

Forecast New Cars Registrations 2026-2030















Introduction













Introduction

After 2 versions of this car registration forecast in 2023, the third edition is here.

Many assumptions done last year remain mostly unchanged but as the geopolitical and local situation (tariffs, fiscal regulations, crisis of the car industry, ...) is evolving, changes are happening and new elements are coming into play.

These changes have had – and will have – an impact on the car registrations in the future. This report will list them, their prospected influence and give new forecast figures for the coming 5 years.













Purpose & methodology













Which questions will this report answer?

This report will answer 1 question:

How many new cars will be registered in Belgium in the coming 5 years (2026 – 2030)











In total

By type (Private / Pro)

By fuel



How did we work?

This report is based on an analysis of existing surveys, reports and opinions from various sources.

It will first cover the economic context we currently know and the forecasts for the coming years. It will take as basis the political/regulatory and fiscal measures (low emission zones, subsidies, fiscal treatment of company cars, ban on sales of ICE, ...) already decided and defined, without any change in the coming years.

Then, it will detail the evolutions in terms of demand and supply.

Based on these elements, forecasts will be made for the Belgian market in the last part of the report.













Executive Summary













Forecast of new car registrations

2025	2026	2027	2028	2029	2030
411k (-8%)	426k (+4%)	468k (+10%)	473k (+1%)	472k (-0.2%)	482k (+2%)

- The current economic context returned to some level of stability but the prospects for the future are quite uncertain.
- Rules & regulations are forcing people and companies to switch to electric cars, what will lead
 to a full replacement of the car park in the coming 20 years. But some of these rules and
 regulations have been under pressure lately, especially the EU ban on ICE in 2035, which will
 be reviewed later this year.
- Even forced by regulations, Belgians are not that convinced about switching to an electric car, because of important hurdles related to this technology.
- The different hurdles to buy electric cars are being worked on. First one is the price where cheaper electric cars are expected to be launched soon and with the rise of "new" payment methods (renting, leasing, subscription)
- Electric cars are only at the beginning of their development and the other hurdles (range, charging time, ...) will probably know important technological breakthrough in the coming years.
- The forecast takes these elements into consideration and predicts an important increase in <u>electric</u> cars registrations from <u>companies</u>. On the short term, the forecast is positive with +4% in 2026 and +10% in 2027.













Economic Context













The Belgian economy will grow very slowly in the coming years. Inflation will stay at around 2% in the coming years.

% growth vs previous year	2024	2025e	2026e	2027e	2028e	2029e	2030e
GDP	+1.0	+1.0	+1.1	+1.1	+1.2	+1.3	+1.3
Private Consumption	+2.0	+2.5	+1.2	+0.9	-	-	-
Consumer Price Index	+4.3	+2.6	+1.3	+1.9	+2.0	+1.9	+1.9





2024 : Actual data

2025 - 2027: forecast National Bank of Belgium (dd. June 2025)

2028-2030: forecast IMF (https://www.imf.org/external/datamapper/datasets)





The Belgian GDP is expected to slowly increase in volume by 1.0% to 1.3% in the 5 coming years, in line with the EU performance.

Private consumption's growth will be in line with the GDP growth.

After a few years of heavy inflation (post covid), it will return to levels around the ECB target, 2%.

Next years, the Belgian economy will certainly be heavily impacted by the necessary budgetary adjustments and measures.



After 5+ years of low interest rates, the financial authorities increased the interest rates to slow down the economy and avoid inflation.

Annual Interest rates on new consumption credits Households



Interest rates are used to control the pace of the economy and avoid a too important inflation. This is what the ECB did in the last 2 years by raising the interest rates.

