



# FACTS & FIGURES 2019

Edition 2020



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# Overview of the automotive year 2019 | 3

Changes compared to 2018

Passenger cars – first registrations	3.607.258	+ 5,0 %
Trucks – first registrations	343.708	+ 6,8 %
Motorcycles – first registrations	168.307	+ 6,3 %
Passenger cars – transfers of ownership	7.195.437	0,0 %
Trucks – transfers of ownership	384.139	+ 7,5 %
Motorcycles – transfers of ownership	477.271	- 2,5 %
Passenger car-stocks	47.715.977	+ 1,3 %
Truck-stocks	3.276.093	+ 4,0 %
Motorcycles-stocks	4.506.410	+ 1,5 %
Passenger cars – deregistrations	8.878.113	+ 2,8 %
Utility vehicles – deregistrations*	551.112	+ 6,6 %
Number of motor vehicles per 1.000 inhabitants**:		
Passenger cars	574	+ 1,2 %
Trucks	47	+ 4,4 %
Total number of motor vehicles	620	+ 1,3 %
Average new passenger car price	33.580	+ 7,9 %
Average used passenger car price	12.470	+ 5,9 %
Number of passenger cars served per repair shop**	1.304	+ 1,7 %
Number of orders per repair shop**	1.763	- 1,3 %
Vehicle colours:		
Silver/Grey	30,3 %	
Black	24,9 %	
White	20,6 %	
Blue	10,9 %	

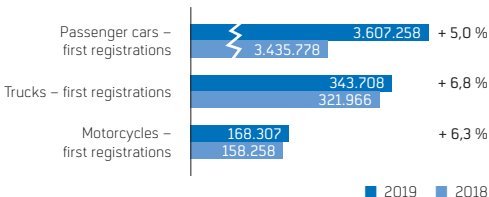
\*including buses \*\*partly provisional or estimated results

Sources: KBA, DAT, VDA, Status: April 2020

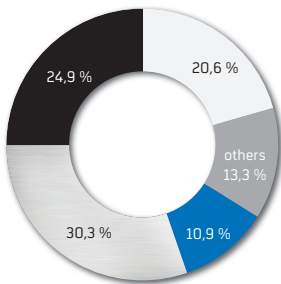
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## 4 | Overview of the automotive year 2019

### First registrations

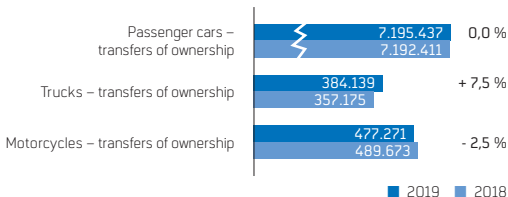


### Passenger cars – first registrations listed by colours



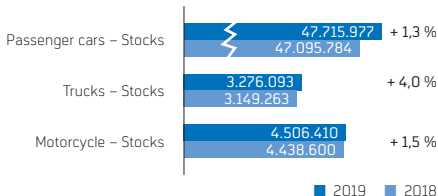
Source: KBA, Status: January 2020

## Transfers of ownership



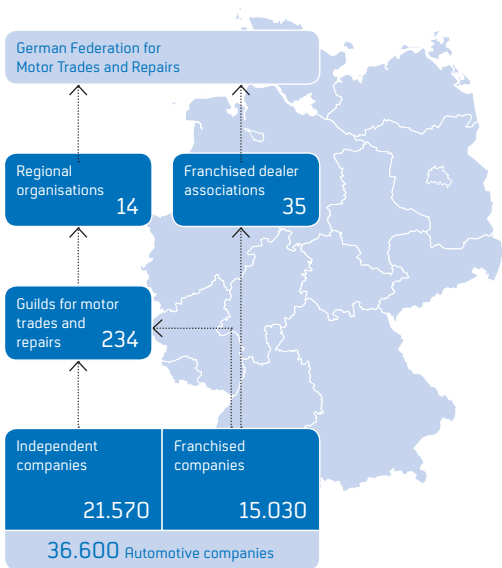
Source: KBA, Status: January 2020

## Stocks



Source: KBA, Status: March 2020

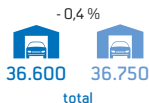
## 6 | Association structure



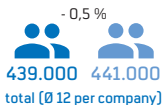
Source: ZDK, Status: January 2020

## Companies/Employees | 7

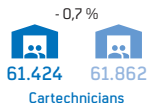
Companies of the motor trades and repair sector



