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# Electric Vehicle Sales Review Q2 2024



Foresight to drive the industry  
July 2024



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## Executive summary

# China makes big strides at home and abroad

Looking at the sum of sales in all 21 analysed markets, the electrified vehicle market share reached a new height. More than one in three vehicles (37%) sold in these markets in the second quarter of 2024 were BEVs, PHEVs or hybrids, up from 30% in the equivalent quarter in 2023. Meanwhile, total EV sales grew by 21% in Q2 2024 vs. Q2 2023, while ICE sales fell by 9% in the same period. The direction of travel is clear.

Much of the recent growth in all analysed markets can be put down to PHEV sales in China, up by 98% in Q2 2024 vs. Q2 2023 to reach more than a million units sold in one quarter for the first time. This is far from the only measure of China's increasing strength in the global car market. Indeed, our Analyst Insights section details the surge in Chinese exports to Europe and the strengthening grip of Chinese OEMs over their own domestic market.

Sales of full and mild hybrids in Q2 2024 enjoyed sharp growth in certain markets, up by 116% in Australia, 69% in Norway and 40% in France. The full and mild hybrid market share in the European top five markets (France, Germany, Italy, Spain and the UK) now stands at 32%, while total EV market share in these five markets crept above the 50% mark.

BEV results in the second quarter were a mixed bag. There was enormous growth from a very low starting point in some less mature BEV markets such as Brazil (up by 850% year-on-year) and Turkey (up by 260%). Italy also performed well (up by 32%) due to the government's Ecobonus which was so popular that it ran out of funds within hours. On the other hand, some established markets exhibited negative growth. BEV sales in Germany, for example, were 18% down year-on-year in Q2 2024.

The Q2 2024 BEV market share is at 15% in all the 21 markets combined.



**Half of vehicles sold in the five largest European markets are electrified**

**50%**

EV market share in the top 5 European markets in Q2 2024

# Surging Chinese exports elicit an EU response...

**Chinese exports accounted for around 5% of overall car sales in the EU in 2023, and 22% of BEV sales. Moreover, PwC anticipates a marked increase in Chinese exports to Europe this year, overtaking the number of exports going in the opposite direction.**

In 2023, Chinese brands exported around 280,000 passenger cars to Europe, amounting to more than half (55%) of total car exports to the region. That figure is set to jump to around 440,000 in 2024, more than two thirds (68%) of overall exports to the region, and surpassing the 325,000 that European brands are forecasted to export to China in 2024. The conclusion is impossible to ignore – the Chinese car market is already in the ascendant, and without significant pushback, its power and influence will expand further.

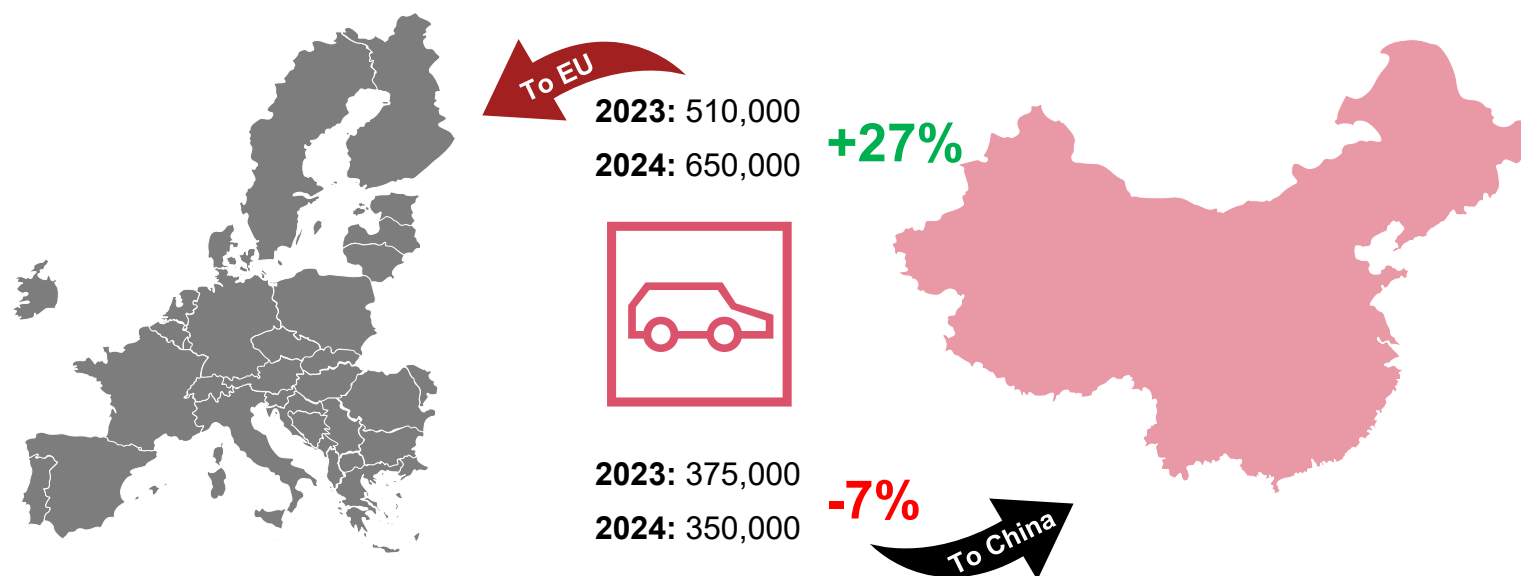
Believing that Chinese automakers have benefited from government subsidies, lower production costs and less stringent regulations, EU regulators are looking to level the playing field through the introduction of tariffs. Provisional tariffs, which apply to BEVs produced in China, vary according to the respective OEM's transparency and level of

cooperation with the EU. The final definitive measures will be announced on 2 November.

The tariffs are likely to lead to several consequences for the auto industry. In the short term, Chinese OEMs will suffer reduced profit margins in Europe, and could respond by delaying the market launch of some entry-level models and increasing prices for others. Tesla for example has

already announced a price hike for the China-built Model 3.

In the longer term, however, Chinese brands will no doubt seek ways to lessen their market disadvantage, increasing local production or finding OEM or supplier partners for contract manufacturing.



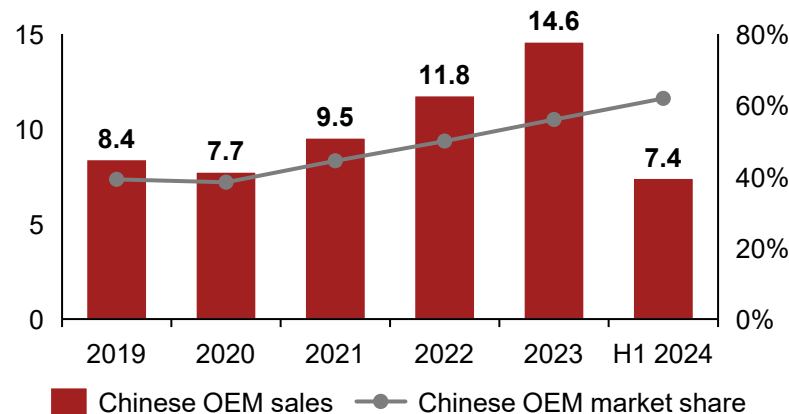
# ...while Chinese OEMs also strengthen hold domestically

Chinese OEMs are starting to dominate their domestic market. They now sell almost two thirds of the passenger cars sold in their home country, representing a dramatic increase in recent years.