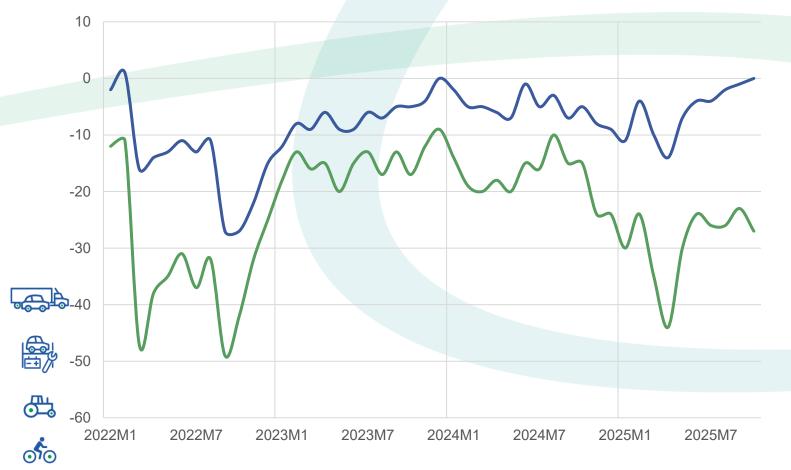
For the future, all signs tend to demonstrate that the rates will stay at this level for still a few quarters before the ECB (and the local financial system) decides to lower the rates, especially if the economy tends to reduce pace.

These high level of rates on consumption credits inevitably have a demotivating effect on consumers when using a credit to buy a car.



Since 2023, the consumer confidence is rather stable, demonstrating a general apathy about the current and future situation, actually not going towards an optimistic or a pessimistic direction.

Consumer's confidence



Consumer confidence indicator — Forecasts economic situation in Belgium (next 12 months)

After the COVID, optimism was present in consumer's minds with very high levels of confidence and faith in the future. The Russian-Ukraine war and the huge inflation had a very negative impact on consumer's confidence before a regain since mid-2022.

But since the beginning of 2023 – thus for about 2 years –, these indicators remain rather stable with no particular trends in any direction, what can be explained by a certain uncertainty about the future.

This changed in the beginning of 2025 with the US tariffs combined to the worsening geopolitical situation with Russia (now threatening the West) and Israël. But the situation came back to a higher level in the second half of 2025.

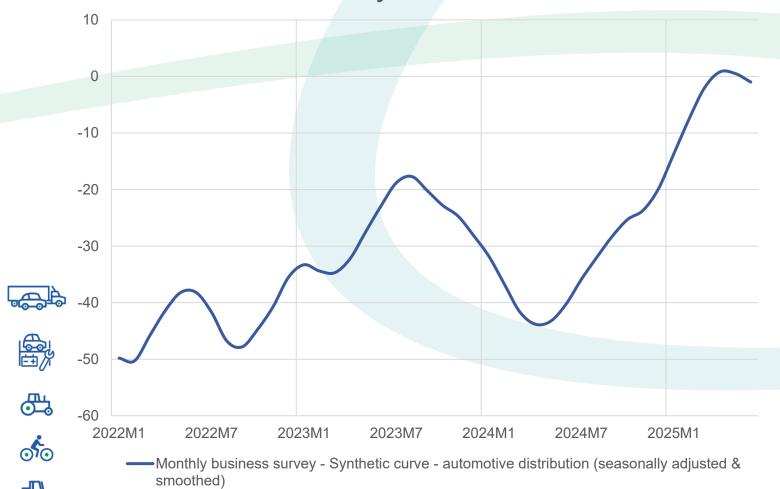
National Bank of Belgium

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On the business side, the automotive distribution sector is getting more optimistic about the current situation and the prospects of the future.

Business Survey - Automotive distribution



When looking at the business sentiment in the automotive distribution, the situation was quite pessimistic last year but gained confidence since half 2024.

This might be surprising as the automotive industry is currently facing important challenges, beginning with a lack of demand.

But it can be a sign that the prospects are better than last year, what we can see in the car registrations, still far below 2024 level at YtD level (-9% at end of September) but regaining momentum in the last months.



Demand













The path taken by the EU in the past 15 years towards a carbon neutral objective in 2050 has been lately under a lot of pressure from the business sectors as from some political parties.



