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Electric Vehicle Sales Review

Q4 2021

Foresight to drive the industry

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China growth outstrips other regions

Sales of battery electric vehicles (BEVs) surged by 123% in all the markets analyzed in the third quarter of 2021 versus the corresponding quarter last year. China led the way with sales of 782,000 BEV units during the quarter, amounting to growth of 190%.

BEV sales growth was substantial in Europe in Q3 too (an increase of 53% in the largest five European markets in comparison with last year), albeit somewhat less than it has been in recent quarters. Even steeper growth was only thwarted by the global semiconductor shortage, which has slowed vehicle production markedly and lengthened waiting times for in-demand cars.

The market share for all EVs in Europe, including PHEVs and hybrids, has mushroomed in the last two years and is rapidly approaching parity with ICE vehicles. For the largest five European markets, EV market share has increased from 8% in 2019 to 38% for the year 2021 to date.

OEMs, suppliers and governments are adapting their strategies accordingly to fit a changing world. OEMs are diverting resources to build EV manufacturing capacity and launch a range of new EV models. Given the inevitable sharp fall in fuel duty that lies ahead, particularly with ICE sales bans in several countries on the horizon, governments are now pondering how they will manage to safeguard this tax revenue from BEVs.

China's BEV sales almost trebled in the third quarter of 2021 in comparison with the equivalent quarter in 2020

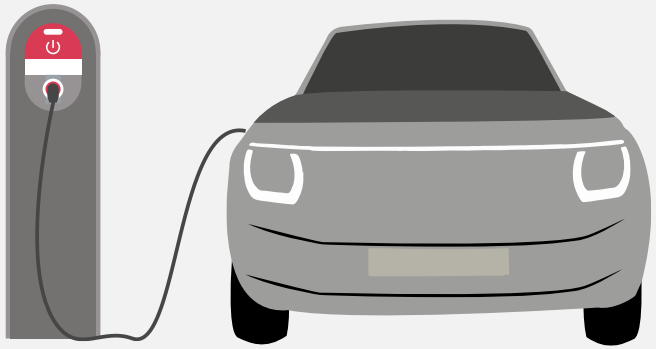
190%

Increase in BEVs purchased in China in Q3 2021 vs Q3 2020

IAA Mobility Munich: New EVs in the spotlight

Volkswagen plans mass-market compact city car

Volkswagen has unveiled its ID Life concept, which is set to be the most affordable car in the company's range of ID-branded BEVs when it goes on sale in 2025 at a price of around €20,000.[1] The small car is designed for urban use, with a focus on sustainability and digitization. A 57 kWh battery allows for a range of up to around 400 km (WLTP).[2]



Mercedes-Benz set to launch more affordable luxury electric car

Mercedes-Benz has revealed that its EQE model, an electric sedan, is set to be launched in 2022. The EQE is a slightly smaller and less expensive version of the company's flagship luxury electric sedan, the EQS, but still retains many of its features. [3]

Renault's Mobilize to introduce electric taxi

Renault's Mobilize brand has unveiled an electric sedan specifically designed for use as a taxi, private hire vehicle or fleets. It is hoped that the car's range of 450 km (WLTP), and its fast-charging connection that can add another 250 km of range in 40 minutes, will appeal to these particular professional driver market segments.[4] The Mobilize Limo will not be available to private buyers, and will go on sale exclusively through a subscription service in the second half of 2022.[5]

BMW unveils recyclable car concept

BMW has revealed its i Vision Circular concept, a vision of a sustainable compact car for 2040. Its design only uses recyclable materials, even for the battery pack.[6] The concept fits with BMW's aspiration to increase the proportion of recycled and secondary waste material used to manufacture its cars from the current 30% to 50%.[7]

Chinese companies begin European drive

Several Chinese companies are setting their sights on a major expansion in the European market. Xpeng's P5 sedan, already available in Norway, will be rolled out across the continent in 2022.[8] Great Wall Motors is also planning for two of its brands to bring new vehicles to Europe next year – Wey's Coffee O1, which is a PHEV SUV, and ORA's Cat BEV.[9] The company has longer-term ambitions to open a European production plant.[10]

Sources
[1] The Verge, 7 September 2021
[2] Insideevs.com, 6 September 2021
[3] The Vault, 5 September 2021
[4] Autocar, 27 August 2021
[5] Team-BHP.com, 31 August 2021
[6] Motor1.com, 6 September 2021
[7] Car and Driver, 6 September 2021
[8] Eautocar, 24 September 2021
[9] Elektrek, 6 September 2021
[10] The Car Expert, 9 September 2021

Countries and companies manoeuvre for new EV world

Fast and slow lanes in charging infrastructure rollout

New data has revealed a serious lack of electric charging points in many EU states. Ten countries do not even have one charger for every 100 km of key roads.[1]

The story in certain Western European countries is brighter, however. The German government, for example, is putting out tenders for the construction and operation of 1,000 fast-charging stations, each with several charging points. These will add to the many already existing fast-charging locations.[2]

In Italy meanwhile, a new joint venture between energy services company Enel X and Volkswagen will function as an EV charging infrastructure operator. The company will invest in the development, operation and maintenance of more than 3,000 high-power chargers between 2021 and 2025.[3]

The Chinese manufacturer NIO has started exporting superchargers and battery-swap stations to Norway. The battery-swap stations, which will be operational before the end of the year, have been specially adapted to the Norwegian climate and European regulations.[4]

Expansion and innovation in manufacturing

Ford, together with energy company SK Innovations from South Korea, are investing $11.4 billion in two huge manufacturing sites for BEVs, creating more than 10,000 new jobs. The Blue Oval City site, based in Tennessee, will produce electric pickup trucks and batteries. Another site, in Kentucky, will host two battery factories. These facilities will provide 129 GWh a year of US production capacity for Ford.[5]

Aiming to strengthen its technology to fulfill its Goal of producing only BEVs by 2030, Daimler has acquired UK-based Yasa, which manufactures next-generation electric motors for AMG performance cars. Its axial flux motors, are smaller and more efficient than traditional electric motors.[6]

The Chinese battery maker CATL has announced plans to build a supply chain to produce sodium-ion batteries by 2023. While demand is expected to soar for lithium, cobalt and nickel, possibly leading to high prices and shortages, sodium is an abundant and cheap resource. Sodium-ion batteries have a lower energy density, but charge quickly, and are more resistant to cold temperatures.[7]

Chinese market urged to take stock

The Chinese government believes there are now too many BEV OEMs, many of them unviable, and is drafting measures to reduce overcapacity and devote resources to a smaller number of production hubs.[8] Meanwhile, experts have warned of excessive production of EV batteries. Instead of quantity, manufacturers are being urged to focus instead on top-quality products, for which utilization rates are higher, and on innovative technologies.[9]

Sources
[1] ACEA, 9 September 2021
[2] Greencarcongress.com, 17 August 2021
[3] Smart Energy International, 15 July 2021
[4] cnevpost.com, 7 July 2021
[5] CNN.com, 28 September 2021
[6] FT.com, 22 July 2021
[7] Reuters, 3 August 2021
[8] Automotive News, 13 September 2021
[9] China Daily, 20 August 2021

Solving the vehicle tax revenue conundrum

In September 2021, Democratic lawmakers in the United States proposed an expansion of tax credits for union-made zero-emission vehicles built domestically. The proposal, which promises credits of $12,500 for such vehicles (as opposed to $7,500 for most other EVs), seeks to advance the administration's goal that BEVs should comprise at least 50% of US vehicle sales by 2030.[1]

Several years ago, Europe was where the US is now, trying to propel the BEV market forward. But having enjoyed explosive growth in recent years, the European BEV market, thanks in part to strict CO2 targets, may soon be reaching a turning point at which it becomes self-propelling, when BEVs become so entrenched in the car-buying psyche that government assistance is no longer necessary. This will be a welcome development for European governments, which are beginning to count the costs of success.

