

# The Economic Situation of the Automotive Industry in 2020

Berlin, April 2021





# Editorial

The worldwide automotive industry declined for the third successive year in 2020. Whereas you still had to look very closely during the retrospective survey of 2019 to determine whether the decline in the global passenger-car market that year was the most severe to date (which it was in absolute terms but not in relative), this question is easier to answer for the year 2020. The coronavirus pandemic, which started at the end of 2019 and spread worldwide in 2020, was the defining moment of 2020 – not only for the automotive markets but also for the economy, for society, and for all our lives. To curb the spread of the virus, widely varying public health measures were enacted. These included a ban on person-to-person contacts and the closing of retail establishments, hotels and restaurants. International transport of people and goods was massively restricted, creating severe tension in the supply chains. In some countries, everything non-vital was shut down. These measures were necessary to avoid overburdening the healthcare systems in the individual countries. Unfortunately, they did not always work. The pandemic had immense effects on economic development. Many national economies slipped into a deep recession in 2020. In contrast to previous recessions, however, this one was not caused by any misguided economic developments. Rather, the pandemic situation precluded economic activities as we know them; as a result, the global passenger-car market shrunk by 15 percent.

Taking a closer look at the automotive markets, we see that the pandemic and the associated measures initially affected the Chinese market, which plummeted by about 80 percent in February 2020. In Europe and the USA, the trend was then distinctly downward in March. In April there were practically no new passenger-car registrations in several European countries. In the second quarter, weeklong production standstills

occurred at automotive plants almost everywhere in the world because of the simultaneous breakdown of global demand together with the severe tension in the supply chains.

In the second half of the year, the markets rallied; in China the level of the previous year was already surpassed on a per-month basis. In Europe and the U. S. the upward trend was slightly slower. Governments around the world enacted various economic stimulus programs to bolster their economies. All in all, the mood brightened distinctly toward the end of the year with increasingly high utilization of capacity and rising demand. This recovery could initially not be slowed, either, by the "second surge" of the pandemic. Toward the end of the year, several European countries went into lockdown again. At the same time, however, the approval of vaccines sparked widespread hope. All in all, the recent lockdown has had a less restrictive effect on economic activity.

In our End-of-Year Review 2020, you will find all the relevant figures and developments you need to understand the automotive year 2020. Strong setbacks were also experienced on the markets for commercial vehicles in Europe and the U.S. while the corresponding markets expanded in China. Electric mobility achieved a breakthrough in Europe, making the European market the international leader in this sector. Finally, passenger-car production in Germany fell to their lowest level since 1975. All in all, 2020 was a year of superlatives with many events that could not have been foreseen. What remains is the realization that the German automotive industry can master crises of this kind and quickly return to the path of recovery. Let us hope the pandemic will also come to an end in 2021.

We hope you will enjoy reading this overview.



## New registrations of motor vehicles worldwide by region

Units in 1,000	Passenger cars <sup>1)</sup>			Commercial vehicles <sup>2)</sup>		
	2019	2020	±% 20/19	2019	2020	±% 20/19
Germany	3,607	2,918	-19	410	349	-15
United Kingdom	2,311	1,631	-29	432	335	-22
France	2,214	1,650	-25	541	450	-17
Italy	1,917	1,382	-28	216	183	-15
Spain	1,258	851	-32	62	38	-39
Others	2,996	2,372	-21	723	574	-21
Western Europe (EU14, EFTA & UK)	14,304	10,804	-24	2,384	1,929	-19
New EU members (EU12)	1,502	1,157	-23	260	202	-23
EU27, EFTA & UK	15,806	11,961	-24	2,644	2,131	-19
Turkey	387	610	58	105	186	78
Russia	1,760	1,599	-9	198	177	-11
Others	88	85	-3	14	14	-4
Europe	18,041	14,256	-21	2,961	2,507	-15
China	21,073	19,792	-6	4,724	5,521	17
South Korea	1,531	1,650	8	245	237	-3
Japan	4,301	3,810	-11	894	789	-12
India	2,962	2,401	-19	855	505	-41
Others	2,309	1,605	-30	1,517	1,158	-24
Asia	32,176	29,257	-9	8,235	8,210	0
USA	16,953	14,457	-15	527	410	-22
Mexico	1,316	948	-28	40	26	-34
Canada	1,924	1,543	-20	52	45	-14
NAFTA	20,193	16,948	-16	619	481	-22
Brazil	2,666	1,955	-27	122	104	-15
Argentina *)	372	313	-16	10	9	-10
Others	931	651	-30	57	49	-15
South America	3,969	2,918	-26	190	162	-15
Others *)	5,059	4,292	-15	685	888	30
<b>Total *)</b>	<b>79,438</b>	<b>67,670</b>	<b>-15</b>	<b>12,691</b>	<b>12,248</b>	<b>-3</b>

\*) Partly provisional or estimated

1) In North and South America, Russia and Australia light vehicles

2) In North and South America and Australia medium/heavy trucks and buses

# Contents

Editorial	3
International passenger car statistics	6
Europe	8
Asia	13
America	17
Electric mobility	22
Production	24
International commercial vehicle statistics	26
Heavy commercial vehicles	28
Light commercial vehicles in Western Europe	31
German markets	32
Passenger car market	34
Heavy commercial vehicles	37
Light commercial vehicles	38
Trailers and buses	39
Mobility costs	40
German automotive industry	41
Domestic passenger car production	43
Exports of passenger cars from Germany	45
Foreign passenger car production	48
Turnover	50
Employment	52
Labor costs	54
Statistical Annex	55
Publishing information	68

# International passenger car statistics

Europe: Automotive markets in the grip of the virus -  
China emerges from the Corona low with momentum -  
USA proves more robust than Europe - Europe largest  
electric car market in the world - Pandemic causes  
global production to slump





... AT THE ...  
... FOR THE ...  
... SHOULD ...  
... PERSON ...  
... THE ...

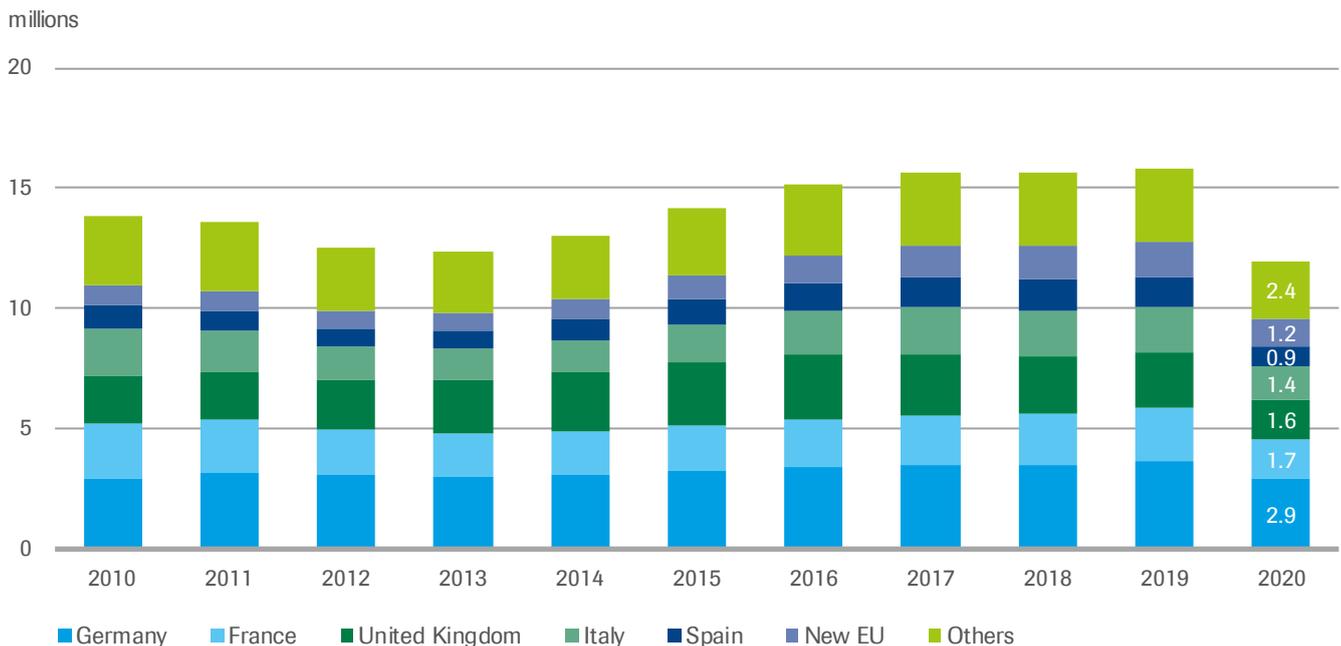
# Europe

## EU27, EFTA & UK

In 2020 the European market for new cars was shaped mainly by the coronavirus pandemic and the associated measures to combat the virus. Since March at the latest, European-wide lockdowns, infection statistics and containment measures have been the predominant topics on the automotive markets. In view of the closed car dealerships and motor vehicle registration offices, the European passenger-car market came virtually to a standstill in the spring of 2020. In March new registrations dropped by more than half (-52 percent). In April – the first “full” lockdown month – the European market then shrunk by more than three-quarters (-78 percent) with several countries even reporting decreases of over 90 percent. It was the subsiding of pandemic in May, together with the far-reaching easing of restrictions, which first heralded the smaller negative trend in the summer months. Nevertheless, it was not until September that the European automotive market was able to report the first month of growth. It remained the only one, however: the renewed surge in the infection statistics in the fall was followed by repeat shutdowns in many countries. The experience from the first lockdown phase, as well as expanded online orders and registrations, partially prevented a renewed breakdown of the market: In the fourth quarter of 2020 new registrations decreased by “only” 8 percent. In Europe a total of 12.0 million new car registrations were reported in 2020 – almost a quarter (-24 percent) fewer than in the previous year and the lowest sales volume since the beginning of data recording in 2003. All the countries in the European market closed the year 2020 with a negative balance-sheet result. The five largest markets all reported two-figure declines.

The European passenger car market slumped by more than a quarter in 2020

New passenger car registrations in Europe (EU27, EFTA & UK)  
Selected countries and regions



Source: ACEA

In the United Kingdom, passenger car sales slumped by almost a third

The shopping enthusiasm of the **British**, citizens of the second largest automotive market in Europe, experienced a strong setback in 2020 – with only 1.6 million new car registrations. This was almost a third less than in the year before and marked the lowest value since 1992. In the past 20 years the annual statistics for new car registrations have fallen below the two million mark only twice – in 2009 and 2011. If the political back-and-forth of the Brexit process already dampened the willingness to buy cars as early as 2017, the coronavirus pandemic dealt the automotive market another blow. The first lockdown, in the spring of 2020, brought automobile sales to a standstill; after a brief rally in September, the sales figures took another nosedive after the recent rise in the infection statistics.

The **French** passenger-car market shrunk by more than one-quarter in 2020: here, too, the measures enacted to combat the coronavirus pandemic led to massive fluctuations. During 2020 the volume of new car registrations dropped to 1.6 million units – the lowest level since 1975. Owing to the measures to combat the pandemic, automobile dealerships were closed in March and April. To counteract the resulting upheavals, the French government introduced several supportive measures at the end of May. These were focused on promoting the electrification of the French passenger-car fleet but also on helping lower-income families to buy a low-emission vehicle. As a result, the market was able to recover somewhat during the summer months. During the second lockdown, which started in November, automobile dealerships were closed again. However, the delivery of already ordered vehicles to customers was allowed – a provision that prevented a renewed market collapse.

The Italian passenger car market fell to its lowest sales volume since 2014

In **Italy** new passenger-car registrations were down 28 percent over the previous year. The number of new car registrations – 1.4 million units – was the lowest since 2014. The decline in sales was already noticeable in the spring since the markets effectively lost more than one month of business in March and April, owing to the countywide hard lockdown. Following the dramatic slump in the first half of the year, the Italian market felt the positive effects of the scrapping and purchase bonuses starting in August. The latter bonus was granted as a function of the CO<sub>2</sub> emissions per kilometer travelled by a commercial vehicle and was raised if an older vehicle was scrapped. The economic stimulus funds were quickly depleted, and the passenger-car market was able to stabilize during the summer months. However, the stricter measures imposed in the last months of the year prevented a continuation of the recovery trend.

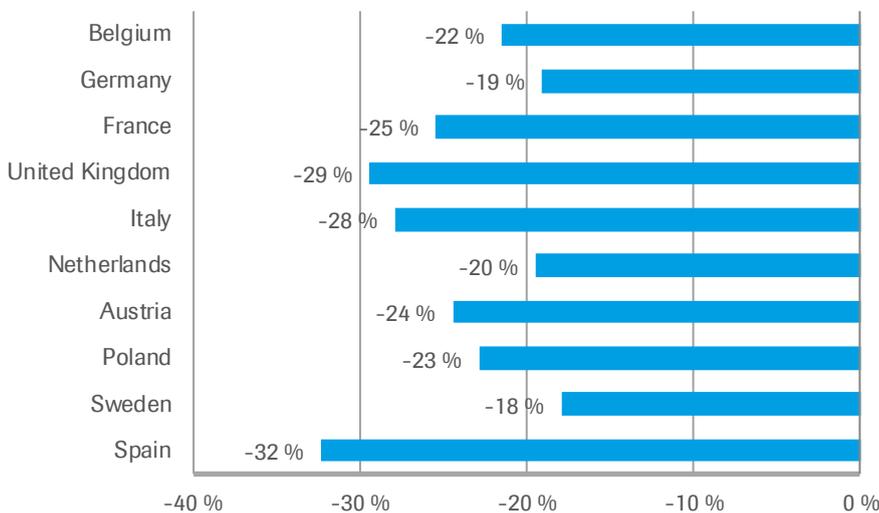
In 2020 the **Spanish** market recorded 851,200 new passenger-car registrations in total – nearly a third (-32 percent) fewer than in 2019. Consequently, the sales figures reported for the pandemic year 2020 were the weakest seen in the last six years. The Spanish market – like the other European markets – lost more than one sales month due to the containment measures enacted in the spring. However, the Spanish government introduced several supportive measures to reactivate demand in mid-June. These included the "Plan Renove" focused on fleet modernization and "MOVES2" to promote the transition to vehicles with alternative powertrains. However, the "push effect" on the automotive market remained extremely modest: Following a single month of positive growth in July, the market returned to negative growth in the following months.

In **Central and Eastern Europe**, the automotive markets in the individual countries showed a negative development in the pandemic year 2020 without exception. In the 12 countries that have been members of the European Union since 2004, new registrations dropped by almost a quarter (-23 percent) in total. For the first time since 2016, they failed to reach the target of 1.2 million. This marked an abrupt halt to a growth trend that had lasted for six years.

Passenger car sales in the Eastern European EU countries fell short of the 1.2 million new vehicle mark for the first time since 2016

Poland, the largest single automotive market in Central and Eastern Europe, recorded negative growth (-23 percent) with 428, 000 new car registrations in 2020. In the Czech Republic automobile sales fell for the third year in a row. A total of 203,000 passenger cars were newly registered – 19 percent less than in the year before. The Central and Eastern European markets still harbor good growth potential for the coming months. On average there are 507 passenger cars for every 1,000 inhabitants – in comparison with a passenger-car density of 551 vehicles per 1,000 inhabitants in the EU-15 countries.

New passenger car registrations in selected countries  
Change 2020/2019 in percent



Source: ACEA

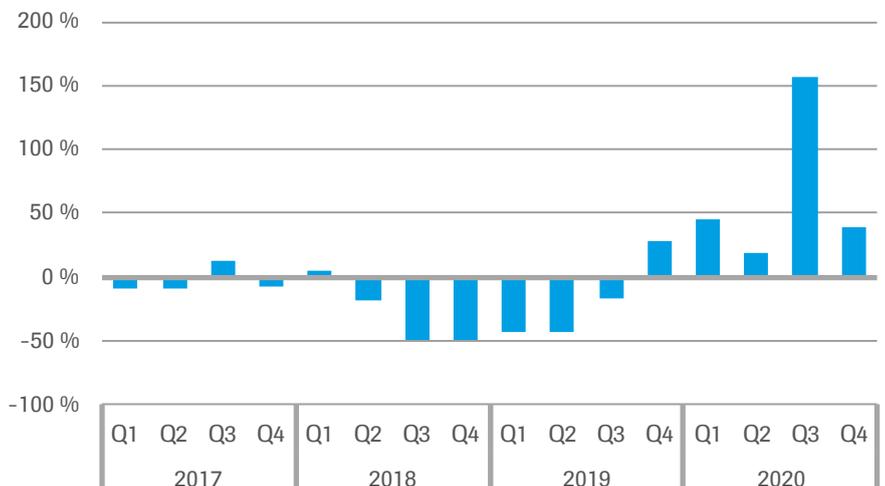
The Turkish passenger car market was one of the few markets to grow in the pandemic year 2020

## Turkey

The Turkish passenger-car market exhibited vigorous growth in 2020. With 610,000 new cars registered, sales were 58% higher than in the previous year. The outbreak of the coronavirus pandemic caused only brief problems. In nine of the 12 months of 2020, two-figure growth was achieved. This high dynamic was due mainly to the low automobile sales recorded in 2019, the weakest sales year in this sector since 2009. In 2018 and 2019, the economic and foreign exchange crisis left distinct marks; only part of the backlog of demand from these years resulted in sales in 2020.

The economic situation in Turkey is still difficult. Nevertheless, the purchase of a new vehicle is attractive for consumers because of the favorable financing conditions and the trend toward individual mobility caused by the pandemic. In the summer of 2020, moreover, the reform of a special tax on certain consumer goods, which resulted in a price increase for many vehicles, had a major impact on sales of passenger cars in Turkey. This led to a "pre-buy effect" and weakened growth dynamics in the fourth quarter.

Passenger car sales in Turkey  
Percentage change from same quarter of previous year



Source: OSD

## Russia

The Russian light-vehicle market contracted by 9 percent in 2020 to a market volume of 1.6 million new vehicles. Owing to the countrywide lockdown from March 30 to May 11, vehicle sales recovered swiftly. A marked decline in sales was noted only for the months April to June; after this, the sales level was usually at – or slightly above – the level of the previous year. In the second half of 2020, the sales volume even expanded, finally, by 3 percent.

