



## **Israel Vehicle Importers Association – Monthly Review September 2023**

### **Foreword**

The State of Israel has sadly fallen victim to a reprehensible and traumatic terror act that claimed innocent civilians' lives. Israel is now compelled to engage in warfare as it responds to these unprovoked and barbaric onslaughts. This conflict will indubitably impact Israel's near-term and long-term trajectory across many areas, including financial stability.

The present analysis remains grounded in data predating September 2023, the month preceding the onset of the war. However, many indices are apt to shift dramatically in forthcoming assessments, as is inherent to the nature of wartime (e.g., inflation, foreign exchange rates, employment).

Despite these challenging times, the I-VIA remains committed to regular, fair monthly updates. We will make every effort to produce accurate, comprehensive analyses given unpredictable conditions.

We empathize with every person in Israel, hoping for a restoration of peace and security that encompasses everyone.



## **Preface – Economic Climate**

The Israeli economy is an advanced economy that participates in the OECD organization. Israel's GDP per capita is \$53,413. The growth rate in Q.2 of 2023 was 3%.

Israel maintains a 1.5% deficit of the GDP from October 2022 to September 2023.

The debt-to-GDP ratio decreased to 60.9% in 2022, and the unemployment rate in August 2023 was 3.1%. As of September 2023, the annual inflation growth rate is 3.82%. In September 2023, the short-term interest rate was raised to 4.6% due to the inflation increase, while the long-term interest rate stands at 3.9% (as of August).

## **Statistical Profile: Israel September 2023**

### **Society**

Population (August 2023): 9.795 million

### **Economy**

GDP per capita (September 2023): \$53,413 (₪203,877)

Inflation (September 2023) (Annual Growth Rate): 3.82%

Current Account Balance (June 2023): 4.4% of GDP

Trade in Goods and Services (August 2023): \$13.311 billion (₪49.8 Billion)



## **Finance**

US Dollar Exchange rate (September 2023, Avg.): ₪3.817

Euro Exchange rate (September 2023, Avg.): ₪4.072

Long-term interest rates (August 2023): 3.9% Per Annum

Short-term interest rates (September 2023): 4.6% Per Annum

## **Government**

Debt to GDP ratio (2022): 60.9%

Deficit to GDP (October 2022 - September 2023): 1.5%

## **Motorization**

Level of Motorization (2022): 411 Vehicles/1,000 Residence

## **Innovation and Technology**

Gross Domestic Spending on R&D (2021): 5.557% of GDP

## **Environment**

CO2 Emissions (2022): 8.38 Tonnes Per Capita (BDO Model Estimation)