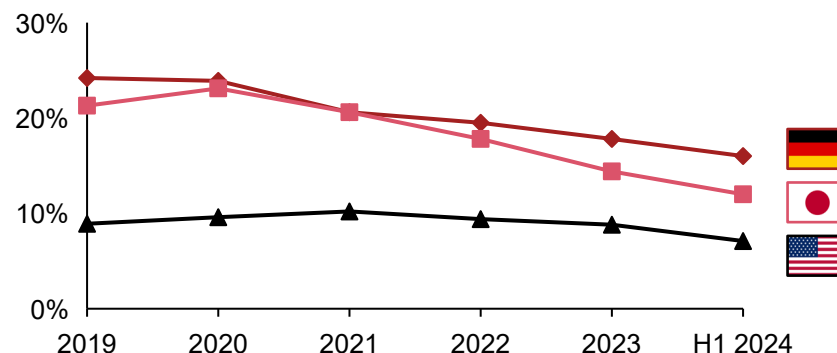
In June 2024, Chinese OEMs sold nearly 65% of all cars sold in the country. This is almost 12 percentage points higher than in the corresponding month last year, and more than 26 percentage points higher than in June 2019. During the first six months of 2024, Chinese-brand passenger cars accounted for nearly 62% of the total market. Meanwhile, German-brand cars sold the second highest number of cars in China, but are still behind with 16% of sales during the first half of the year and the gap is growing.

The rapid increase in Chinese OEMs' domestic market share is in line with the growth of NEVs (new energy vehicles) in general. This finding does not come as a surprise, given that Chinese OEM expertise has secured an advantage in this NEV category, which includes BEVs, PHEVs and REEVs (range-extended electric vehicles). Moreover, many Chinese consumers are clearly proud to drive a car manufactured by a local brand.

**Chinese-brand passenger cars in China**  
(sales in million units, market share in %)

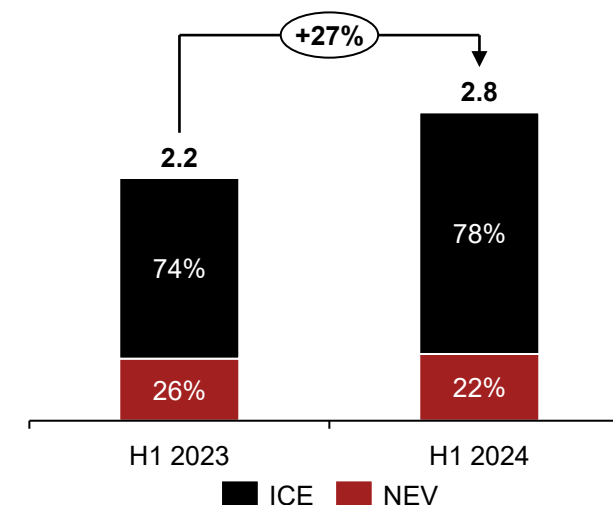


**Top 3 foreign brand origins in China**  
(by market share in %)



Vehicle exports from China also continue to soar, up by 27% in the first half of 2024 from the corresponding period last year. ICE exports, in particular, have enjoyed a major boom in the past year and now comprise around 78% of all exports. On the other hand, the growth momentum of NEV exports has slowed recently, up by just around 8% year-on-year in H1 2024.














**Vehicle exports in China**  
(total exports in million units, ICE/NEV share in %)





# Tesla upholds top spot in all key markets

Top-selling BEVs in H1 2024 (ranking change H1 2024 vs. Q1 2024)

Europe Top 4 			China 			USA 		
Model		Sales H1 2024	Model		Sales H1 2024	Model		Sales H1 2024
	Tesla Model Y	41,968 → 0		Tesla Model Y	207,817 → 0		Tesla Model Y	198,030 → 0
	Tesla Model 3	26,641 ↑ 1		BYD Seagull	167,861 → 0		Tesla Model 3	73,552 → 0
	MG 4	20,793 ↑ 2		BYD Yuan Plus	118,883 → 0		Ford Mustang Mach-E	22,234 → 0
	VW ID.3	19,069 New		BYD Qin Plus EV	89,330 ↑ 2		Hyundai IONIQ 5	18,728 ↑ 3
	Renault Megane Electric	17,838 ↑ 2		Wuling Hongguang Mini EV	83,288 ↓ 1		Rivian R1S	16,154 ↓ 1
	BMW iX1	14,802 ↑ 1		Aion Y	74,241 New		Ford F-150 Lightning	15,645 ↓ 1
	VW ID.4, ID.5	14,317 ↑ 4		Aion S	72,088 ↑ 3		Cadillac Lyriq	13,094 ↑ 2
	Skoda Enyaq	14,204 → 0		Tesla Model 3	70,500 → 0		Tesla Model X	12,177 ↑ 2
	Volvo EX30	13,724 ↑ 1		Wuling Bingo	67,946 → 0		VW ID.4	11,857 ↓ 1
	Audi Q4 e-tron	11,143 New		BYD Dolphin	67,527 ↓ 5		BMW i4	11,603 New