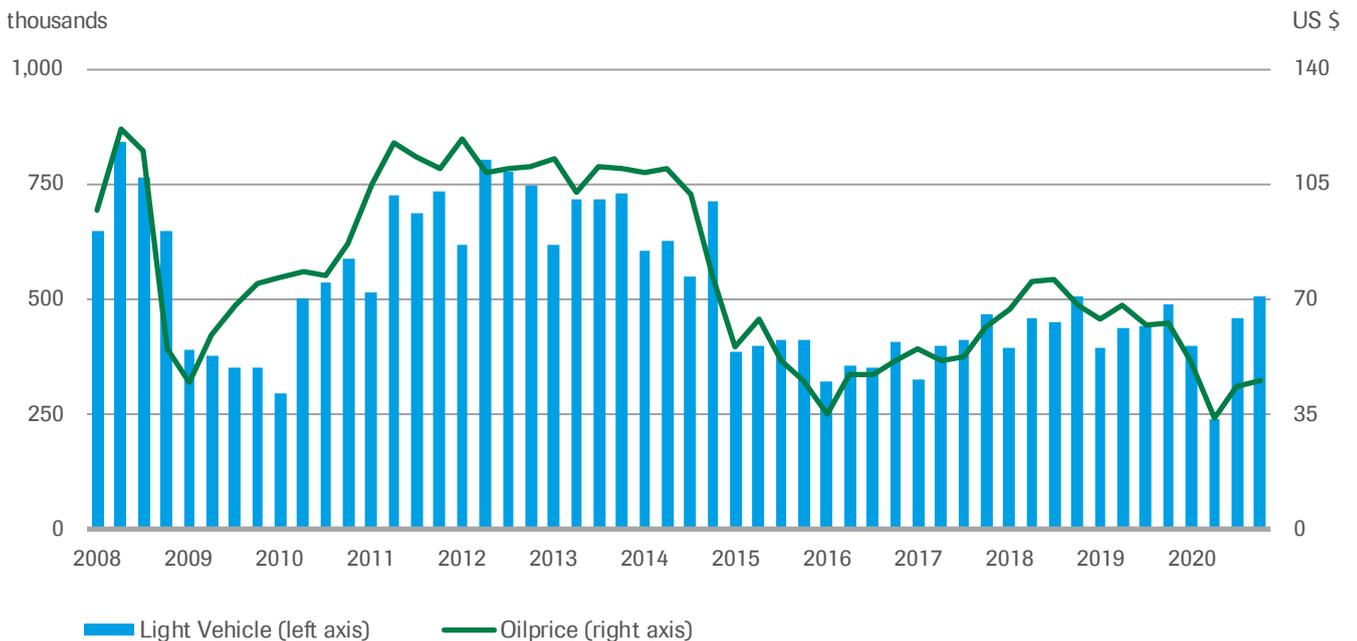
Russian light vehicle sales recovered quickly after the nationwide lockdown

The market was buttressed by two promotional programs enacted as part of the measures taken to mitigate the economic effects of the pandemic. These included the allocation of 7 billion rubles for the promotional programs "First Car" and "Family Car."

The premium segment displayed a more robust development than the overall market in 2020. In this segment income losses and higher prices for new vehicles played a lesser role. For this reason, German automakers could strengthen their market position slightly. Although sales by these companies also decreased by 6 percent, their market share rose from 19.4 to 20.1 percent.

Light vehicle sales in Russia and oil price (Brent)

Light vehicle sales (left axis) and oil price (Brent, USD per Barrel, right axis); Quarters



Source: AEB, HWWI

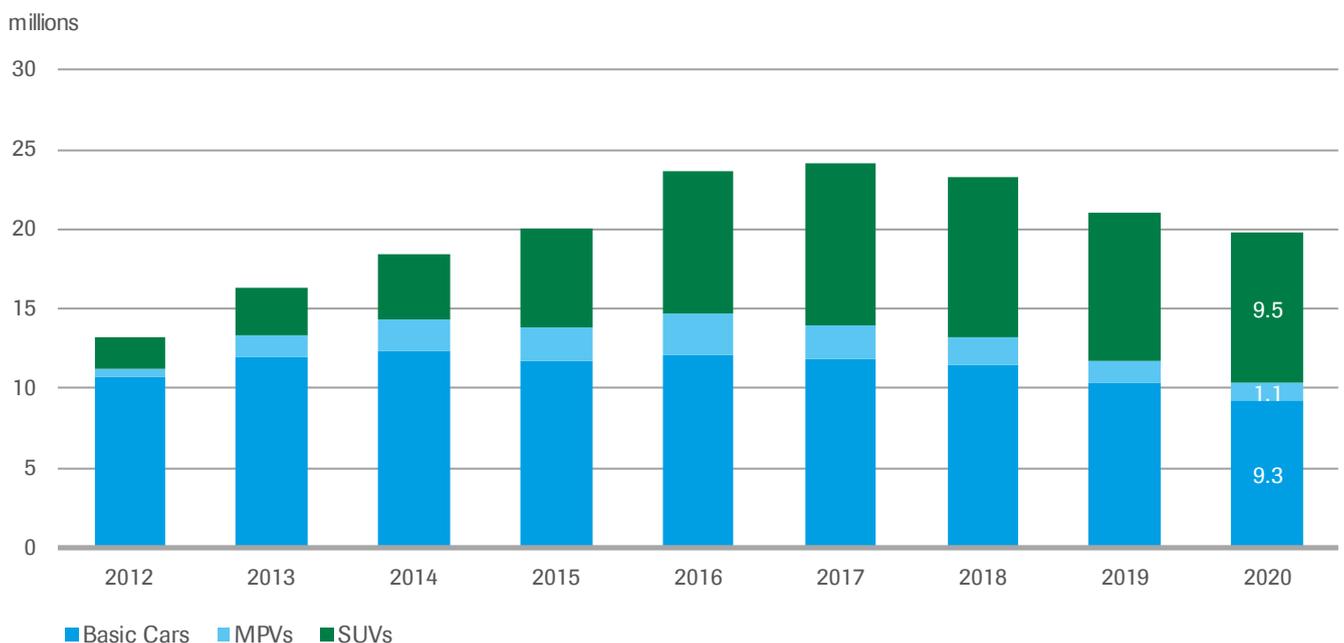
# Asia

## China

The Chinese passenger-car market is the largest automotive market worldwide and accounts for one-third of global automobile sales. From 2010 to 2017 passenger-car sales rose by an average of 12 percent. This trend was reversed in 2018, when the market declined for the first time in over two decades. In 2019 negative figures were again reported. In 2020 the market then contracted for the third time in succession. Particularly in the spring, the outbreak of the Covid-19 pandemic and the resulting containment measures all but paralyzed economic activity and demand for automobiles in China. In the first quarter of 2020, for example, sales of new cars were 45 percent below the level of the previous year. However, both industrial and consumer activity rallied quickly during the summer months. However, the strong sales growth in the second half of the year (+9 percent) was not able to offset the sales lost in the first half. On the whole automobile sales declined by 6 percent to 19.8 million new vehicles in 2020.

Following the Covid-19 outbreak in the spring, the Chinese government cranked up the market. Unlike the situation in 2015, when the government came to the aid of the faltering market with a broad-based countrywide lowering of the value-added tax, the promotional measures taken this time were mainly on the local level. More than 20 provinces – including Peking, Shanghai and Guangdong – issued different directives to stimulate automobile purchases. Relaxing its formerly strict policy at short notice, for example, the District of Hangzhou issued 20,000 additional license plates for conventional cars. The city of Ningbo, on the other, subsidized the purchase of vehicles manufactured locally with 5,000 RMB per vehicle. Numerous regions completely rescinded the normally stringent regulations limiting the entry of passenger cars and special vans into cities. Furthermore, used cars can now be sold nationally – a practice that is largely prohibited otherwise.

Passenger car sales in China  
Segment structure

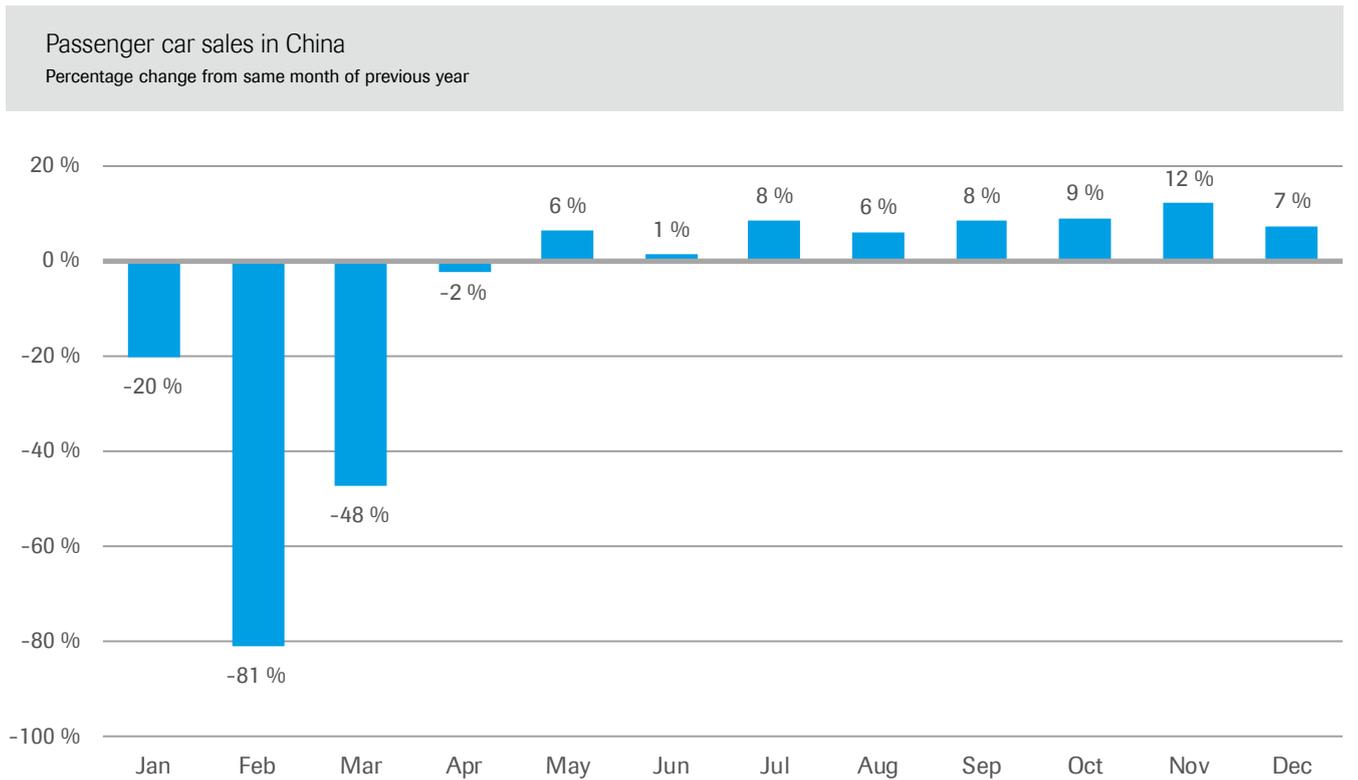


Many of the promotional measures were taken in the sector of electric mobility. In addition to simple premiums for purchasing electric passenger cars, for example, subsidies were offered in many places for the associated battery-charging fees. These incentive schemes propelled electric mobility forward in the second half of the year: Between July and the end of December, sales of electric vehicles rose by a whopping 50 percent: A total of 1.2 million electric vehicles were sold in China in 2020. This meant that 6.3 percent of the Chinese automotive market was already electrified in 2020.

A paradigm shift in segment structure took place in 2020. Sales of SUVs, which have gained rapidly in popularity among customers in recent years, grew by 1 percent to 9.5 million units. With a share of 48 percent of the automotive market,

SUVs are now the most popular vehicle segment of the Chinese automotive market. Dropping by 10 percent to 9.3 million units, sales of basic cars shrunk at nearly the same tempo as the overall market. The minivan segment suffered a marked drop of 24 percent to 1.1 million units.

The German corporate brands did not benefit fully from the market revival in the second half of the year. Although they recorded growth during the summer months, they had to face a decrease in sales of 5 percent in the final quarter of the year – during which time the overall Chinese market grew by 9 percent. The German OEMs delivered a total of 4.8 million new vehicles locally – 7 percent less than in the year before. Their market share thus shrunk minimally from a record value of 24.6 percent in 2019 to 24.4 percent in 2020.



## South Korea

The South Korean passenger-car market bucked the international trend in 2020 by reporting a marked increase in sales. A dramatic drop in sales at the beginning of the year – due to the nationwide lockdown – was followed as of March by a total of eight months characterized by expansion – with double-digit growth in six of them. In 2020 a total of 1.6 million vehicles were newly registered – 8 percent more than in the preceding year and more than ever before.

This result was made possible by both efficient measures against the pandemic and the lowering of the fuel consumption tax on automobile purchases – from a regular 5 percent to 1.5 percent and 3.5 percent in the first and second six months of 2020, respectively. During a period in which people were choosing to take their own car instead of public transport owing to the pandemic, this culminated in a new sales record.

## Japan

The automotive market in Japan also had to contend with the coronavirus pandemic. When the first surge of infections hit the country in April, the government enacted strict containment measures. As a result, the Japanese passenger-car market decreased by 20 percent in the first six months of 2020. In the second half of the year, it was able to gain some ground. In the final quarter of 2020, it also benefitted from a favorable comparison with 2019, owing to the upheavals caused by the hike of VAT in the fall. A total of 3.8 million new vehicles were registered in Japan in 2020 – 11 percent fewer than in the year before.

Sales of "kei cars" (cars in the smallest class with less than 660 cc of engine capacity, a maximum length of 3.4 meters and a maximum width of 1.5 meters) developed almost in step with the overall market, falling by 10 percent. The number of kei cars came to 1.3 million, accounting for a good third of the entire market in this vehicle category. Customers registering a kei car enjoy a tax benefit and are exempt from having to prove they have a parking space.



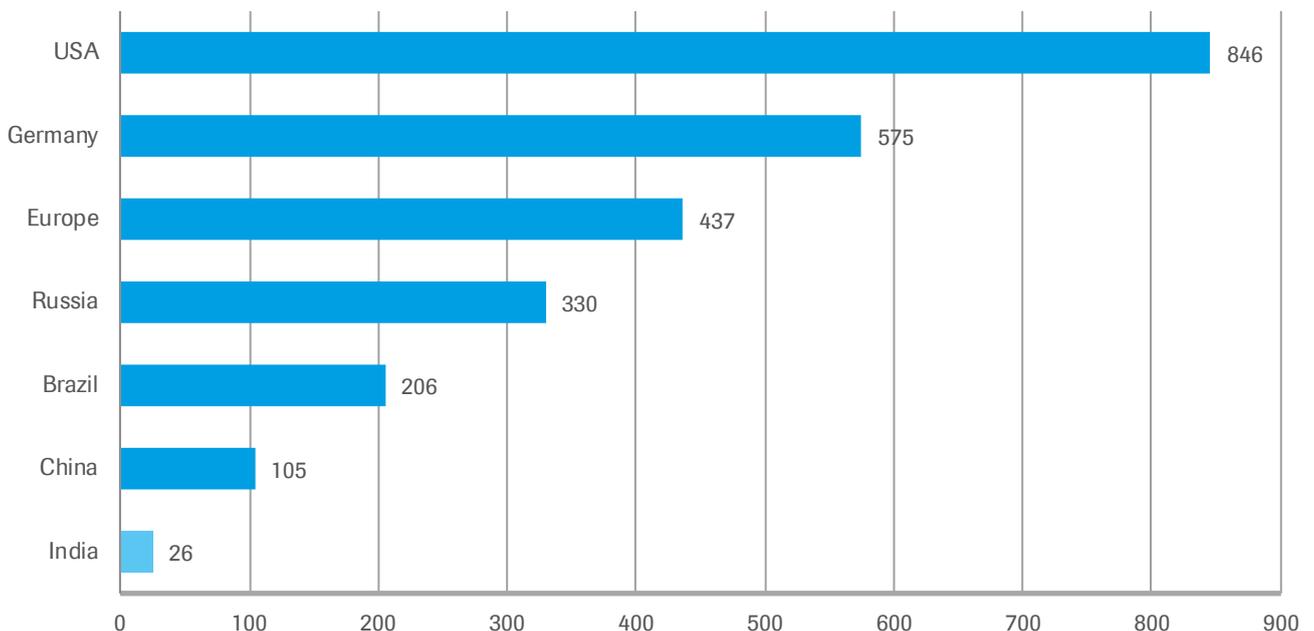
## India

The Indian passenger-car market contracted by 18 percent to 2.4 million vehicles in 2020. In 2019 a crisis in the shadow bank sector, which provides most of the automobile loans in India, had already created a negative sales dynamic; this trend was then exacerbated by the pandemic. The nationwide lockdown, imposed in an extremely strict form from March 24 to May 3 and then relaxed step by step, brought public life almost to a standstill during this time. Cars fresh off the assembly line in India in April were not sold, for example.

Automotive trade in India came to a complete standstill in April

In the second half of the year, however, the situation eased markedly. Whereas the sales result for the period January to June was still 47 percent below the value of the previous year, growth of 14 percent was achieved in the following six months. The successful business done at the time of the Diwali Festival in 2020 played a central role here. In connection with the Diwali festivities, automotive dealerships in India traditionally introduce new models and make special offers to boost sales. Since business was rather weak during the Diwali season in 2019, a distinct increase in sales could be realized in 2020. The backlog of demand from the first half of the year resulted in sales mainly during the period August to October. However, the dynamic also remained positive toward the end of the year.

Passenger car density in selected countries / regions  
Number of passenger cars per 1,000 inhabitants



# America

## United States

Last year sales of light vehicles in the USA dropped by 15 percent to 14.5 million units – a decline of almost 2.5 million vehicles in absolute figures over 2019. The downturn was thus less pronounced than in, say, Europe. One reason was that the health policy response to the pandemic in the U.S. varied greatly from region to region: Lockdowns were not imposed in all the states, for example. Furthermore, online business expanded markedly, and demand was stimulated via low-interest loans and discount campaigns. For these reasons, the market developed more robustly than was feared in view of the pandemic situation.

The worldwide trend toward light trucks that could also be observed on the U.S. light vehicle market in recent years continued during the "corona year 2020." Sales of light trucks dropped by almost 10 percent to more than 11.1 million units whereas sales of basic cars declined by 28 percent to 3.4 million

vehicles. In 2020 the light truck segment thus accounted for 76.5 percent of all vehicles sold. The largest subsegment within the light trucks – and the biggest winner in recent years – has been the CUVs (crossover utility vehicles) – the segment generally called SUVs in Germany.

In 2020 CUV sales shrunk by 10 percent to about 6.3 million units, achieving a solid 43 percent market share and again constituting the largest subsegment in the U.S. market. The SUVs, which – in contrast to the CUVs – boast off-road features and large external dimensions, achieved a market share of barely 9 percent. Sales of SUVs fell by 9 percent to barely 1.3 million units. Sales of pickup trucks attained a volume of 2.9 million vehicles (-6 percent) and a market share of 20 percent. In the van segment, the last subsegment among the light trucks, 0.7 million units were sold in the U.S. in 2020 (-24 percent, market share of 5 percent).

Long-term trends in light vehicle sales in the US

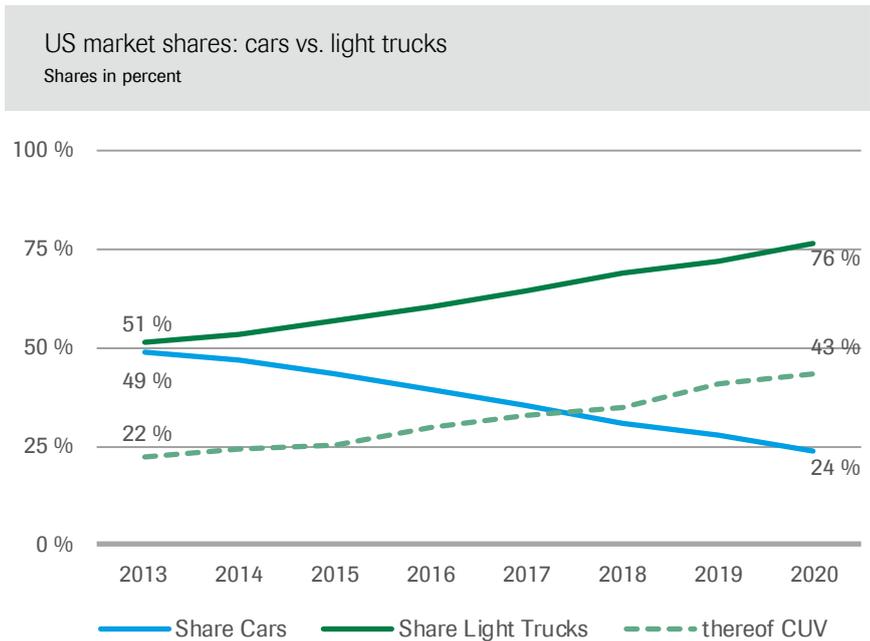
Segment structure



German brands outperformed the overall US market in 2020

By selling almost 1.2 million light vehicles (-12 percent) in 2020, the German OEMs were able to increase their market share slightly in the contracting U.S. market environment. In the light truck segment, sales by German OEMs dropped by 5 percent to 0.8 million vehicles; the decrease was not as noticeable here as in the overall market. In the dramatically shrinking basic car segment, sales fell by 22 percent to 0.4 million units. This drop was also not as pronounced as in the industry as a whole (-28 percent). As a result, their market share rose to 8.3 percent in 2020 (2019: 8.1 percent).