2025: CAFE regulation : as from 2025, the EU will have much stronger CO2 emissions limitations from the EU(from 116g in 2024 to 93,6g in 2025 by car sold) with heavy fines (95€ by gr. of CO2 above this limit)

→ Even if manufacturers have solutions to reduce this impact, the total fines could go up to 15 billions € in 2025.

Mid 2025: Introduction of a European carbon tax on fossil fuels (10 to 15ct/ litre)

2026-2027: Introduction of Euro7 norms (adopted on 12/04/2024) for cars sold in the EU, tackling emissions from braking systems and controlling the batteries durability.









Under the pressure of car manufacturers and some countries (Germany in head), the CAFE regulations has been softened for 2025, allowing manufacturers to calculate the average emissions on 3 years (2025-2027) i.o. year by year.

After years of discussions and agreements on the steps to reach the carbon neutrality of Europe in 2050, 2025 saw tangible signs of possible postponement of these steps as the demand from consumers is not following the objectives: many manufacturers (VW, Mercedes, Volvo, ...) delayed their all-electric plans due to a poor demand.

The European car sector also need to adapt itself and become independent from the Asian (mainly Chinese) suppliers in these electric cars.



Especially the most important measure : the ban on sales of ICE as from 2035.



2035: Ban on ICE (except e-fuel) car sales in the EU.

In 2025, the ban on ICE decided for 2035 has been at the centre of many discussions.

ACEA (where not all members are aligned), together with countries like Germany and Italy, proposes delaying the 2035 deadline and allowing a mix of HEV and PHEV options. They cite low consumer demand, reliance on China for batteries and materials, risks to 14 million jobs and 7% of Europe's GDP, and the possibility of a surge in ICE car purchases just before the ban, which could hinder supply.







In contrast, countries like France and Spain, along with industry stakeholders such as NGOs (T&E), infrastructure companies (Wallbox, Fastned), and firms like Volvo, Maersk, and Uber, advocate for maintaining the 2035 deadline. They emphasize that current investments need to be protected to ensure profitability, preserve Europe's competitiveness, and highlight that job losses in assembly and ICE parts will be offset by gains in cell production and infrastructure.



A review of the 2035 ban on ICE will be organized sooner that planned (end 2025 i.o. 2026).



This plan contains multi-levels actions such as innovation and digitalisation, clean mobility, competitiveness and supply chain resilience (to China), people skills and social dimension and protective measures against unfair competition.



In Belgium, Fiscal & Regulatory measures will push the consumers and companies towards a carbon-emission free new cars market in the coming 10 to 15 years. But at the same time, regional and federal budgets are under strict control.



In 2025, the main topic was the federal government decision to extend the fiscal advantage on PHEV after 2026.

This decision has been then refused by The European Union as it went against the engagements made by Belgium in its Recovery and Resilience Facility.

The plan (not yet confirmed) is that the extension of this fiscal advantage for PHEV cars would only be applicable to self-employed people, what would importantly limit its scope.





In Wallonia, the registration taxes have been changed mid-2025 and currently include the weight and the power of the cars as taxes variables, even on electric cars, what increases importantly the amounts for electric car users.



The introduction of mobility budget for all employees, even if their interest is not that high, will also play a role in the mobility mix chosen by consumers.





After the first decisions in 2024 (LEZ implementation postponement, stop of Flemish subsidies to electric cars purchases, ...), 2025 saw a revision of the registration taxes in Wallonia and hard discussions about the regional and federal budgets that will have impacts at consumer and companies levels.

Next to these decisions, the authorities will also have to take into account the social aspects of this transition and ensure, via supportive measures, that this transition does not play a role at increasing the social inequalities.