Numbers of employees



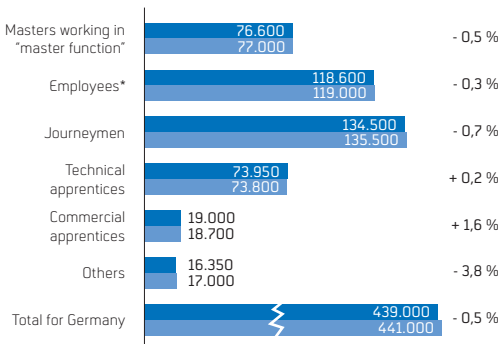
Entries in the register of qualified craftsmen



■ 2019   ■ 2018

Sources: ZDK, ZDH, Status: March 2020

### Number of employees in the motor trades and repair sector



\* Approx. 45% of the employees are to be assigned to the technical sector.

■ 2019   ■ 2018

Source: ZDK, Status: March 2020

## Apprentices in the motor trades and repair sector\*

	2019**	2018	Changes in %
<b>Total of motor vehicle mechatronic technicians</b>	<b>71.700</b>	<b>72.000</b>	<b>- 0,42</b>
Female apprentices	1.980	2.050	- 3,41
Share in total motor vehicle crafts	2,76%	2,85%	
<b>other skilled trades</b>	<b>2.250</b>	<b>2.340</b>	<b>- 3,85</b>
Motor vehicle body and vehicle construction mechanics	950	1.000	- 5,00
Warehouse logistics operators	650	680	- 4,41
Vehicle painters	650	660	- 1,52
<b>Total of commercial apprentices</b>	<b>19.000</b>	<b>19.010</b>	<b>- 0,05</b>
Automotive sales management assistants	12.300	12.350	- 0,40
Sales management assistants for retail, wholesale and foreign trade (combined)	550	560	- 1,79
Office administrators/secretaries	6.150	6.100	+ 0,82
Female auto. sales mgmt. assist. (percent.)	47%	48%	
Female office administrators/secretaries (percent.)	85%	80%	
<b>Total of apprentices in the motor trades and repair sector</b>	<b>92.950</b>	<b>93.350</b>	<b>- 0,43</b>
<b>New apprenticeship contracts</b>	<b>28.200</b>	<b>28.930</b>	<b>- 2,52</b>
Motor vehicle mechatronic technicians	22.850	23.450	- 2,56
Automotive sales management assistants	5.350	5.480	- 2,37
<b>Total number of companies offering apprenticeship training</b>	<b>28.550</b>	<b>28.580</b>	<b>- 0,10</b>

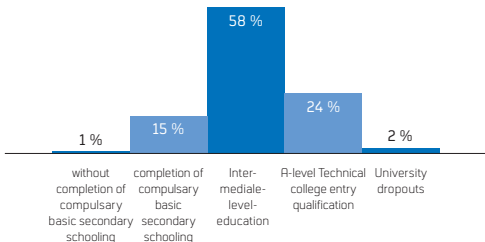
\*This term refers to male, female and diverse employees. \*\* 2019 is based on projections, as data from the German Confederation of Skilled Crafts (ZdH) was not available at the time of publication per 12/31/2019.

Sources: ZDK, ZdH, Status: February 2020

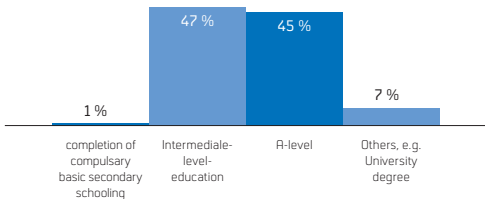
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## Educational background of apprentices in skilled trades



