

Alternative Antriebe im Ländervergleich

Marc Odinius - CEO



Agenda

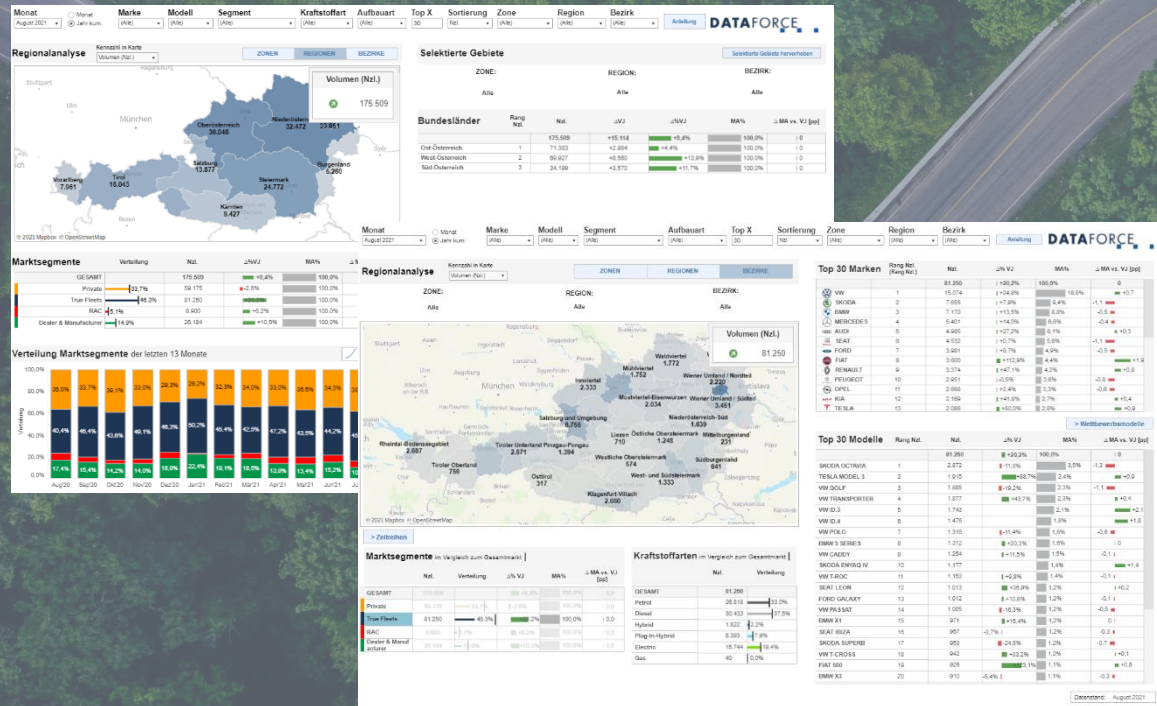
Alternative Antriebe im Ländervergleich

- Regio Dashboards Österreich und Schweiz
- Viel mehr viel weniger
- Entwicklung der Kraftstoffarten

IRIS VIEWS REGIO DASHBOARDS AT & CH

Dedicated regional analysis of Austria & Switzerland in one tool

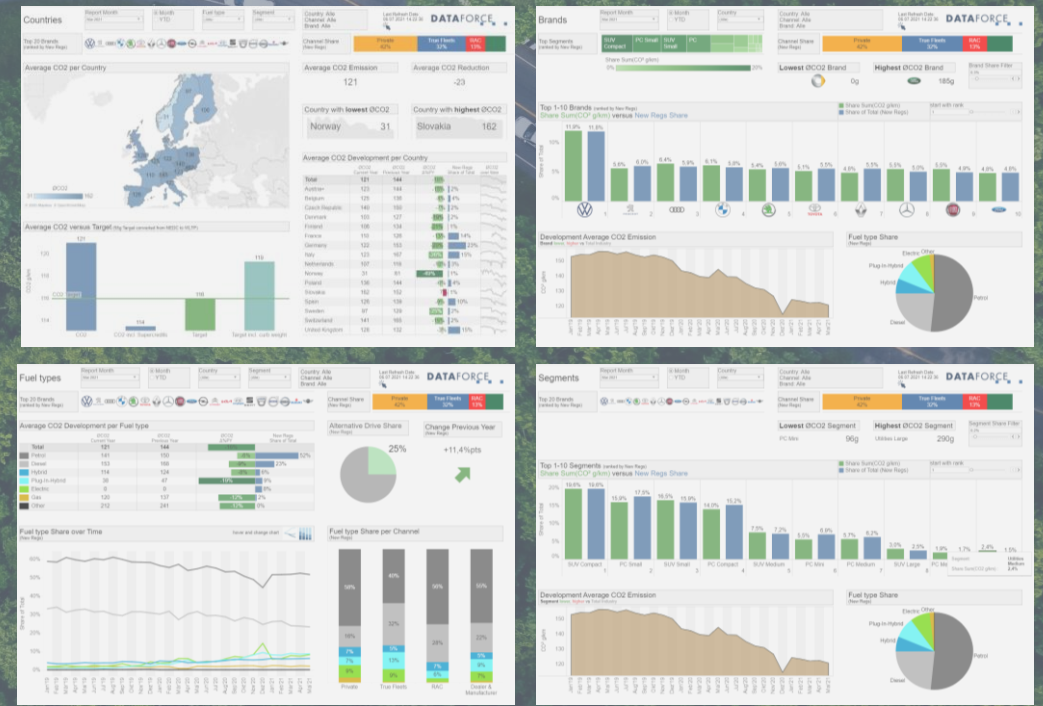
- On a regional level
- Market channels
- Fuel types
- Brands
- Vehicle Segments
- Based on Tableau



ROAD 2 ZERO DASHBOARD

Europe CO2 and fuel type development in one tool

- AT + 25 Countries
- CO2 Emissions
- Fuel types
- Market channels
- Brands
- Vehicle Segments

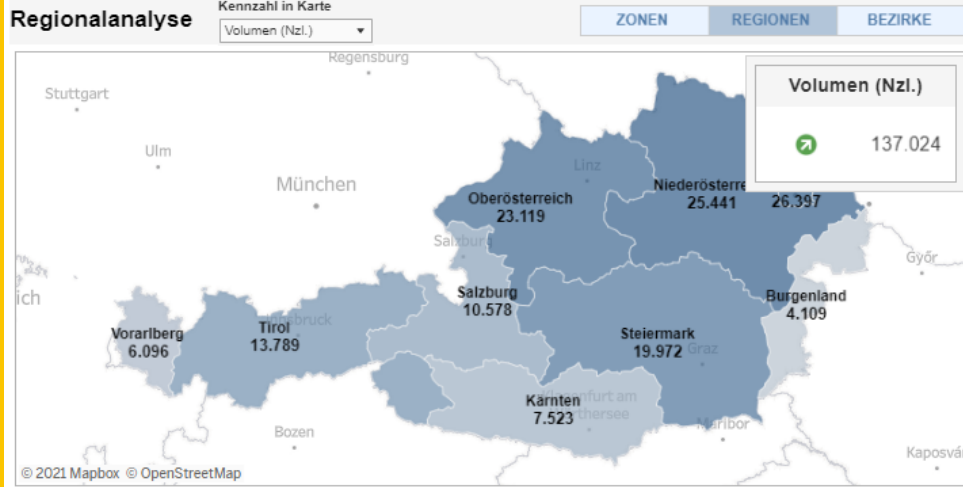


Regio Dashboard Österreich

HIGHLIGHTS

-  Market overview
-  Regions
-  Network groups
-  Individual dealer areas
-  Benchmarking
-  Potential analysis

Monat: Monat Jahr kum. |
 Marke: (Alle) |
 Modell: (Alle) |
 Segment: (Alle) |
 Kraftstoffart: (Alle) |
 Aufbauart: (Alle) |
 Top X: 30 |
 Sortierung: Nzl. |
 Zone: (Alle) |
 Region: (Alle) |
 Bezirk: (Alle) |
 [Anleitung](#) | [Berichte](#) | **DATAFORCE**



Selektierte Gebiete

[Selektierte Gebiete hervorheben](#)

ZONE:	REGION:	BEZIRK:
Alle	Alle	Alle

Bundesländer	Rang Nzl.	Nzl.	ΔVJ	Δ%VJ	MA%	Δ MA vs. VJ [pp]
Gesamt		137.024	+23.087	+20,3%	100,0%	0
Ost-Österreich	1	55.947	+7.239	+14,9%	100,0%	0
West-Österreich	2	53.582	+10.277	+23,7%	100,0%	0
Süd-Österreich	3	27.495	+5.571	+25,4%	100,0%	0

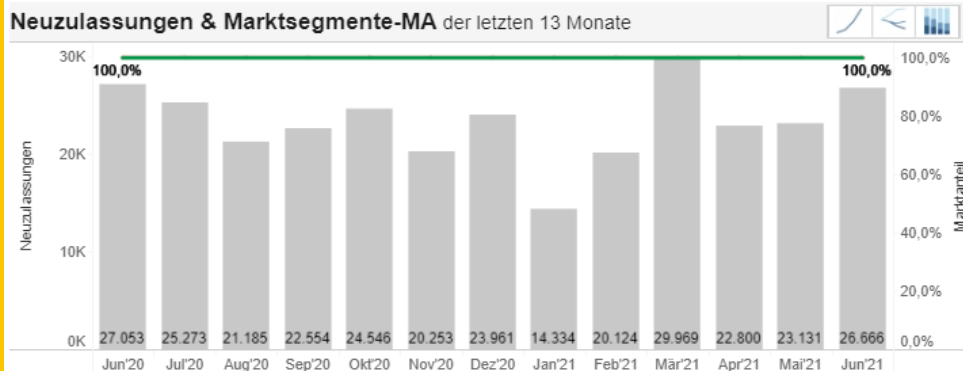
Marktsegmente

Verteilung	Nzl.	Δ%VJ	MA%	Δ MA vs. VJ [pp]
GESAMT	137.024	+20,3%	100,0%	0,0
Private 33,2%	45.553	+6,9%	100,0%	0,0
True Fleets 45,0%	61.636	+25,4%	100,0%	0,0
RAC 5,0%	6.849	+22,3%	100,0%	0,0
Dealer & Manufacturer 16,8%	22.986	+38,7%	100,0%	0,0

Top 30

REGIONEN BEZIRKE

	Rang Nzl.	Nzl.	ΔVJ	Δ%VJ	MA%	Δ MA vs. VJ [pp]
Gesamt		137.024	+23.087	+20,3%	100,0%	0
Wien	1	26.397	+3.658	+16,1%	100,0%	0
Nieder-Österreich	2	25.441	+3.044	+13,6%	100,0%	0
Oberösterreich	3	23.119	+4.527	+24,3%	100,0%	0
Steiermark	4	19.972	+4.251	+27,0%	100,0%	0
Tirol	5	13.789	+3.413	+32,9%	100,0%	0
Salzburg	6	10.578	+1.230	+13,2%	100,0%	0
Kärnten	7	7.523	+1.320	+21,3%	100,0%	0
Vorarlberg	8	6.096	+1.107	+22,2%	100,0%	0
Burgenland	9	4.109	+537	+15,0%	100,0%	0



