



Europe's light-commercial vehicle market – The road ahead for new and used vans

Webinar/ June 14 2022

Autovista24....

Part of Autovista Group



Phil Curry
Editor
Autovista24

Introduction



Autovista24.com – your essential automotive multimedia platform

Yes, sign me up to Autovista24

Email address *

Company *

Country *

* Mandatory

Sign up to receive the following email:

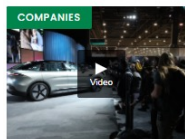
Autovista24: Essential automotive reading, data and intelligence – a daily update from the new Autovista24 website sent daily by Autovista Ltd, in English

We use pixels in our emails to monitor whenever you open, forward or click on the URLs in our emails. This helps us to monitor and measure the performance and effectiveness of our emails. We combine this with the information you provide above and your browsing information so that we can better tailor and improve our marketing to you and personalise your user experience on our website. By signing up, you are consenting to the use of your data for the purpose of sending you the selected emails and to the use of tracking pixels. You can withdraw your consent to receive our emails and the related tracking at any time by following this link to our Email Preference Centre and updating your preferences. For additional information on the processing of your personal data, please refer to the [Autovista Group Privacy Policy](#) and the [Autovista24 Privacy Policy](#).

SIGN ME UP

CES 2022

View more >



CES 2022: Automotive takes mobility to the metaverse and beyond

20 January 2022



CES 2022: What automotive technology stole this year's show?

12 January 2022



CES 2022: Stellantis showcases electric and autonomous-transport technology

06 January 2022



CES 2022: BMW captures driver emotions through new technologies

06 January 2022



CES 2022: Hyundai reveals its 'Metamobility' concept

05 January 2022

Monthly Market Dashboard

November 2021

Passenger Cars

SELECT MARKET: Germany
SELECT FUEL TYPE: ALL



	Current month	change (m/m)	change (y/y)
Trade RV (absolute)	16,820€	4.4%	11.6%
Trade RV (% of List Price)	46.0%	3.0%	9.1%
List Price	36,553€	1.4%	2.3%
Sales-Volume Index (Jan 2020 = 100)	124.5	-10.9%	7.9%
Active-Market Volume Index (Jan 2020 = 100)	64.8	-8.0%	-23.1%