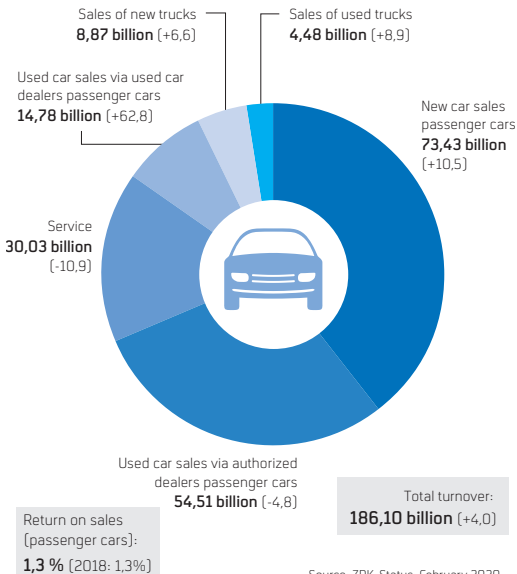
## Struktur der Vorbildung in den kaufmännischen Berufen



Sources: ZDK, ZDH, Status: March 2020

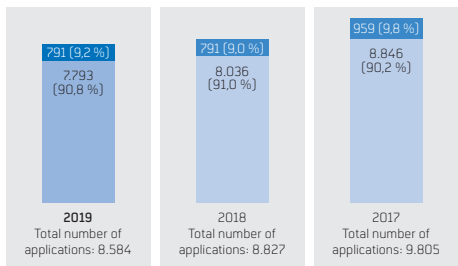
## 10 | Total turnover, motor trades and repair sector

Listed in billion € (Change to 2018 in percent)



Source: ZDK, Status: February 2020

## Work of arbitration boards in the motor trades and repair sector



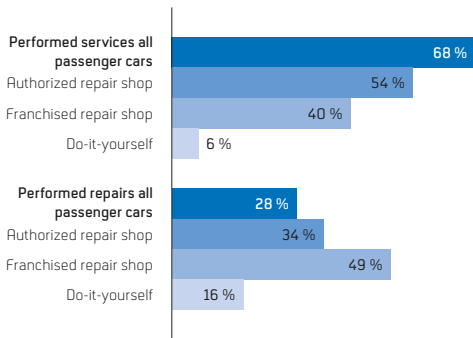
■ Procedures before an arbitration board  
 ■ Procedures settled in preliminary proceedings Source ZDK, Status: March 2020

## 50 Jahre Kfz-Schiedsstellen



## 12 | Maintenance and repair

### Work of passenger cars 2019



Quelle: DAT, Stand: January 2020

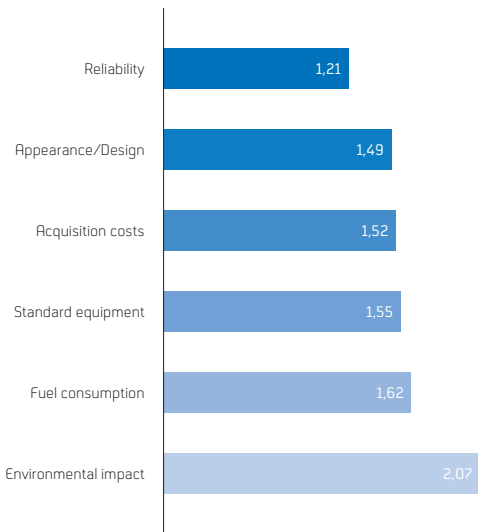
## Works and costs for maintenance and wear

Year	Maintenance work per vehicle (unit)	Maintenance costs per vehicle (€)	Wear repairs per vehicle (unit)	Wear costs per vehicle (€)
2019	0,88	277	0,51	180
2018	0,90	263	0,54	177
2017	0,87	275	0,53	167
2016	0,88	265	0,55	171
2015	0,79	235	0,52	162
2014	0,83	245	0,55	171
2013	0,91	261	0,61	191
2012	0,90	252	0,65	215
2011	0,96	255	0,62	173
2010	0,91	230	0,67	201
2005	0,98	212	0,79	186
2000	1,06	215	0,78	145
1995	1,20	205	0,82	155
1990	1,29	165	1,01	155

Source: DAT, Status: January 2020

## 14 | Criteria for purchases of new vehicles

Criterion | Importance

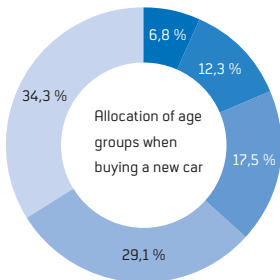


Rating: 1 = very important, 4 = not important

Source: DAT, Status: January 2020

This information is also available via [www.kfzgewerbe.de/presse/publikationen/zahlen-fakten](http://www.kfzgewerbe.de/presse/publikationen/zahlen-fakten)