Regio Dashboard Österreich

HIGHLIGHTS

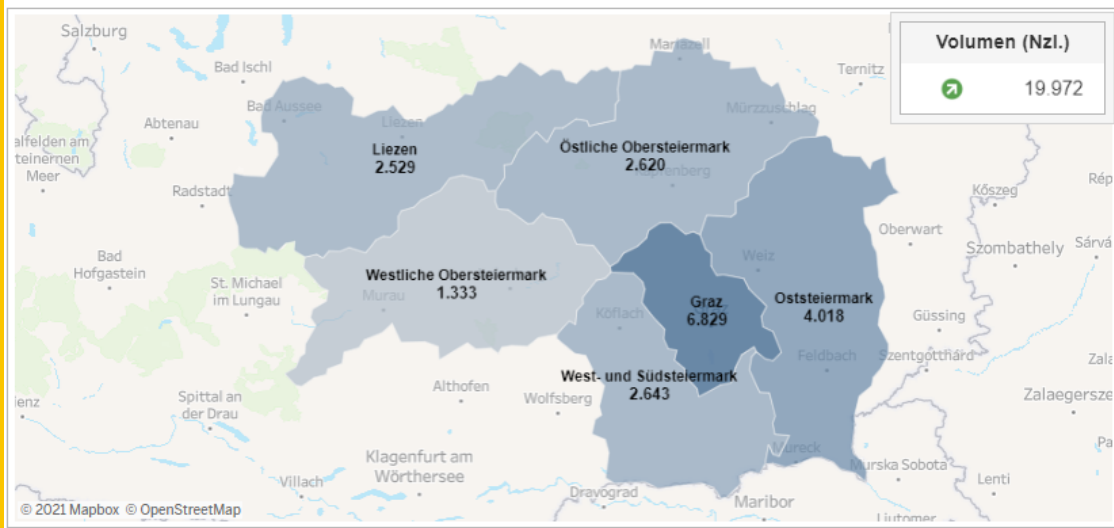
-  Market overview
-  Regions
-  Network groups
-  Individual dealer areas
-  Benchmarking
-  Potential analysis

Monat: Juni 2021 Monat Jahr kum.
 Marke: (Alle) Modell: (Alle) Segment: (Alle) Aufbauart: (Alle) Top X: 30 Sortierung: Nzl. Zone: Süd-Österreich Region: Steiermark Bezirk: (Alle)



Regionalanalyse Kennzahl in Karte: Volumen (Nzl.)
 ZONEN REGIONEN BEZIRKE

ZONE: Süd-Österreich REGION: Steiermark BEZIRK: Alle



> Zeitreihen

Marktsegmente im Vergleich zum Gesamtmarkt |

	Nzl.	Verteilung	Δ% VJ	MA%	Δ MA vs. VJ [pp]
GESAMT	19.972		+27,0%	100,0%	0,0
Private	6.871	34,4%	+7,8%	100,0%	0,0
True Fleets	7.847	39,3%	+26,8%	100,0%	0,0
RAC	700	3,5%	-3,3%	100,0%	0,0
Dealer & Manufacturer	4.554	22,8%	+2,2%	100,0%	0,0

Kraftstoffarten im Vergleich zum Gesamtmarkt |

	Nzl.	Verteilung
GESAMT	19.972	
Petrol	10.072	50,4%
Diesel	6.212	31,1%
Hybrid	404	2,0%
Plug-In-Hybrid	1.204	6,0%
Electric	2.077	10,4%
Gas	3	0,0%

Top 30 Marken

Marke	Rang Nzl. (Rang Nzl.)	Nzl.	Δ% VJ	MA%	Δ MA vs. VJ [pp]
ALFA ROMEO	30 (30)	49	+27,0%	100,0%	0
VW	1	3.471	+45,1%	17,4%	+2,2
SEAT	2	1.956	+17,1%	9,8%	-0,8
SKODA	3	1.867	+20,1%	9,3%	-0,5
AUDI	4	1.755	+151,4%	8,8%	+4,3
BMW	5	1.066	+26,8%	5,3%	0
FORD	6	1.047	+27,2%	5,2%	0
FIAT	7	942	+10,0%	4,7%	-0,7
RENAULT	8	887	-6,4%	4,4%	-1,6
MERCEDES	9	769	+14,4%	3,9%	-0,4
OPEL	10	695	+13,9%	3,5%	-0,4
PEUGEOT	11	617	-4,5%	3,1%	-1,0
KIA	12	534	+43,2%	2,7%	+0,3

> Wettbewerbsmodelle

Top 30 Modelle

Modell	Rang Nzl.	Nzl.	Δ% VJ	MA%	Δ MA vs. VJ [pp]
GESAMT		19.972	+27,0%	100,0%	0
VW GOLF	1	511	+62,7%	2,6%	+0,6
VW T-ROC	2	485	+22,2%	2,4%	-0,1
SEAT IBIZA	3	473	+55,6%	2,4%	+0,4
SKODA OCTAVIA	4	460	+7,7%	2,3%	-0,4
VW TIGUAN	5	452	+13,3%	2,3%	-0,3
VW TRANSPORTER	6	421	+122,8%	2,1%	+0,9
SKODA FABIA	7	410	+1,2%	2,1%	-0,5
SEAT ARONA	8	363	+0,8%	1,8%	-0,5
VW POLO	9	362	-6,7%	1,8%	-0,7
SEAT LEON	10	355	-9,4%	1,8%	-0,7
TESLA MODEL 3	11	349	+149,3%	1,7%	+0,9
SEAT ATECA	12	346	+76,5%	1,7%	+0,5
VW T-CROSS	13	334	+29,5%	1,7%	0
AUDI A3, S3	14	324	+5,3%	1,6%	+1,3
FIAT 500	15	306	+4,4%	1,5%	-0,3
SKODA KAROQ	16	296	+25,4%	1,5%	0
OPEL CORSA	17	256	+14,3%	1,3%	-0,1
VW ID.3	18	250		1,3%	+1,3
DACIA SANDERO	19	245	+65,5%	1,2%	+0,3
SKODA KAMIQ	20	236	+47,5%	1,2%	+0,2

Marke hervorheben: ALFA ROMEO

Regio Dashboard Schweiz

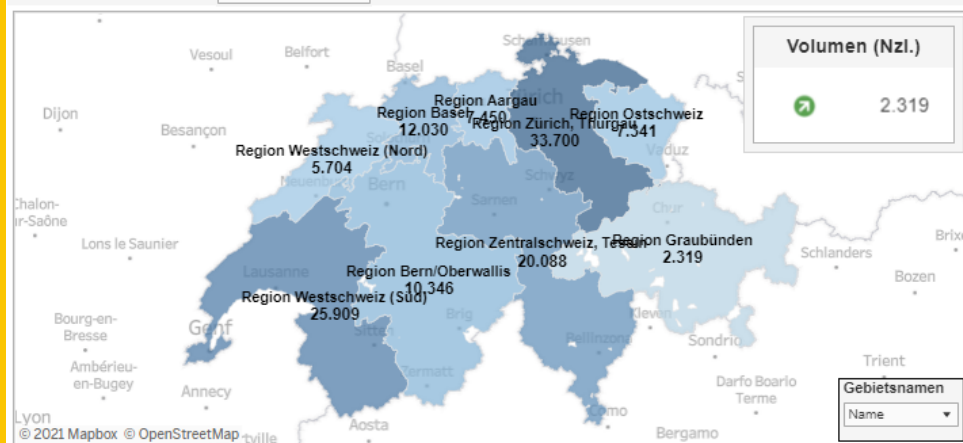
HIGHLIGHTS

-  Market overview
-  Regions
-  Network groups
-  Individual dealer areas
-  Benchmarking
-  Potential analysis

Monat: Monat Jahr kum.
 Marke: (Alle) Modell: (Alle) Segment: (Alle) Kraftstoffart: (Alle) Aufbauart: (Alle) CO2: (Alle) TopX: 30 Sortierung: Nzl. ZONE: (Alle) REGION: (Alle) BEZIRK: (Alle)

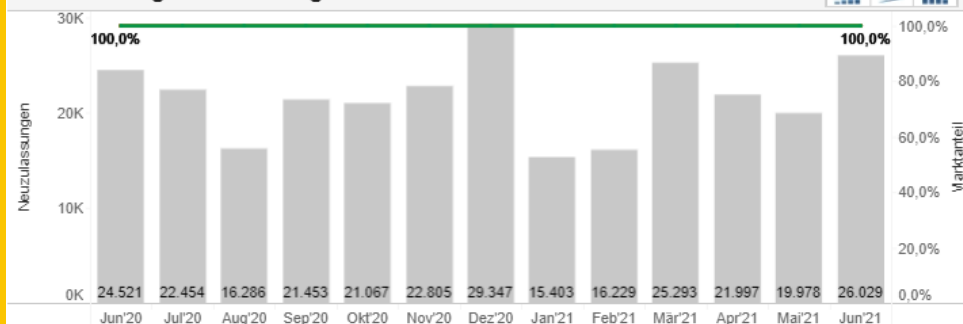


Regionalanalyse



Marktsegmente	Verteilung	Nzl.	Δ%VJ	MA%	Δ MA vs. VJ [pp]
GESAMT		124.929	+20,6%	100,0%	0,0
Private	55,0%	68.772	+25,3%	100,0%	0,0
True Fleets	20,9%	26.076	+19,6%	100,0%	0,0
RAC	6,4%	7.995	+4,1%	100,0%	0,0
Dealer & Manufacturer	17,7%	22.086	+14,8%	100,0%	0,0

Neuzulassungen & Marktsegmente-MA der letzten 13 Monate



Selektierte Gebiete

ZONEN: Alle REGIONEN: Alle BEZIRKE: Alle

Zonen	Rang Nzl.	Nzl.	ΔVJ	Δ%VJ	MA%	Δ MA vs. VJ [pp]
		124.929	+21.302	+20,6%	100,0%	0
Region Zürich, Thurgau	1	33.700	+4.357	+14,8%	100,0%	0
Region Westschweiz (Süd)	2	25.909	+5.343	+26,0%	100,0%	0
Region Zentralschweiz, Tessin	3	20.088	+4.015	+25,0%	100,0%	0
Region Basel	4	12.030	+2.171	+22,0%	100,0%	0
Region Bern/Oberwallis	5	10.346	+1.653	+19,0%	100,0%	0
Region Aargau	6	7.450	+1.097	+17,3%	100,0%	0

Top30

REGION BEZIRK

Top30	Rang Nzl.	Nzl.	ΔVJ	Δ%VJ	MA%	Δ MA vs. VJ [pp]
		124.929	+21.302	+20,6%	100,0%	0
Zürich	1	4.437	+854	+23,8%	100,0%	0
Kloten	2	3.105	+539	+21,0%	100,0%	0
Basel	3	2.778	+538	+24,0%	100,0%	0
Opfikon	4	2.589	+1.924	+89,3%	100,0%	0
Risch	5	1.896	+626	+49,3%	100,0%	0
Lausanne	6	1.713	+313	+22,4%	100,0%	0
Genève	7	1.589	+302	+23,5%	100,0%	0
Bern	8	1.536	+210	+15,8%	100,0%	0
Winterthur	9	1.321	+262	+24,7%	100,0%	0
Rümlang	10	1.208	-30	-2,4%	100,0%	0
St. Gallen	11	1.174	+177	+17,8%	100,0%	0
Cham	12	1.150	+257	+28,8%	100,0%	0
Lugano	13	919	+204	+28,5%	100,0%	0
Bellinzona	14	912	+169	+22,7%	100,0%	0
Lugano, Massagno, Paradiso	15	890	+194	+27,9%	100,0%	0
Schlieren	16	879	-2.373	-73,0%	100,0%	0
Zug	17	695	+90	+14,9%	100,0%	0
Luzern	18	640	+115	+21,9%	100,0%	0
Meyrin	19	625	+29	+4,9%	100,0%	0
Sion	19	625	+201	+47,4%	100,0%	0
Wallisellen	21	618	+146	+30,9%	100,0%	0
Baar, Neuheim	22	601	+94	+18,5%	100,0%	0
Crissier	23	599	+184	+44,3%	100,0%	0
Langenthal	24	597	+170	+39,8%	100,0%	0