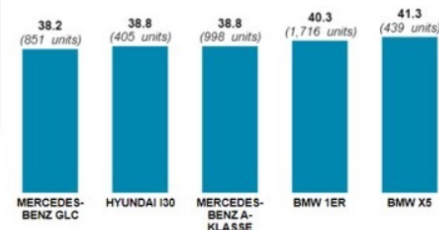
Average days to sell

Current month	change (m/m)	change (y/y)
55.0	-2.0	-6.5

RV outlook

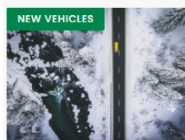
2021	2022	2023
9.3%	3.3%	0.0%

Days to sell for fastest sellers



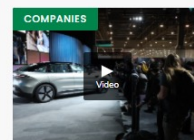
New vehicles

View more >



EU light-commercial vehicle market ends 2021 with a further decline

26 January 2022



CES 2022: Automotive takes mobility to the metaverse and beyond

20 January 2022



December 2021 ends another rollercoaster year for EU new-car market

19 January 2022



BMW i Ventures invests in HeyCharge's EV charging without internet connectivity

17 January 2022



UK LCV registrations show promise with increase in 2021

17 January 2022

Today's Experts



**Dr. Christof
Engelskirchen**
**Chief Economist
Autovista Group**



Christian Schneider
**Head of Analytics
Autovista Group**



Andy Picton
**Chief Editor (CV)
Glass's**



Andreas Geilenbruegge
Regional Head of Valuations



Pierre-Yves Combeaud
**Sales Director
Hyvia**

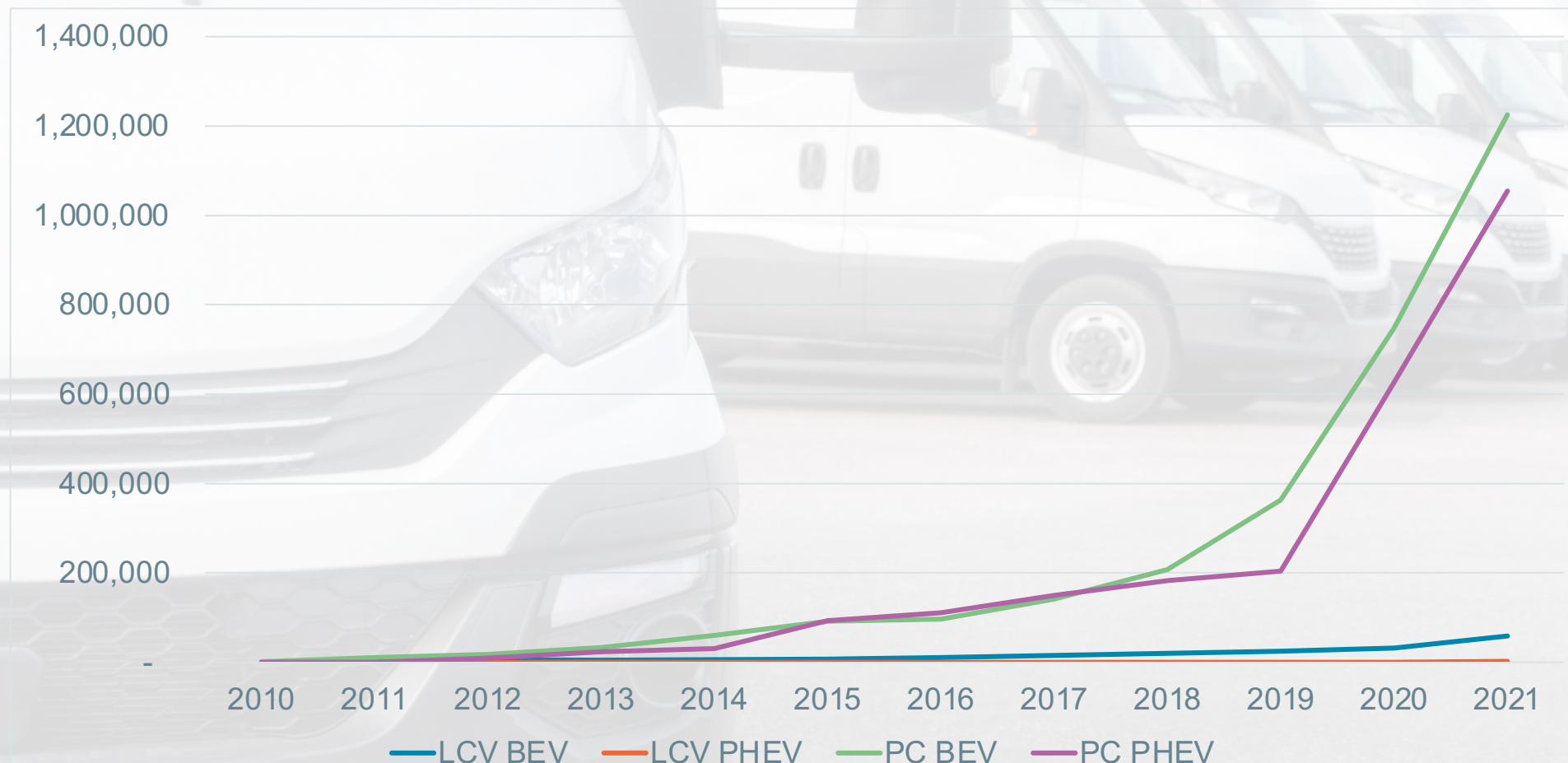


Agenda

- Economic situation in Europe
- New- and used-van index
- Market outlooks UK and Germany
- A job for Hydrogen?
- Q&A

LCVs lagging behind passenger cars in terms of electrification

European Sales of Passenger Cars and LCV (BEV/ PHEV) 2010-2021



Source: EV-volumes.com

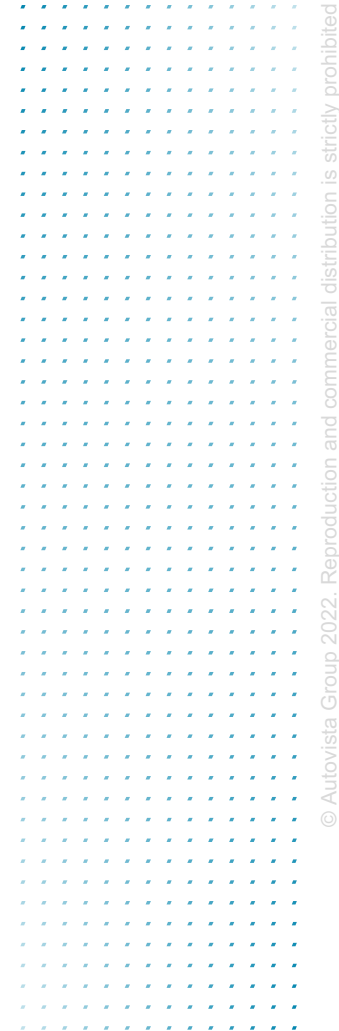


Agenda

- Economic situation in Europe
- New- and used-van index
- Market outlooks UK and Germany
- A job for Hydrogen?
- Q&A

Current factors affecting LCV market

- Demand for LCV has been growing strongly over the Covid-19 pandemic
- LCV market lagging behind passenger-car market when it comes to electrification
 - Payload, TCO and infrastructure concerns have been a particular challenge
 - Moderate CO₂-reduction targets for LCVs have not triggered a rise in supply
- Tougher CO₂-targets will apply to LCVs and already lead to a shift in the market
- ESG (environmental, social, governance) criteria for sustainable investments will speed up the electrification of commercial fleets



LCV list prices for diesel rising more than for passenger cars

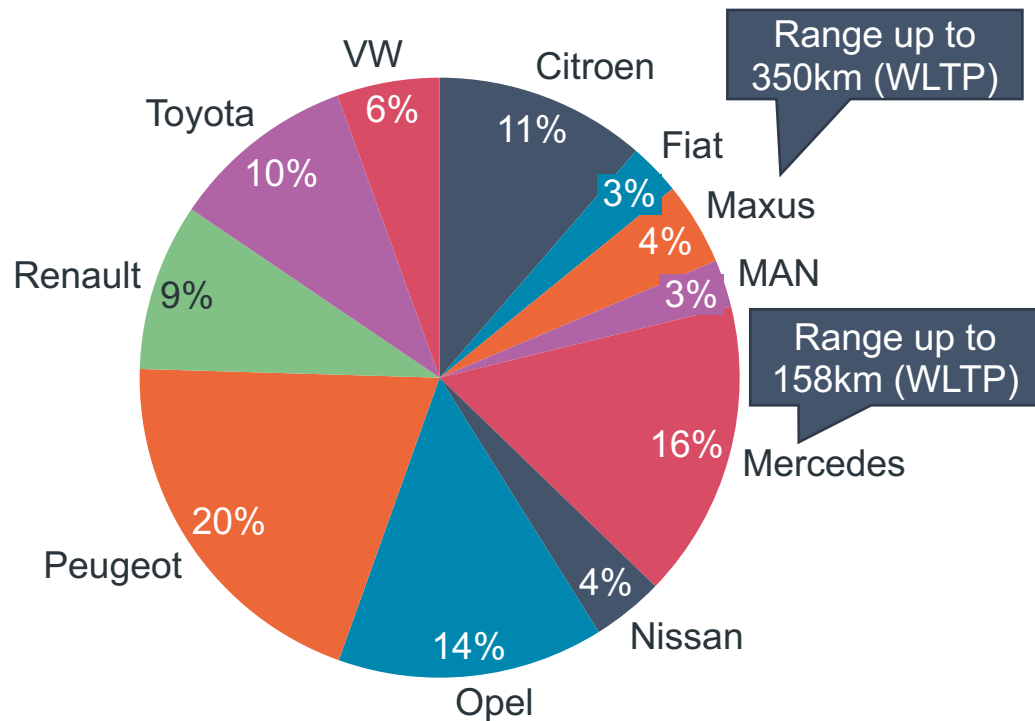
LCV vs. PC – List Price Development April 2022 vs. Jan 2019

