

Athens | 1st June 2023

III Electro micro mobility forum

Electric Car Impact in Automotive Sector

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 **Santander** Consumer Finance
















- 01 | Santander brief intro (4 slides)
- 02 | IEA Report Global EV Outlook 2023
- 03 | Latest news & China
- 04 | Current transformation phase
- 05 | Future disruptive phase



01 | Santander brief intro (4 slides)

Santander, a leading financial group

Q1'23 Highlights

	Total assets (€ bn)	1,749
	Customer loans (€ bn excluding reverse repos)	1,015
	Customer deposits + mutual funds (€ bn excluding repos)	1,118
	Branches	8,993
	Q1'23 Net operating income (pre-provision profit) (€ mn)	7,790
	Q1'23 Attributable profit (€ mn)	2,571
	Market capitalization (€ bn; 31-03-23)	56
	People (headcount)	210,169
	Customers (mn)	161
	Shareholders (mn)	3.9
	Financial inclusion starting 2023 (mn people)	0.4

Our corporate culture: The Santander Way

Our purpose

To help people and businesses prosper.

Our aim

To be the **best open financial services platform**, by acting **responsibly** and earning the **lasting loyalty** of our people, customers, shareholders and communities.

Our how

Everything we do should be **Simple, Personal and Fair**.

Our stakeholders

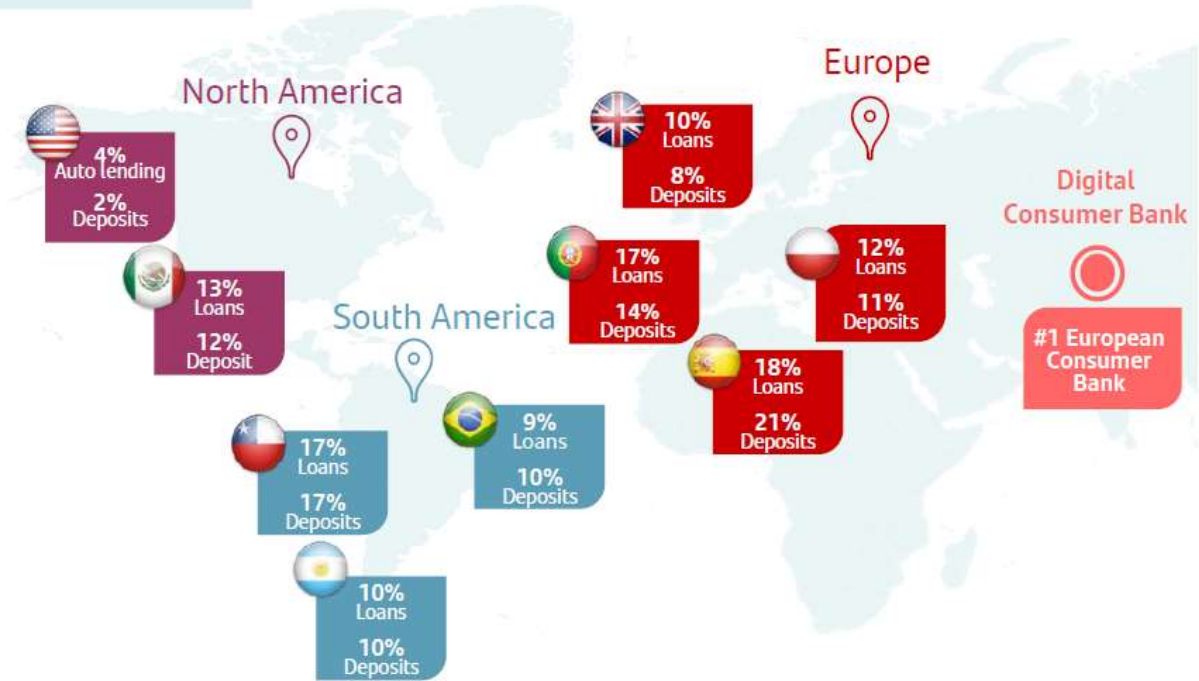
We create value for all.



Scale and leadership

Unique combination of in-market scale and global scale network allow us to be among the most profitable banks in our markets

Market shares











Our global and network businesses:

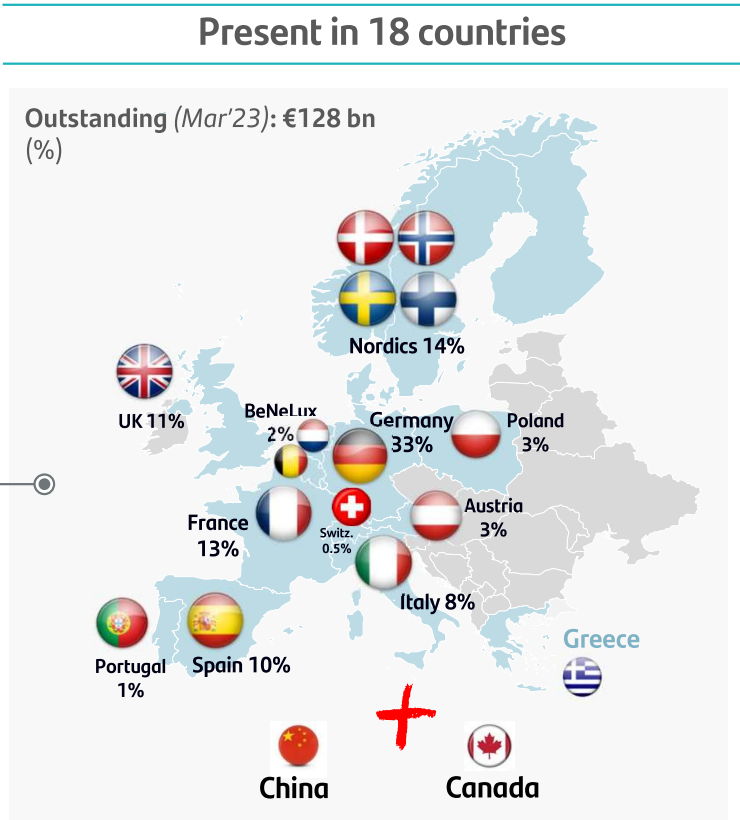
SCIB and **WM&I**
coupled with
Auto and **Payments**
drive in-market and
Group profitable
growth and value.

Represent >39% of
Santander's total
revenue

Market share data: as at Dec-22 or latest available. Spain includes Santander España + Hub Madrid + SCF España + Openbank and Other Resident sectors in deposits. The UK: includes London Branch. Poland: including SCF business in Poland. The US: retail auto loans includes Santander Consumer USA and Chrysler Capital combined. Deposits market share in the US considering all states where Santander Bank operates. Brazil: deposits including debenture, LCA (agribusiness notes), LCI (real estate credit notes), financial bills (letras financeiras), COE (certificates of structured operations) and LIG (Letras imobiliárias Garantidas).

SCF is the leader in the consumer finance industry in Europe

Key Figures	Q1'23
 Outstanding (EUR billion)	128
 Deposits (EUR billion)	47
 Underlying attributable profit * (EUR million)	244
 Contribution to SAN Group's profit * (%)	8
 European countries (number)	16
 Market positions	Top 3
 Customers (millions)	18
 PoS partners (thousand)	130