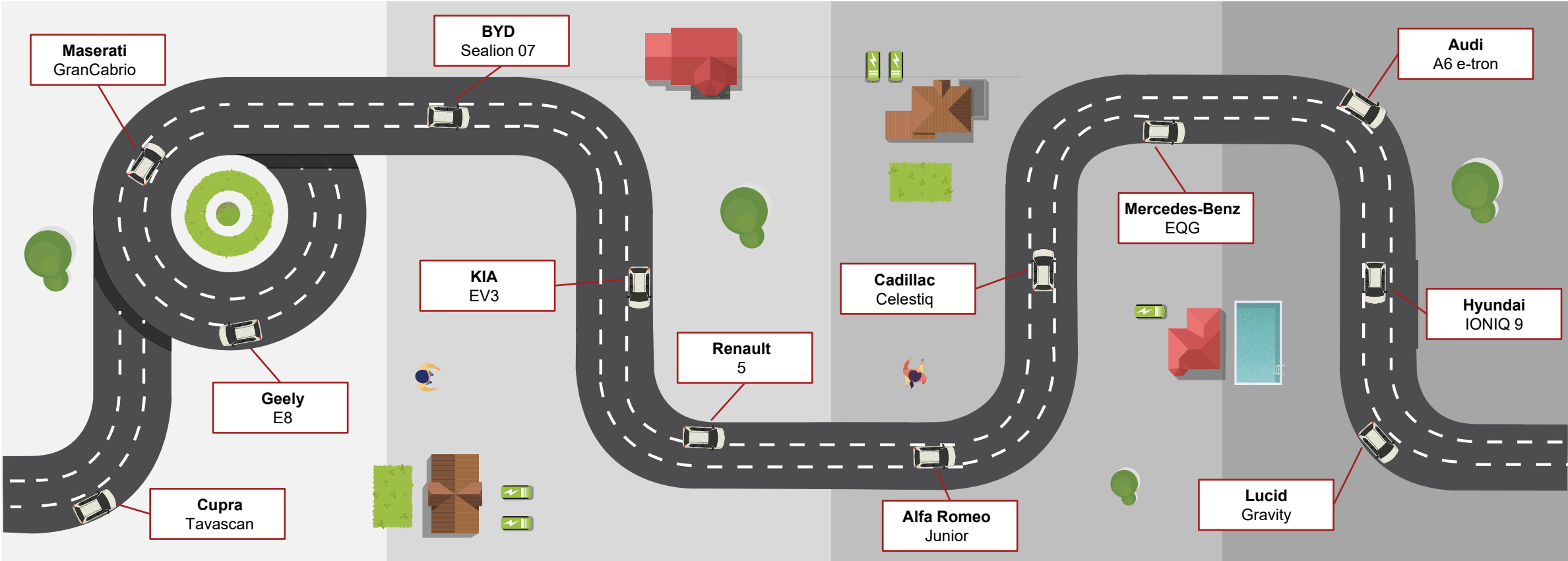
# Upcoming BEVs to drive market growth

Q1 2024

Q2 2024

Q3 2024

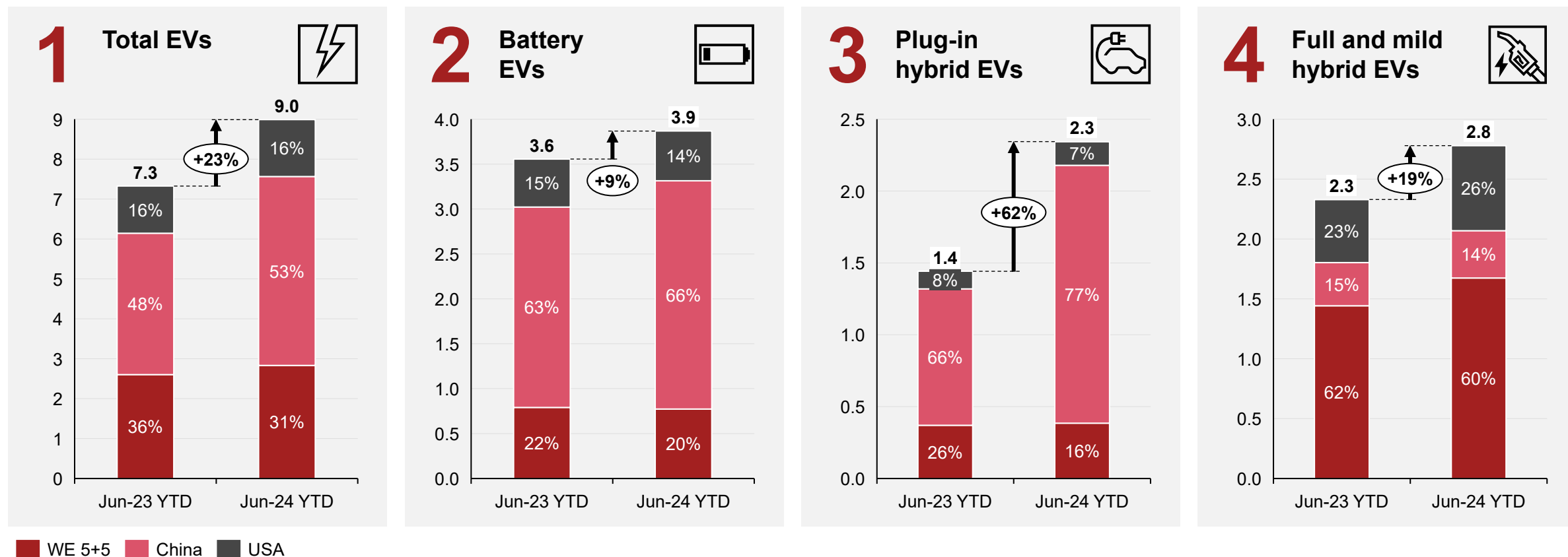
Q4 2024





# Electric vehicle sales growth continues

H1 2023 vs. H1 2024 (in million)







# Western Europe 5+5

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

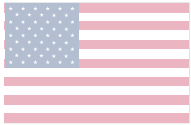
Growth of electrified vehicles year-on-year in the top five European markets outperformed the total vehicle market in the second quarter of 2024. EV sales increased by 11% from the same period last year, whereas ICE sales fell by 2%. As a result, total EV market share has crept above the 50% mark again, after falling short by less than 1% in the first quarter of 2024.

This growth can be attributed to sales of full and mild hybrids, which grew by 21% in Q2 2024 vs. Q2 2023. Hybrid sales growth was particularly apparent in France (40%) and Spain (27%). The hybrid market share in the EU top 5 now stands at 32%, meaning that almost one in three vehicles now sold in the region are hybrids.

Italy boasted the most significant BEV sales growth in Q2 2024, up by 32% from the equivalent quarter last year. The sharp increase was propelled by the Ecobonus purchase incentive, which was so popular that it ran out of allotted funds within hours. France and the UK both recorded solid year-on-year BEV growth of 8%. However, the German BEV market continues to be affected by the sudden termination of the BEV subsidy program at the end of 2023 and by economic uncertainty, down by 18% from Q2 2023.

The BEV market shares in the major three markets of Germany, France and UK have previously followed a relatively similar trajectory. However, divergent growth trends have now opened up a gap. BEV market shares in UK and France in the second quarter of 2024 were 18% and 17% respectively, while in Germany the BEV share stood at 13%.

Despite its rapid sales growth in the quarter, BEV market share in Italy lags behind at 5%, and in Spain at slightly below 5%. However, Italy has the highest full and mild hybrid market share among the top 5 European markets, at 39%.



WE 5+5

Q2 2024

Comparison to Q2 2023

BEV	410,000	-4%
PHEV	190,000	-1%
Hybrid	855,000	+17%
Total EV	1,455,000	+7%

## Other European markets: +5 (Austria, Netherlands, Norway, Sweden, Switzerland)

While full and mild hybrid sales growth was the greatest in Norway with 69% in Q2 2024 vs. Q2 2023, BEVs continue to lead the market with a share of 87%. Hybrid market share is the highest in Switzerland (33%) and the Netherlands (29%).

Meanwhile, BEV market shares in these markets can be viewed in three tiers – Norway way ahead at 87%, Netherlands and Sweden at 36% and 32% respectively, and Switzerland and Austria at 17% and 16% respectively.



# China and other Asian countries

## China



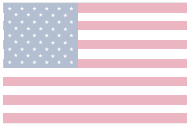



Domestic PHEV sales including REEV (range-extended electric vehicles) in China almost doubled in Q2 2024 when compared to the same period last year, up by 98%. The PHEV market is booming due to competitive pricing and an abundance of product offerings, while some uncertainty about charging infrastructure discourages some consumers from going the whole way and buying a BEV.

This significant PHEV sales increase enabled the total EV market to grow by 35% in Q2 2024 YoY, whereas the ICE market declined by 21%.

BEV sales were up 13% in Q2 YoY. The combined BEV and PHEV market share now stands at 43% (25% and 18% respectively). One year ago, in Q2 2023, the combined market share was 31% (22% BEV and 9% PHEV). In that same twelve months from Q2 2023 to Q2 2024, ICE market share has decreased markedly from 66% to 53%.

## Japan

BEV and ICE sales decreased by 32% and 13% respectively in Q2 2024 vs. Q2 2023. BEV market share stands at just 1%. The EV market is dominated by the sale of hybrids, with a market share of 59% in Q2.

			
	China	Q2 2024	Comparison to Q2 2023
	BEV	1,485,000	+13%
	PHEV	1,069,000	+98%
	Hybrid	215,000	+9%
	Total EV	2,769,000	+35%

## South Korea

BEV and ICE sales in South Korea fell by 3% and 18% respectively in Q2 2024 in comparison with the same period last year. Sales of hybrids, however, were up by 19% YoY, resulting in a hybrid market share of 27%. BEV market share stands at 10%.



# United States

Total EV sales grew in the US by 14% in the second quarter of 2024 when compared with the same period last year. As in the top European markets, much of that rise can be explained by the growth in hybrid sales, which grew by 28% year-on-year. In contrast, ICE sales decreased by 4% in the same period.

As a result, the year-to-date electrified market share now stands at 18%, higher than at any time since we started recording electrified sales in 2014. BEV and hybrid market shares are at 7% and 10% respectively, while PHEVs make up a low 2% in the second quarter of 2024.