Consumers adopt a different mindset towards owning a car, what impacts the car sales expectations in all countries and Belgium is no exception

- 54% of Belgians would consider buying a new car after 5 years (Deloitte)
- 40% would postpone their next car purchase (Simon Kucher)
- 73% of Belgians cannot imagine giving up their private car ownership. But 28% of multi-car households would consider having only one car in the HH.
- 83% demonstrate their intention to use their private car (Polaris survey).
 Owning a car is important for 50 to 55% of the households in Europe (Simon Kucher)
- 85%+ of Belgians households **own a car** (but only 51% in Brussels Region down 2points since 2022)
 - → The specific urban situation with regular traffic congestions, high parking costs, a dense public transport offering and many mobility (micro-mobility, car sharing) solutions will drive another movement to less owned cars.
- 38% of Belgian households have used **shared car** mobility option in the last 12M (54% among the 18-34 y.o. Age group)
- **MaaS and car subscriptions** options would result in respectively 24% and 22% of willingness to give up private car ownerships (but this share increases to 32 and 39% for younger people, aged 18-34)

Belgian consumers, uncertain about the future and looking for stability in the reglementary and fiscal framework of the country, demonstrate a great wait-and-see attitude towards new car buying. This results in a ageing car park (more that 10 years in average).

But they keep their interest in owning a car and new car usage modes (Subscriptions, MaaS, Car Sharing), even more and more used, does not look as a direct replacement for private car ownership but – for the moment – as an add-on for the household. However, younger generations seem more interested in a replacement for the full ownership of a car.













In the companies client base – by far the largest in Belgium -, company car policies are heavily influenced by fiscal rules, what had a huge impact in 2023 and will certainly have it again in 2027.

- The previous major fiscal change in 2023 (PHEV deductibility if the car was bought before June 30th) resulted in an increase of 40% in professional car registrations.
- As many of these cars were not replacement-based, the professional car park increased with 8% in 2023 only, what is exceptional for a car park.
- The consequence was an important decrease of professional car registrations in 2024 (-16%) & YtD Sep 2025 (-17%)
- The next major fiscal change is planned for 2026 where only BEV cars will benefit from a 100% tax deductibility. This would impact the registrations as from 2026 but probably more in 2027 due to the leasing and loan contracts (4 to 5 years).

The rhythm of professional registrations is heavily impacted by the fiscal rules. The previous one in 2023 resulted in major increase of registrations and the next one will have the same kind of consequences, towards electric cars.

But this one is also conditioned upon the feasibility of switching to electric cars: cost-wise and practical wise(range, availability of charge stations) but also – and mainly – the willingness to make the switch.

Anyway, just like private consumers, professional clients extend their contracts and postpone their "purchases".













The different regulations taken by the authorities at all levels will unavoidably lead to the (almost) full electrification of the car park in the coming 25 years

- 11% of Belgian consumers have the intention to buy a BEV for their next car (Deloitte), confirmed by 11% in the Polaris survey (definitely prefer an electric car)
 - → The preference for a BEV is now going down but not in an important pace: from 9% (Deloitte) in 2019 to 13% in 2023, 12% in 2024 and 2025. Early adopters do already own an electric car so the challenge is now to convince the others.
- Younger people (18-34) and people from urban areas seem to be more interested in considering an electric car
- 48% of Belgian consumers mention the price premium as a reason NOT to chose for an all-electric vehicle (Deloitte). This price premium rejection is going down compared to last year (-8% in Deloitte survey / -19% in Polaris survey)
 - → The other hurdles to chose a BEV are : the **driving** range (43%), the time required to charge (40%) and the lack of public charging infrastructure (39%). In general all these hurdles tend to reduce in importance.

Belgian people will not have the choice than to go for an electric vehicle in the medium-term future. But important hurdles push currently down the intentions of consumers to buy an electric car.

However, these hurdles seems to be less and less present in consumer's mind, sign that the situation is improving with the availability of smaller and cheaper electric cars, longer ranges overall and a strong deployment of public charging points.

We can also see that the mainstream press is presenting electric cars in a more and more positive way.