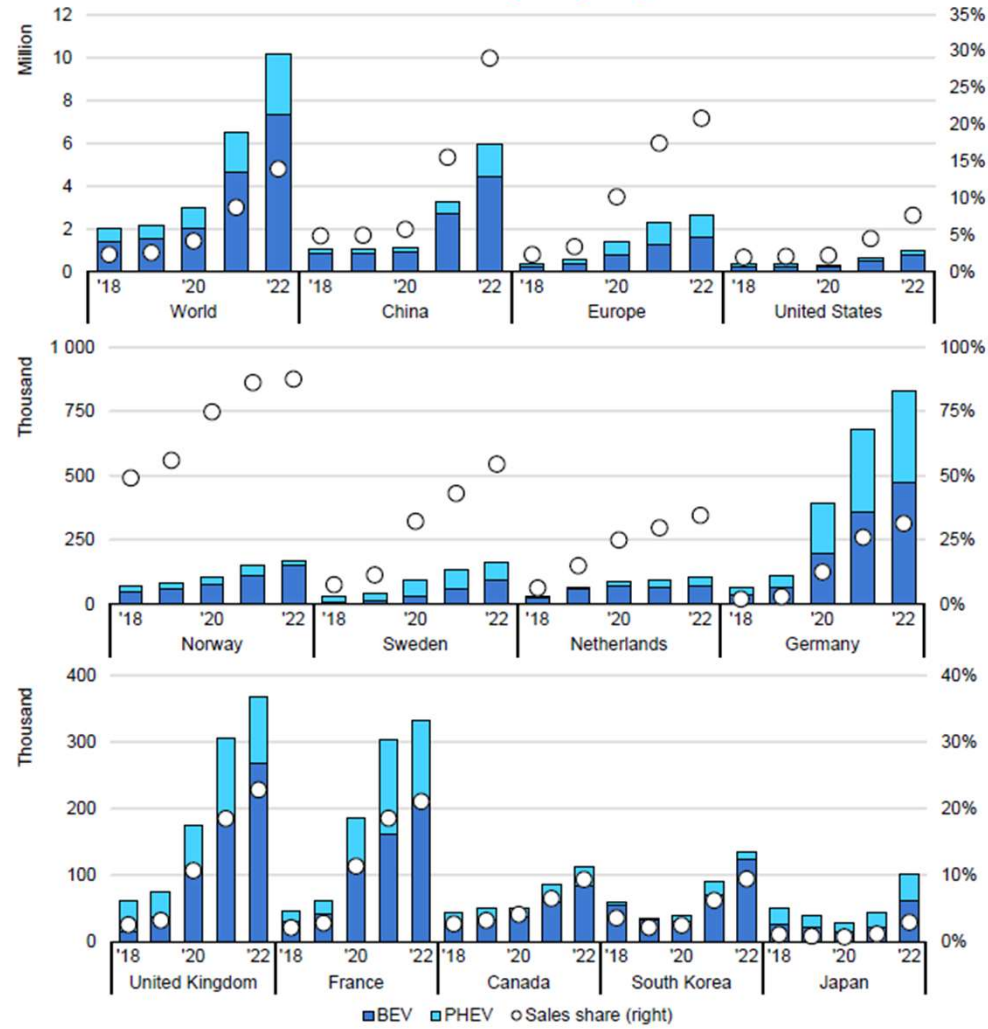
Santander Group ESG agenda

	Mar-23		2025 targets
Green Finance raised and facilitated (since 2019)	€96.2bn	»	€120bn
Socially responsible Investments (AuM)	€58.1bn	»	€100bn
Financial inclusion (# People) ¹	0.4mn	»	5mn