In 2020 8.6 million light vehicles rolled off the assembly lines – 19 percent less than in 2019. This total included a good 1.9 million basic cars (-23 percent). In the USA light truck production reached a volume of 6.5 million units (-17 percent). The share of light trucks in total U.S. vehicle production thus rose to 77.5 percent in 2020 from 76.1 percent in 2019.



## Mexico

The Mexican light vehicle market experienced the sharpest decline in North America in 2020. Sales on this market fell by 28 percent from the previous year and were thus below the threshold of one million units (947,700) for the first time since 2012. In the segment of classic basic cars, sales were down 31 percent to 527,600 vehicles. The development of sales in the light truck segment was slightly better, with a decline of barely a quarter (-24 percent). With a total of 420,100 units sold, light trucks accounted for 44 percent of all vehicle sales in Mexico in 2020. Although sales declined for the fourth year in succession, the light vehicle market still harbors growth potential for the coming years in Mexico's emerging economy. At the end of 2019 Mexico had a vehicle density of only 262 light vehicles per 1,000 inhabitants – in comparison with 846 light vehicles per 1,000 inhabitants in the U.S.

Light vehicle production takes place on a distinctly higher level in Mexico, which has become an important automotive nation in recent years. Despite a drop of 21 percent in light vehicle production, more than 3.0 million of these vehicles rolled off the assembly lines in 2020.

## Canada

The light vehicle market in Canada declined for the third straight year in 2020. Sales fell by one-fifth (-20 percent) to 1.5 million units. Sales of basic cars, consisting of 318,000 passenger cars, were more than a third (-36 percent) below the level of 2019. Sales of light trucks dropped by 14 percent from last year's record value to 1.2 million units. The percentage of light trucks (CUVs, SUVs, pick-ups and vans) in the overall market came to 79.3 percent and was thus above the corresponding levels in the USA (76.5 percent) and Mexico (44.3 percent).

Furthermore, Canada recorded a renewed downward trend as a manufacturing location. The production of light vehicles dropped by 28 percent to barely 1.4 million units. Due to the demand crisis in North America (among other factors), production in the segment of basic cars suffered another setback (-29 percent). There was also a distinct decrease (-28 percent) in the output of light trucks. In 2020 light vehicle production was thus more than 40 percent below the level of 2016, the last growth year.

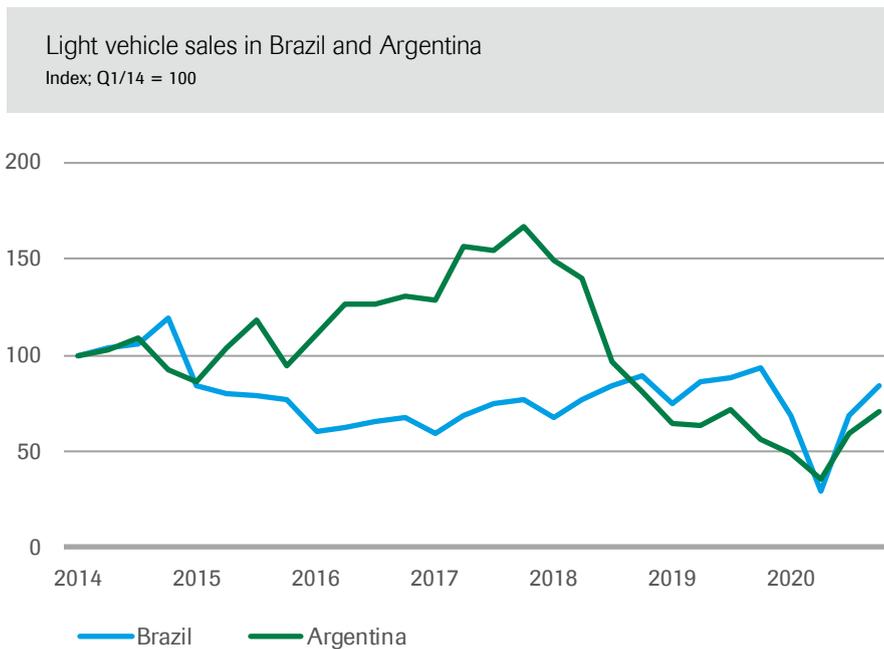


## Mercosur

Sales of light vehicles in Mercosur dropped by about a quarter in 2020. Only 2.3 million new light vehicles were sold in 2020, as compared with 3.1 million in 2019. Although the pandemic dealt a serious blow to all the markets in this economic region, the Brazilian light vehicle market was especially hard hit. Some 85 percent of light vehicle sales in Mercosur are made in Brazil, the dominant market in South America. This second most important market is Argentina, which accounts for 14 percent of the annual volume of new vehicle sales in Mercosur.

The market volume on the [Brazilian](#) light vehicle market fell to just under 2.0 million vehicles and was thus slightly below the volume recorded in the crisis year 2016. Fewer light vehicles were sold most recently in 2006; however, this was in the context of a growth period. Brazil has been especially hard hit by the coronavirus pandemic. The government of President Bolsonaro has met this challenge with measures which were extremely soft in the international comparison. Measures taken in many other countries to lower the incidence rates – such as lockdowns and curfews – were not imposed in Brazil. The economy did not benefit from this pandemic policy approach. Rising unemployment, declining incomes and low consumer confidence created a difficult market environment. Furthermore, the relatively high sales figures for 2019 – which were driven by cheap credit – led to a high baseline value; this was also reflected by the weak growth rates in 2020. Positive growth was attained in only one month – and two-digit decreases were even recorded from March to October.

In Brazil, just under 2.0 million light vehicles were sold. In the record year 2012, the figure was 3.6 million.



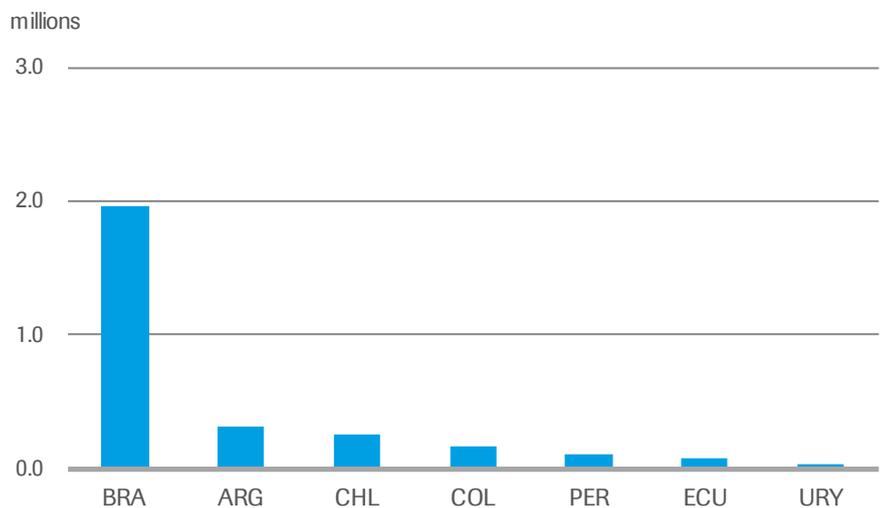
Source: ANFAVEA, ADEFA

In Argentina, light vehicle sales fell less sharply in 2020. This was offset by a steep decline in 2019

The decline in sales was less pronounced in [Argentina](#), where 312,800 light vehicles were sold in 2020 (-16 percent). The economic crisis, which had already raged in this country in the preceding years, was a central reason for this lesser decrease. Since the comparative level was simply already very weak in 2019, the coronavirus pandemic was not felt as acutely in the figures for the year.

Nevertheless, the pandemic had a distinct impact on the automotive business. On the one hand, public life was severely restricted by the lockdown imposed at the end of March and successively relaxed as of the beginning of May. At the same time, however, the greatest loss (-74 percent) in the past year was recorded in April for this reason (among others). Starting in September, however, the dynamic changed in the light vehicle market. During this period, monthly growth rates of +22 to +37 percent were achieved.

Light vehicle sales in South America



Source: ANFAVEA, ADEFA, ANAC, Fenalco, AAP, AEADE, Ascona

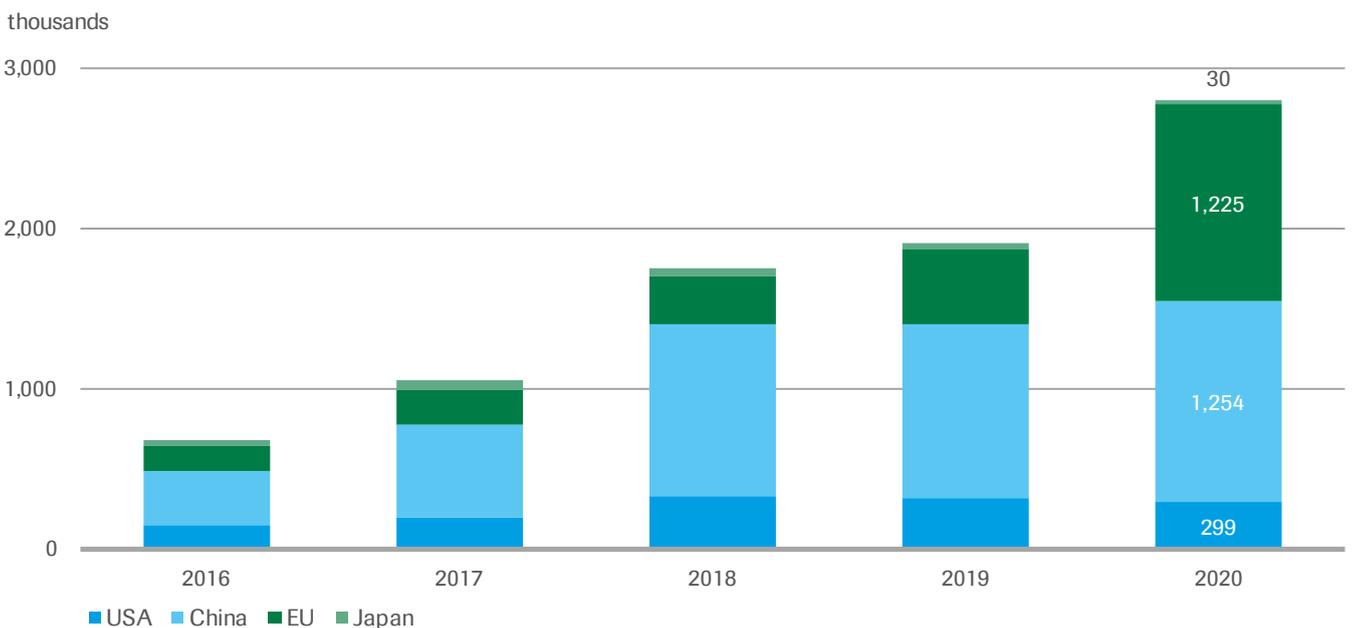
# Electric mobility

In 2020 electric mobility achieved a breakthrough in Europe (EU-27, EFTA & UK). New registrations of electric passenger cars rose by 143 percent to 1.4 million vehicles – more electric passenger cars than were registered up to and including 2018. Europe thus overtook China as the largest market for electric vehicles in 2020. Two main factors are driving this boom in electric vehicles. The first is the phasing-in of the CO2 limit value regulations stipulating mean CO2 emissions of 95g/km for 95 percent of the manufacturers' fleets. This highly ambitious limit value caused the share of e-vehicles to rise to 12.4 percent – or more than triple – in Europe. Furthermore, most of the European countries offered extensive incentives for the purchase and ownership of electric vehicles.

In 2020, Europe overtook China as the largest market for electromobility

In China new registrations of electric passenger cars rose by 15 percent to 1.2 million – equivalent to a share of 6.3 percent – in 2020. The high incentives offered in previous years were cut in half in the middle of 2019 depending on a vehicle's battery range – and have been phased out more carefully since then. The incentives schemes in the U.S. for the production of e-vehicles, which were limited by manufacturer, caused a drop of 6 percent in light vehicle sales to 303,000 units, while the share of e-vehicles in the overall market remained low at 2.1 percent. The market for electric vehicles in the U.S. thus trailed behind the German market, where 395,000 units were sold (+263 percent). The doubling of the environmental bonus by the German government in June triggered a boom in the second half of the year; the share of electric vehicles for the entire year came to 13.5 percent.

Electric mobility international  
Electric vehicle sales (BEV, PHEV, FC) in major markets



Source: WardsAuto, CAAM, Fourin, IHS Automotive



In France as well, it was possible to bring new e-vehicle registrations to 186,000 units – more than double the previous year's value – in 2020. The dynamic was somewhat weaker in Great Britain (+143 percent to 177,000 vehicles). In the pioneering Norwegian market, e-vehicles already account for 75% of new registrations. Accordingly, the dynamic here – with an increase of 105,000 or one-third in electric passenger cars – is rather hesitant in comparison. Other European markets with a high penetration of e-vehicles can be found mainly in Northern Europe: Iceland (45 percent), Sweden (32 percent), the Netherlands (25 percent), Finland (18 percent) and Denmark (16 percent). Electric mobility still has room to grow in most southern, central and eastern Europe countries, where electric mobility rates hover around 5 percent (Spain) and barely 2 percent (Poland and Bulgaria). Portugal, with a 13.5 percent share of e-vehicles, is the exception here.

In the non-European countries, purely battery-electric vehicles (BEVs) are usually ahead of plug-in hybrids. In China and the U.S., four out of five e-cars are BEVs. The corresponding figures for Canada, South Korea and Japan are three-quarters, two-thirds and one-half, respectively. In Europe 54 percent of electric passenger cars are BEVs and 46 percent are PHEVs. Sweden, a country with a large area but a low population density, stands out with a BEV share of only 30 percent; in Germany, too, less than half (49 percent) of e-vehicles are purely battery-driven vehicles.

New registrations of BEVs and PHEVs in Europe more than doubled in 2020. However, the development in the individual

countries was heterogenous to a certain extent. In Germany and France, the growth of PHEV registrations – which soundly quadrupled in both countries – was higher than that of BEV registrations, which were up 207 percent in Germany and 159 percent in France. The reverse situation was observed in Great Britain: The market for pure e-cars rose by 186 percent whereas the market development for PHEVs was not quite as dynamic with growth of +96 percent. The different promotional incentives offered in the individual countries constituted the background for these different growth curves.

The only market where the fuel cell already plays an appreciable role is South Korea, with around 5,800 new registrations over the entire year (+38 percent).

In 2020 the market shares of electric passenger cars held by the German corporate brands were expanded, especially in Europe. This share came to 49 percent in Germany itself – in comparison with 36 percent a year ago. New models – especially in the sector of plug-in hybrids – provided the forward thrust here. In the U.S. every 11th electric light vehicle bore a German trademark – one percent less than a year ago. Whereas the market share held by the German automobile manufacturers in China and Japan remained on a comparable level, it nearly doubled – to 21 percent – in South Korea.

The German corporate brands have a decisive say in the range of models offered on many markets. In Japan, Sweden and Germany, more than half of the models offered were made by German companies.

# Production

The Corona pandemic paralyzed global automotive production in the spring of 2020

In the spring of 2020, the coronavirus pandemic caused shocks on both the demand and supply sides. While customers could still purchase new cars to only a limited extent, owing to temporary closings of automotive dealerships and motor vehicle registration offices, vehicle production came to almost a standstill worldwide in April. This happened for safety reasons (there were still no hygiene concepts) and because of problems in the supply chains due to temporary border closings. The subsequent ramping-up back to a normal production level took some time, mainly because of the initially weak demand.

As a result, the global production of passenger cars declined markedly – by 16 percent to 66.1 million units – in 2020. This was the third decrease in succession: Production declined by 1 percent in 2018 and by 5 percent in 2019. Between the financial crisis year of 2009 and the year 2017, passenger-car production grew by 5 percent annually. Now, however, the automotive industry is in the middle of the greatest transformation in its history – away from the IC engine to electric powertrains. This transformation demands a successive and complete restructuring of production workflows.

The largest production location in the world, [China](#), weathered the pandemic better than any other country with a decline in passenger-car production of 7 percent down to 19.6 million units. Starting in September 2020, production increased again in China, preventing a more serious decrease in annual results. The three other important Asian automotive countries were hit harder by the crisis. [South Korea](#) fared the best with a decline of 11 percent to 3.2 million units, and [Japan](#) recorded a drop of 16 percent to 7.0 million vehicles. However, India – where passenger-car production had already declined by 11 percent in 2019 – experienced the most dramatic setback, namely of 23 percent to 2.8 million units.

North America is the SUV production hub of the world

In the three [USMCA countries](#), production fell by 20 percent in 2020 and remained slightly below the level of 2011 with 12.9 million light vehicles. Taking a closer look at the different types of vehicles, we see that the light trucks (mainly SUVs), with a decrease of 18 percent, once again fared better than passenger cars, which suffered a sharp drop of 26 percent. At present three out of four light vehicles manufactured in this region are light trucks. The USMCA is the global production hub for SUVs.

A more dramatic drop in production of 31 percent took place in the Mercosur countries: only 2.2 million light vehicles were manufactured here in 2020. While [Brazil](#) cut back its production by 32 percent to 1.9 million units, the decrease of 18 percent in [Argentina](#) – where production was at the relatively low level of 0.3 million light vehicles – was weaker.

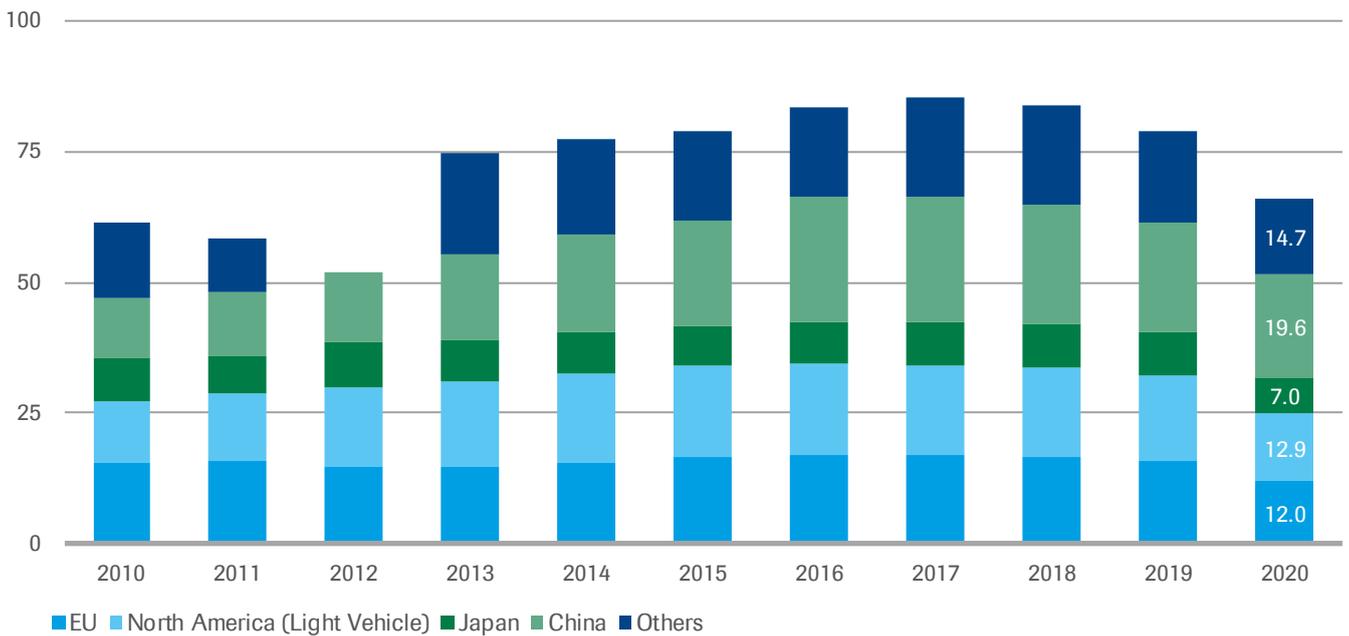
In Europe, production fell by almost a quarter in 2020

[Europe](#) also suffered greatly from the crisis. The production of passenger cars had to be throttled by 23 percent to 14.2 million units and was thus one million units below the level in the financial crisis year of 2009. The handwriting is on the wall here that Europe faces huge challenges, especially during this transformation phase, if it wants to survive as a manufacturing location.