Supply













The General Context of the global supply chain

- We presented earlier the European plan to support the electric car industry in Europe. This will certainly play an important role in the development of electric cars in Europe.
- The political authorities, especially in Europe, took regulations and measures that
 push the whole industry towards the battery-equipped electric vehicles. Many car
 manufacturers on this market delayed their R&D in the other techniques (Hydrogen,
 e-fuel) but many players are taking over and make constantly progress in these
 other technologies.
- The electric drivetrain is only at the start of its development, next to internal combustion motors which are evolving grandly for about one century. Many new technological discoveries and inventions are still to be done in the coming years.
- Pushed by regulations at EU and at local levels, all manufacturers invested a lot in moving towards electric drivetrains. However, the demand didn't follow and many manufacturers are currently facing huge problems. So many of them decided to move back and reinvest in ICE / PHEV motorization for their next generation vehicles.
- Recently (October 2025), a political dispute with China about their control in Nexperia, one of the largest chips producer in the world. This resulted in – temporary – stop of delivering essential chips to the automobile industry, what can potentially have devastating impact for the whole industry. However, we will not consider any impact of this dispute in next year's cars supply as the stakes are too high for all not to come to an agreement. This demonstrates our dependency to external components suppliers.
- Finally, Belgium is a very small country in the global landscape. It cannot influence in a large way the decisions and measures taken by the political authorities and by the market.

Facing political decisions and a change in the demand from consumers, the car supply chain had to adapt quickly to refocus their efforts towards the electrification of their offer. Now, they are working hard to ensure that hurdles to chose an all-electric car disappear or are reduced. That's what they do and what we'll see in the following pages.

But they also admit that the demand for battery-based electric cars is not following their pace and many are turning back to developments on ICE or to new technologies.

In consequence, manufacturers and analysts are decreasing their prospects (in electric cars) for the future.

Registrations in Europe are estimated to decrease with 4% between 2025 and 2040 (Roland Berger)













Chinese cars situation

- China is currently dominating the electric car ecosystem, from mining (in Cina but also in South America and Africa) to production. This was achieved through heavy government support, including subsidisation in the past. Now, a large majority of the support is sales-tax exemptions for Chinese consumers.
- R&D is also an important part of the Chinese dominance: 20% of academic papers on batteries come from China and they own 660 patents on electric motors (vs 400 for Germany)
- To protect its automotive sector from this subsidisation leading to an important oversupply of cheap electric cars from China, the EU has decided in 2024 to raise the import tariffs (currently at 10% to up to 35% for SAIC) for cars produced in China to counter the government subventions to the Chinese manufacturers.
- The stop of important subsidies to the Chinese manufacturers increased the vulnerability of many of them, whose rentability is (almost) negative. They need thus to compensate by raising volumes.



Facing these tariffs, Chinese manufacturers adapted by importing PHEV cars (not impacted by tariffs) to increase the knowledge of European consumers of Chinese brands. In the meantime, they also continued to decrease their production costs and increase volumes to reduce the tariffs' impact.



At the same time, China is investing in Europe (41% of their global automotive investments is done in Europe, half of this in Hungary where BYD is building a car factory. Their industrial strategy is also to assemble in Europe pre-produced parts from China to combine the advantages of low labor costs (5 times lower than in Europe) and the avoidance of tariffs.



These conditions allowed for interesting prices for the consumers paired with better quality, high technology and nice looking designs.

In Belgium, even if the general opinion of consumers on Chinese cars is still negative (59% of negative opinion), 31% would be interested in buying a Chinese car, what represents a significant part of the population.

The current market share of Chinese cars in Belgium is still very limited (3% in 2025) but its growth is impressive (+25% in YtD Sep 2025 vs. all of 2024!).



As first hurdle, the price of the car is a key component of the consideration that consumers can have for BEV cars

- 2026 (Goldman Sachs) or 2027 (Gartner) predict an unsubsidised ownership cost parity between ICE cars and the BEV. Thanks to:
 - An increase in the price of ICE due to huge investment to keep up with stricter norms and penalties on manufacturers not respecting their targets;
 - A close to 50% decrease of average battery prices vs 2023 (149\$/KWh to around 80\$/KWh), expected to decreased by 43% more between 2025 and 2030;
 - The presence of large manufacturers groups (Stellantis, Volkswagen) and the collaboration between manufacturers (VW & Renault / GM & Honda) to reduce the development & production costs;
 - More efficient production methods, e.g. gigacasting (manufacturing of substantial single frame pieces) but this technology comes with a much higher repair cost in case of accident;
 - Competition from Chinese manufacturers and China-produced EV cars;
 - New payment modes for consumers : renting (cf. Lynk & Co), subscription-based, private lease.
 - The introduction of social leasing (like in France) is also a possibility.