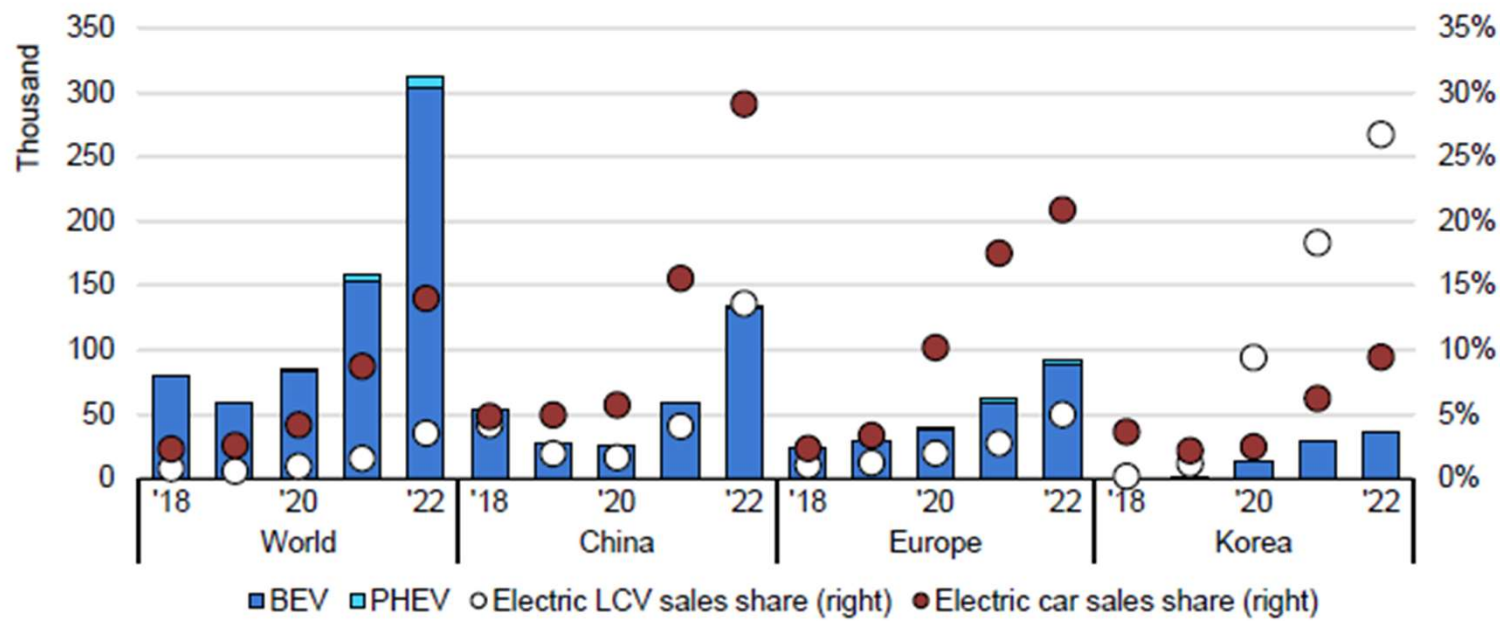


02 | IEA Report Global EV Outlook 2023

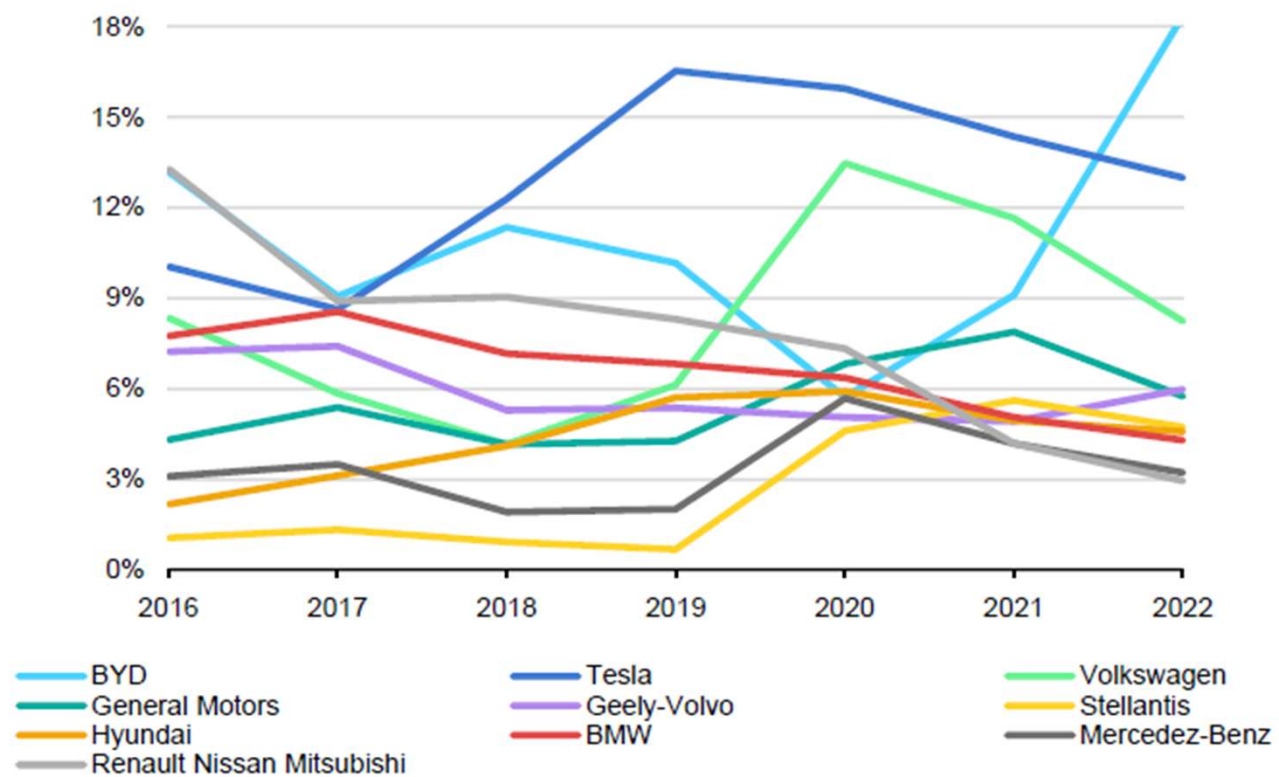
Electric car registrations and sales shares in selected geographies and countries



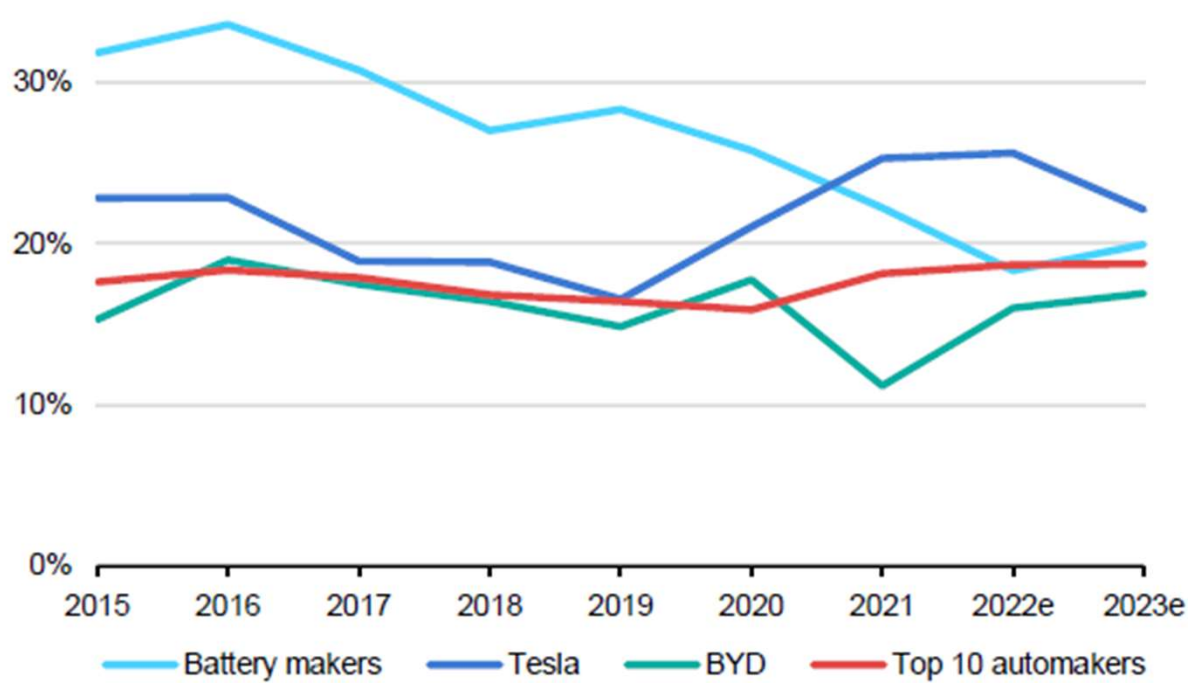
Electric light commercial vehicle sales and sales shares