## Structure of vehicle owners by age 2019



Age of new vehicle buyers

- up to 29 years
- 30 – 39 years
- 40 – 49 years
- 50 – 59 years
- over 60 years

Source: MPS,  
Status: January 2020

## Duration of possession of the vehicle 2019 [2018]

For new vehicles on average	<b>77 months</b> (74 months)
For new vehicles, if the previous vehicle was a new vehicle	<b>74 months</b> (73 months)
For new vehicles, if the previous vehicle was a used vehicle	<b>81 months</b> (75 months)
For used vehicles on average	<b>88 months</b> (81 months)
For used vehicles, if the previous vehicle was a new vehicle	<b>122 months</b> (110 months)
For used vehicles, if the previous vehicle was a used vehicle	<b>82 months</b> (75 months)

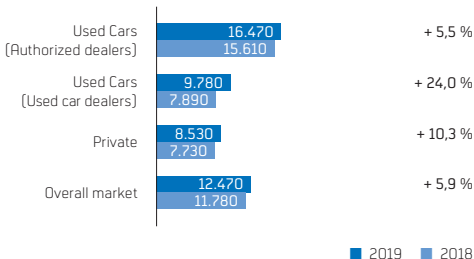
Source: DAT, Status: January 2020

## 16 | Development of prices

### Development of prices for new vehicles\*



### Development of used car prices\*



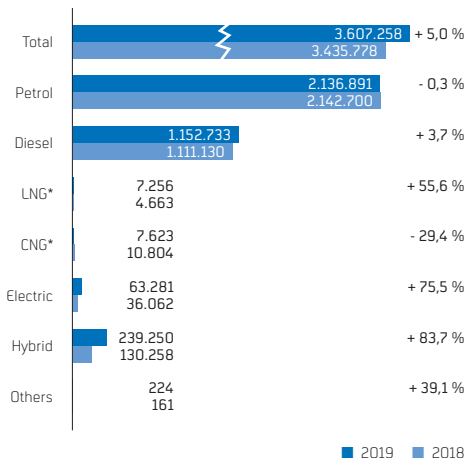
\* Average price in Euro

Source: DAT, Status: January 2020

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## First registrations of passenger cars listed by type of engine | 17

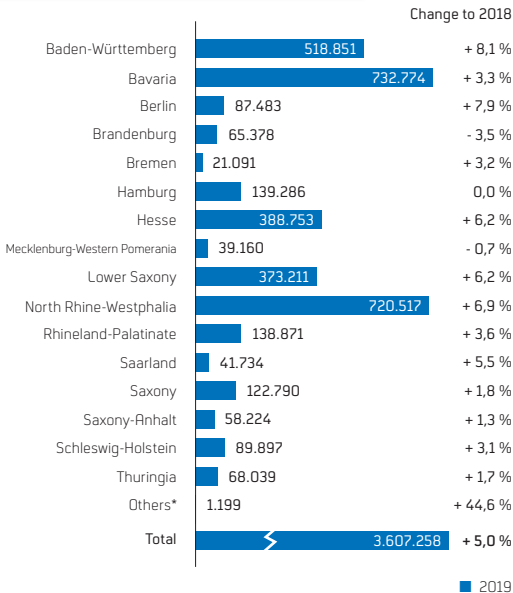


\* incl. dual fuel

Sources: KBA, ZDK, Status: January 2020

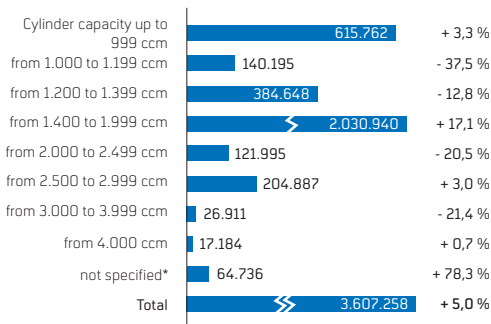
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## 18 | First registrations of passenger cars listed by federal state



\* Vehicles which cannot be assigned to a federal state (German Federal Agency for Technical Relief, German Armed Forces, etc.) Source: KBA, Status: January 2020