Regio Dashboard Schweiz

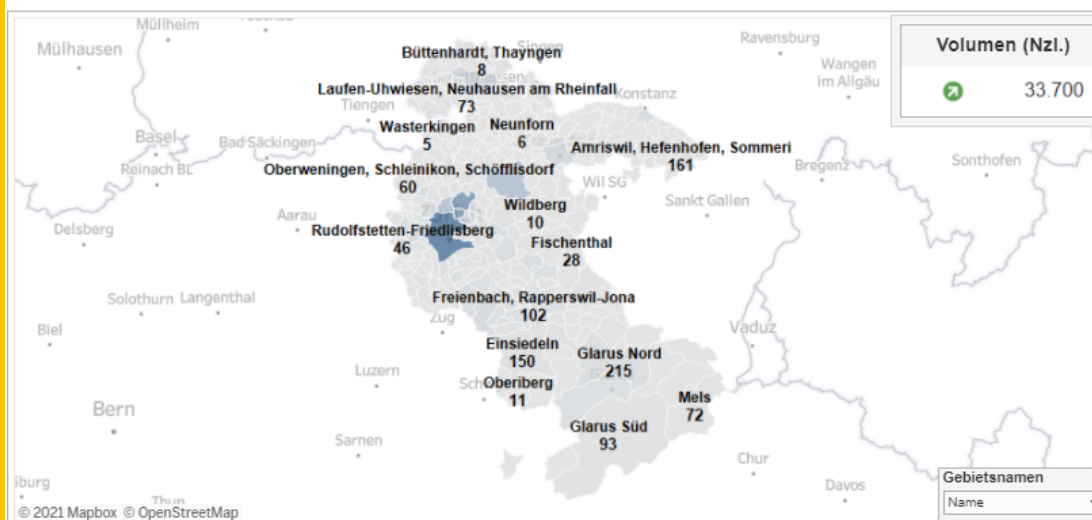
HIGHLIGHTS

-  Market overview
-  Regions
-  Network groups
-  Individual dealer areas
-  Benchmarking
-  Potential analysis

Monat: Monat Jahr kum.
 Marke: (Alle) Modell: (Alle) Segment: (Alle) Aufbauart: (Alle) CO2: (Alle) TopX: 30 Sortierung: Nzl.

Regionalanalyse Kennzahl in Karte:
 ZONE REGION BEZIRK

ZONEN: Region Zürich, Thurgau REGIONEN: Alle BEZIRKE: Alle



[> Zeitreihen](#)

Marktsegmente im Vergleich zum Gesamtmarkt |

	Nzl.	Verteilung	Δ% VJ	MA%	Δ MA vs. VJ [pp]
GESAMT	33.700		+14,8%	100,0%	0
Private	15.731	46,7%	+24,0%	100,0%	0
True Fleets	6.597	19,6%	+17,0%	100,0%	0
RAC	5.799	17,2%	+2,4%	100,0%	0
Dealer & Manufacturer	5.573	16,5%	+4,0%	100,0%	0

Kraftstoffarten im Vergleich zum Gesamtmarkt |

	Nzl.	Verteilung
GESAMT	33.700	
Petrol	18.147	53,8%
Diesel	7.596	22,5%
Electric	3.403	10,1%
Plug-In-Hybrid	2.772	8,2%
Hybrid	1.739	5,2%
Gas	43	0,1%

ZONE: Region Zürich, Thurgau REGION: (Alle) BEZIRK: (Alle)
[Anleitung](#) DATAFORCE

Top30 Marken

	Rang Nzl. (Rang Nzl.)	Nzl.	Δ% VJ	MA%	Δ MA vs. VJ [pp]
VW	1	4.043	+14,2%	12,0%	-0,1
MERCEDES	2	3.440	+7,9%	10,2%	-0,7
BMW	3	3.413	+0,4%	10,1%	-1,5
SKODA	4	2.796	+17,8%	8,3%	+0,2
AUDI	5	2.227	+50,7%	6,6%	+1,6
SEAT	6	1.616	+30,3%	4,8%	+0,6
VOLVO	7	1.374	+15,0%	4,1%	0
TOYOTA	8	1.340	+16,5%	4,0%	+0,1
RENAULT	9	1.228	-9,3%	3,6%	-1,0
FORD	10	1.177	-9,0%	3,5%	-0,9
PEUGEOT	11	1.108	+101,8%	3,3%	+1,4
FIAT	12	885	+6,5%	2,6%	-0,2
HYUNDAI	13	847	+34,4%	2,5%	+0,4

[> Wettbewerbsmodelle](#)

Top30 Modelle

	Rang Nzl.	Nzl.	Δ% VJ	MA%	Δ MA vs. VJ [pp]
SKODA OCTAVIA	1	1.016	+3,0%	3,0%	-0,3
VW POLO	2	913	+122,1%	2,7%	+1,3
TESLA MODEL 3	3	651	+35,3%	1,9%	+0,3
VOLVO XC40	4	608	+61,3%	1,8%	+0,5
VW TIGUAN	5	552	-16,1%	1,6%	-0,6
MERCEDES A CLASS	6	548	+15,9%	1,6%	0
BMW X3	7	521	+1,6%	1,5%	-0,2
MERCEDES GLC, GLK CL...	8	507	+16,6%	1,5%	0
SKODA FABIA	9	496	+146,8%	1,5%	+0,8
BMW 3 SERIES	10	463	-0,6%	1,4%	-0,2
MINI ONE/COOPER	11	461	-0,2%	1,4%	-0,2
SKODA KAROQ	12	428	+33,8%	1,3%	+0,2
BMW 1 SERIES	13	417	+19,5%	1,2%	0
TOYOTA YARIS	13	417	+49,5%	1,2%	+0,3
BMW X5	15	413	+27,5%	1,2%	+0,1
SEAT LEON	16	412	-11,6%	1,2%	-0,4
VW GOLF	16	412	-26,4%	1,2%	-0,7
BMW X1	18	397	+40,3%	1,2%	+0,2
FIAT 500	19	382	+23,2%	1,1%	+0,1
VOLVO XC60	20	372	+13,8%	1,1%	0

Marke hervorheb...

Datenstand: Oktober 2021

An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. Several cars are visible on the road, including a blue car, a black car, a white car, a red car, and another black car. The road has yellow and white lane markings. The text "Viel mehr viel weniger" is centered over the road, with a thin green horizontal line underneath it.

Viel mehr viel weniger

Viel mehr viel weniger

Alternative Antriebe im Ländervergleich

Land / Kraftstoffart		2016	...	2020	2021	% Growth
Austria	Petrol	131.869	...	120.733	98.688	
	Diesel	190.019	...	101.726	64.278	-46%
	Alternativ	8.812	...	29.250	45.844	520%
	Total AT	330.700	...	251.709	208.810	
Germany	Petrol	1.746.494	...	1.517.392	1.014.035	
	Diesel	1.541.286	...	926.817	580.731	-40%
	Alternativ	63.823	...	473.461	601.474	942%
	Total DE	3.351.607	...	2.917.678	2.196.244	
Switzerland	Petrol	178.038	...	135.295	107.007	
	Diesel	124.436	...	57.182	35.398	-54%
	Alternativ	14.812	...	44.532	52.734	356%
	Total CH	317.286	...	237.009	195.139	
Neuzulassungen Pkw Gesamt		3.999.593	...	3.406.396	2.600.193	

An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. Several cars are visible on the road, including a blue car, a black car, a white car, a red car, and a grey car. The road has yellow lane markings. The text 'Entwicklung der Kraftstoffarten' is overlaid in white, with a thin green horizontal line underneath it.

Entwicklung der Kraftstoffarten

Fuel types

Report Month: Oktober 2021
 Filter: Month (YTD), Country (Alle), Segment (Alle)
 Country: Alle, Channel: Alle, Brand: Alle

Last Refresh Date: 23.11.2021 16:40:00

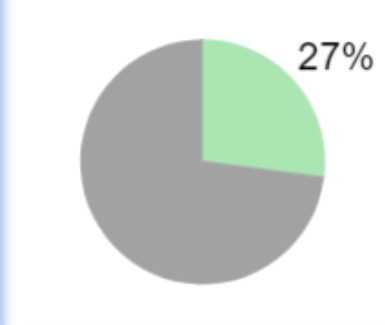
Top 20 Brands
(ranked by New Regs)



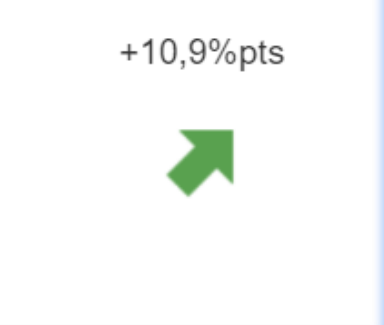
Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	118	138	-14%	
Petrol	140	148	-5%	51%
Diesel	152	162	-6%	22%
Hybrid	114	121	-6%	7%
Plug-In-Hybrid	39	44	-11%	9%
Electric	0	0		9%
Gas	120	135	-11%	2%
Other	157	256	-39%	0%