Despite the strong EV growth, the total market still declined by 1% during Q2 2024 over Q2 2023 due to ICE sales dropping by 4% over the same period, resulting in a market share of 81%.

Hybrids have become a popular consumer choice because the range of product offering continues to increase, the hybrid price premium has declined and by a growing willingness among buyers to make a cautious first step into the electrified market. The BEV market may well stand to benefit in the end from the success of hybrids. Once consumers have a good experience with driving a hybrid, they become more disposed to the concept of a fully electric vehicle.



USA

Q2 2024

Comparison to Q2 2023

BEV

289,000

+1%

PHEV

76,000

+8%

Hybrid

390,000

+27%

Total EV

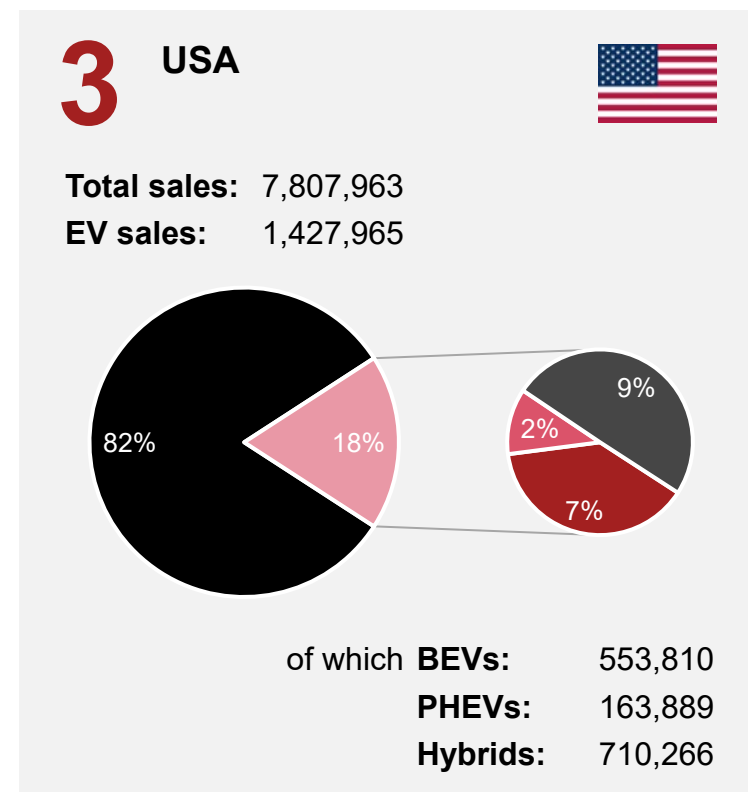
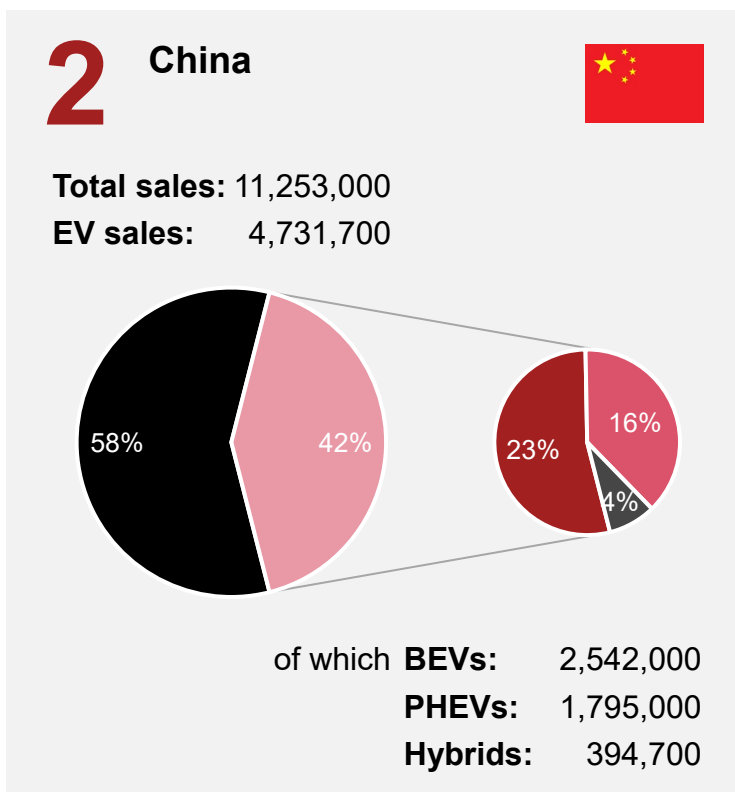
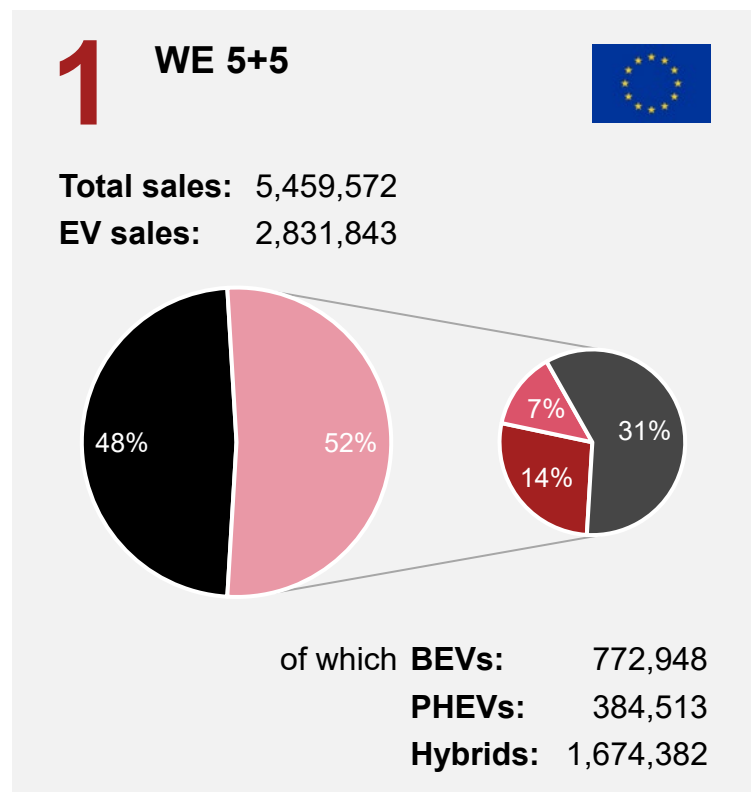
755,000

