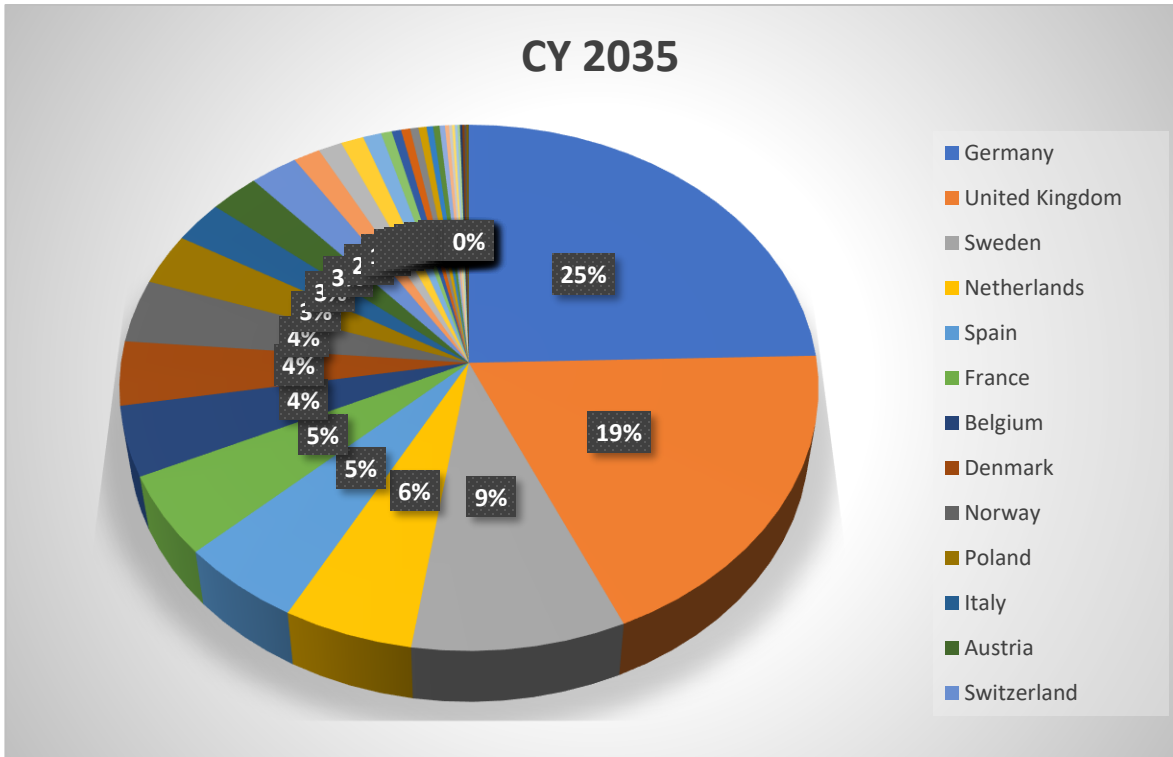


# Polestar



<https://www.polestar.com>

- 2023: Sales forecast to hit 34,072
- 2025: Sales forecast to hit 72,030
- 2030: Sales forecast to hit 90,129
- 2035: Sales forecast to hit 101,495



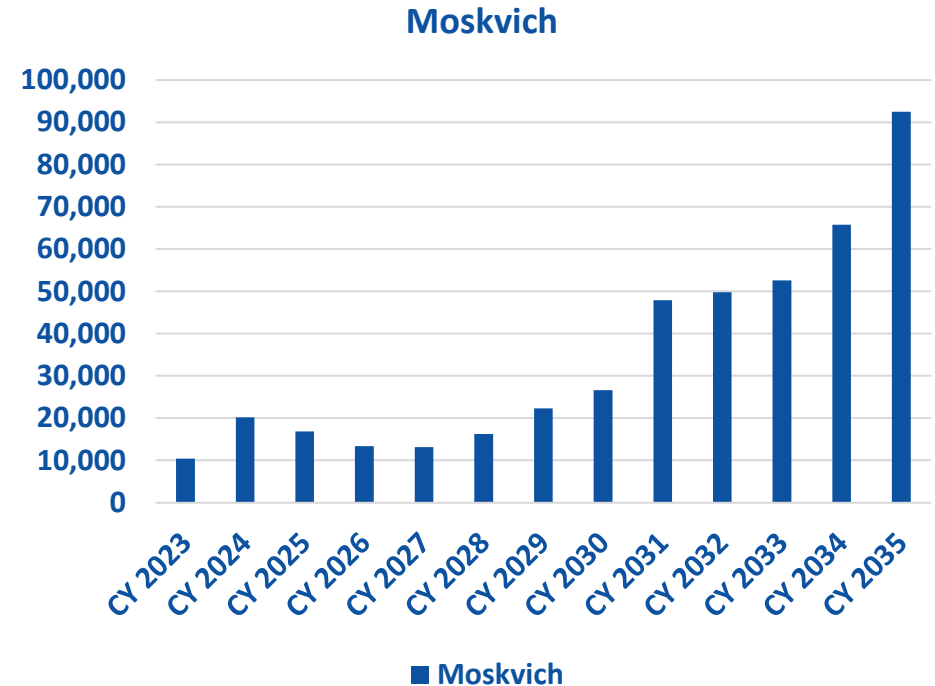
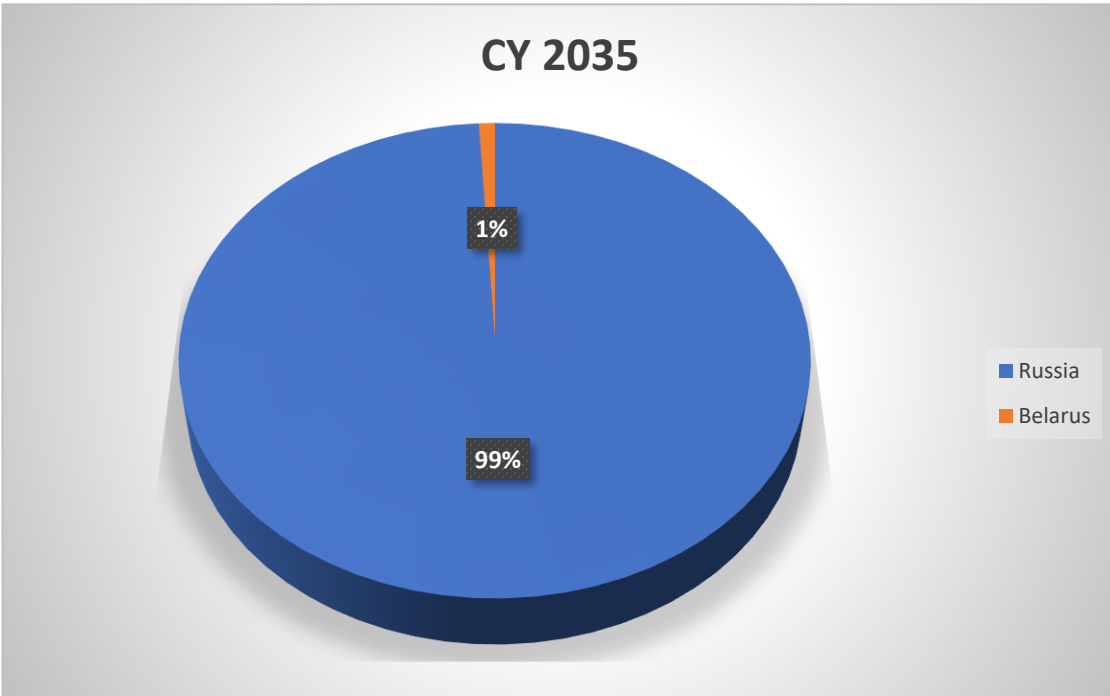


# Moskvich Москвич

<https://moskvich-auto.ru>



- 2023: Sales forecast to hit 10,438
- 2025: Sales forecast to hit 16,848
- 2030: Sales forecast to hit 26,628
- 2035: Sales forecast to hit 92,495

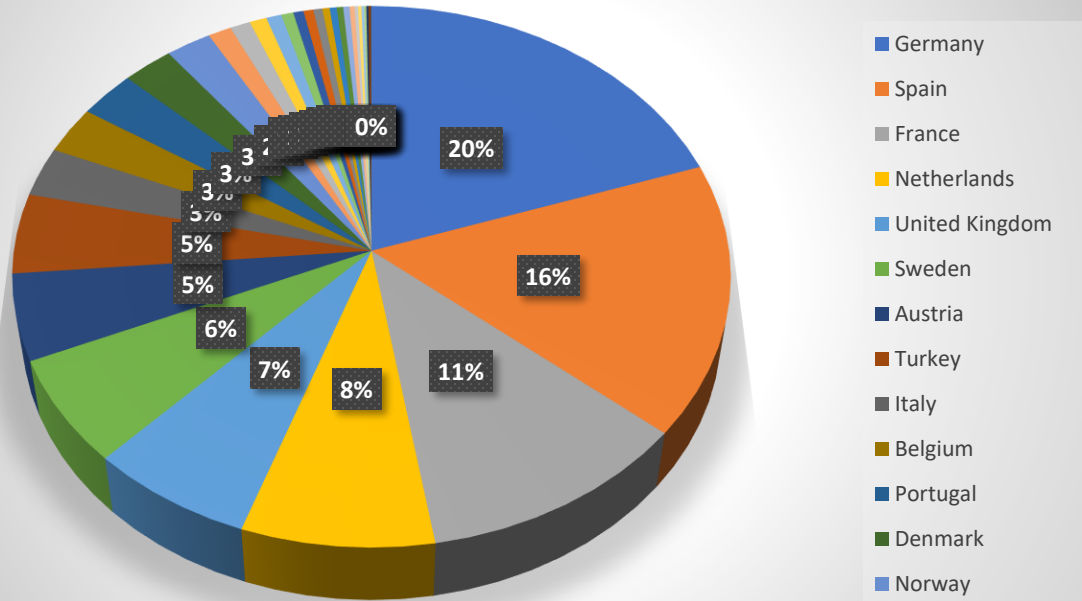




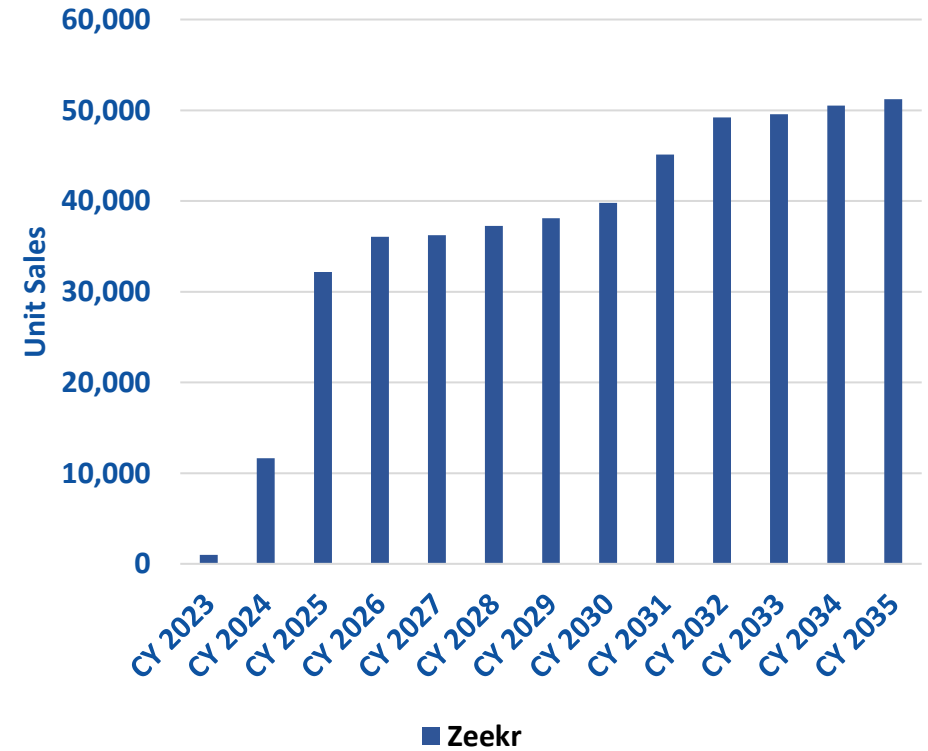
- 2023: Sales forecast to hit 978
- 2025: Sales forecast to hit 32,182
- 2030: Sales forecast to hit 39,794
- 2035: Sales forecast to hit 51,223



CY 2035



Zeekr



# Chery

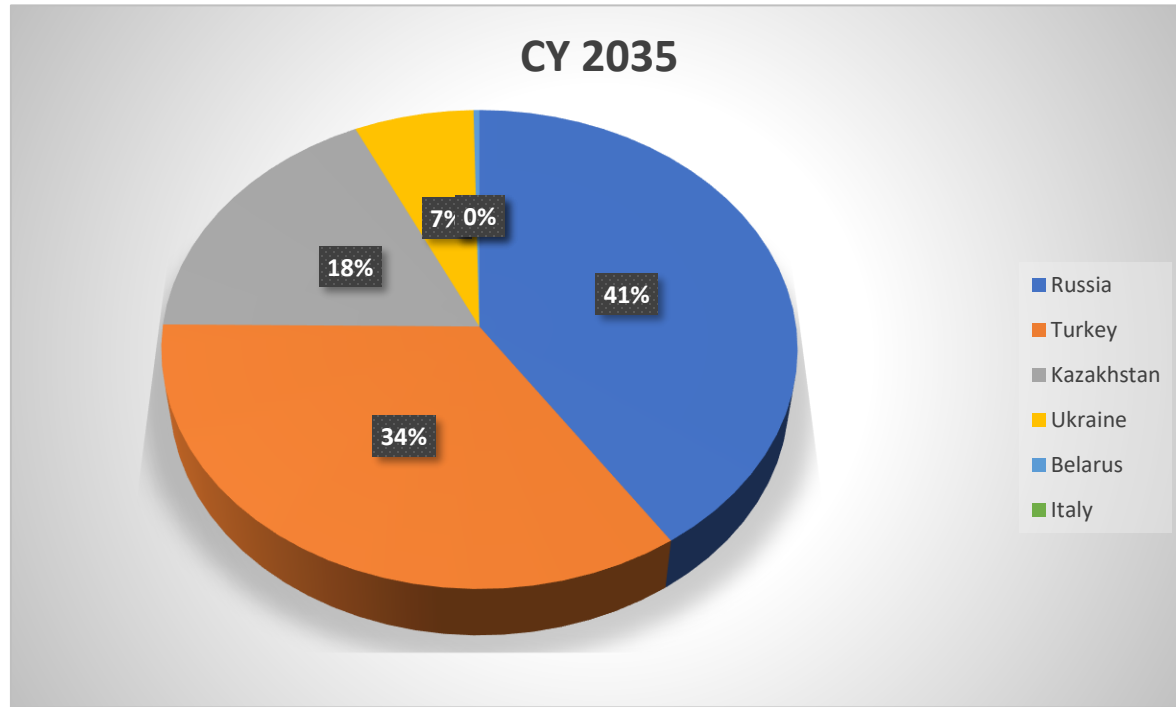


**CHERY** <https://www.cheryinternational.com>

- 2023: Sales forecast to hit 60,817
- 2025: Sales forecast to hit 41,001
- 2030: Sales forecast to hit 39,263
- 2035: Sales forecast to hit 49,978



Chery



# Maxus

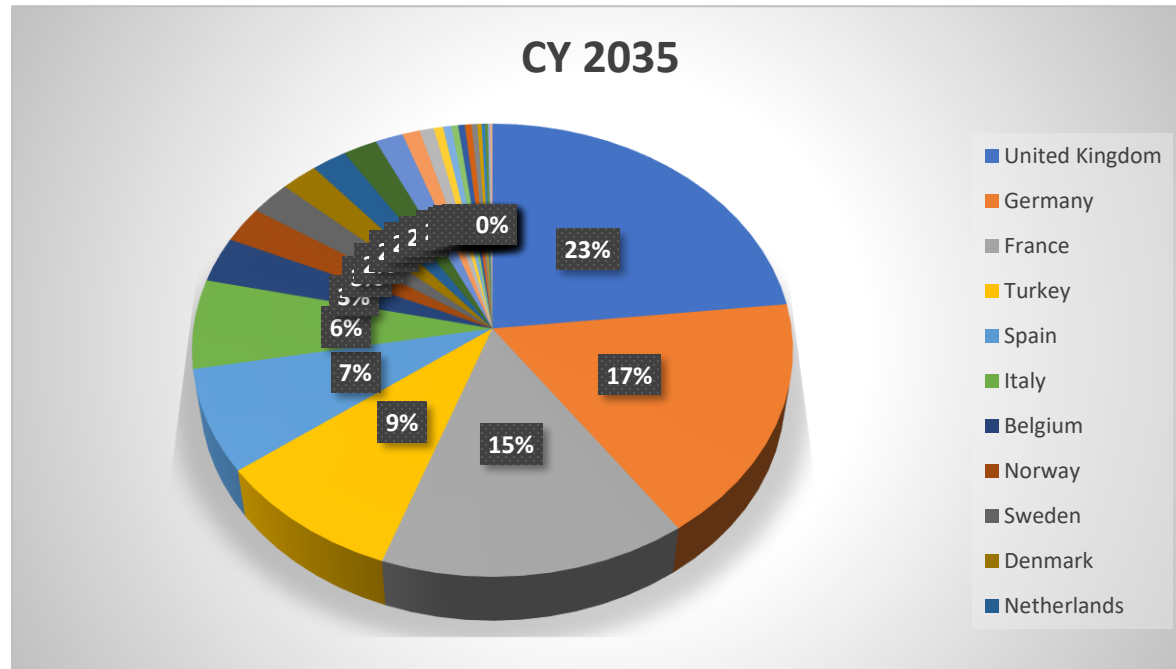


# MAXUS

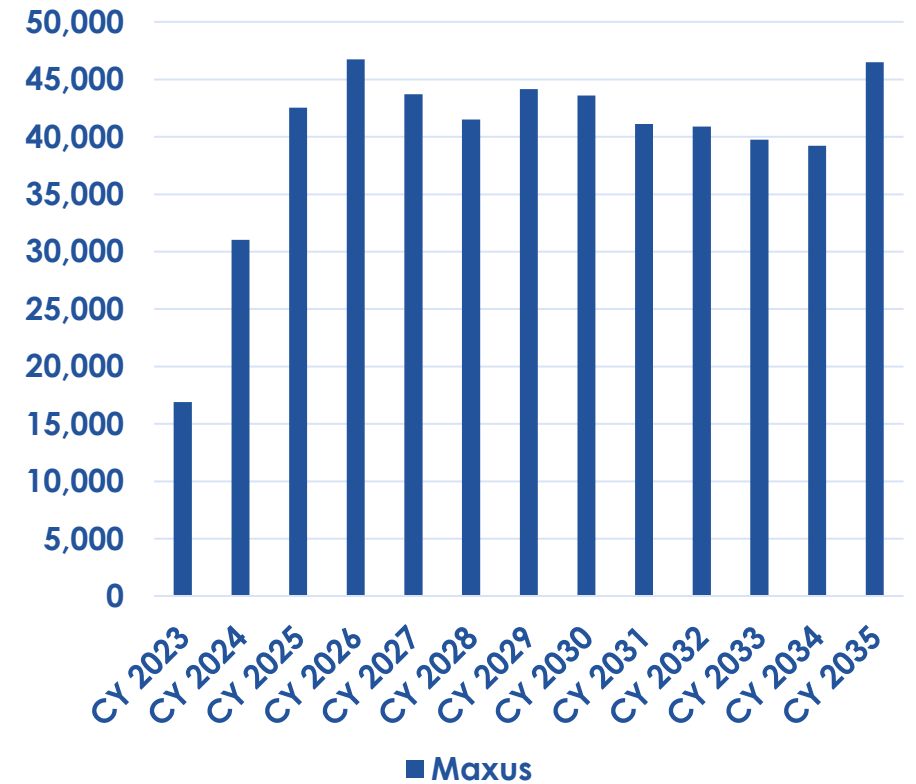
<https://www.saicmaxus.com>



- 2023: Sales forecast to hit 16,894
- 2025: Sales forecast to hit 42,539
- 2030: Sales forecast to hit 43,600
- 2035: Sales forecast to hit 46,512

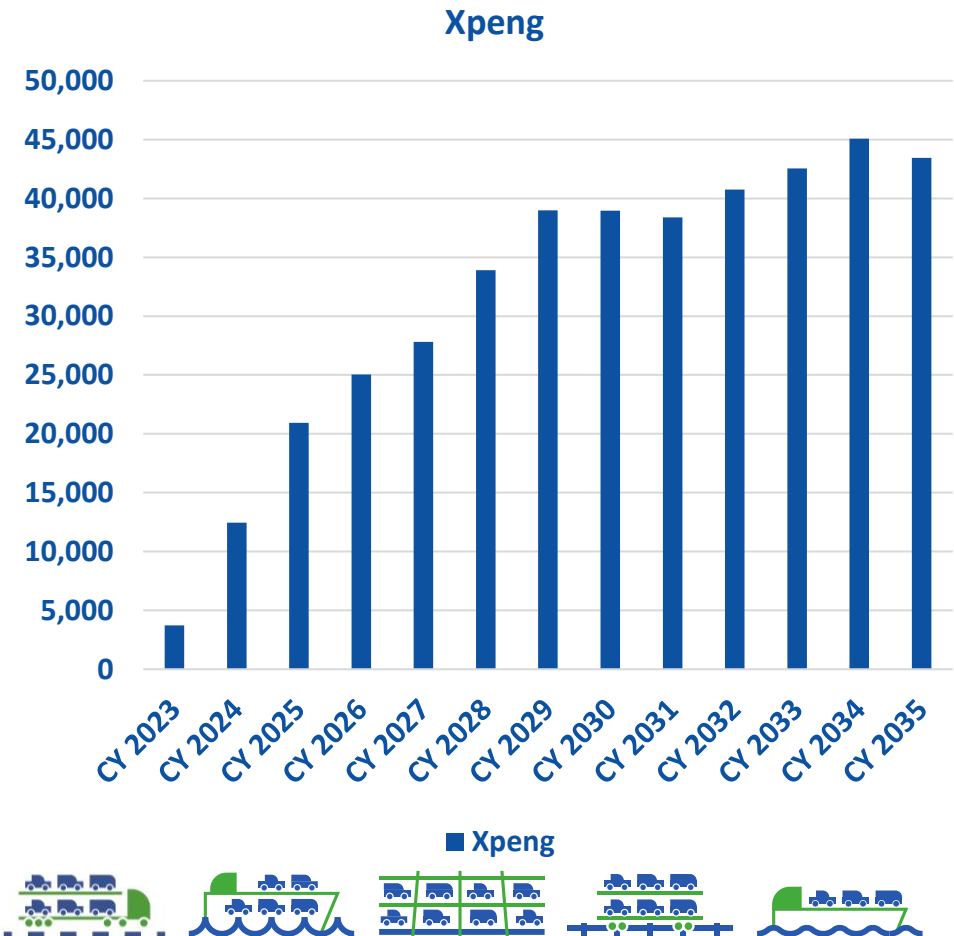
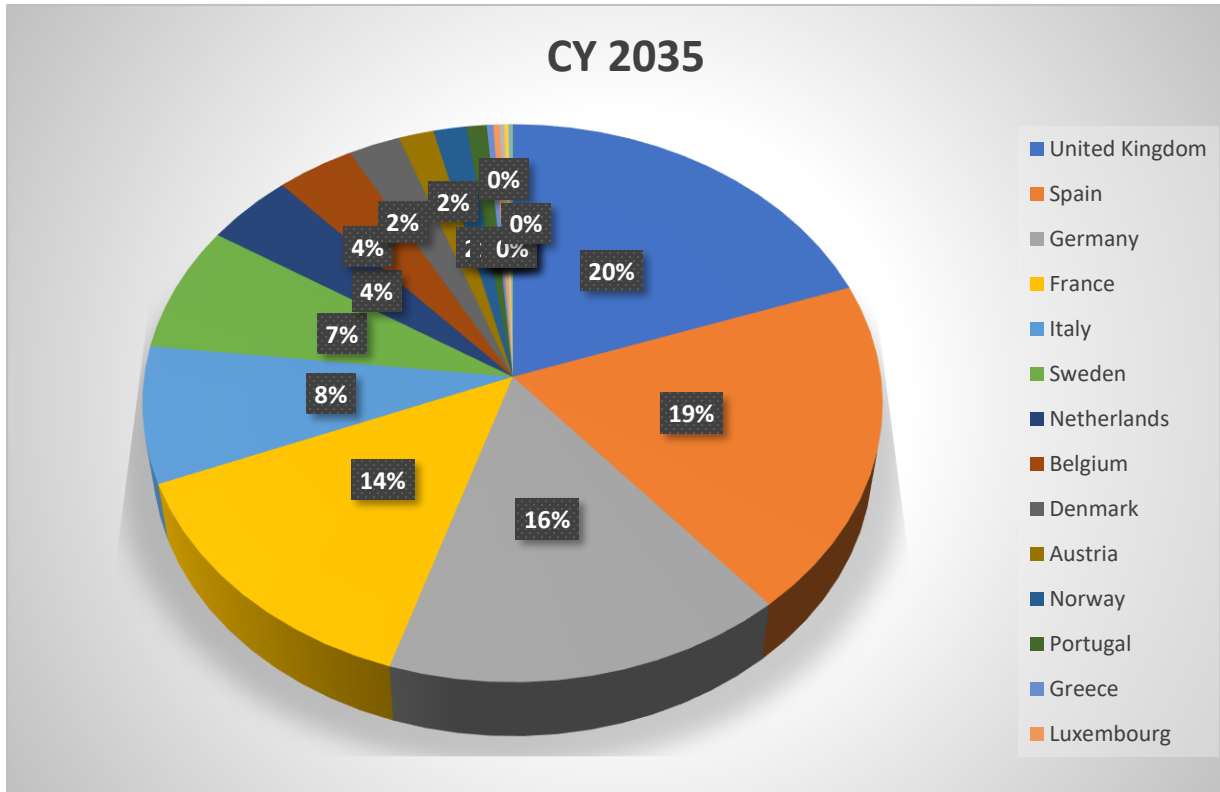


Maxus



- 2023: Sales forecast to hit 3,720
- 2025: Sales forecast to hit 20,929
- 2030: Sales forecast to hit 38,954
- 2035: Sales forecast to hit 43,453

XPeng G9



# Izera

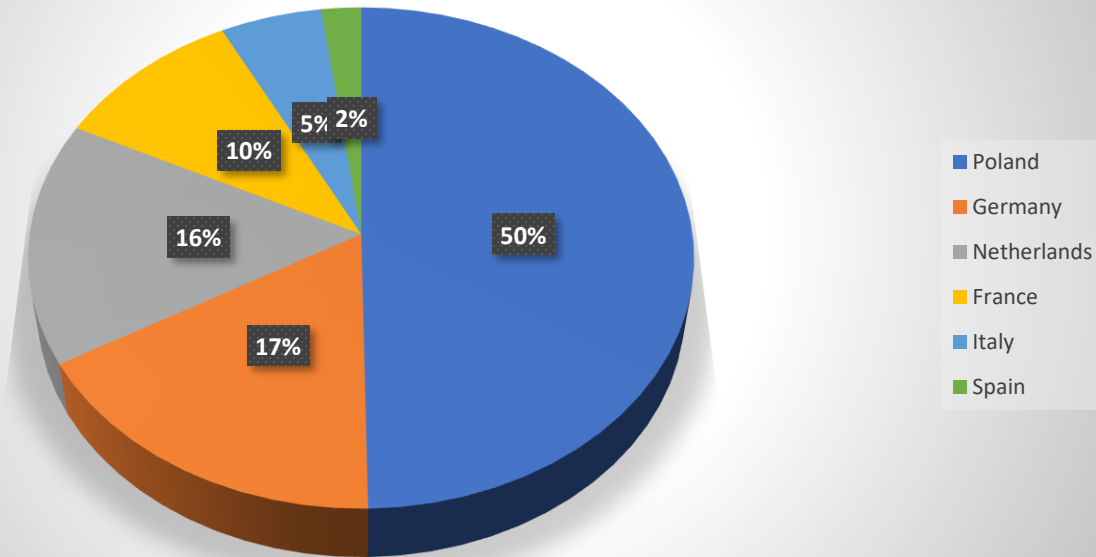


<https://izera.com>

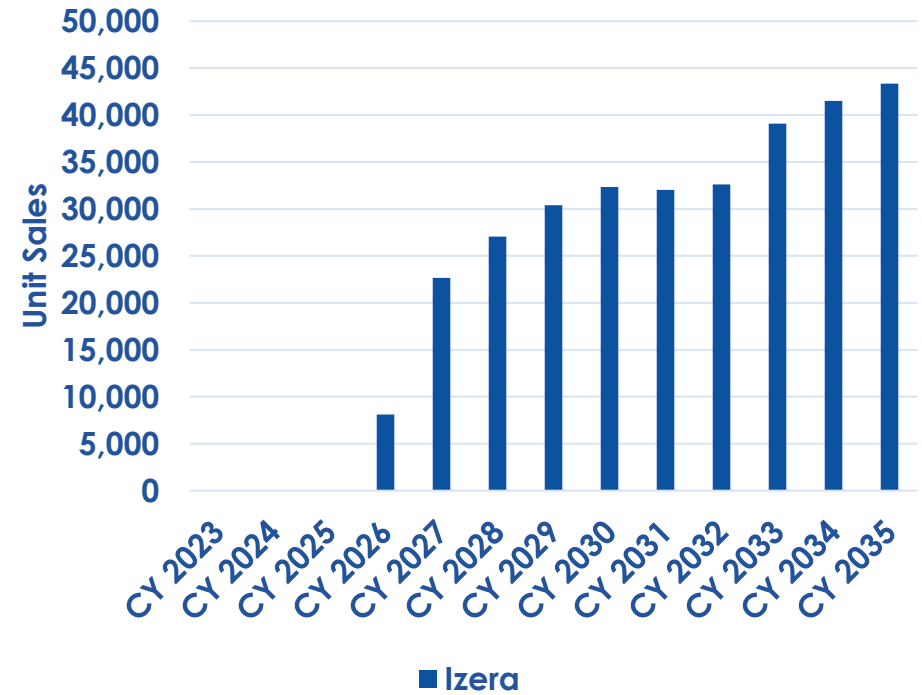


- 2023: Sales forecast to hit 0
- 2025: Sales forecast to hit 0
- 2020: Sales forecast to hit 32,337
- 2035: Sales forecast to hit 43,346

### CY 2035



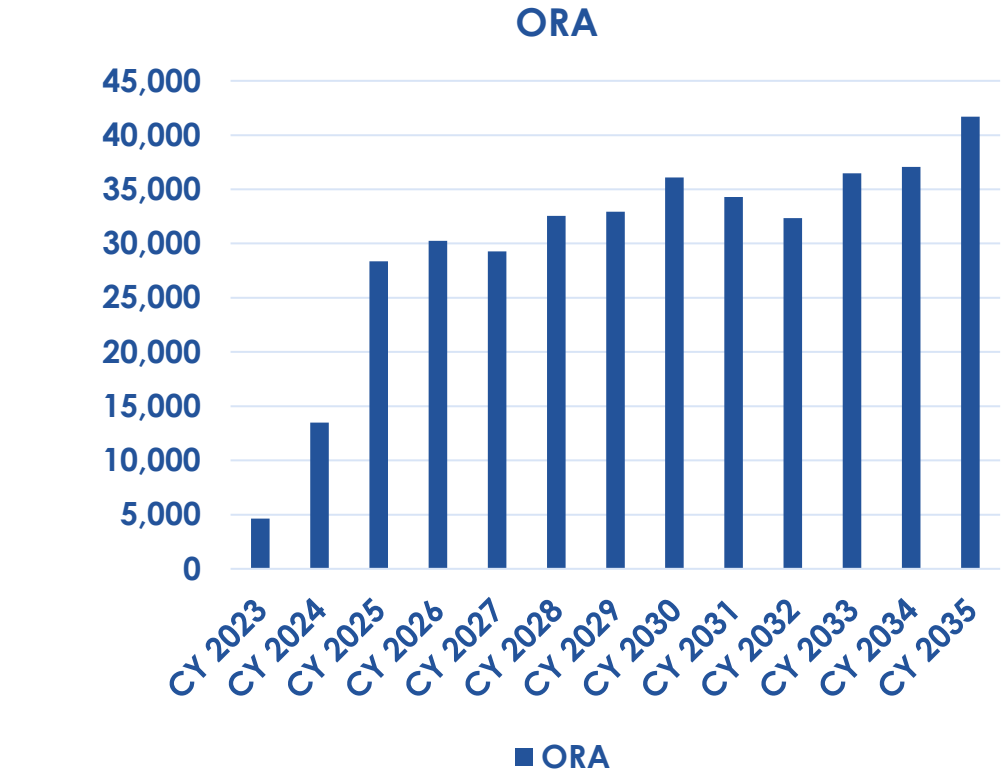
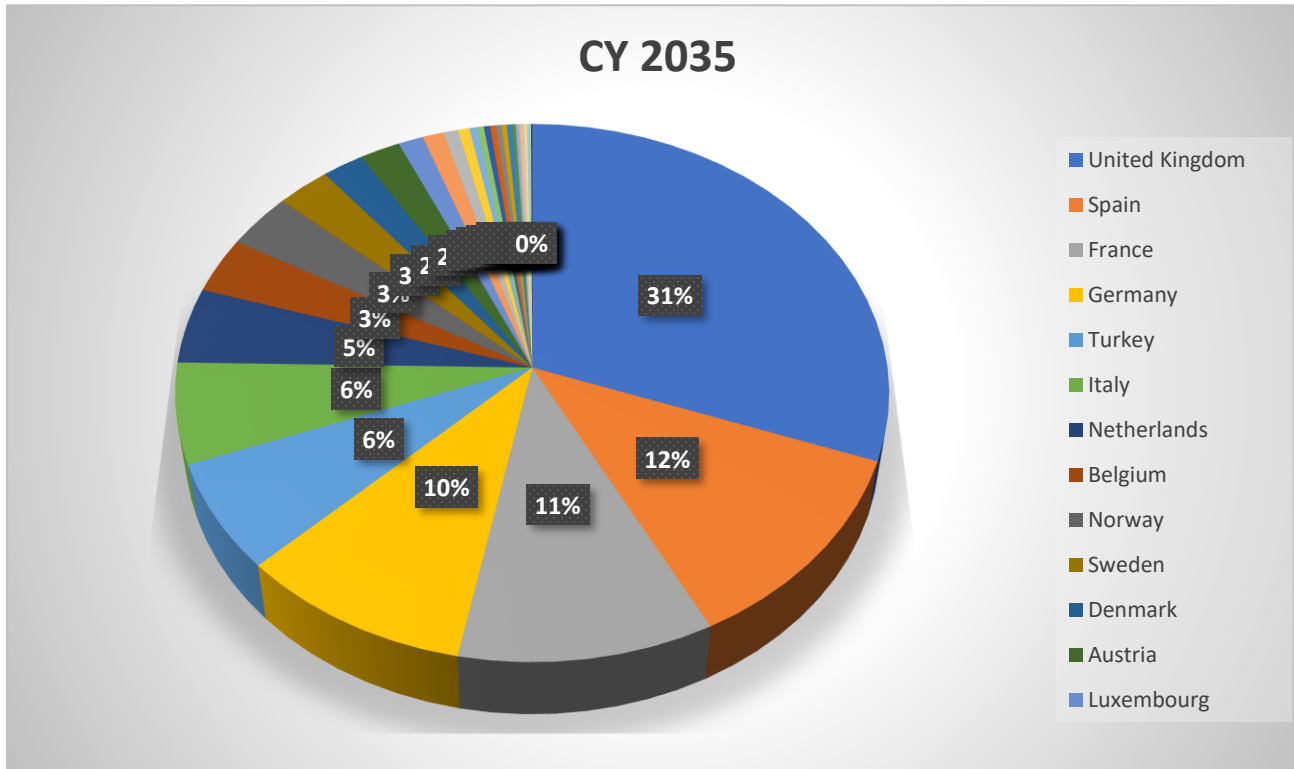
### Izera