A decrease in production was reported in all the European countries. [Romania](#) and [Sweden](#) (-11 percent in both countries) both came relatively well through the crisis – as did [Slovakia](#) (-12 percent). [France](#) (-44 percent), [Poland](#) (-36 percent) and [Austria](#) (-32 percent) were the hardest hit.



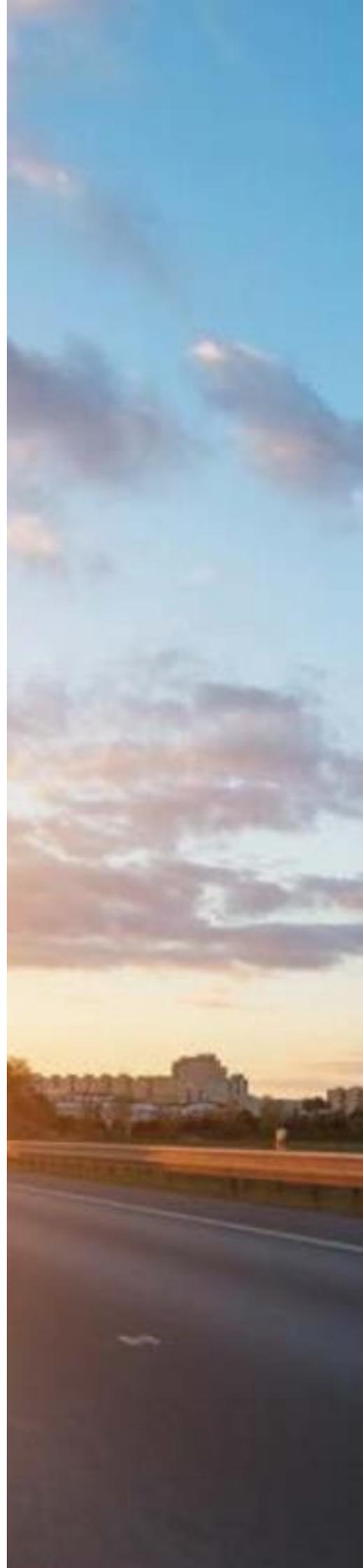
Global automotive production by region  
In millions



Source: VDA

# International commercial vehicle statistics

U.S. truck market: Better than feared - China bucks the trend and grows to a new record level - Western Europe: Corona crisis intensifies cyclical downturn





# Heavy commercial vehicles

## United States

On the U.S. truck market, the coronavirus crisis was superimposed – just as in Europe – on the broad-based economic upswing that started in the U.S. in the fourth quarter of 2019. Truck sales dropped by 22 percent to 410,000 units in 2020 – the lowest level since 2014. It should be kept in mind, however, that the U.S. market for heavy commercial vehicles rose to 527,100 units in 2019 – the highest level since 2006; the basis for comparison was thus extremely high. Moreover, total sales developed in a distinctly more robust manner in 2020 than was feared as late as the second quarter.

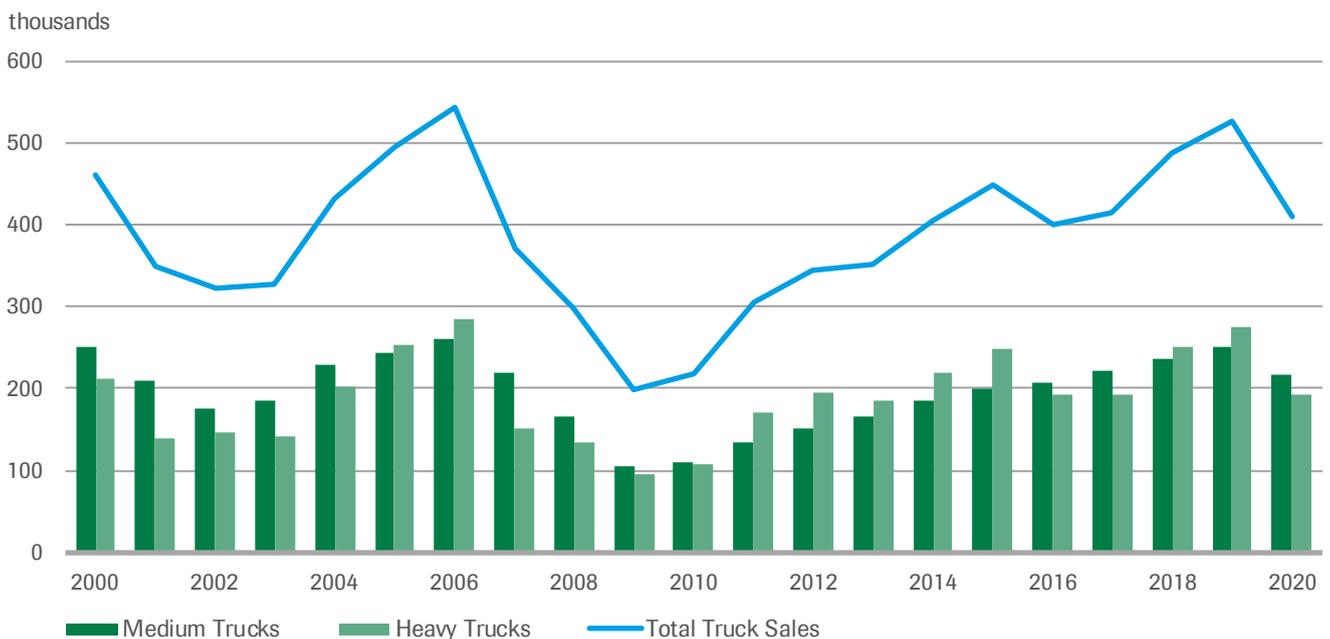
Viewed over the year, the decline in truck sales was most pronounced in the second quarter (-41 percent) following a lesser drop (-17 percent) in the first quarter. In the third quarter, sales contracted by a quarter (-25 percent) before demand

returned to (more or less) normal (-4 percent) in the final quarter.

The U.S. truck market is divided into different segments which developed at different speeds in 2020. The medium-duty segment (weight class 4 to 7/6.3 to 15 tonnes) contracted by 13 percent to a total of 217,800 units; the setback was not as drastic here as in the heavy-duty segment (class 8/over 15 tonnes). Sales in the medium-duty segment thus accounted for 51 percent of sales. Sales in the heavy-duty segment above 15 tonnes displayed a sharp drop (- 31 percent) to a volume of 191,900 vehicles. Previously, sales had not fallen below the level of 200,000 heavy-duty trucks since 2013, when 184,800 trucks weighing over 15 tonnes were sold.

### Heavy commercial vehicles in the US

Sales of medium and heavy trucks



## China

Bucking the trend outside China, the truck business in the Middle Kingdom displayed an extremely dynamic development in 2020. The market for heavy commercial vehicles expanded by 35 percent to 1.8 million vehicles in China – a new record. This meant that every second vehicle sold worldwide in 2020 was sold in China; China's share of the world market was thus 53 percent. This dynamic was driven by a government fleet renewal program in connection with the Blue-Sky Initiative lasting until the end of 2020.

In 2020 the heavy-duty segment of the Chinese truck market rose by 38 percent to 1.6 million trucks whereas sales of medium-duty trucks were up 14 percent to 159,100 units. Sales of heavy-duty trucks this accounted for 91 percent of truck sales in 2020 – in comparison with 49 percent in the U.S. and 74 percent in Germany.

## India

In 2020 the truck market in India displayed the greatest decline among the major commercial-vehicle markets worldwide. After already contracting by 30 percent in 2019, sales figures dropped again by more than half (-51 percent) to only 126,300 vehicles in 2020. The Indian truck market thus achieved about one-third (34 percent) of the volume recorded in the previous record year 2018 – in absolute figures a decrease of more than 245,000 vehicles. Over the year sales already slipped by 62 percent in the first quarter. In the second quarter, at the beginning of which the new emissions standard Bharat VI became mandatory, the market shrank by 92 percent and thus came roughly to a standstill. After falling by 36 percent in the third quarter, truck sales displayed two-digit (19 percent) growth again in the final quarter.



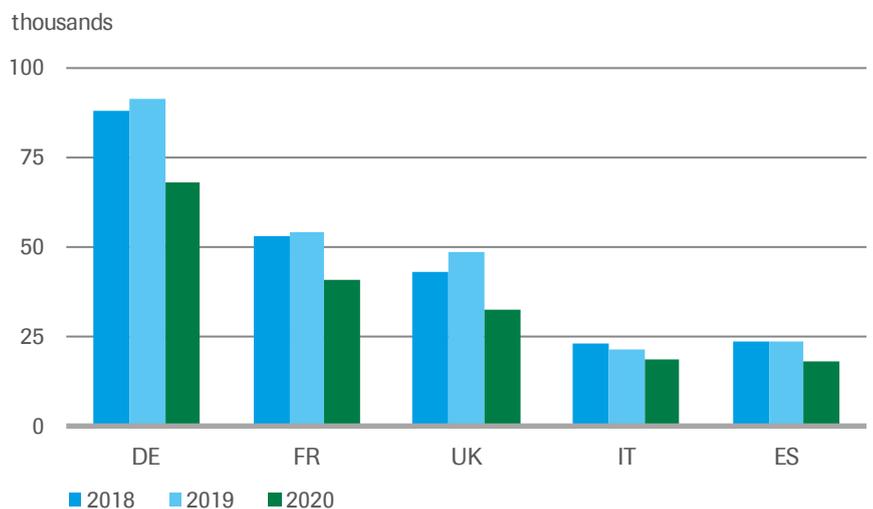
In 2020, the Western European market for heavy commercial vehicles fell to its lowest level since 2014

## Western Europe

On the Western European market for heavy commercial vehicles weighing over 6 tonnes, the coronavirus crisis came on top of a broad-based cyclical downturn that had already set in during the second quarter of 2019. In comparison with 2019, new truck registrations dropped by a solid quarter (-26 percent) to 228,200 units in 2020. This was the lowest level since 2014. However, it must be taken into consideration here that the market had reached its highest level since 2008 in 2019 with more than 300,000 newly registered vehicles. The decrease recorded for the entire year 2020 was, overall, smaller than was feared as late as the second quarter of the year. The second quarter of 2020 was also the quarter in which truck sales plummeted by more than half (-55 percent). Lockdowns, shutdowns, production standstills and the associated border closings disrupting goods transport all contributed to this trend. In the latter half of 2020, demand normalized again (Q3: -2 percent; Q4: -5 percent).

All the major Western European markets recorded two-digit sales drops in 2020. The slump was the most pronounced in the UK, where new registrations declined by approx. one-third (-32 percent) to 32,900. The markets in Germany (-25 percent to 68,200 trucks), France (-24 percent to 41,000 vehicles) and Spain (-23 percent to 18,400 units) all contracted by about one-quarter. In Italy sales were down 12 percent to 18,800 vehicles – the smallest decrease. Italy thus succeeded Spain, which held this distinction last year, as the fourth largest market in Western Europe.

Registrations of new trucks > 6t in Western Europe  
New registrations in selected countries



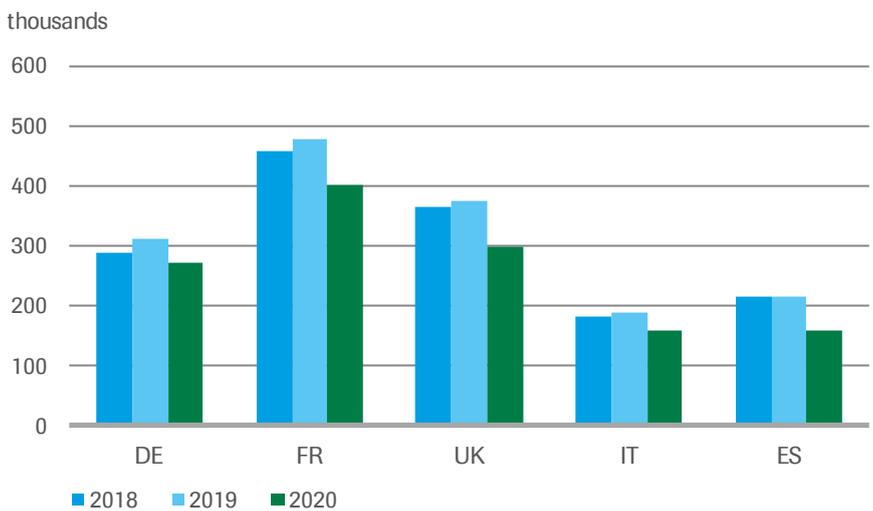
# Light commercial vehicles in Western Europe

After six successive years of growth, new registrations of commercial vehicles weighing up to 6 tonnes in Western Europe fell by 18 percent in 2020. After the second-highest sales volume ever achieved was recorded in this sector in 2019 – with more than 2 million units – 1.7 million vans were still sold in 2020. In comparison with the passenger-car market (-24 percent) or truck market (-26 percent), the lightweight segment displayed a comparatively robust sales trend. The continued positive development of online and mail-order shopping were the main pillars of this trend. Whereas the stores were closed for certain periods of time at many locations, households could still place orders online and have the goods delivered. Since these deliveries were usually made with vans, this development also had a positive effect on the demand for vehicles in this category.

The boom in online and mail-order supported the transport market in the pandemic year

All the individual markets in Western Europe, except Denmark (-6 percent), recorded two-digit sales decreases. Among the high-volume markets, Spain experienced the most pronounced shrinkage – by approx. one-quarter (-26 percent) to 159,000 vehicles. New registrations in the UK (-21 percent to 299,000 vans), France (-16 percent to 403,000 units) and Italy (-15 percent to 161,000 units) also showed distinct decreases. The comparatively smallest decline (-12 percent) was exhibited by the German van market (274,000 vehicles).

Registrations of light CVs (< 6t) in Western Europe  
New registrations in selected countries



Source: VDA

# German markets

Pandemic sends passenger car market on a downward slide - Heavy commercial vehicles down by a quarter - Vans: online boom prevents worse





# Passenger car market

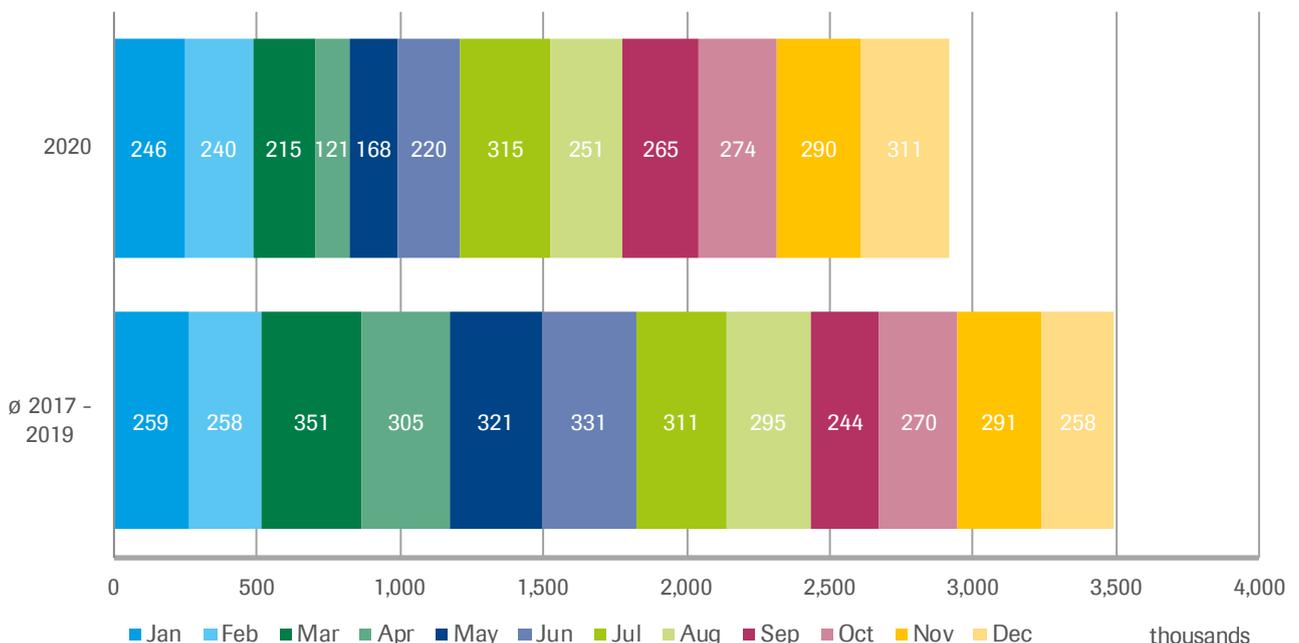
The year 2020 was a turbulent one on the German passenger-car market. The annual result showed new passenger-car registrations of 2.9 million – 19 percent less than the year before and the lowest level since German reunification. The year was shaped by the impact of the coronavirus pandemic. Whereas a decline in new registrations of 35 percent had to be faced in the first half of the year, the decrease in the second half of the year was only 3 percent. The decisive factor behind this development was the government interventions undertaken to curb the pandemic. The first lockdown, which began on March 22 and was relaxed starting on May 6, led to a massive collapse of new registrations. The minus of 61 percent in April represents the greatest decline ever seen on the German passenger-car market. It was only after the Stimulus Package (including a lower VAT rate and a larger environmental bonus) was enacted that the market recovered – and a positive result was still not achieved until the fourth quarter. However, this result was 1 percent above the already good result recorded in the last quarter of the previous year. With 311,000 new passenger-car registrations, December 2020 was even the strongest December of all time on the German passenger-car market.

The German passenger car market closes 2020 with the lowest registration volume in reunified Germany

## Owner groups

In particular, the reduced VAT rate in effect in the second half of the year had a massive impact on the shares of new registrations attributable to the various owner groups. In the first half of the year the development of private and business registrations (-36 and -34, respectively) took place almost in tandem.