+14%



# Shares of electric vehicle registrations

## Electric vehicle sales in H1 2024



ICE EV BEV PHEV Hybrid

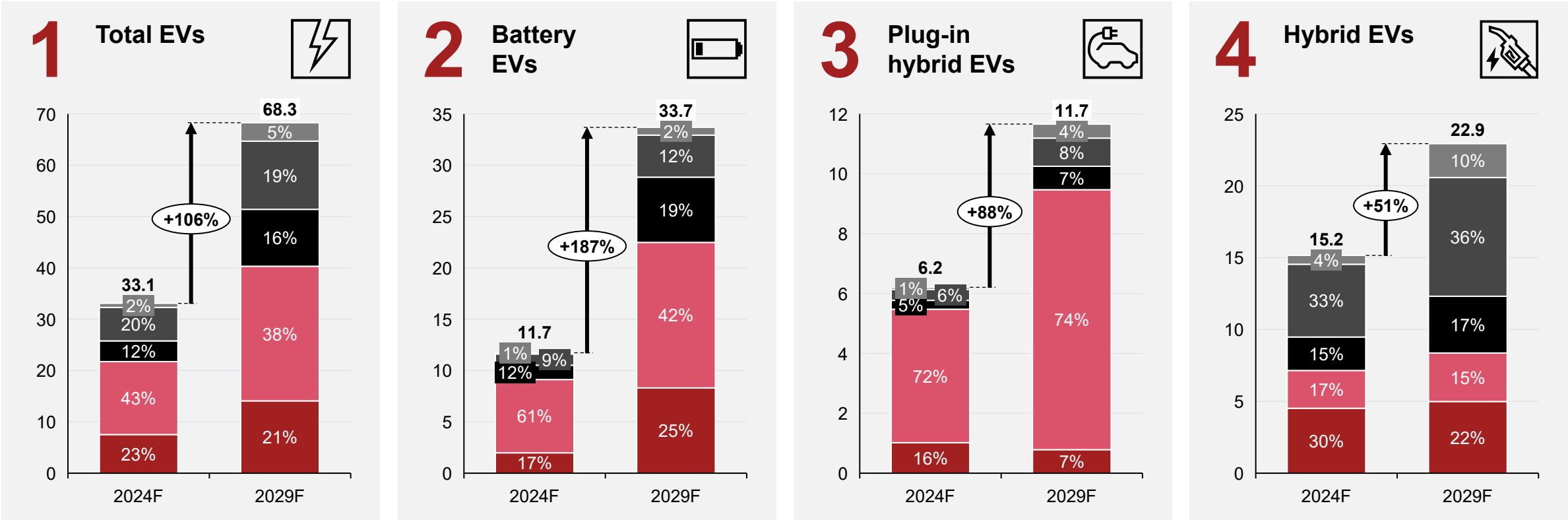




4. Electric vehicle production forecast

# Regional electric vehicle\* assembly forecast

2024F vs. 2029F (in million)



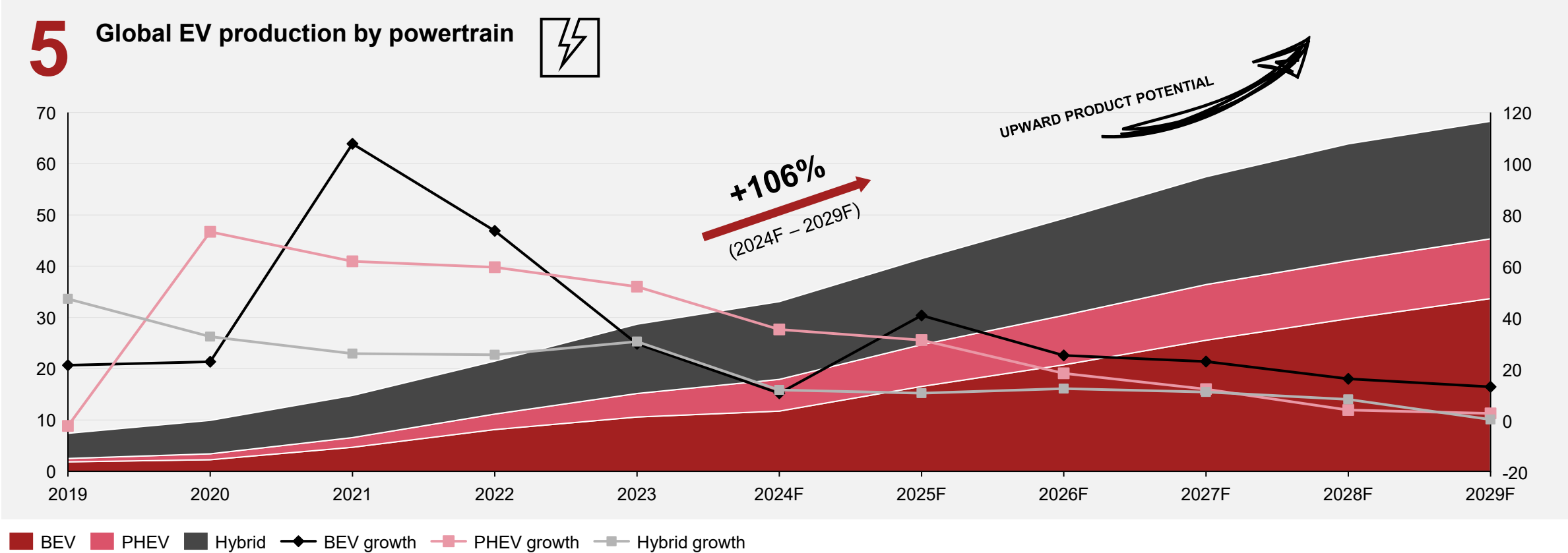
Western + Central Europe China NAFTA Asia-Pacific (excl. China) RoW



4. Electric vehicle production forecast

# Electric vehicle\* assembly forecast

2019 – 2029F (in million (lhs), growth rate in % (rhs))

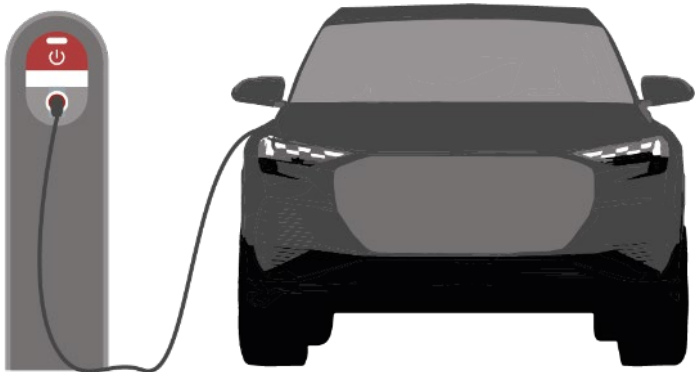




5. BEV model launches

# Overview: BEV model launches

2024 (not exhaustive)

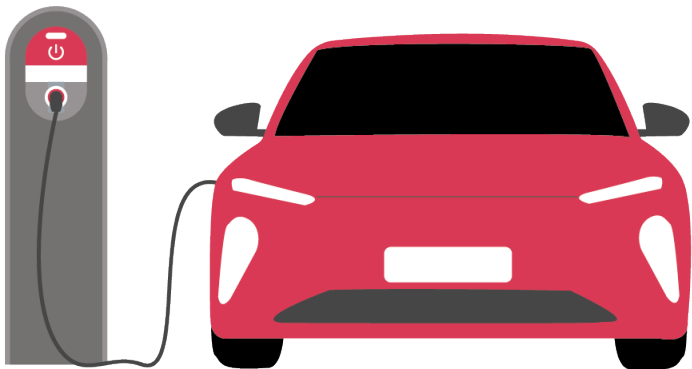


Brand	Model	Launch	Quarter
Alfa Romeo	Junior	2024	Q3
Audi	A6 e-tron	2024	Q4
BYD	Sealion 07	2024	Q2
Cadillac	Celestiq	2024	Q3
Changan	Qiyuan E07	2024	Q4
Dodge	Charger	2024	Q2
Fiat	Panda	2024	Q3
Honda	e:NP2	2024	Q4
Hyundai	IONIQ 9	2024	Q4
KIA	EV3	2024	Q2
Lucid	Gravity	2024	Q4
Lynk&Co	C-CUV	2024	Q2
Mercedes-Benz	EQG	2024	Q3
Mini	Aceman	2024	Q2
Renault	5	2024	Q2



# Overview: BEV model launches

2025 – 2028 (not exhaustive)