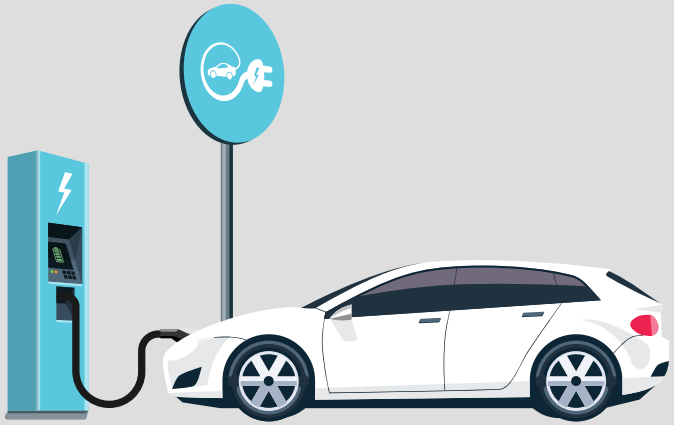
Income from fuel duty will inevitably decline at a rapid rate, particularly as looming ICE sales bans in several countries also start to have their desired impact. The scale of the potential loss to the state purse is huge. In the UK, for example, fuel duty revenue of £27.6 billion for 2019/20 was equivalent to three quarters of the country's defense budget.[2]

As this money exits the door, it is little wonder that governments are baulking at continuing to support a now buoyant BEV market. In Sweden and the Netherlands, allotted 2021 budgets for state subsidies have been exhausted for various EV categories, with the governments seemingly in no hurry to replenish them.

The longer-term challenge of filling the tax revenue void is also now occupying government minds. In Norway to date, all fully electric cars have been tax free. Now it is reported that the government is planning a luxury tax on expensive versions.[3] In the United States, a study has been proposed to investigate how a mileage tax, charging motorists for distance travelled, could be implemented.[4]

€143.8 bn

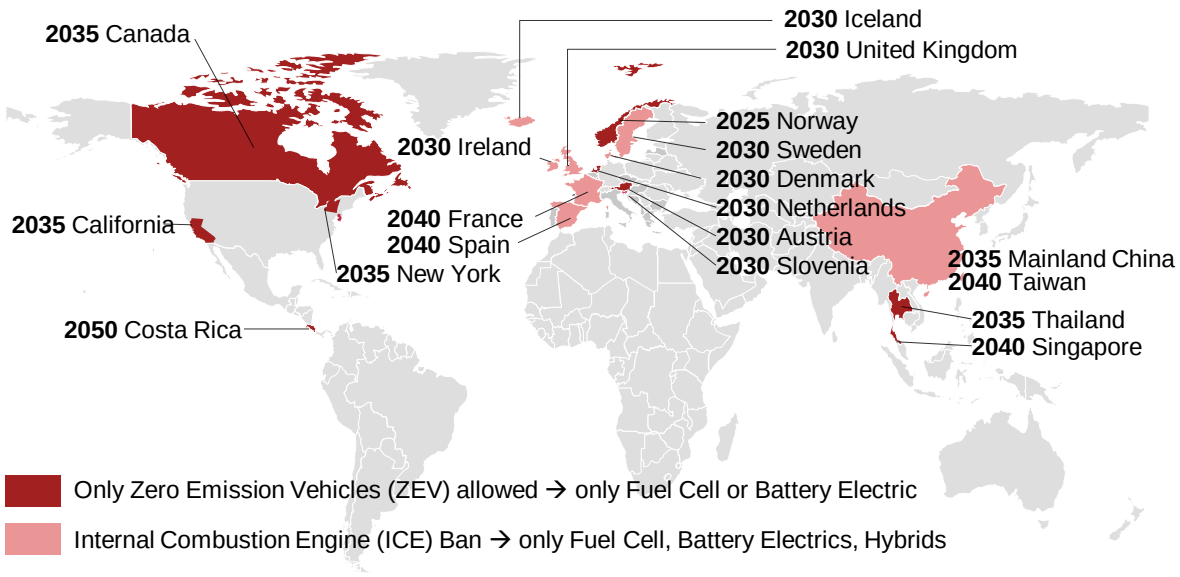
Total 2019 fuel and lubricants tax in Germany, France, Spain and Italy[5]



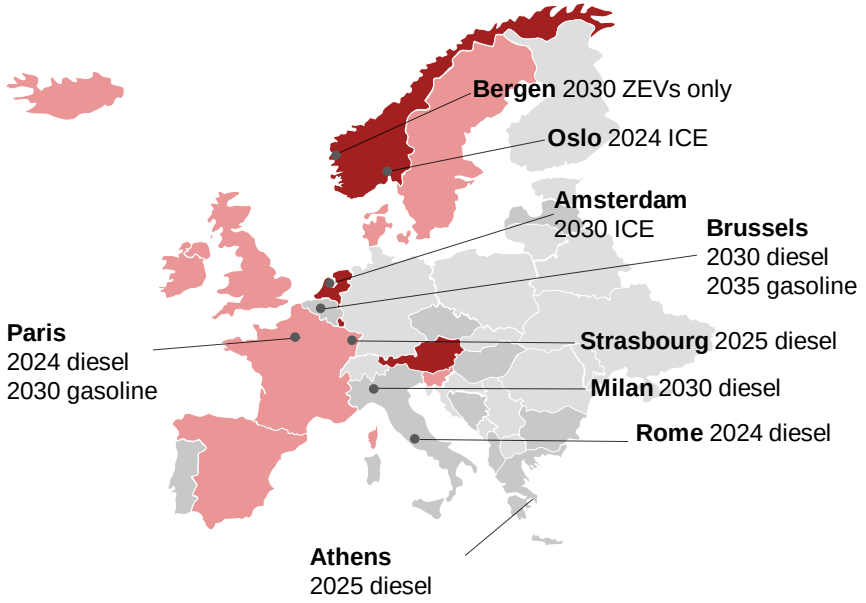
Sources
[1] Reuters, 11 September 2021 [2] Forbes, 21 November 2021 [3] electrive.com, 5 October 2021 [4] Associated Press, 29 September 2021 [5] ACEA, 30 September 2021

Globally countries are committing to sustainability goals and planning to phase out new sales of pure ICE vehicles

Planned ICE - Registration Bans and ZEV only allowances around the world*



European Cities which are planning an ICE - vehicle phase out*



19 | National and sub-national governments **worldwide** set a target to ban Internal Combustion Engines or allow only Zero Emission Vehicles

9 | Countries within **Europe** have already announced a ban on the internal combustion engine and/ or certain types of fuel

Source: Autofacts analysis

*not exhaustive / official goals or announcements

Many OEMs are aiming for more ambitious targets than those required by policy – more to follow

Key Insights

- While the EU Commission presented the **Fit for 55 – program**, proposing only **Zero-Emission-Vehicles** sales as of **2035**, some countries have already set ICE-Bans or ZEV only sales deadlines in advance.
- Most **OEMs** commit to company- wide **carbon** neutrality **by 2050**. Many also state a concrete **share of electrified vehicles** by 2030, ranging from between **40%** and **100%.**
- **Daimler** recently announced a **shift** from electric only to **electric first**, aiming for carbon neutrality in 2039 and **100% electrified** sales in **2030**, where market conditions allow.