Share of global electric car markets by selected carmakers




Gross margin of selected companies





03 | Latest news & China

Euro 7 norm to be abolished? Regulation is key



industry service for electric mobility

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Energy & Infrastructure

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Two-Wheel

Politics >

May 24, 2023 - 11:58 am

Eight EU countries unite against Euro-7 emission standard

2025

ACEA

BATTERIES

BEV

BULGARIA

CO2


CZECH REPUBLIC

DIESEL

ELECTRIC BUSES

ELECTRIC TRUCKS

EU



A coordinated resistance has emerged from eight countries against the proposed Euro-7 emission standards by the European Union. Led by the Czech Republic, Bulgaria, France, Hungary, Italy, Poland, Romania, and Slovakia have signed a document that labels the suggested emission limits as unrealistic.

The “non-paper” has been sent to the Commission and seen by Euractiv. “\ requirements for cars and vans as th the recently agreed path to zero CO2

Automotive News Europe

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May 22, 2023 08:39 AM

Europe's Euro 7 emission limits face pushback from eight countries

The countries said the tougher limits for pollutants could divert crucial investments needed to reach the EU's goal of effectively banning new combustion engine vehicles after 2035.

Wire reports

 Santander Consumer Finance

14

France last measures

Home > Environment/Emissions

May 12, 2023 04:11 AM

France will target state aid for EVs, batteries made in Europe

President Emmanuel Macron says EV credits should be reserved for cars and batteries made with a small carbon footprint, effectively excluding many Chinese brands.