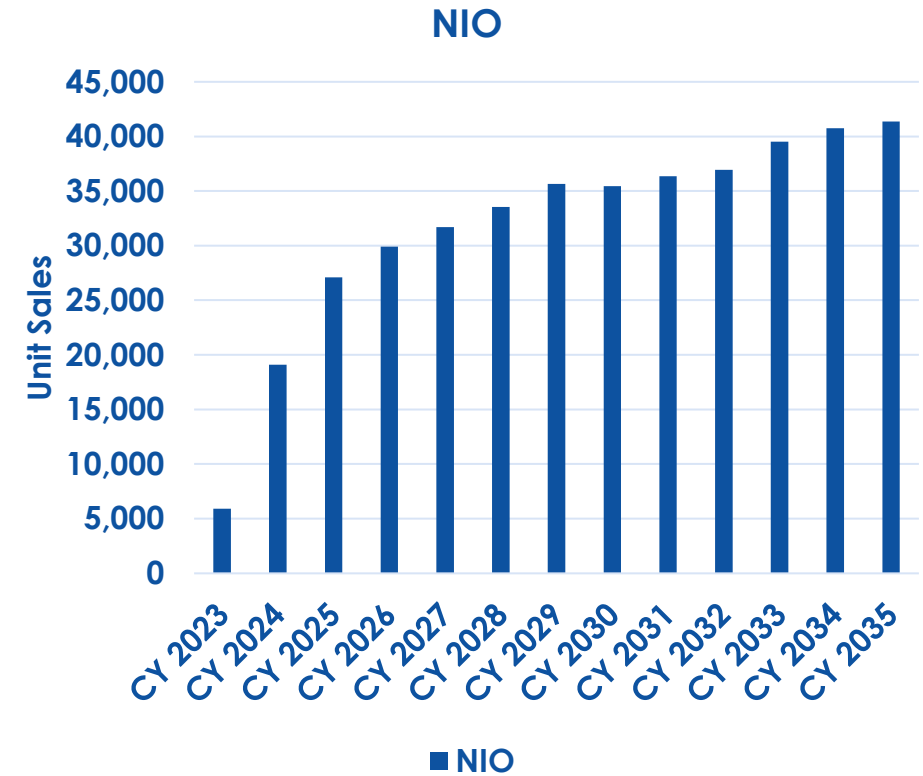
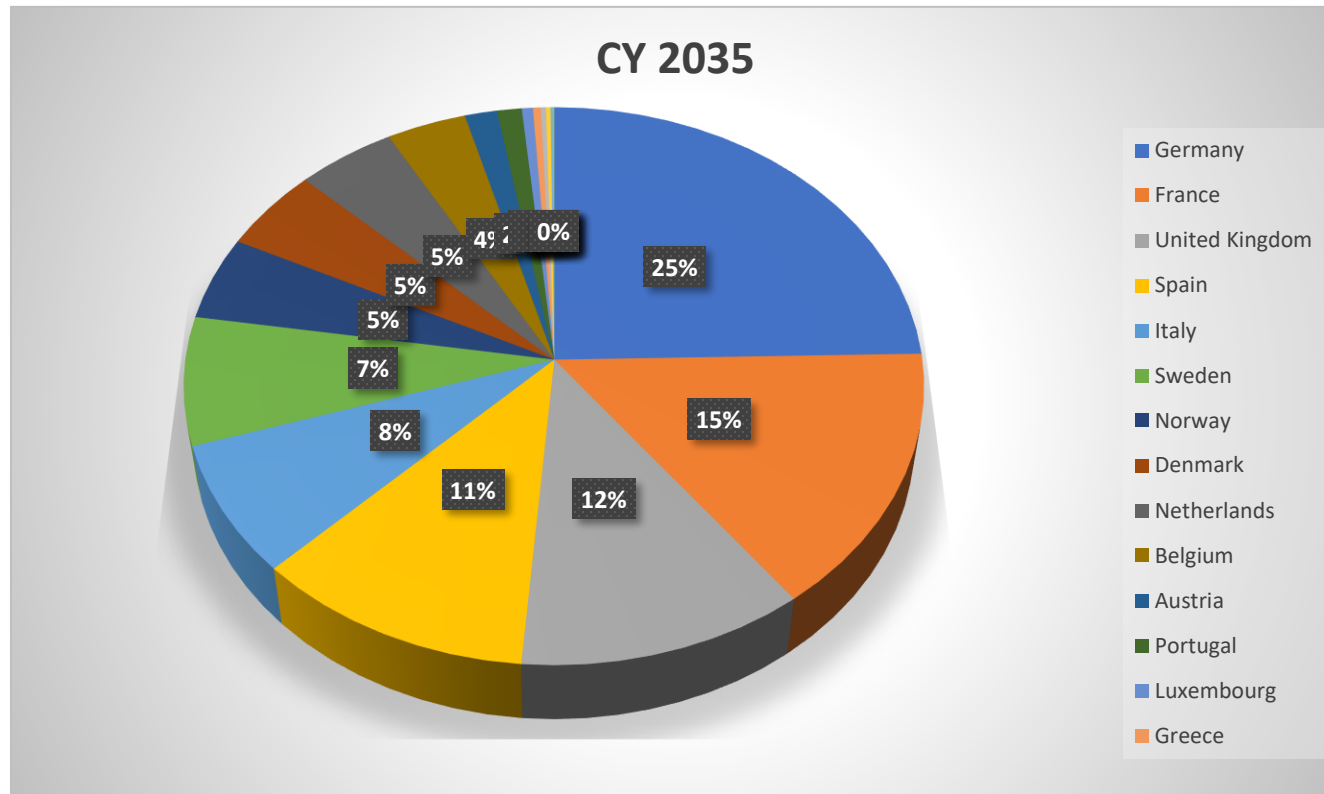
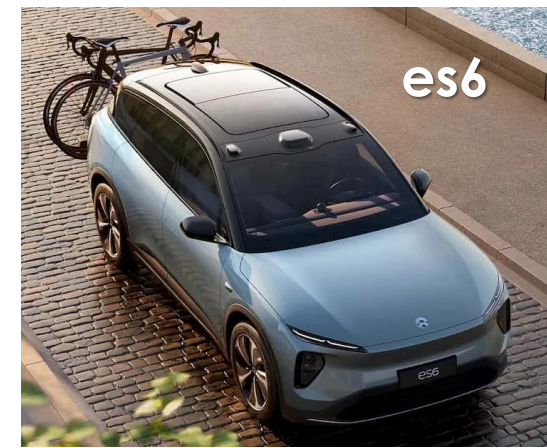
- 2023: Sales forecast to hit 4,642
- 2025: Sales forecast to hit 28,355
- 2030: Sales forecast to hit 36,081
- 2035: Sales forecast to hit 41,709



ORA FUNKY CAT



- 2023: Sales forecast to hit 5,911
- 2025: Sales forecast to hit 27,080
- 2030: Sales forecast to hit 35,431
- 2035: Sales forecast to hit 41,365

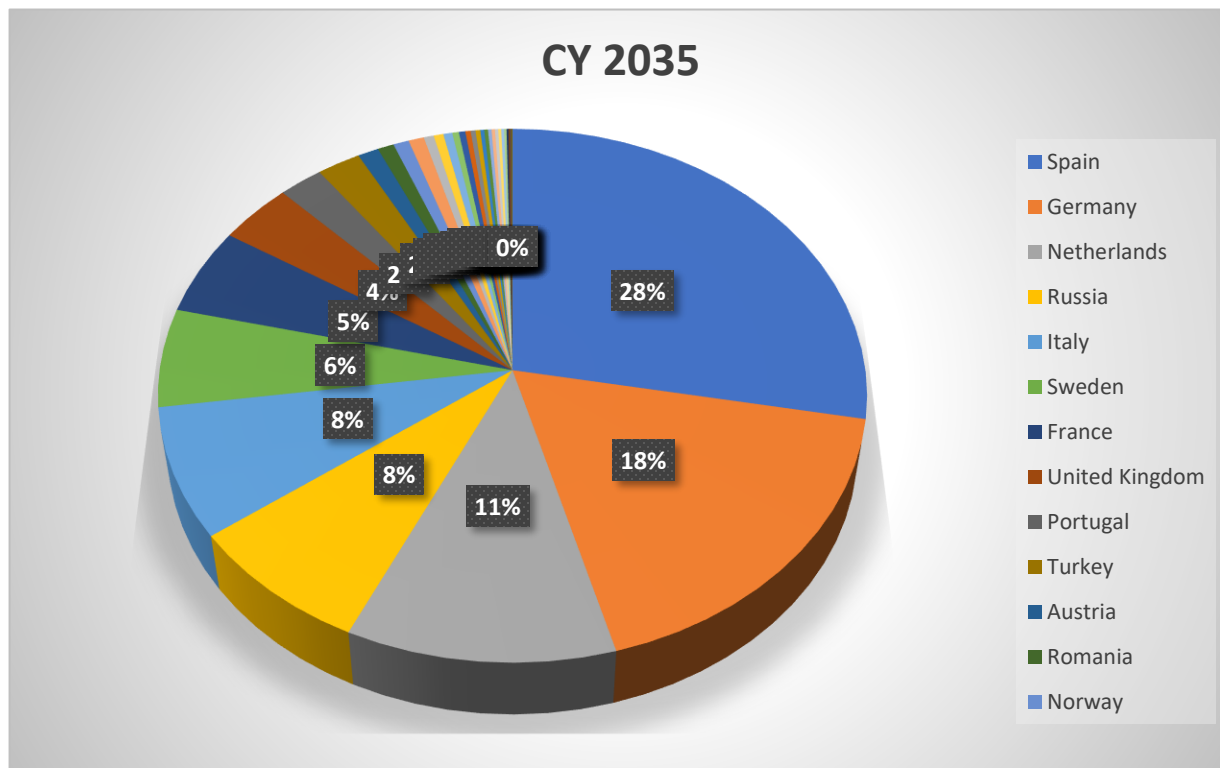




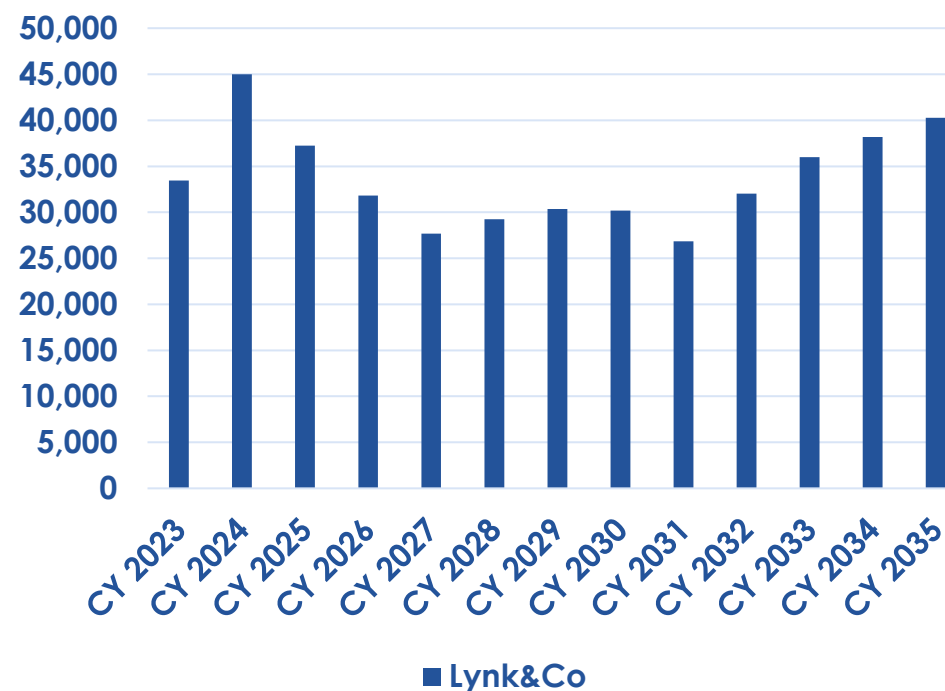
- 2023: Sales forecast to hit 33,472
- 2025: Sales forecast to hit 37,250
- 2030: Sales forecast to hit 30,176
- 2035: Sales forecast to hit 40,266



Lynk&Co 01

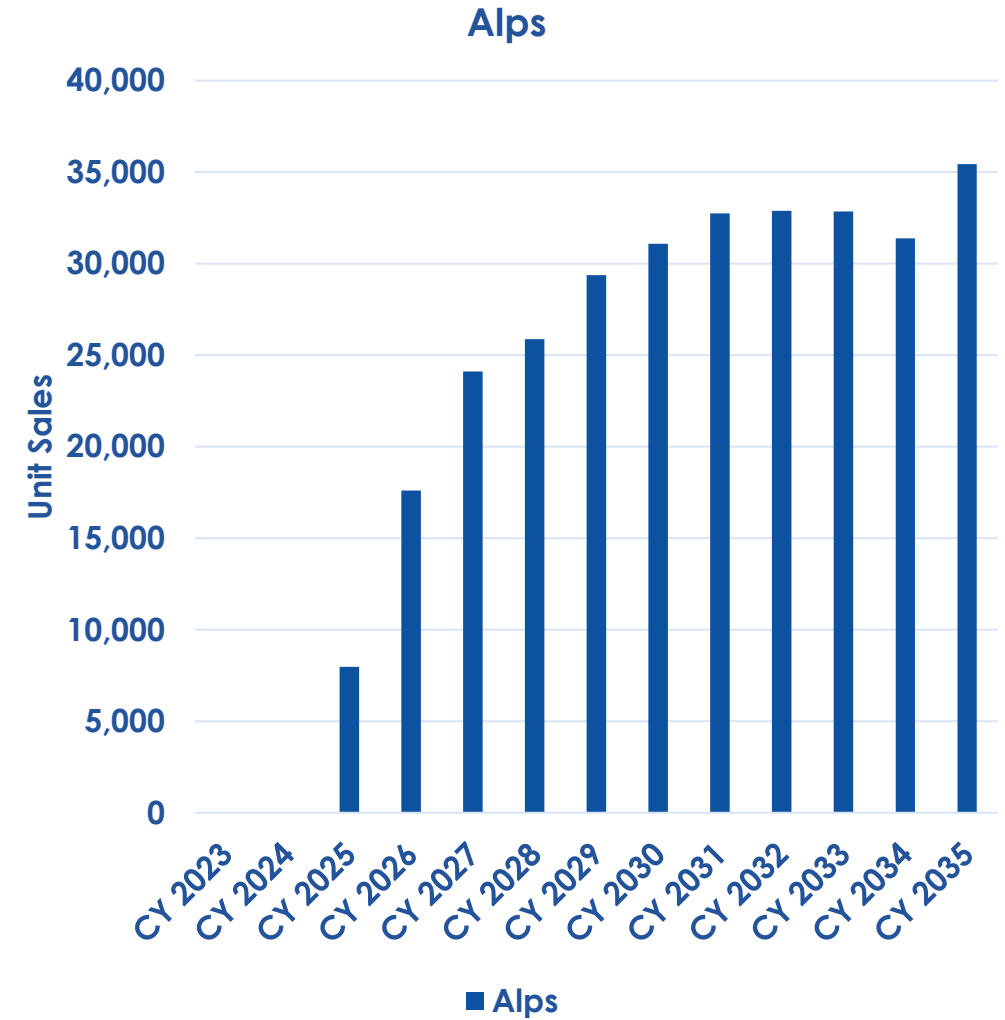
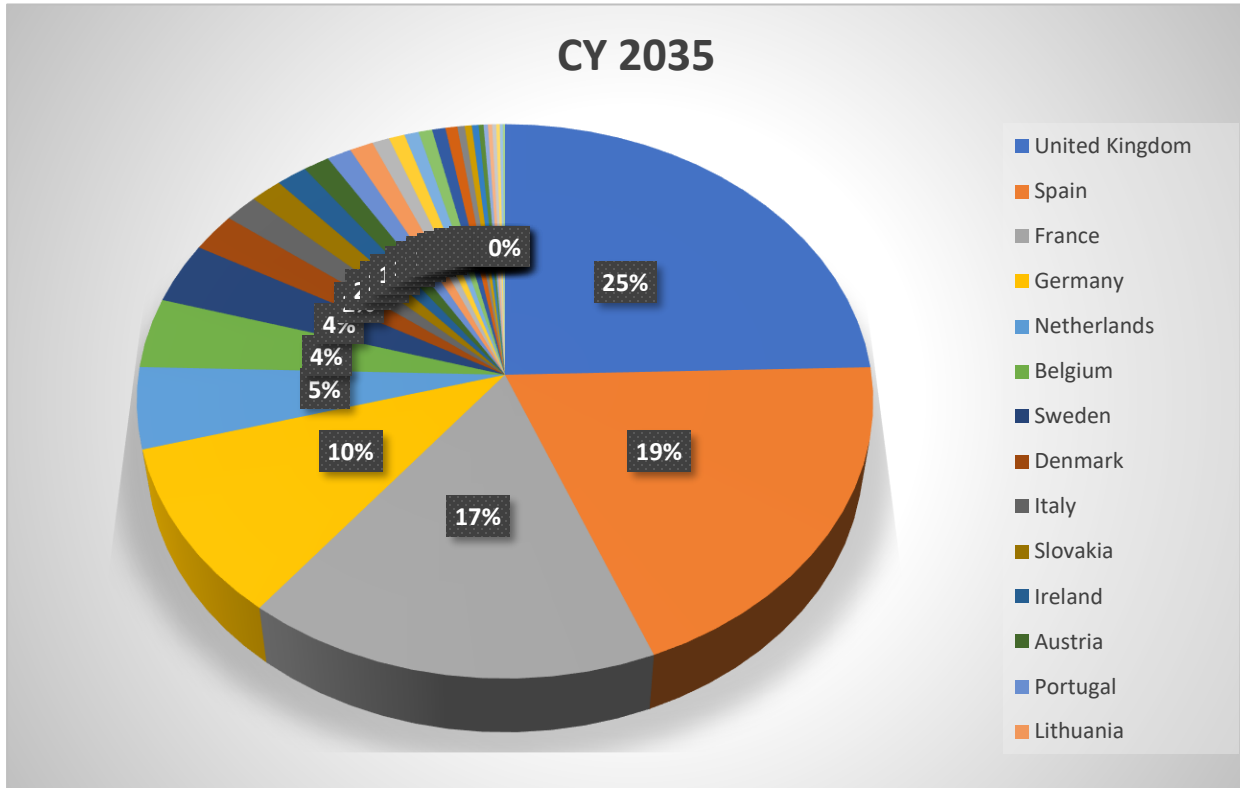


Lynk&Co



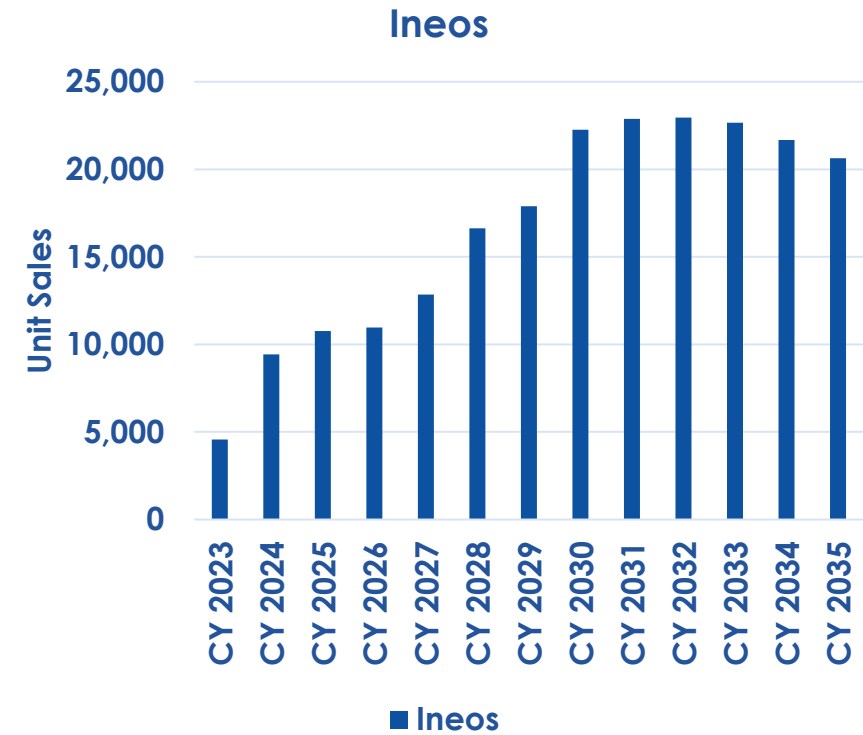
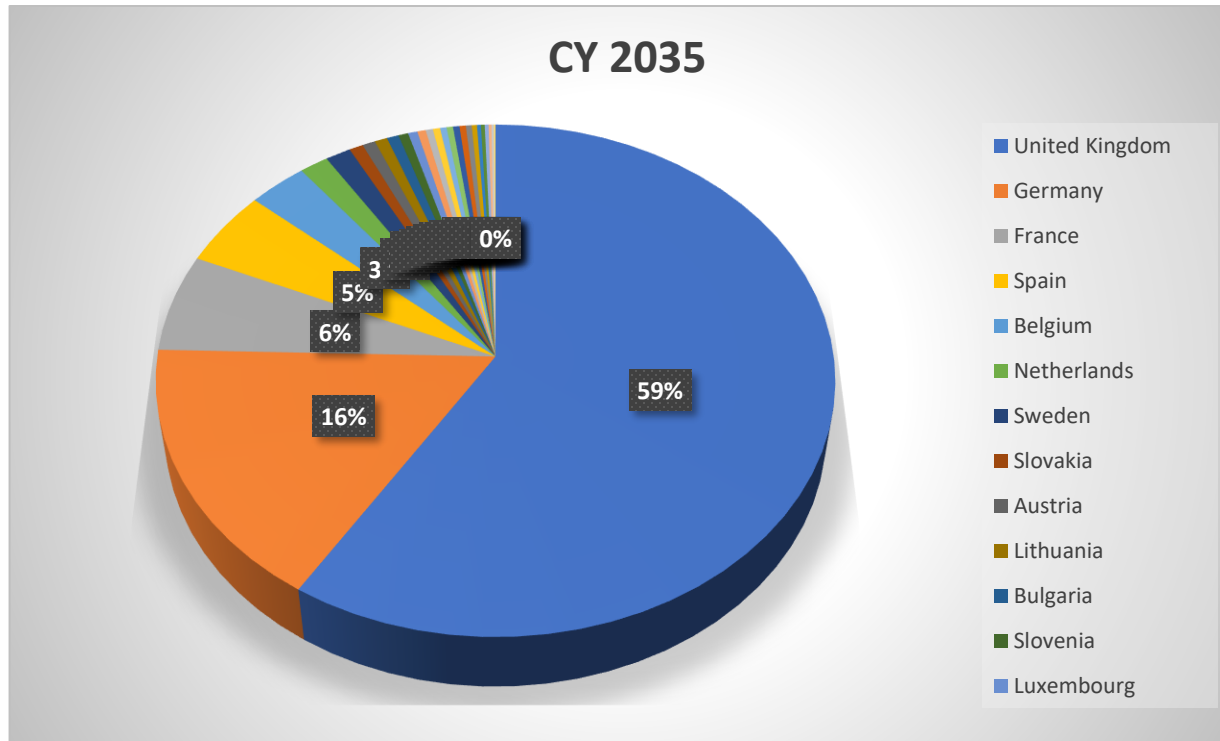
# Alps

- 2023: Sales forecast to hit 0
- 2025: Sales forecast to hit 7,967
- 2030: Sales forecast to hit 31,088
- 2035: Sales forecast to hit 35,441



<https://www.ineos.com/businesses/ineos-automotive/>

- 2023: Sales forecast to hit 4,573
- 2025: Sales forecast to hit 10,770
- 2030: Sales forecast to hit 22,252
- 2035: Sales forecast to hit 20,623



# Fisker



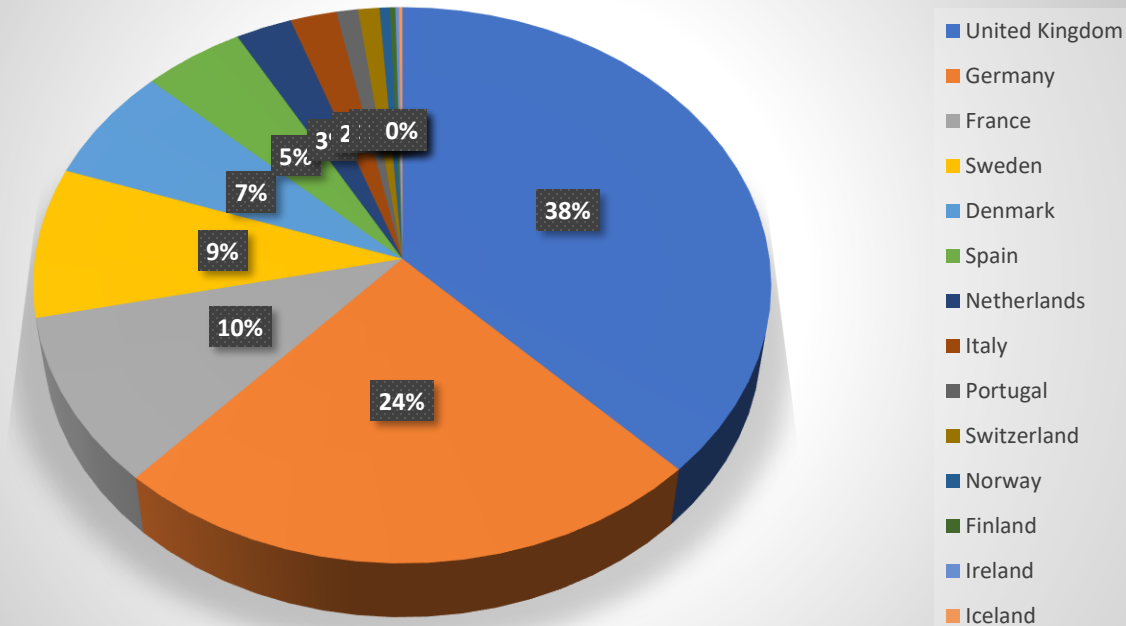
<https://www.fiskerinc.com>

- 2023: Sales forecast to hit 1,345
- 2025: Sales forecast to hit 4,969
- 2030: Sales forecast to hit 14,245
- 2035: Sales forecast to hit 17,480

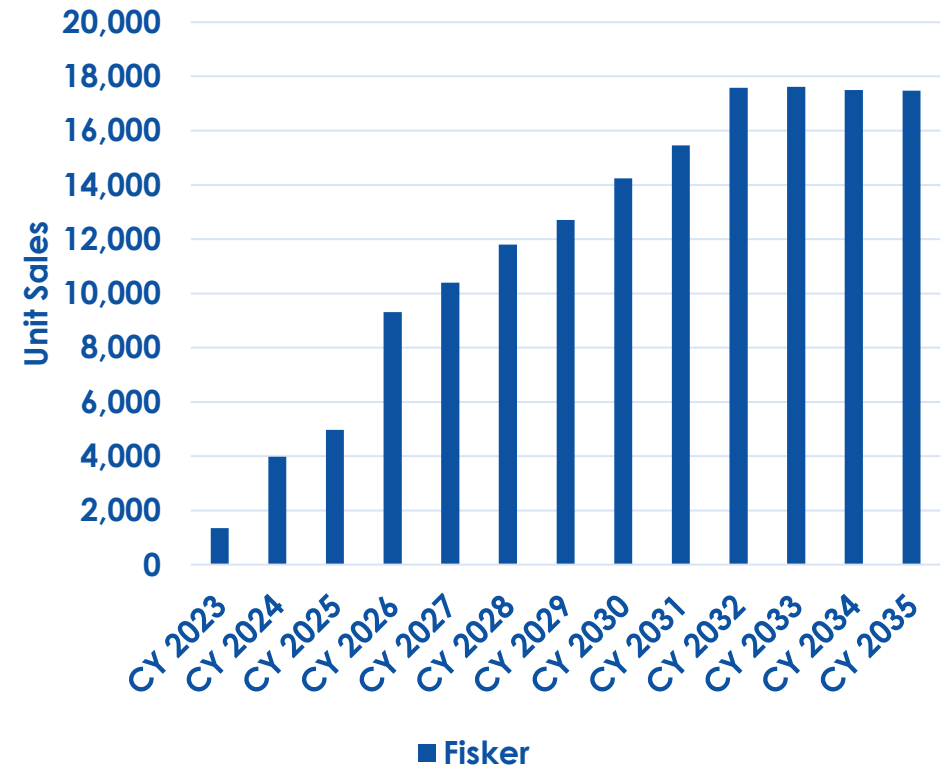
## Fisker Ocean



CY 2035



Fisker

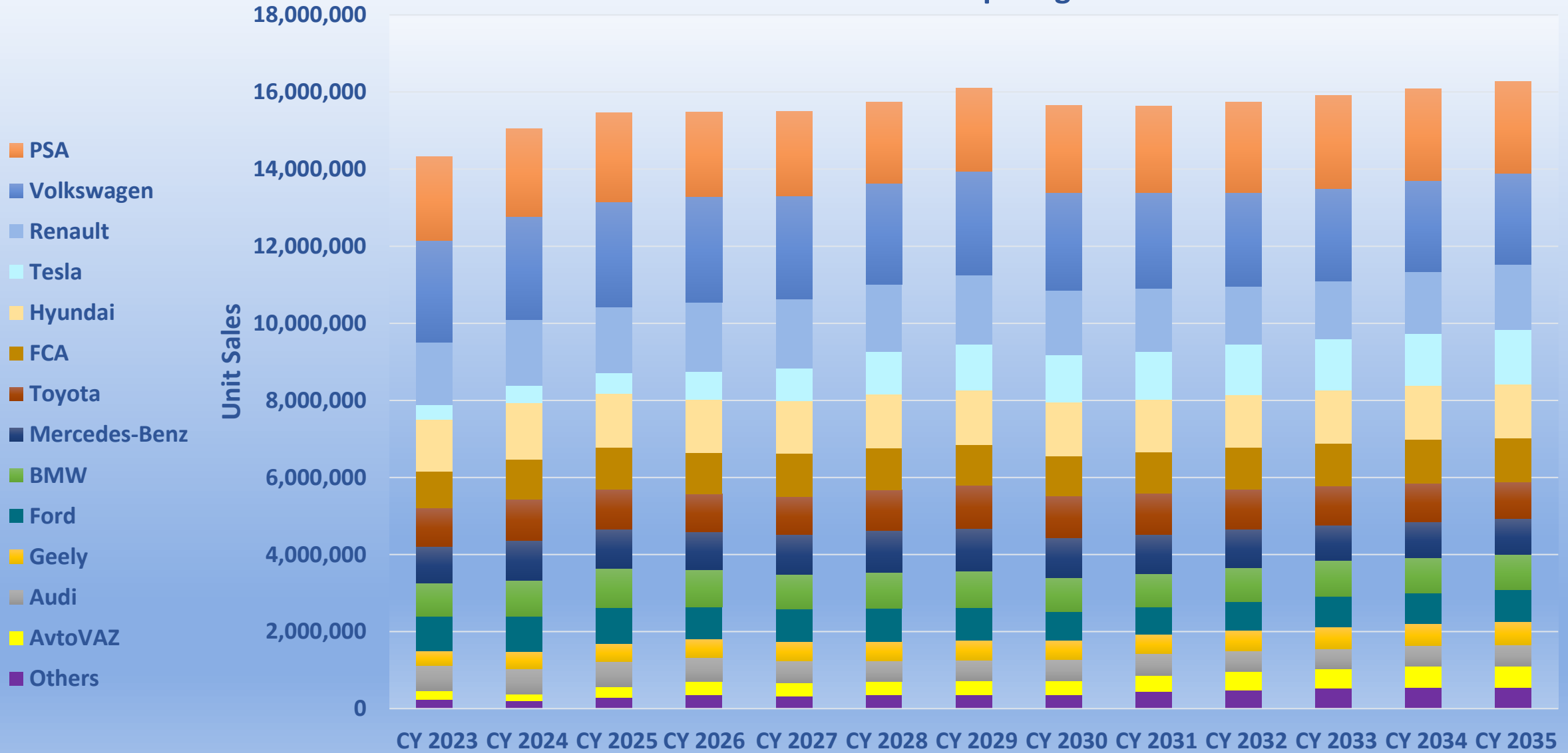


# Market Leaders' Outlook for Europe

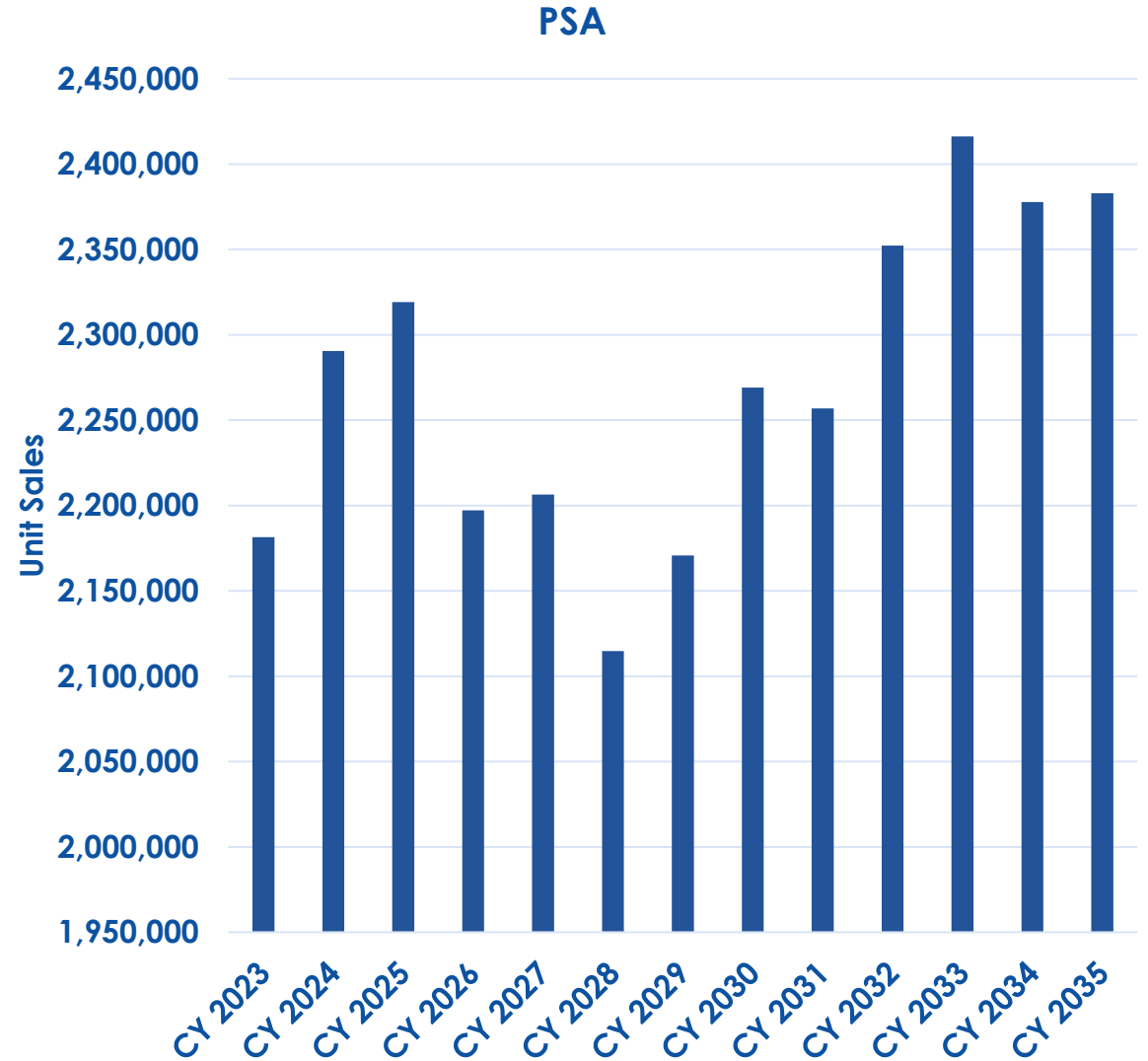
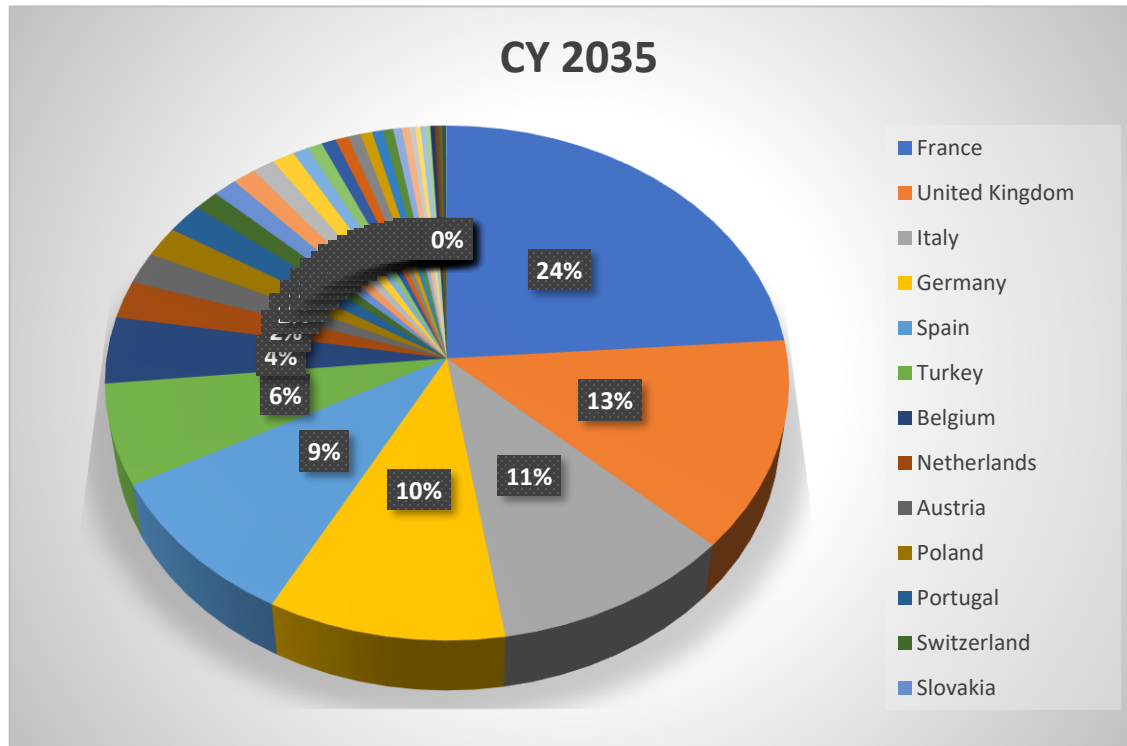
2023-2035