Number of BEV Models produced in Europe in 2021

Brand*	BEV Models	Total Models
VW	5	19
Mercedes-Benz	7	25
Peugeot	4	11
Audi	5	19
BMW	3	17

*Sorted by top 5 Brands in Europe, IHS October Release

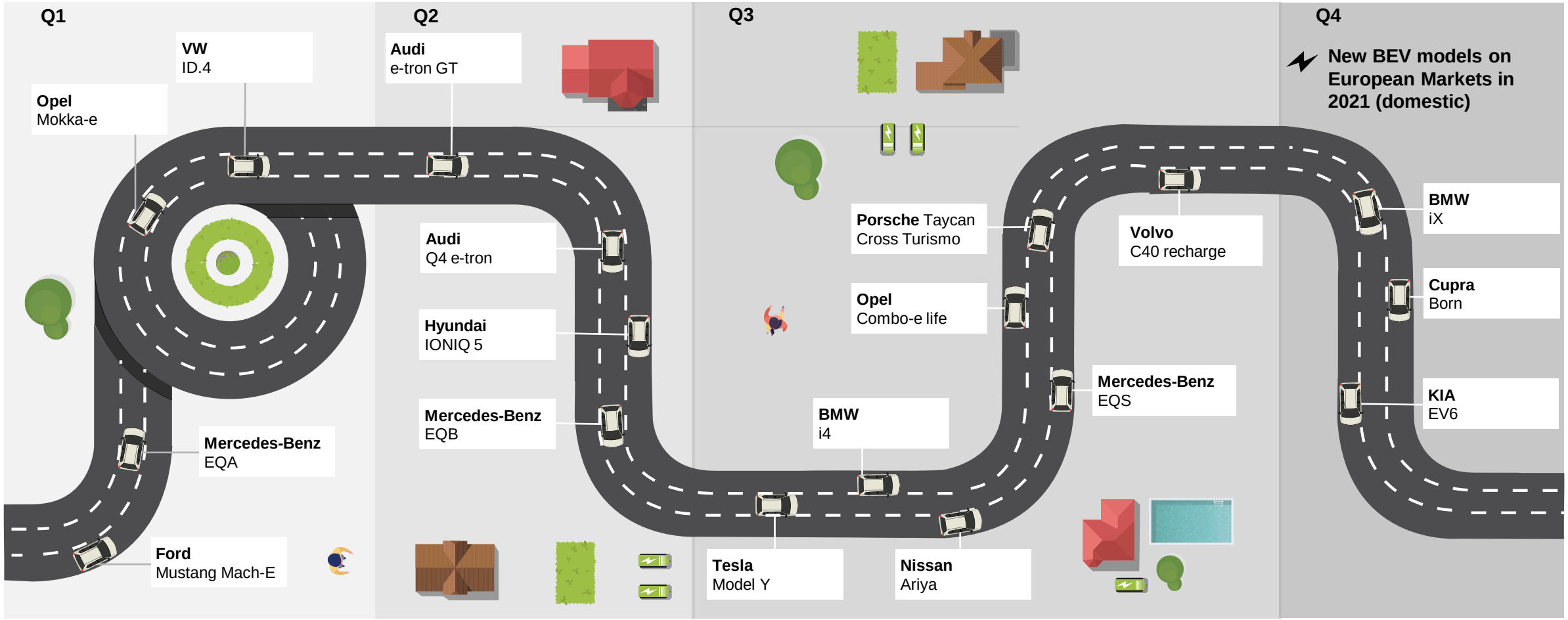
Phase out targets of ICE's** in Europe announced by OEMs

2020	2025		2030			2035	
smart	DS	Volvo Jaguar	Alfa Romeo	Opel	Bentley Cadillac Fiat Ford Mini Rolls Royce	Audi	General Motors Hyundai Land Rover VW Group

Source: Autofacts analysis

**not exhaustive / official goals or announcements / only ICE, HEV excluded

New BEV models drive ongoing market growth

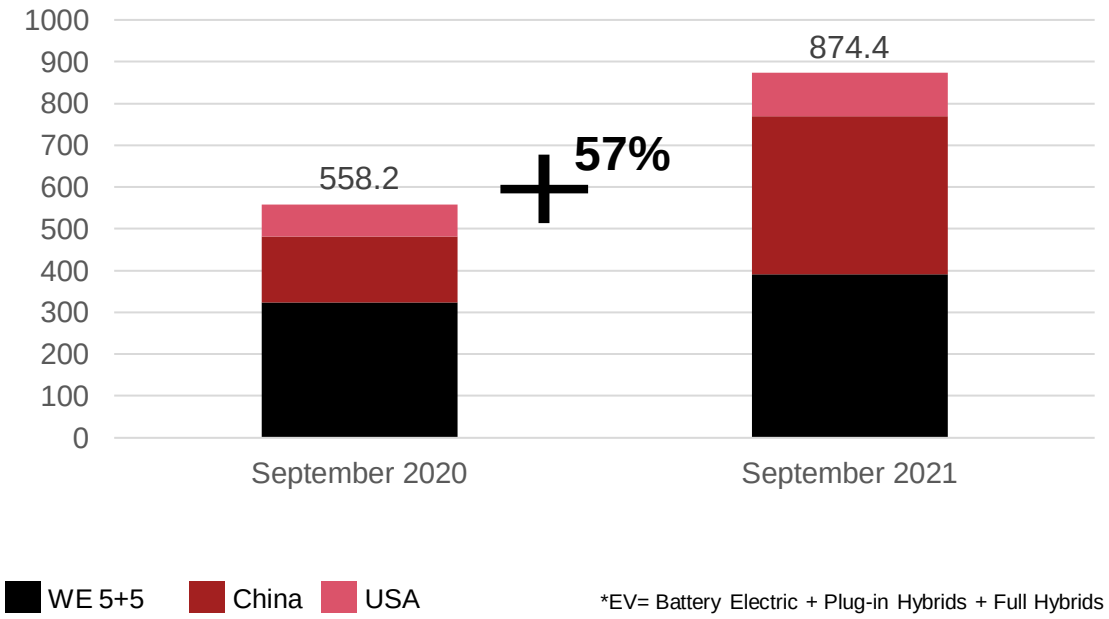


High EV growth continues globally

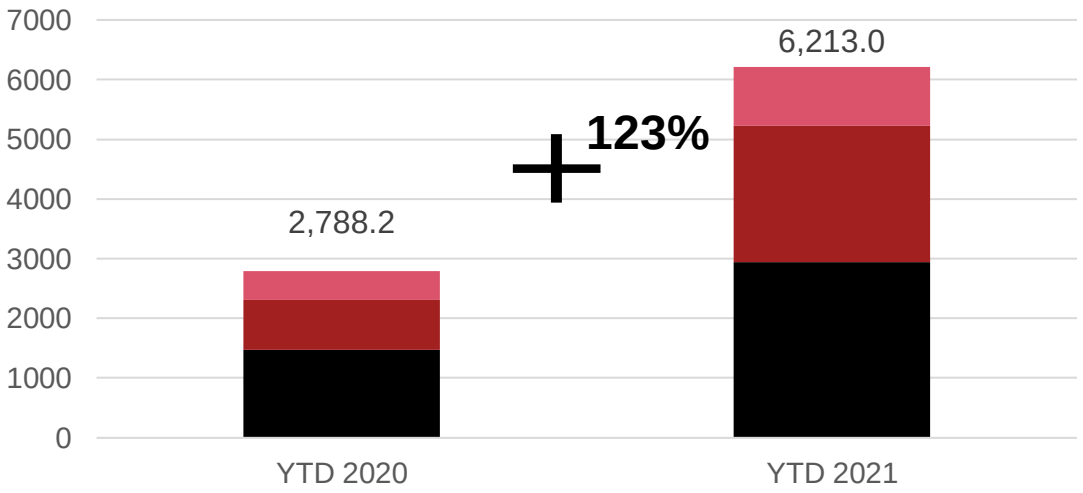
Key Markets

Electric Vehicles (EVs*)

September 20 vs. September 21 (in '000 units)



YTD September 20 vs. YTD September 21 (in '000 units)



