



Paris, February 23rd 2026

Dear President von der Leyen,

We are writing to you in our capacity as Presidents of the Stellantis Dealer Associations, representing hundreds of companies and thousands of workers who constitute the essential link between the automotive industry and European consumers.

Today, our distribution network is facing an unprecedented challenge. Consolidated data for 2025 show a European market in a state of extreme fragility, with overall volumes still more than 16% below 2019 levels and prices continuing to rise due to increased transformation costs, regulatory burdens, and inflationary pressures.

This now entrenched collapse in demand, combined with rising operating costs, places the very survival of European dealerships at serious risk.

In such a difficult context, Stellantis' European dealers welcomed the publication of the Automotive Package as a positive signal and as recognition of the need to alleviate the structural and regulatory pressures weighing on the European automotive sector.

However, we believe that the current proposal does not provide sufficient answers to what we consider the most urgent issue at present: how to effectively restore consumer demand across Europe.

Electric mobility—while developing at different speeds across Member States—continues to be characterized by excessively high purchase and charging costs, inconsistent incentive schemes, and insufficient infrastructure. These factors undermine consumer confidence and significantly limit the propensity to purchase.

To restore momentum to demand, we believe it is essential to reaffirm a strong commitment to technological neutrality by expanding the range of technologies and solutions available to European citizens to reduce emissions.

In particular, urgent action is required in the commercial vehicle segment, which is currently in a critical condition and for which the measures proposed in the package are insufficient. The multi-year compensation mechanism should be strengthened through the introduction of a dual five-year framework (2025–2029 and 2030–2034). Emissions targets should be reassessed, and meaningful flexibility measures should be introduced immediately, including the recognition and use of renewable fuels.



In order to support the production and timely arrival in our showrooms of new vehicles that better reflect European consumer expectations, a five-year compensation mechanism (2028–2032) should also be introduced for passenger cars. This should be accompanied by a supercredit system for all zero- and low-emission vehicles manufactured in Europe, with enhanced support for compact models.

We also view with interest the proposal for a new category of E-cars, which may respond to emerging consumer trends. However, we are concerned that the proposed simplifications may not be sufficient to generate a meaningful reduction in purchase prices.

With regard to passenger vehicles, significant progress in decarbonization could be achieved rapidly through the introduction of a targeted mechanism to incentivize fleet renewal. Accelerating the replacement of the circulating fleet with lower-emission vehicles—both new and used—would generate simultaneous environmental, social, and industrial benefits.

Finally, we welcome the introduction of a local content principle insofar as it effectively stimulates demand while strengthening regional production and supply chain competitiveness. Such a measure should be incentive-based and gradual, offsetting higher production costs through appropriate regulatory mechanisms.

We wish to reiterate that we hold no reservations in principle regarding the objective of a zero-emission future. However, we firmly believe that the European Commission must give due consideration to consumer needs and carefully assess the current market realities in which distribution networks and European manufacturers operate.

The survival of the European automotive sector depends largely on the choices made by European consumers. For this reason, our associations stand ready to engage in constructive dialogue with the European institutions to help define truly effective reform proposals, in line with the considerations outlined above, in order to promote sustainable mobility that is both environmentally responsible and genuinely accessible to all.

In wishing you every success in your work, we remain at your disposal for any further discussion and extend our highest consideration.

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