# Market Leaders in LV Sales – Europe region 2023-2035



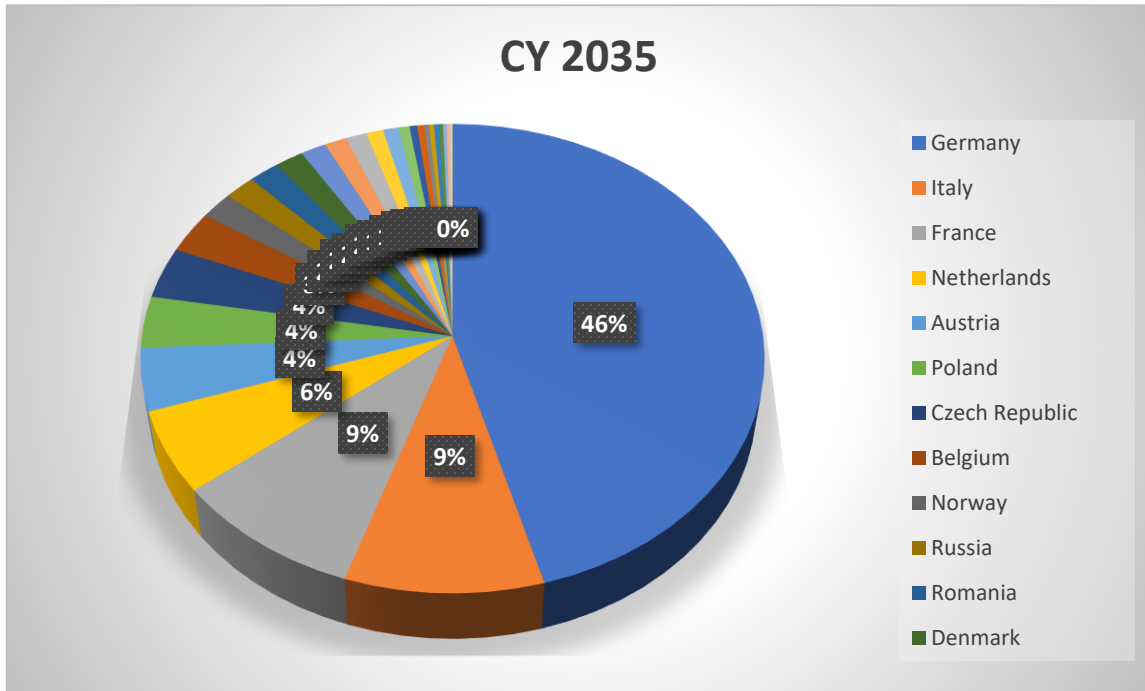
- 2023: Sales forecast to hit 2,181,479
- 2025: Sales forecast to hit 2,319,251
- 2030: Sales forecast to hit 2,269,153
- 2035: Sales forecast to hit 2,384,945



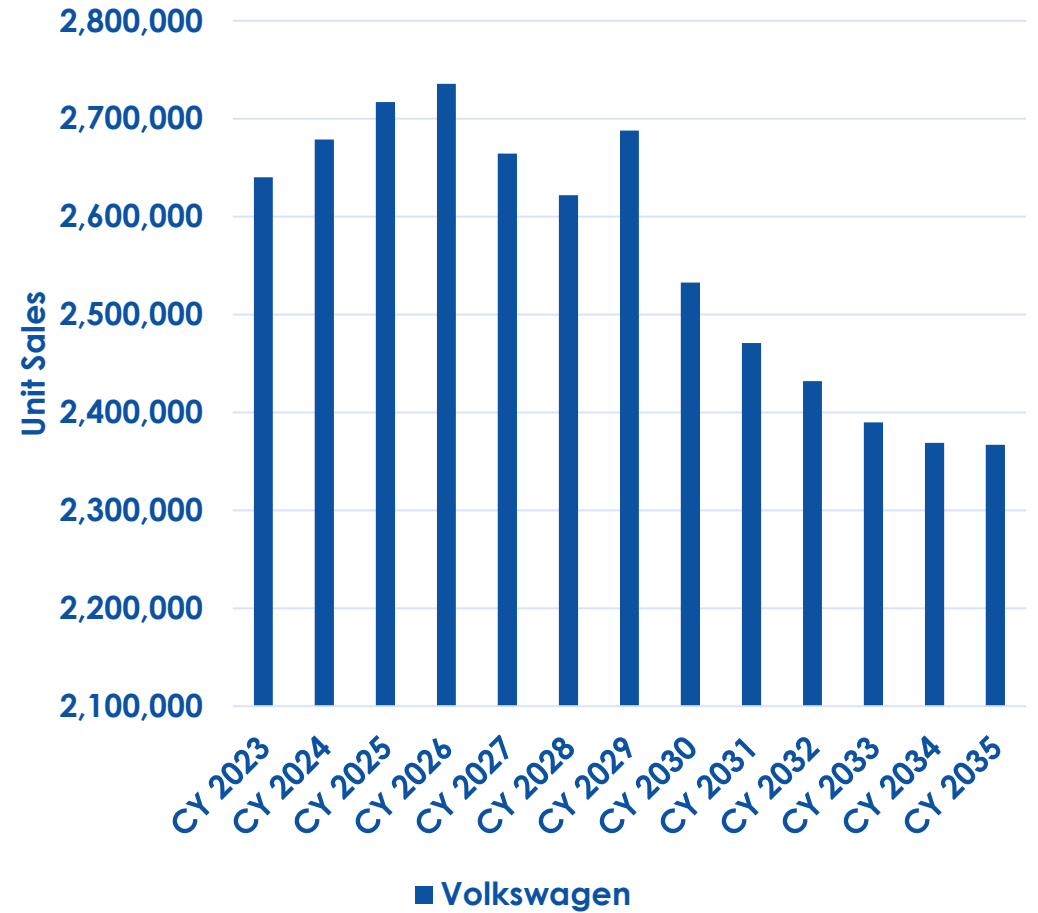
# VW Group



- 2023: Sales forecast to hit 2,640,402
- 2025: Sales forecast to hit 2,717,107
- 2030: Sales forecast to hit 2,269,153
- 2035: Sales forecast to hit 2,384,945



## Volkswagen

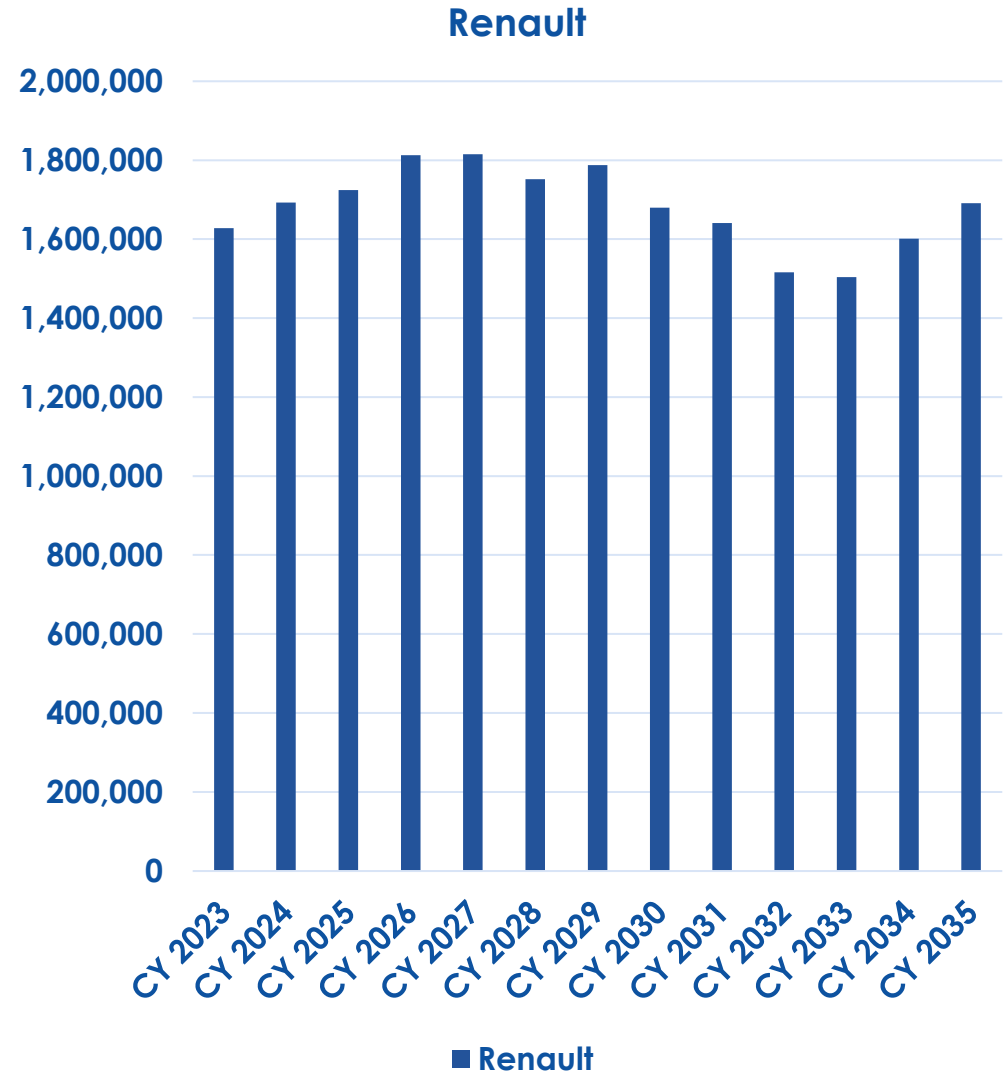
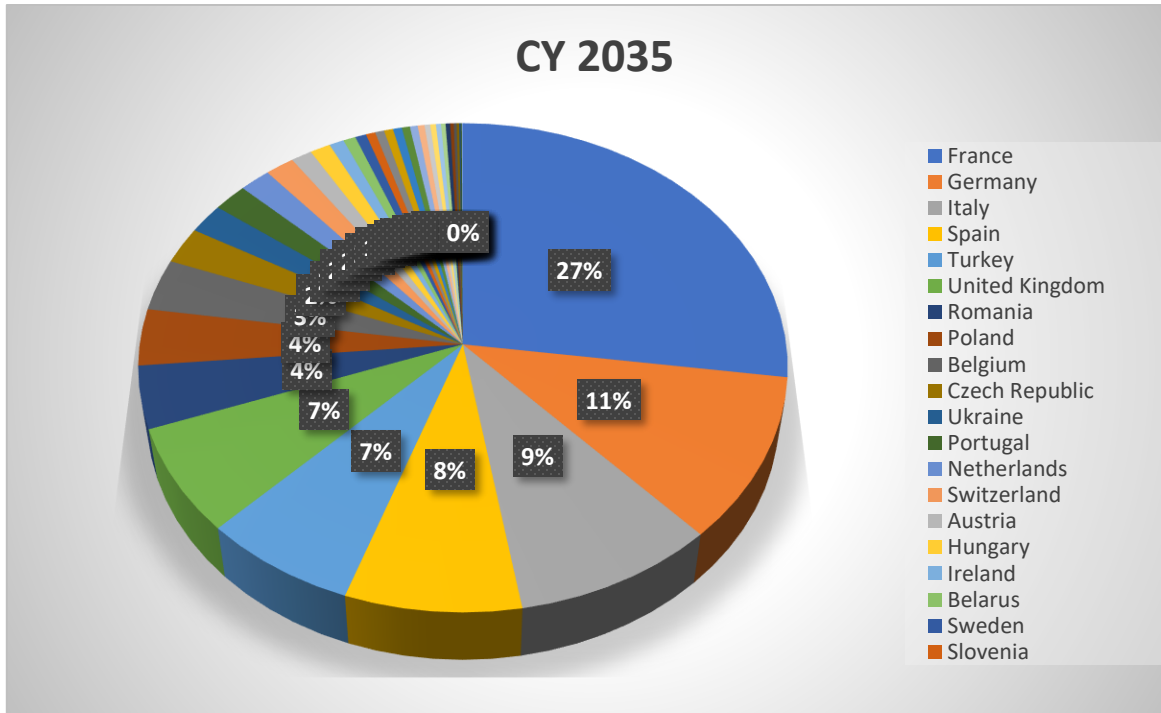




# Renault



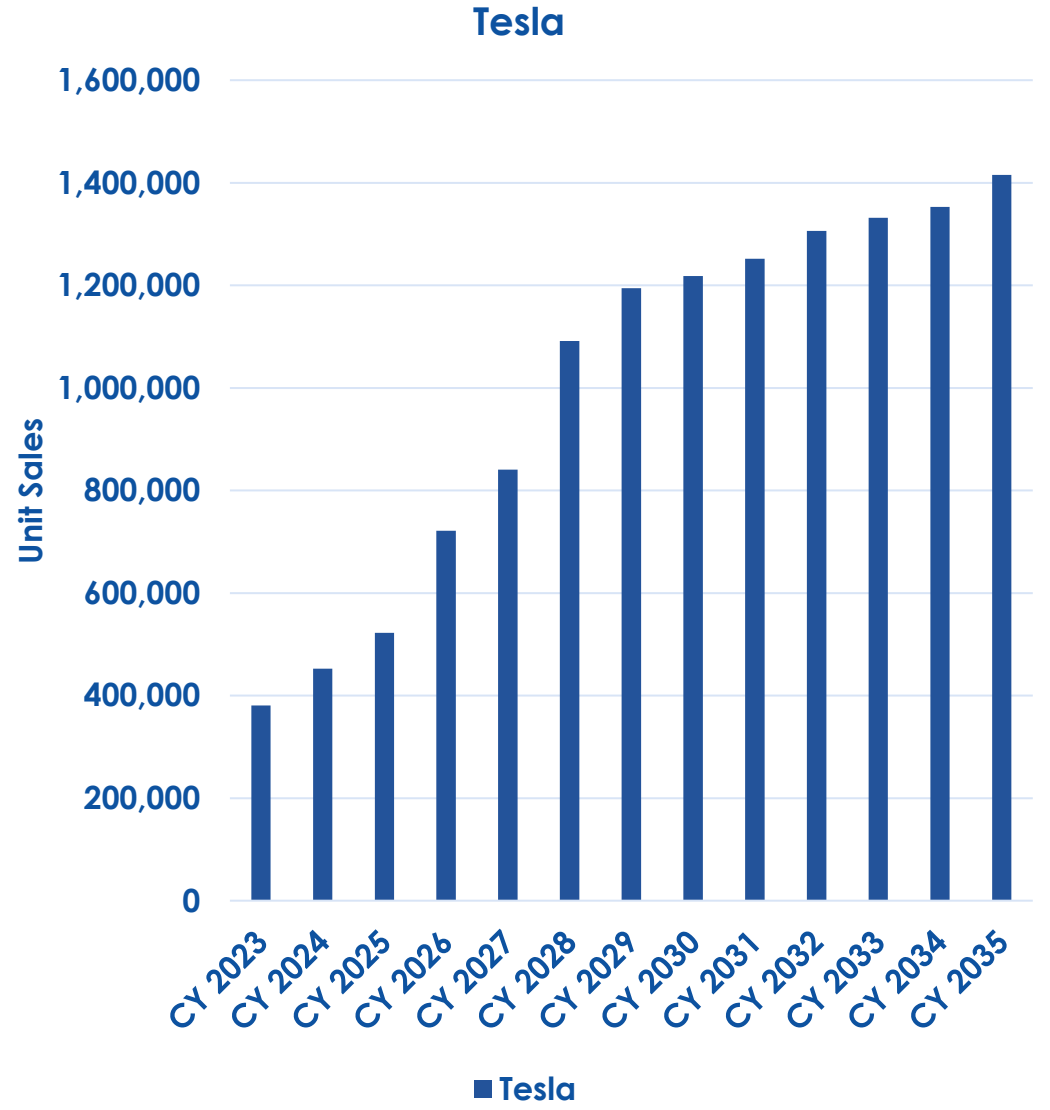
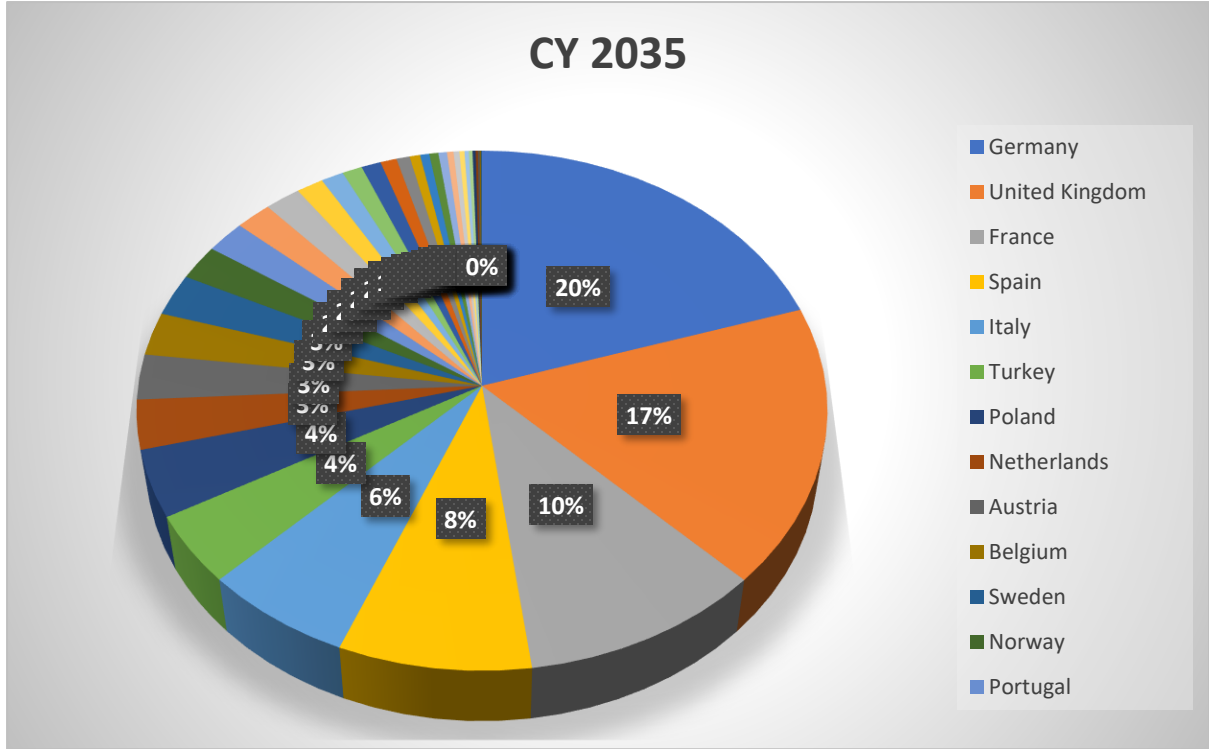
- 2023: Sales forecast to hit 1,627,932
- 2025: Sales forecast to hit 1,723,994
- 2030: Sales forecast to hit 1,680,041
- 2035: Sales forecast to hit 1,690,824



# Tesla



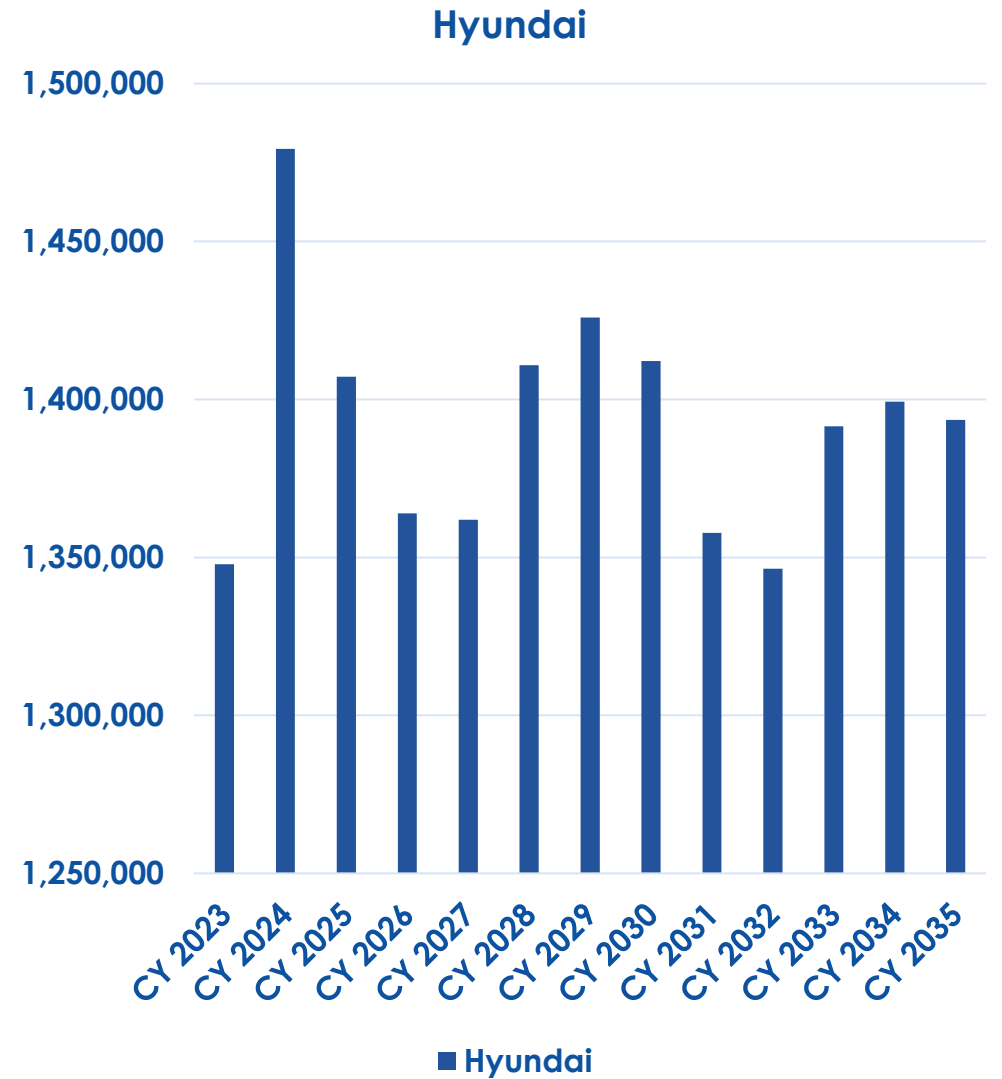
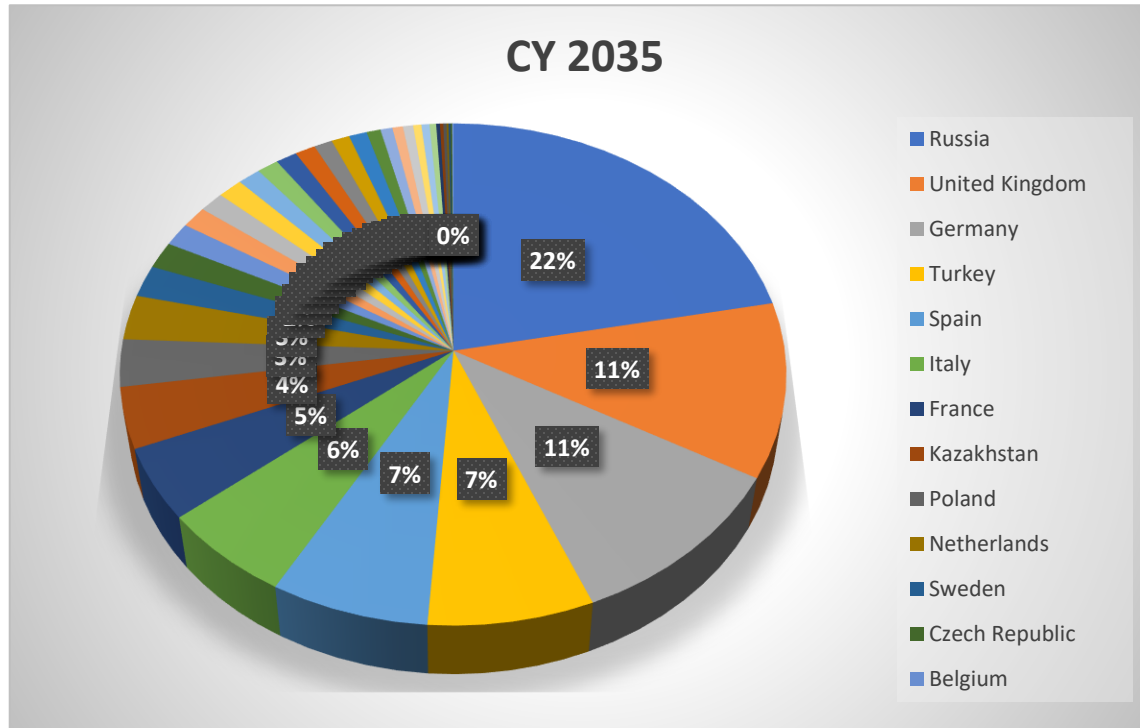
- 2023: Sales forecast to hit 380,604
- 2025: Sales forecast to hit 522,474
- 2030: Sales forecast to hit 1,218,322
- 2035: Sales forecast to hit 1,415,380



# Hyundai



- 2023: Sales forecast to hit 1,347,854
- 2025: Sales forecast to hit 1,407,178
- 2030: Sales forecast to hit 1,412,158
- 2035: Sales forecast to hit 1,393,559



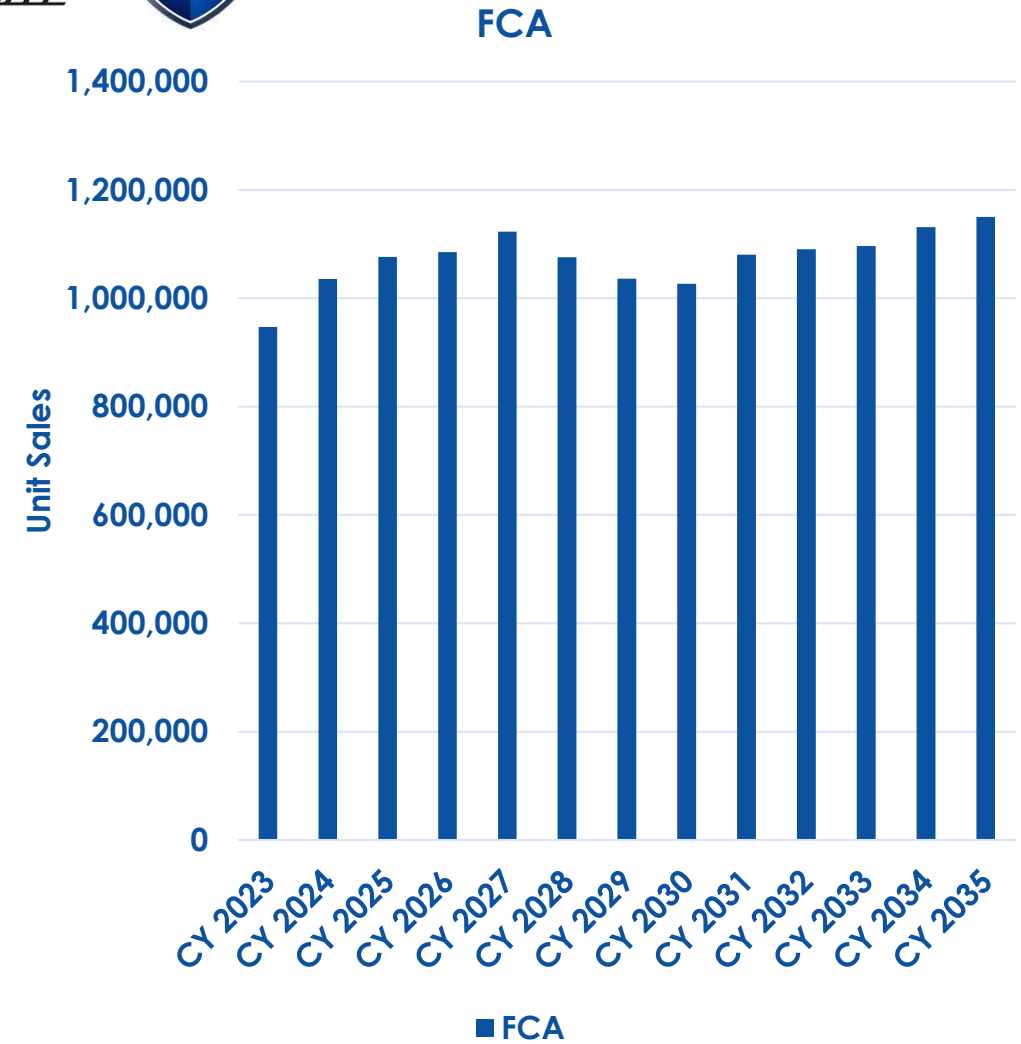
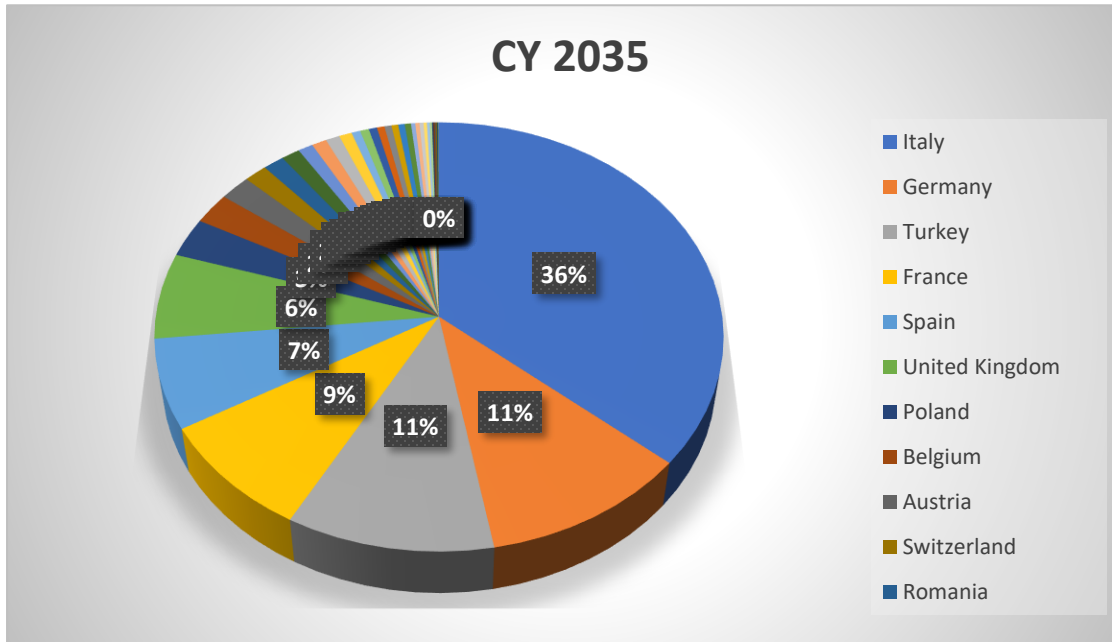
# FCA



# Jeep



- 2023: Sales forecast to hit 947,191
- 2025: Sales forecast to hit 1,076,380
- 2030: Sales forecast to hit 1,026,539
- 2035: Sales forecast to hit 1,150,224

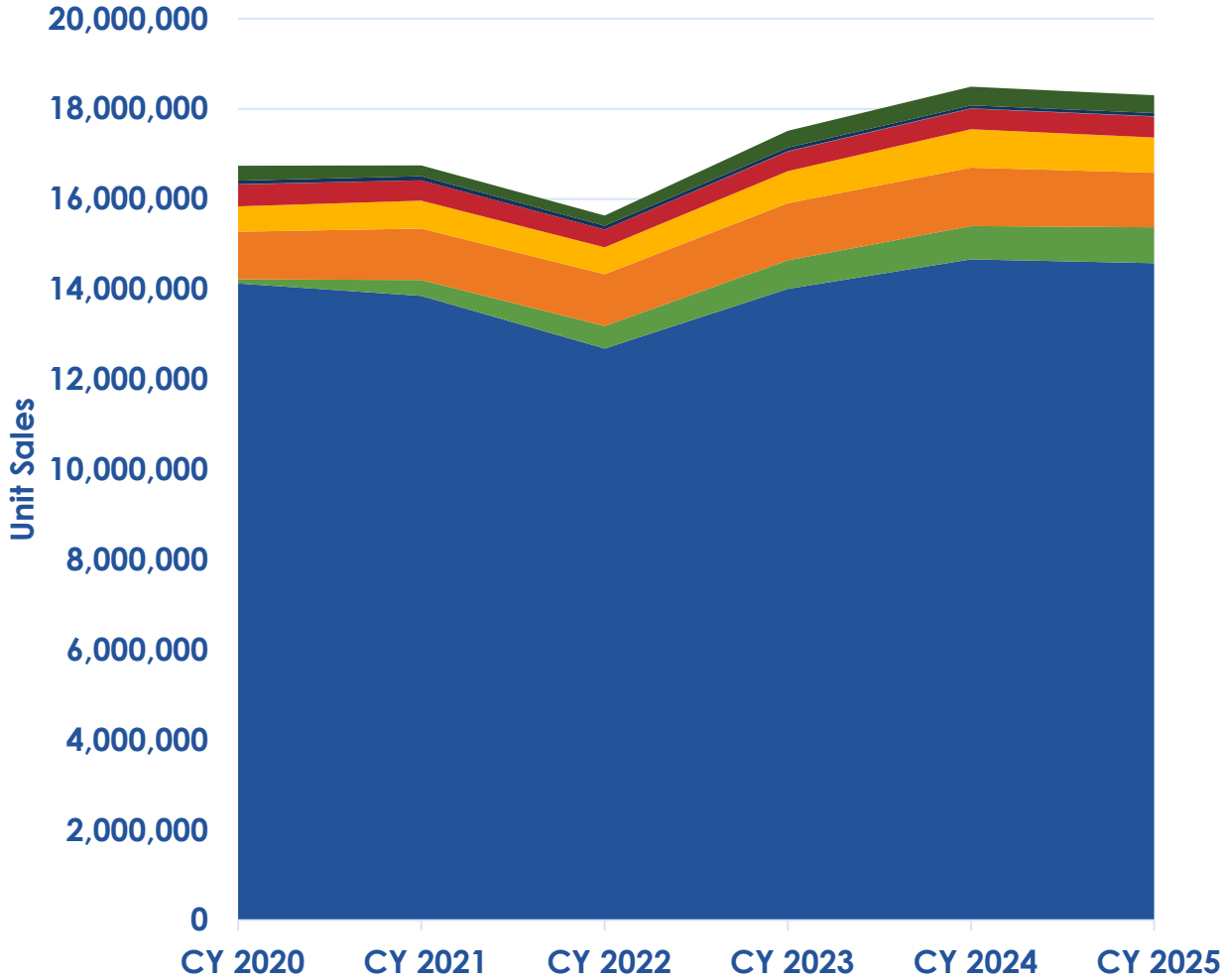


# Light Vehicle Production

Europe Region

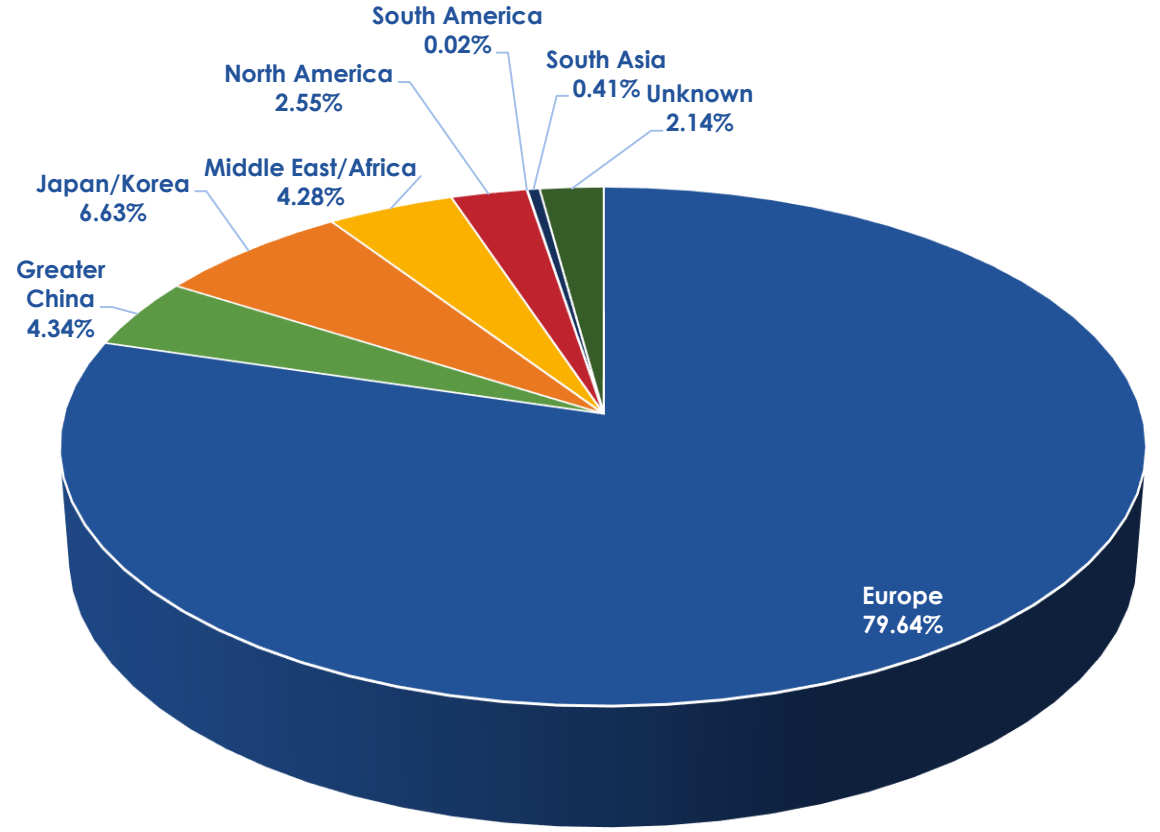


### Europe New LV Sales by Production Region



- Europe
- Greater China
- Japan/Korea
- Middle East/Africa
- North America
- South America
- South Asia
- Unknown