	Large/ Medium LCV		PC/ All Segments	
	Diesel	BEV	Diesel	BEV
AT	11%	3%	5%	4%
CH	5%	-1%	5%	0%
DE	9%	-3%	5%	1%
ES	6%	-4%	6%	2%
FR	5%	2%	3%	1%
GB	7%	1%	2%	1%
IT	8%	-1%	4%	2%
Average	7%	0%	4%	2%

Jan-April 2022: c. 21k BEV LCV were sold in Europe

BEV only: New LCV Market Share by OEM

– Jan-April 2022/ Europe –



BEV only: Top-Selling LCV Sales by Model

– Jan-April 2022/ Europe –

Model	2022
Opel/Vxh. Vivaro-e BEV	2,232
Peugeot e-Expert BEV	2,106
Mercedes eVito Van BEV	2,026
Peugeot e-Partner BEV	1,871
Renault Kangoo BEV	1,731
Toyota Proace Van BEV	1,691
Citroen e-Jumpy BEV	1,213
Mercedes eSprinter Van BEV	1,168
Citroen e-Berlingo Van BEV	1,032
Nissan e-NV200 BEV	770
Other	4,943
Total	20,783

New EV LCV launches in 2022/2023 (selection)

- Arrival (JV partner Hyundai/Kia) with Compact-Mid Van and Mid-Large Van
- Ford Transit BEV (2022) + Ford Transit Customer BEV (2023)
- GM BrightDrop BEV (US)
- Renault Kangoo E-Tech BEV
- Rivian Delivery Van (JV partner Amazon)
- Fiat NG Doblo BEV
- RAM 1500 Promaster BEV (US)
- Range updates, e.g. for MB Sprinter (2023) to >300km

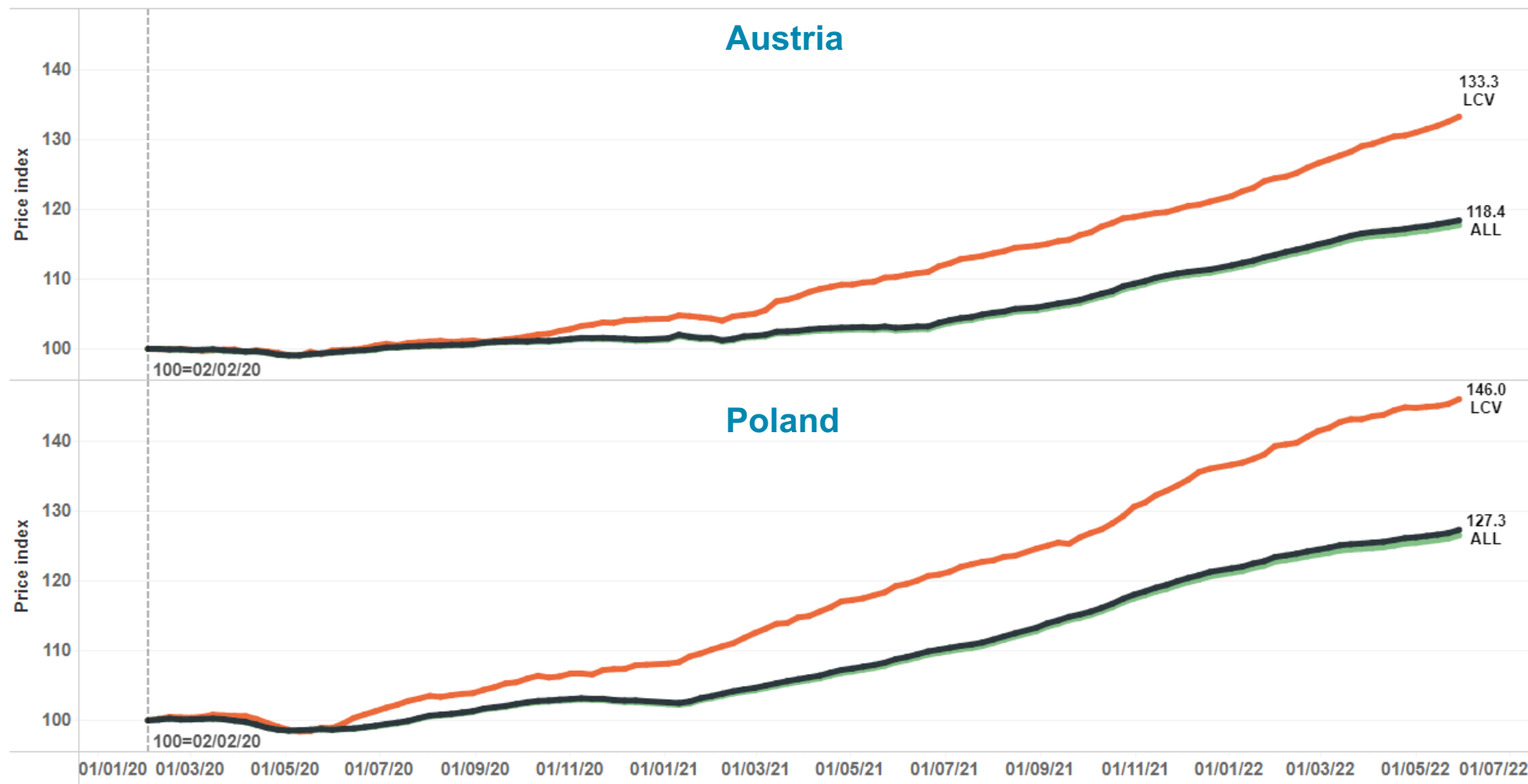
Range up to 317km
(WLTP)