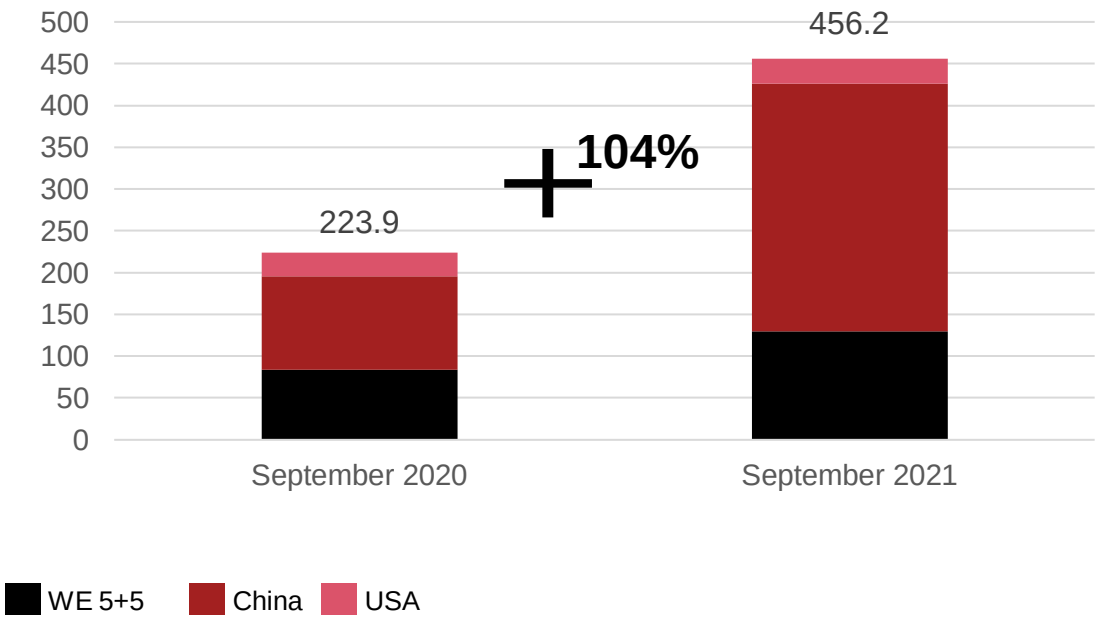
*EV= Battery Electric + Plug-in Hybrids + Full Hybrids

BEVs with major growth in China

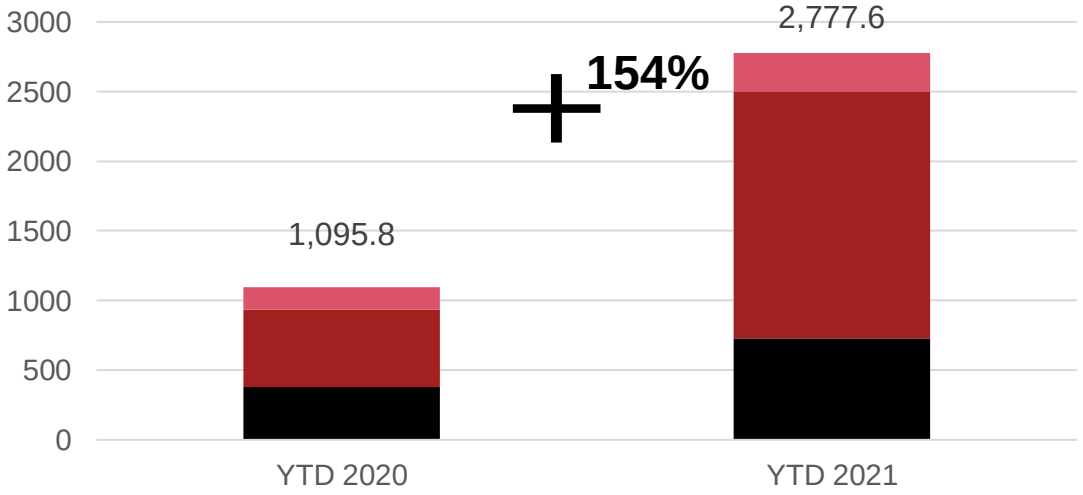
Key Markets

Battery Electric Vehicles

September 20 vs. September 21 (in ‘000 units)



YTD September 20 vs. YTD September 21 (in ‘000 units)

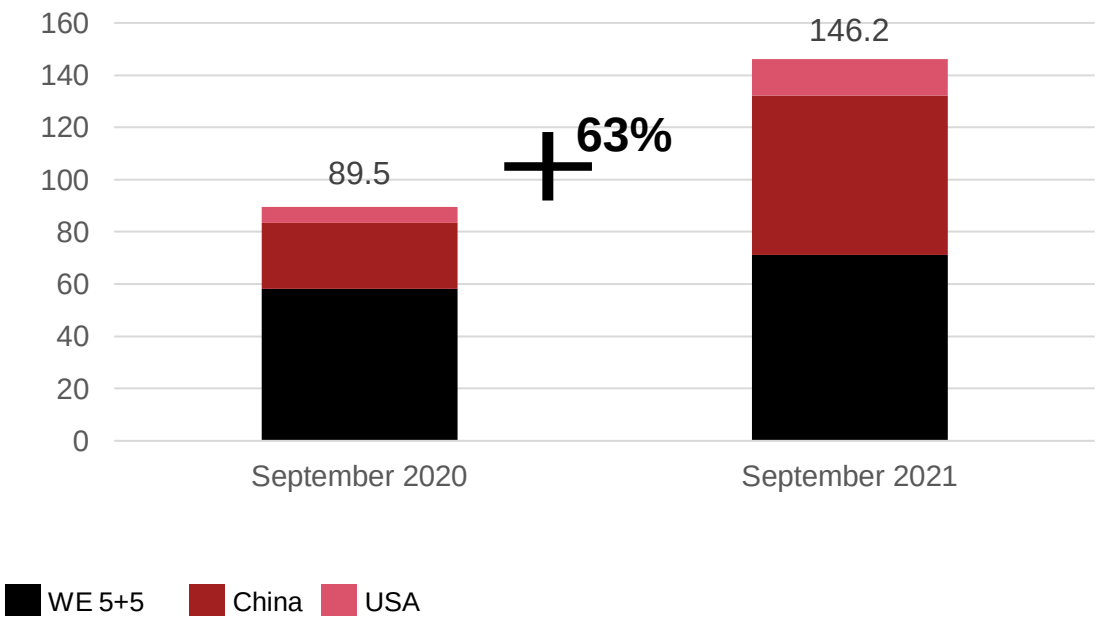


1.1 million Plug-ins sold in 2021 YTD

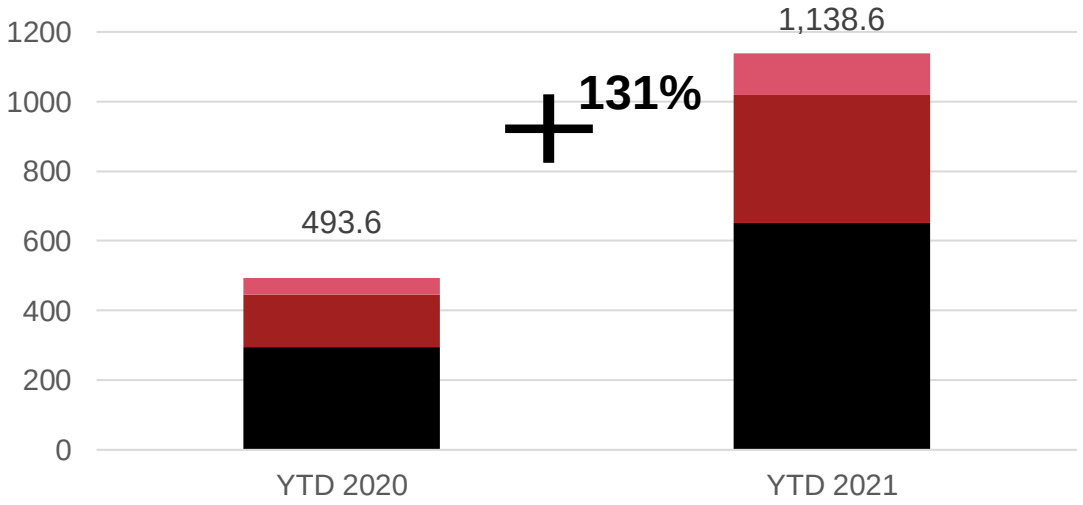
Key Markets

Plug-in Hybrid

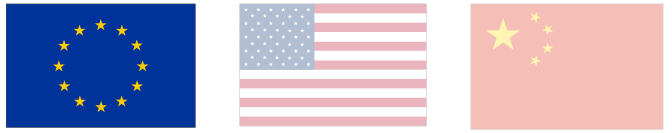
September 20 vs. September 21 (in ‘000 units)



YTD September 20 vs. YTD September 21 (in ‘000 units)



Western Europe 5+5



European Top 5: France, Germany, Italy, Spain, and UK

In the third quarter of 2021, BEV sales in the top 5 European markets showed substantial growth, increasing by 53% from the corresponding period in 2020. Growth was particularly marked in Germany (63%) and Italy (122%), albeit the latter from a much lower base. Certain manufacturers played a major role in this increase. For example, for Europe as a whole, Volkswagen reported BEV growth of 81% in Q3 2021 vs Q3 2020.