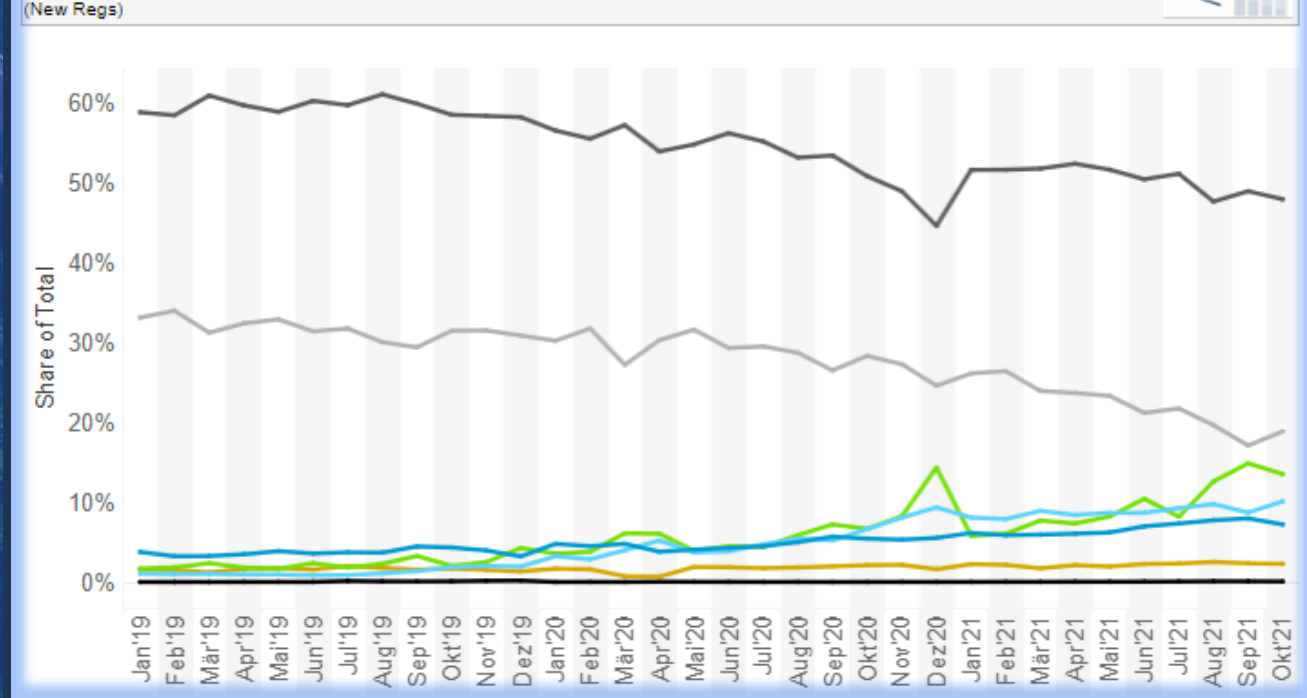
Alternative Drive Share (New Regs)



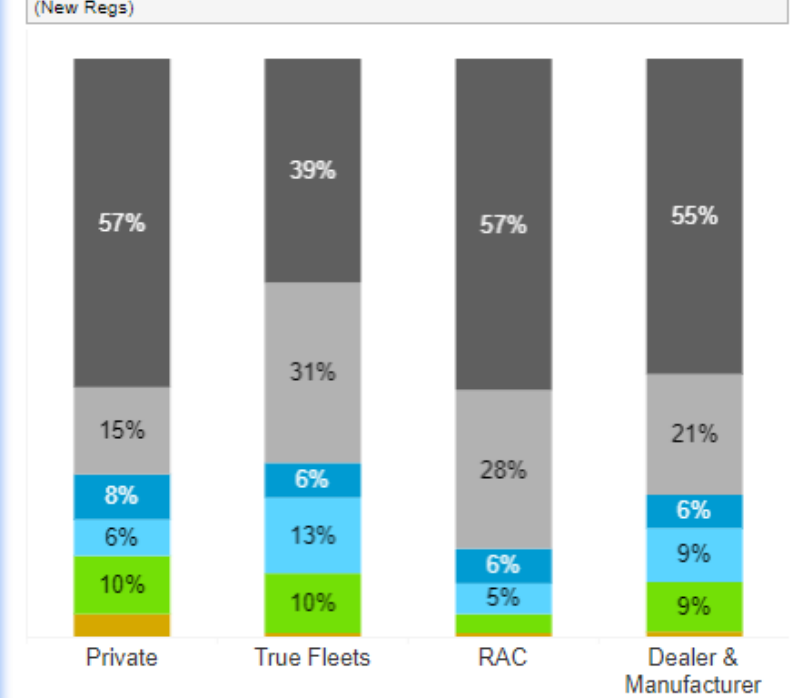
Change Previous Year (New Regs)



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Gesamtmarkt DACH

Fuel types

Report Month: Oktober 2021
 Country: DACH
 Segment: (Alle)
 Country: Austria+, Germany, Switzerland
 Channel: Alle
 Brand: Alle

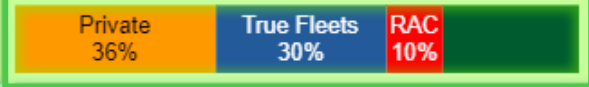
Last Refresh Date: 23.11.2021 16:40:00



Top 20 Brands (ranked by New Regs)



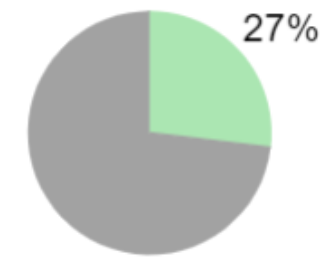
Channel Share (New Regs)



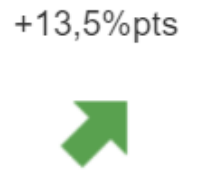
Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	121	144	-16%	
Petrol	149	154	-3%	47%
Diesel	166	171	-3%	26%
Hybrid	119	119	0%	3%
Plug-In-Hybrid	39	48	-19%	11%
Electric	0	0		12%
Gas	117	120	-3%	0%
Other	149	267	-44%	0%

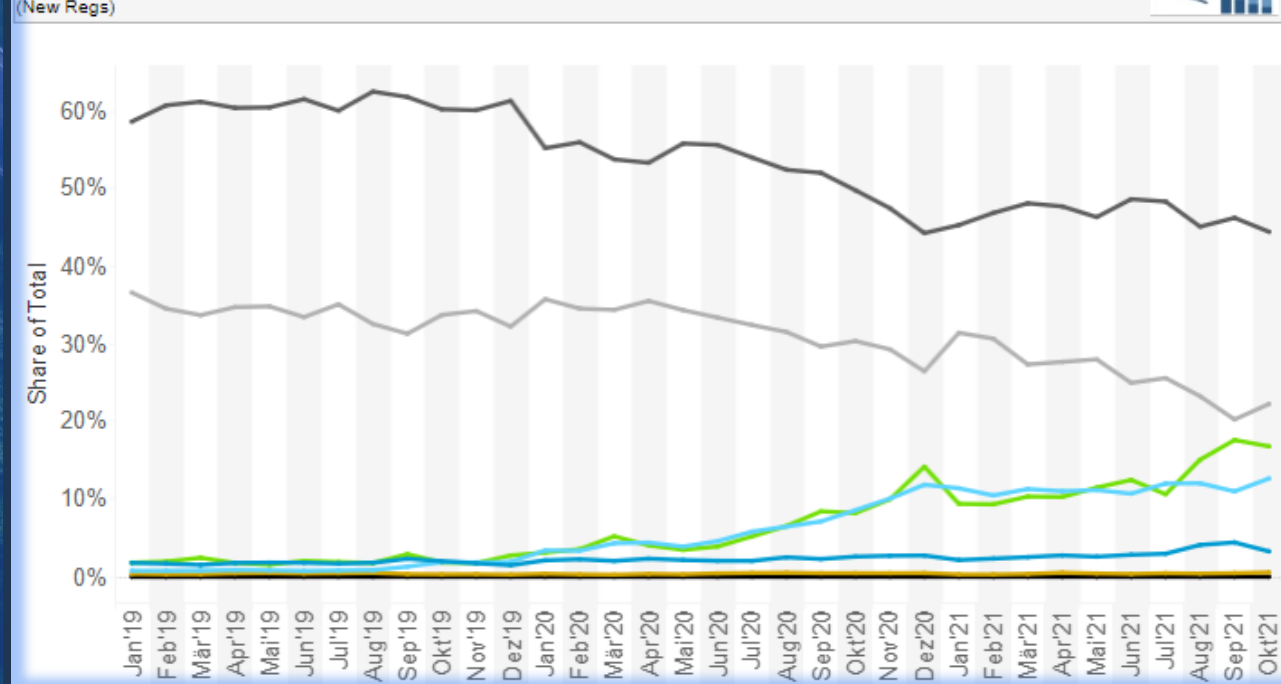
Alternative Drive Share (New Regs)



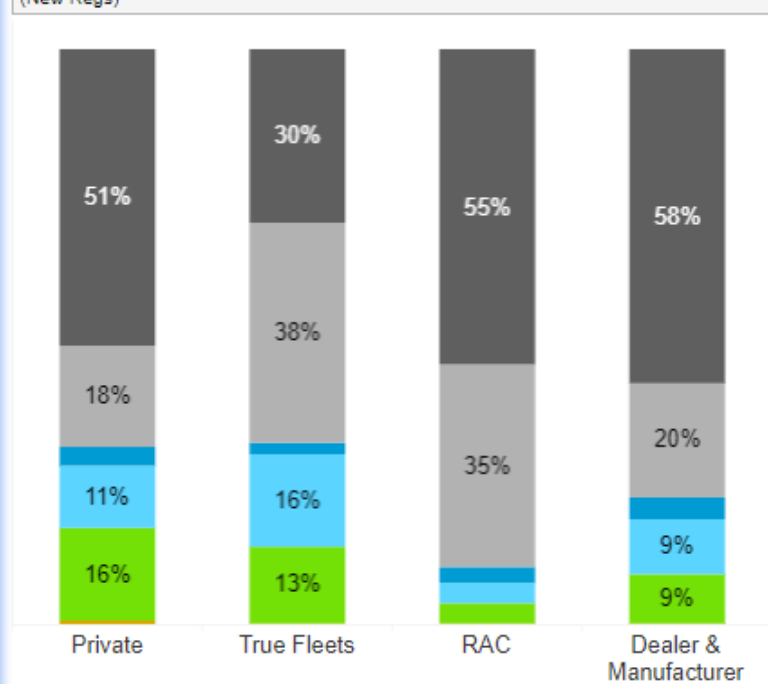
Change Previous Year (New Regs)



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Gesamtmarkt DACH

Fuel types

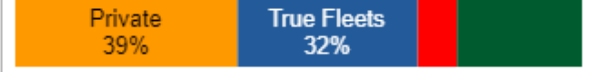
Report Month: Oktober 2021
 Country: DACH
 Segment: (Alle)
 Country: Austria+, Germany, Switzerland
 Channel: Alle
 Brand: Alle

Last Refresh Date: 23.11.2021 16:40:00

Top 20 Brands (ranked by New Regs)

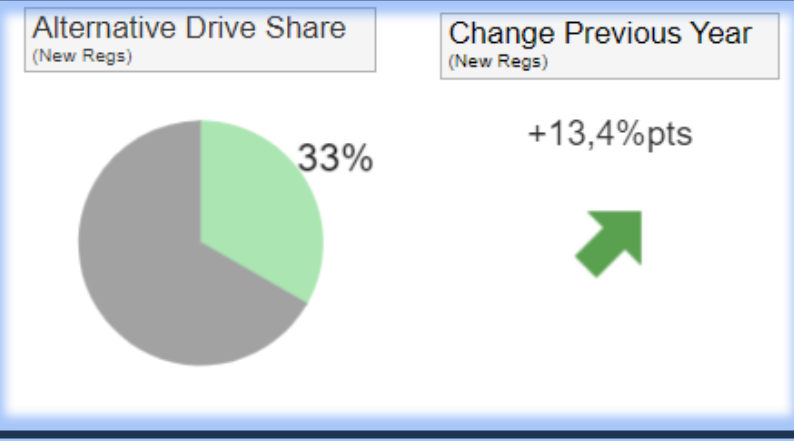


Channel Share (New Regs)