Agenda

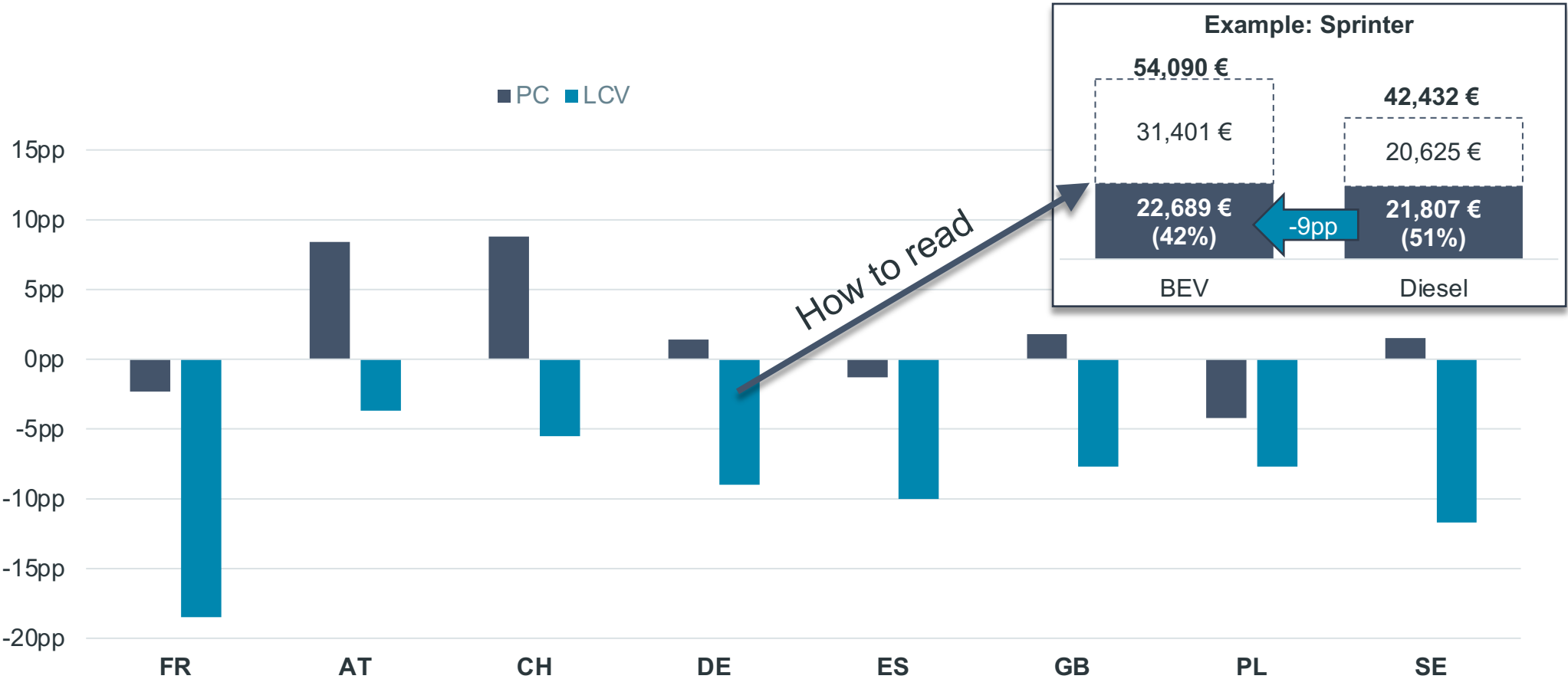
- Economic situation in Europe
- New- and used-van index
- Market outlooks UK and Germany
- A job for Hydrogen?
- Q&A

LCV used car prices are rising even stronger than PC prices cross Europe



BEV LCVs with significantly lower RVs than diesel vehicles

Used large-LCV and PC relative price differences between BEV and diesel vehicles
(in percentage points)



Note: Forecast RV in May 2022, Trade, 36months/60.000km, Comparison of large LCVs and large PC (D,E,D-SUV,E-SUV-Segment)



Agenda

- Economic situation in Europe
- New- and used-van index
- Market outlooks **UK** and Germany
- A job for Hydrogen?
- Q&A

UK market

New LCV Market 2022 – UK

Demand

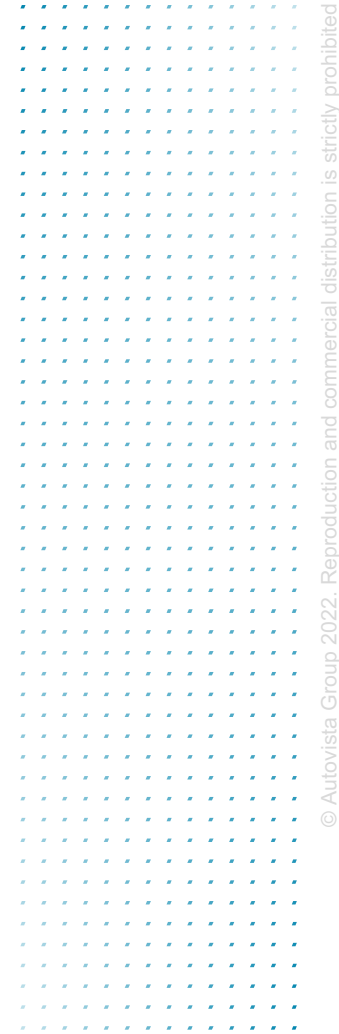
- Strong; order banks full for 2022 – new orders going straight to 2023 build programme
- Growing electric vehicle demand: up 62.7% on 2021; currently 5.2% market share
- Tougher CO₂-targets for LCVs
- Cleaner, emission-zone-compliant vehicles

Supply – production heavily affected by

- Global supply chain shortages (Covid-19/ War in Ukraine)
- Increased energy and fuel prices and cost for raw materials
- Bodybuilder delays
- Delivery issues

Result

- Regular OEM price increases
- Extended build and delivery times
- Extension of fleet and rental contracts
- Poor registration levels – May 2022: -25%
- Semiconductor ‘normality’ not expected until Mid 2023 at the earliest