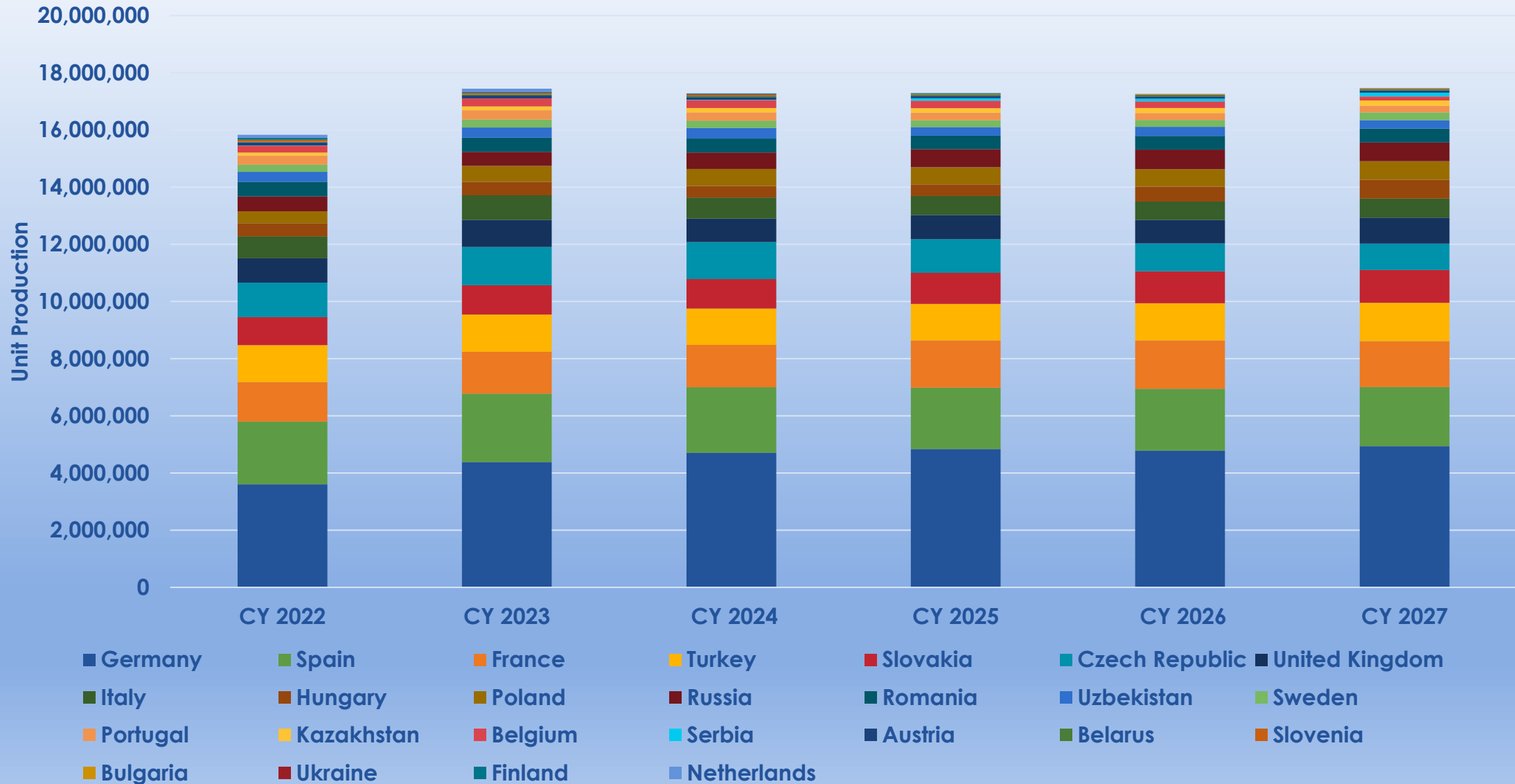
### Outlook Europe Sales 2025, by Production Region



- Europe
- Greater China
- Japan/Korea
- Middle East/Africa
- North America
- South America

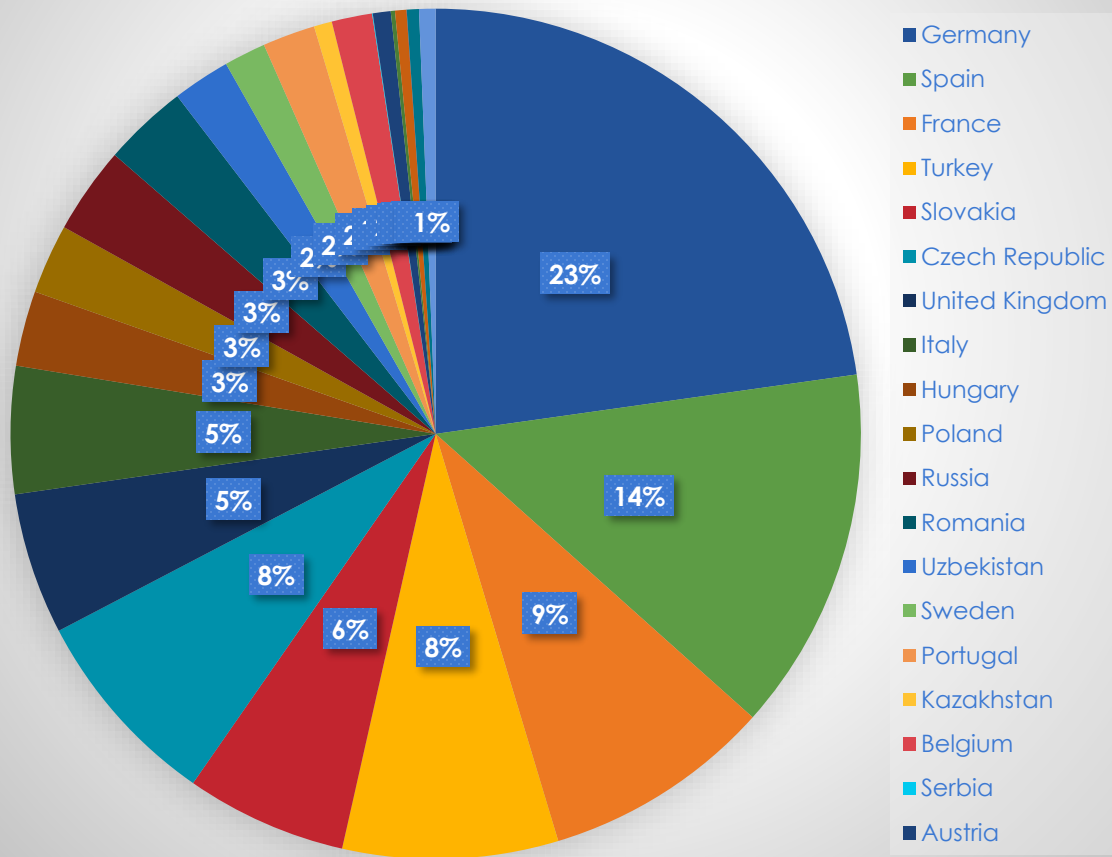


## Light Vehicle Production-Europe region

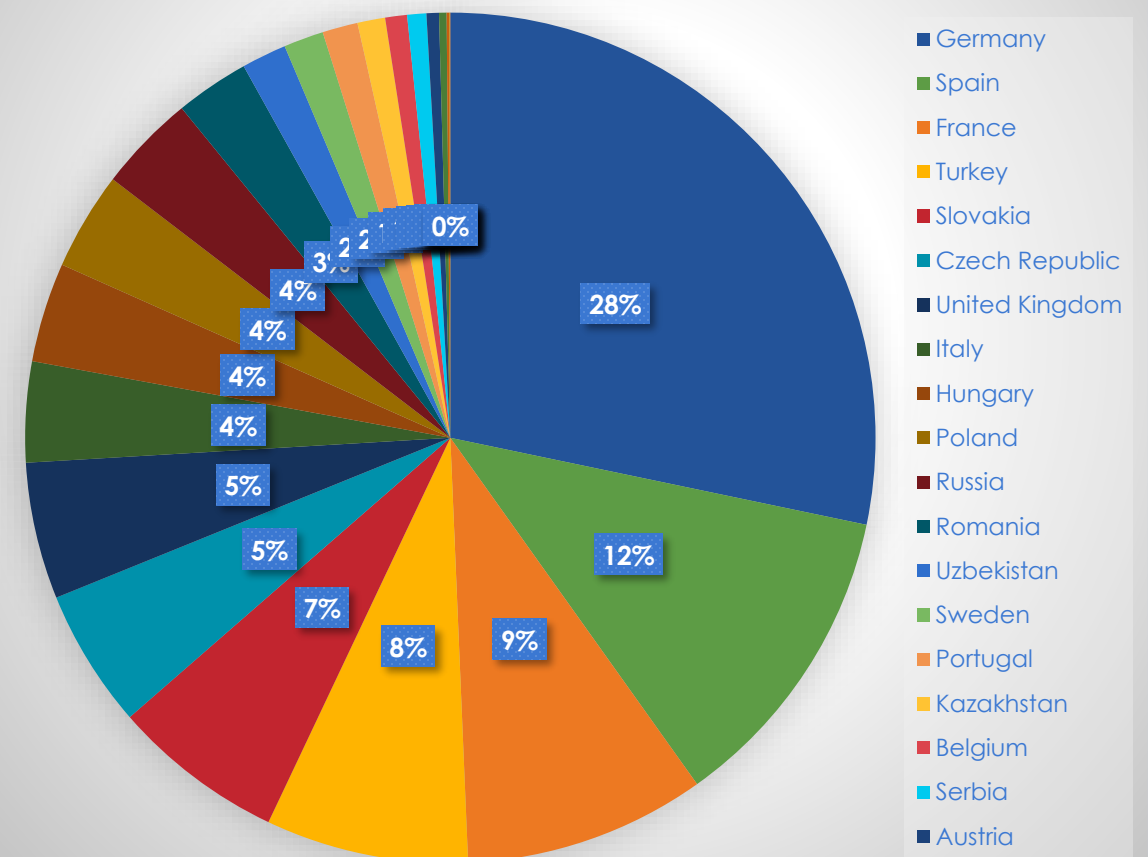


# Light Vehicle Production Europe

Light Vehicle Production  
-Europe-  
CY 2022



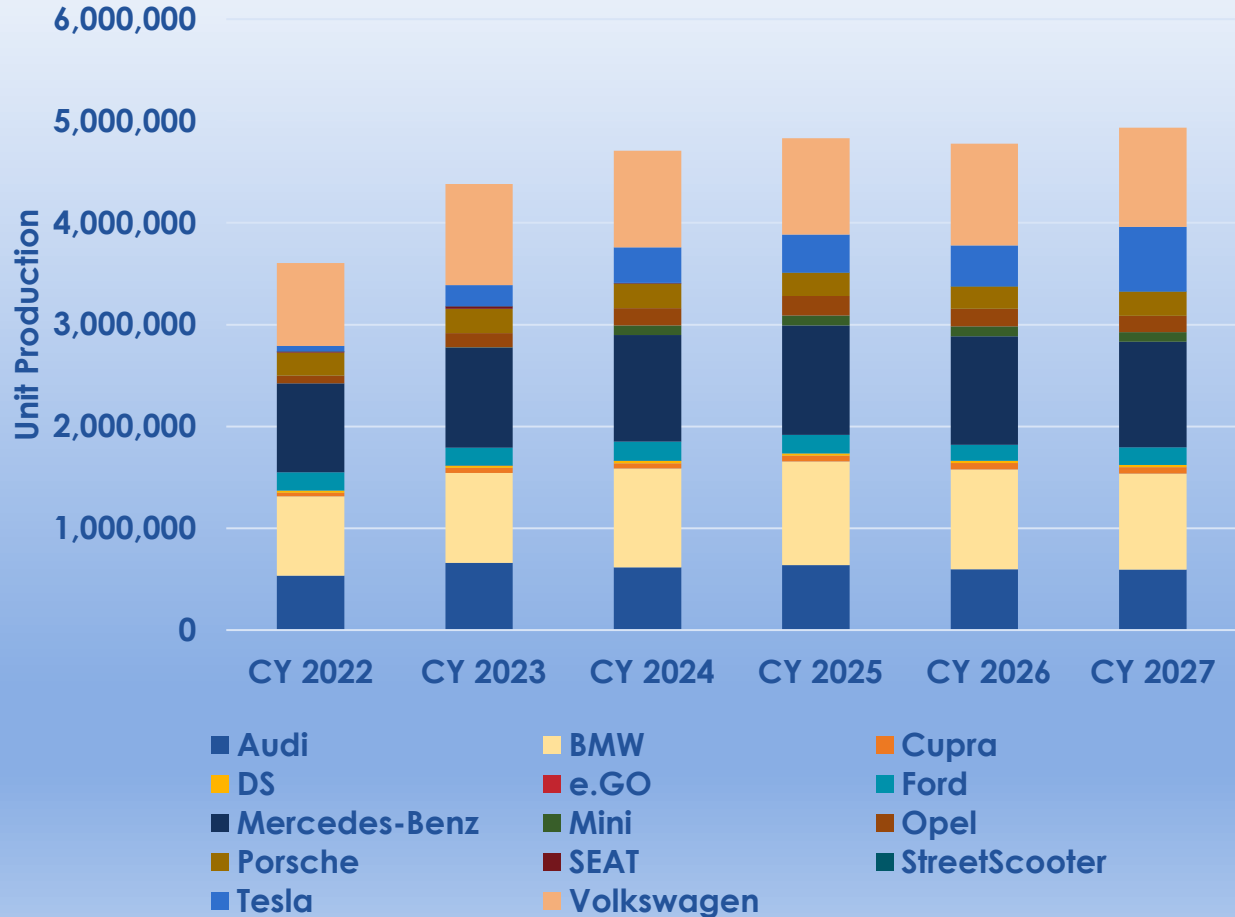
Light Vehicle Production  
-Europe-  
CY 2027





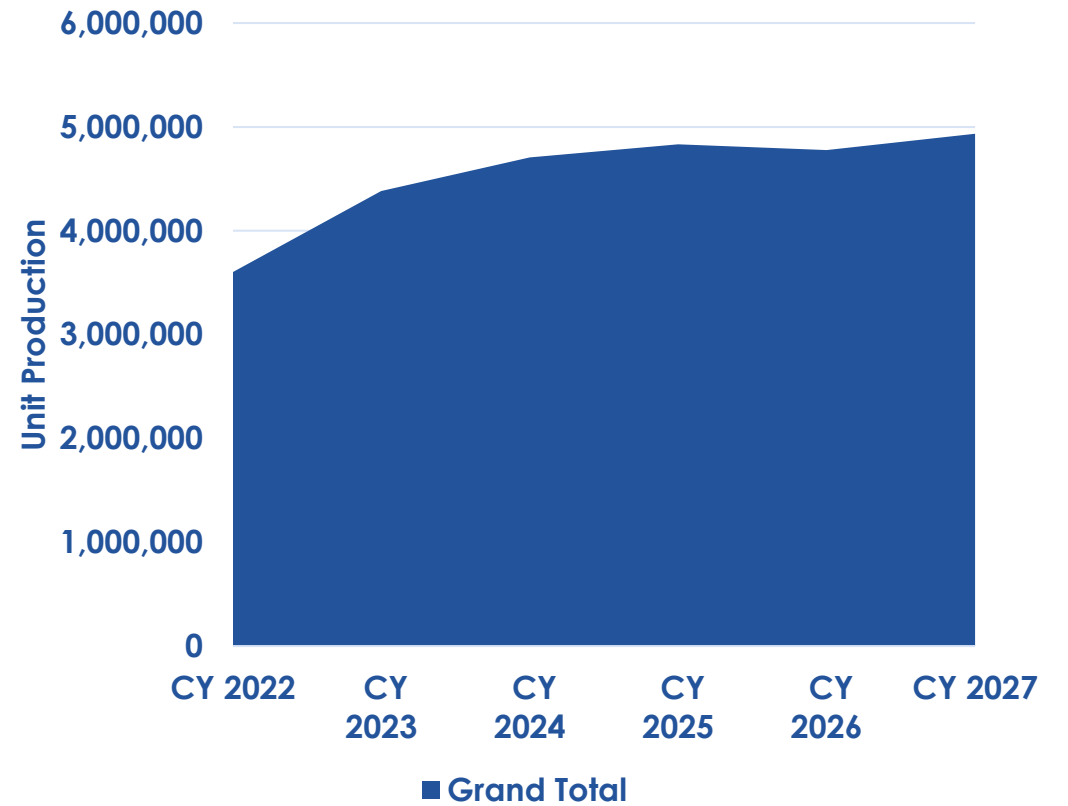
# Germany

## Light Vehicle Production-Germany



Germany	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>3,603,961</b>	<b>4,381,335</b>	<b>4,707,455</b>	<b>4,832,127</b>	<b>4,778,674</b>	<b>4,935,898</b>

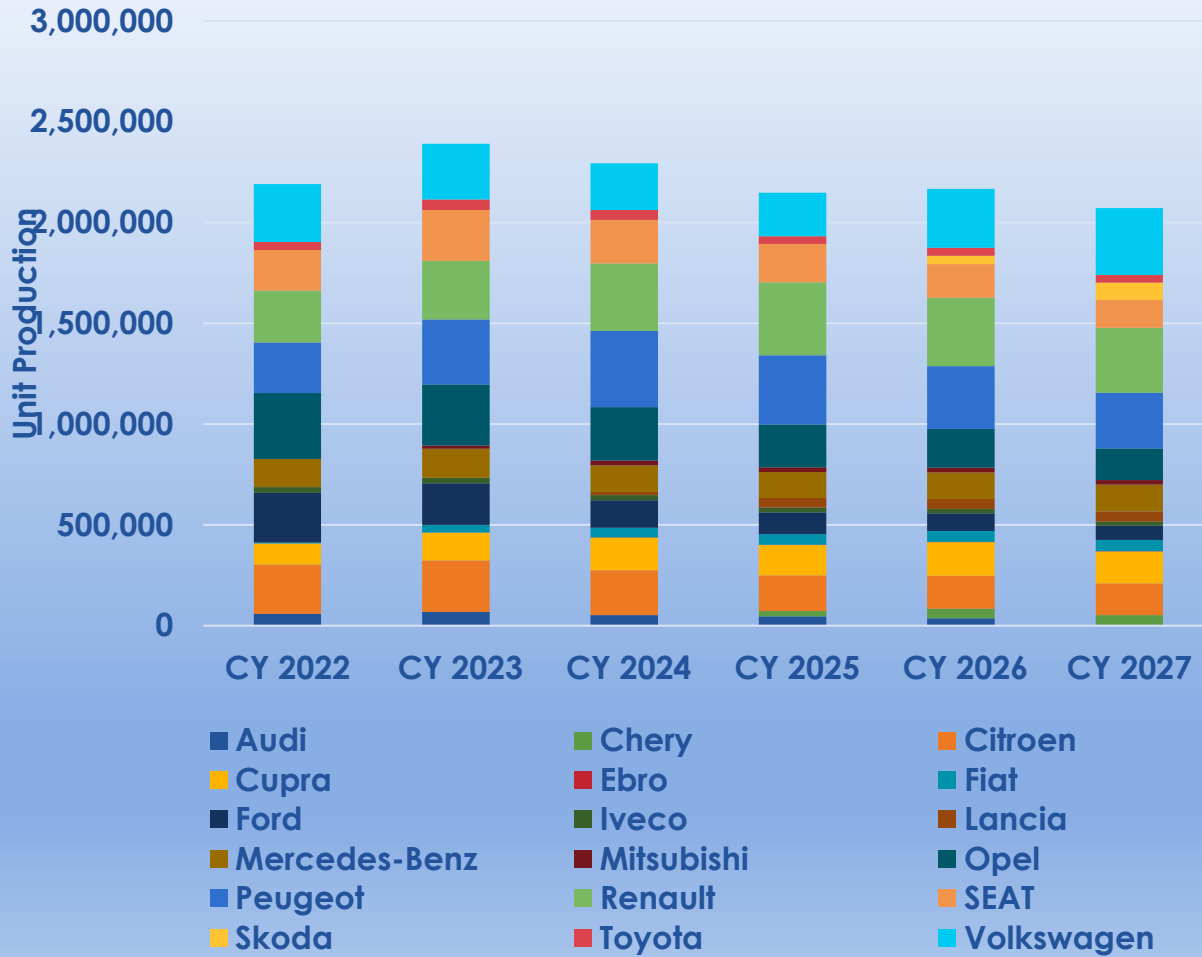
## Grand Total



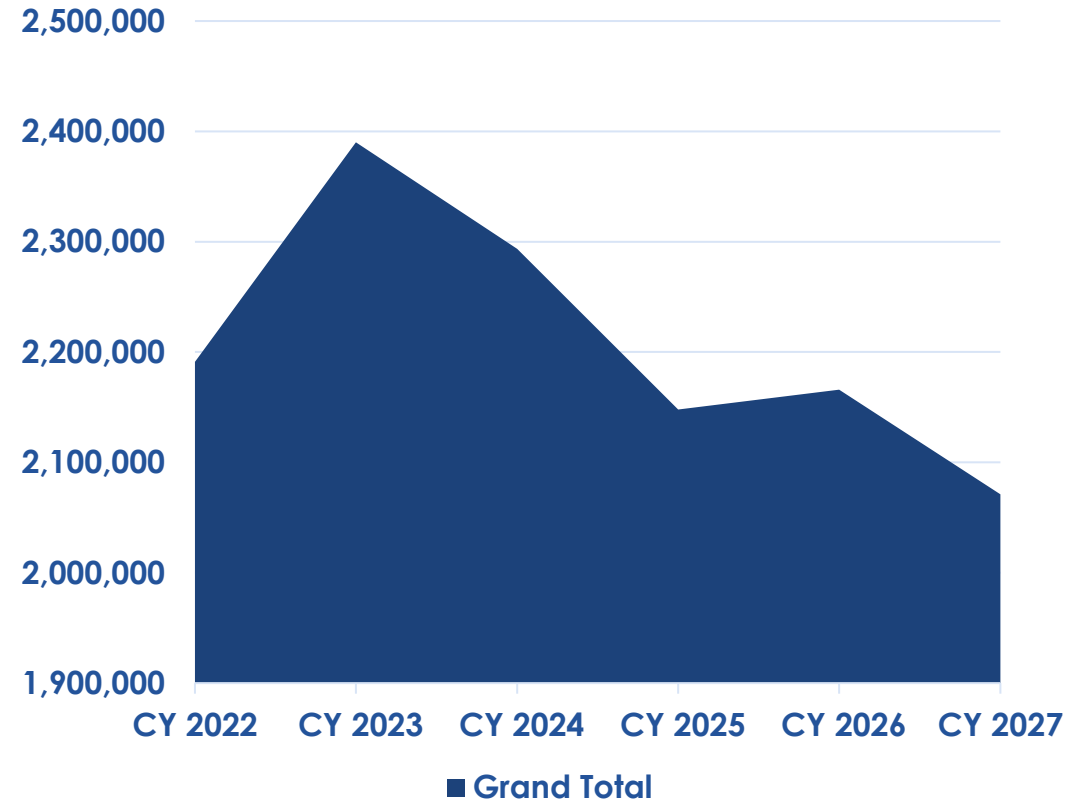
# Spain

Spain	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	2,191,248	2,390,098	2,293,553	2,147,913	2,165,976	2,070,984

Light Vehicle Production - Spain

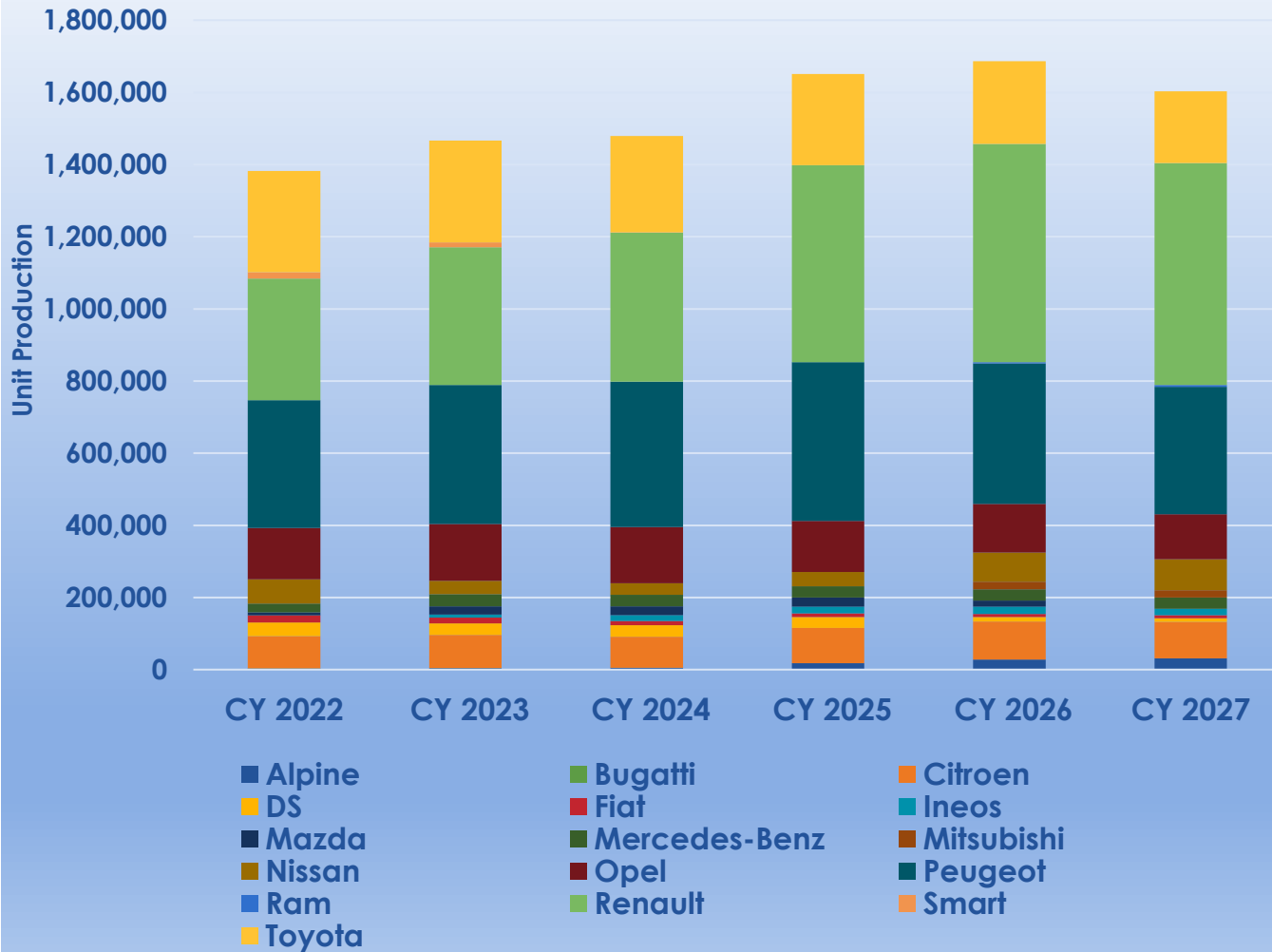


Grand Total



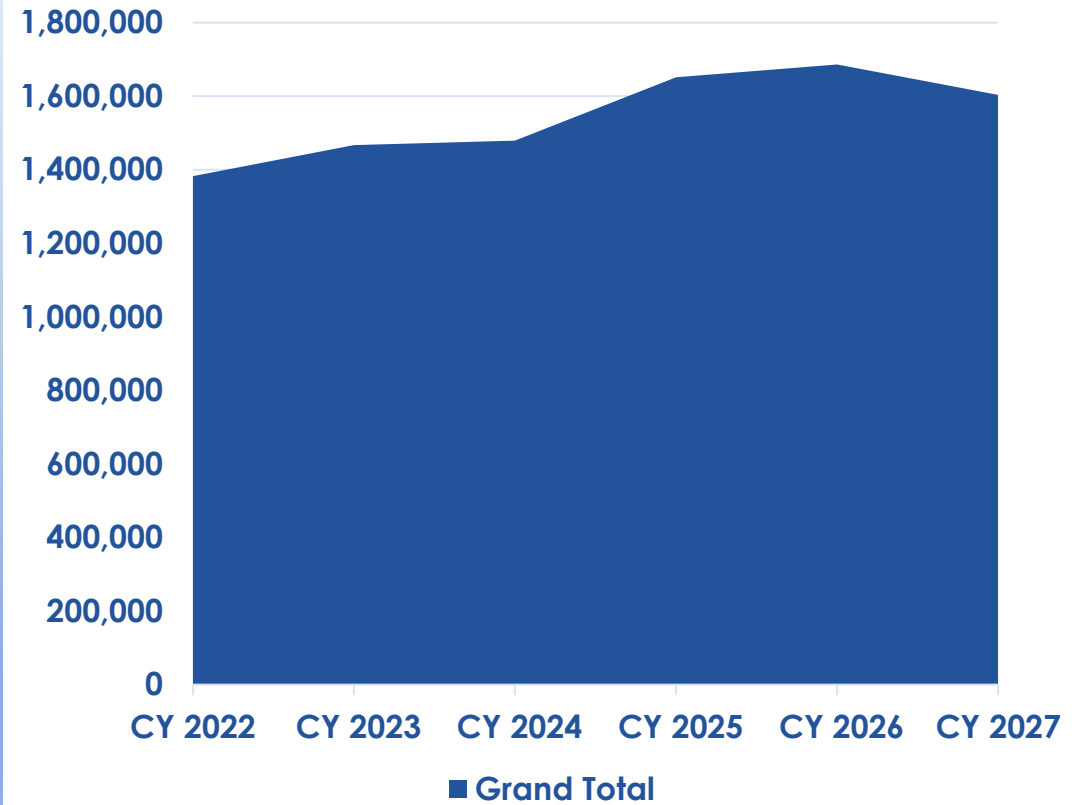
# France

## Light Vehicle Production-France



France	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>1,382,230</b>	<b>1,466,860</b>	<b>1,479,156</b>	<b>1,651,010</b>	<b>1,686,255</b>	<b>1,603,229</b>

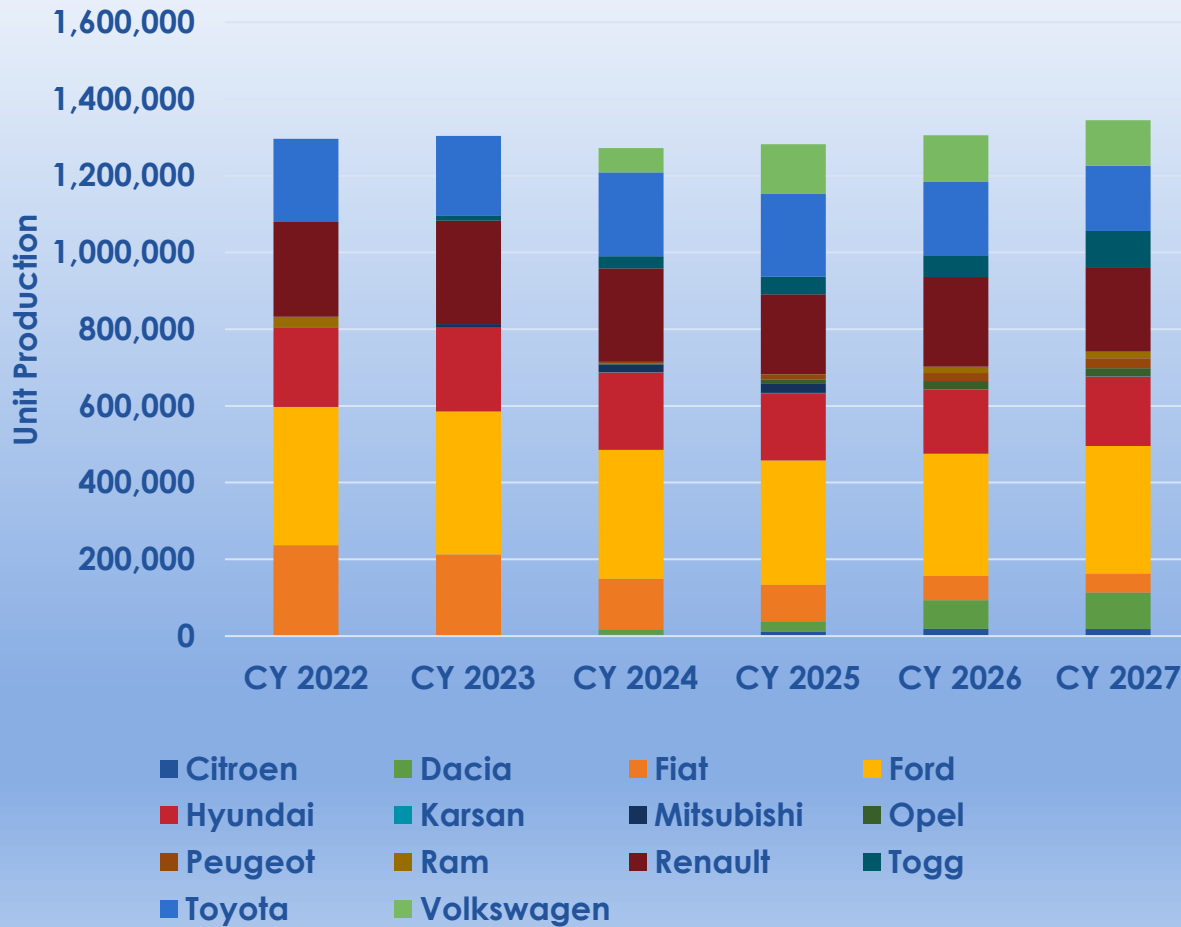
## Grand Total



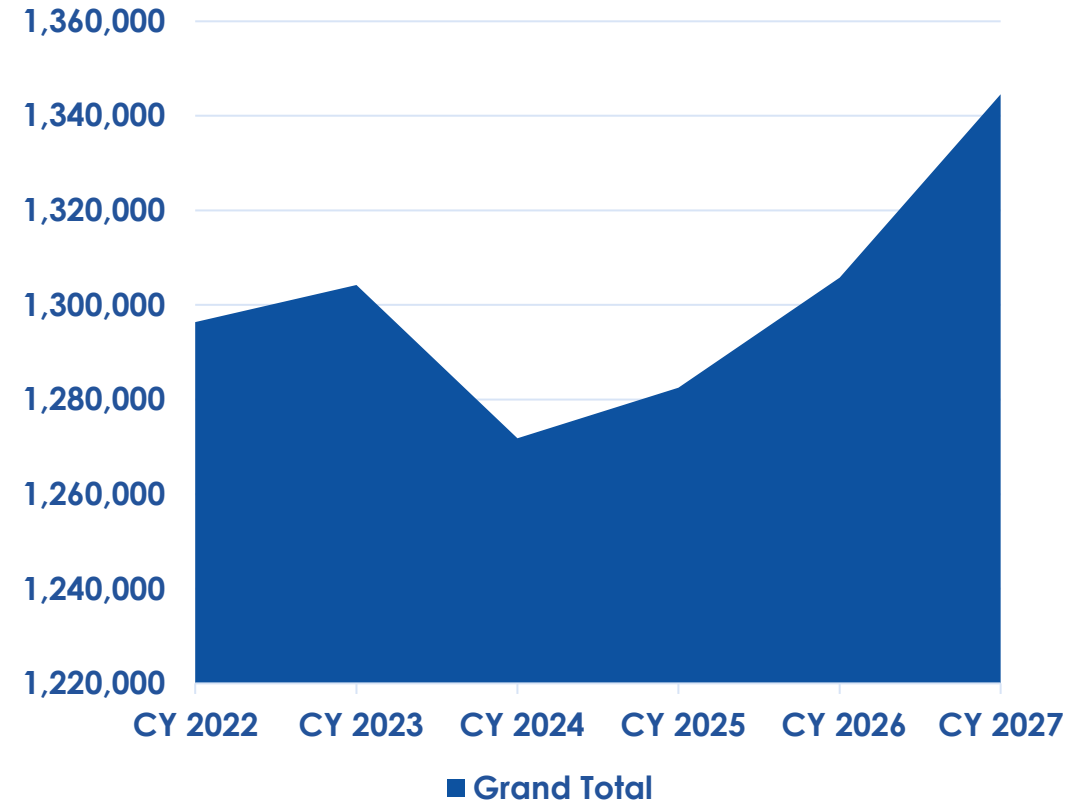
# Turkey

Turkey	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	1,296,348	1,304,209	1,271,782	1,282,534	1,305,743	1,344,545