BIZTECH NEWS

France to open first electric car battery factory in bid to catch up with China



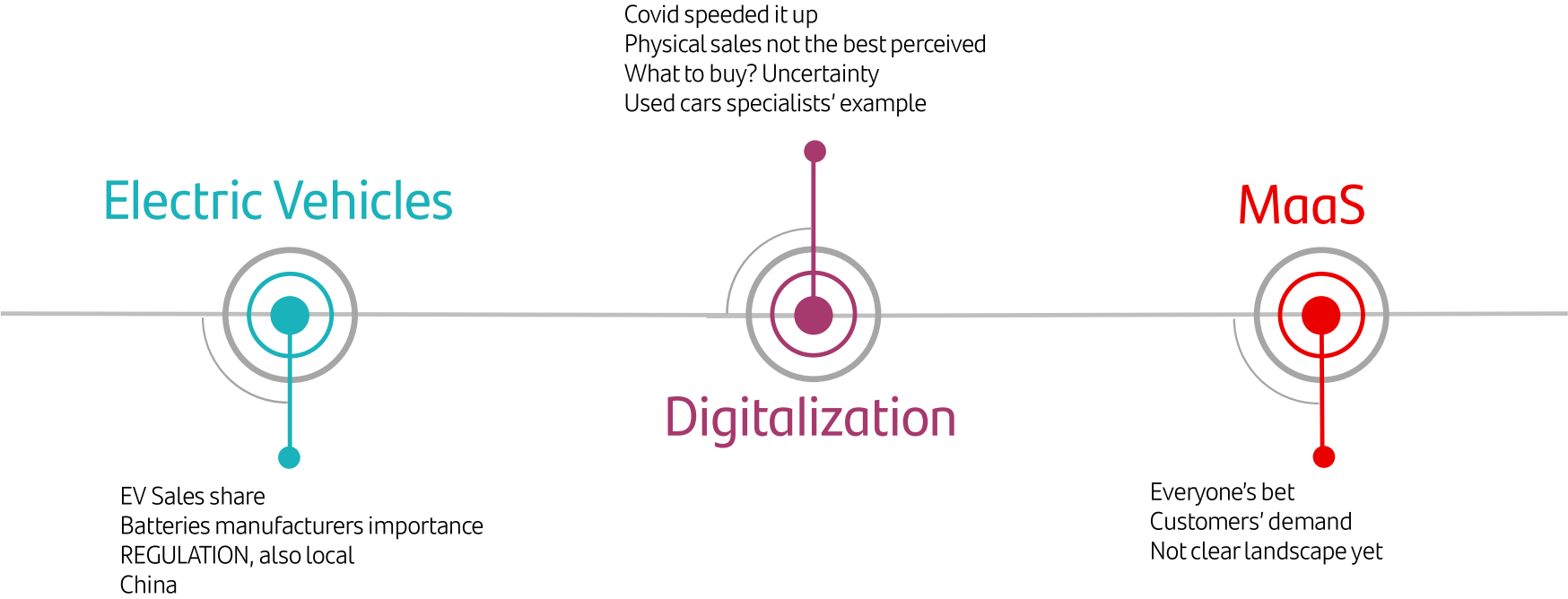
China, the key player

- >1,4b inhabitants
- Different politic system
- >26mn car sales in the domestic market
- >30% of the European 2023 car sales will be manufactured in China.
- Absolute leaders in batteries manufacturing
- >200 brands with EV vehicles, many of them targeting European market
- MG, BYD, Nio, Xpeng, Great Wall, Polestar, Lynk&Co, Seres...already here!



04 | Current transformation phase

Current transformation in the sector

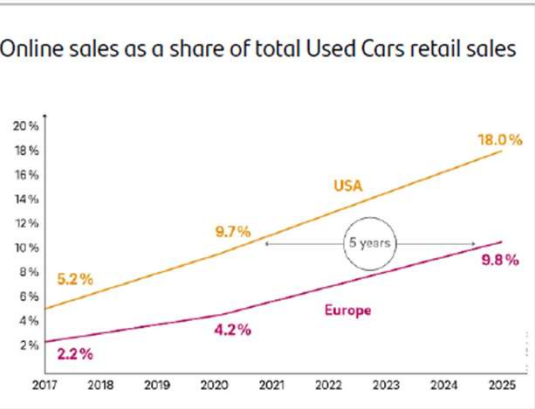


Digitalization



Digital adoption has accelerated since COVID

- c7% of used cars are now bought online
- Expected to reach c10% by 2025

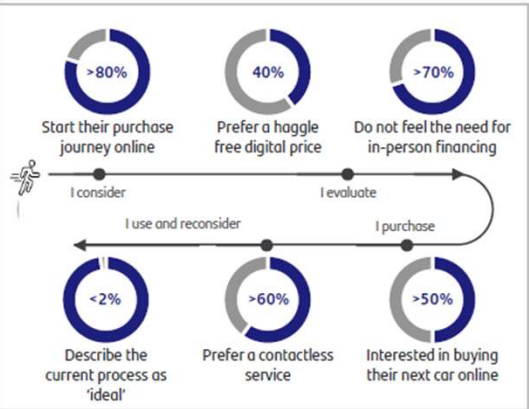


Source: Roland Berger Apr 2021



More and more people want to complete the car purchase online

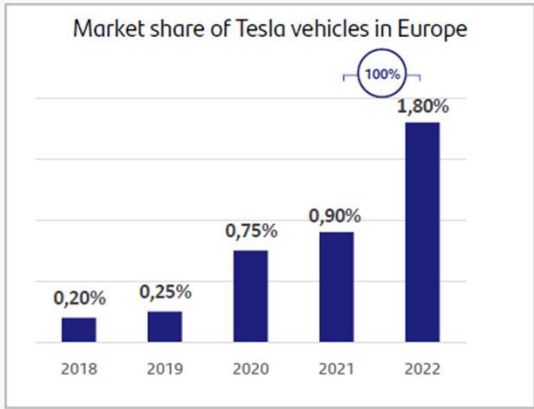
- >70% do not feel the need for in-person financing
- > 50% interested in buying their next car online
- < 2% describe the current process as ideal



Source: McKinsey research 2022



Growth among digital players is clear



Source: Tesla estimates based on ACEA: Autonews.com 2022

Digitalization



Digital Dealers

Hybrid players (light asset)

Digital Dealers (heavy asset)

