

16 March 2011

European Car Sales Break into Positive Territory

- February sales up 1.4% and 0.2% year-to date
- France had a record 204,400 new car registrations in February, the highest since JATO records began in 1980
- Volkswagen's Golf remains Europe's best-selling car whilst Renault Clio takes second place

With the majority of European markets experiencing an increase in sales during February, total sales across Europe have broken into positive territory for the first time since March 2010.

JATO's key findings:

- *The European market increased by 1.4% in February 2011, and by 0.2% YtD – the first YtD increase since June 2010*
- *Sales across the majority of markets were up, with the exception of Great Britain, Greece, Italy, Portugal and Spain, down 10.2%, 58.2%, 20.6%, 12.7% and 25.8% YtD respectively*
- *Renault's Clio claimed second place in February, helped by a record French market buoyed by deliveries of cars ordered before the ending of the country's scrappage scheme in December 2010*

Commenting on the findings, Gareth Hession, Vice President, Research said: "While certain segments of the market remain below their scrappage-funded highs of a year ago, the market is showing some positive signals. The strength in sales of the new Passat, as well as the face-lifted Opel/Vauxhall Astra and Corsa models, demonstrates the importance of investment in new products."

Sales by market

Country	Feb_11	Feb_10	% Change Feb	Feb YtD_11	Feb YtD_10	% Change YtD
Austria	26,412	21,787	+21.2%	51,996	42,669	+21.9%
Belgium*	49,682	47,591	+4.4%	102,918	96,967	+6.1%
Cyprus	1,319	1,310	+0.7%	2,547	2,378	+7.1%
Czech Republic	12,847	11,080	+15.9%	24,525	21,893	+12.0%
Denmark	10,968	8,603	+27.5%	23,314	19,271	+21.0%
Estonia	936	562	+66.5%	2,259	1,321	+71.0%
Finland	9,298	7,630	+21.9%	23,084	19,969	+15.6%
France	204,400	180,535	+13.2%	389,921	352,013	+10.8%
Germany	224,426	194,846	+15.2%	435,482	376,035	+15.8%
Great Britain	63,424	68,686	-7.7%	192,235	214,165	-10.2%
Greece	6,991	13,432	-48.0%	16,727	40,017	-58.2%
Hungary	3,565	3,087	+15.5%	7,067	5,878	+20.2%
Iceland	130	77	+68.8%	327	165	+98.2%
Ireland	12,609	12,085	+4.3%	33,687	28,461	+18.4%
Italy	161,243	202,740	-20.5%	326,579	411,168	-20.6%
Latvia	766	329	+132.8%	1,499	598	+150.7%
Lithuania	925	435	+112.6%	1,771	874	+102.6%
Luxembourg	4,410	4,081	+8.1%	7,763	7,617	+1.9%
Norway	10,543	9,094	+15.9%	20,915	18,791	+11.3%
Poland	21,501	16,709	+28.7%	40,458	33,982	+19.1%
Portugal	13,413	15,357	-12.7%	26,638	29,915	-11.0%
Slovakia	4,810	3,998	+20.3%	9,234	7,598	+21.5%
Slovenia	5,317	4,803	+10.7%	10,744	9,853	+9.0%
Spain	66,250	91,441	-27.5%	120,056	161,780	-25.8%
Sweden	20,993	17,972	+16.8%	40,237	33,495	+20.1%
Switzerland	21,994	18,473	+19.1%	42,171	37,207	+13.3%
The Netherlands	49,340	37,563	+31.4%	124,512	100,310	+24.1%
Grand Total	1,008,512	994,306	+1.4%	2,078,666	2,074,390	+0.2%

* Denotes estimated data used for Feb_11

Top Ten Brands

Make	Feb_11	Feb_10	% Change Feb	Feb YtD_11	Feb YtD_10	% Change YtD
VOLKSWAGEN	119,418	109,750	+8.8%	247,546	231,545	+6.9%
RENAULT	94,428	91,522	+3.2%	183,121	189,214	-3.2%
PEUGEOT	76,918	79,292	-3.0%	156,061	159,991	-2.5%
FORD	75,004	82,794	-9.4%	161,662	177,185	-8.8%
OPEL/VAUXHALL	72,718	66,086	+10.0%	144,931	134,375	+7.9%
CITROEN	64,188	68,785	-6.7%	129,594	137,537	-5.8%
FIAT	57,227	73,245	-21.9%	116,603	153,792	-24.2%
AUDI	46,586	40,773	+14.3%	94,414	86,946	+8.6%
TOYOTA	43,097	44,136	-2.4%	93,945	101,520	-7.5%
BMW	40,586	36,113	+12.4%	86,952	73,630	+18.1%

Top Ten Models

Make & Model	Feb_11	Feb_10	% Change Feb	Feb YtD_11	Feb YtD_10	% Change YtD
VOLKSWAGEN GOLF	33,954	36,877	-7.9%	70,625	76,478	-7.7%
RENAULT CLIO	27,293	27,365	-0.3%	53,086	59,529	-10.8%
VOLKSWAGEN POLO	25,444	25,684	-0.9%	54,421	57,428	-5.2%
FORD FIESTA	24,260	32,523	-25.4%	51,481	71,847	-28.3%
OPEL/VAUXHALL ASTRA	21,637	19,834	+9.1%	42,491	40,077	+6.0%
PEUGEOT 207	21,571	25,344	-14.9%	42,514	50,268	-15.4%
OPEL/VAUXHALL CORSA	21,557	21,142	+2.0%	44,285	44,177	+0.2%
RENAULT MEGANE	19,931	20,563	-3.1%	39,144	41,094	-4.7%
FIAT PUNTO	18,263	26,494	-31.1%	38,828	54,409	-28.6%
VOLKSWAGEN PASSAT	17,748	13,088	+35.6%	35,189	26,902	+30.8%

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About JATO

JATO was founded in 1984 and provides the world's most timely, accurate and up-to-date information on vehicle specifications and pricing, sales and registrations, news and incentives.

The company has representation in over 40 countries, providing unique local market expertise. The JATO client base includes all of the world's volume vehicle manufacturers, giving them the ability to react to short-term market movements, plan for long-term developments and ultimately to meet consumers' needs.

JATO's intelligence has also been adapted for consumer use in motoring web portals where customers can see the advantages and disadvantages of a specified model against any other.

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