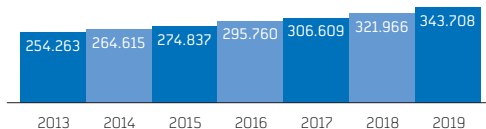
## First registrations of passenger cars listed by cylinder capacity | 19



\* Including vehicles with rotary piston engines with no cylinder capacity data and electric engines

■ 2019

## First registrations of trucks\* | 19



\* Towing vehicles not included

Source: KBA, Status: January 2020

This information is also available via [www.kfzgewerbe.de/presse/publikationen/zahlen-fakten](http://www.kfzgewerbe.de/presse/publikationen/zahlen-fakten)

## 20 | Used passenger car market

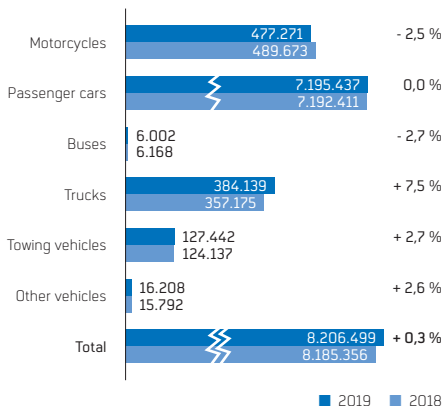
### Overview of key figures

New car sales (authorized dealers)	Used car sales		Private		Total		Change	
	2019	2018	2019	2018	2019	2018		
Market share in %								
46	51	21	16	33	33	100	100	0,0 %
Transfer of ownership in million cars								
3,31	3,68	1,51	1,17	2,37	2,35	7,20	7,19	+ 0,1 %
Total turnover in billion €								
54,5	57,4	14,8	9,2	20,3	18,2	89,7	84,7	+ 5,9 %
Average age of cars (years)								
4,0	4,5	7,2	7,7	8,8	8,6	6,2	6,3	- 1,6 %
Average mileage								
44.010	51.450	88.010	94.180	104.760	106.400	73.080	76.350	- 4,3 %
Average purchase price in €								
16.470	15.610	9.780	7.890	8.530	7.730	12.470	11.780	+ 5,9 %

Source: DAT, Status: January 2020

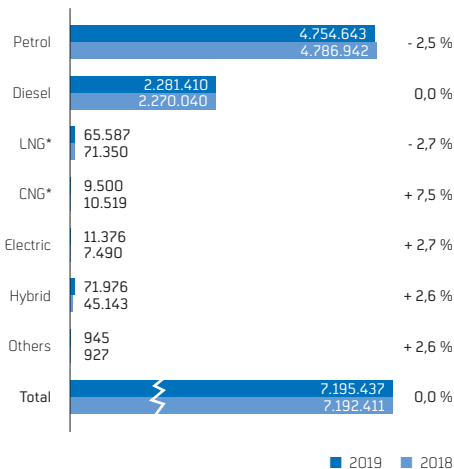
## Transfers of ownership | 21

### Total overview



Source: KBA, Status: January 2020

## 22 | Transfers of ownership of passenger cars listed by type of engine

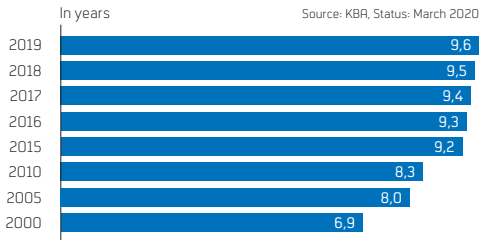


\* incl. dual fuel

Sources: KBA, ZDK, Status: January 2020

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## Average age of Passenger cars | 23



## Motor vehicles stocks | 23

### General overview, 1. January 2020\*

Vehicles	Total	Change to 1 Jan '19 in %
Motorcycles	4.506.410	+ 1,5
Passenger cars	47.715.977	+ 1,3
Buses	81.364	+ 1,0
Trucks	3.276.093	+ 4,0
Towing vehicles**	2.265.585	+ 1,3
Others***	312.915	+ 3,1
<b>Total</b>	<b>58.158.344</b>	<b>+ 1,5</b>

\* Not including temporarily out-of-service vehicles

\*\* Including articulated towing vehicles, equipment carriers, tractors and normal towing vehicles

\*\*\* Motorhomes and ambulance vehicles are here considered  
as passenger cars

Source: KBA, Status: March 2020

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