In a time period of less than two years, the increase in market share of electrified vehicles (including BEV, PHEV and hybrid) has been dramatic. For the year 2019, the respective market shares of ICE vehicles and EVs in the European top 5 were 92% and 8%. By the end of Q3 2021, those proportions had undergone a far-reaching transformation for the year to date – to 62% and 38% respectively. Parity is now within reach. During this period, the total EV market share has jumped in the UK from 9% to 44%, and in Germany from 8% to 40%.

WE 5+5	2021 Q3	Comparison to 2020 Q3
BEV	275,000	+54%
PHEV	199,000	+36%
Hybrid	484,000	+20%
Total	**958,000**	**+32%**

Other European markets: (+5)

Austria and Sweden boasted the highest year-on-year BEV growth rates for the third quarter among the smaller European markets, increasing by 112% and 109% respectively.

Total EV market shares have experienced similar trajectories to those witnessed in the larger European markets. In Norway, the EV market share for the first three quarters of the year is the highest in the world, at 91%. In Sweden (48%), Netherlands (46%), Switzerland (42%) and Austria (36%), the total EV market share is rapidly nearing parity with that for ICEs.

Focus Market: Turkey

Turkey, as potential future electric vehicle market, continued to grow through the last quarter. While the overall sales of BEVs (1,560 units) and PHEVs (473 units) are still low through September 2021, hybrids were able to increase their market share to 6.9% – similar to the share of hybrids in Norway (6.2%).

United States

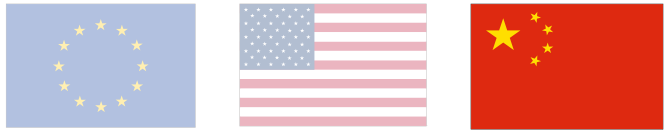
USA

In the third quarter of 2021, the United States recorded a significant increase in BEV, hybrid and particularly PHEV sales, up by 34%, 58% and 162% respectively from the corresponding period in 2020. However, this growth starts from a relatively low base, with market shares for the year to date now standing at 2.4% for BEVs, 5.1% for hybrids and 1% for PHEVs.

Talk of an expansion of tax credits for BEVs, and the examples set by the states of California and New York in committing to sales of only zero-emission cars and light trucks by 2035, continue to raise hopes of a rapid increase in market shares over the coming years.

USA	2021 Q3	Comparison to 2020 Q3
BEV	94,000	+34%
PHEV	46,000	+162%
Hybrid	203,000	+58%
Total	**343,000**	**+59%**

China and other countries in Asia



China

Growth rates in China comfortably outstripped the other regions of the world. BEV sales almost trebled compared to the equivalent quarter in 2020, while PHEV sales climbed by 164%. BEV market share continues its steady increase, and now stands at 9.5% year to date.

Japan

Japan's EV market continues to rely almost exclusively on the sales of hybrids, which amounted to 256,000 in Q3. Hybrid market share stands at 41%. BEV sales increased by 94%, but from a very low base, to 7,000 units.

South Korea

BEV sales increased by 178% in South Korea in Q3 2021 vs Q3 2020. BEV market share has reached 5.8% for 2021 to date, a sizeable increase from 2.3% for the year 2020.

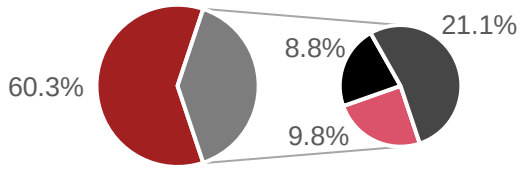
China	2021 Q3	Comparison to 2020 Q3
BEV	782,000	+190%
PHEV	168,000	+164%
Hybrid	48,000	- 4%
Total	**998,000**	**+160%**

Shares of EV registrations

EV registrations YTD Sept. 2021

WE 5+5

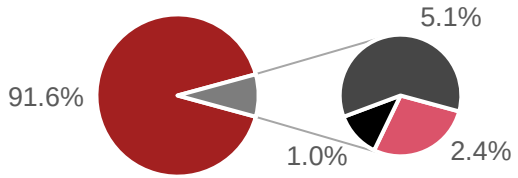
Total registrations	7,392,680
EV registrations	2,937,426



of which BEV	726,821
of which PHEV	651,758
of which Hybrid	1,558,847

USA

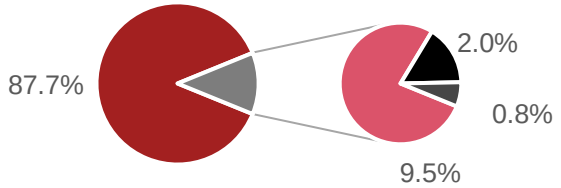
Total registrations	11,659,241
EV registrations	983,931



of which BEV	274,777
of which PHEV	119,659
of which Hybrid	589,495

China

Total registrations	18,609,000
EV registrations	2,291,602



of which BEV	1,776,000
of which PHEV	367,140
of which Hybrid	148,462

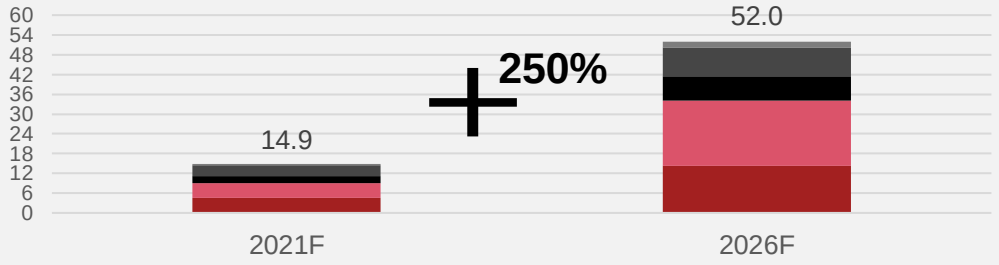
ICE BEV PHEV Hybrid

Electrified vehicle assembly forecast by region

1

EV Assembly by Region

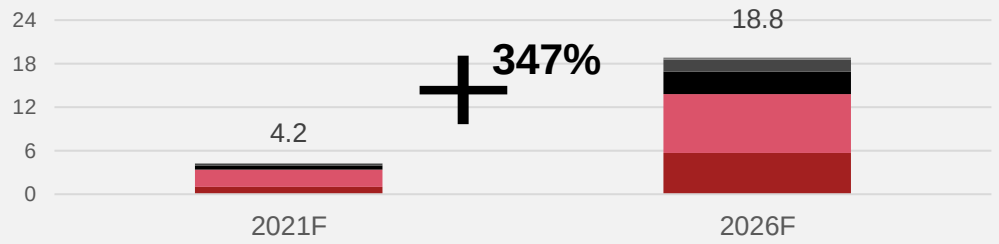
2021F vs. 2026F (in million units)



2

BEV Vehicle Assembly

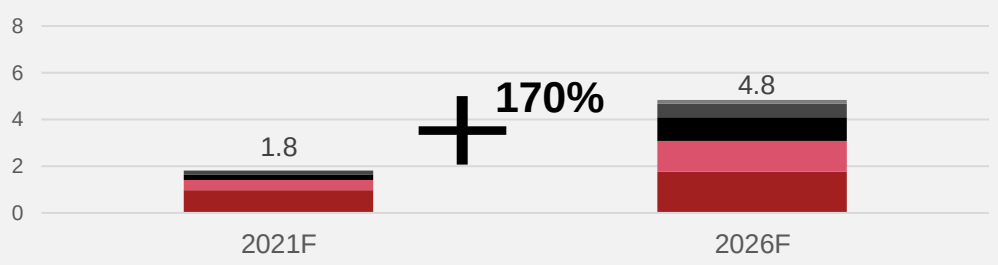
2021F vs. 2026F (in million units)