New passenger car registrations in Germany  
Monthly registrations 2020 and average 2017-2019



Source: Federal Motor Transport Authority

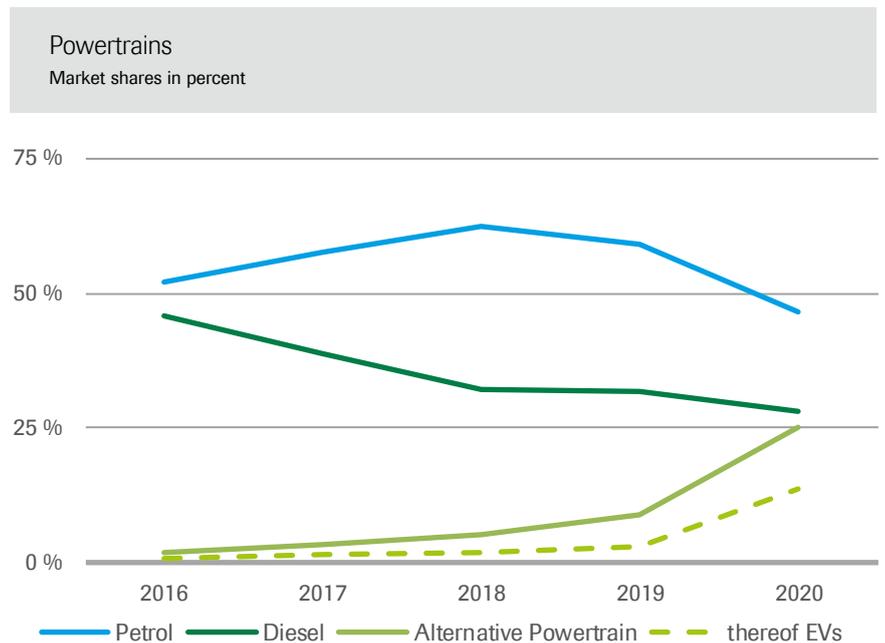
Starting in July, the dynamics in the various groups fanned out in different directions. Whereas private owners were responsible for a total of 14 percent more new registrations in 2020 than in the year before, the volume of new business registrations declined by 11 percent. This is because the lowering of the VAT rate triggered a stronger response among the private owners.

### Powertrains

The share of vehicles with electric drive (BEV, PHEV and FC) increased to 13.5 percent in 2020

The transition to different powertrains on the German passenger-car market received a special impetus in 2020. While the number of cars sold with gasoline or diesel engines decreased by one million units, the volume of new registrations attributable to passenger cars with alternative powertrains rose by almost 420,000 vehicles.

The growth dynamic observed for purely battery electric passenger cars (BEVs, +207 percent) and plug-in hybrids (PHEVs, +342 percent) were especially strong. The higher environmental bonus following the passage of the Stimulus Package starting in the second half of the year had a special effect. While the volume of new registrations of electric passenger cars (BEVs, PHEVs and fuel-cell cars) rose by 97 percent in the first half of 2020, the dynamic accelerated to 392 percent in the second half of the year. The CO2 regulation also had an effect in 2020 since manufacturers were not allowed to exceed average CO2 emissions of about 95 gram per km travelled in 95 percent of the registered vehicles in their fleet.



Source: Federal Motor Transport Authority

## Manufacturing countries

Vehicles from German group brands continue to be held in high esteem by customers and claimed a market share of 69.1 percent in 2020. In absolute figures, 2.0 million new vehicles with "German logos" were registered.

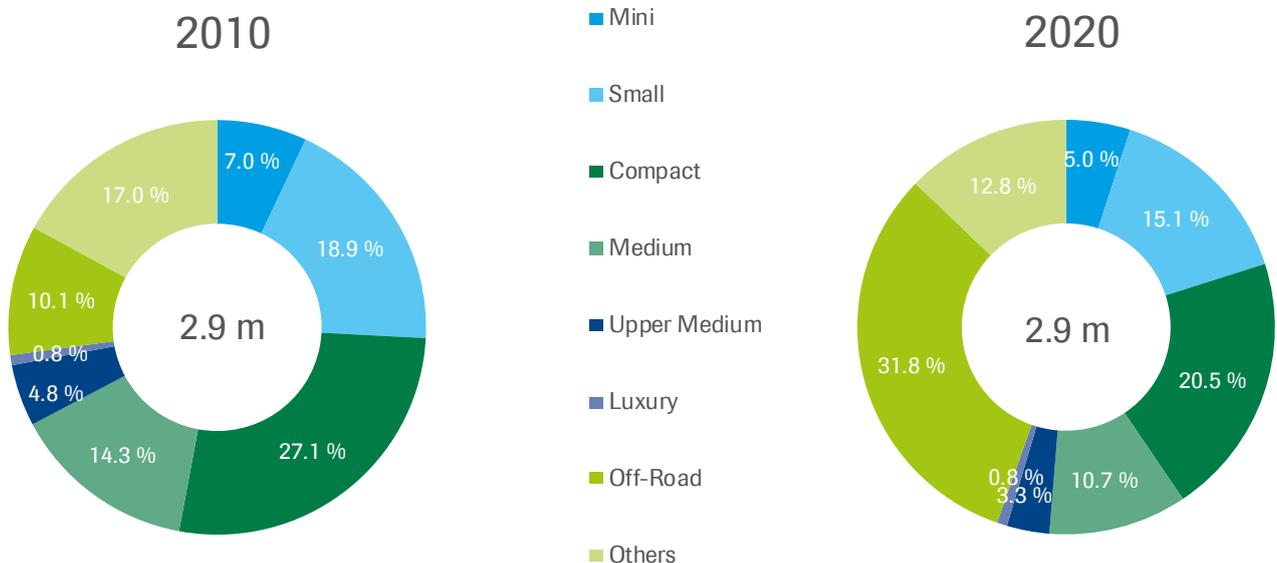
With 283,300 new registrations of new vehicles, French manufacturers still have a good standing among importers. The market volume of the French firms fell by 18 percent – or about as strongly as the overall market. However, their market share rose slightly from 9.6 to 9.7 percent. With 244,400 new vehicles, Japanese manufacturers sold slightly fewer passenger cars in 2020. Sales were down 22 percent, causing their market share to fall to 8.3 percent (previous year: 8.6 percent). Whereas Korean manufacturers put more than 200,000 new vehicles on the market for the first time in 2019, sales fell below this mark again in 2020. Whereas the sales volume due to passenger cars – 171,1000 (-15 percent) – dropped to the level of 2016 in 2020, their market share rose slightly from 5.6 to 5.9 percent. Sales of Italian brands proved to be robust. The sales level of 95,200 passenger cars was only 1 percent below the level of the previous year, and the market share claimed by these vehicles rose from 2.7 to 3.3 percent.

## Vehicle segments

Despite the turbulent development over the year, the SUVs or off-road vehicles were able to consolidate their dominant position vis-à-vis the other segments. The volume of newly registered SUVs and off-road vehicles declined by 18 percent – or slightly less than the market as a whole. Their market share thus rose from 31.3 to 31.8 percent.

The market share held by small cars experienced the greatest leap forward. Because the market volume of this group declined by only 9 percent, their market share rose from 13.5 to 15.1 percent.

New registrations by segments  
Segment structure in a 10-year comparison



# Heavy commercial vehicles

In Germany a total of 68,200 newly registered heavy commercial vehicles weighing over 6 tonnes were recorded in 2020. In comparison with the previous year, the market thus contracted by 25 percent to 23,300 units. It must be borne in mind here that the highest sales volume since 2008 – 91,400 heavy trucks – was achieved in this sector in 2019. Although the demand for trucks was extremely strong during the first half of 2019, the second half of the year already saw a downturn in the purchasing cycle. This high level in the previous year is, next to the corona crisis, an important reason for the marked declines of 24 percent and 52 percent, respectively, in the first and second quarters of 2020. At the beginning of the second half of 2020, the market normalized somewhat with a single-digit contraction of 9 percent. In the final quarter of the 2020 calendar year, the German truck market was thus nearly on the level of the same period in the past year (-1 percent).

The breakdown according to weight classes showed a relatively uniform development in 2020. Sales in the medium-duty

segment of trucks with weights between 6 and 16 tonnes – a total of 17,800 units – were 24 percent below the level of the year before.

A decline of 26 percent was recorded in the segment of vehicles weighing over 16 tonnes with 50,300 registrations. The heavy-duty segment (over 16 tonnes) thus claimed a share of 74 percent of the German market for heavy commercial vehicles weighing over 6 tonnes. The share of heavy-duty vehicles in Germany was thus above the corresponding value in the U.S. (48 percent) and distinctly below the corresponding value in China (91 percent).

Moreover, transport companies no longer had to pay as much for fuel. The average price of a liter of diesel fuel was 1.11 euros – a good 15 cents or 12 percent less than in 2019. The lowest price for diesel fuel in 2020 – an average of 1.04 euros – was recorded in October.



# Light commercial vehicles

The German market for light commercial vehicles showed a comparatively moderate decline in the corona year 2020. While new registrations of passenger cars and heavy trucks dropped by 19 and 25 percent, respectively, the decline in van sales (-12 percent) was distinctly smaller. A total of 274,400 units were registered – about the level of the year 2017. In 2019 the German market for light commercial vehicles passed the 300,000-unit mark for the first time and set a sales record for the sixth year straight.

Lockdowns and closed stores caused mail order to boom in 2020

The dynamic growth of online and mail-order business was once again – or continued to be – the driver of this robust development. During the first lockdown in the spring – but also during the Christmas business season – households took advantage of the option (the only one available) of ordering the products they wanted and having them delivered. At the end of November, before the Christmas business season, a large courier, express and parcel (CEP) company already reported a larger volume of consignments for the year 2020 so far than for the entire year 2019. Since these deliveries were made with light commercial vehicles, the booming online and mail-order business had a positive effect on demand for vans.

Light commercial vehicles and volume of courier, express and parcel services  
 New registrations light CVs (<6 t; left axis) und CEP volume (in million shipments; right axis)



Source: Federal Motor Transport Authority, BIEK

# Trailers and buses

## Buses

In 2020 5,700 buses weighing over 8 tonnes were newly registered, thus topping the already high level of the previous year by a solid 1 percent. This was the highest value since 1993. The bus market has thus grown by one-third since 2012. The liberalization of long-distance bus services in 2013 was an important factor driving this trend. In 2020 the coronavirus pandemic had an extremely negative effect on the sector of tourist buses. In the first half of 2020, the volume of passengers plummeted by two-thirds on long-distance buses while contracting by 22 percent in the local transport sector.

To enhance the environmental friendliness of urban transport, the Stimulus Package enacted in June 2020 included various measures – such as alternative power trains and an expanded charging infrastructure – to modernize bus and truck fleets. The financial requirements for these measures will amount to 1.2 billion euros by the end of 2021.

## Trailers

After already rising to a record level in 2019, the German trailer market reported higher registrations in 2020 as well, despite the pandemic, and reached a new record level for the second year in a row. A total of 355,300 towed units were sold. This was a solid 5 percent of growth over the previous top level from the preceding year. In contrast, new registrations of semi-trailers were down for the second successive year. The trailer market contracted by more than one-fifth (-22 percent) to 29,700 units. For the first time since 2013, the threshold level of 30,000 semi-trailers was not attained.



# Mobility costs

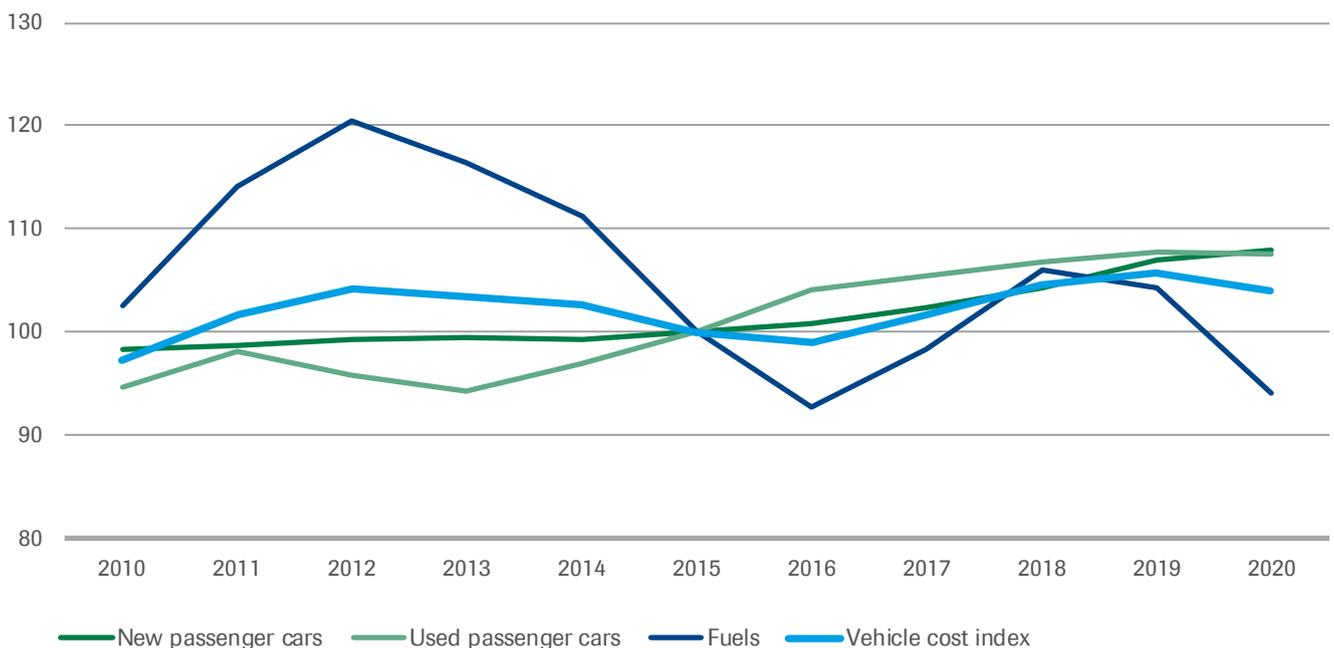
The past year saw only slight price increases in Germany and Europe. The inflation rate in the euro zone was still distinctly below two percent – and thus a long way from the target value set by the European Central Bank. In many countries, the inflation rate in 2020 was only half its 2019 value. Many countries even reported falling consumer prices for goods and services. The dramatic drop in energy prices – especially the oil price – resulting from the coronavirus pandemic was a major reason for this decrease.

This price dynamic was also felt in mobility costs. The Vehicle Cost Index measures the development of the prices of the various cost components incurred by motor vehicle drivers. Apart from the purchase price of a passenger car, it includes the costs for fuel, spare parts, and insurance. It is thus possible to track the development of mobility costs accurately.

According to information from the Federal Statistical Office, the annual average of the Vehicle Cost Index dropped by almost 2 percent in 2020. This was the first time the Index had decreased since 2016. This development was driven primarily by markedly falling fuel prices: on the average the price of gasoline and diesel was 10 percent lower in 2020 than in 2019. A survey of fuel prices conducted by the German Automobile Club (ADAC) at over 14,000 service stations showed that the price for Super E10 was 1.255 euros in the middle of 2020. This was the lowest price since the introduction of Super E10 10 years ago.

In contrast, the acquisition costs for new vehicles increased slightly (+1 percent) in 2020 while used car prices remained stable. On the other hand, the prices for repairs and inspections increased (+3 percent). Vehicle owners had to reach deeper into their pockets for car insurance; the corresponding index rose by almost 1 percent.

Trends in mobility costs  
Vehicle cost index; 2015 = 100



Source: Federal Statistical Office

# German automotive industry

Pandemic causes domestic production to slump -  
Foreign production cannot escape Corona crisis -  
Exports suffer setback - Sales slump in lockdown





# Domestic passenger car production

The spread of the coronavirus pandemic in Europe in the first quarter of 2020 resulted in production shutdowns in Germany as well. In April nearly the entire production of passenger cars was at a standstill. Apart from concern for employee safety at a time when hygiene concepts were still non-existent, the shutdown was due to the global intermeshing of supply chains. Assembly lines came to a halt almost everywhere worldwide. The pace of the subsequent ramping-up was sluggish; the sudden loss of demand had a negative effect here.

Short-term work was an important instrument for preserving jobs; in April nearly the entire industry was affected. Furthermore, the Stimulus Package passed in June, which included a temporary lowering of the VAT rate until the end of a year and an increase in the government's share of the environmental bonus, further accelerated the transition to electric powertrains.

The upshot was that domestic production of passenger cars decreased by 25 percent to 3.5 million units in 2020 – the lowest

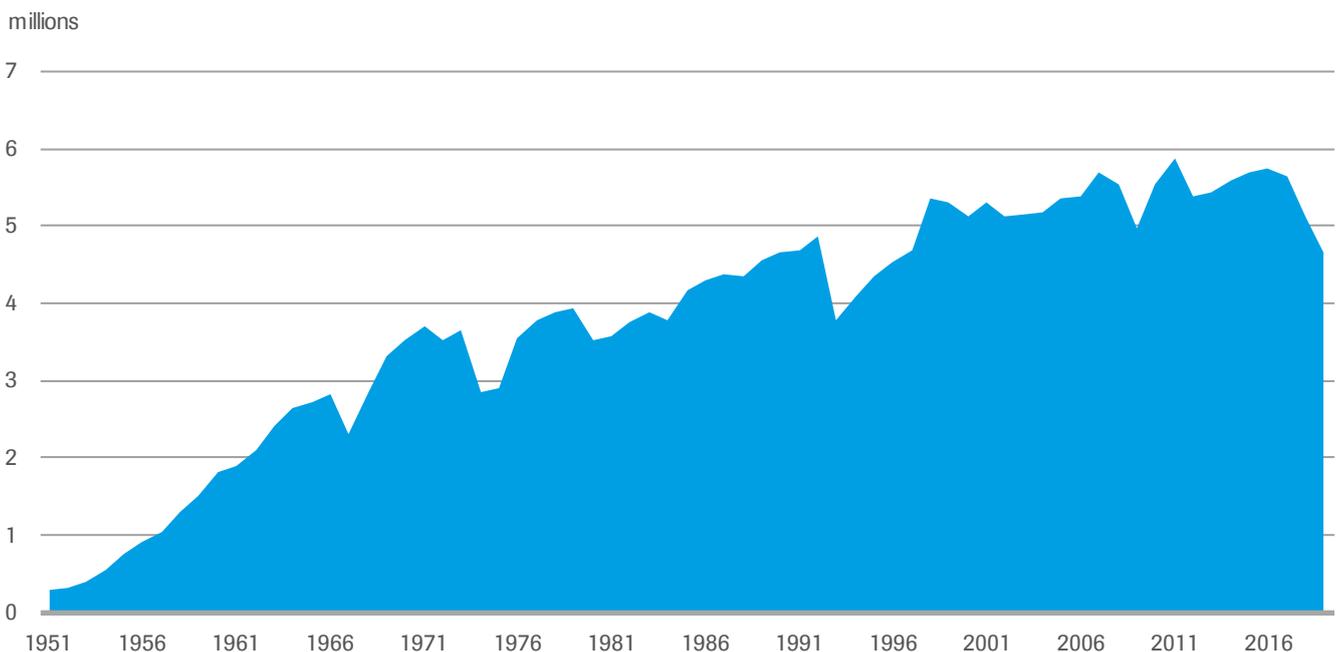
level since 1975. In the past four years alone, domestic production has declined by 2.2 million units. The pandemic is responsible for about half of this decrease. The remaining rollback of production is due to structural factors such as the transition to electric powertrains, an unfavorable segment mix, production site conditions and increasing local manufacturing.

The individual factors.

The upswing in electric mobility, which achieved its breakthrough in Europe in 2020, is accompanied by a turning-away from internal combustion engines. In 2020 there was a disproportionate production rollback of 31 percent in Germany for both gasoline and diesel engines. The German automakers, who hold an especially strong position mainly in the diesel sector, have been especially hard hit by this trend. At present their success in the sector of electric mobility (see above) cannot make up for the distinctly more pronounced decreases – in terms of volume – in the production of vehicles with IC engines.