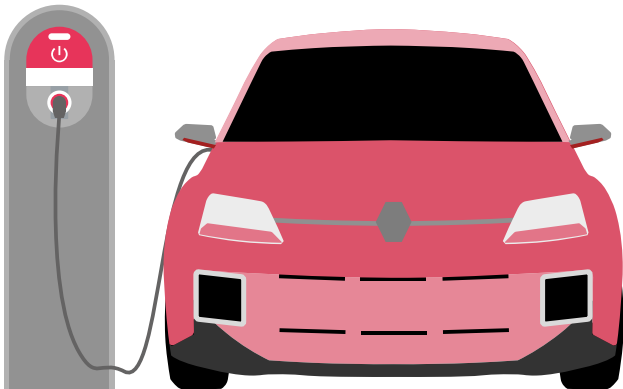
Brand	Model	Launch
Acura	NSX EV	2026
Alfa Romeo	Giulia	2026
Audi	Q2 e-tron	2026
BMW	iX5	2026
BYD	Song MAX	2026
Changan	Lumin	2027
Chevrolet	Bolt EUV	2025
Citroen	C5 Aircross	2025
Dacia	Sandero	2028
Dodge	Durango	2026
Ferrari	Roma	2028
Ford	Maverick EV	2028
Geely	Geome E	2028
Genesis	GV80	2027
Honda	A-Hatch EV	2025





# Overview: BEV model launches

2025 – 2028 (not exhaustive)



Brand	Model	Launch
Hongqi	eHS3	2025
Hyundai	IONIQ 4	2026
KIA	EV2	2025
Land Rover	Defender	2027
Lotus	Exige	2026
Mazda	D-CUV EV	2028
Mercedes-Benz	AMG GT-4	2025
MG	Bingo	2025
Mitsubishi	Pajero	2028
NIO	ET6	2025
Opel	Manta	2026
Porsche	718	2025
Subaru	Stella	2027
Tesla	Model 2	2025
Volkswagen	ID.2	2026



## 6. Electric vehicle sales data

# Electric vehicle sales data

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

### Legend

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

		Jun-24 YTD	Market Share	Jun-23 YTD	YTD YoY	Q2-24	QoY	Jun-24	MoY	May-24	MoY	Apr-24	MoY
France	BEV	158,398	17.3%	137,917	14.9%	78,616	7.6%	29,838	-10.3%	23,894	5.4%	24,884	45.4%
	PHEV	73,687	8.1%	77,991	-5.5%	35,113	-15.3%	14,044	-21.8%	10,203	-19.2%	10,866	-0.1%
	Hybrid	280,511	30.7%	205,104	36.8%	155,573	39.6%	62,357	35.3%	47,411	37.9%	45,805	48.0%
	Total EV	512,596	56.0%	421,012	21.8%	269,302	19.2%	106,239	9.1%	81,508	17.0%	81,555	38.4%
	Other	402,298	44.0%	468,768	-14.2%	200,686	-17.4%	75,472	-19.3%	59,790	-21.2%	65,424	-11.1%
Germany	BEV	184,125	12.5%	220,244	-16.4%	102,788	-18.1%	43,412	-18.1%	29,708	-30.6%	29,668	-0.2%
	PHEV	89,549	6.1%	79,065	13.3%	44,564	7.3%	15,391	-3.4%	14,038	1.7%	15,135	28.4%
	Hybrid	363,966	24.7%	324,078	12.3%	190,039	13.2%	72,579	16.5%	57,413	-0.7%	60,047	25.9%
	Total EV	637,640	43.3%	623,387	2.3%	337,391	0.8%	131,382	0.1%	101,159	-11.6%	104,850	17.5%
	Other	834,001	56.7%	773,483	7.8%	439,465	11.2%	165,947	11.4%	135,266	2.1%	138,252	21.6%
Italy	BEV	34,932	3.9%	32,677	6.9%	21,606	32.4%	13,365	117.2%	5,052	-18.3%	3,189	-20.0%
	PHEV	29,014	3.3%	38,911	-25.4%	14,636	-26.6%	5,592	-24.5%	4,579	-30.5%	4,465	-24.9%
	Hybrid	342,616	38.7%	296,370	15.6%	170,529	18.8%	61,358	27.6%	55,649	7.4%	53,522	22.7%
	Total EV	406,562	45.9%	367,958	10.5%	206,771	15.0%	80,315	30.3%	65,280	1.1%	61,176	14.3%
	Other	479,169	54.1%	473,048	1.3%	228,069	-2.6%	79,667	3.1%	74,241	-12.4%	74,161	2.8%
Spain	BEV	25,148	4.7%	29,211	-13.9%	13,766	-11.7%	5,531	-15.3%	4,393	-11.9%	3,842	-5.8%
	PHEV	30,751	5.7%	31,882	-3.5%	15,051	-11.1%	5,204	-20.2%	4,787	-21.0%	5,060	16.4%
	Hybrid	191,017	35.7%	153,735	24.3%	102,038	26.6%	37,520	21.9%	34,079	23.9%	30,439	36.4%
	Total EV	246,916	46.1%	214,828	14.9%	130,855	15.7%	48,255	10.1%	43,259	12.2%	39,341	28.0%
	Other	288,472	53.9%	290,591	-0.7%	159,660	3.2%	55,102	-3.8%	51,899	-2.9%	52,659	19.6%
UK	BEV	167,096	16.6%	152,965	9.2%	82,782	7.9%	34,034	7.4%	26,031	6.2%	22,717	10.7%
	PHEV	81,522	8.1%	62,155	31.2%	38,963	28.2%	16,604	30.0%	11,866	31.5%	10,493	22.1%
	Hybrid	351,640	34.9%	299,564	17.4%	161,401	12.5%	63,980	13.8%	51,736	12.1%	45,685	11.0%
	Total EV	600,258	59.6%	514,684	16.6%	283,146	13.0%	114,618	13.8%	89,633	12.5%	78,895	12.3%
	Other	406,505	40.4%	435,036	-6.6%	178,069	-13.1%	64,645	-15.6%	58,045	-11.4%	55,379	-11.7%
WE 5	BEV	569,699	11.8%	573,014	-0.6%	299,558	-2.5%	126,180	-3.4%	89,078	-11.9%	84,300	11.7%
	PHEV	304,523	6.3%	290,004	5.0%	148,327	-1.3%	56,835	-6.2%	45,473	-5.5%	46,019	10.7%
	Hybrid	1,529,750	31.8%	1,278,851	19.6%	779,580	20.5%	297,794	22.3%	246,288	13.1%	235,498	26.8%
	Total EV	2,403,972	49.9%	2,141,869	12.2%	1,227,465	11.1%	480,809	10.6%	380,839	3.8%	365,817	20.9%
	Other	2,410,445	50.1%	2,440,926	-1.2%	1,205,949	-2.1%	440,833	-2.8%	379,241	-8.0%	385,875	5.4%