3

Plug-in Hybrid Vehicle Assembly

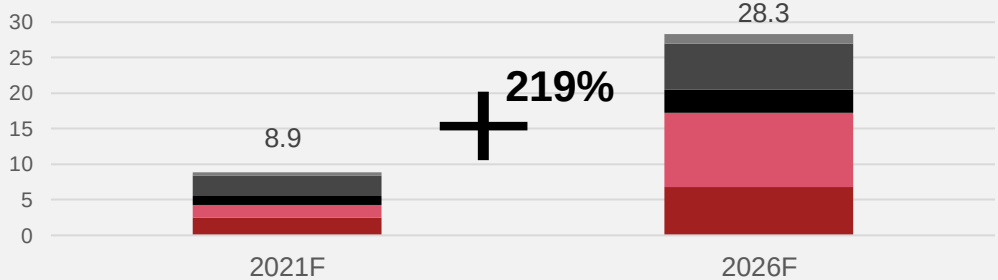
2021F vs. 2026F (in million units)



4

Full and Mild Hybrid Vehicle Assembly

2021F vs. 2026F (in million units)



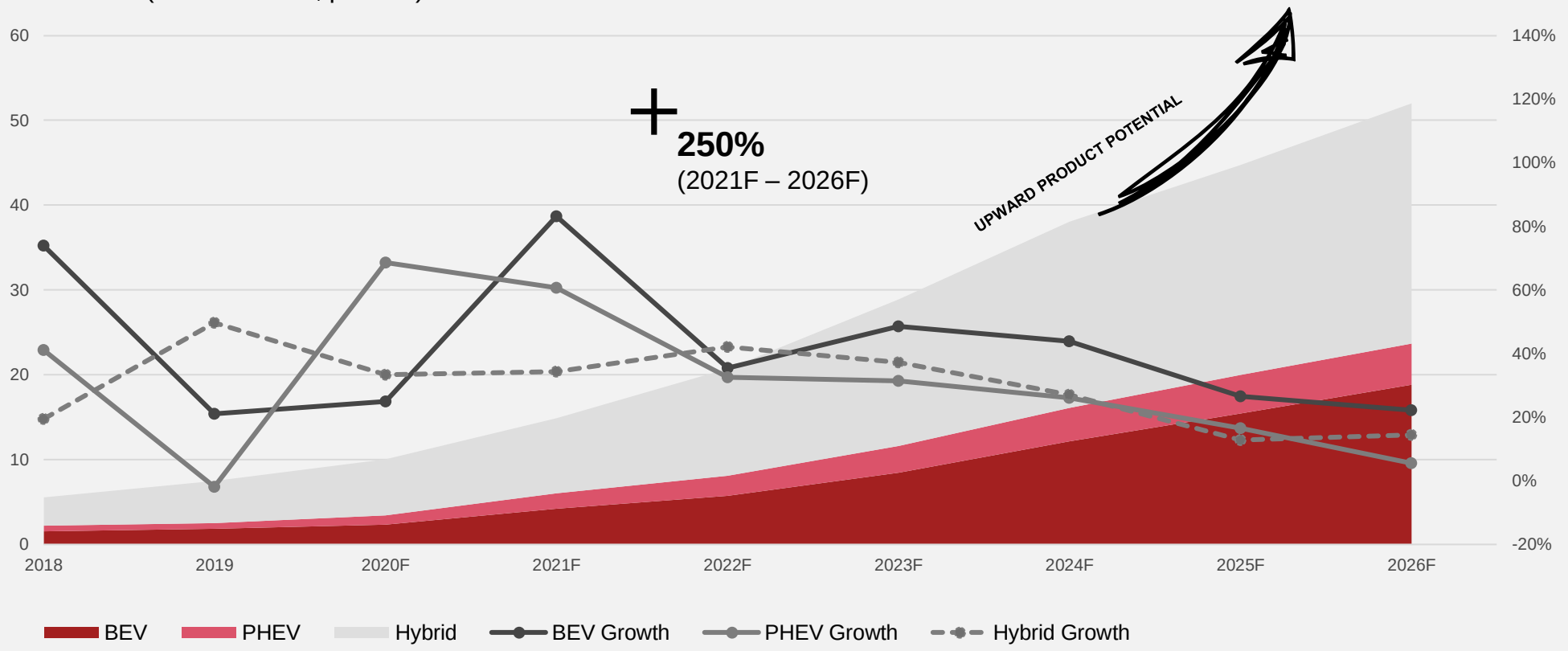
Western + Central Europe | China | NAFTA | Asia-Pacific (w/o China) | RoW

Source: Assembly Forecast by IHS Markit, October 2021 Release

Electric vehicle assembly forecast

5

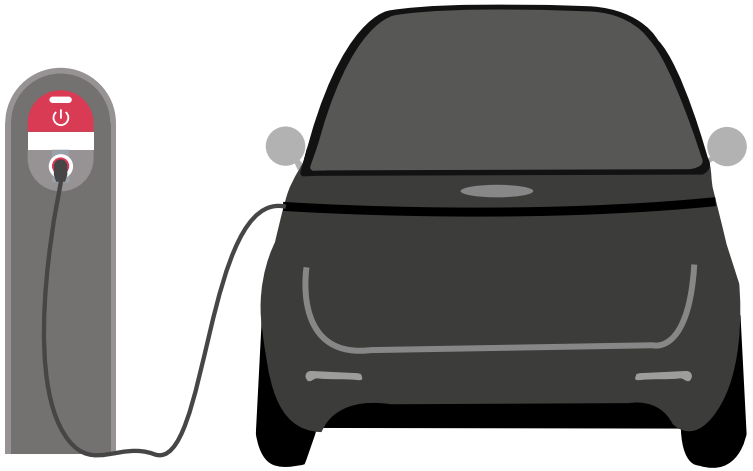
EV assembly by powertrain type
2018 – 2026F (in million units, percent)



Source: Assembly Forecast by IHS Markit, October 2021 Release

Overview: BEV model launches

2021 not exhaustive

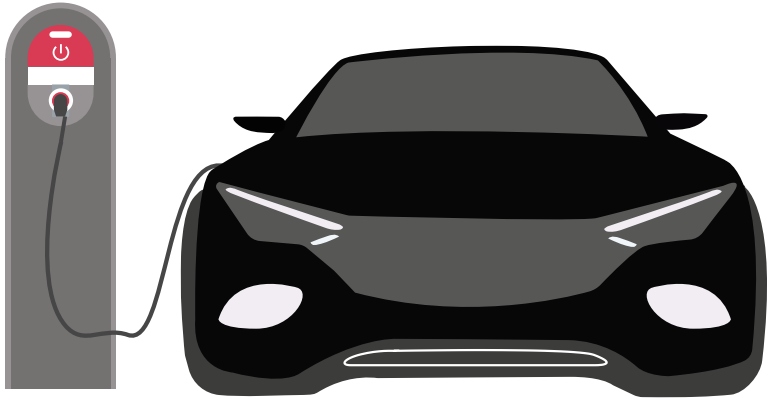


Brand	Model	Launch	Quarter
Audi	e-tron GT	2021	Q2
Audi	Q4 e-tron	2021	Q2
BMW	i4	2021	Q3
BMW	iX	2021	Q4
Chevrolet	Bolt EUV	2021	Q2
Cupra	Born	2021	Q4
Dacia	Spring Electric	2021	Q1
Ford	Mustang Mach-E	2021	Q1
GMC	Hummer EV	2021	Q4
Hyundai	IONIQ 5	2021	Q2
Kia	EV6	2021	Q4
Mercedes-Benz	EQA	2021	Q1
Mercedes-Benz	EQB	2021	Q2
Mercedes-Benz	EQS	2021	Q3
Micro Mobility	Microlino	2021	Q3