## Passenger car production in Germany

Long-term production development



Source: VDA

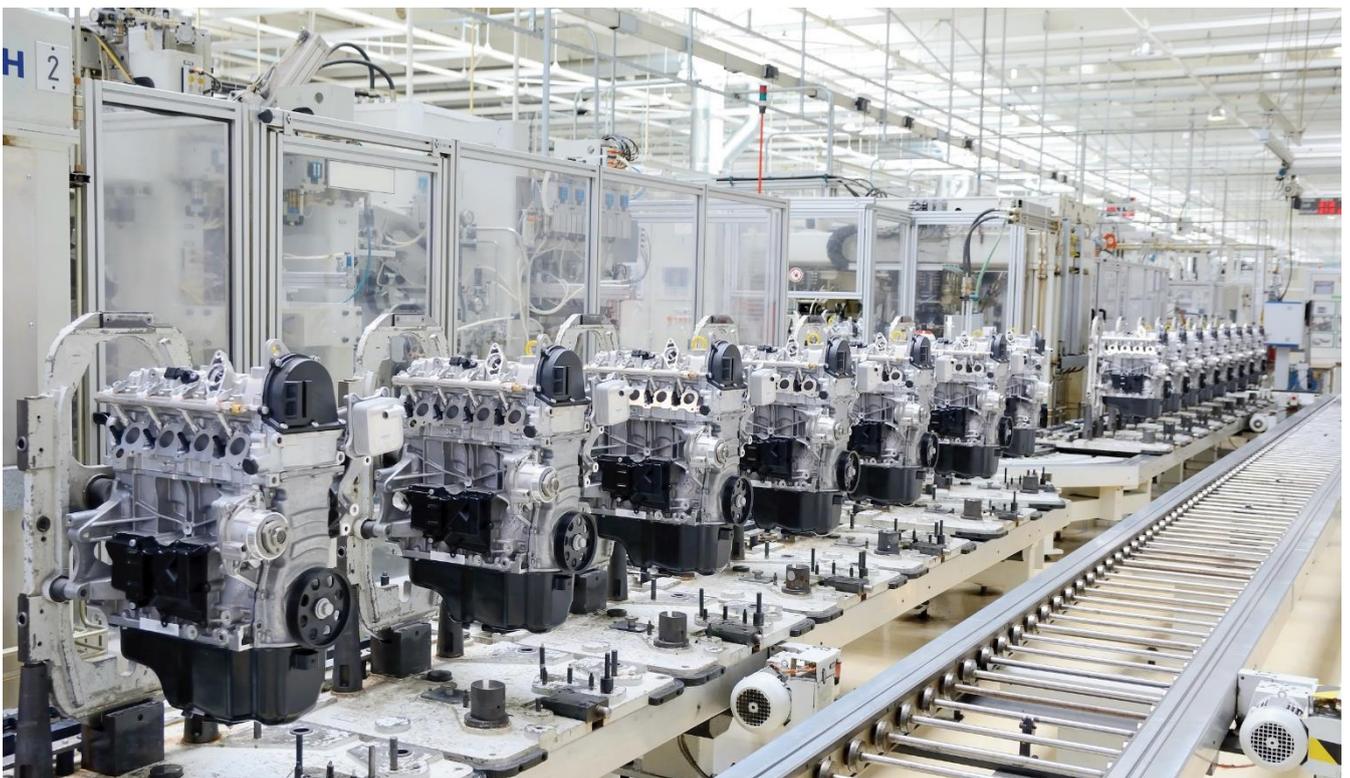
In addition, there has been a strong trend for many years to efficient compact SUVs. The production of new models in this sector has been recently located mainly in other European countries by the German OEMs.

The production of small cars and compact cars in Germany has already been declining for many years. It is mainly the extremely high labor costs, caused to a large extent by the substantial ancillary wage costs, that are responsible for this trend.

The manufacturing location of Germany could not benefit from the solid market development in China in 2020. Only 5 percent of the vehicles made by German automakers that are sold in that country are produced in Germany; the rest are manufactured directly in China.

In the global ranking, nevertheless, Germany can defend its position as the number four – behind China, the U.S. and Japan but ahead of Mexico. In Europe, Germany is by far the most important country for automotive manufacturing.

In 2020 electric mobility made its breakthrough European-wide for various reasons, including ambitious CO<sub>2</sub> targets and government subsidies. The German automakers are already in an excellent position here. This is underscored by the fact that production figures more than doubled in 2020. A total of 428,400 passenger cars with electric powertrains (including plug-ins) rolled off the assembly lines in Germany in 2020. This corresponded to a tripling of the share of total production claimed by purely electric vehicles from 4.2 percent to 12.2 percent. The domestic production of passenger cars with electric powertrains rose by 111 percent to 173,500 vehicles.



# Passenger car exports from Germany

It comes as no surprise that passenger-car exports showed a marked decline – of 24 percent to 2.6 million units – in a year with temporary border checks and strong protectionist tendencies. At the same time, it must be conceded that the German automotive industry is still crucially dependent on exports. As in the year before, three out of four passenger cars made in Germany are sold in other countries.

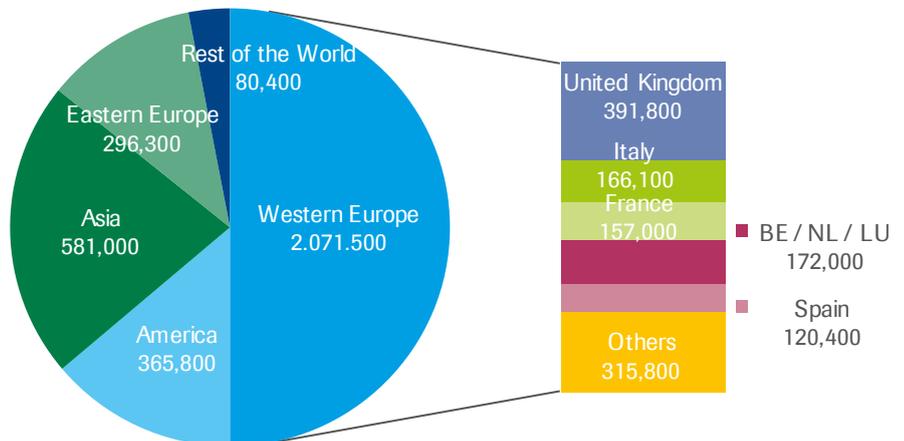
Three out of four passenger cars manufactured in Germany are sold abroad

Nevertheless, the trend toward local production did not abate in 2020, either. The decrease of 14 percent in production in other countries by German manufacturers in 2020 was distinctly lower than the decline in exports.

The high quality of automobiles "Made in Germany" remains an important factor in their success – and a factor for which appropriate prices are paid. The long-term trend to premium models further intensified in 2020. These models already constitute 70 percent of all passenger-car exports; they accounted for 66 percent in 2019 and 59 percent in 2015. These percentages are strongly market dependent. Premium models make up 55 percent of all passenger-car exports to European countries, 95 percent to Asian countries, and even 99 percent to the Americas.

The year 2020 is the one in which the transition from IC engines to electric motors made itself felt in exports, too. The share of diesel (including mild hybrids) in exports was 27.4 percent (previous year: 30.1 percent) – the lowest value in 23 years. The share of automobiles with gasoline engines in exports also declined for the first time since 2015 and is now 62.4 percent (last year: 65.3 percent). However, electric vehicles benefited from the drop in sales of vehicles with IC engines; in 2020 they claimed a two-digit share (10.0 percent) of exports for the first time (year before: 4.2 percent). Exports of purely battery-powered cars rose by 93 percent and thus displayed an especially dynamic development. They now account for 44 percent of all electric passenger cars (including plug-ins).

Exports of passenger cars  
Passenger car exports from Germany by country or region of destination | 2020



Passenger-car exports to Europe, which fell by 25 percent to 1.6 million units, were not able to halt the general trend. Exports to the major European countries all displayed two-digit decreases. In the final year before the Brexit, Great Britain imported only 391,800 passenger cars (-34 percent) from Germany. Since the referendum in 2016, German exports to the UK have decreased by more than 400,000 units to half their former value. Exports to Italy were down by 166,100 units (-27 percent) in 2020. Third place in the ranking of German export destinations went to France with 157,000 units (-30 percent). A total of 120,400 passenger cars (-38 percent) were exported to Spain. Passenger-car exports to Turkey came to 114,600 units and thus more than doubled (+107 percent).

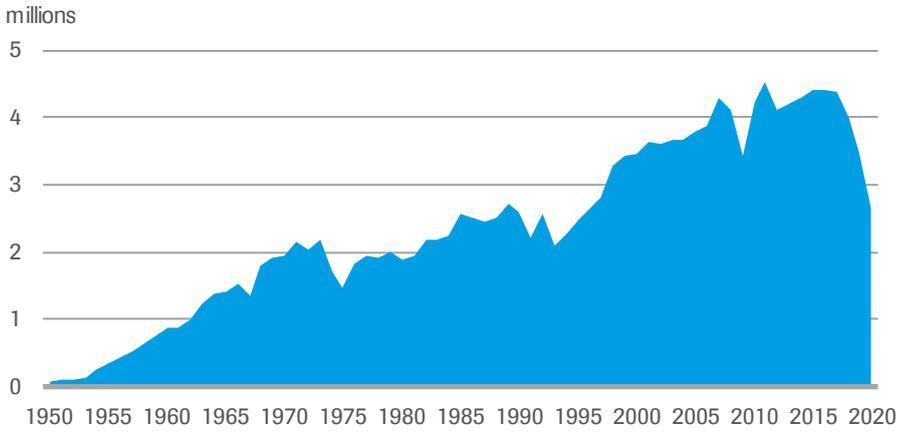
Exports to Asia were able to cushion the distinctly negative tendency in passenger-car exports somewhat but could not stop it. With a total of 581,000 units, they were down 13 percent

from the year before. The most important Asian countries for German exports were China (-5 percent; 253,900 units) and South Korea (+18 percent; 142,400 units), the only Asian country recording a distinct increase in imports from Germany. Exports to Japan plummeted by 44 percent to 70,000 vehicles.

Exports by German passenger-car manufacturers to the Americas contracted for the fourth time in succession during the final year of the former administration. The companies rolled back their exports to the Americas by 32 percent to 365,800 units. Exports to the most important partner in the Americas – the USA – fell to 302,400 vehicles (-28 percent). Exports to the USA have thus fallen to below half of their 2015 value. This development can be explained by the fact that the German OEMs increasingly produce vehicles for the U.S. market directly in the NAFTA area.

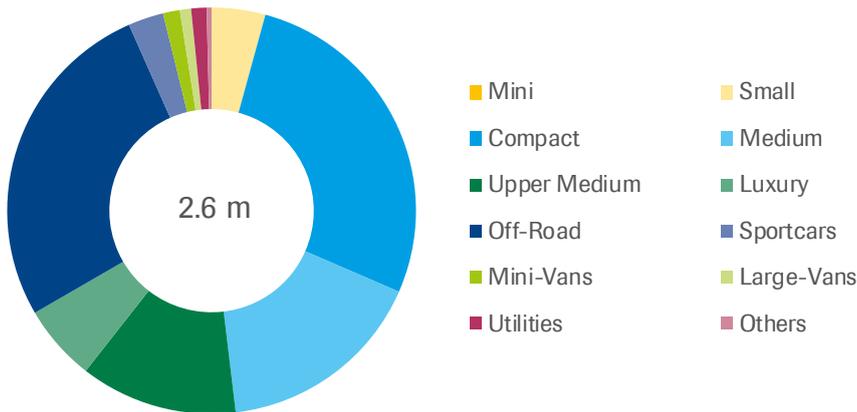


Passenger car exports from Germany  
Long-term export development



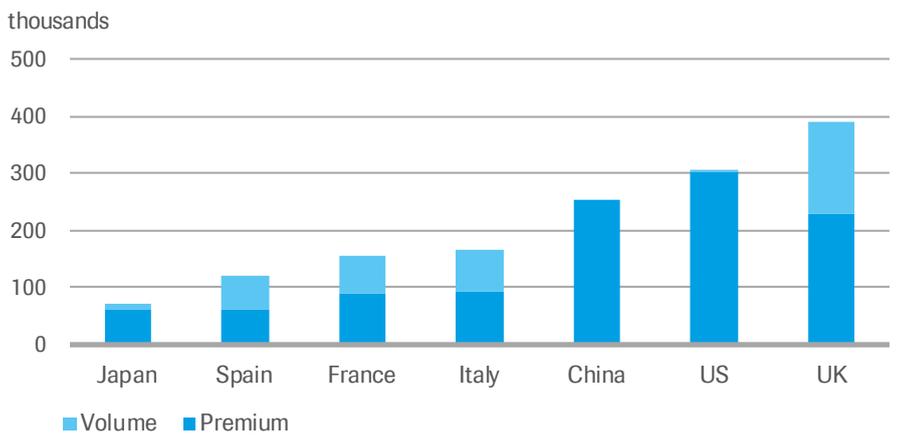
Source: VDA

Passenger car exports from Germany  
Segment structure | 2020



Source: VDA

Passenger car exports from Germany  
Volume and premium | 2020



Source: VDA

# Foreign passenger car production

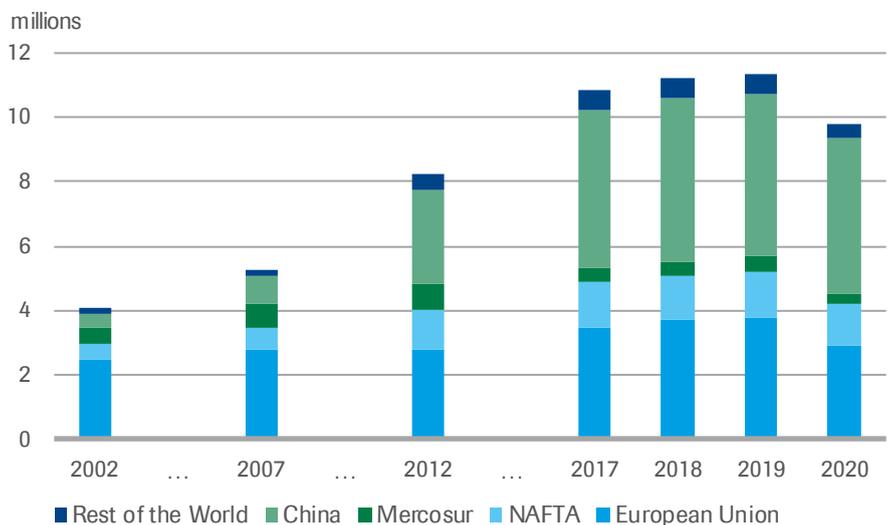
For the first time since the financial crisis of 2009, the production of passenger cars in foreign countries by the German automakers dropped by 14 percent to 9.8 million units in 2020. The main factors in this setback were the nearly worldwide production standstill due to the coronavirus pandemic in April and the slowness of the subsequent ramping-up again. In the two last quarters of the year, production of German automakers abroad returned to the level of 2019; this cushioned the annual decrease. At the same time, global production was down 16 percent. These figures show that the foreign production sites of the German automakers held their own in the international comparison. As in the previous year, one-fifth of all new cars bore a German logo.

One in five new cars worldwide bears the logo of a German Group brand

A survey of the various continents shows that, although production was rolled back everywhere last year, the various regions were affected to varying degrees.

Europe was the hardest hit; here the production of passenger cars in foreign countries by German OEMs plummeted by 22 percent to 3.1 million units. The decisive reason for this drop was the weakness of the European market (-24 percent) due to the coronavirus pandemic. The pandemic triggered more stringent measures in some cases – such as closing of automobile dealerships and temporary closures of national borders – in addition to production standstills. In the ranking of foreign production locations, the Czech Republic was at the top of the list with 750,000 passenger cars (-17 percent) in front of Spain with 658,000 units (-28 percent). Hungary – with 321,000 passenger cars (-9 percent) pushed ahead of Slovakia – with 309,000 vehicles (-18 percent) – thanks to attractive and relatively new models in the compact SUV segment. Next in line was Portugal – with 192,000 units (-25 percent) – barely ahead of Great Britain – with 190,000 units (-21 percent). The seventh place was held by Russia, which rolled back its production by 14 percent to 182,000 units.

Passenger car production abroad by German manufacturers  
Production by country or region



Source: VDA

In the Americas 1.6 million passenger cars (-15 percent) rolled off the assembly lines of the German automakers. The most important production country here was the USA, which nearly maintained its manufacturing volume of 742,000 vehicles (-4 percent). In Mexico production shrunk by 17 percent to 571,000 units. Brazil, which was particularly hard hit by the corona crisis, recorded a dramatic drop of 30 percent to 306,000 units.

With a decrease in foreign production of 6 percent to 4.9 million units, Asia was the region least affected by the crisis. The first country that must be mentioned here is China, which was able to consolidate its position as the most important foreign production location. With an output of 4.8 million passenger cars, the German OEMs experienced a relatively mild decline of 5 percent; at the same time, total passenger-car production in the Middle Kingdom fell by 7 percent. Here again it is accurate to say that the German automakers have held their own in a difficult environment.

Production outside Germany has more than doubled since 2009; in 2010 it overtook domestic production. As a result of the corona crisis, 74 percent of all passenger cars manufactured by German OEMs are made in foreign countries. The concentration on premium models was an important factor in success. The share of premium vehicles has risen markedly – by 16 percent to 44 percent – since 2009. The global orientation of the German OEMs is also reflected by the fact that they now manufacture one million more premium passenger cars – out of a total of 4.3 million – abroad than at domestic locations.

#### Global passenger car production by German manufacturers in 2020

Car manufacturer	2020	± % 20/19	Share of global production in %
Audi	1,664,265	-8	2.5
BMW	2,255,637	-12	3.4
Daimler	2,171,003	-14	3.3
Ford Germany	316,645	-36	0.5
Opel	121,652	-43	0.2
Porsche	263,206	-4	0.4
Volkswagen	6,533,928	-20	9.9
<b>Total cars</b>	<b>13,326,336</b>	<b>-17</b>	<b>20.2</b>

Source: VDA

# Turnover

In the context of a dramatic drop without parallel in production and exports at the domestic locations of the German automotive industry, the turnover of the domestic facilities also declined sharply. In comparison with the highest level previously attained – in 2019 – earnings fell by 13 percent to 378.2 billion euros, the lowest level since 2014. The most pronounced decrease (-47 percent) was recorded in the second quarter. However, these facilities rallied again in the fourth quarter (+9 percent). Overall, turnover with domestic customers came to 135.4 billion euros; the decline of 12 percent was slightly less pronounced in this sector than in export earnings, which dropped by 14 percent to a value of 242.8 billion euros.