### Light Vehicle Production - Turkey



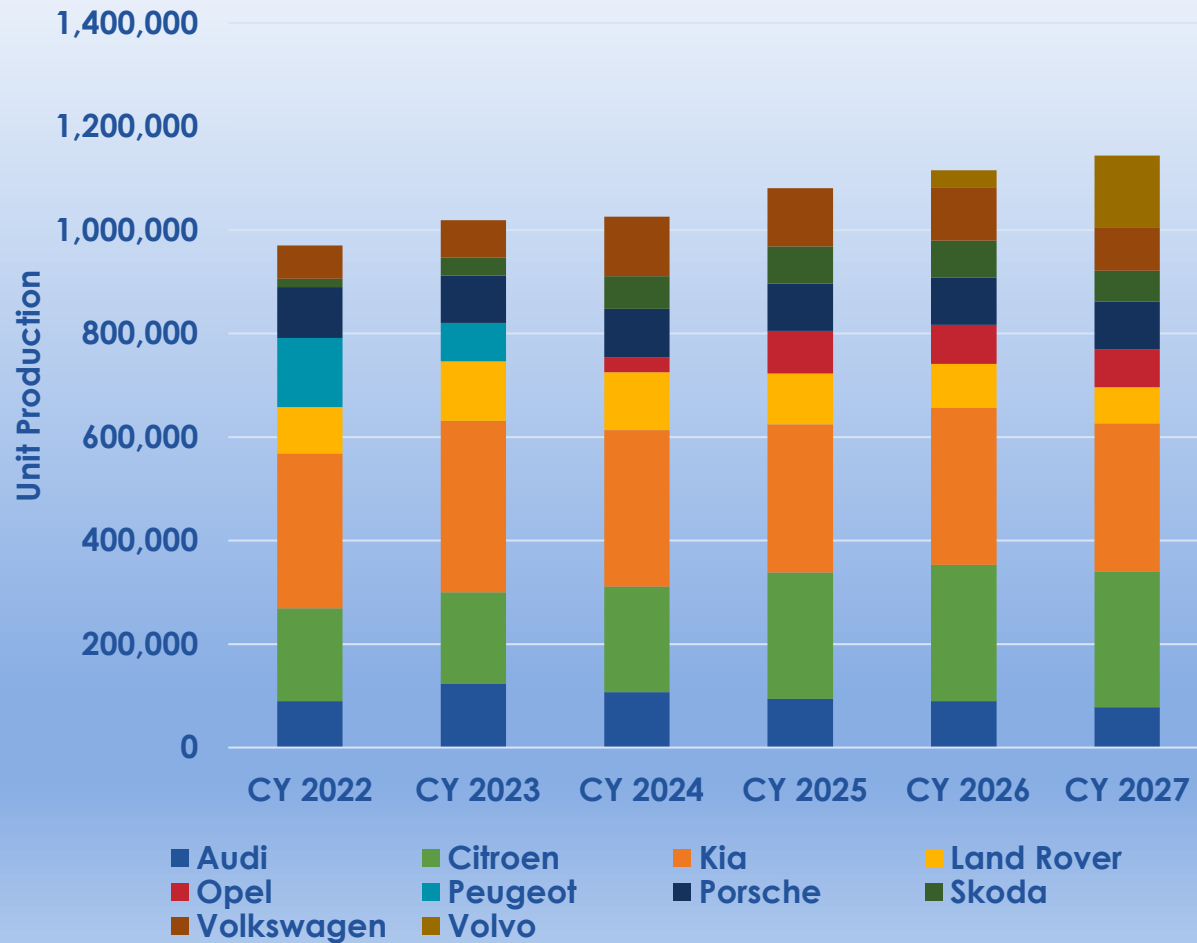
### Grand Total



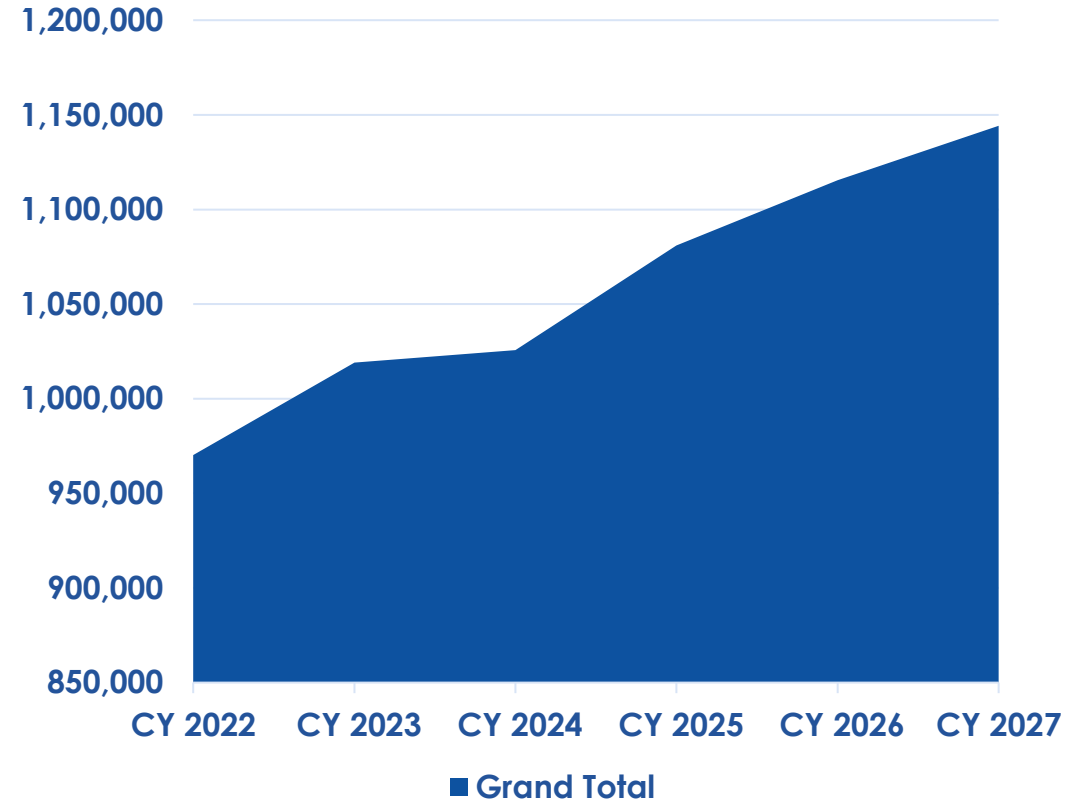
# Slovakia

Slovakia	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	970,275	1,019,115	1,025,695	1,080,940	1,115,584	1,144,194

Light Vehicle Production-Slovakia

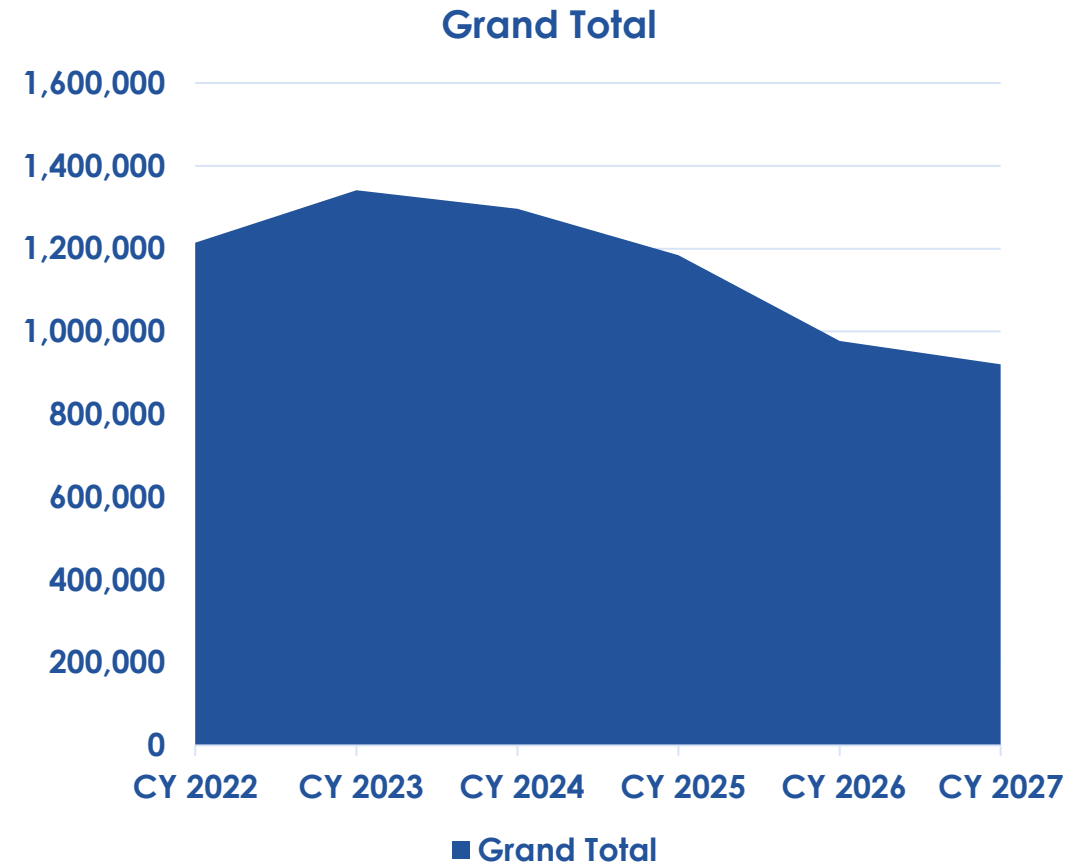
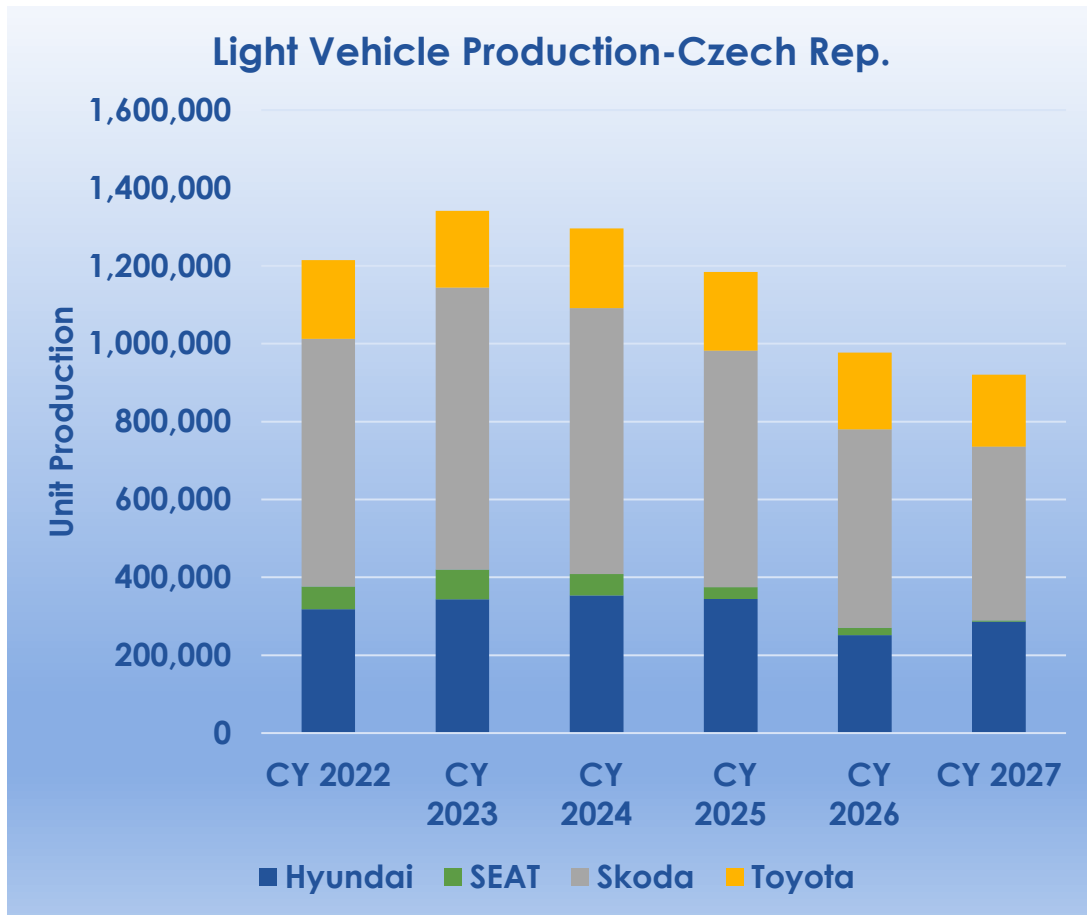


Grand Total



# Czech Republic

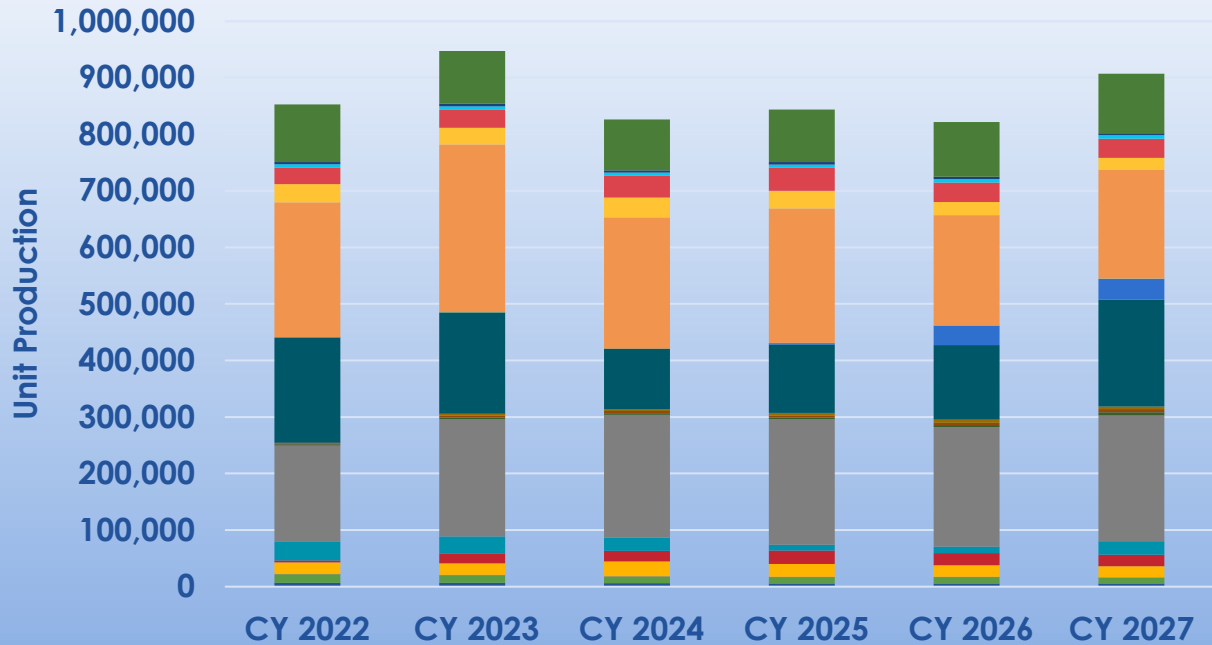
Czech Rep.	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	1,214,746	1,341,081	1,296,045	1,183,997	977,389	920,884



# United Kingdom

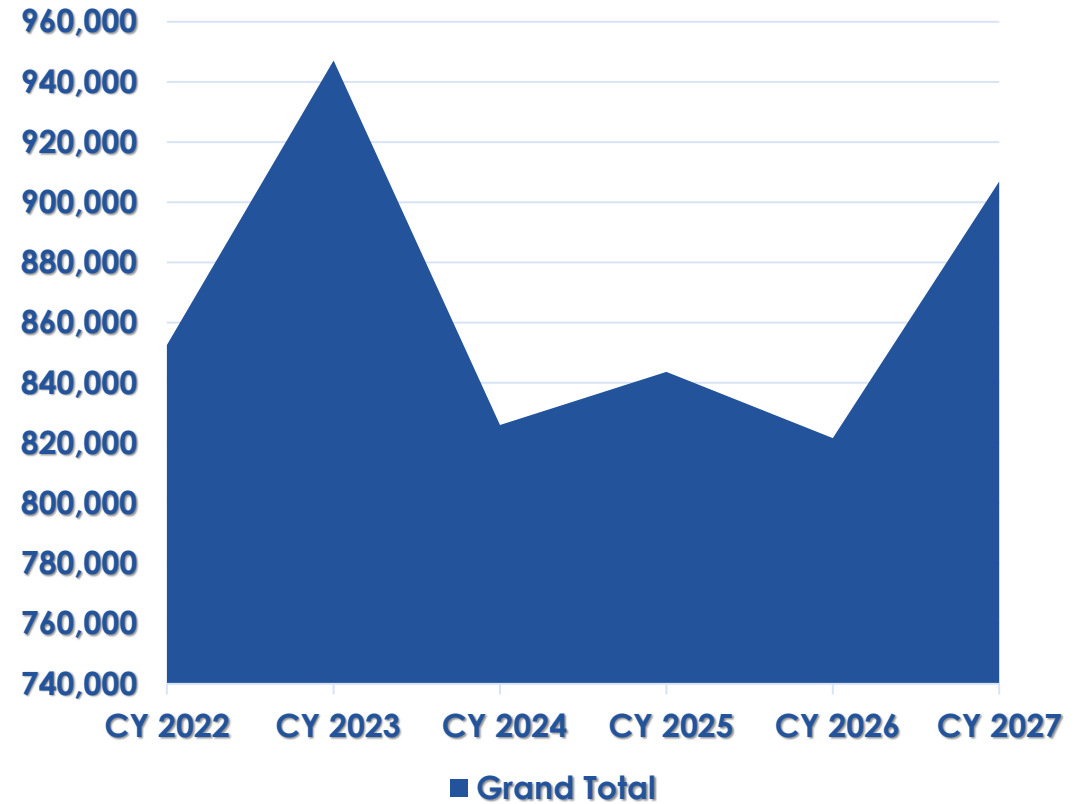
UK	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	852,512	947,033	826,016	843,612	821,615	906,871

Light Vehicle Production-UK



- Aston Martin
- Bentley
- Caterham
- Citroen
- Fiat
- Jaguar
- Land Rover
- LEVC
- Lotus
- McLaren
- Mercedes-Benz
- Mini
- Mitsubishi
- Morgan
- Nissan
- Opel
- Peugeot
- Rolls-Royce
- Suzuki
- Toyota

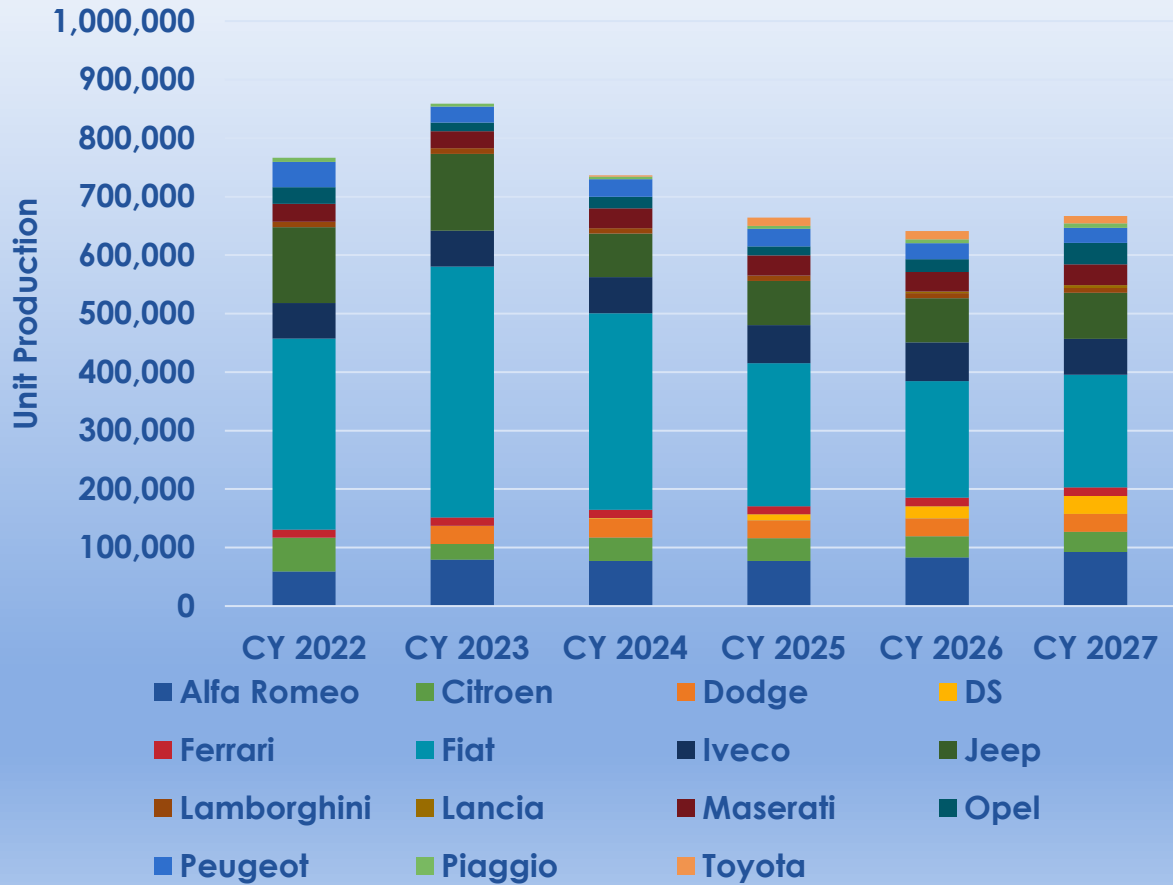
Grand Total



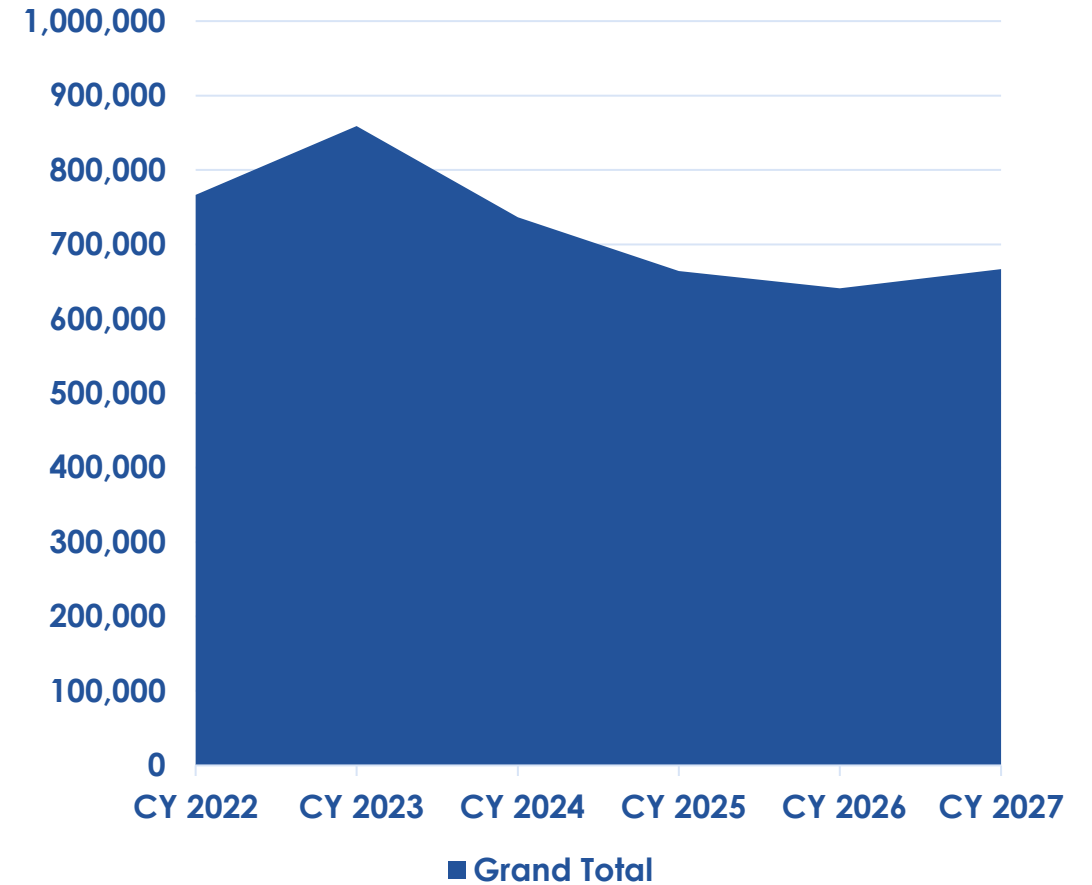
# Italy

Italy	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>766,454</b>	<b>859,135</b>	<b>736,662</b>	<b>664,162</b>	<b>641,113</b>	<b>666,938</b>

### Light Vehicle Production-Italy



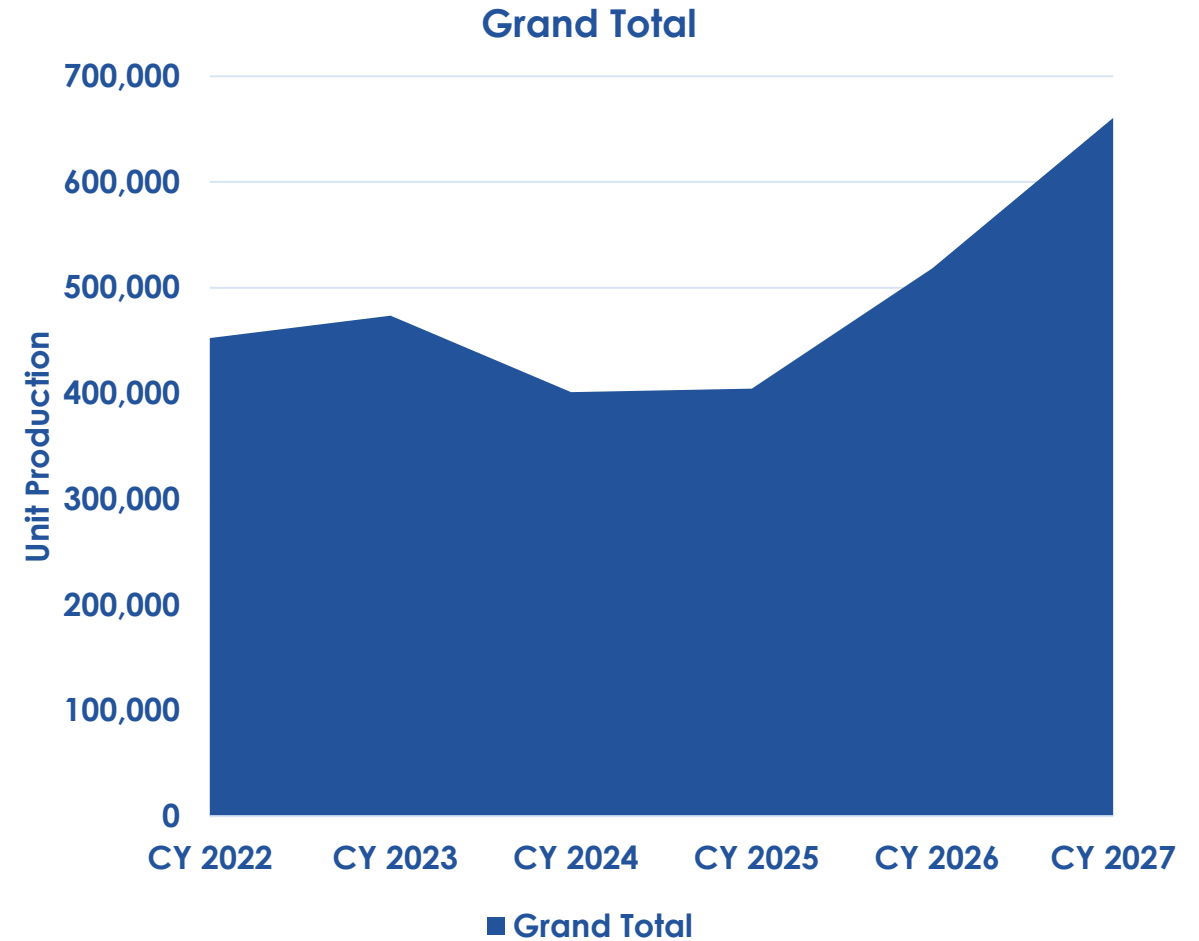
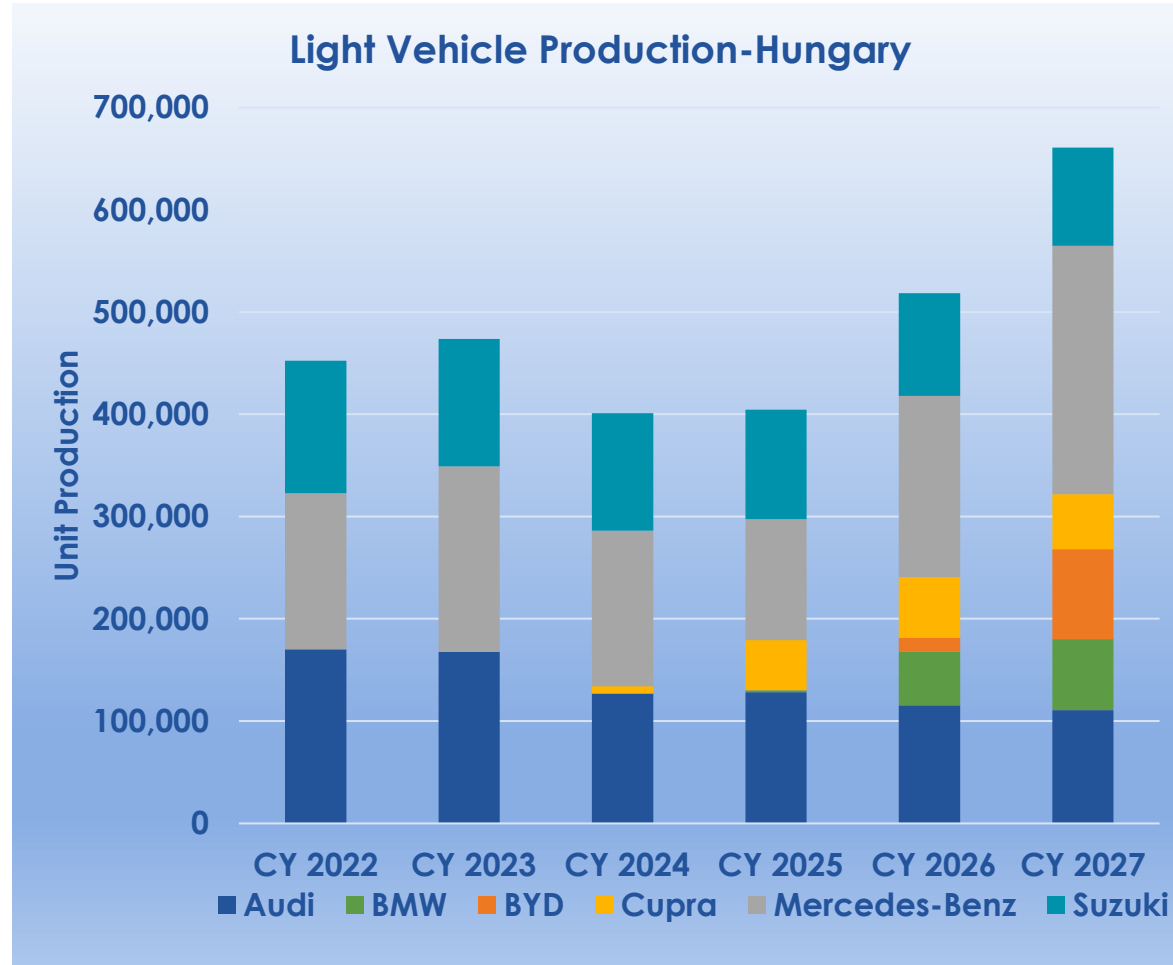
### Grand Total





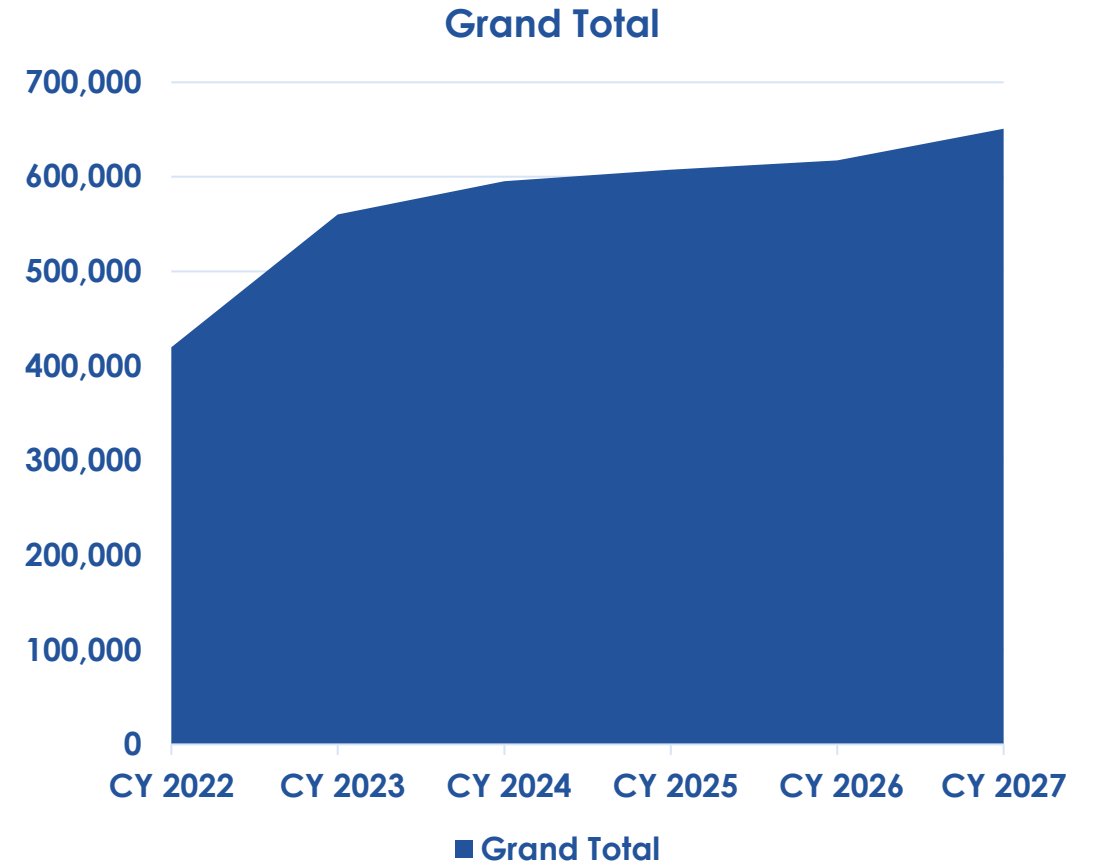
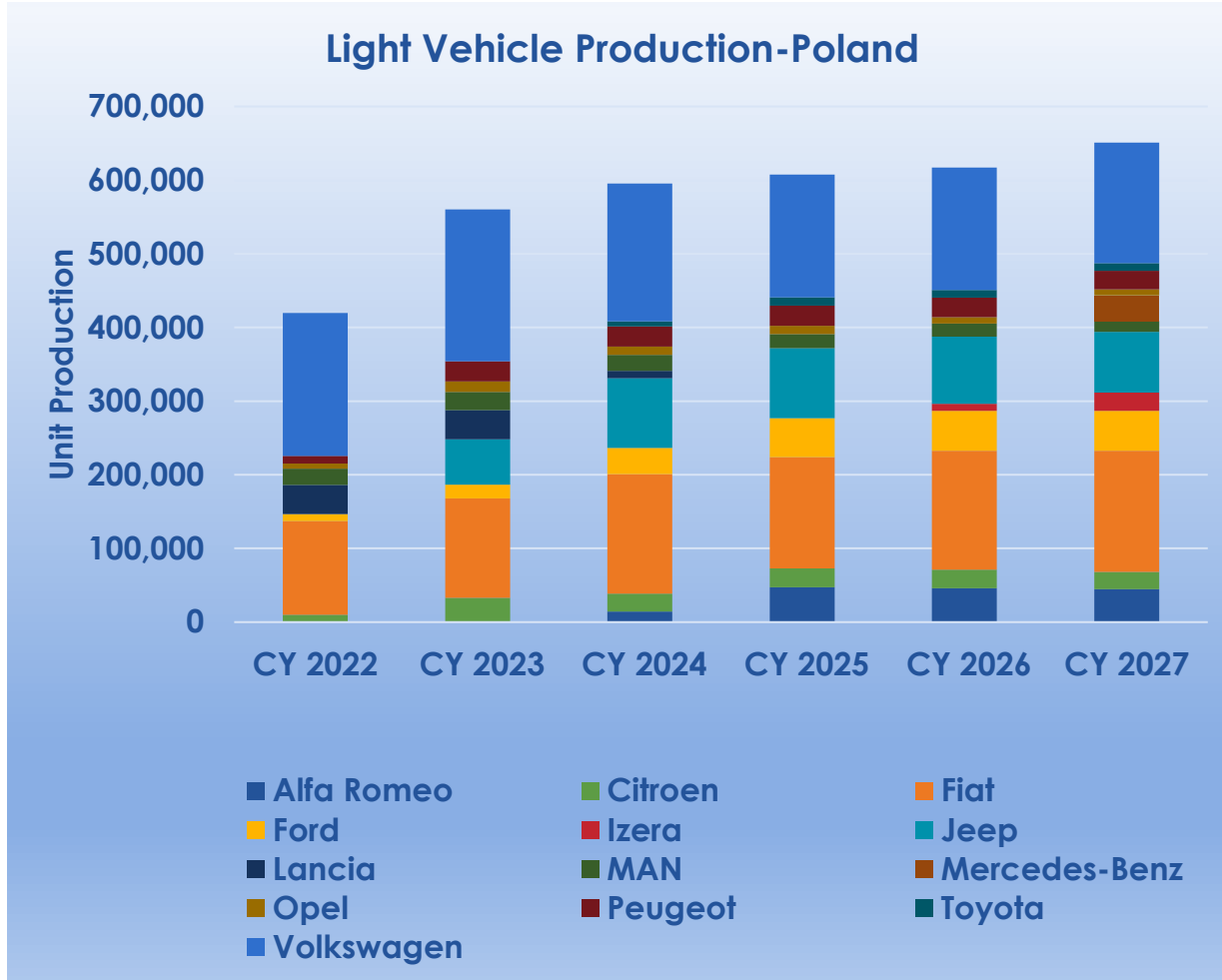
# Hungary