As seen before, price is still the number 1 reason for not choosing an EV but this argument is decreasing in time, in line with the availability of new cheaper models. Even if these are smaller, the EV powertrain characteristics make it possible to have spacious interiors and large boots.

Belgian consumers interested by EV's are now putting product quality before price in their choice criteria's (59% vs 54%).













The current median price on the market is still higher for electric cars but new models will soon come to reduce this gap.

 In Belgium, an analysis of all models on the market (with all motorizations/lines/executions) give the following conclusions:

	Electric	Non-Electric (ICE + HEV + PHEV)	
Number of models on the market	950	2.895	
Median Retail Price (VAT incl)	57.200€	47.435€	
Price categories : - 0-29.9 k€ - 30-39.9k€ - 40-49.9k€ - 50-74.9k€ - 75-99.9k€ - 100k€+	4% 13% 20% 40% 13% 10%	12% 24% 19% 29% 9% 7%	

Models below or around 25.000€ available now

9

Additional available by end 2027 (announced)

10









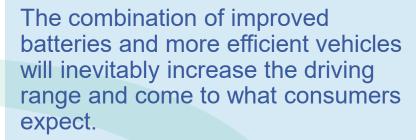


Source: own calculations (October 2025) based on catalogue of cars sold on the Belgian market (ultra luxury cars – Aston Martin, Ferrari, ... – have been excluded)



Small driving ranges and long time to charge are also a big part of the nonconsideration for BEV cars

- Here too, batteries are at the beginning of their development, thus the range will also certainly increase in the coming years as it did in the last years. Thanks to:
 - New promising batteries technology: solid state batteries (Factorial & Quantumscape – probably coming around 2030), dual-chemistry batteries (Gemini), ...
 - A better aerodynamic that EV cars allow due to the fewer constraints in terms of cooling, ...
 - Smaller and lighter cars;
 - Increased systems & powertrain efficiency;
 - Heat pumps;
 - Increased and more efficient brake recuperation, ...
- An increased battery efficiency will also play a role in the time to charge thanks to a more powerful charging infrastructure.
- Alternative methods are also in development to reduce the time to charge: battery swap (partnership Stellantis & Ample), wireless charging roads (currently tested in France), ...



With the development of a dense and fast charging infrastructure, driving range will also become less crucial.

Currently, expectations exceed by far the need: 68% expects ranges above 400 km while 22% make more than 5 trips by month over 100km.

The current range average proposed by cars on the Belgian market is 495 km – 79% of the cars have ranges above 400km.







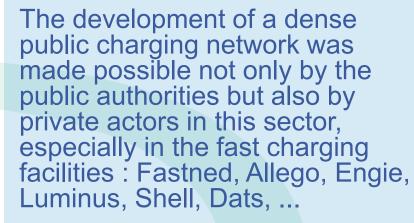






The infrastructure is globally increasing in Belgium thanks to public and private initiatives, in all different ways (fast/slow – at home/work/public)

- +40% public charging points in Belgium compared to last year: 94.226.300 (Q3 '25 vs. Q3 '24). It makes of Belgium the 4th country in the EU behind NL (201k), Germany (193k) and France (178k).
- But with a share of 7% of DC (fast) chargers, Belgium is one of the last countries in Europe. However, with an increase of more than 66% of DC chargers vs last year (+30% in total EU), Belgium is catching up.
- 220.000 public charging points are expected to be installed in Belgium in 2030.
- 75% of BEV owners currently charge at home, which is certainly not representative for the population in Belgium where in 2035, approx. 30% of households will be able to charge at home.
- 0,33€/KWh is the price paid by Belgian Households to charge at home. It's the second highest cost in Europe after Denmark. Prices for public charging are also among the highest in Europe. Belgium is also one of the countries in Europe applying the double taxation on energy storage when produced at home.