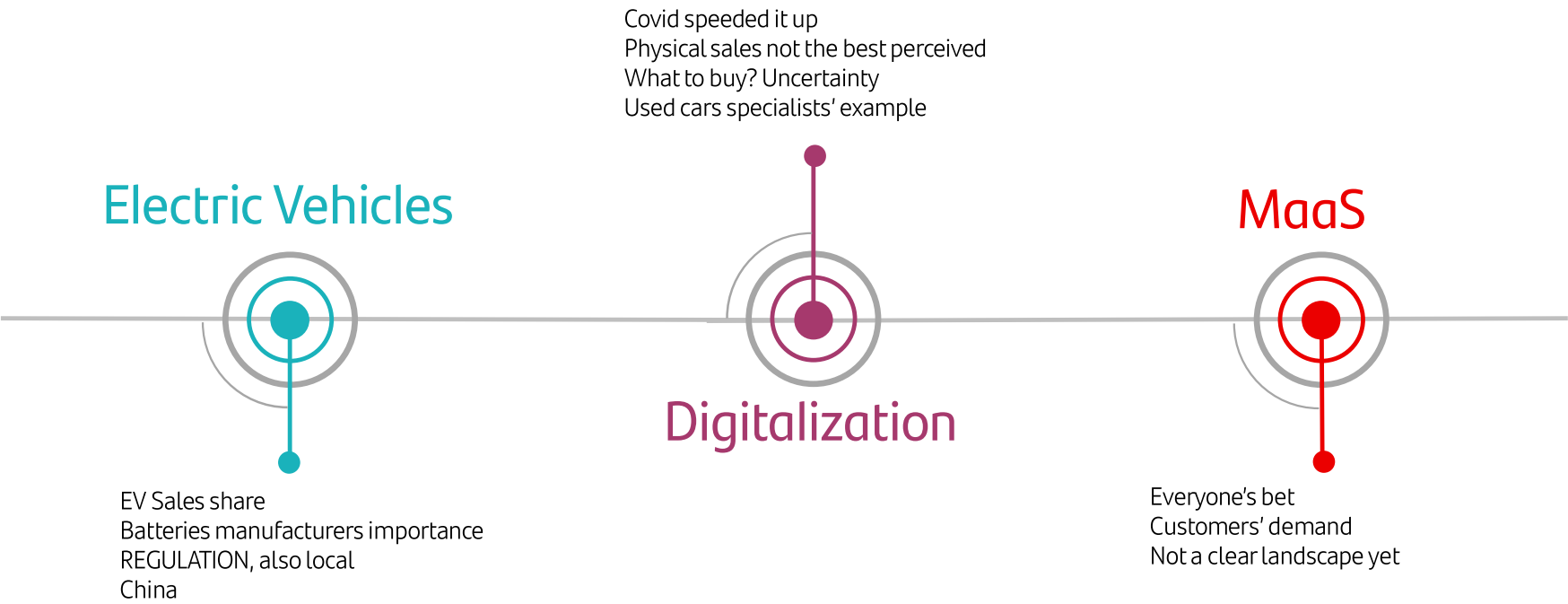


Classified marketplaces

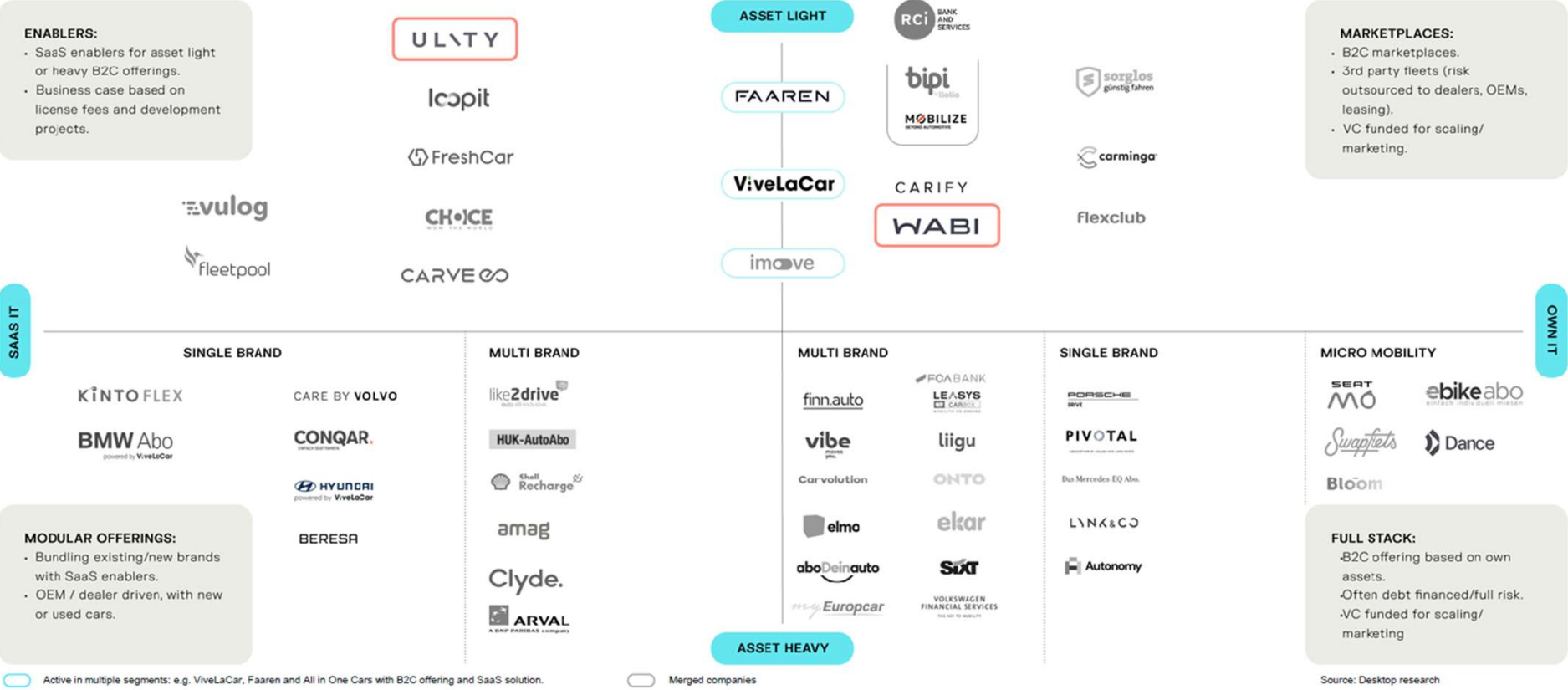
Lead generation / Dealer Friendly (no asset)