UK market

2019-2022: perfect storm; demand & pricing for used stock spirals

- Shift to home shopping and working meant increased number of vans needed
- CAZ and ULEZ introductions increased EU6 demand
- COVID-19 reduced new vehicle deliveries, which meant fewer de-fleets to used market
- Huge increase in demand on used market to meet shortfall
- Demand and pricing for used stock spiralled

	Obs	Age In Mths	Mileage	Sale Price
2019	111,045	67.5	75,175	£6,212
2020	102,831	70.6	75,123	£7,427
2021	128,088	74.9	78,371	£9,678
2022	40,998	76.2	80,538	£10,303



UK market

Post-pandemic – the comedown of used LCV demand and RVs

- Euro 5 values up over 70% v pre-pandemic. Euro 6 values up nearly 60% v pre-pandemic
- Following 2yrs of boom, retail market has slowed since end of 2021
- Average age and mileage increasing
- First time conversions down
- Paint and part prices increasing
- 36 months of leasing contract extensions – vehicle parc now 9 years old
- Uncertain economy – buyers more cautious
- ‘Pandemic-worn’ vehicles costing dealers 35-40% more to take to retail standard
- 15-20% more used stock than 2021
- Softer market conditions with further downward price realignments expected
- Demand for good quality EU6 stock remains to satisfy CAZ/ULEZ requirements; demand for Eu5 declining



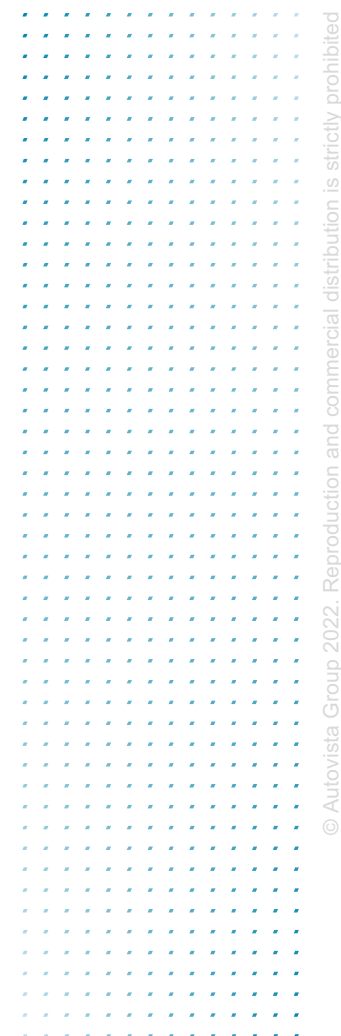
UK market

Current Impact on LCV Market - UK

- No shortage of new vehicle orders - improving volumes of BEV orders
- Infrastructure improvements would see increased uptake in BEVs
- All manufacturers introducing new BEV models
- Some manufacturers already committed to ending ICE sales way before 2030 deadline
- Euro 7 – huge cost implications, introduction of tougher CO2 targets, more CAZ/ULEZ
- Development of new BEVs expensive – partnerships
- Few BEVs filtering through to used market
- Used market - SMEs and sole traders better fit in many ways for BEV usage
- Fuel price increases may speed up switch to BEV
- RVs to remain strong for the foreseeable – used vehicles unaffected by 2030 restraints

New players in the UK market

- INEOS - Grenadier 4x4 **Petrol** **diesel** **BEV** and **hydrogen**
- Arrival - Parcel and Cargo van **BEV**
- Morris Commercial – Morris JE van, pickup and minibus **BEV**
- LEVC - VN5 van **Petrol/BEV** hybrid
- Maxus – e-Deliver 3, e-Deliver 9 vans and chassis, and T90EV pickup **BEV** and Deliver 9 vans and chassis **diesel**
- Innovation Automotive – DFSK and Skywell products **BEV**
- JLC Group – Orca van & chassis products **BEV**
- Kia van range (launch 2025) **BEV**



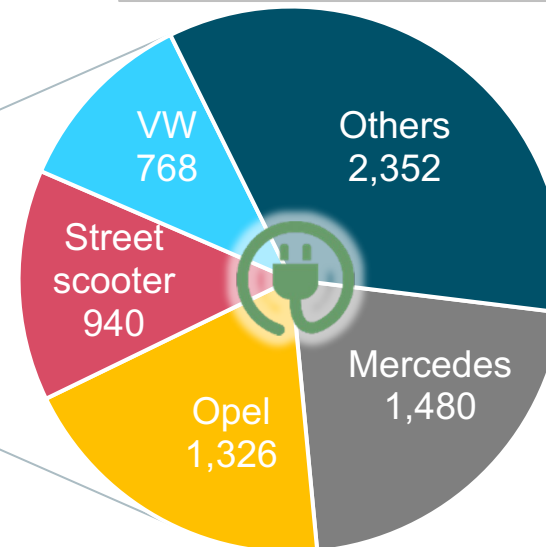
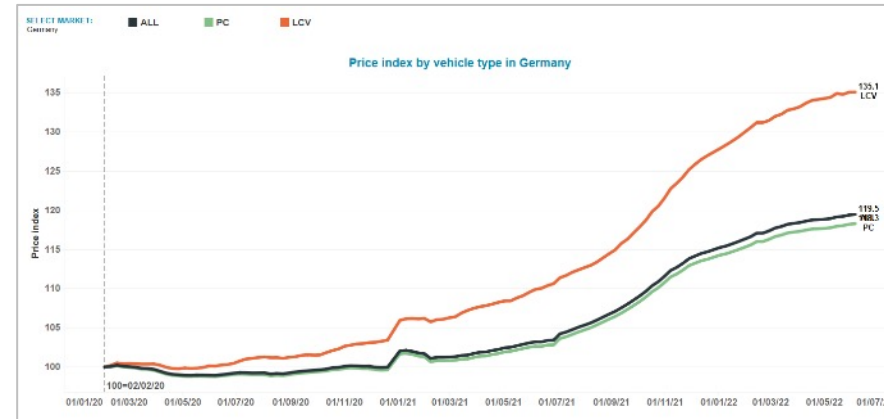
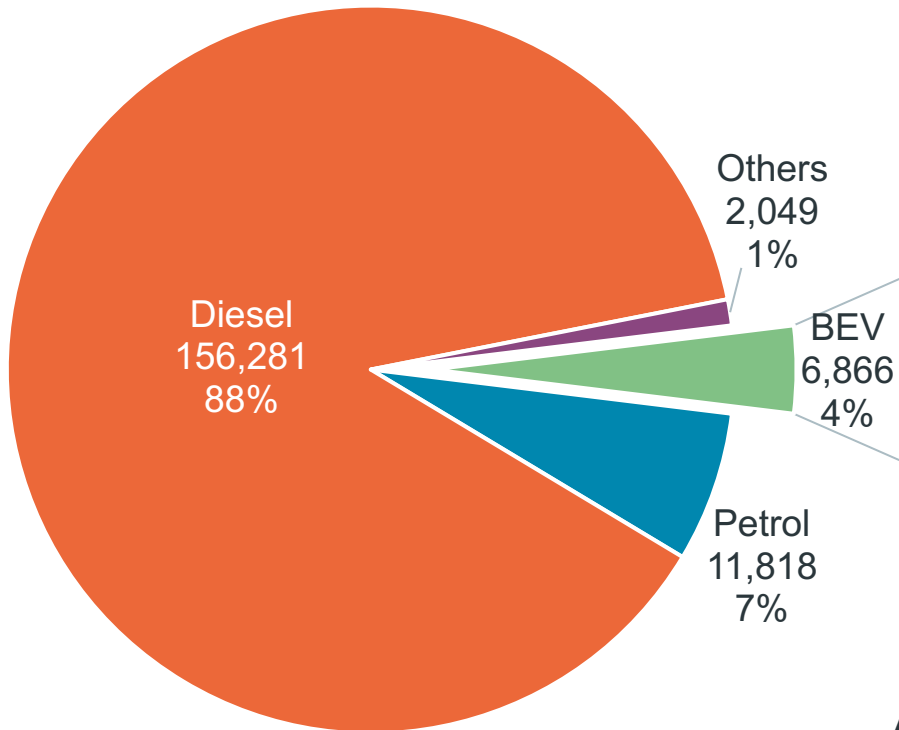