This is certainly a pre-condition to motivate people to switch to electric as home charging is not possible for many households and a dense and fast infrastructure can reduce the range hurdle if it's possible to charge everywhere.

There are high concerns about the electricity prices in Belgium which are among the more expensive in Europe.







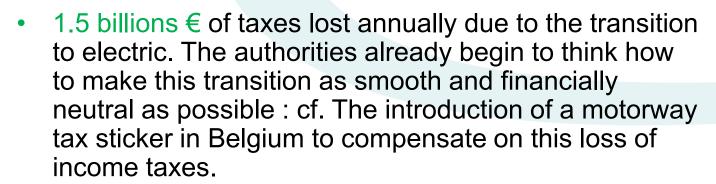


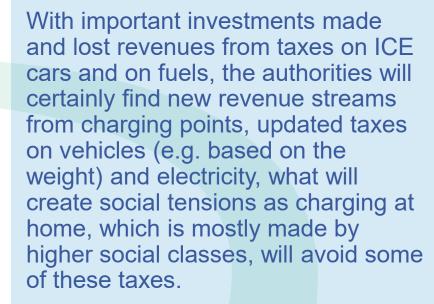




Incentives and Fiscal measures also play an important role in the decision to switch to all electric in the future

- 89% of BEV's are registered by companies in Belgium (YtD09-2025) and from the remaining 11%, 72% of the BEV's have been registered in Flanders in 2025 (down from 82% in 2024). Financial incentives and fiscal treatments drive much of the interest for BEV's in Belgium.
- 44% of Belgians think that the financial public support will disappear in the future. The (bad) financial situation of Belgium will certainly not push for new bonusses or for fiscal gifts.





These fiscal uncertainties can play an important role in the switch to electric and slow this transition for consumers and companies.













Forecast





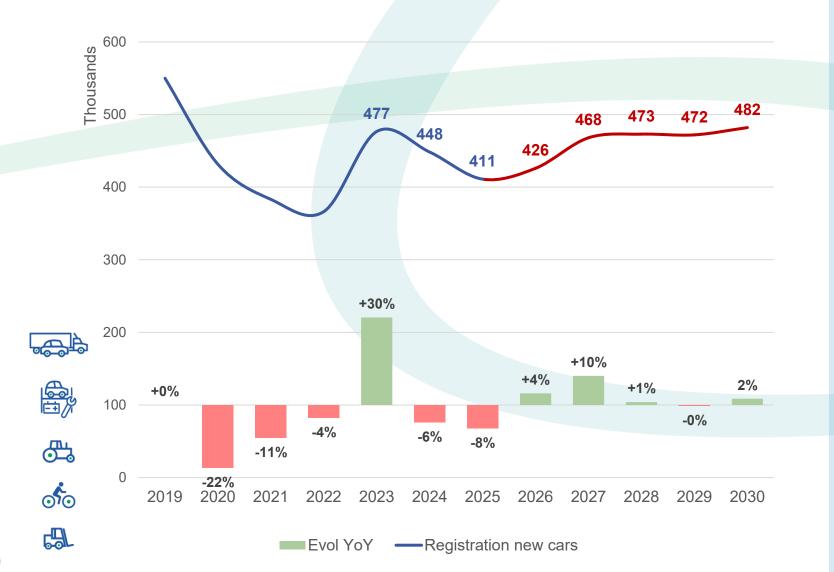








After 2 years of decrease, the registrations are expected to increase in 2026 before an important increase in 2027 due to the fiscal changes at company levels.