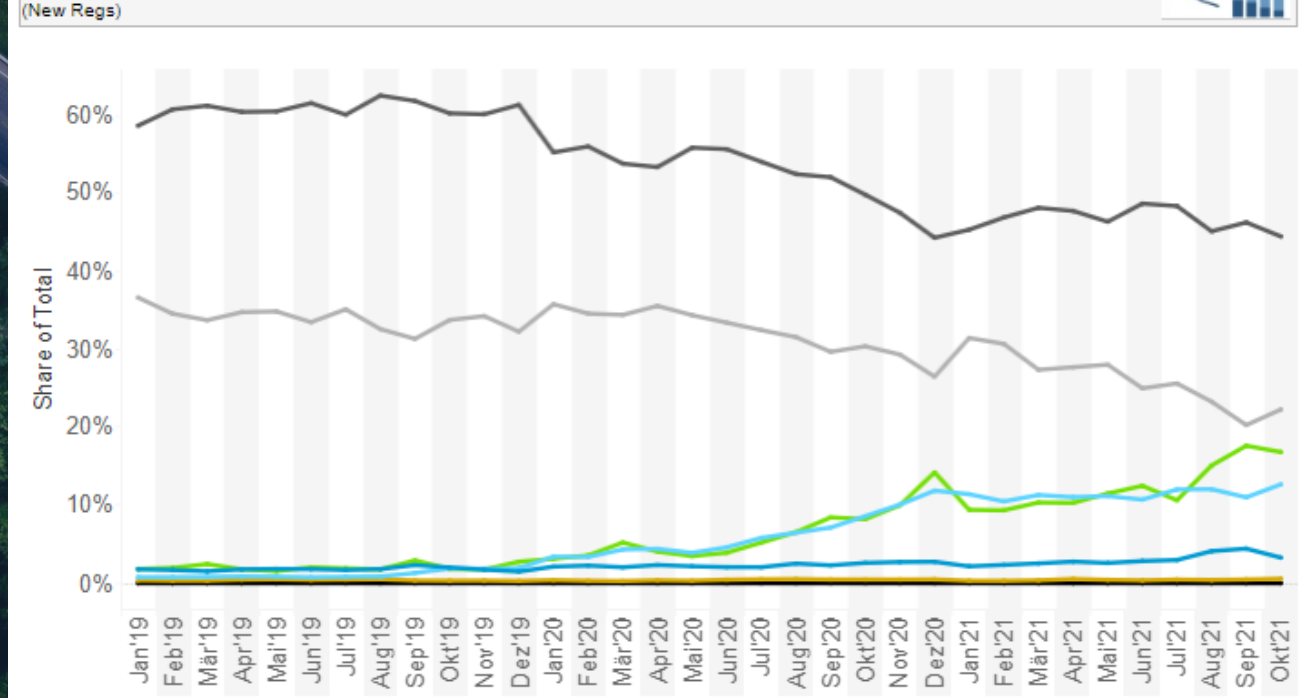


Average CO2 Development per Fuel type

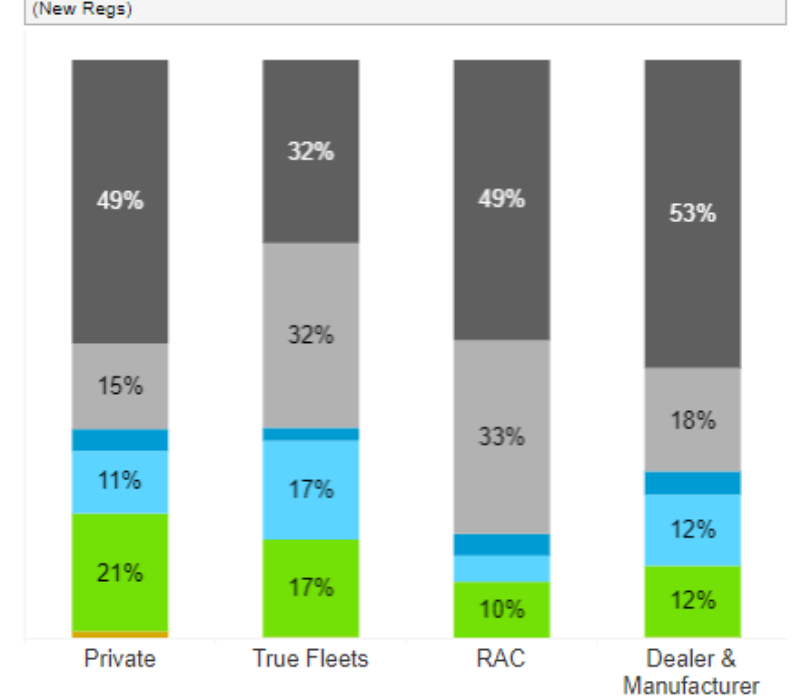
	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	112	132	-15%	
Petrol	149	150	-1%	44%
Diesel	166	164	1%	22%
Hybrid	121	115	5%	3%
Plug-In-Hybrid	39	42	-7%	13%
Electric	0	0		17%
Gas	118	121	-2%	1%
Other	139			0%



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



Fuel types

Report Month: Oktober 2021
 Country: DACH
 Segment: (Alle)
 Country: Austria+, Germany, Switzerland
 Channel: Private
 Brand: Alle

Top 20 Brands
(ranked by New Regs)



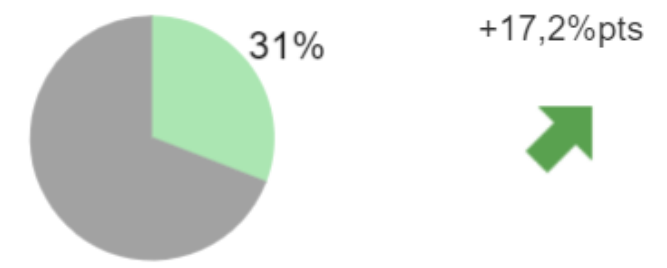
Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	118	145	-19%	
Petrol	150	154	-3%	51%
Diesel	190	187	2%	18%
Hybrid	118	119	-1%	3%
Plug-In-Hybrid	38		-17%	11%
Electric	0		-2%	16%
Gas	118		-49%	1%
Other	159			0%

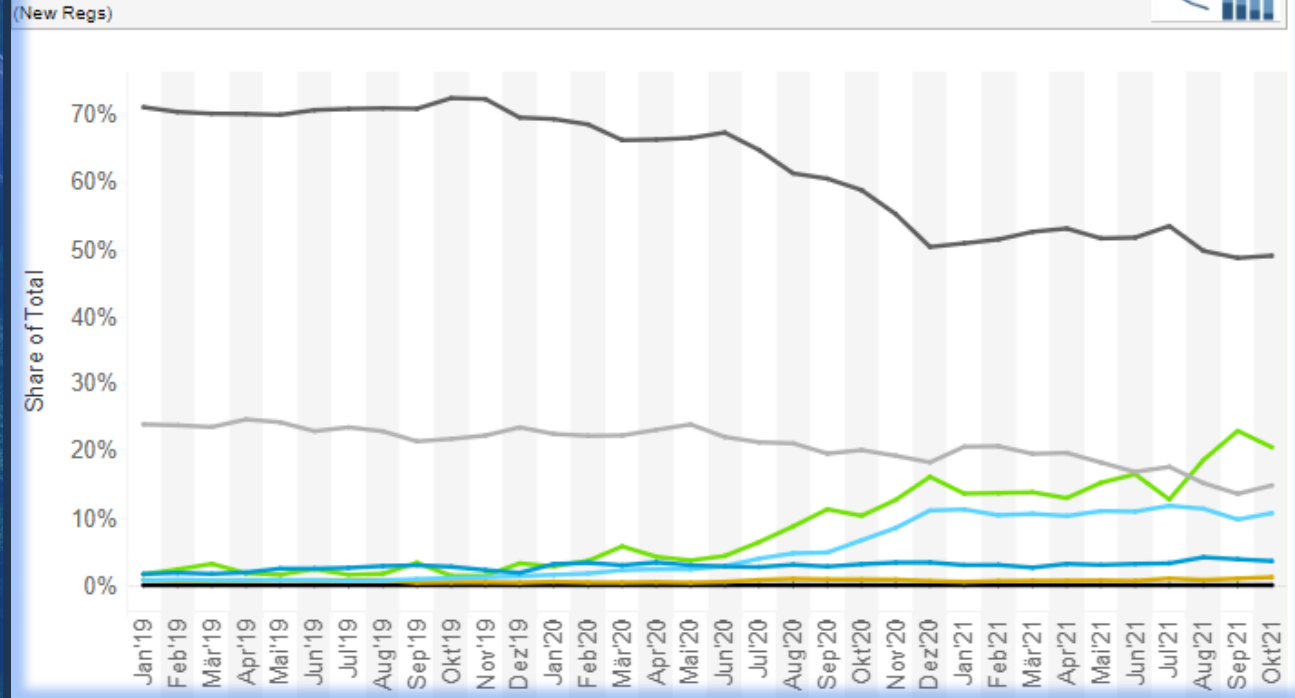
Fuel type: Hybrid
 ØCO2 Current Year: 118
 ØCO2 Prior Year: 119
 ØCO2 Δ%PY: -1%
 Share of Total (New Regs): 3%

Alternative Drive Share (New Regs)

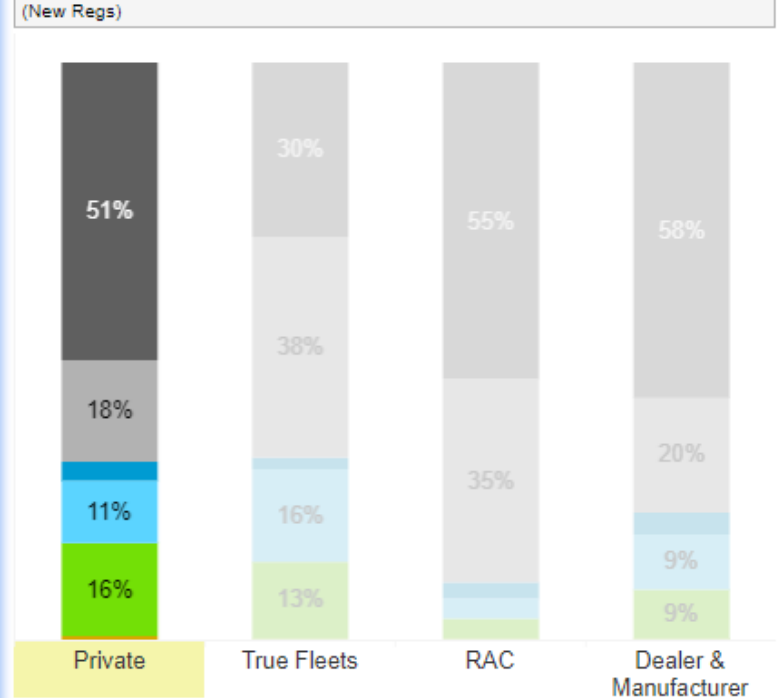
Change Previous Year (New Regs)



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Flottenmarkt DACH

Fuel types

Report Month: Oktober 2021
 Country: DACH
 Segment: (Alle)
 Country: Austria+, Germany, Switzerland
 Channel: True Fleets
 Brand: Alle

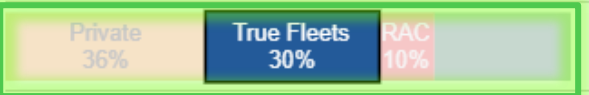
Last Refresh Date: 23.11.2021 16:40:00



Top 20 Brands (ranked by New Regs)