Agenda

- Economic situation in Europe
- New- and used-van index
- Market outlooks UK and **Germany**
- A job for Hydrogen?
- Q&A

German market Current Figures for LCV Market

New Vehicle Registrations YTD May 2022
LCV incl. PC derivatives



Annual New Regs (before crisis): ~500-560k, 2021: 471k
Vehicles in Use: ~6.2mio (+0.3k p.a.)

Source: KBA – Autovista Corona Tracker

Outlook: external regulation will drive transition; total cost of ownership parity will determine speed

European Council
Council of the European Union

About the institutions Topics Meetings News and media Research and publications

Home Press Press releases

Council of the EU Press release 15 January 2019 15:55

CO2 emission standards for cars and vans: Council confirms agreement on stricter limits

The EU is taking steps to reduce CO2 emissions of cars and vans. Under the revised rules, there will be **stricter CO2 emission standards** for new passenger cars and light vans.

The new rules will ensure that from 2030 onwards **new cars will emit on average 37.5% less CO2** and new vans will emit on average 31% less CO2 compared to 2021 levels. Between 2025 and 2029, both cars and vans will be required to emit 15% less CO2.

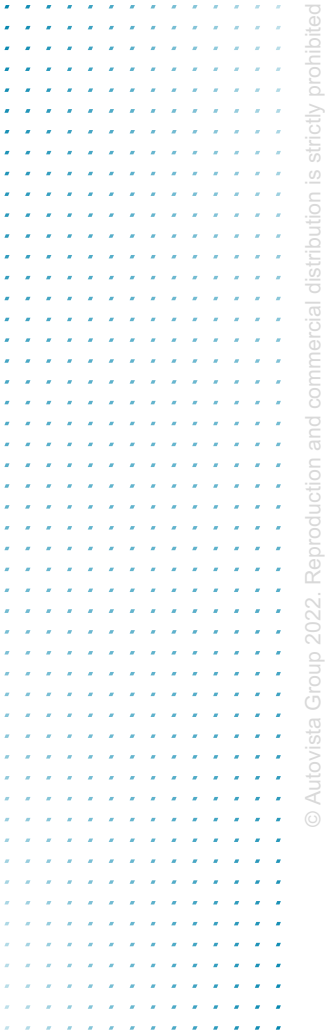
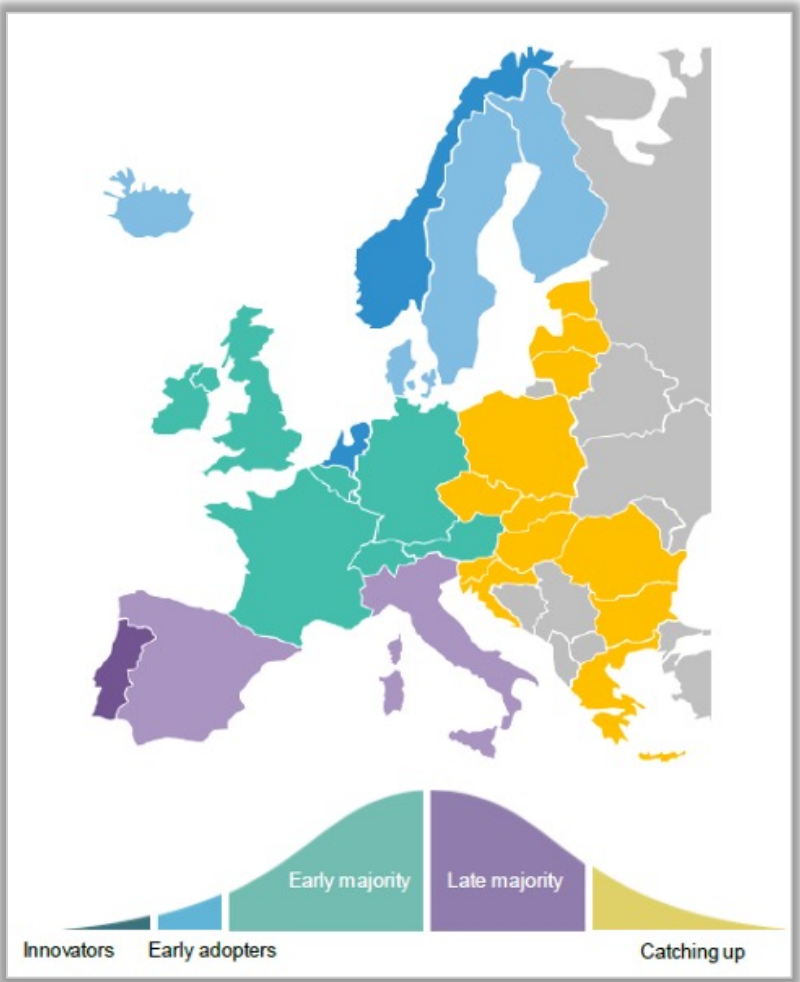
...for CO2 emissions of cars and vans