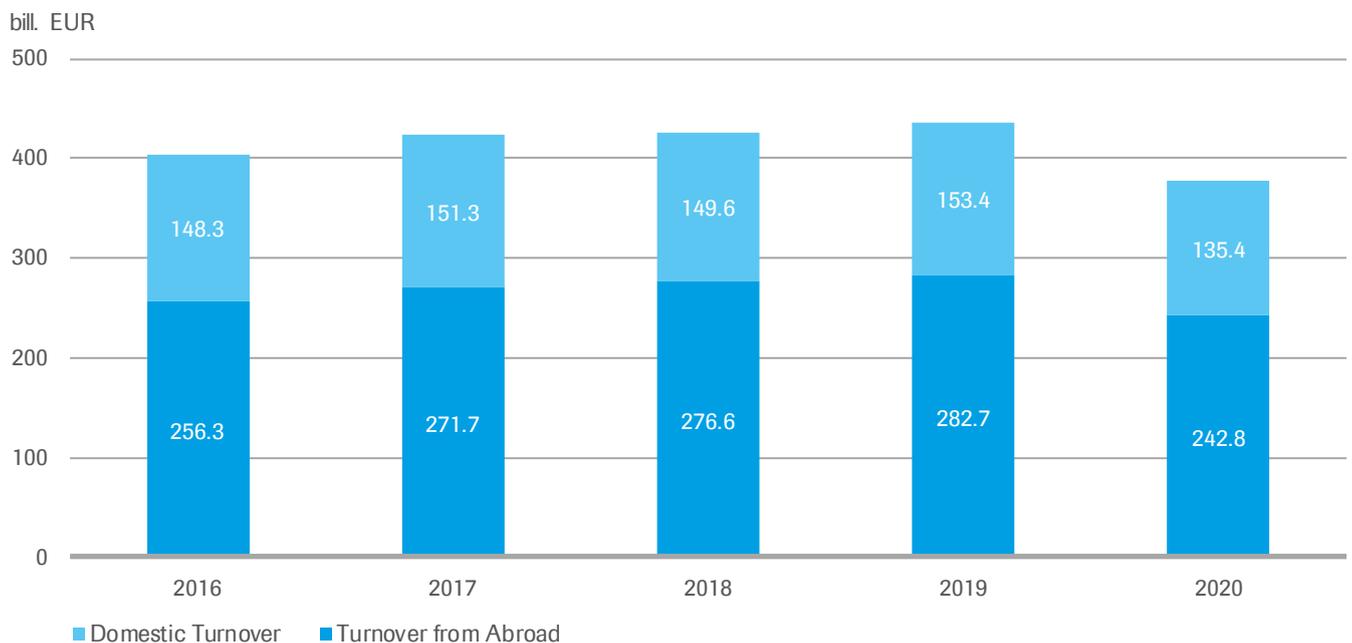
Sales in the automotive industry in Germany fell in 2020, especially during the first lockdown phase

## German automotive manufacturers

Owing to the low production and export volume – and the downturns on the domestic market for passenger cars and commercial vehicles – the manufacturers of motor vehicles and engines were not able to increase their earnings in the past year. The earnings of 296.4 billion euros (-14 percent) achieved were below the threshold of 300 billion euros for the first time since 2014. Against the background of the shrinking domestic market, they turned over 88.9 billion euros in Germany (-12 percent). Export earnings fell by 15 percent to 207.5 billion euros, i.e. more steeply than domestic turnover. Business outside the euro zone contracted by 12 percent to 152.6 billion euros. The manufacturer group turned over 55.0 billion euros – a fifth (-21 percent) less than in 2019 – in the euro zone in 2020.

### Turnover development in the German automotive industry

Sales with domestic and foreign customers



## Suppliers

In 2020 the automotive suppliers recorded a decline in turnover for the second year in succession. Their reported earnings of 70.7 billion euros represent the lowest value since 2013 and a decrease of 12 percent. Business with foreign customers thus remained 10 percent below the solid level of the previous year. Export earnings came to 30.3 billion euros. In connection with the lower domestic passenger-car production, domestic turnover fell short of the value achieved in 2019 by 13 percent (40.4 billion euros).

Among the suppliers, the manufacturers of electric and electronic equipment for motor vehicles achieved a turnover volume of 8.2 billion euros (-15 percent) in 2020. The manufacturers of other parts and accessories for motor vehicles turned over 62.6 billion; this accounted for the lion's share of business in the automotive supply industry (-11 percent).

## Trailers and bodies

After the negative result last year, the German makers of trailers and bodies faced a renewed downturn in turnover in 2020. In this year turnover reached the lowest level since 2014. The firms earned 11.0 billion euros – a drop of 9 percent over the year before. However, turnover already rose again – by 9 percent – in the fourth quarter.

In the past year, business with domestic customers developed in a distinctly more gratifying manner than export earnings. Domestic turnover fell by 6 percent to 6.1 billion euros. Foreign turnover decreased by 12 percent – a decidedly more severe decrease – and came to 5.0 billion euros. In this context, earnings from exports within the euro zone fell by 15 percent to barely 2.7 billion euros whereas the volume of business with other foreign countries came to around 2.3 billion euros (-9 percent).



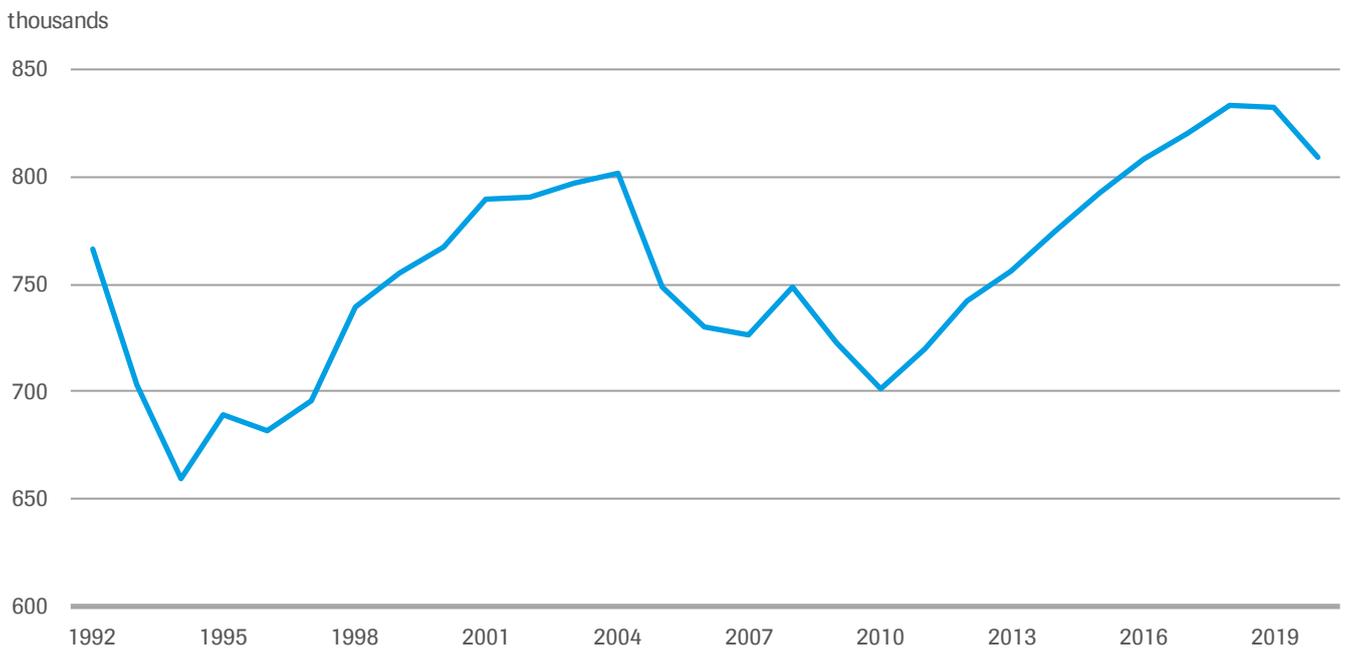
# Employment

In 2020 the number of people working in the regular workforces at companies in the automotive industry in Germany displayed a downturn. In mid-2020, 809,000 people were employed by the firms manufacturing motor vehicles and motor vehicle parts. This corresponds to a decline of 3 percent or 23,900 employees over the year before. Following an eight-year growth period with record employment during the economic upswing of 2018, employment flattened out already in 2019 and started to sink in the second half of the year. This trend was accelerated by the corona crisis of 2020. In December 2020 the employment level was below 800,000 for the first time since December 2015.

The German automotive industry had an average of 809,000 employees in 2020

All the manufacturer groups in the automotive industry reported downturns – even if these were of different intensities. Based on the number of employees, the manufacturers of motor vehicles and engines, i.e. the OEMs, made up the largest manufacturer group and reported an employment volume of 470,000 (-3 percent or -14,000 employees) in mid-2020. The automotive suppliers held the level of their regular workforces barely above the threshold of 300,000 persons at their firms in Germany – a decrease of 3 percent or 9,600 to 301,000 employees. The manufacturers of chassis, trailers and bodies, which employed 38,000 people in 2020, reported approx. 300 fewer employees (-1 percent) in absolute figures in 2020.

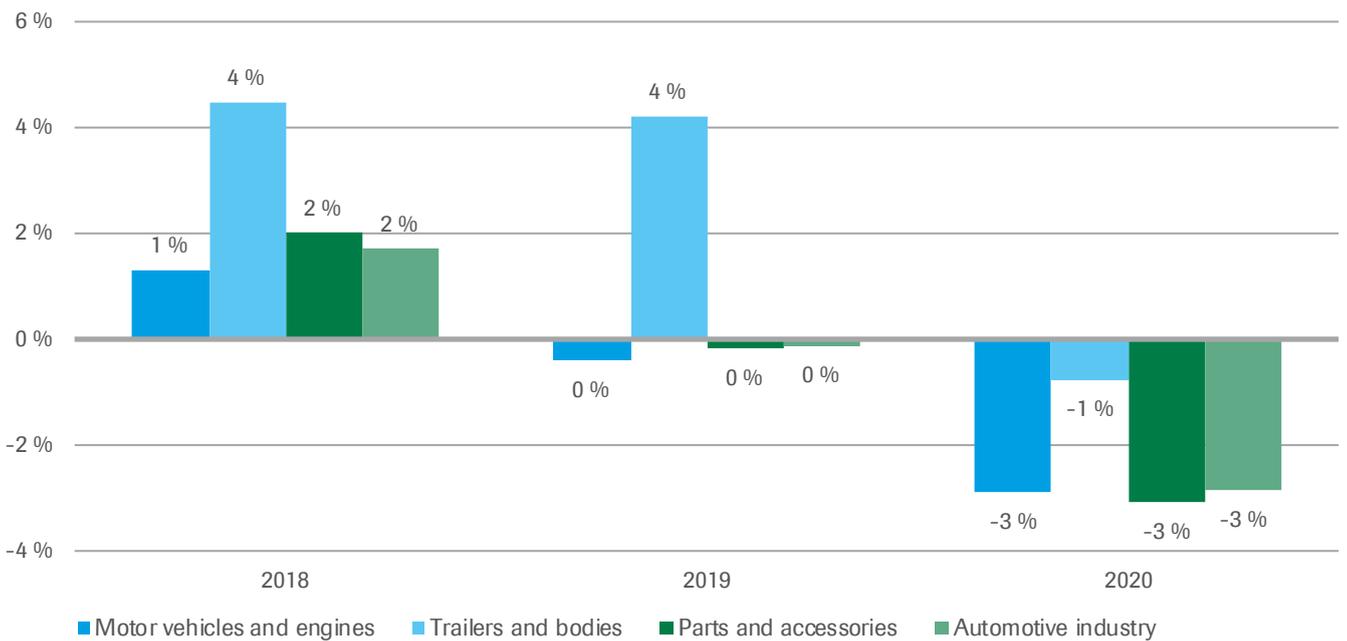
Employment in the German automotive industry  
Average employment per year



Source: Federal Statistical Office



Employment in the German automotive industry  
According to manufacturer groups | Annual percentage changes



Source: Federal Statistical Office

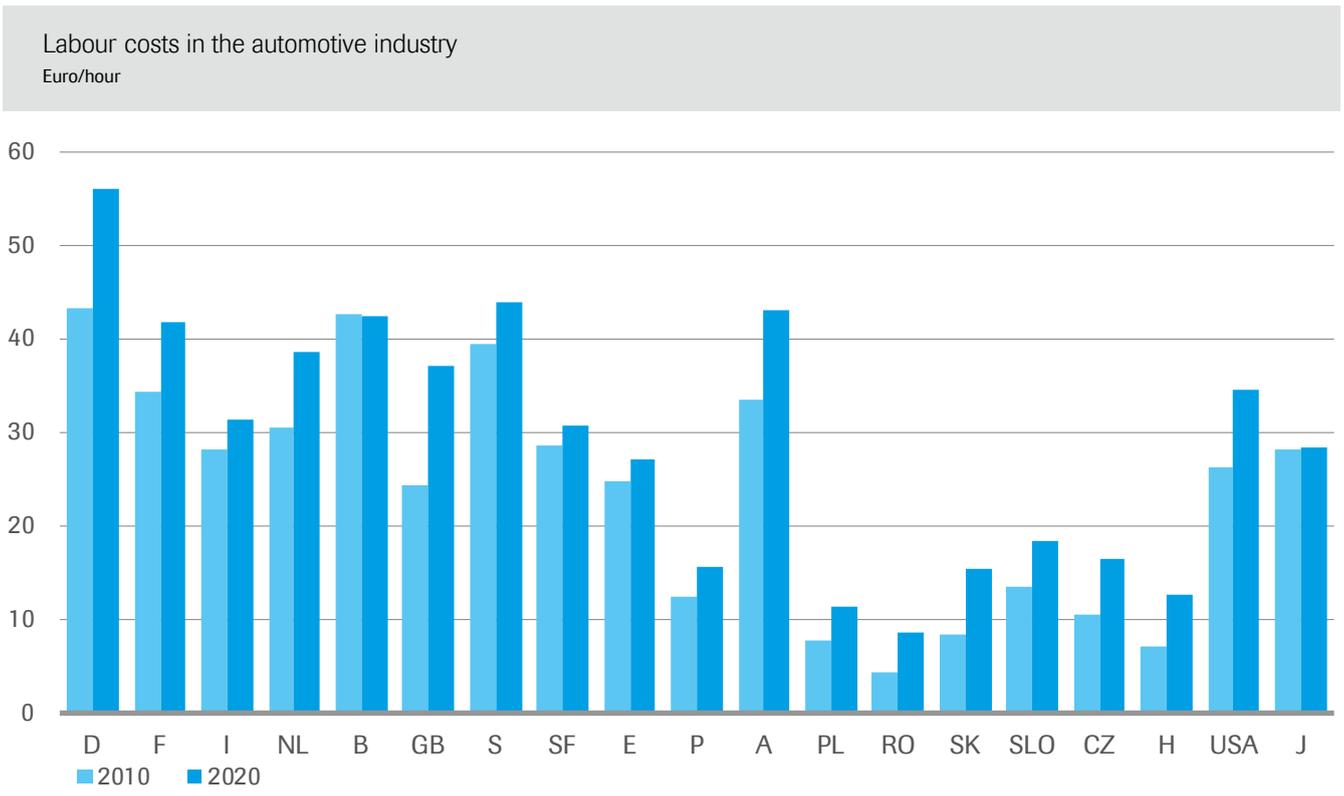
# Labor costs

The high quality and increasing complexity of modern passenger cars made in Germany, which come with advanced exhaust treatment and assistance systems, has its price. On top of this comes the structural transition to electric mobility that is in full swing. To remain an interesting employer on the competitive market for skilled workers, the automotive companies in Germany must offer attractive remuneration. In 2020 Germany therefore once again had the highest labor costs – of 56 euros per hour – in the international automotive industry. With a rise of 2 percent in labor costs last year, Germany further widened the gap between itself and Sweden, where labor costs rose by only 1 percent to 44 euros per hour.

If we look at the development over the past 10 years, we notice that Slovakia is the only country in the euro zone with a rate of increase in labor costs (+85 percent) higher than the corresponding increase (+30 percent) in Germany. However, labor costs in Slovakia are less than 30 percent of those in Germany. The pressure on domestic production, which declined by nearly one-fifth between 2016 and 2019 (during which time the production of German OEMs in other European countries went up 15 percent) continues to rise. Third place in the labor cost ranking is held by Austria (43 euros) ahead of Belgium (42 eu-

ros). Belgium is the only country in the euro zone in which labor costs have stayed constant since 2010. The fifth place is held by France with 42 euros (+2 percent) followed by the Netherlands with 39 euros. In Great Britain labor costs rose by 14 percent to 37 euros in 2020, when fewer hours were worked because of the coronavirus epidemic. However, the labor costs remain below the level of 2015. The Brexit Referendum resulted in a pronounced devaluation of the British pound in 2016/2017. In Italy labor costs rose by a good 3 percent to 31 euros in 2020. This was the second increase of more than three percent in succession. The situation in Spain is similar with labor costs of 27 euros (+5 percent).

At the lower end of the Table of Labor Costs, we find Central and Eastern European countries with labor costs between 9 euros (Romania) and 18 euros (Slovenia). Since 2010 these emerging automotive nations have displayed high growth rates between 36 percent (Slovenia) and 95 percent (Romania) with the result that the labor cost levels in both these countries are gradually approaching that of the other EU countries. In Portugal labor costs rose by 9 percent to 16 euros in 2020 and now lie between Slovakia (15 euros) and the Czech Republic (17 euros).



Source: Eurostat, national institutes and own calculations

# Statistical Annex





International passenger cars and commercial vehicles – worldwide production<sup>1)</sup> (I)

Units in 1,000	Passenger cars <sup>2)</sup>			Commercial vehicles <sup>3)</sup>			Total		
	2019	2020	±% 20/19	2019	2020	±% 20/19	2019	2020	±% 20/19
Belgium *)	244	242	-1	n.v.	n.v.	-	n.v.	n.v.	-
Germany	4,664	3,515	-25	n.v.	n.v.	-	n.v.	n.v.	-
Finnland	115	86	-25	n.v.	n.v.	-	n.v.	n.v.	-
France *)	1,666	928	-44	n.v.	n.v.	-	n.v.	n.v.	-
Italy	542	452	-17	373	325	-13	915	777	-15
Netherlands	176	127	-28	n.v.	n.v.	-	n.v.	n.v.	-
Austria	168	113	-33	n.v.	n.v.	-	n.v.	n.v.	-
Portugal	282	211	-25	61	51	-16	343	263	-23
Sweden *)	277	249	-10	n.v.	n.v.	-	n.v.	n.v.	-
Spain	2,248	1,806	-20	574	468	-19	2,822	2,273	-19
United Kingdom	1,303	921	-29	76	65	-14	1,379	986	-29
EU14 & UK *)	11,685	8,650	-26	n.v.	n.v.	-	n.v.	n.v.	-
Czech Rep.	1,428	1,153	-19	5	5	-3	1,433	1,158	-19
Slovak Rep. *)	1,073	944	-12	n.v.	n.v.	-	n.v.	n.v.	-
Poland	435	279	-36	208	166	-20	643	445	-31
Romania	490	438	-11	n.v.	n.v.	-	n.v.	n.v.	-
Slovenia *)	199	141	-29	n.v.	n.v.	-	n.v.	n.v.	-
Hungary *)	530	434	-18	n.v.	n.v.	-	n.v.	n.v.	-
New EU members	4,154	3,388	-18	n.v.	n.v.	-	n.v.	n.v.	-
EU27 & UK *)	15,839	12,038	-24	n.v.	n.v.	-	n.v.	n.v.	-
Russian Fed.	1,524	1,261	-17	197	175	-11	1,720	1,436	-17
Turkey	983	855	-13	479	443	-7	1,461	1,298	-11
Eastern Europe *)	2,506	2,116	-16	675	-	-	3,182	n.v.	-
Europe *)	18,345	14,154	-23	n.v.	n.v.	-	n.v.	n.v.	-

\*) Partly provisional or estimated

Source: VDA

1) Excluding assembly

2) In North and South America, Russia and Australia light vehicles

3) In North and South America and Australia medium/heavy trucks and buses

International passenger cars and commercial vehicles – worldwide production<sup>1)</sup> (II)