Hungary	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>452,551</b>	<b>473,731</b>	<b>401,204</b>	<b>404,460</b>	<b>518,405</b>	<b>660,741</b>



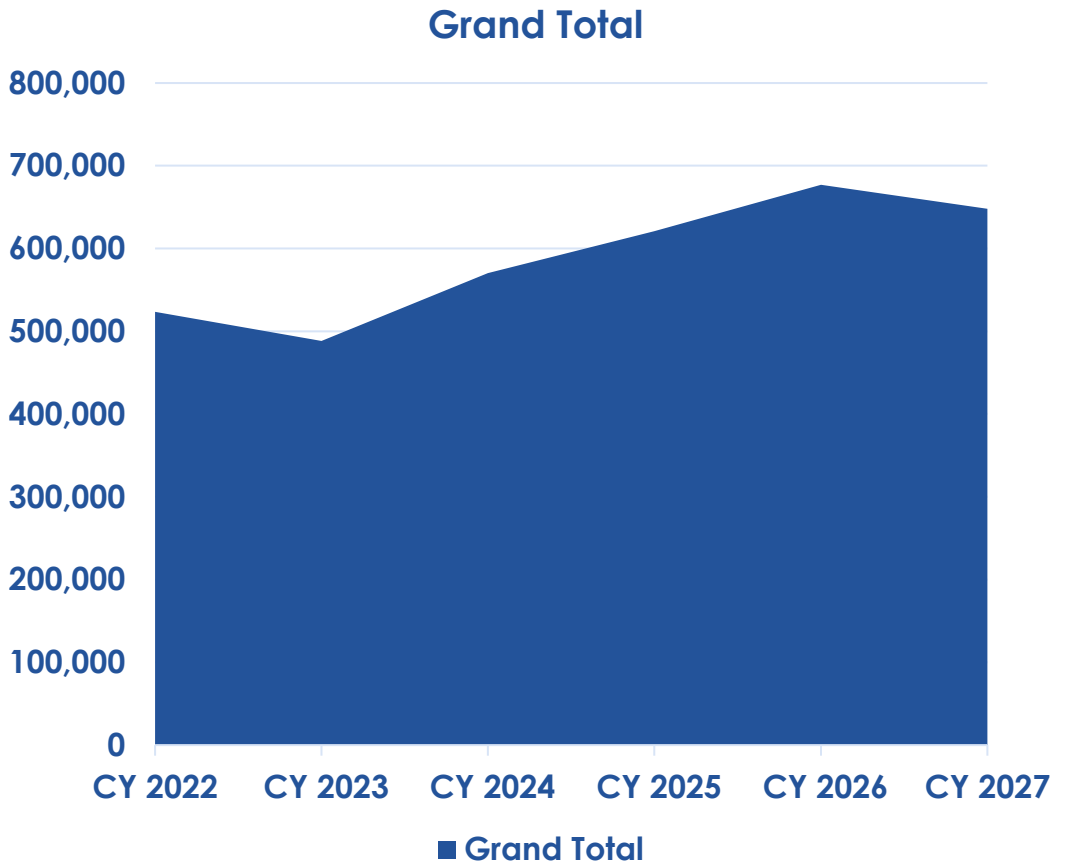
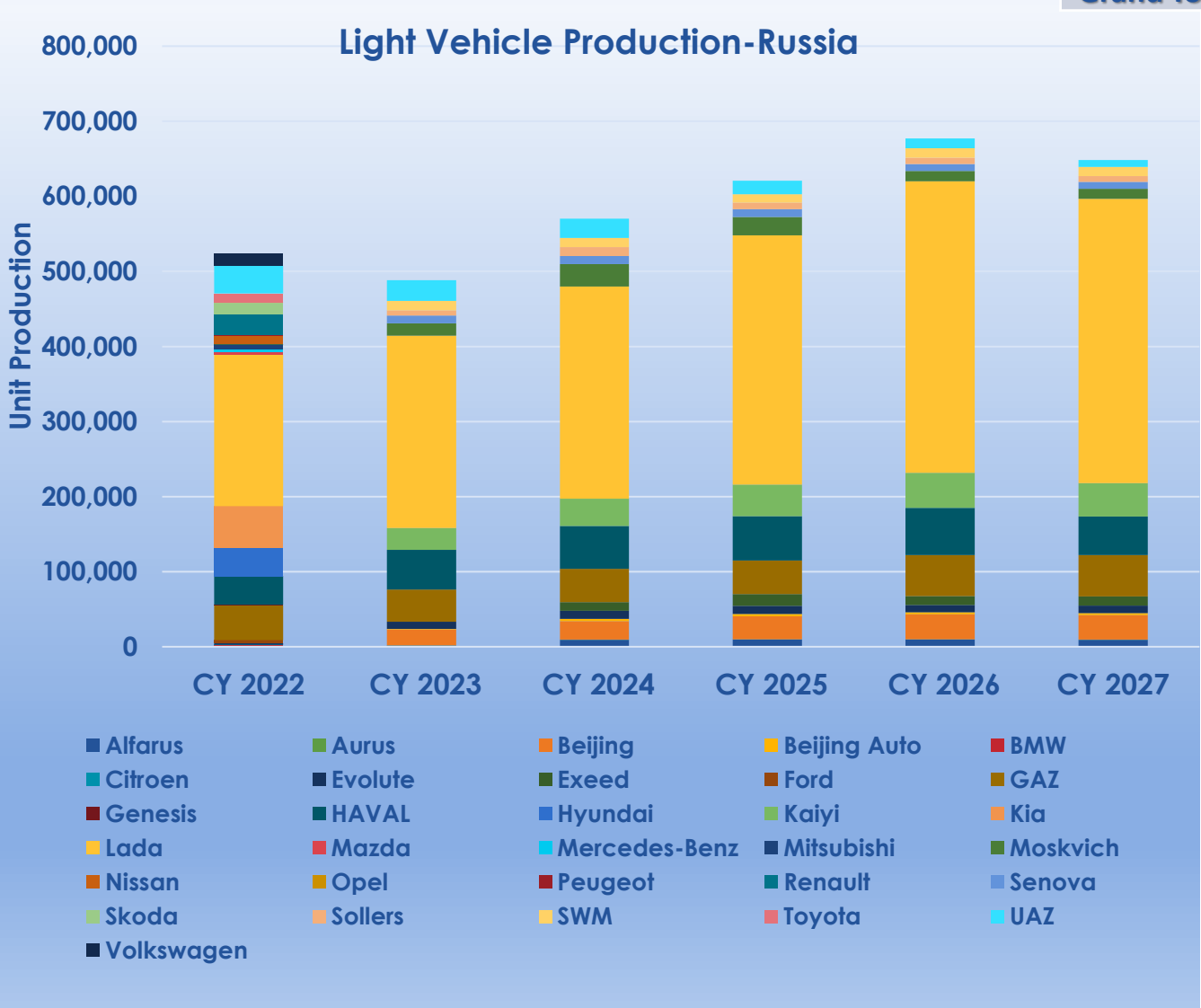
# Poland

Poland	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>419,743</b>	<b>560,121</b>	<b>595,360</b>	<b>607,630</b>	<b>617,341</b>	<b>650,930</b>



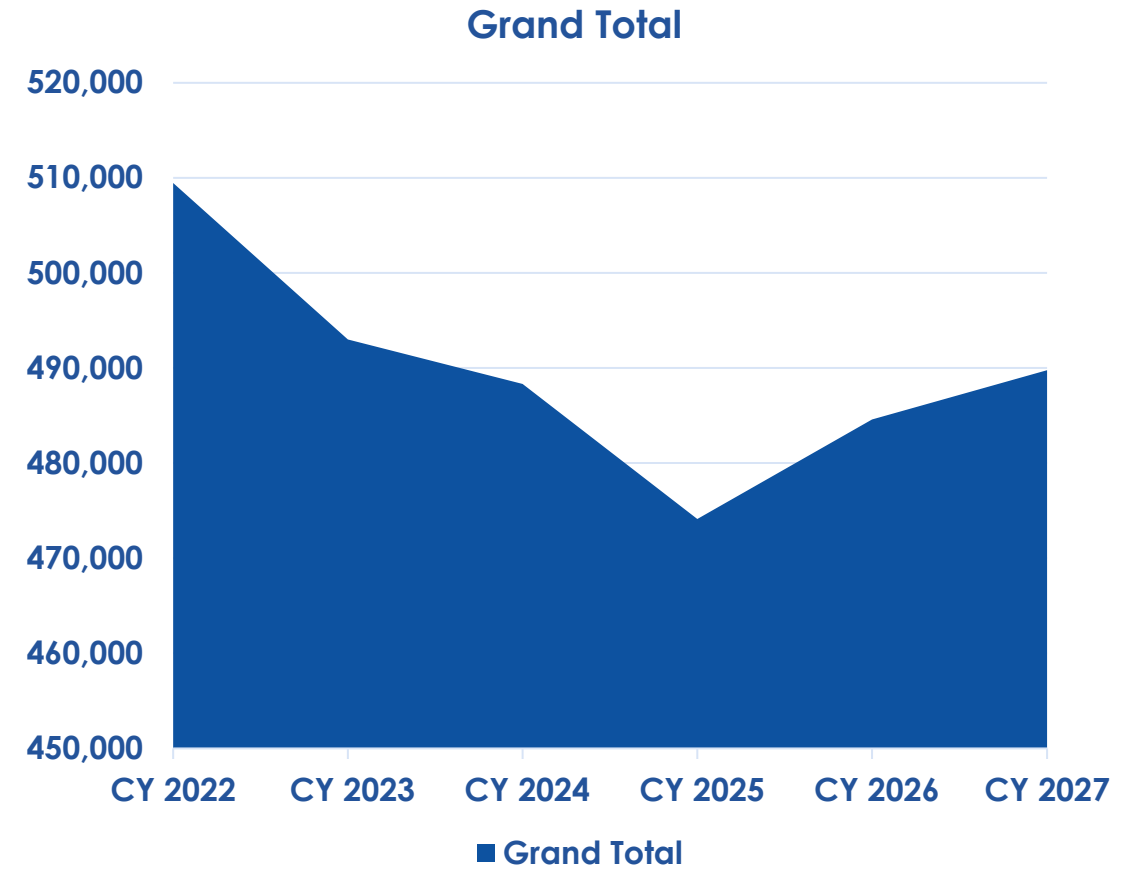
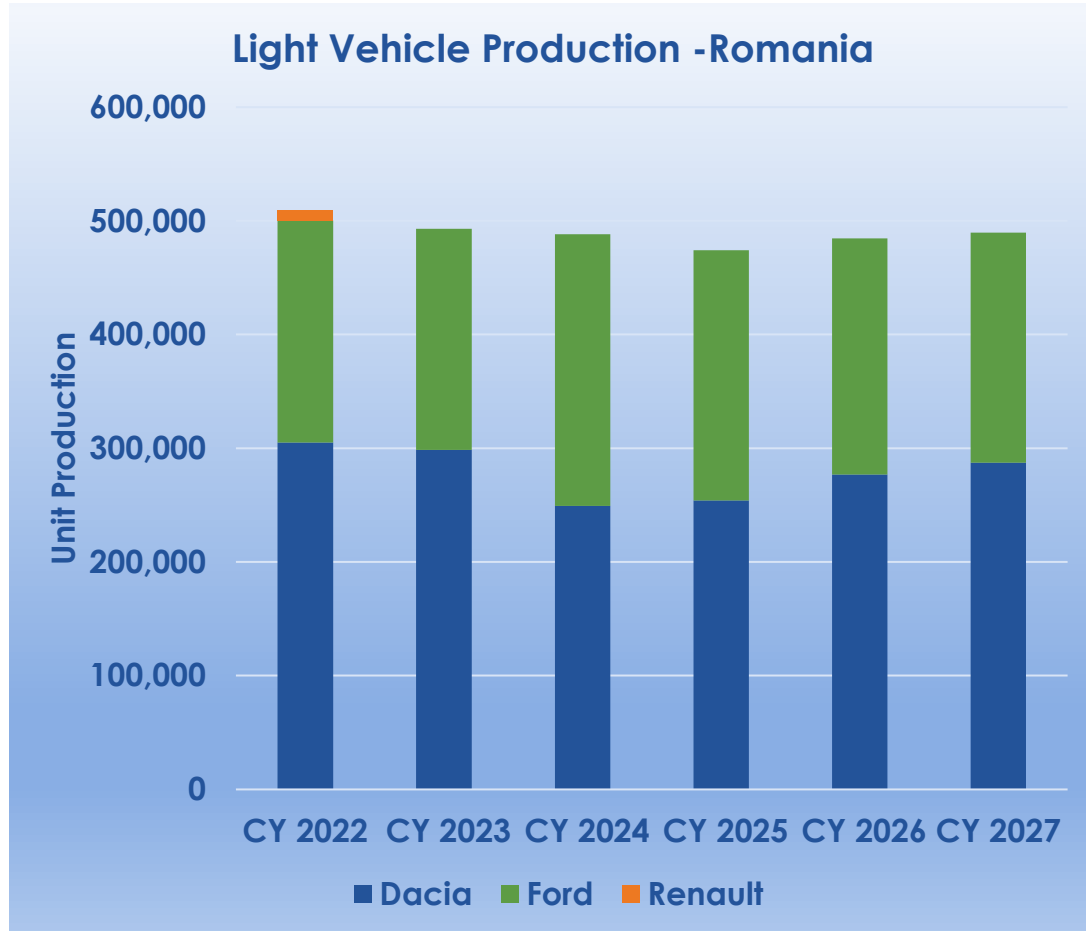
# Russia

Russia	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	523,632	488,387	570,410	620,940	677,154	648,165



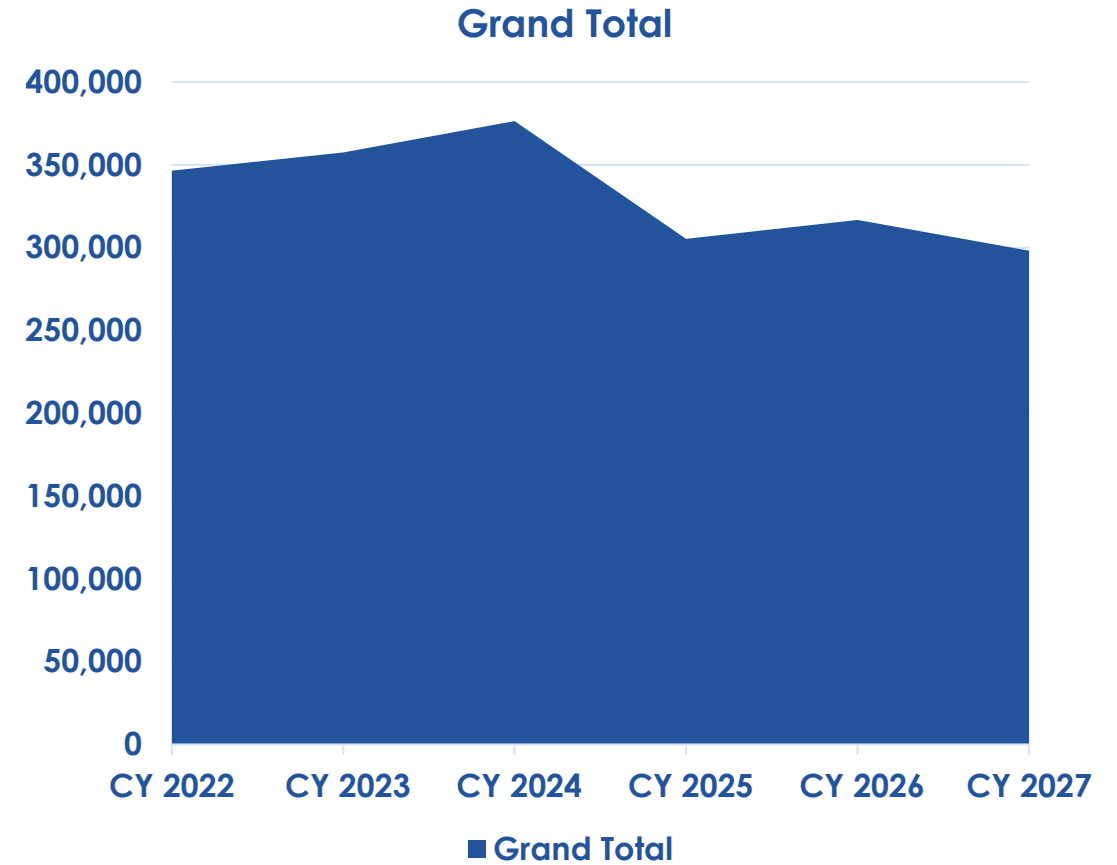
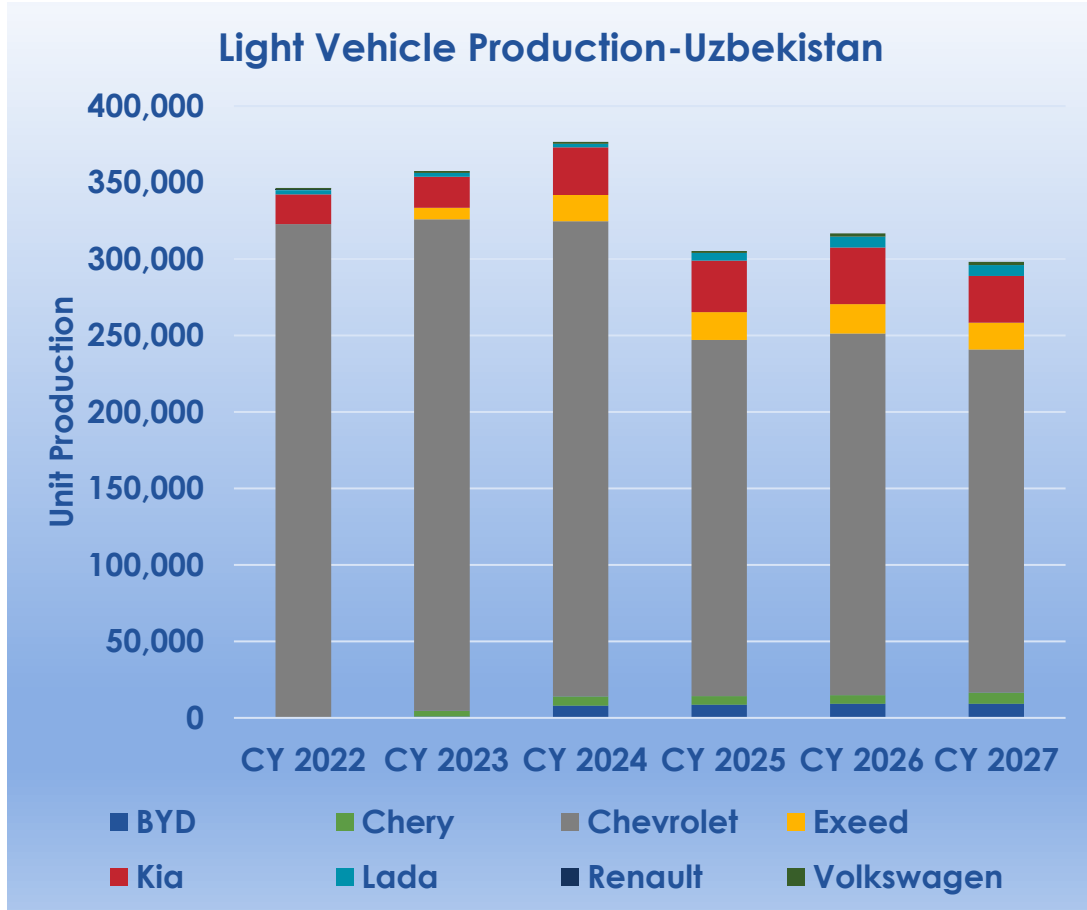
# Romania

Romania	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	509,465	492,996	488,309	474,130	484,595	489,747



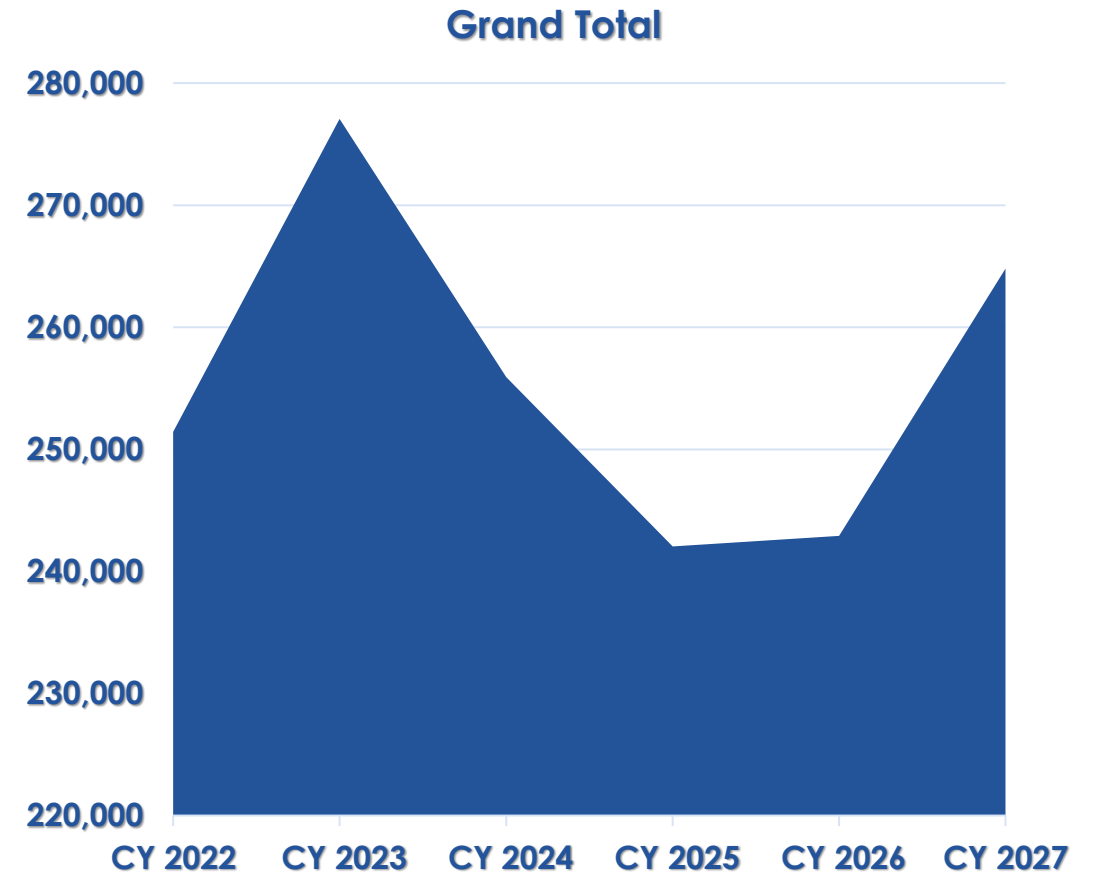
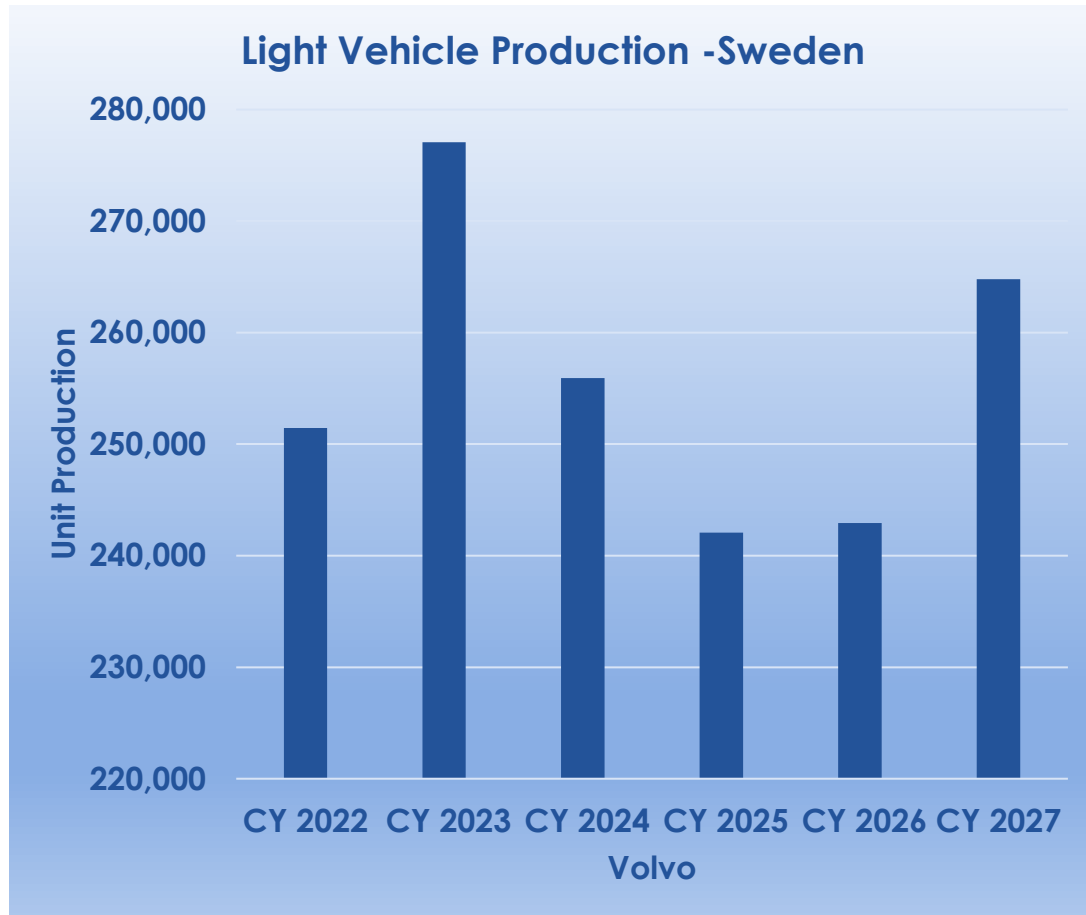
# Uzbekistan

Uzbekistan	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	346,462	357,598	376,550	305,254	316,738	298,099



# Sweden

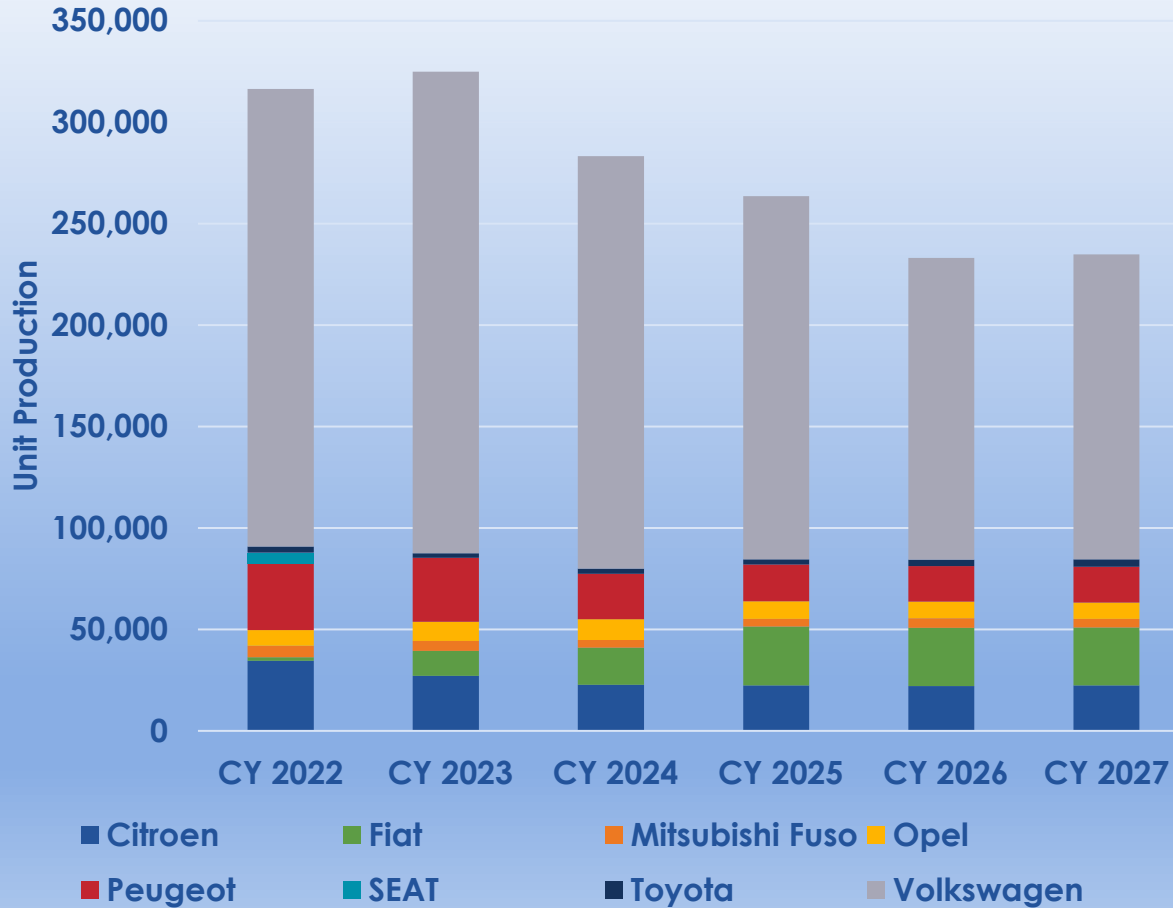
Sweden	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	251,446	277,075	255,924	242,052	242,921	264,797



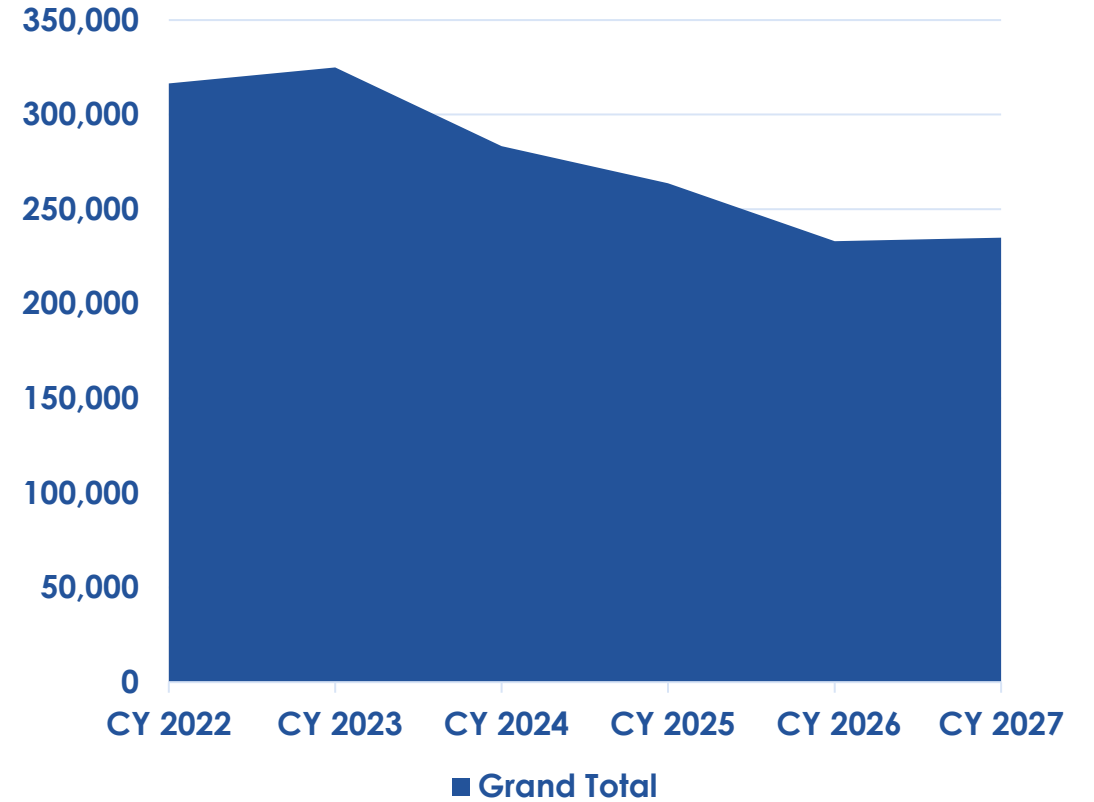
# Portugal

Portugal	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>316,410</b>	<b>324,897</b>	<b>283,202</b>	<b>263,599</b>	<b>233,046</b>	<b>234,853</b>