CO2 Emissions (2021): 6.74 Tonnes Per Capita

## **Jobs**

Employment Rate (August 2023): 63.6% of Working Age Population

Official Unemployment Rate (August 2023): 3.1% of the Labour Force

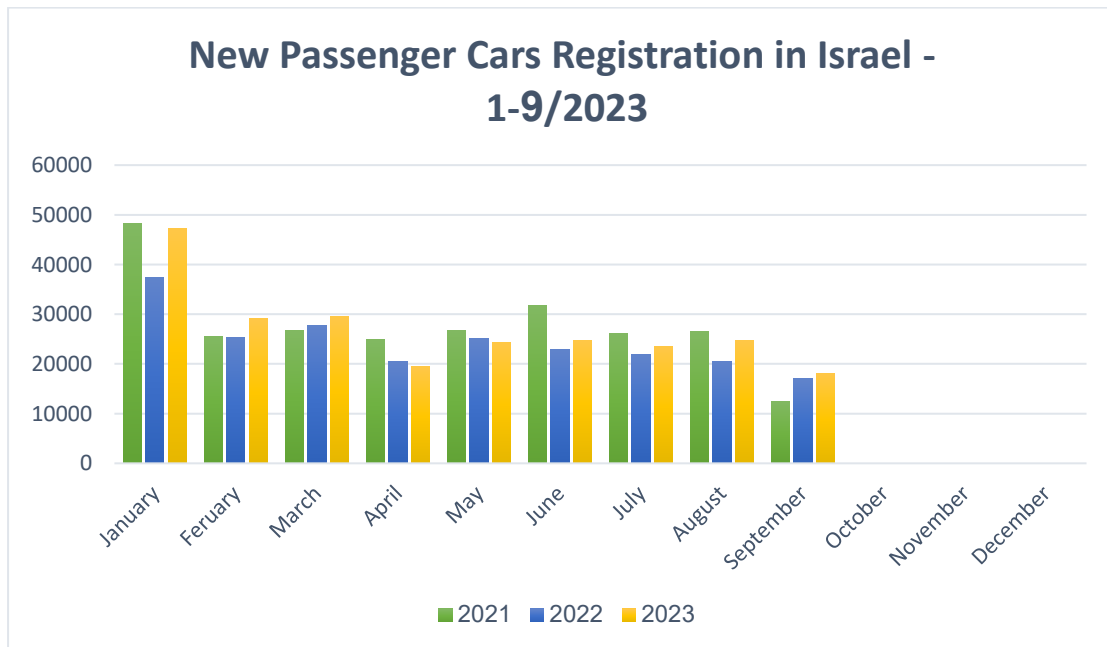


## New Cars and CV Registrations

### Israel New Passenger Car Registration January-September 2023

Passenger car registration: Increase of 6.5% compared with September 2022.

In September 2023, the Israeli passenger car market registered 18,119 new cars – an increase of 6.5% compared with September 2022. Since the beginning of the year, 240,606 new cars were registered, an increase of 10.3% compared with Jan-Sep 2022. Since January, 41,647 BEVs were registered and 13,902 PHEVs, a total of 55,549 cars with chargeable electric drive representing 23.1% of all registrations.





## New Passenger Cars Registration in Israel 1-9/2023 According to Top 20 Brands

No.	Brand	September					Jan-September				
		Share%		Units		Change%	Share%		Units		Change%
		2023	2022	2023	2022		23/22	2023	2022	2023	
1	Hyundai	10.1	11.7	1828	1990	-8.1	15.9	18.1	38287	39605	-3.3
2	Kia	12.3	18.9	2228	3217	-30.7	12.3	14.2	29627	30986	-4.4
3	Toyota	15.3	11.1	2764	1897	45.7	10.9	14.1	26247	30867	-15.0
4	BYD	7.2	Entered 2022	1312	Entered 2022	0.0	5.6	Entered 2022	13481	Entered 2022	0.0
5	Skoda	5.5	5.8	1005	979	2.7	5.3	5.0	12736	10842	17.5
6	Mazda	17.3	9.4	3132	1604	95.3	5.3	7.0	12659	15290	-17.2
7	Chery	2.7	Entered 2022	494	Entered 2022	0.0	4.3	Entered 2022	10314	Entered 2022	0.0
8	Mitsubishi	4.3	2.2	774	369	109.8	3.8	4.4	9249	9704	-4.7
9	Suzuki	3.5	3.9	641	664	-3.5	3.2	2.9	7681	6288	22.2
10	Peugeot	2.5	1.7	451	292	54.4	2.7	2.4	6516	5252	24.1
11	Citroen	2.4	2.2	428	382	12.0	2.6	3.3	6218	7204	-13.7
12	Geely	3.3	3.1	599	520	15.2	2.6	1.9	6180	4254	45.3
13	Tesla	2.8	3.6	515	606	-15.0	2.3	1.2	5463	2629	107.8
14	Seat	3.0	2.1	536	364	47.3	2.2	2.3	5258	5069	3.2
15	MG	3.4	0.5	608	80	7500.0	1.8	1.7	4434	3747	18.3
16	Renault	1.3	2.0	235	343	-31.5	1.7	1.2	4158	2654	56.7
17	Subaru	1.3	1.6	235	280	-16.1	1.7	1.6	4013	3518	14.1
18	Mercedes	1.2	1.5	216	257	-16.0	1.6	2.0	3897	4351	-10.4
19	VW	2.0	1.3	356	226	57.5	1.5	1.3	3577	2854	25.3
20	Chevrolet	1.1	2.3	197	392	-49.7	1.2	2.0	2963	4342	-31.8

## New CV above 3.5 tons and Bus Registration in Israel January-September 2023

Commercial Vehicles above 3.5-ton registration: -17.8% compared with September 2022.

In September 2023, the Israeli market for CVs above 3.5 tons registered a decrease of 17.8% with 1,092 new registrations, compared with 1,329 units in September 2022. Since January, 12,128 units were registered, a decrease of 7.3% compared with Jan-Sep 2022.