Hitting CO2 road transport emissions

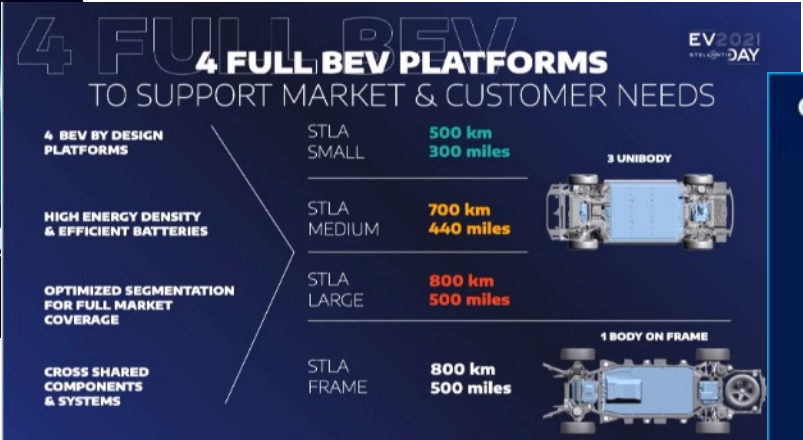
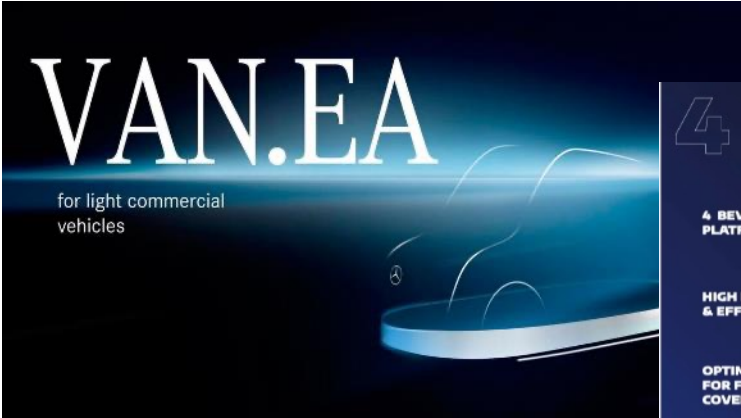
27% 73%
TRUCKS, BUSES, TRAMWAYS CARS & VANS

Segment	Price parity year (pre-tax)
Small cars (B-segment)	2027
Medium cars (C-segment)	2026
Large cars (D-segment)	2026
Small SUV (B-segment)	2026
Medium SUV (C-segment)	2026
Large SUV (D-segment)	2026
Light van	2025
Heavy van	2026

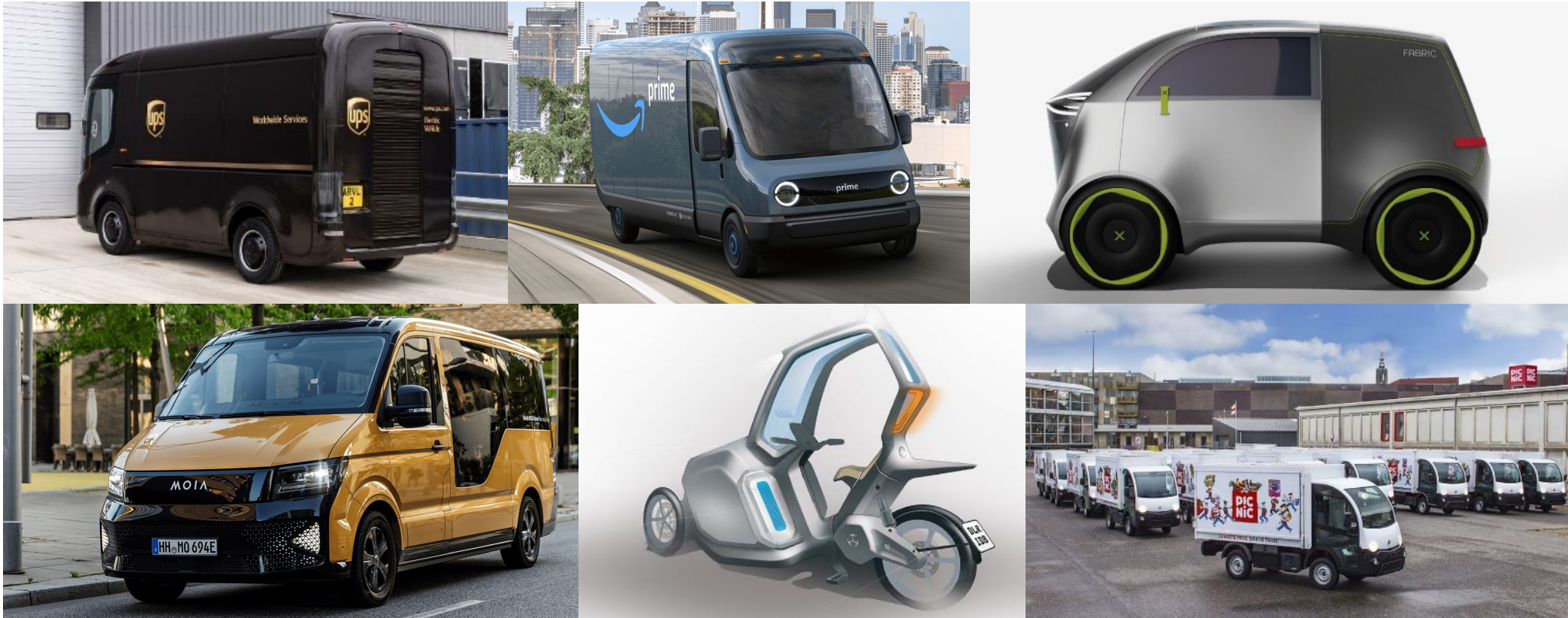
Source: Bloomberg NEF (2021), Hitting the EV Inflection Point