Light Vehicle Production - Portugal



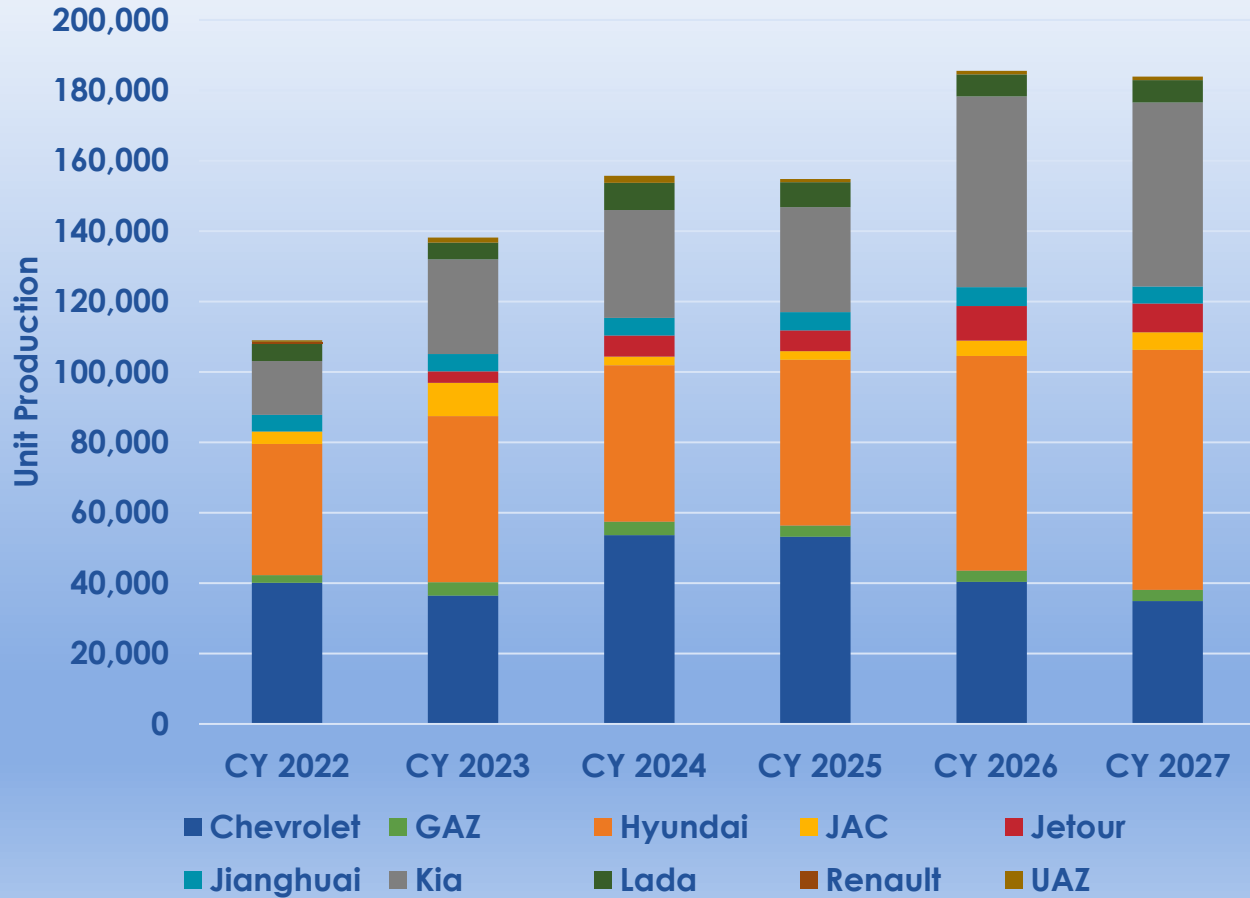
Grand Total



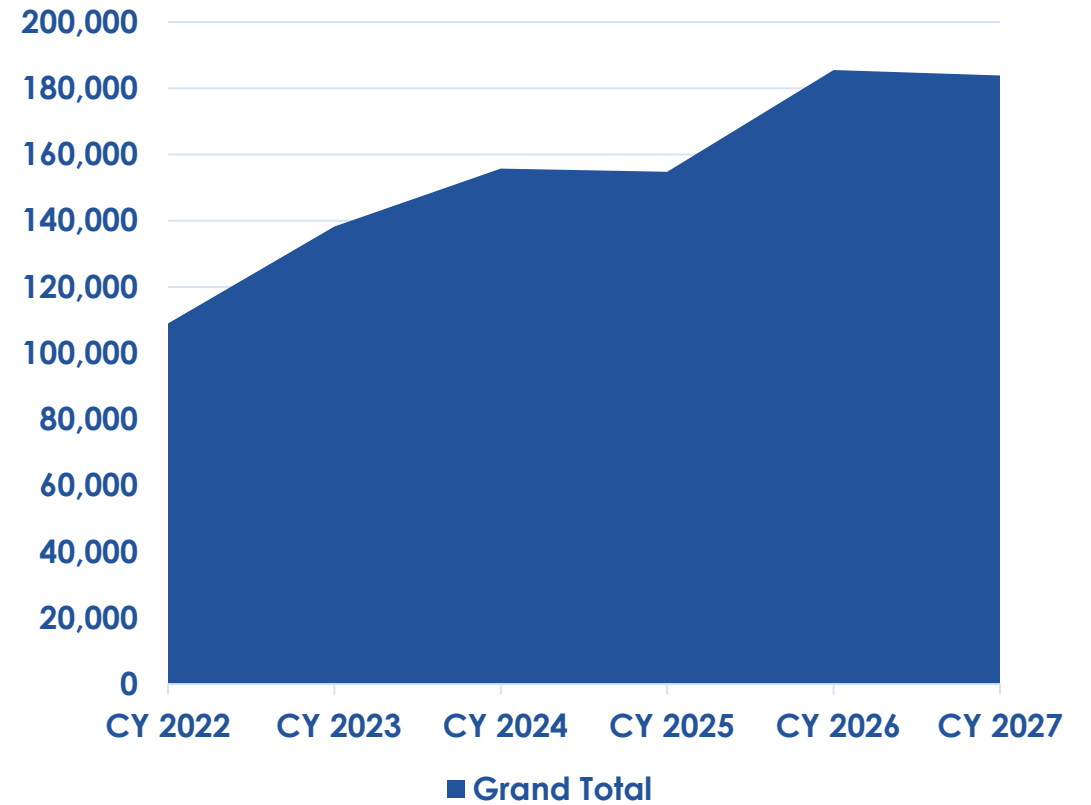
# Kazakhstan

Kazakhstan	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	<b>108,940</b>	<b>138,207</b>	<b>155,754</b>	<b>154,776</b>	<b>185,493</b>	<b>183,854</b>

Light Vehicle Production-Kazakhstan



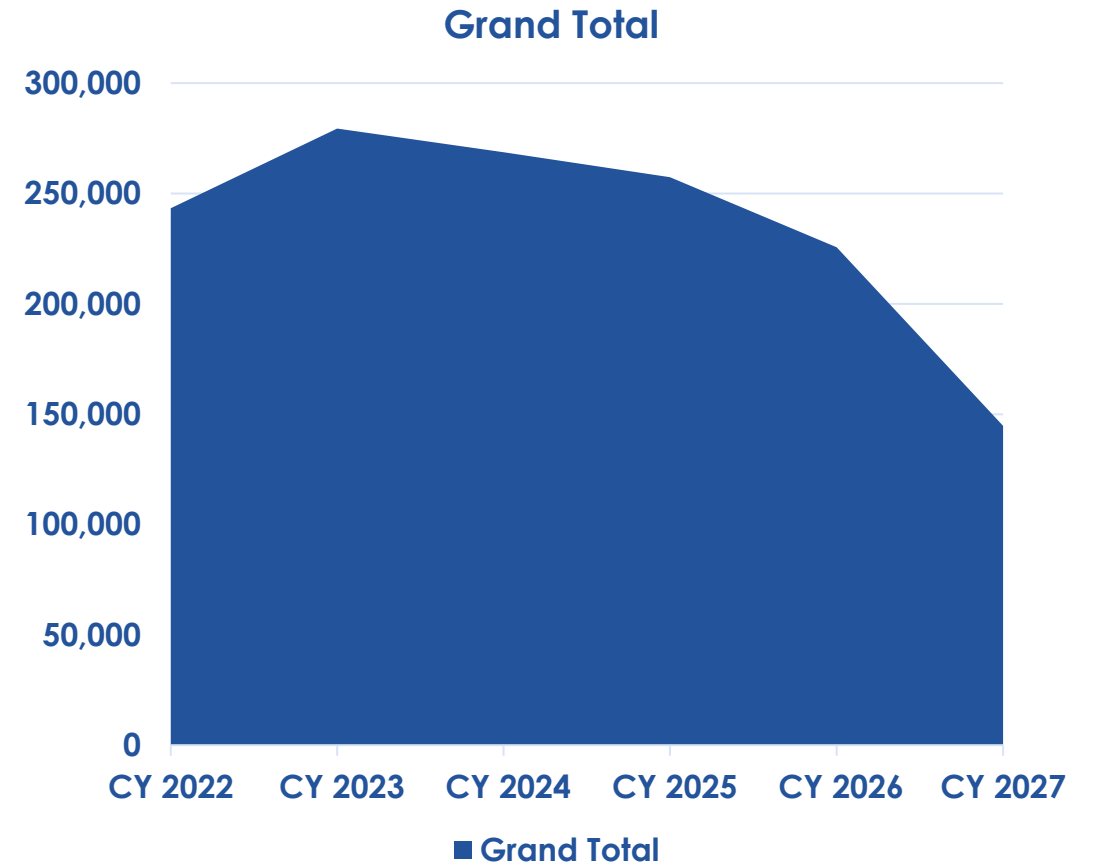
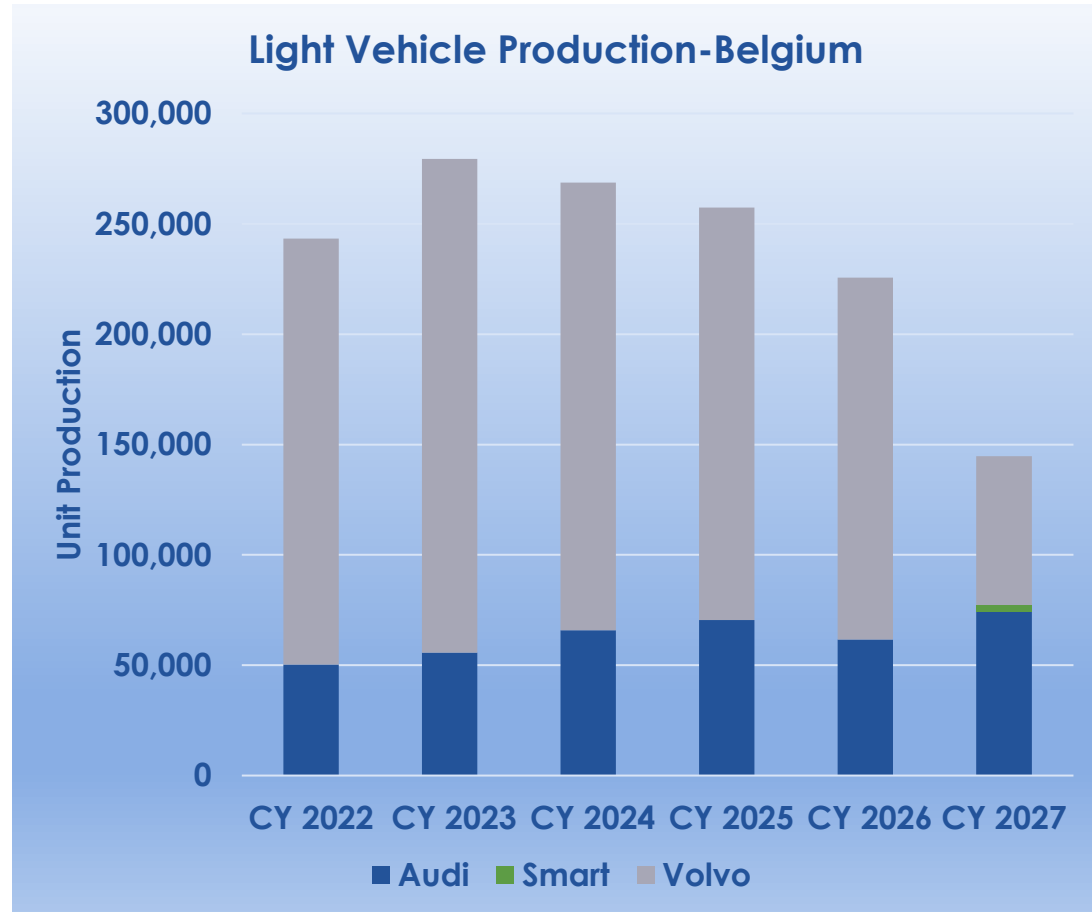
Grand Total





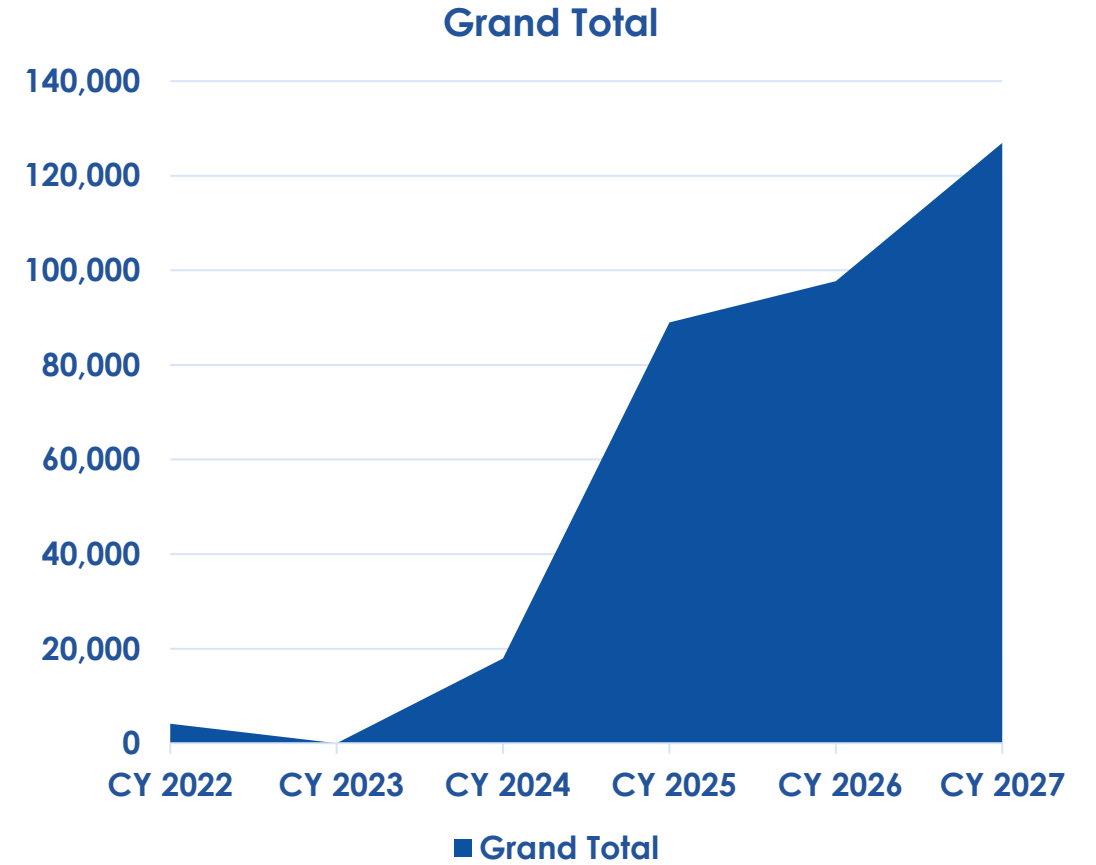
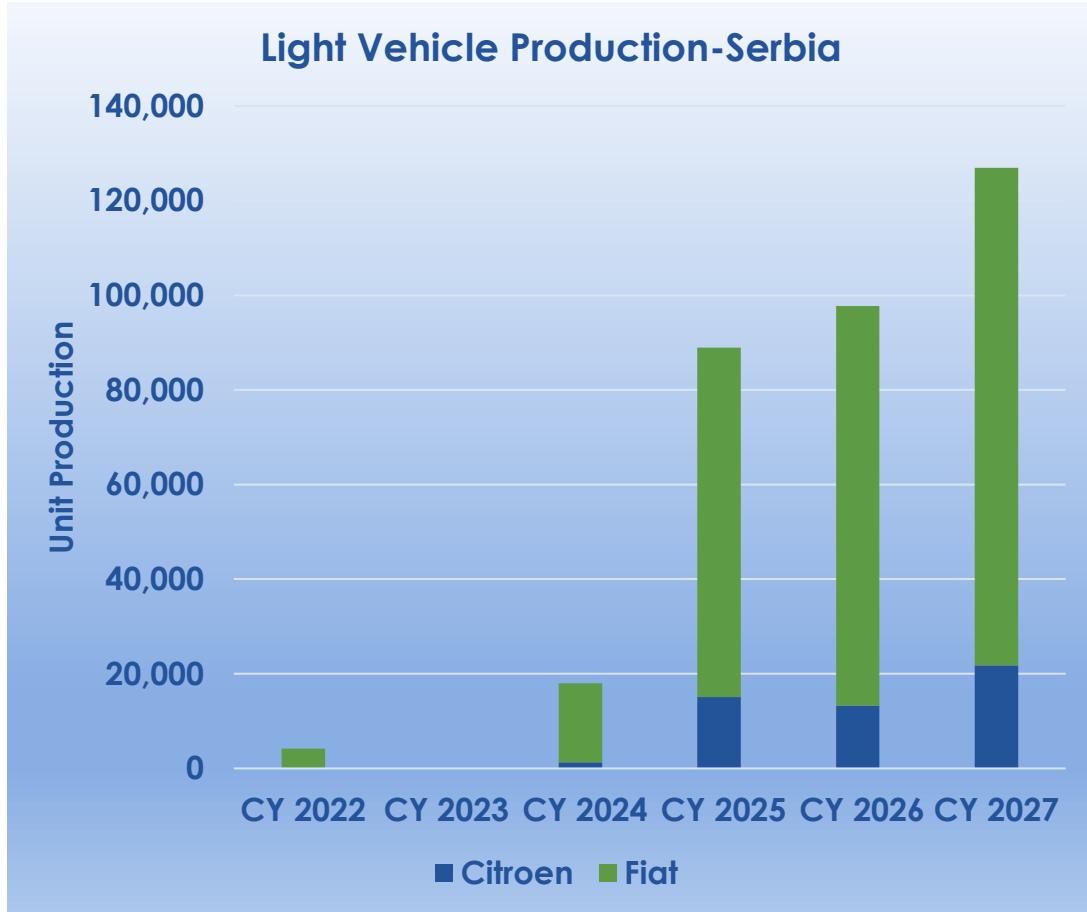
# Belgium

Belgium	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	243,293	279,360	268,746	257,323	225,694	144,753



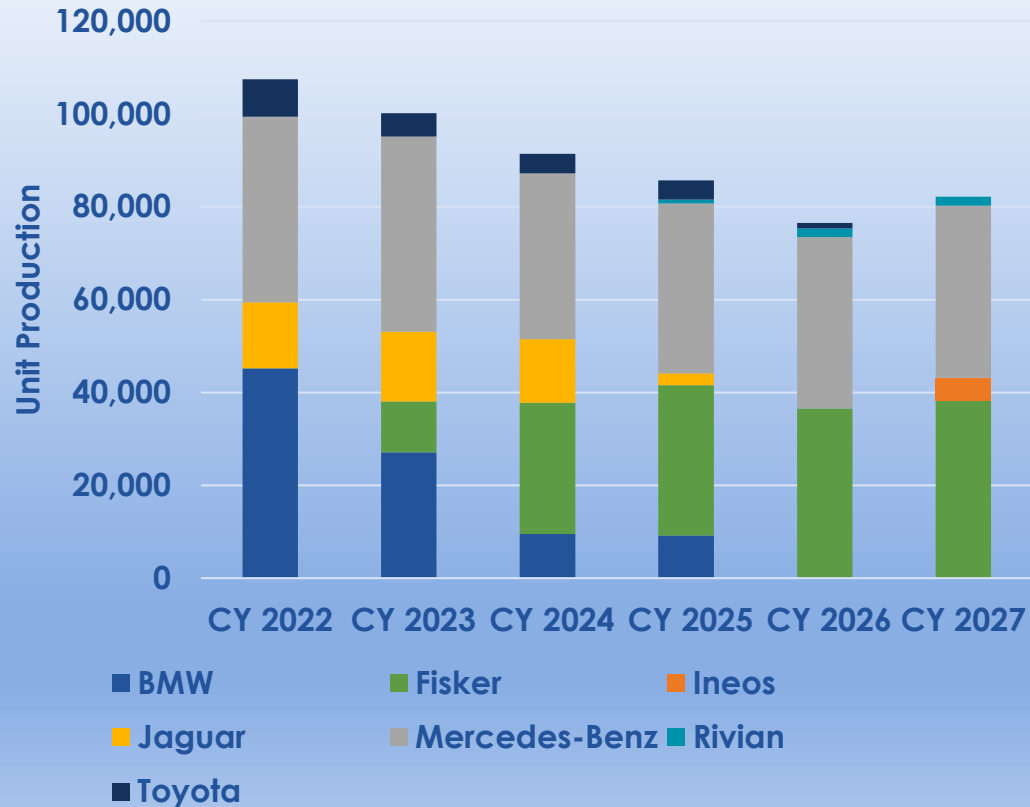
# Serbia

Serbia	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	4,153	0	17,962	88,966	97,717	126,938



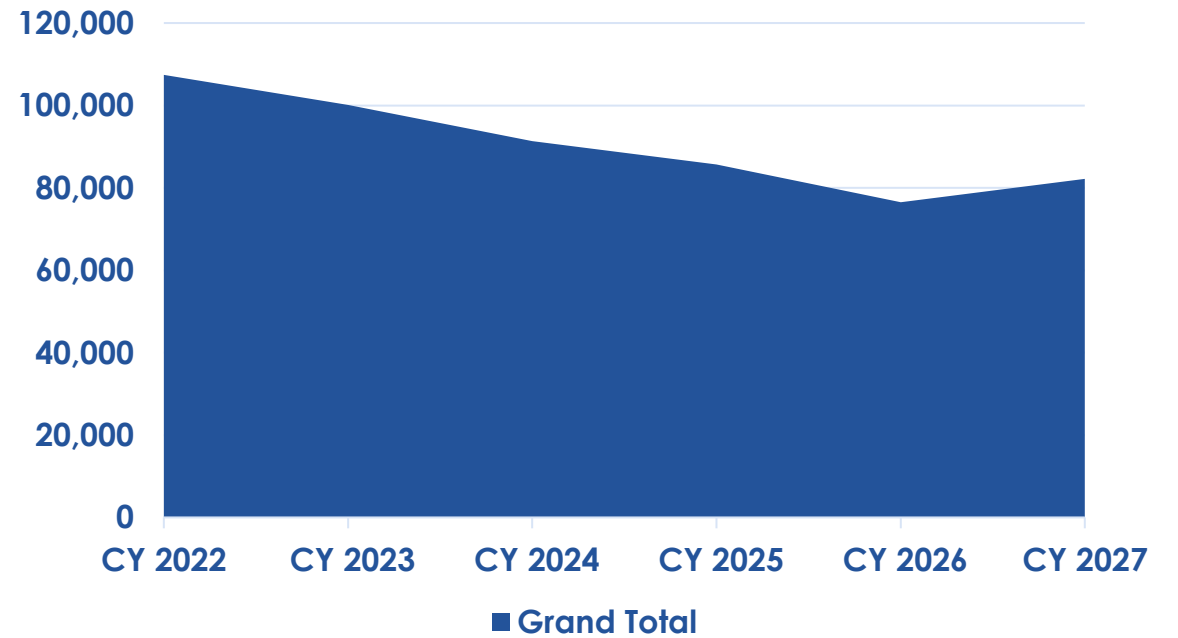
# Austria

Light Vehicle Production-Austria



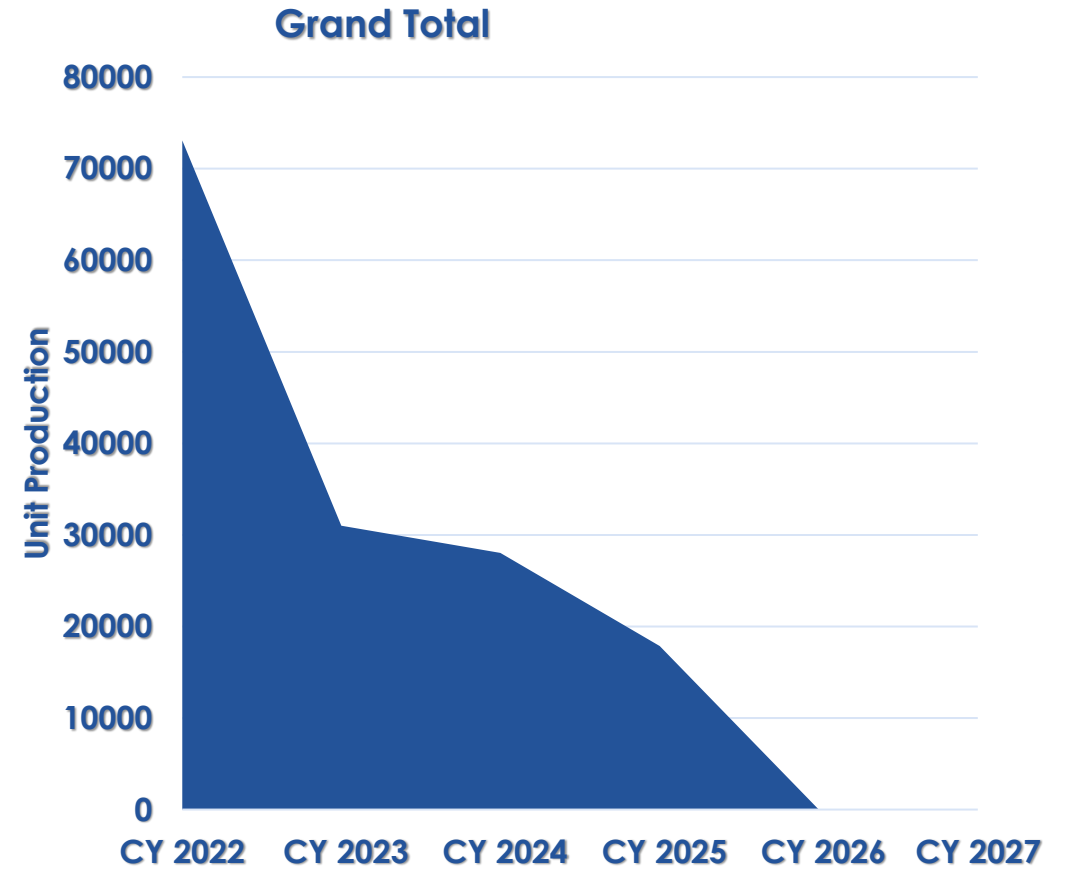
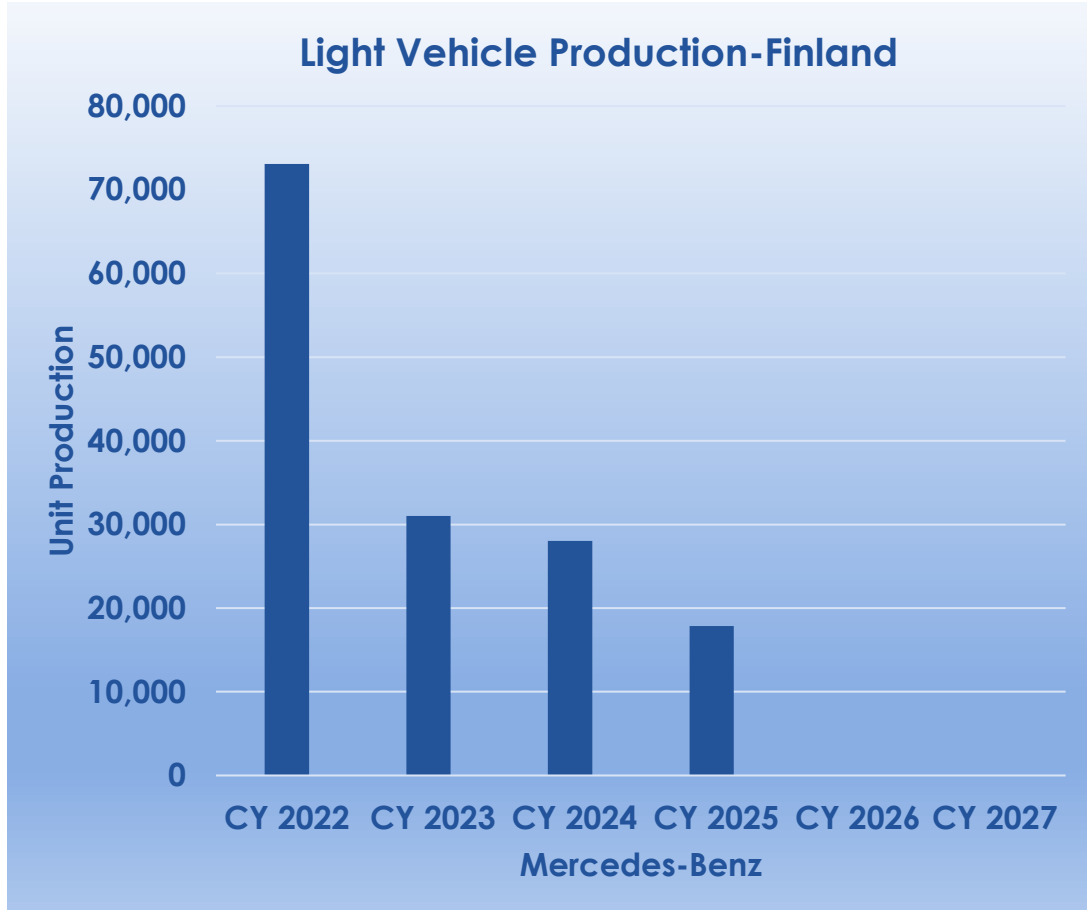
Austria	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	107,434	100,144	91,404	85,672	76,520	82,187

Grand Total



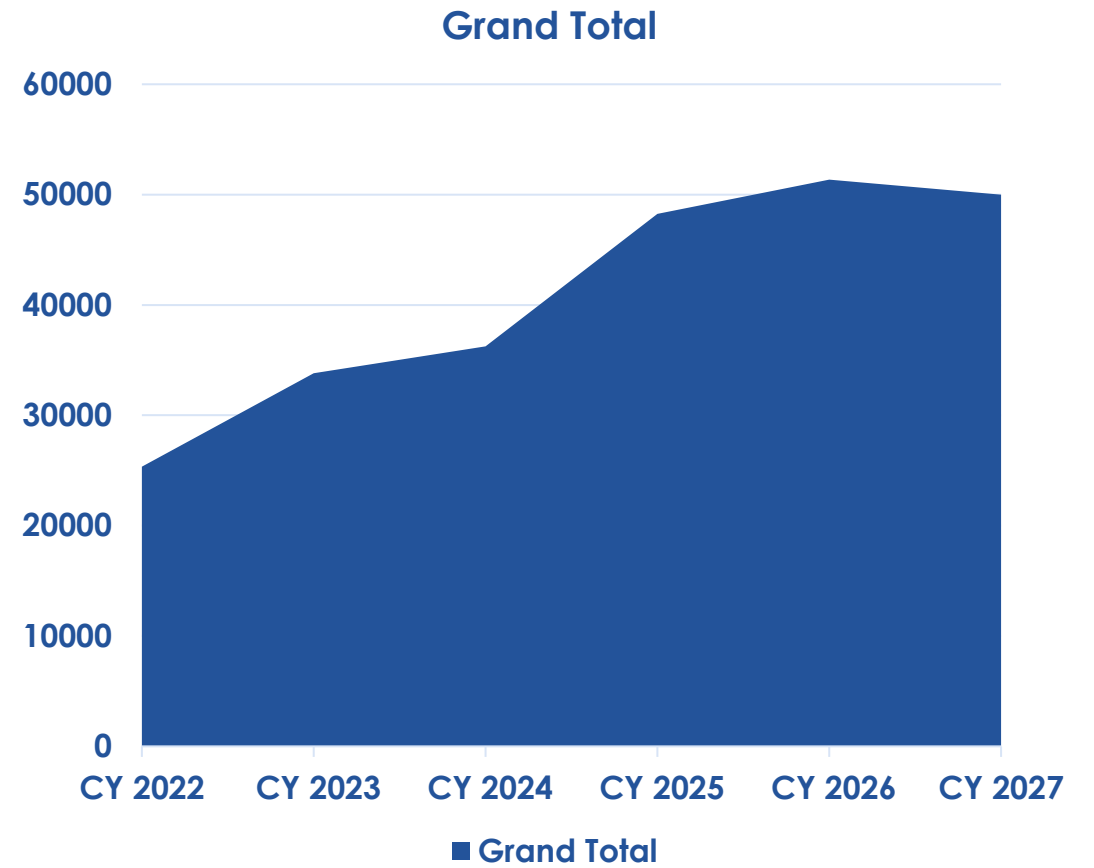
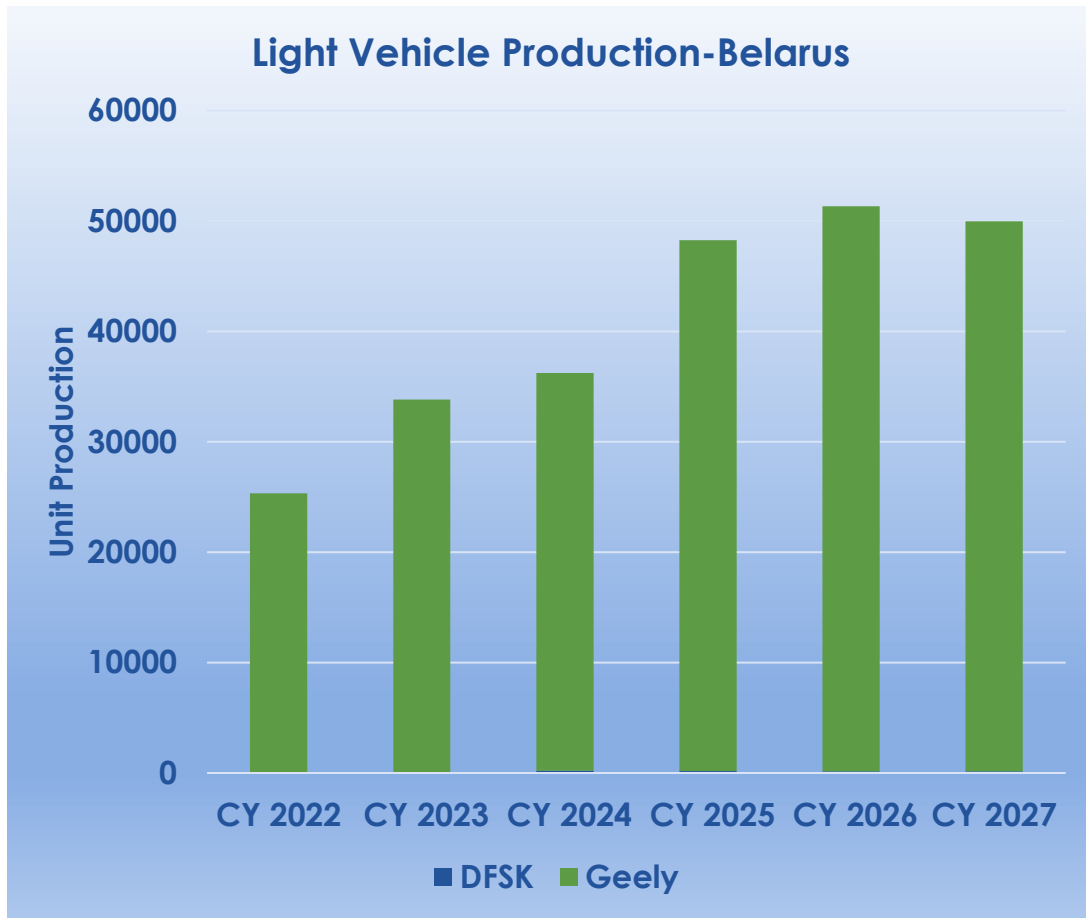
# Finland

Finland	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	73,082	31,001	28,037	17,865	0	0