Units in 1,000	Passenger cars <sup>2)</sup>			Commercial vehicles <sup>3)</sup>			Total		
	2019	2020	±% 20/19	2019	2020	±% 20/19	2019	2020	±% 20/19
USA	10,527	8,569	-19	345	231	-33	10,872	8,800	-19
Canada	1,893	1,362	-28	23	15	-34	1,917	1,377	-28
Mexico	3,775	3,001	-21	214	145	-32	3,989	3,146	-21
NAFTA	16,196	12,932	-20	582	391	-33	16,778	13,323	-21
Argentina	315	257	-18	n.v.	n.v.	-	n.v.	n.v.	-
Brazil	2,804	1,905	-32	141	109	-23	2,945	2,014	-32
Mercosur	3,119	2,162	-31	n.v.	n.v.	-	n.v.	n.v.	-
America	19,314	15,094	-22	n.v.	n.v.	-	n.v.	n.v.	-
China	20,988	19,606	-7	4,763	5,626	18	25,751	25,232	-2
India	3,629	2,810	-23	895	543	-39	4,524	3,353	-26
Japan	8,329	6,960	-16	1,356	1,108	-18	9,684	8,068	-17
South Korea	3,613	3,212	-11	338	295	-13	3,951	3,507	-11
Malaysia	391	342	-12	181	143	-21	572	485	-15
Taiwan	190	181	-5	62	65	5	251	246	-2
Thailand	796	538	-32	1,217	890	-27	2,014	1,428	-29
Indonesia	1,046	551	-47	241	139	-42	1,287	690	-46
Asia	38,981	34,201	-12	9,053	8,808	-3	48,034	43,009	-10
South Africa *)	355	247	-31	181	134	-26	537	381	-29
sonstige *)	2,099	2,380	13	n.v.	n.v.	-	n.v.	n.v.	-
<b>Total *)</b>	<b>79,095</b>	<b>66,076</b>	<b>-16</b>	<b>n.v.</b>	<b>n.v.</b>	<b>-</b>	<b>n.v.</b>	<b>n.v.</b>	<b>-</b>

\*) Partly provisional or estimated

Source: VDA

1) Excluding assembly

2) In North and South America, Russia and Australia light vehicles

3) In North and South America and Australia medium/heavy trucks and buses

## International passenger cars and commercial vehicles– Labour costs \*)

Country	Euro / hour										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Germany	43.26	45.44	46.73	47.72	48.88	50.30	51.58	52.48	53.78	55.05	56.15
France	34.48	36.70	38.07	38.18	38.29	38.42	38.56	39.09	39.97	41.05	41.78
Italy	28.11	28.94	29.99	28.39	27.76	27.80	28.93	28.86	29.45	30.40	31.36
Netherlands	30.45	31.92	33.30	33.65	35.01	34.92	35.65	36.36	37.24	38.22	38.59
Belgium	42.63	43.68	44.89	42.04	40.10	39.79	39.62	40.11	40.79	41.65	42.44
United Kingdom	24.32	24.38	27.11	24.84	29.84	39.47	32.69	31.34	31.88	32.43	37.13
Sweden	39.47	41.37	43.48	45.72	43.05	43.15	45.34	45.05	43.63	43.80	44.06
Finland	28.62	29.33	30.76	30.75	30.74	30.73	30.72	30.14	30.47	30.64	30.72
Spain	24.72	24.98	25.39	25.10	24.96	25.07	24.99	25.16	25.45	25.95	27.15
Portugal	12.51	12.90	13.29	13.32	13.34	13.25	13.22	13.51	14.10	14.27	15.58
Austria	33.63	34.25	35.30	36.34	37.31	38.15	38.84	39.39	40.78	42.19	43.08
Poland	7.78	7.93	8.07	8.28	8.63	8.92	8.91	9.72	10.48	11.10	11.39
Romania	4.37	4.75	4.86	5.13	5.33	5.61	6.00	6.74	7.47	8.23	8.52
Slovakia	8.30	8.95	9.54	10.12	10.69	11.13	11.68	12.56	13.61	14.55	15.36
Slovenia	13.48	13.57	13.74	13.91	14.73	14.98	15.48	16.51	17.11	17.77	18.38
Czech Republic	10.42	11.32	11.37	11.20	10.85	11.46	12.18	13.51	15.08	16.12	16.50
Hungary	7.00	8.36	9.41	9.48	9.43	9.72	10.16	11.05	11.68	12.70	12.69
USA	26.27	25.43	27.83	27.69	28.66	36.26	38.02	37.77	35.76	35.19	34.50
Japan	28.10	30.43	32.44	26.22	24.60	25.77	29.00	27.87	27.45	29.48	28.49

\*) Referring to all employees. Including indirect labour costs. EU: enterprises with 10 employees or more.

March 2021

Source: Eurostat, national institutes and own calculations.

## German markets

Overview	2019	2020	± % 20/19
<b>New registrations in Germany</b>			
Passenger cars	3,607,258	2,917,678	-19
of which:			
Petrol	2,136,891	1,361,723	-36
Diesel	1,152,733	819,896	-29
Electric	108,839	394,943	263
of which: BEV	63,281	194,163	207
Plug-In-Hybrid	45,348	200,469	342
Hybrid (excl. Plug-In-Hybrid)	193,902	327,395	69
of which:			
Private owner	1,244,002	1,082,899	-13
Dealers	703,181	503,120	-28
Rentals	410,457	286,697	-30
Manufacturers	311,303	222,973	-28
Others	938,315	821,989	-12
Commercial vehicles	409,801	349,071	-15
of which:			
Buses	6,437	6,460	0
Trucks	343,708	295,166	-14
of which:			
up to 6 t GWW	301,739	263,843	-13
up to 2 t GWW	19,182	12,960	-32
over 2 t up to 6 t GWW	282,557	250,883	-11
over 6 t GWW	41,969	31,323	-25
over 6 t up to 16 t GWW	18,549	13,320	-28
over 16 t GWW	23,420	18,003	-23
Semitrailer tractor	38,620	25,946	-33
Other	21,036	21,499	2
of which:			
Commercial vehicles excl. Buses	403,364	342,611	-15
of which:			
up to 6 t GWW	311,944	274,447	-12
over 6 t GWW	91,420	68,164	-25
Total	4,017,059	3,266,749	-19
Motor vehicles trailers	317,945	335,296	5
of which:			
Semitrailer	38,271	29,736	-22
Caravans	26,496	28,685	8

Source: Kraftfahrt-Bundesamt

## German markets

Overview	2019	2020	± % 20/19
<b>Ownership changes</b>			
Passenger cars	7,195,437	7,021,204	-2
Commercial vehicles	425,213	436,280	3
of which:			
Buses	6,002	5,330	-11
Trucks	384,139	397,751	4
Semitrailer tractors	18,864	16,261	-14
Others	16,208	16,938	5
Total	7,620,650	7,457,484	-2
Motor vehicles trailers	403,541	412,579	2
of which:			
Semitrailers	19,233	18,977	-1
Caravans	78,866	79,660	1
<b>Vehicle parc *)</b>			
Passenger cars	47,715,977	48,248,584	1
Commercial vehicles	3,889,521	4,027,249	4
of which:			
Buses	81,364	75,548	-7
Trucks	3,276,093	3,410,280	4
Semitrailer tractors	219,149	218,469	0
Others	312,915	322,952	3
Total	51,605,498	52,275,833	1
Motor vehicles trailers	7,652,232	7,867,929	3
of which:			
Semitrailers	365,396	370,499	1
Caravans	698,596	722,516	3
<b>Vehicle density **)</b>			
No. Of vehicles per 1,000 inhabitants			
Passenger cars	574	580	1
Commercial vehicles	47	48	3
Total	621	628	1

\*) each January 1st, the following year

Source: Kraftfahrt-Bundesamt, Statistisches Bundesamt

\*\*) 2020: provisional data

## German markets

Overview	2019	2020	± % 20/19
<b>Fuel consumption (in 1,000 t)</b>			
EURO-Premium	17,965,914	16,217,893	-10
Diesel	37,848,172	35,164,761	-7
<b>Fuel prices (December)</b>			
EURO-Premium	140.8	126.5	-10
Diesel	126.5	110.7	-12
<b>Vehicle cost index</b>			
annual average (2015=100)	105.8	103.9	-2

Source: Statistisches Bundesamt, BAFA

## German markets

New registrations of passenger cars by brands	2017	2018	2019	2020	± % 20/19
<b>German brands incl. Group brands</b>	2,419,042	2,412,278	2,535,089	2,017,541	-20
Audi	283,196	255,300	267,195	213,934	-20
Bentley	1,329	821	739	681	-8
Lamborghini	294	468	671	729	9
MAN	-	-	-	370	-
Porsche	29,276	28,695	31,433	26,319	-16
Seat	108,203	121,724	138,670	116,360	-16
Skoda	194,230	196,968	208,171	181,198	-13
Volkswagen	634,270	643,518	667,518	525,612	-21
BMW	261,864	265,051	279,243	240,968	-14
Mini	46,706	50,494	50,019	44,152	-12
Rolls-Royce	186	147	229	152	-34
Mercedes	326,188	319,163	339,185	303,185	-11
Smart	36,723	41,094	49,138	16,051	-67
Ford	246,589	252,323	279,719	194,250	-31
Opel	243,715	227,967	215,864	146,219	-32
other German brands	6,273	8,545	7,295	7,361	1
<b>French brands</b>	325,133	329,977	345,892	283,312	-18
of which: Citroën	52,760	55,223	58,840	48,950	-17
DS	3,309	3,732	2,846	2,773	-3
Peugeot	70,930	68,237	72,709	55,401	-24
Renault	135,456	131,039	131,138	125,318	-4
Alpine	-	-	324	166	-49
Dacia	62,678	71,746	80,035	50,704	-37
<b>Japanese brands</b>	329,770	319,539	313,786	244,401	-22
of which: Honda	20,199	18,710	15,676	11,696	-25
Infiniti	1,230	762	263	81	-69
Lexus	3,002	2,766	3,587	3,530	-2
Mazda	67,262	67,387	71,630	44,346	-38
Mitsubishi	43,367	50,803	52,148	44,985	-14
Nissan	68,019	50,366	39,500	34,765	-12
Subaru	7,440	7,285	5,868	5,407	-8
Suzuki	38,165	37,530	40,616	22,415	-45
Toyota	81,086	83,930	84,498	77,176	-9
<b>Korean brands</b>	175,818	183,111	201,986	171,062	-15
of which: Hyundai	108,518	114,878	129,508	105,051	-19
Kia	64,068	65,797	69,608	64,296	-8
Ssangyong	3,232	2,436	2,870	1,715	-40

Source: Kraftfahrt-Bundesamt, Verband der Automobilindustrie

## German markets

New registrations of passenger cars by brands	2017	2018	2019	2020	± % 20/19
<b>Italian brands</b>	93,764	90,267	96,044	95,222	-1
of which: Fiat	84,324	81,460	89,005	89,150	0
Alfa Romeo	6,096	5,436	4,146	3,246	-22
Ferrari	714	978	987	1,223	24
Iveco	785	857	967	970	0
Maserati	1,838	1,536	939	633	-33
<b>Other brands</b>	97,735	100,606	114,461	106,140	-7
of which: Jaguar	8,987	9,500	8,703	6,993	-20
Jeep	13,390	17,121	16,563	15,687	-5
Land Rover	23,656	18,141	17,348	12,984	-25
Polestar	-	-	-	1,039	-
Tesla	3,332	1,905	10,711	16,694	56
Volvo	40,857	45,405	53,357	47,194	-12
Foreign brands (excl. German group)	1,022,220	1,023,500	1,072,169	900,137	-16
<b>Total new registrations</b>	<b>3,441,262</b>	<b>3,435,778</b>	<b>3,607,258</b>	<b>2,917,678</b>	<b>-19</b>
% share of German brands incl. Group brands	70.3	70.2	70.3	69.1	

Source: Kraftfahrt-Bundesamt, Verband der Automobilindustrie

Passenger car registrations by segment	2019	2020	2019	2020	± %
	Units	Units	Share in %	Share in %	20/19
Mini	230,495	145,027	6.4	5.0	-37
Small	485,891	440,434	13.5	15.1	-9
Compact	737,985	597,797	20.5	20.5	-19
Medium	371,300	313,012	10.3	10.7	-16
Upper Medium	131,286	96,209	3.6	3.3	-27
Luxury	28,378	22,893	0.8	0.8	-19
Off-Road / SUV	1,127,611	927,843	31.3	31.8	-18
of which: Off-Road	365,121	307,016	10.1	10.5	-16
SUV	762,490	620,827	21.1	21.3	-19
Sports Car	43,712	33,542	1.2	1.1	-23
Minivan	83,887	38,131	2.3	1.3	-55
Large Van	120,727	72,089	3.3	2.5	-40
Utilities	177,889	142,185	4.9	4.9	-20
Motorhomes	53,920	76,225	1.5	2.6	41
Others	14,177	12,291	0.4	0.4	-13
<b>Total</b>	<b>3,607,258</b>	<b>2,917,678</b>			

Source: Kraftfahrt-Bundesamt

## German automotive industry

Overview	2019	2020	± % 20/19
<b>Workforce (annual average 1)*)</b>			
Automotive industry	832,841	808,935	-3
Motor vehicles and engines	484,061	470,046	-3
Trailers and bodies	38,306	38,008	-1
Parts and accessories	310,473	300,882	-3
<b>Turnover in Mn EUR 1)*)</b>			
Motor vehicles and engines	343,949	296,418	-14
Domestic turnover	100,629	88,901	-12
Foreign turnover	243,320	207,517	-15
Trailers and bodies	12,161	11,038	-9
Domestic turnover	6,475	6,061	-6
Foreign turnover	5,685	4,977	-12
Parts and accessories	80,046	70,717	-12
Domestic turnover	46,320	40,431	-13
Foreign turnover	33,725	30,286	-10
Automotive industry	436,156	378,173	-13
Domestic turnover	153,425	135,394	-12
Foreign turnover	282,731	242,779	-14
<b>Gross fixed capital investment *)</b>			
Automotive industry (in Mn. Euro)	15,600	16,600	6

1) Figures for operations

Source: Statistisches Bundesamt

\*) 2020: provisional data

## German automotive industry

Production and Export	2019		2020	± %	
	Units		Units	20/19	
<b>Domestic production</b>					
Passenger cars	4,663,749		3,515,488	-25	
of which diesel	1,572,100		1,083,701	-31	
Com. Vehicles <6t GW (excl. Buses)	283,567		227,082	-20	
<b>Export (ex-factory)</b>					
Passenger cars	3,487,321		2,646,644	-24	
of which diesel	1,048,866		724,972	-31	
Export rate	74.8%		75.3%	1	
of which in:		Share in %		Share in %	
EU	1,932,111	55.4	1,377,997	52.1	-29
United Kingdom	592,566	17.0	391,821	14.8	-34
Euro-Zone	1,043,121	29.9	755,418	28.5	-28
of which: Belgium/Luxembourg	131,465	3.8	104,266	3.9	-21
France	224,300	6.4	157,003	5.9	-30
Italy	226,942	6.5	166,052	6.3	-27
Spain	194,610	5.6	120,378	4.5	-38
Netherlands	79,233	2.3	67,771	2.6	-14
Other Europe	218,130	6.3	241,454	9.1	11
of which: Russian Federation	49,889	1.4	32,361	1.2	-35
Turkey	55,333	1.6	114,570	4.3	107
<b>Europe</b>	<b>2,150,241</b>	<b>61.7</b>	<b>1,619,451</b>	<b>61.2</b>	<b>-25</b>
<b>Africa</b>	<b>61,627</b>	<b>1.8</b>	<b>35,085</b>	<b>1.3</b>	<b>-43</b>
<b>America</b>	<b>534,828</b>	<b>15.3</b>	<b>365,847</b>	<b>13.8</b>	<b>-32</b>
of which: USA	417,525	12.0	302,363	11.4	-28
Canada	51,440	1.5	26,075	1.0	-49
Mexico	27,515	0.8	12,172	0.5	-56
Brazil	16,778	0.5	11,889	0.4	-29
<b>Asia</b>	<b>670,693</b>	<b>19.2</b>	<b>581,038</b>	<b>22.0</b>	<b>-13</b>
of which: China	267,537	7.7	253,904	9.6	-5
India	14,435	0.4	10,423	0.4	-28
Japan	124,899	3.6	70,026	2.6	-44
South Korea	120,608	3.5	142,429	5.4	18
<b>Australia/Oceania</b>	<b>67,367</b>	<b>1.9</b>	<b>44,045</b>	<b>1.7</b>	<b>-35</b>
non-determined countries	2,565	0.1	1,178	0.0	-54
<b>Total exports</b>	<b>3,487,321</b>	<b>100.0</b>	<b>2,646,644</b>	<b>100.0</b>	<b>-24</b>
Com. Vehicles <6t GW (excl. Buses)	211,739		164,880	-22	
Export rate	74.7%		72.6%	-3	

Source: VDA

## German automotive industry

Production und Export of passenger cars by manufacturers	2019	2020	± % 20/19
<b>Domestic production 1)</b>			
Audi	618,817	495,325	-20
BMW	1,012,844	794,603	-22
Daimler	1,053,596	782,764	-26
Ford	498,607	316,645	-36
Opel	119,972	75,240	-37
Porsche	178,944	181,069	1
Volkswagen	1,180,969	869,842	-26
<b>Total</b>	<b>4,663,749</b>	<b>3,515,488</b>	<b>-25</b>
<b>Export from domestic production 1)</b>			
Audi	449,817	382,264	-15
BMW	863,484	662,994	-23
Daimler	811,022	594,037	-27
Ford	378,593	242,627	-36
Opel	71,939	55,996	-22
Porsche	156,717	159,788	2
Volkswagen	755,749	548,938	-27
<b>Total</b>	<b>3,487,321</b>	<b>2,646,644</b>	<b>-24</b>
<b>Production abroad 2)</b>			
Audi	1,183,256	1,168,940	-1
BMW	1,551,181	1,461,034	-6
Daimler	1,482,436	1,388,239	-6
Opel	92,510	46,412	-50
Porsche	95,171	82,137	-14
Volkswagen	6,975,052	5,664,086	-19
<b>Total</b>	<b>11,379,606</b>	<b>9,810,848</b>	<b>-14</b>

1) incl. CKD-Production 2) incl. Group brands, Opel only Polska

Source: VDA

## Publishing information

Published by	Verband der Automobilindustrie e.V. (VDA) Behrenstraße 35, 10117 Berlin <a href="http://www.vda.de">www.vda.de</a>
Copyright	Verband der Automobilindustrie e.V. (VDA)
Editors	Dr. Manuel Kallweit ( <a href="mailto:Manuel.Kallweit@vda.de">Manuel.Kallweit@vda.de</a> ) Head of Economic Intelligence (EIV)  Alexander Fritz ( <a href="mailto:Alexander.Fritz@vda.de">Alexander.Fritz@vda.de</a> ) Production and Export Statistics, Structural Analysis and Emissions  Benjamin Wiest ( <a href="mailto:Benjamin.Wiest@vda.de">Benjamin.Wiest@vda.de</a> ) Economic Situation, Forecasts, Foreign Statistics and Analyses  Jan Cholewa ( <a href="mailto:Jan.Cholewa@vda.de">Jan.Cholewa@vda.de</a> ) Economic Situation, Forecasts, Foreign Statistics and Analyses  Petra Müller ( <a href="mailto:Petra.Müller@vda.de">Petra.Müller@vda.de</a> ) German Domestic Statistics  Tim Stappen ( <a href="mailto:Tim.Stappen@vda.de">Tim.Stappen@vda.de</a> ) Foreign Trade, US Light Vehicle Market, Official Statistics
Order	Janine Meyer ( <a href="mailto:Janine.Meyer@vda.de">Janine.Meyer@vda.de</a> )
Version dated	April 2021

Subscribers and purchasers must comply with all applicable copyright laws. Irrespective of the applicability of any relevant copyright laws, no part of this document may be replicated or forwarded to third parties for any purpose without explicit written permission from the Verband der Automobilindustrie (VDA).