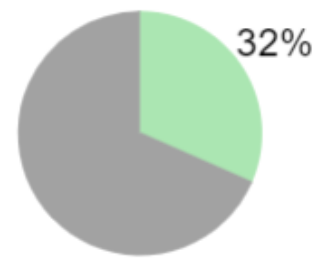
Channel Share (New Regs)



Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	114	142	-20%	
Petrol	153	159	-4%	30%
Diesel	156	163	-4%	38%
Hybrid	120	121	-1%	2%
Plug-In-Hybrid	39	48	-19%	16%
Electric	0	0		13%
Gas	118	119	-1%	0%
Other	372	180	107%	0%

Alternative Drive Share (New Regs)

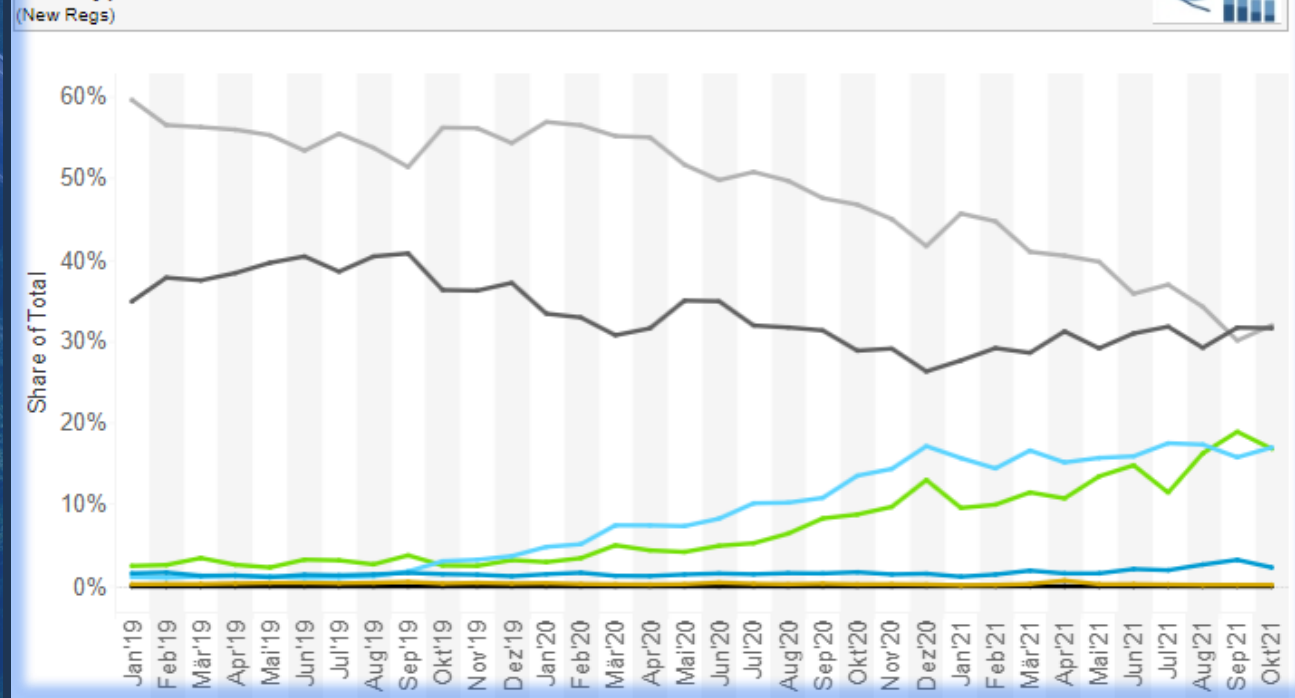


Change Previous Year (New Regs)

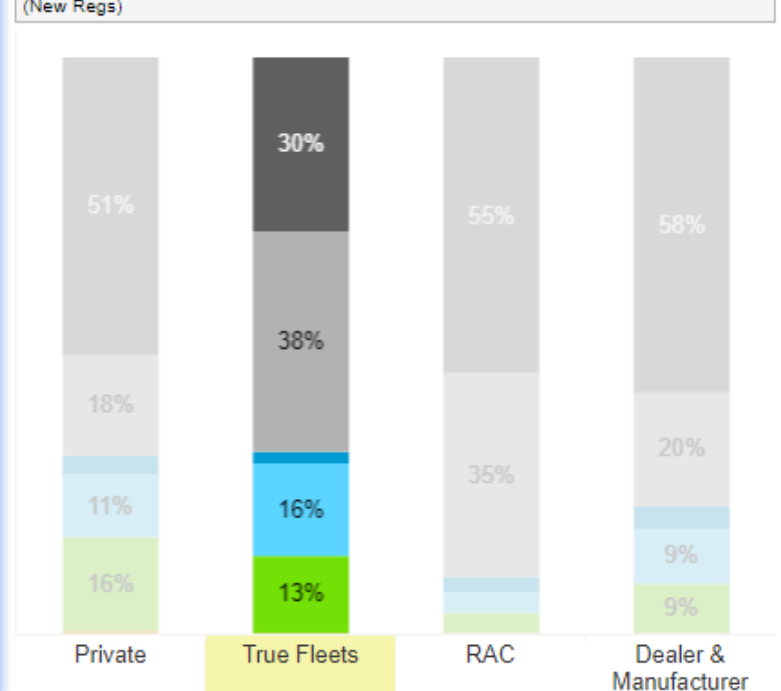
+15,4%pts



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Flottenmarkt Deutschland

Fuel types

Report Month: Oktober 2021 | Country: Germany | Segment: (Alle) | Channel: True Fleets | Brand: Alle

Last Refresh Date: 23.11.2021 16:40:00 | DATAFORCE

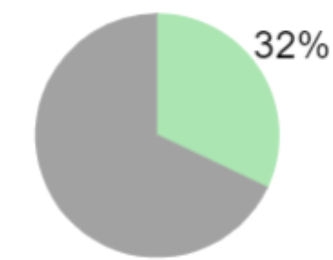
Top 20 Brands (ranked by New Regs)



Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	113	141	-20%	
Petrol	152	158	-4%	29%
Diesel	155	163	-5%	39%
Hybrid	119	121	-2%	2%
Plug-In-Hybrid	39	48	-19%	18%
Electric	0	0		12%
Gas	118	118	0%	0%
Other	372	180	107%	0%

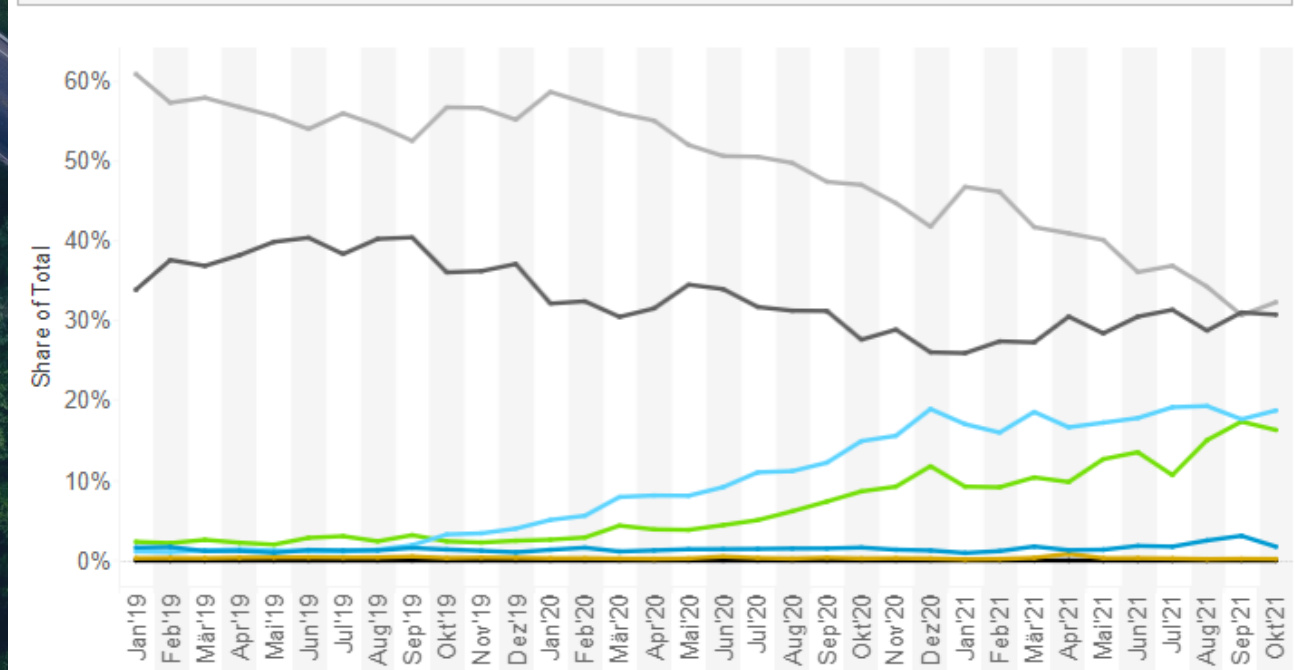
Alternative Drive Share (New Regs)



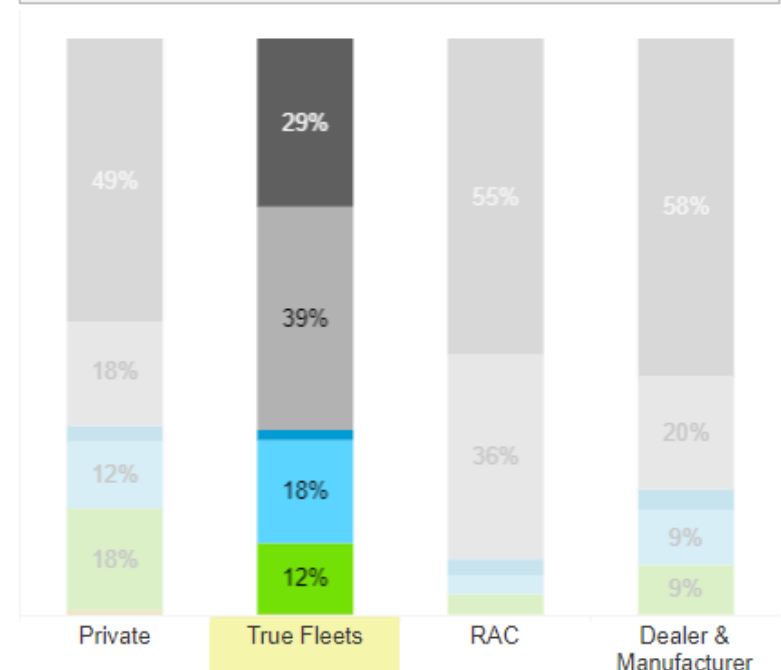
Change Previous Year (New Regs)

+15,6%pts

Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Flottenmarkt Österreich

Fuel types

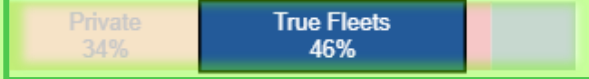
Report Month: Oktober 2021
 Country: Austria+
 Segment: (Alle)
 Channel: True Fleets
 Brand: Alle

Last Refresh Date: 23.11.2021 16:40:00
DATAFORCE

Top 20 Brands (ranked by New Regs)