## 6. Electric vehicle sales data

# Electric vehicle sales data

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

### Legend

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

		Jun-24 YTD	Market Share	Jun-23 YTD	YTD YoY	Q2-24	QoY	Jun-24	MoY	May-24	MoY	Apr-24	MoY
Austria	BEV	22,178	16.4%	23,372	-5.1%	11,376	-6.3%	4,696	1.8%	3,448	-16.5%	3,232	-4.8%
	PHEV	8,695	6.4%	8,812	-1.3%	4,414	-0.1%	1,807	0.4%	1,263	-1.0%	1,344	-0.1%
	Hybrid	31,163	23.1%	26,079	19.5%	16,204	21.0%	7,267	45.3%	4,444	0.3%	4,493	13.3%
	Total EV	62,036	45.9%	58,263	6.5%	31,994	6.8%	13,770	20.6%	9,155	-6.9%	9,069	4.2%
	Other	73,077	54.1%	68,427	6.8%	39,856	18.3%	16,923	29.2%	10,665	-1.1%	12,268	25.2%
Netherlands	BEV	65,337	33.7%	62,712	4.2%	32,700	-7.5%	12,465	-15.8%	10,540	-9.9%	9,695	9.5%
	PHEV	27,571	14.2%	26,735	3.1%	13,337	1.5%	5,268	5.9%	4,078	-5.9%	3,991	4.2%
	Hybrid	56,544	29.2%	84,762	-33.3%	27,064	-41.2%	10,322	-44.3%	8,197	-46.5%	8,545	-29.6%
	Total EV	149,452	77.2%	174,209	-14.2%	73,101	-22.6%	28,055	-26.8%	22,815	-27.2%	22,231	-10.5%
	Other	44,165	22.8%	26,387	67.4%	18,809	129.1%	7,331	291.6%	5,404	236.9%	6,074	28.3%
Norway	BEV	52,026	88.3%	55,276	-5.9%	31,953	2.9%	14,009	9.4%	7,893	-26.7%	10,051	34.5%
	PHEV	2,112	3.6%	4,689	-55.0%	1,655	-47.4%	931	-31.2%	544	-50.2%	180	-74.4%
	Hybrid	4,853	8.2%	4,124	17.7%	3,820	68.7%	2,050	149.1%	1,250	20.0%	520	30.3%
	Total EV	58,991	100.2%	64,089	-8.0%	37,428	2.7%	16,990	13.4%	9,687	-24.9%	10,751	25.4%
	Other	-93	-0.2%	2,460	-103.8%	-782	-154.8%	522	-11.2%	-1,794	-512.4%	490	21.6%
Sweden	BEV	42,321	31.0%	52,873	-20.0%	23,628	-20.4%	9,135	-17.0%	7,648	-34.6%	6,845	-2.0%
	PHEV	30,989	22.7%	29,229	6.0%	16,838	2.9%	5,252	-9.5%	5,842	-2.5%	5,744	25.9%
	Hybrid	13,499	9.9%	14,286	-5.5%	7,209	4.5%	2,241	-10.3%	2,714	17.3%	2,254	8.0%
	Total EV	86,809	63.7%	96,388	-9.9%	47,675	-9.9%	16,628	-13.9%	16,204	-19.0%	14,843	8.9%
	Other	49,500	36.3%	48,823	1.4%	27,094	0.4%	9,468	-3.6%	9,743	3.8%	7,883	1.3%
Switzerland	BEV	21,387	17.6%	23,164	-7.7%	10,963	-15.1%	4,216	-19.3%	3,568	-17.3%	3,179	-5.8%
	PHEV	10,623	8.8%	10,633	-0.1%	5,294	-2.5%	1,802	-21.7%	1,779	5.7%	1,713	18.7%
	Hybrid	38,573	31.8%	33,952	13.6%	20,896	18.0%	7,921	17.4%	6,595	11.8%	6,380	26.1%
	Total EV	70,583	58.2%	67,749	4.2%	37,153	3.1%	13,939	-2.4%	11,942	0.4%	11,272	14.1%
	Other	50,635	41.8%	56,003	-9.6%	26,841	-7.1%	8,750	-20.0%	9,323	-3.6%	8,768	6.0%
WE 5+5	BEV	772,948	14.2%	790,411	-2.2%	410,178	-4.2%	170,701	-4.7%	122,175	-15.0%	117,302	11.2%
	PHEV	384,513	7.0%	370,102	3.9%	189,865	-1.5%	71,895	-6.4%	58,979	-5.6%	58,991	10.4%
	Hybrid	1,674,382	30.7%	1,442,054	16.1%	854,773	16.6%	327,595	18.2%	269,488	9.2%	257,690	23.1%
	Total EV	2,831,843	51.9%	2,602,567	8.8%	1,454,816	7.4%	570,191	7.0%	450,642	-0.5%	433,983	17.8%
	Other	2,627,729	48.1%	2,643,026	-0.6%	1,317,767	-1.0%	483,827	-1.2%	412,582	-7.1%	421,358	6.1%



## 6. Electric vehicle sales data

# Electric vehicle sales data

Australia, Belgium, Brazil, China, India, Indonesia

### Legend

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

Electric Vehicle Sales Review  
Strategy&

		Jun-24 YTD	Market Share	Jun-23 YTD	YTD YoY	Q2-24	QoY	Jun-24	MoY	May-24	MoY	Apr-24	MoY
Australia	BEV	50,219	8.0%	43,092	16.5%	24,751	-3.7%	9,583	-13.2%	8,974	10.5%	6,194	-5.1%
	PHEV	8,048	1.3%	3,532	127.9%	4,622	123.2%	1,949	165.2%	1,373	73.6%	1,300	138.5%
	Hybrid	83,223	13.3%	38,311	117.2%	48,020	116.2%	15,336	70.0%	16,218	113.4%	16,466	194.5%
	Total EV	141,490	22.6%	84,935	66.6%	77,393	54.9%	26,868	29.2%	26,565	60.9%	23,960	89.2%
	Other	485,922	77.4%	496,824	-2.2%	245,567	-6.5%	92,791	-10.9%	84,534	-5.2%	68,242	-1.8%
Belgium	BEV	64,404	24.5%	43,578	47.8%	33,313	46.1%	13,714	50.4%	10,418	44.8%	9,181	41.6%
	PHEV	45,495	17.3%	50,942	-10.7%	17,978	-36.6%	5,950	-49.2%	5,624	-36.6%	6,404	-17.6%
	Hybrid	24,280	9.2%	19,768	22.8%	11,507	17.0%	4,802	14.4%	3,110	4.2%	3,595	35.8%
	Total EV	134,179	50.9%	114,288	17.4%	62,798	3.0%	24,466	-2.3%	19,152	0.5%	19,180	13.5%
	Other	129,230	49.1%	150,187	-14.0%	65,470	-9.1%	25,196	-5.7%	19,755	-11.4%	20,519	-10.7%
Brazil	BEV	31,204	2.9%	3,777	726.2%	17,070	849.9%	5,190	739.8%	5,175	741.5%	6,705	1088.8%
	PHEV	23,296	2.2%	11,475	103.0%	12,664	103.8%	5,047	113.4%	3,882	49.8%	3,735	197.4%
	Hybrid	24,804	2.3%	16,987	46.0%	13,480	42.8%	4,159	28.3%	4,555	41.1%	4,766	60.3%
	Total EV	79,304	7.4%	32,239	146.0%	43,214	147.6%	14,396	131.3%	13,612	111.5%	15,206	217.3%
	Other	999,042	92.6%	902,444	10.7%	551,144	14.8%	188,188	8.4%	169,814	6.2%	193,142	31.7%
China*	BEV	2,542,000	22.6%	2,231,479	13.9%	1,485,000	13.4%	549,000	8.4%	506,000	19.6%	430,000	13.2%
	PHEV	1,795,000	16.0%	949,608	89.0%	1,069,000	98.2%	414,000	95.3%	349,000	97.1%	306,000	103.6%
	Hybrid	394,700	3.5%	360,768	9.4%	214,600	9.2%	75,600	5.2%	75,000	20.2%	64,000	2.6%
	Total EV	4,731,700	42.0%	3,541,855	33.6%	2,768,600	35.4%	1,038,600	31.4%	930,000	40.4%	800,000	35.0%
	Other	6,521,300	58.0%	7,500,145	-13.1%	3,089,400	-21.1%	1,028,400	-26.2%	1,006,000	-24.4%	1,055,000	-11.4%
India**	BEV	48,305	2.4%	38,548	25.3%	22,700	5.0%	7,095	-10.6%	7,919	3.5%	7,686	27.5%
	PHEV	1	0.0%	1	0.0%	1	0.0%	0	0.0%	1	0.0%	0	-100.0%
	Hybrid	173,587	8.8%	180,437	-3.8%	81,820	1.7%	24,597	-6.8%	26,865	2.5%	30,358	8.9%
	Total EV	221,893	11.2%	218,986	1.3%	104,521	2.4%	31,692	-7.7%	34,785	2.8%	38,044	12.2%
	Other	1,758,921	88.8%	1,632,487	7.7%	822,695	5.6%	250,706	-4.2%	271,141	1.5%	300,848	20.3%
Indonesia	BEV	11,943	3.9%	5,846	104.3%	6,024	48.7%	2,211	83.5%	1,983	27.0%	1,830	42.5%
	PHEV	3	0.0%	24	-87.5%	2	-88.2%	0	-100.0%	1	-83.3%	1	-50.0%
	Hybrid	24,397	7.9%	16,640	46.6%	11,534	14.6%	4,058	-8.1%	4,054	47.7%	3,422	17.9%
	Total EV	36,343	11.8%	22,510	61.5%	17,560	24.3%	6,269	11.3%	6,038	40.0%	5,253	25.4%
	Other	272,813	88.2%	361,713	-24.6%	125,194	-21.1%	46,604	-20.1%	47,947	-18.4%	30,643	-26.1%