LCV future is zero emission and all about platforms



LCV future could be ,concept-diverse‘ and purpose-built



...but is there enough used-vehicle demand for it?

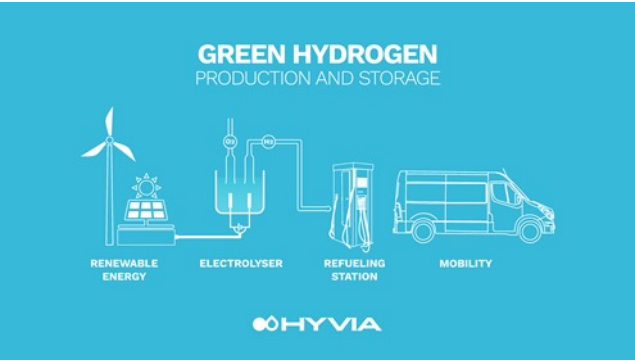


Agenda

- Economic situation in Europe
- New- and used-van index
- Market outlooks UK and Germany
- A job for Hydrogen?
- Q&A

HYVIA : IN A NUTSHELL

01 CARBON-FREE MOBILITY



Renault
Group

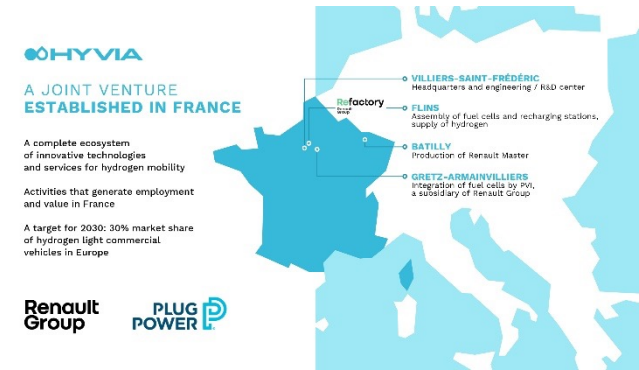


02 JOINT VENTURE RENAULT GROUP / PLUG POWER

03 COMPLETE AND UNIQUE ECOSYSTEM



04 BASED IN FRANCE

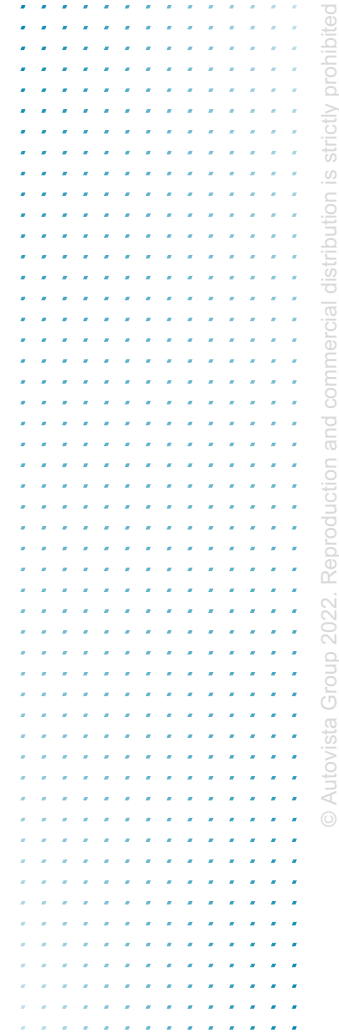


Refactory
Renault
Group

Autovista24...
Part of Autovista Group

How does a hydrogen power a vehicle?

- You can view the video presented during the Autovista24 webinar explaining how a hydrogen vehicle works here:
https://www.hyvia.eu/app/uploads/2022/01/Hyvia_3masters_15mbs.mp4.zip



© Autovista Group 2022. Reproduction and commercial distribution is strictly prohibited



Agenda

- The economic situation in Europe
- New and used van index
- Set apart – the UK LCV market
- Germany's LCV market
- Hydrogen in the LCV market
- **Summary**
- **Q&A**

Summary

- The LCV market is lagging behind the passenger car market when it comes to electrification
- Demand grew strongly during the COVID-19 pandemic
- LCV list prices for diesel are rising more than for passenger cars
- Used-LCV prices are rising even stronger across Europe
- Electric LCVs are featuring significantly lower RVs than diesel vehicles
- Demand is strong, but supplies are affected by a number of factors
- External factors will determine the speed of transition to electric LCVs
- Hydrogen offers additional range and speed of charging, but is currently a costly option – specific use-cases will help initially

Next steps

Any questions? Ask the team...

Phil Curry, Editor, Autovista24
phil.curry@autovistagroup.com

Dr Christof Engelskirchen, Chief Economist, Autovista Group
christof.engelskirchen@autovistagroup.com

Christian Schneider, Head of Analytics, Autovista Group
christian.schneider@autovistagroup.com

Andy Picton, Chief Editor (CV), Glass's
andy.picton@glass.co.uk

Andreas Geilenbruegge, Head of Valuations, Autovista Group
andreas.geilenbruegge@autovistagroup.com

Pierre-Yves Combeaud, Sales Director, Hyvia
pierre-yves.combeaud@hyvia.com

Total Cost of Ownership Benchmarking

Request a demo



Tim Budgen, Sales Director
tim.budgen@autovistagroup.com