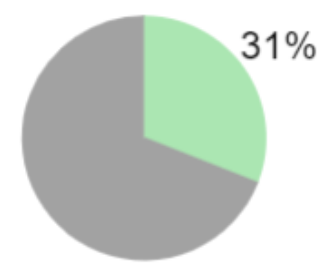
Channel Share (New Regs)



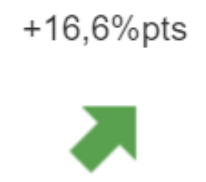
Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	109	137	-20%	
Petrol	143	148	-3%	32%
Diesel	154	159	-3%	37%
Hybrid	123	122	1%	3%
Plug-In-Hybrid	41	46	-11%	8%
Electric	0	0		20%
Gas	109	118	-8%	0%

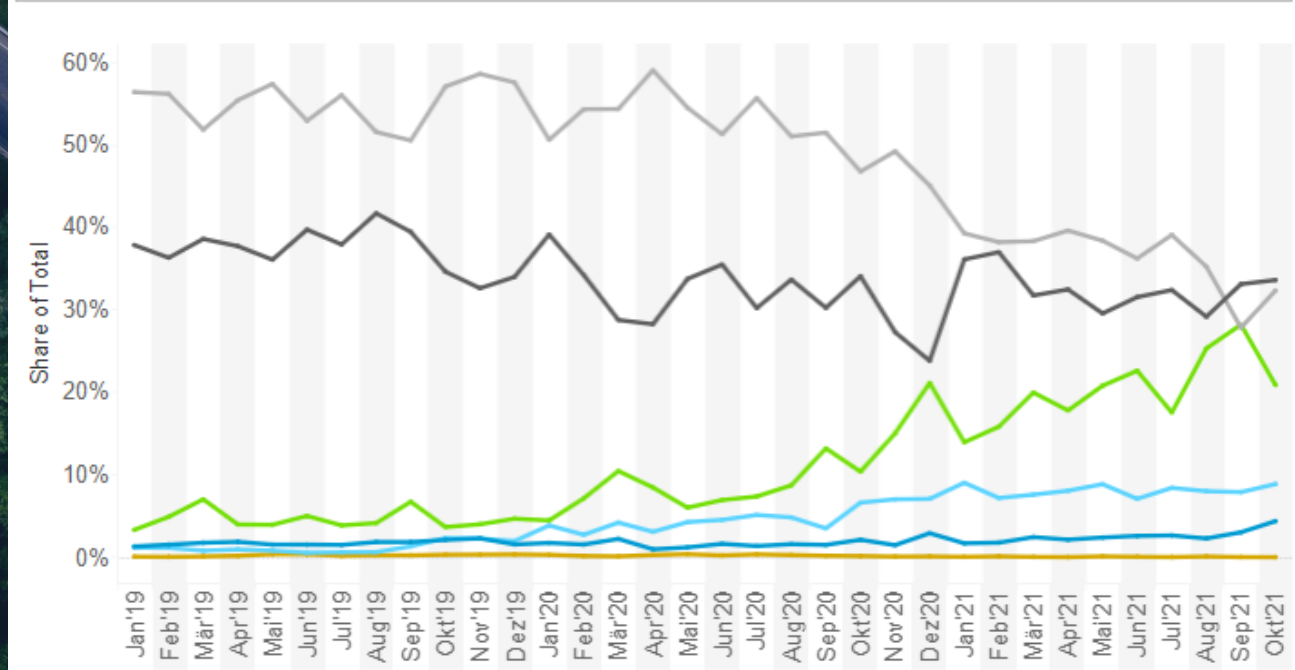
Alternative Drive Share (New Regs)



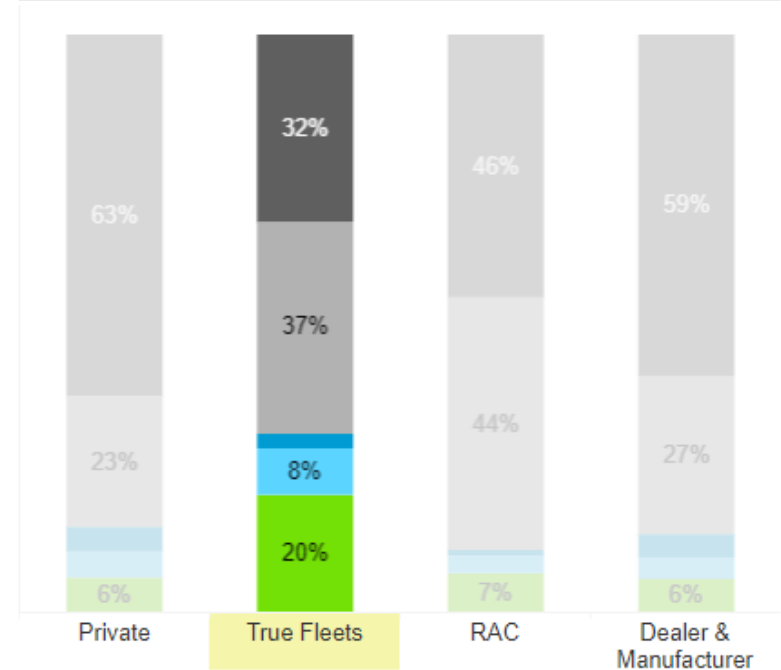
Change Previous Year (New Regs)



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Flottenmarkt Schweiz

Fuel types

Report Month: Oktober 2021
 Country: Switzerland
 Segment: (Alle)
 Channel: True Fleets
 Brand: Alle

Top 20 Brands (ranked by New Regs)



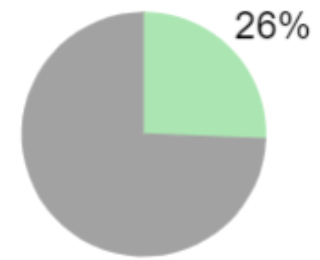
Channel Share (New Regs)



Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	143	165	-13%	
Petrol	182	190	-4%	40%
Diesel	176	183	-4%	35%
Hybrid	118	123	-4%	5%
Plug-In-Hybrid	46	55	-16%	8%
Electric	0	0		12%
Gas	121	128	-5%	0%

Alternative Drive Share (New Regs)

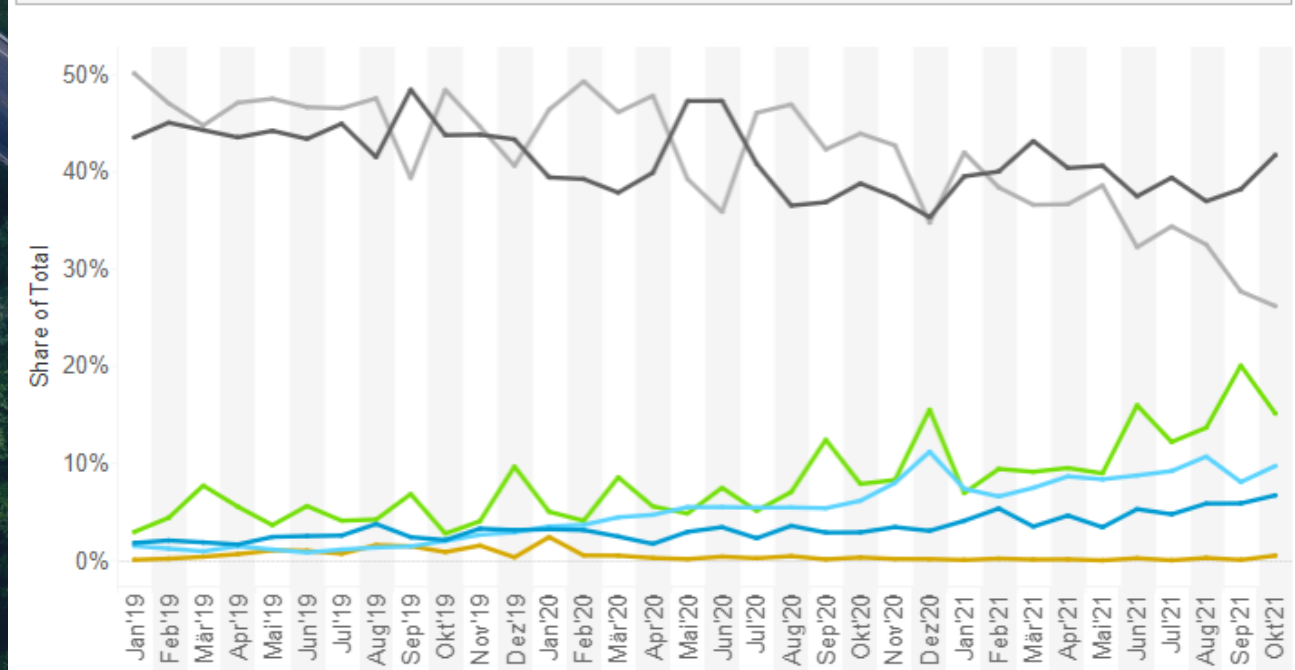


Change Previous Year (New Regs)

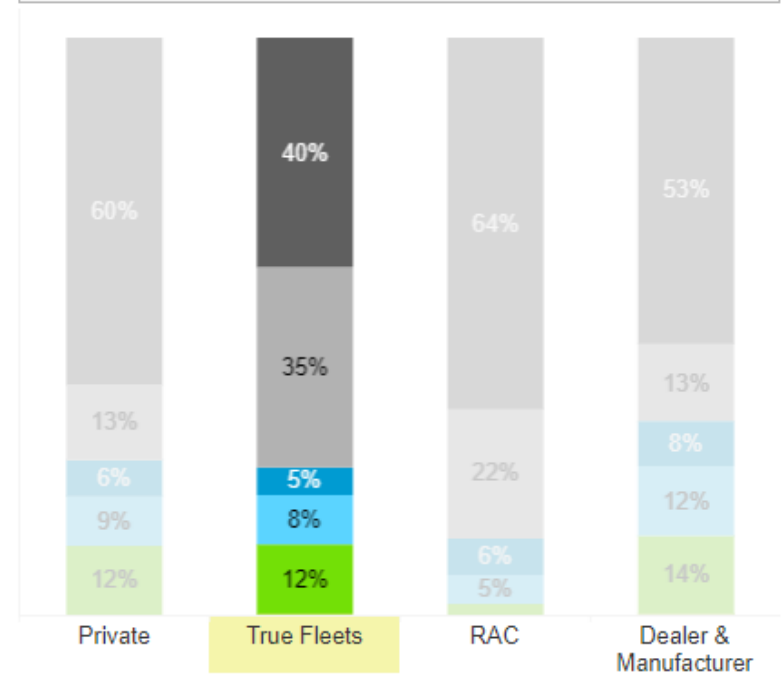
+10,1%pts



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



ROAD 2 ZERO DASHBOARD

Flottenmarkt
Niederlande

Fuel types

Report Month: Oktober 2021
 Country: Netherlands
 Segment: (Alle)
 Channel: True Fleets
 Brand: Alle

Last Refresh Date:
23.11.2021 16:40:00



Top 20 Brands
(ranked by New Regs)



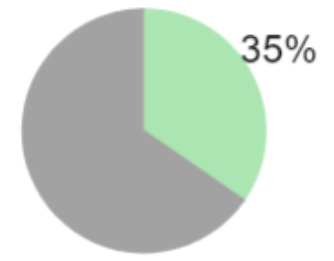
Channel Share
(New Regs)



Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	100	111	-10%	
Petrol	138	140	-1%	62%
Diesel	163	148	10%	4%
Hybrid	114	114	0%	6%
Plug-In-Hybrid	40	44	-9%	10%
Electric	0	0		19%
Gas	122	115	6%	0%

Alternative Drive Share
(New Regs)

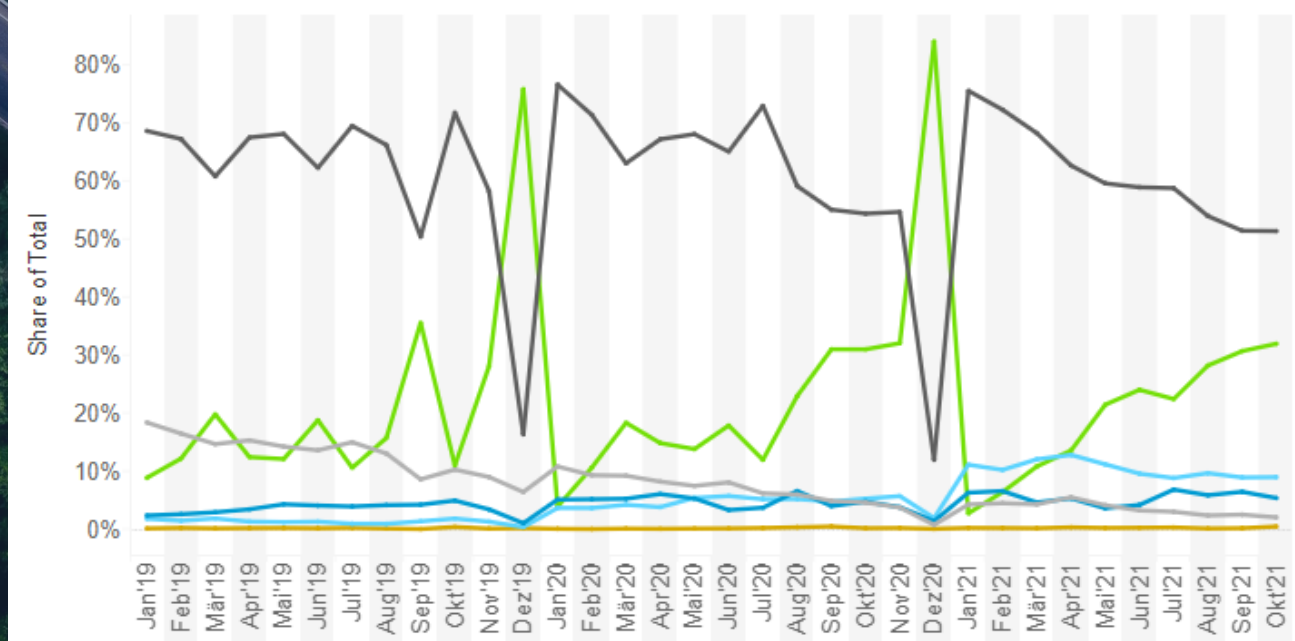


Change Previous Year
(New Regs)

+7,7%pts

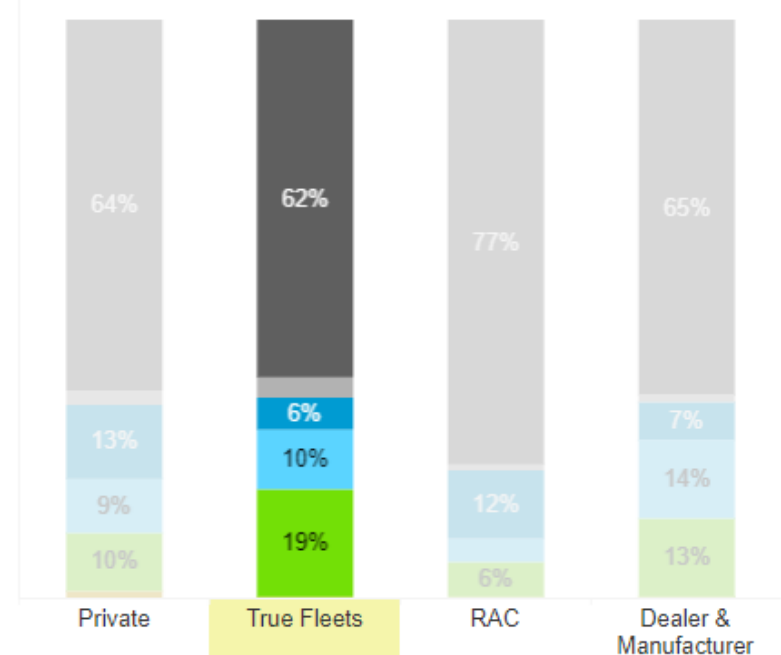
Fuel type Share over Time

(New Regs) change chart



Fuel type Share per Channel

(New Regs)



ROAD 2 ZERO DASHBOARD

Gesamtmarkt
Norwegen

Fuel types

Report Month
Oktober 2021

Month
 YTD

Country
Norway

Segment
(Alle)

Country: Norway
Channel: Alle
Brand: Alle

Last Refresh Date:
23.11.2021 16:40:00



Top 20 Brands
(ranked by New Regs)



Channel Share
(New Regs)



Average CO2 Development per Fuel type

	ØCO2 Current Year	ØCO2 Previous Year	ØCO2 Δ%PY	New Regs Share of Total
Total	29	52	-44%	
Petrol	150	160	-6%	5%
Diesel	165	174	-5%	4%
Hybrid	116	121	-4%	6%
Plug-In-Hybrid	39	43	-9%	22%
Electric	0	0		63%
Gas		141		0%

Alternative Drive Share (New Regs)

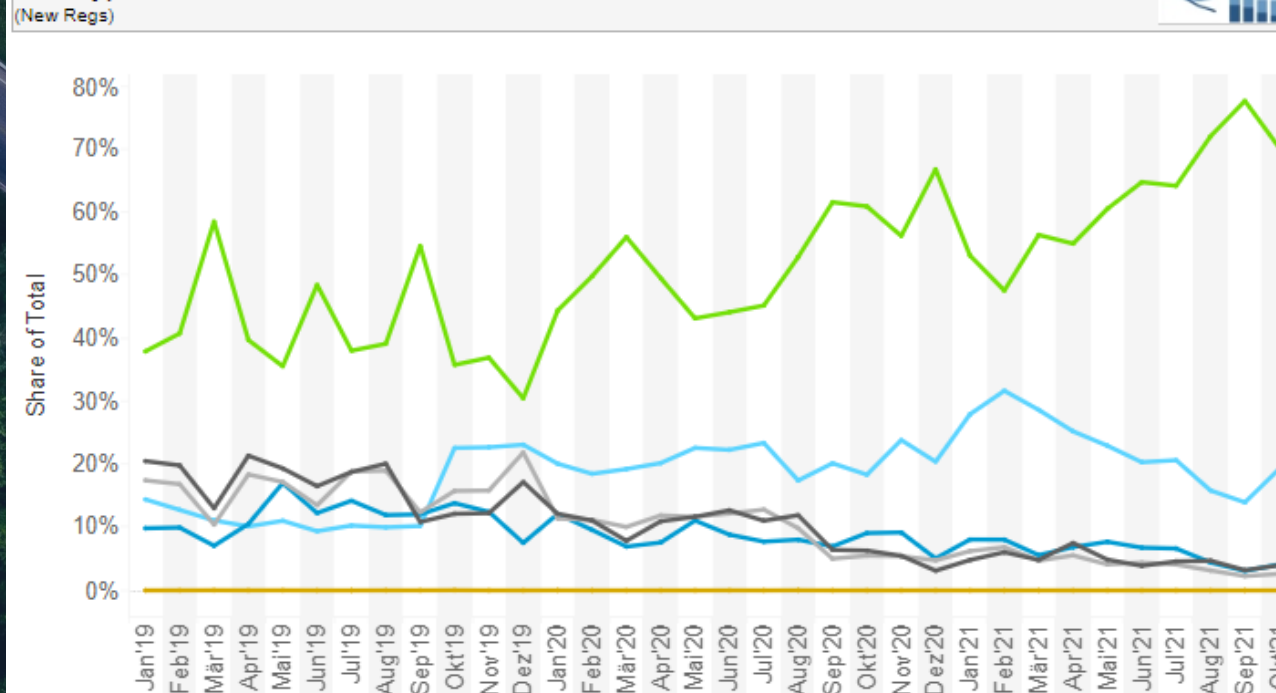


Change Previous Year (New Regs)

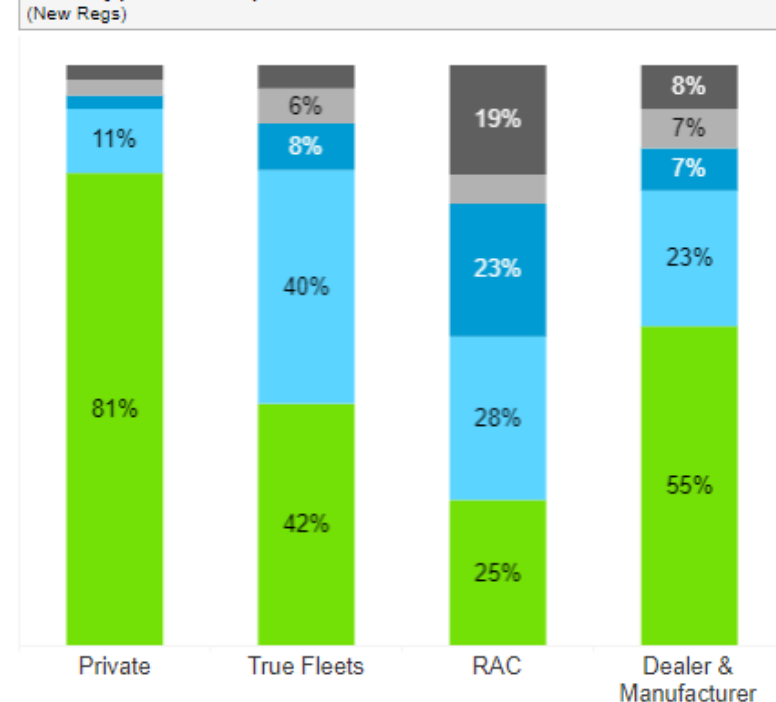
+10,6%pts



Fuel type Share over Time (New Regs)



Fuel type Share per Channel (New Regs)



Erkenntnisse

Alternative Antriebe im Ländervergleich

- DACH 1/3 Zulassungen Pkw mit alternativen Antrieben
- EV DACH Region zweite Kraft hinter Benzin
- Diesel Dominanz im Flottenmarkt ist Geschichte
 - Benziner gleichauf mit Diesel
 - EV gleichauf mit PHEV
- AT Privatmarkt zurückhaltend mit Alternativen
- Flottenmarkt zeigt dynamischere Entwicklung bei den Kraftstoffarten
- Volumen EV höher als PHEV Modelle
- Incentives / Steueränderungen extrem Einfluss
- Norwegen 90% Alternativen Antrieben
- Flotte Vorreiter & Treiber auf Road2Zero

Fragen?

Marc Odinius

CEO

Telefon: +49 163 5938000

E-Mail: marc.odinius@dataforce.de

Christian Spahn

Senior Account Manager International

Tel.: +49 151 12616997

christian.spahn@dataforce.de