Source: Automotive News, JPMorgan, IHS Markit

Overview: BEV model launches

2021 not exhaustive

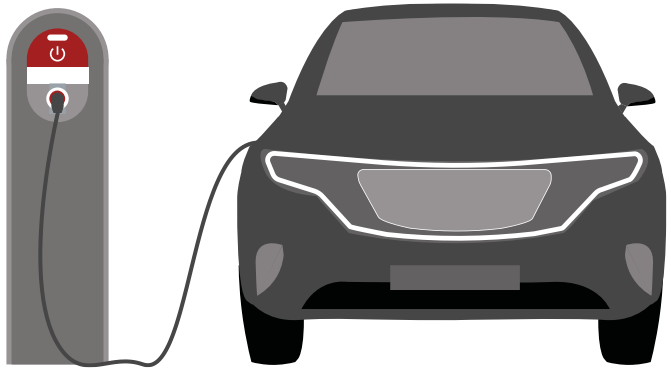


Brand	Model	Launch	Quarter
Nissan	Ariya	2021	Q3
Opel	Mokka-e	2021	Q1
Opel	Combo-e Life	2021	Q3
Porsche	Taycan Cross Turismo	2021	Q3
Rivian	R1T	2021	Q3
Rivian	R1S	2021	Q4
Skoda	Enyaq iV	2021	Q2
SsangYong	Korando e-Motion	2021	Q3
Tesla	Model Y	2021	Q3
Volvo	C40 Recharge	2021	Q3
VW	ID.4	2021	Q1
VW	ID.6	2021	Q3

Source: Automotive News, JPMorgan, IHS Markit

Overview: BEV model launches

2022–2025 not exhaustive

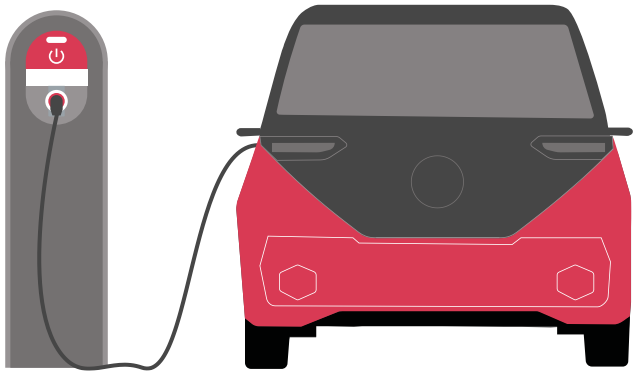


Brand	Model	Launch
Audi	Q6 e-tron	2022
Audi	A2 e-tron	2023
Audi	A6 e-tron	2023
Audi	Artemis (Landjet)	2025
BMW	i7	2022
Bollinger	B2	2022
Cadillac	Lyriq	2022
Cadillac	Celestiq	2025
Chevrolet	Silverado Electric	2024
Cupra	Tavascan	2024
Fisker	Ocean	2022
Polestar	Polestar 3	2022
Ford	F-150 Lightning	2022
Hyundai	IONIQ 6	2022
Lucid	Gravity	2023

Source: Automotive News, JPMorgan, IHS Markit

Overview: BEV model launches

2022–2025 not exhaustive



Brand	Model	Launch
Porsche	E-Macan	2023
Renault	Megane Electric-SUV	2022
Renault	5	2024
Rolls-Royce	Specter	2023
Smart	formore	2022
Sono Motors	Sion	2023
Tesla	Cybertruck	2022
Tesla	Roadster	2023
Tesla	Model 2	2023
Volvo	XC20	2023
VW	ID Buzz	2022
VW	ID.1	2025
VW	ID.7	2023
VW	ID.3 R	2024

Source: Automotive News, JPMorgan, IHS Markit

Electric vehicle sales data

Germany, UK, France, Italy, Spain, WE-5

		YTD 2021	Market Share	YTD 2020	YoY YTD	21 Q3	QoY 21 Q3	Sep 21	MoY Sep 21	Aug 21	MoY Aug 20	Jul 21	MoY Jul 21
	BEV	236,695	11.7%	98,370	140.6%	87,979	62.8%	33,655	58.8%	28,860	79.5%	25,464	51.7%
	PHEV	241,064	11.9%	105,882	127.7%	77,493	37.5%	22,842	13.5%	24,497	43.3%	30,154	57.7%
	Hybrid	334,008	16.6%	206,041	62.1%	113,181	17.4%	37,317	10.1%	36,223	24.5%	39,641	18.8%
Germany	Total	811,767	40.2%	410,293	97.9%	278,653	34.8%	93,814	24.7%	89,580	43.9%	95,259	37.5%
	BEV	125,141	9.5%	66,611	87.9%	51,248	43.7%	32,721	49.4%	7,388	32.2%	11,139	36.5%
	PHEV	87,012	6.6%	42,331	105.6%	28,833	26.6%	13,884	12.0%	5,049	72.8%	9,900	32.9%
	Hybrid	365,258	27.7%	205,713	77.6%	123,027	7.6%	63,735	-9.2%	21,068	40.1%	38,224	31.6%
UK	Total	577,411	43.9%	314,655	83.5%	203,108	17.6%	110,340	5.6%	33,505	42.2%	59,263	32.7%
	BEV	106,931	8.5%	70,504	51.7%	34,477	34.8%	16,985	69.7%	9,916	77.4%	7,576	-24.0%
	PHEV	101,793	8.1%	40,493	151.4%	30,085	49.4%	11,763	49.5%	7,488	42.2%	10,834	54.8%
	Hybrid	215,429	17.1%	85,035	153.3%	63,305	28.7%	24,834	35.7%	16,982	34.2%	21,489	17.9%
France	Total	424,153	33.7%	196,032	116.4%	127,867	34.8%	53,582	48.1%	34,386	46.3%	39,899	13.4%
	BEV	47,054	4.0%	17,497	168.9%	16,813	122.4%	8,477	107.5%	3,231	72.0%	5,105	220.3%
	PHEV	53,051	4.6%	12,436	326.6%	15,301	130.6%	5,674	95.0%	3,262	100.4%	6,365	203.4%
	Hybrid	328,587	28.2%	125,083	162.7%	85,506	36.1%	32,696	2.1%	20,412	52.5%	32,398	86.4%
Italy	Total	428,692	36.8%	155,016	176.5%	117,620	52.8%	46,847	20.0%	26,905	59.3%	43,868	108.2%
	BEV	16,354	2.5%	11,155	46.6%	5,776	8.3%	2,916	24.0%	1,301	-4.3%	1,559	-3.9%
	PHEV	29,849	4.6%	11,282	164.6%	10,678	87.1%	3,951	100.2%	2,693	101.6%	4,034	68.4%
	Hybrid	160,757	24.8%	88,273	82.1%	50,639	22.9%	16,236	31.8%	13,767	32.8%	20,636	11.4%
Spain	Total	206,960	31.9%	110,710	86.9%	67,093	28.4%	23,103	38.8%	17,761	36.0%	26,229	16.3%
	BEV	532,175	8.3%	264,137	101.5%	196,293	53.2%	94,754	59.1%	50,696	66.3%	50,843	33.3%
	PHEV	512,769	8.0%	212,424	141.4%	162,390	45.5%	58,114	28.4%	42,989	52.2%	61,287	61.0%
	Hybrid	1,404,039	21.9%	710,145	97.7%	435,658	19.7%	174,818	4.8%	108,452	34.6%	152,388	30.8%
WE-5	Total	2,448,983	38.2%	1,186,706	106.4%	794,341	31.6%	327,686	20.7%	202,137	45.1%	264,518	37.2%

Legend

MoY = Month-on-Year
QoY = Quarter-on-Year
YoY = Year-on-Year
YTD = Year-to-Date

Source: Autofacts Analysis, Autoactu, ANFAC, ANFIA, BOVAG, Fourin, KBA, SMMT, Marklines, ODD