\*BEV and PHEV numbers include commercial vehicles, hybrid numbers include only passenger cars; \*\*Partially estimated

Source: PwC Autofacts analysis, KBA, SMMT, PFA, ANFIA, ANFAC, SCB, OFV, RAI, auto-schweiz, Statistik Austria, CAAM, CPCA, JADA, ODMD, MoRTH, ABVE, FCAI, GAIKINDO, PZPM





## 6. Electric vehicle sales data

# Electric vehicle sales data

Japan, Poland, South Korea, Turkey, USA, Analysed Markets

### Legend

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

		Jun-24 YTD	Market Share	Jun-23 YTD	YTD YoY	Q2-24	QoY	Jun-24	MoY	May-24	MoY	Apr-24	MoY
Japan	BEV	15,742	1.3%	22,857	-31.1%	7,248	-32.3%	3,302	-19.7%	2,084	-36.5%	1,862	-43.7%
	PHEV	21,580	1.7%	25,163	-14.2%	8,195	-35.5%	2,650	-48.8%	2,505	-29.8%	3,040	-23.2%
	Hybrid	761,939	61.7%	738,222	3.2%	336,918	3.5%	122,208	-3.1%	104,410	6.1%	110,300	9.1%
	Total EV	799,261	64.8%	786,242	1.7%	352,361	0.9%	128,160	-5.4%	108,999	3.5%	115,202	6.3%
	Other	434,841	35.2%	582,485	-25.3%	217,096	-13.3%	82,971	-9.2%	67,694	-9.2%	66,431	-21.5%
Poland	BEV	8,865	3.2%	8,500	4.3%	4,674	6.2%	2,119	17.7%	1,291	-7.8%	1,264	5.3%
	PHEV	7,212	2.6%	6,700	7.6%	3,467	-3.7%	1,220	-6.2%	1,073	-10.6%	1,174	6.7%
	Hybrid	128,638	46.4%	86,800	48.2%	63,792	57.9%	22,244	50.3%	20,932	53.9%	20,616	71.8%
	Total EV	144,715	52.3%	102,000	41.9%	71,933	48.6%	25,583	42.9%	23,296	43.8%	23,054	61.2%
	Other	132,242	47.7%	136,672	-3.2%	66,328	-1.4%	24,638	4.0%	20,358	-9.0%	21,332	0.7%
South Korea	BEV	66,518	8.3%	78,502	-15.3%	41,229	-3.3%	17,192	16.5%	13,225	-2.4%	10,812	-24.6%
	PHEV	3,410	0.4%	5,731	-40.5%	1,692	-55.2%	497	-67.0%	630	-51.9%	565	-41.3%
	Hybrid	226,479	28.4%	175,929	28.7%	114,713	18.7%	37,003	4.8%	38,134	19.1%	39,576	35.0%
	Total EV	296,407	37.1%	260,162	13.9%	157,634	10.2%	54,692	6.0%	51,989	10.9%	50,953	14.2%
	Other	501,833	62.9%	633,548	-20.8%	262,682	-18.2%	83,201	-25.1%	89,324	-15.2%	90,157	-13.9%
Turkey	BEV	36,540	7.9%	9,981	266.1%	22,400	260.4%	8,335	233.1%	7,968	280.3%	6,097	276.8%
	PHEV	1,652	0.4%	990	66.9%	1,163	73.8%	267	-12.5%	427	105.3%	469	200.6%
	Hybrid	63,170	13.6%	42,650	48.1%	30,627	27.1%	10,589	32.6%	9,793	28.7%	10,245	20.5%
	Total EV	101,362	21.9%	53,621	89.0%	54,190	74.9%	19,191	77.8%	18,188	83.5%	16,811	63.6%
	Other	361,593	78.1%	376,751	-4.0%	175,376	-21.7%	68,667	-13.7%	62,072	-19.7%	44,637	-33.5%
USA	BEV	553,810	7.1%	534,643	3.6%	289,061	0.7%	96,666	-3.6%	98,797	4.8%	93,598	1.0%
	PHEV	163,889	2.1%	122,439	33.9%	76,248	7.7%	23,648	4.7%	26,124	5.2%	26,476	13.4%
	Hybrid	710,266	9.1%	525,746	35.1%	390,086	27.5%	133,533	31.3%	138,118	33.0%	118,435	17.8%
	Total EV	1,427,965	18.3%	1,182,828	20.7%	755,395	13.8%	253,847	13.1%	263,039	18.0%	238,509	10.2%
	Other	6,379,998	81.7%	6,477,972	-1.5%	3,309,077	-3.6%	1,068,085	-6.8%	1,165,989	2.1%	1,075,003	-6.1%
Analysed Markets	BEV	4,202,498	13.3%	3,811,214	10.3%	2,363,648	9.2%	885,108	5.5%	786,009	11.3%	692,531	11.8%
	PHEV	2,454,099	7.8%	1,546,707	58.7%	1,384,897	61.0%	527,123	57.6%	449,619	58.9%	408,155	68.1%
	Hybrid	4,289,865	13.6%	3,644,312	17.7%	2,171,870	17.1%	781,724	14.6%	710,677	17.0%	679,469	20.2%
	Total EV	10,946,462	34.7%	9,002,233	21.6%	5,920,415	21.3%	2,193,955	18.2%	1,946,305	21.9%	1,780,155	24.7%
	Other	20,605,464	65.3%	21,894,254	-5.9%	10,247,796	-9.3%	3,443,274	-13.1%	3,417,210	-9.9%	3,387,312	-4.3%



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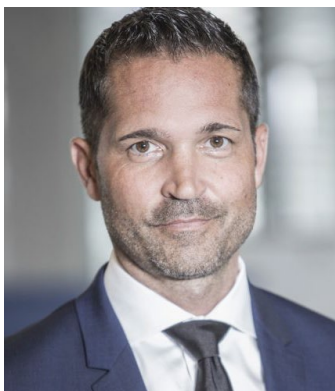
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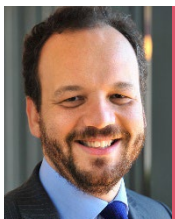
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# Thank you

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