

Bank of Ireland Motor Sector News

December 2021

In the month of December, new passenger car (PC) sales declined 35.6% year-on-year (y-o-y) to 387 units, Light Commercial Vehicle (LCV) sales increased 4.3% y-o-y to 314 units and used imports declined 71.7% y-o-y to 3,633 units.

PC Registrations: FYE December 2021

New passenger car registrations increased 18.8% year on year to 104,932 units. Toyota holds the #1 position with 12.4% market share, followed by Volkswagen with 12.0% in #2, Hyundai with 10.2% in #3, Skoda with 8.6% in #4 and Ford with 7.1% in #5.

LCV Registrations: FYE December 2021

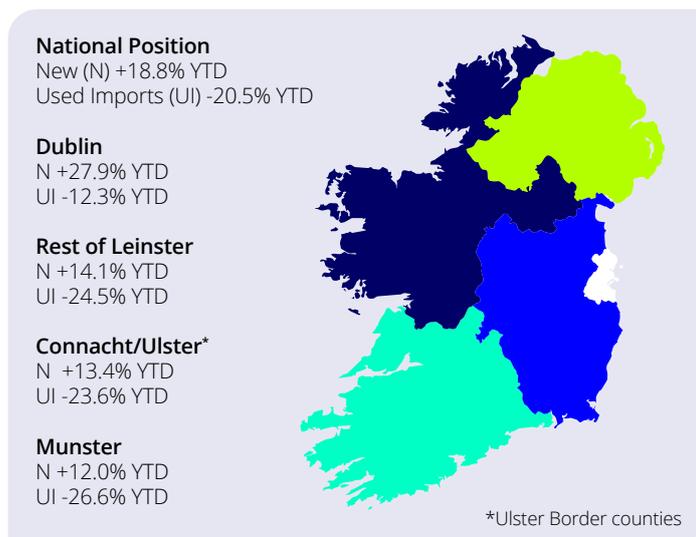
New light commercial vehicle registrations increased 32.3% year on year to 28,741 units. Ford holds the #1 position with 24.4% market share, followed by Renault with 12.7% in #2, Volkswagen with 11.4% in #3, Peugeot with 9.9% in #4 and Toyota with 7.6% in #5.

Used Imports: FYE December 2021

Registrations of used imports declined 20.5% year on year to 63,617 units.



Provincial Developments FYE December 2021



Bank of Ireland Information Classification: Green – Public

Data Source: Society of Irish Motor Industry (SIMI). Data as at 31/12/2021

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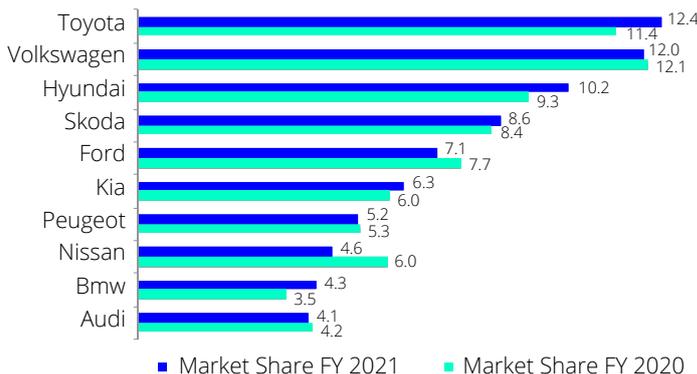
Outlook

The car market is expected to continue its recovery in 2022 as new and used vehicle demand remains strong. The sector is predicting growth in new car sales, potentially back to pre-pandemic levels, to circa 120,000 new cars in 2022. Vehicle supply is likely to be a challenge in Q1 due to global production constraints, however new vehicle supply is predicted to improve from Q2 onwards. New car sales have a second peak in July each year, and improved supply in Q2 could bring about a stronger Q3 and second half than seen in recent years.

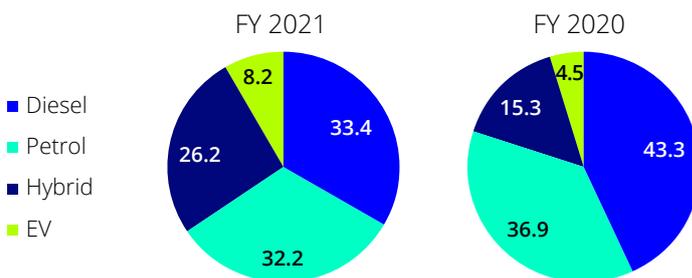
We will cover motor trends and outlook in more detail in our "Insights and Outlook" publication due for release in early February 2022.

Bank of Ireland wish our customers, and all in the sector, a successful and prosperous "221" selling season.

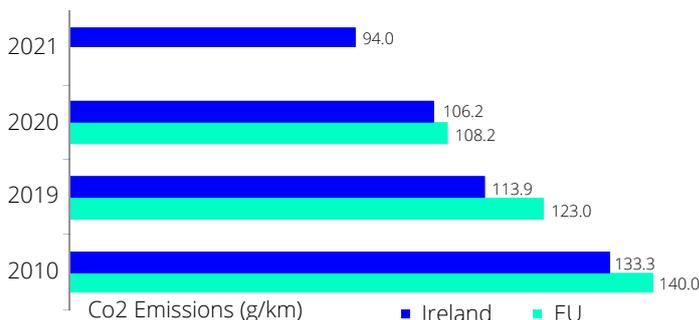
Top Selling Brands 2021 - New Passenger Cars



Fuel Type Developments - New Passenger Cars



CO2 Emissions Declining - New Passenger Cars



Supporting our Customers

Bank of Ireland Finance (BIF) supports 15 motor franchises representing c. 44% of annual new car sales and we remain committed to our customers. Bank of Ireland and the Irish motor sector is open for business.

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