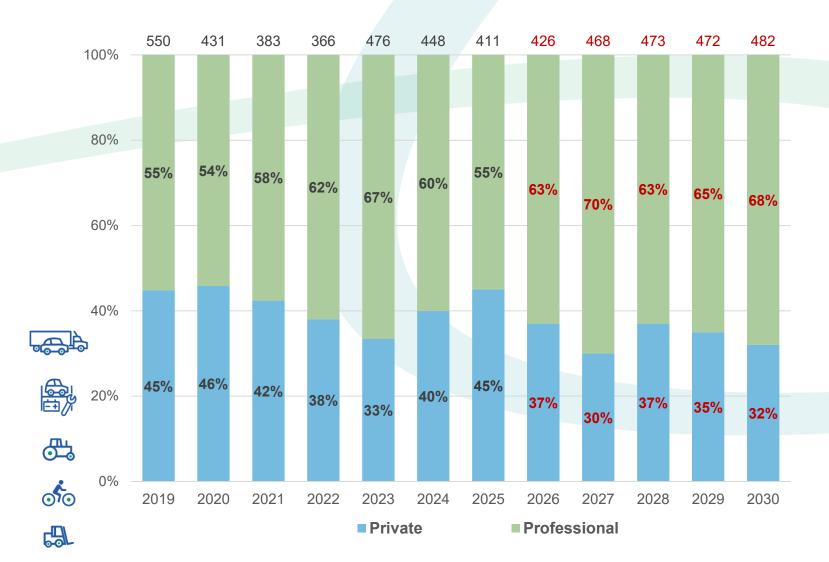


The decrease foreseen last 2 years was foreseen due mainly to the uncertainty for consumers and companies, combined with negative messages about the financial situation of the country that does not push people to make investments like a car.

For 2026 and 2027, we expect a recovery of the market, mainly fuelled by the professional market that adapts to the new fiscal environment in 2026-2027.



In the coming years, the share of professional registrations should increase gradually to 65-70%.



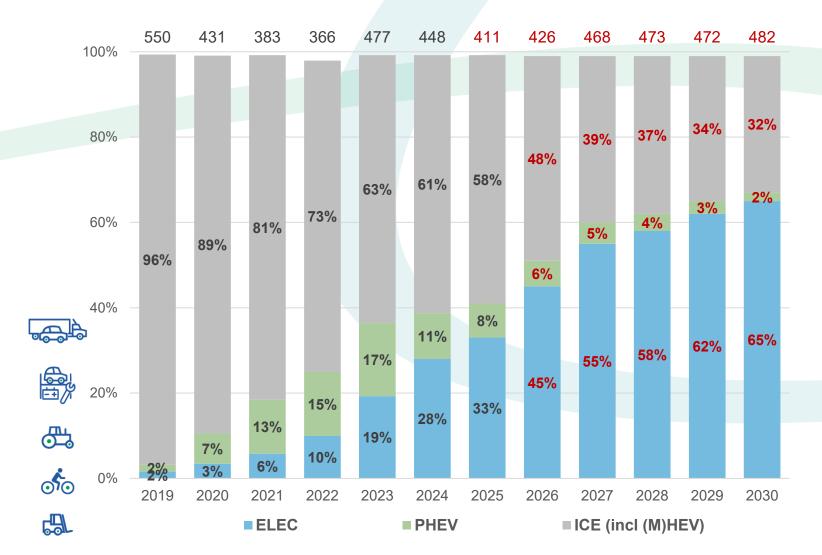
With the huge registration numbers from companies in 2023, the next years saw a normal decrease in the professional registrations in 2024 and 2025.

Typical leasing / financing contracts are signed for 4 to 6 years, leading to an anticipated surge of professional registrations again in 2026-2027 due to the new fiscal rules.

At a longer term, the development of by subscription / by usage (car sharing) / private lease / solutions for private consumers, the share of professional registrations should gradually increase to almost 70%.



Electric drivetrains should gradually increase to become the most important in 2027.



Taking into account the development of professional registrations in the total and the need to switch to electric in the coming years, the electric drivetrain should develop importantly in the coming years, becoming the most important one in 2027 at the expense of ICE.

PHEV is expected to decrease importantly in the coming years. Indeed, these cars were mostly interesting for companies due to the fiscal advantages (paired with a higher price) and the changes of last year's in their fiscal treatment "killed" their interest for the target clients. For private consumers, (M)HEV seems to be the best choice.



Appendix







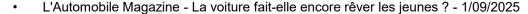






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