Electric vehicle sales data

Sweden, Norway, Netherlands, Switzerland, Austria, WE 5+5

		YTD 2021	Market Share	YTD 2020	YoY YTD	21 Q3	QoY 21 Q3	Sep 21	MoY Sep 21	Aug 21	MoY Aug 20	Jul 21	MoY Jul 21
	BEV	37,616	15.5%	16,415	129.2%	14,848	109.0%	7,486	103.5%	4,806	126.7%	2,556	95.6%
	PHEV	59,888	24.6%	40,361	48.4%	13,147	-22.4%	4,778	-23.3%	4,561	-14.0%	3,808	-29.7%
	Hybrid	19,234	7.9%	15,376	25.1%	5,337	-25.0%	1,742	-41.1%	1,865	-28.9%	1,730	13.1%
Sweden	Total	116,738	48.0%	72,152	61.8%	33,332	6.9%	14,006	8.8%	11,232	11.8%	8,094	-1.9%
	BEV	80,550	62.5%	48,175	67.2%	32,488	65.1%	13,946	45.9%	11,811	107.1%	6,731	52.7%
	PHEV	28,554	22.2%	19,357	47.5%	7,273	-0.2%	2,508	-19.8%	2,599	38.2%	2,166	-4.9%
	Hybrid	8,046	6.2%	8,831	-8.9%	2,057	-28.8%	582	-48.5%	746	-21.5%	729	-10.1%
Norway	Total	117,150	90.9%	76,363	53.4%	41,818	40.1%	17,036	23.3%	15,156	77.6%	9,626	28.4%
	BEV	31,923	13.1%	29,533	8.1%	14,473	-0.8%	5,562	-11.2%	4,477	2.0%	4,434	12.5%
	PHEV	23,410	9.6%	10,392	125.3%	7,472	56.5%	2,709	62.7%	2,267	68.1%	2,496	41.9%
	Hybrid	55,877	23.0%	31,768	75.9%	17,506	31.1%	6,221	22.2%	5,121	32.5%	6,164	40.1%
Netherlands	Total	111,210	45.7%	71,693	55.1%	39,451	20.6%	14,492	11.3%	11,865	23.6%	13,094	29.7%
	BEV	20,423	11.3%	11,169	82.9%	8,104	47.9%	4,006	39.6%	2,242	39.4%	1,856	84.9%
	PHEV	15,797	8.8%	8,029	96.7%	5,441	50.3%	1,828	25.0%	1,813	93.3%	1,800	47.7%
	Hybrid	38,825	21.6%	19,757	96.5%	13,127	65.0%	4,811	53.7%	4,076	91.3%	4,240	57.5%
Switzerland	Total	75,045	41.7%	38,955	92.6%	26,672	56.4%	10,645	42.7%	8,131	73.9%	7,896	60.7%
	BEV	24,134	12.7%	8,942	169.9%	8,787	112.4%	3,597	84.8%	3,200	183.9%	1,990	87.0%
	PHEV	11,340	6.0%	4,429	156.0%	3,400	83.4%	1,098	126.4%	1,126	77.3%	1,176	60.2%
	Hybrid	32,826	17.3%	16,737	96.1%	10,252	42.1%	3,194	22.5%	3,144	48.9%	3,914	57.0%
Austria	Total	68,300	36.0%	30,108	126.9%	22,439	69.9%	7,889	56.6%	7,470	92.8%	7,080	65.0%
	BEV	726,821	9.8%	378,371	92.1%	274,993	53.5%	129,351	54.3%	77,232	70.0%	68,410	37.2%
	PHEV	651,758	8.8%	294,992	120.9%	199,123	36.3%	71,035	21.9%	55,355	44.3%	72,733	47.0%
	Hybrid	1,558,847	21.1%	802,614	94.2%	483,937	20.3%	191,368	5.3%	123,404	33.8%	169,165	31.7%
WE 5+5	Total	2,937,426	39.7%	1,475,977	99.0%	958,053	31.7%	391,754	21.0%	255,991	45.4%	310,308	36.2%

Legend

MoY = Month-on-Year
QoY = Quarter-on-Year
YoY = Year-on-Year
YTD = Year-to-Date

Source: Autofacts Analysis, Autoactu, ANFAC, ANFIA, BOVAG, Fourin, KBA, SMMT, Marklines, ODD

Electric vehicle sales data

China, Japan, USA South Korea, Analyzed Markets

		YTD 2021	Market Share	YTD 2020	YoY YTD	21 Q3	QoY 21 Q3	Sep 21	MoY Sep 21	Aug 21	MoY Aug 20	Jul 21	MoY Jul 21
	BEV	1,776,000	9.5%	553,557	220.8%	782,000	189.6%	297,000	165.2%	265,000	235.4%	220,000	178.5%
	PHEV	367,140	2.0%	149,977	144.8%	167,900	163.6%	61,100	143.4%	56,200	191.2%	50,600	162.2%
	Hybrid	148,462	0.8%	125,659	18.1%	48,186	-3.9%	19,731	-1.3%	14,243	-4.0%	14,212	-7.2%
China	Total	2,291,602	12.3%	829,193	176.4%	998,086	160.0%	377,831	140.5%	335,443	196.5%	284,812	150.7%
	BEV	14,964	0.8%	10,270	45.7%	6,557	94.4%	2,476	31.2%	2,155	199.7%	1,926	151.1%
	PHEV	16,442	0.9%	9,266	77.4%	4,970	61.5%	1,829	31.9%	1,398	87.9%	1,743	84.2%
	Hybrid	774,546	41.4%	681,500	13.7%	256,000	8.2%	81,536	-15.3%	80,178	28.2%	94,286	21.2%
Japan	Total	805,952	43.1%	701,036	15.0%	267,527	10.1%	85,841	-13.7%	83,731	30.9%	97,955	23.2%
	BEV	274,777	2.4%	163,891	67.7%	93,535	34.2%	29,862	6.5%	28,460	48.5%	35,213	56.6%
	PHEV	119,659	1.0%	48,624	146.1%	46,259	162.2%	14,097	128.5%	15,261	150.0%	16,901	214.7%
	Hybrid	589,495	5.1%	270,476	117.9%	203,291	58.2%	60,850	41.1%	68,043	62.3%	74,398	71.3%
USA	Total	983,931	8.4%	482,991	103.7%	343,085	59.0%	104,809	35.5%	111,764	66.3%	126,512	77.5%
	BEV	74,800	5.8%	31,467	137.7%	36,314	177.9%	17,787	161.0%	11,205	191.1%	7,322	205.0%
	PHEV	18,933	1.5%	7,209	162.6%	7,631	77.1%	5,146	67.3%	1,076	83.9%	1,409	117.1%
	Hybrid	155,946	12.0%	103,193	51.1%	60,661	57.7%	20,754	48.0%	19,307	78.4%	20,600	51.4%
South Korea	Total	249,679	19.2%	141,869	76.0%	104,606	87.4%	43,687	82.7%	31,588	107.1%	29,331	76.1%
	BEV	2,867,362	7.0%	1,137,556	152.1%	1,193,399	123.0%	476,476	104.9%	384,052	159.2%	332,871	115.4%
	PHEV	1,173,932	2.9%	510,068	130.2%	425,883	81.4%	153,207	63.0%	129,290	98.6%	143,386	89.3%
	Hybrid	3,227,296	7.9%	1,983,442	62.7%	1,052,075	22.9%	374,239	5.4%	305,175	37.3%	372,661	33.7%
Analyzed Markets	Total	7,268,590	17.8%	3,631,066	100.2%	2,671,357	64.3%	1,003,922	47.3%	818,517	87.9%	848,918	66.8%

Legend

MoY = Month-on-Year
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YoY = Year-on-Year
YTD = Year-to-Date

Source: Autofacts Analysis, Autoactu, ANFAC, ANFIA, BOVAG, Fourin, KBA, SMMT, Marklines, ODD

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