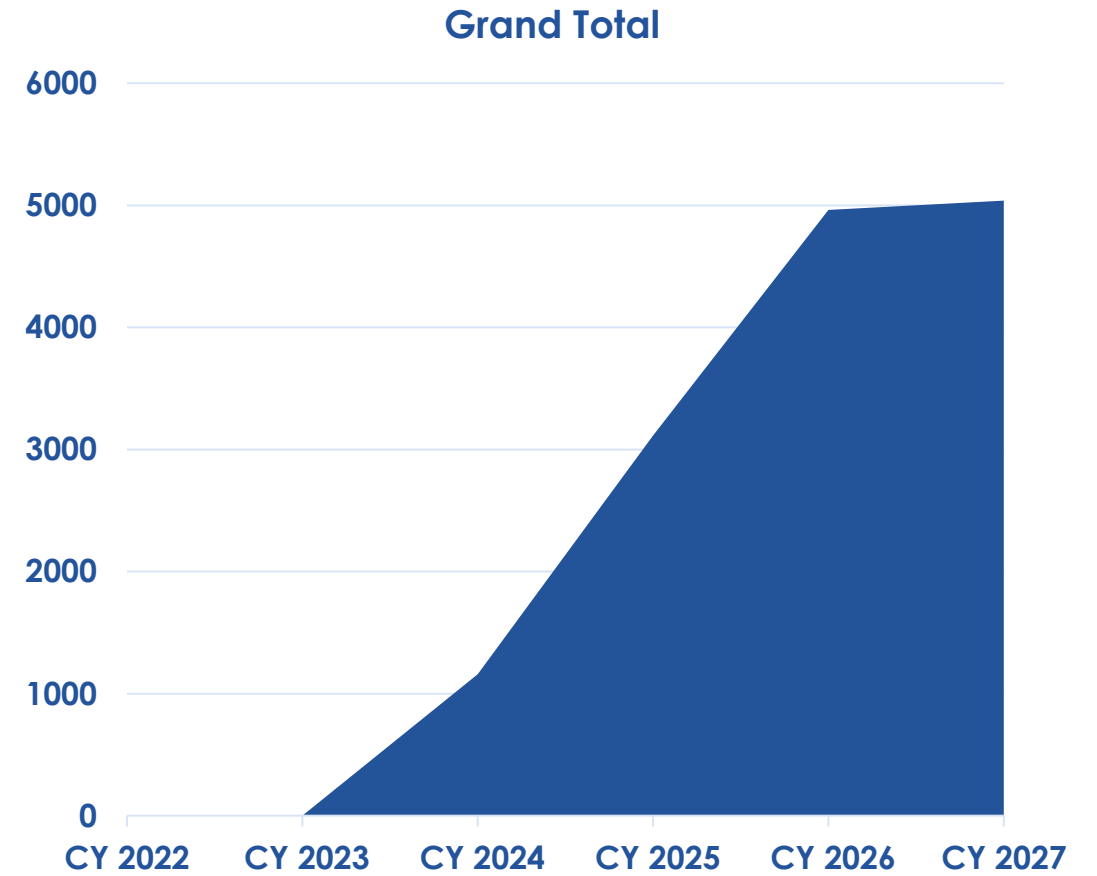
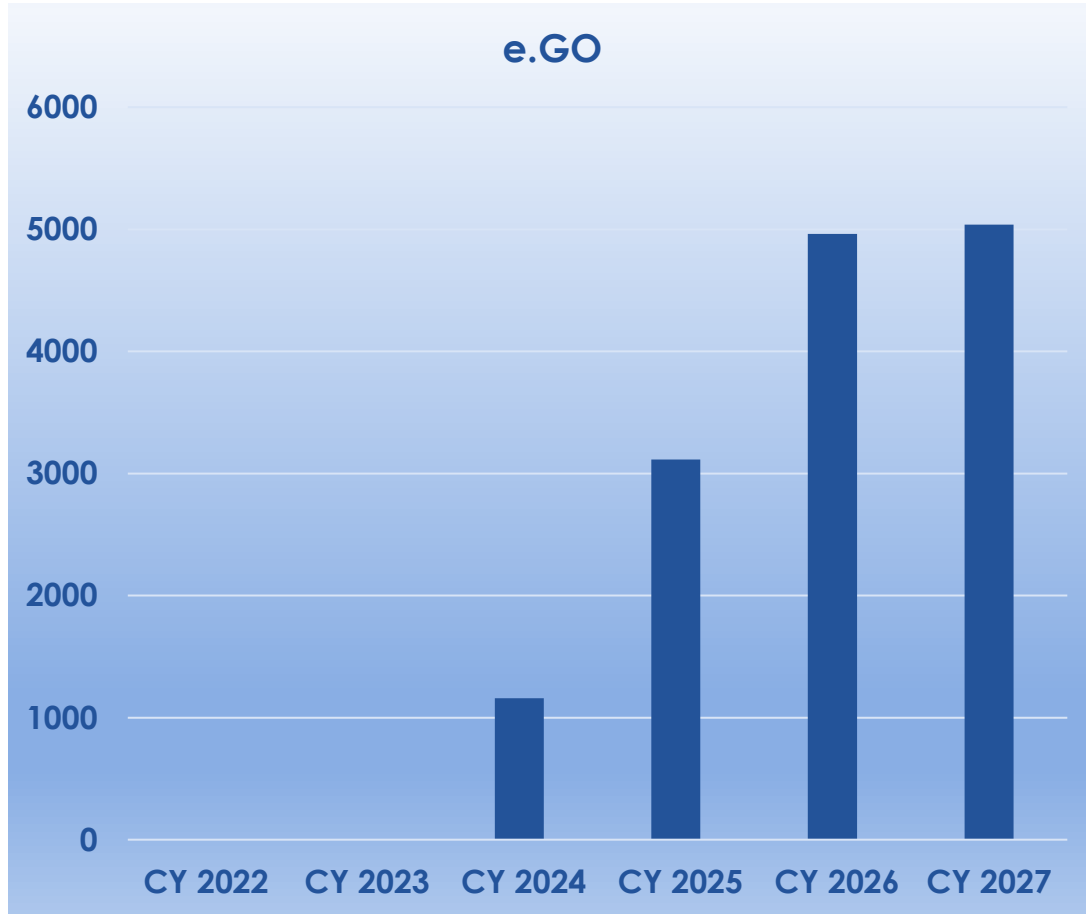
# Belarus

Belarus	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	25,331	33,816	36,247	48,263	51,342	49,989



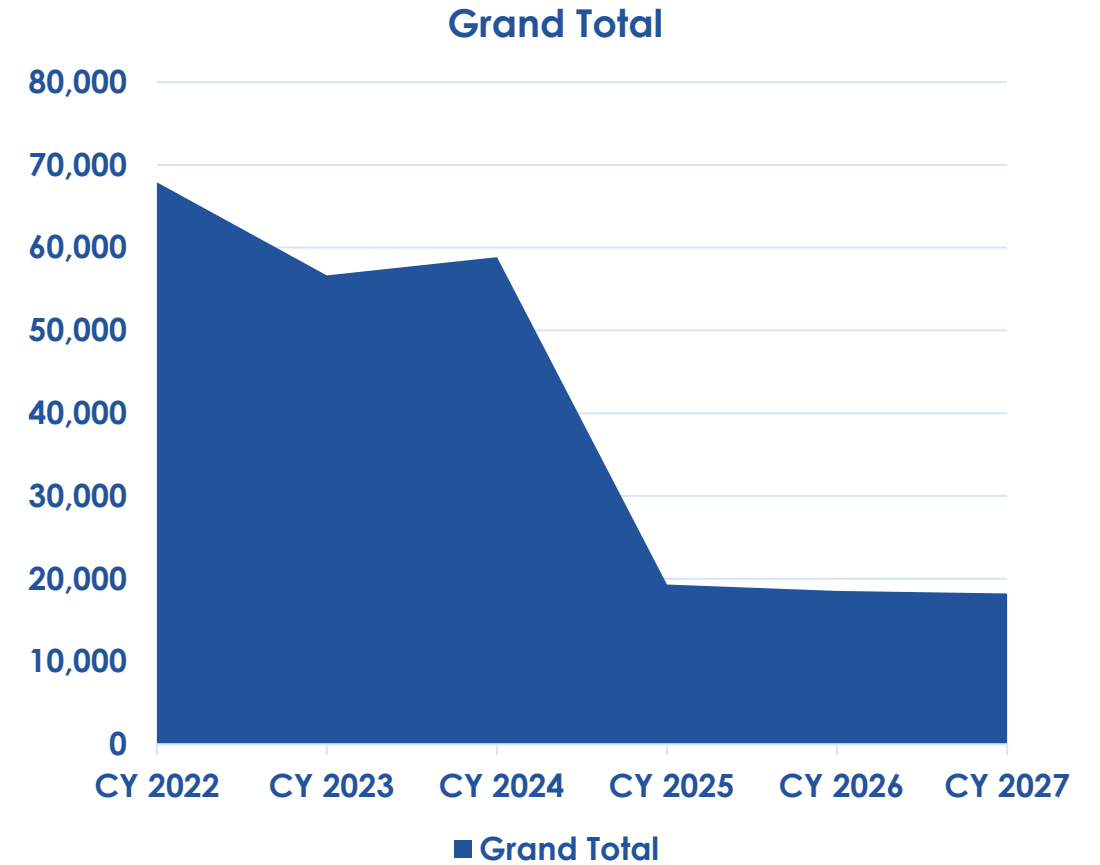
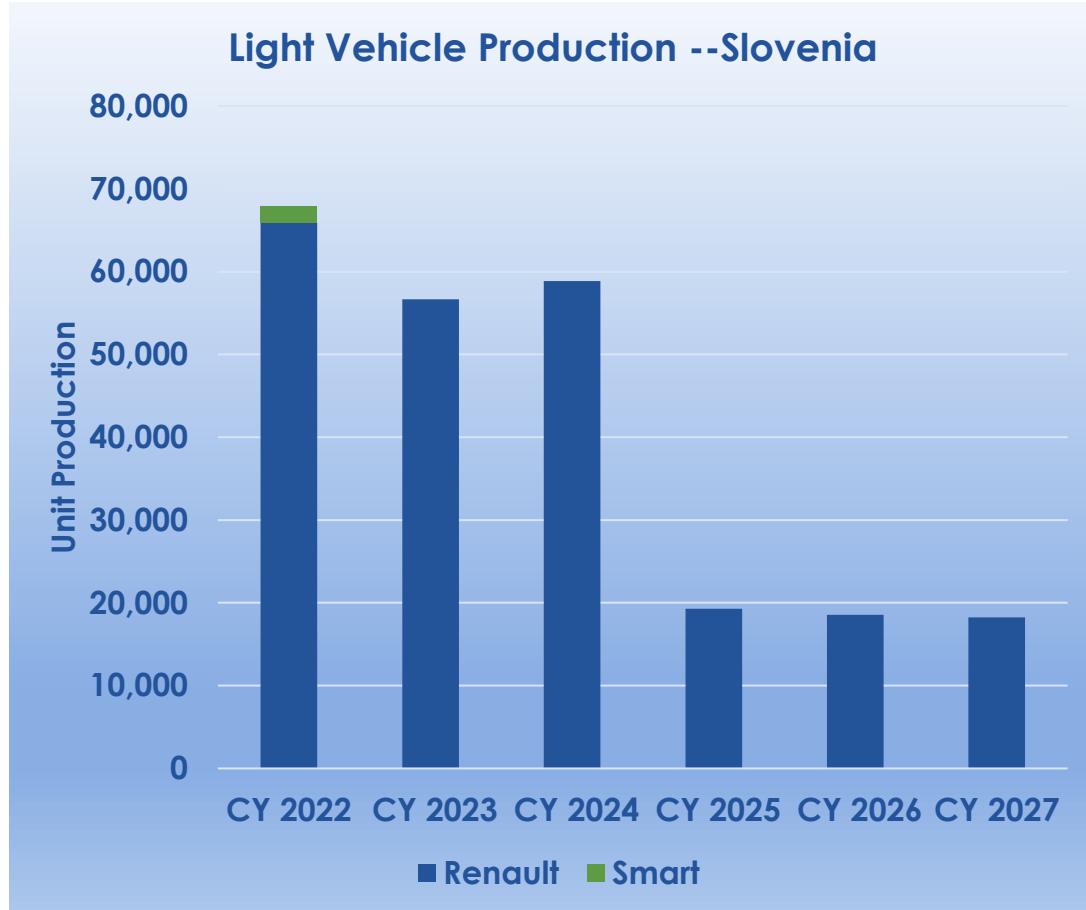
# Bulgaria

Bulgaria	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	0	0	1,160	3,116	4,963	5,040



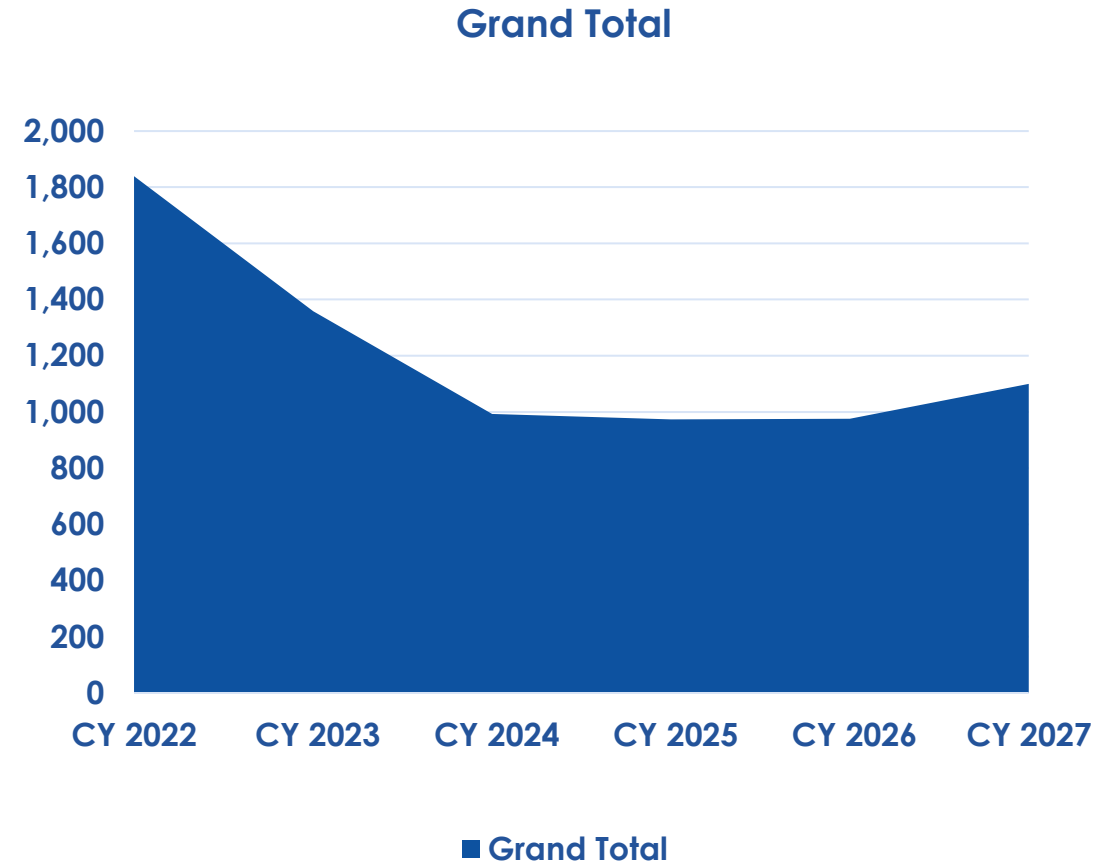
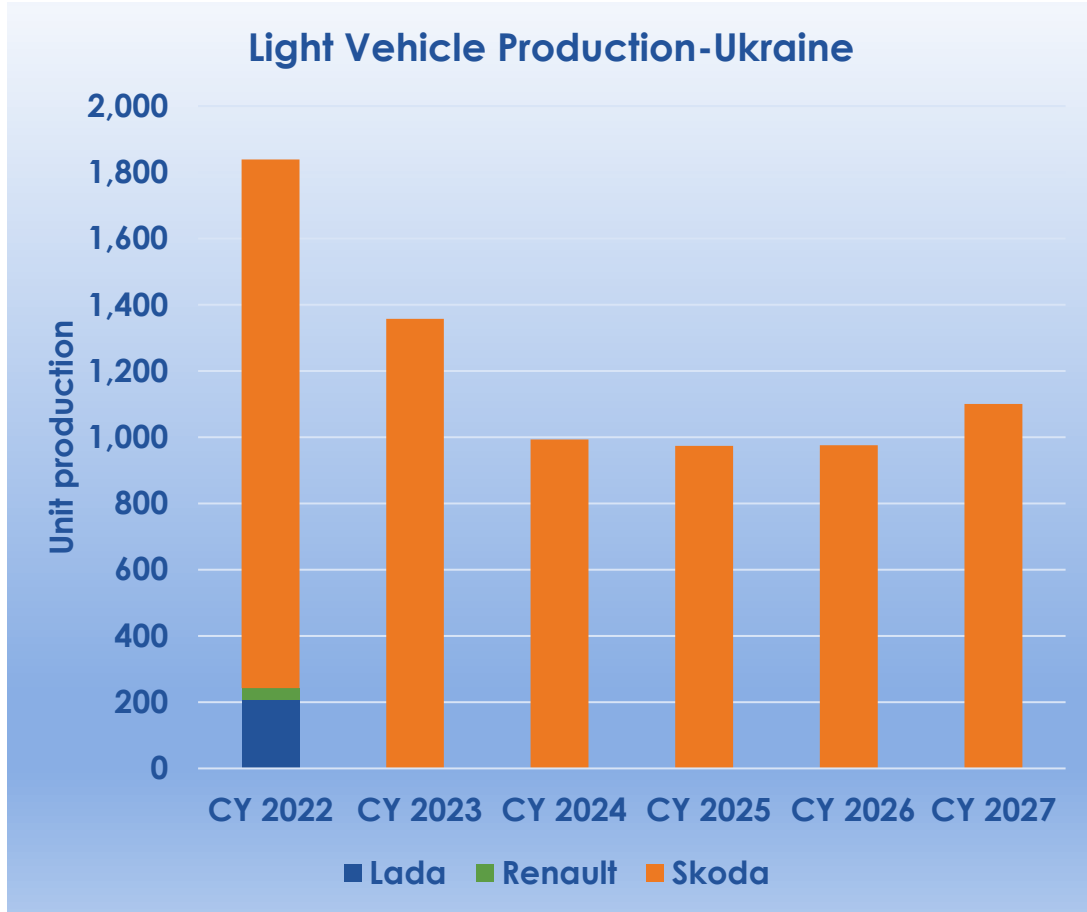
# Slovenia

Slovenia	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	67,897	56,661	58,848	19,293	18,531	18,234



# Ukraine

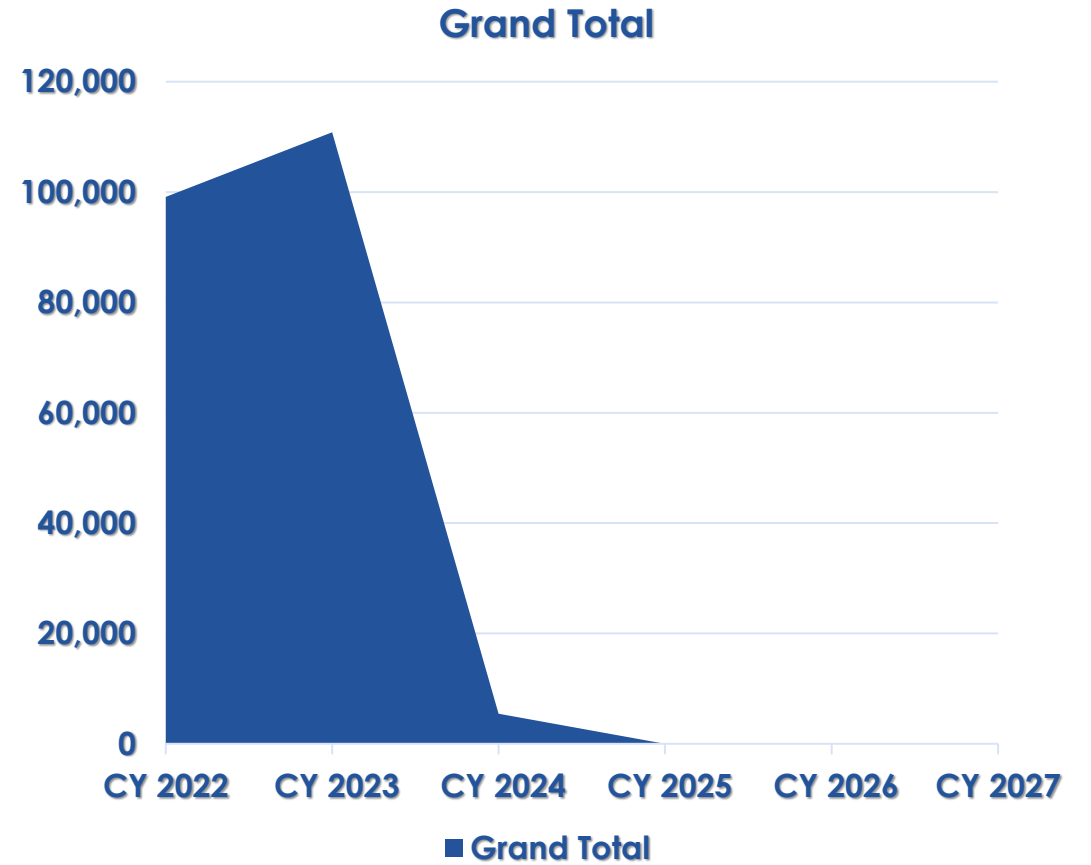
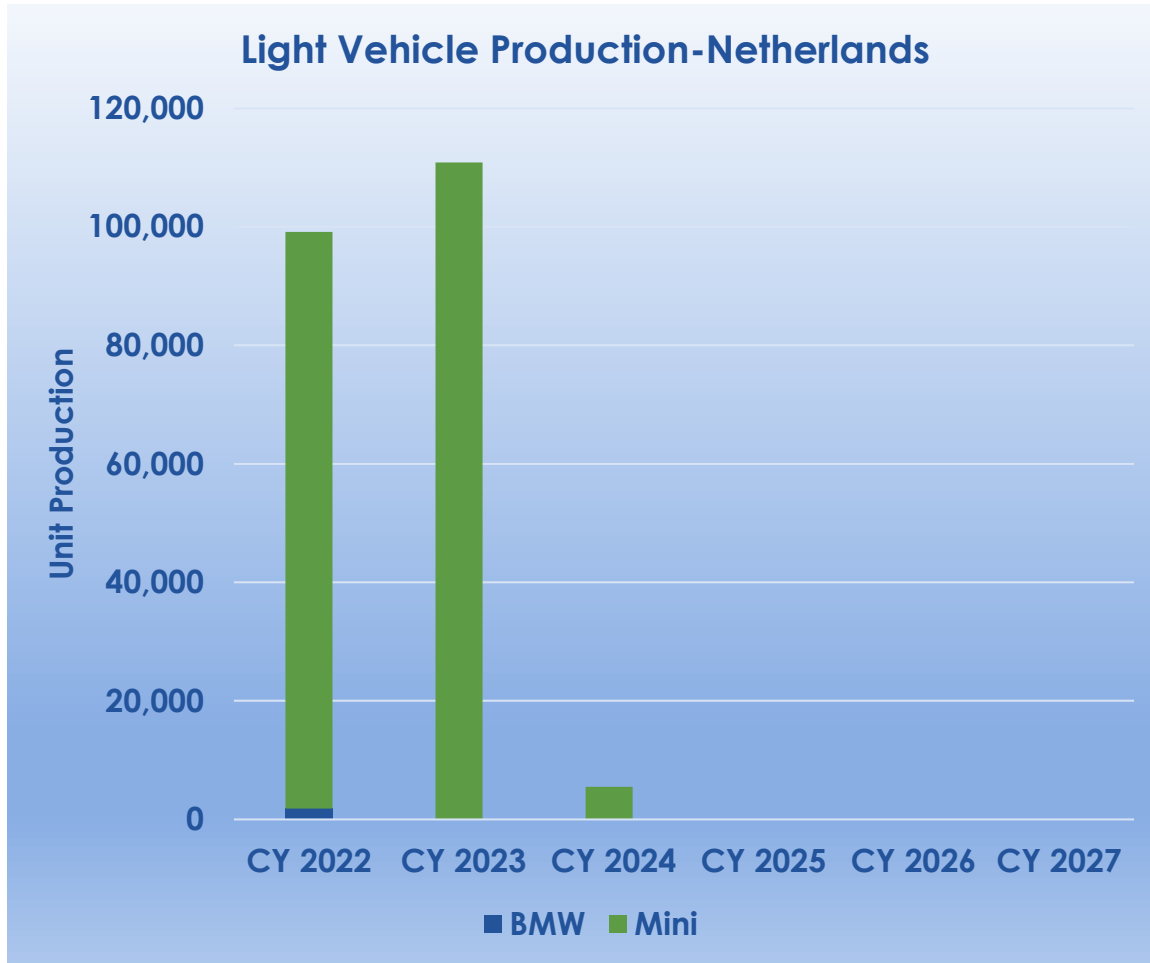
Ukraine	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
<b>Grand Total</b>	1,839	1,358	993	974	976	1,100





# Netherlands

Netherlands	CY 2022	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Grand Total	99,122	110,840	5,473	0	0	0



# Slowdown in EV penetration in Europe?

## Measuring 'Rate of Penetration'

Data provider: ACEA



# What is RoP?

Rate of Penetration is the speed at which 'X' advances into the market.

A 'High' Rate of Penetration is testament to a strong entrance to the market, and likely ongoing strong sales.

A 'Low' Rate of Penetration indicates that the market is not accepting product X under present market conditions.

A 'Stalling' Rate of Penetration indicates that the market is relatively unsure of the product X.

Rate of Penetration is often measured on a regular or quarterly basis to check any changes.

Companies and regulators will often use strategies to raise the Rate of Penetration in the market.

In this section we will analyse the Rate of Penetration of EV sales in Europe.

Market Share Vs Rate of Penetration:

Market Share is the portion of the total market captured by Product X.

Rate of Penetration is the speed at which the market share is changing for Product X.



Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share	RoP of BEV
August	165,165	787,626	20.96 %	7.37	Jan-August	984,864	7.08million	13.91%	0.88
July	115,971	851,156	13.6%	-1.5	Jan-July	819,488	6.3million	13.03%	0.09
June	158,252	1,045,072	15.14%	1.3	Jan-June	703,517	5.4million	12.93%	0.52
May	129,847	938,950	13.8%	2.03	Jan-May	545,265	4.4million	12.41%	0.38
April	94,561	803,188	11.77%	-2.13	Jan-April	415,418	3.5million	12.02%	-0.07
March	151,573	1,087,939	13.9%	1.8	Jan-March	320,857	2.7million	12.10%	1.27
February	97,300	802,763	12.1%	2.63	Jan-February	169,284	1.6million	10.83%	1.36
January	71,984	760,041	9.47%	-2.53	Jan	71,984	760,041	9.47%	-2.6
<b>Based on ACEA data (EU only)</b>									

# UK

Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share	RoP of BEV
August	17,243	85,657	20.13%	4.14	Jan-August	193,221	1,179,298	16.38%	0.29
July	23,010	143,921	15.99%	-1.89	Jan-July	175,978	1,093,641	16.09%	-0.02
June	31,700	177,266	17.88%	1.00	Jan-June	152,968	115,249	16.11%	0.41
May	24,513	145,204	16.88%	1.45	Jan-May	121,268	772,454	15.70%	0.27
April	20,522	132,990	15.43%	-0.77	Jan-April	96,755	627,250	15.43%	0.00
March	46,626	287,825	16.20%	-0.34	Jan-March	76,233	494,260	15.42%	1.08
February	12,310	74,441	16.54%	3.43	Jan-Feb	29,607	206,435	14.34%	1.24
January	17,294	131,994	13.10%	-3.2	Jan	17,294	131,994	13.10%	-3.12

Data: SMMT



# Netherlands

Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share %	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share %	RoP of BEV
August	9,174	27,825	32.97	6.67	Jan-August	75,128	259,106	28.99	0.49
July	7,545	28,687	26.30	-7.30	Jan-July	65,954	231,281	28.50	-0.40
June	13,899	41,365	33.60	0.40	Jan-June	58,410	202,594	28.90	1.30
May	11,001	33,135	33.20	5.20	Jan-May	44,511	161,229	27.60	1.40
April	8,307	29,669	28.00	-7.30	Jan-April	33,510	128,094	26.20	0.60
March	13,221	37,452	35.30	10.80	Jan-March	25,203	98,425	25.60	6.00
February	6,891	28,128	24.50	9.00	Jan-Feb	11,982	60,973	19.60	4.10
January	5,091	32,845	15.50	3.40	Jan	5,091	32,845	15.50	3.40



# Sweden

Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share %	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share %	RoP of BEV
August	9,784	23,871	40.98	3.48	Jan-August	68,710	181834	37.78	0.48
July	6,488	17,300	37.5	-1.2	Jan-July	58,920	157963	37.3	0
June	10,946	28,283	38.7	-2.2	Jan-June	52,467	140663	37.3	0.4
May	11,652	28,490	40.9	7.2	Jan-May	41,468	112380	36.9	1.3
April	6,937	20,586	33.7	-7.9	Jan-April	29,865	83890	35.6	-0.6
March	12,589	30,261	41.6	8.4	Jan-March	22,916	63304	36.2	5
February	6,123	18,442	33.2	4.4	Jan-Feb	10,309	33043	31.2	2.4
January	4,205	14,601	28.8	0.8	Jan	4,205	14601	28.8	0.8



# Germany

Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share %	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share %	RoP of BEV
August	86,649	273,417	31.69	11.69	Jan-August	355,575	1,913,564	18.58	2.81
July	48,655	243,277	20.00	1.10	Jan-July	268,984	1,640,147	16.4	0.6
June	52,946	280,139	18.9	1.60	Jan-June	220,705	1,396,870	15.8	0.8
May	42,725	246,966	17.3	2.60	Jan-May	167,510	1,116,731	15	0.7
April	29,833	202,947	14.7	-1.00	Jan-April	124,376	869,765	14.3	0.1
March	44,174	281,361	15.7	0.00	Jan-March	94,688	666,818	14.2	1.1
February	32,375	206,210	15.7	5.60	Jan-Feb	50,95	385,457	13.1	3
January	18,104	179,247	10.1	-7.60	Jan	18,104	179,247	10.1	-7.6





# France

Month 2023	Electric Car Sales (BEV)	Total New Car Market	BEV market share %	RoP of BEV	YTD Period	YTD Electric Car Sales (BEV)	Total New Car Market	BEV Market Share %	RoP of BEV
August	19,657	113,599	17.30	4.2	Jan-August	174,443	1,132,321	15.40	0.2
July	16,892	128,946	13.1	-4.3	Jan-July	154,846	1,018,722	15.2	-0.3
June	33,207	190,847	17.4	1.8	Jan-June	137,915	889,776	15.5	0.5
May	22,704	145,536	15.6	2.7	Jan-May	104,839	698,929	15	0.2
April	17,093	132,506	12.9	-3.9	Jan-April	81,902	553,393	14.8	-0.6
March	30,696	182,712	16.8	1.3	Jan-March	64,817	420,887	15.4	1
February	19,567	126,236	15.5	2.4	Jan-Feb	34,297	238,175	14.4	1.3
January	14,664	111,939	13.1	-0.1	Jan	14,664	111,939	13.1	-0.1

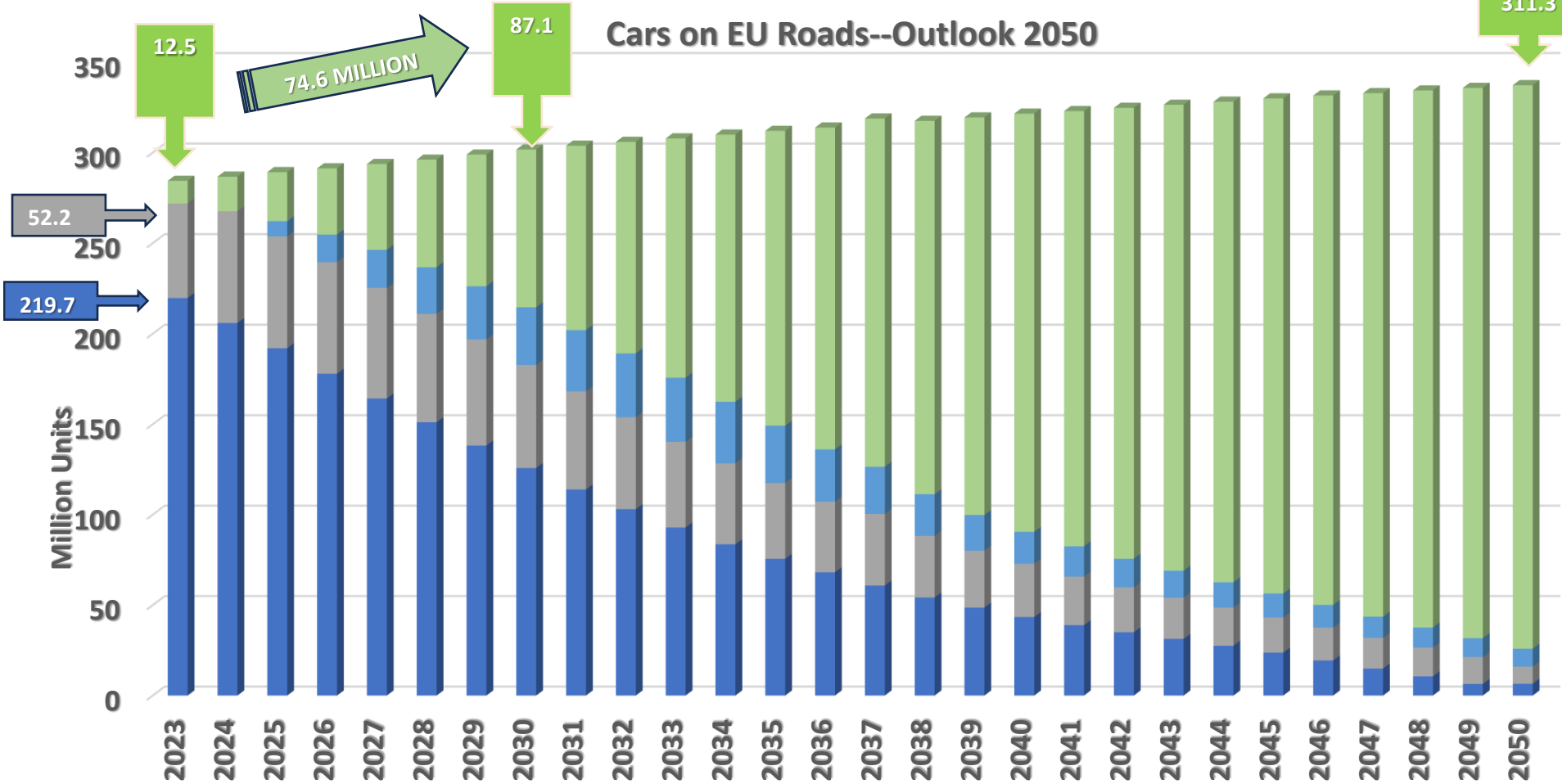


**2023:**  
284.4 million

# Cars on EU Roads

**2050:**  
337.2 million

ACEA's outlook shows 87.1 million ZEVs on EU roads by 2030.

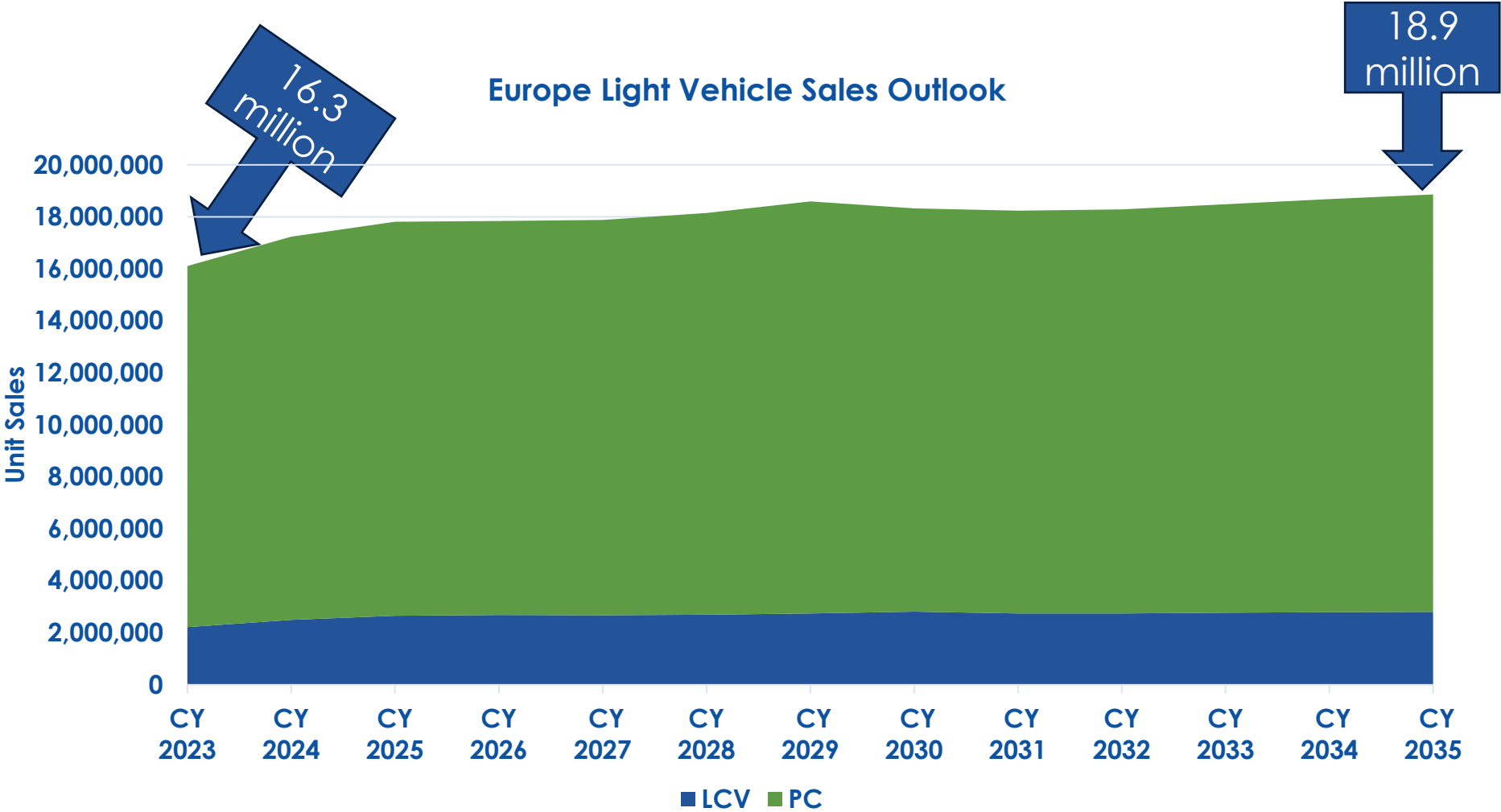


Today, ZEVs are forecast to reach 12.5 million across the EU.

Therefore, between now and 2030, a total of 74.6m ZEVs will need to enter the market.

Or over 12 million units a year. For this EV penetration needs to rise, faster.

# Europe Light Vehicle Sales Outlook: 2023-2035



- Europe forecast to reach annual sales of 18.9 million by 2035
- Remove Russia, Turkey, UK volumes brings total to 12.4 million units in 2035.
- Therefore, to meet EU ZEV targets, every new car would need to be a ZEV.
- EV penetration rates need to rise fast!

Russia accounts for 748,000 in 2023, rising to 1.5million in 2035

Source: S&P Mobility, July'23



Thank You!

For further information or queries please contact  
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