C2C

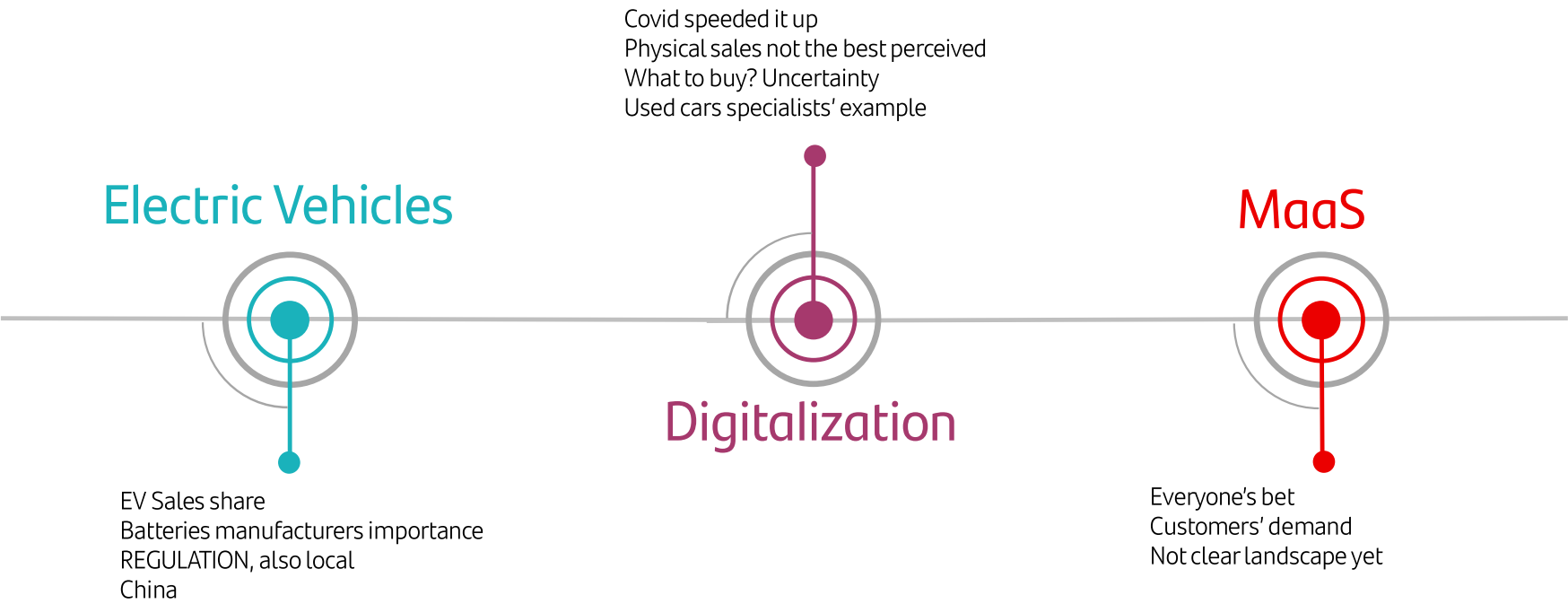
Current transformation in the sector



MaaS



Current transformation in the sector





05 | Future disruptive phase

Current transformation in the sector

- New world → Autonomous driving – level 3 already reached
- Different players betting (not only car related companies)
- Profit pool changes – platforms and software providers
- When is it going to come?
- What role will play the existing players?



Thank You. Gracias. Ευχαριστώ.

Our purpose is to help people
and business prosper.

Our culture is based on believing
that everything we do should be:

Simple Personal Fair