### New CV above 3.5 ton and Bus Registration in Israel- 1-9/2023



### New CV above 3.5-ton Registration in Israel 1-9/2023 According to Brands

No	Brand	September					Jan-Sep				
		Share%		Units		Change%	Share%		Units		Change%
		2023	2022	2023	2022	23/22	2023	2022	2023	2022	23/22
1	Mercedes	17.3	13.3	137	148	-7.4	16.2	14.5	1515	1561	-2.9
2	Volvo	10.7	12.1	85	134	-36.6	12.4	13.7	1160	1473	-21.2
3	Scania	8.3	6.9	66	76	-13.2	10.3	5.6	962	606	58.7
4	Isuzu	9.6	4.6	76	51	49.0	10.0	7.5	937	803	16.7
5	DAF	9.2	9.3	73	103	-29.1	9.8	7.9	920	850	8.2
6	Dodge-Ra	7.5	1.4	59	16	268.8	7.9	3.3	738	358	106.1
7	Chevrolet	4.4	16.1	35	179	-80.4	7.0	9.4	651	1009	-35.5
8	MAN	7.8	7.9	62	88	-29.5	5.5	7.0	515	750	-31.3
9	Renault	8.0	5.7	63	63	0.0	4.4	5.2	412	560	-26.4
10	FIAT	3.8	6.0	30	67	-55.2	4.4	4.8	411	514	-20.0
11	Ford	2.4	6.9	19	76	-75.0	4.2	5.3	395	569	-30.6
12	Iveco	4.4	5.9	35	65	-46.2	4.0	4.4	373	470	-20.6
13	Peugeot	0.9	0.9	7	10	-30.0	1.3	3.9	119	415	-71.3
14	VW	4.4	1.1	35	12	191.7	1.2	4.7	113	501	-77.4
15	HINO	0.6	1.0	5	11	-54.5	0.7	2.3	66	248	-73.4
16	Maxus	0.1	0.6	1	7	-85.7	0.3	0.2	27	25	8.0
17	Fuso	0.0	0.2	0	2	-100.0	0.1	0.1	9	16	-43.8
18	JAC	0.1	0.1	1	1	0.0	0.1	0.1	6	11	-45.5
19	Liebherr	0.3	0.0	2	0	100.0	0.1	0.0	6	3	100.0
20	Hyundai	0.0	0.0	0	0	0	0.0	0.0	3	0	100.0
21	Internation	0.0	0.0	0	0	Entered 2023	0.0	0.0	3	0	Entered 2023
22	Tatra	0.0	0.0	0	0	0.0	0.0	0.0	2	1	100.0



## New Bus Registration in Israel 1-9/2023 According to Brands

No.	Brand	September					Jan-Sep				
		Share%		Units		Change%	Share%		Units		Change%
		2023	2022	2023	2022		2023	2022	2023	2022	
1	Mercedes	25.9	31.8	78	70	11.4	33.5	37.8	933	884	5.5
2	Volvo	15.6	14.5	47	32	46.9	16.3	12.1	455	282	61.3
3	Higer	17.6	25.5	53	56	-5.4	13.5	9.1	376	213	76.5
4	Golden Dragon	10.0	9.1	30	20	50.0	10.8	13.4	300	313	-4.2
5	Otokar	4.3	0.0	13	0	100.0	5.6	2.4	157	55	185.5
6	BYD	5.6	0.5	17	1	1600.0	3.8	0.0	105	1	100
7	MAN	4.3	3.6	13	8	62.5	3.1	3.6	85	84	1.2
8	Scania	4.3	4.5	13	10	30.0	3.1	4.9	85	114	-25.4
9	Temsa	4.7	0.0	14	0	100.0	2.3	0.1	63	2	3050
10	Isuzu	0.3	0.0	1	0	100.0	2.2	0.7	62	16	287.5
11	Zhong Tong	2.7	5.0	8	11	-27.3	1.8	0.6	51	13	292.3
12	Renault	0.0	0.0	0	0	0.0	1.5	0.9	43	21	104.8
13	IRIZAR	1.3	2.3	4	5	-20.0	1.4	1.1	40	26	53.8
14	VW	3.0	3.2	9	7	28.6	0.3	4.9	9	114	-92.1
15	Maxus	0.0	0.0	0	0	0.0	0.3	0.0	7	0	100
16	Sunwin	0.0	0.0	0	0	0.0	0.2	0.0	5	0	100
17	DAF	0.3	0.0	1	0	100.0	0.1	0.0	3	0	100.0
18	Ankai	0.0	0.0	0	0	0.0	0.1	0.2	2	5	-60.0
19	Chevrolet	0.0	0.0	0	0	0.0	0.1	0.0	2	0	100.0
20	Wisdom	0.0	0.0	0	0	0.0	0.0	6.5	1	151	-99.3
21	Ford	0.0	0.0	0	0	0.0	0.0	0.0	1	0	100

### Monthly review – Israel's Auto and Auto-Tech industry

#### **Jared Kushner's Affinity Partners Acquires Minority Stake in Israeli Shlomo Group**

Affinity Partners, a private equity fund led by Jared Kushner, acquired a minority stake in Israeli Shlomo Group for 150M\$. The Shlomo group is one of the leading auto companies in Israel; it was established 55 years ago and holds a fleet of 78,000 vehicles. The group imports, sells, leases, and rents cars, operates a credit division, and other related activities. Affinity partners paid 150M\$ for a 15% stake according to an equity valuation of 1B\$. Saudi Arabia's public investment fund backs the Miami-based firm. The investment



in the Israeli company was made based on the Biden administration's attempts to facilitate diplomatic ties between Saudi Arabia and Israel.

### **Electreon Enters the Largest EV Market in the World**

Electreon (TASE: ELWS), a global wireless charging technology for EVs provider, is entering the Chinese market – the largest EV market in the world. The company signed a memorandum of understanding with the Shandong innovation and entrepreneurship community for international science and technology cooperation, a provincial science and technology innovation arm led by the Shandong Hi-Speed group (SDHS), a state-owned Fortune 500 company. The agreement paves the way for introducing Electreon's groundbreaking charging technologies in Shandong province, the second largest province in China and the world's center for EV manufacturing. The partnership includes a few phases, the first of which commences in the fourth quarter of 2023 with the debut of Electreon's wireless charging technologies at the Jinan Shandong Hi-Speed Industrial Park. Electreon already has operational projects in Germany, Italy, Sweden, Israel, and the U.S. and has signed deals for additional projects in Germany, France, and Norway in the past year.

### **ZOOZ Power Debuts its' First Site in the US**

ZOOZ Power (TASE: ZOOZ), the provider of flywheel-based power boosting solutions for the EV charging infrastructure market, announces the successful installation and initiation of a fast-charging station for EVs supported by ZOOZ's power booster, the ZOOZTER™-100, at a Scotchman gas station and convenience store, in Rock Hill, South Carolina. This fast-charging station was established and will be operated as part of a joint pilot with ARKO Corp., one of the largest convenience store operators in the US, and in cooperation with ABM, a leader in eMobility design, installation, and maintenance solutions. ZOOZ Power intends to use the site in Rock Hill, SC, for demonstrations of a first-of-its-kind charging station in North America, where the Company will be presenting its "green" kinetic Power Booster, the ZOOZTER™-100, geared to





enable ultra-fast charging, even in locations where the grid is power-constrained.

### **Israeli PM Netanyahu Visits Musk, Rides in Cybertruck**

Prime Minister Benjamin Netanyahu toured the Tesla Motors plant in Fremont, California, together with Tesla CEO entrepreneur Elon Musk as part of his visit to the US in September. The Prime Minister was briefed by Elon Musk on company developments and various models, observed the production and assembly of Tesla models, and even rode in the Cybertruck vehicle, which has not yet been released to the market.

### **Skyworth to Open an Auto-Tech R&D Center in Israel**

Chinese conglomerate Skyworth, the producer of Skywell cars, intends to inaugurate an auto-tech R&D center in Israel, so said its' president, Huang Hongsheng, following a visit to Israel at the beginning of September. Hongsheng met with the representatives of the Caduri group, importer of Skywell to Israel, and with the Minister of Energy and the Minister of the Economy. He spoke about the company's plans and said it intends to open an auto-tech R&D center in Israel soon.

### **BYD Chairman Visits Israel**

Wang Chuanfu, chairman and CEO of the Chinese auto giant BYD visited Israel at the beginning of September, so revealed to Globes daily newspaper. According to Globes, the Chinese CEO came to Israel as a guest of Shlomo Motors, the importer of BYD to Israel. BYD is the leading EV brand in Israel, with more than 13,000 cars sold since the beginning of the year, making Israel the largest export market for the Chinese company, a global leader in EV production and sales.

### **General Motors Acquires Battery Software Startup ALGOLiON**

General Motors Co. announced that it has acquired substantially all the assets of Israel-based battery software startup ALGOLiON Ltd. for an undisclosed sum. The acquisition was led by the newly



formed Technology Acceleration and Commercialization (TAC) organization, a group within GM that works to identify emerging technology that can support GM's leadership position in battery development through investments, acquisitions, or partnerships. ALGOLiON was founded in 2014 and has developed sophisticated software that uses data streams from EV battery management systems to help identify anomalies in cell performance to ensure proper vehicle health management and provide early detection of battery hazards, including thermal runaway propagation events. ALGOLiON's software, coupled with GM's internal capabilities and vast experience in delivering best-in-class products at scale, can significantly accelerate the time-to-market of a cost-effective early hazard detection system for the benefit of millions of GM's customers worldwide.

Dr. Hanan Golan

A handwritten signature in blue ink, appearing to be "H. Golan", written on a light blue background.

Hezi Shayb – Ph.D.  
CEO – I-Via

A handwritten signature in black ink, appearing to be "Hezi Shayb", written on a white background.