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EUROPEAN CAR SALES DROP, BUT GROWTH IN EAST & CENTRAL EUROPE CONTINUES

- Market down 2.5% Year-to-date
- Growth in Central and Eastern European markets remains strong
- Audi A4 bursts into top 10 with sales up 42.5% compared to July 2007
- VW Golf retains number one position in European sales for fourth month in a row

JATO Dynamics, the world's leading provider of automotive data and intelligence, today reports that economic uncertainty across Europe is continuing to influence the car market. Sales of new vehicles in July 2008 dropped by 5.3% (70,402 units) compared to the same period in 2007, posting a total sales volume of 1,259,130 units.

Nasir Shah, Global Business Development Director at JATO, said: "Most countries are feeling the pinch as a combination of high fuel prices and economic uncertainty across Europe filter down to the consumer.

"Yet while markets including the UK and Spain show negative growth, Central and Eastern Europe has reported healthy sales virtually across the board, and we expect Europe's heavyweights to continue to perform well in these markets. There is cause for optimism in Western Europe as well as new models defy overall trends by posting healthy sales."

Total European sales of new vehicles are down 2.5% (243,447 units) compared to 2007, with 9,475,111 units sold so far in 2008.

Brand Performance

Volkswagen has continued its dominance in the European market, retaining its position as Europe's top selling brand in both July and YtD. Ford, Opel / Vauxhall, Renault and Peugeot complete the top five brands in Europe.

Sixth-placed Fiat continues to buck the overall market trend, and that in its home market of Italy, by recording sales up by 0.4% in July and 2.6% YtD. BMW (up 3.8% in July and 5.9% YtD), Audi (up 3.6% in July) and Skoda (up 0.8% in both July and YtD) have also performed well given the market conditions.

Nissan has stormed ahead in 2008, with 43,462 units (23.5%) added, taking the total to 228,643, and the brand's July performance (30,092 units, up 3,274 units or 12.2%) was impressive. Mazda has also performed well, with July sales up by 3,473 units (20.4%) to 20,514 and YtD sales of 160,687 units up by 13,585 units (9.2%).

Other significant increases came from Smart (up 33.1% YtD), Dacia (up 45.5% in July, up 38.0% YtD), Daihatsu (up 10.6% YtD), Subaru (up 37.7% in July, up 10.6% YtD) and Jaguar (up 36.5% in July, up 16.5% YtD).

Top Ten Brands

Make	Jul_08	Jul_07	% Change July	Jul YtD_08	Jul YtD_07	% Change YtD
VOLKSWAGEN	136,638	142,337	-4.0%	973,174	981,148	-0.8%
FORD	102,923	107,652	-4.4%	794,618	807,043	-1.5%
OPEL/VAUXHALL	93,406	111,523	-16.2%	763,463	831,365	-8.2%
RENAULT	89,333	97,566	-8.4%	727,054	740,372	-1.8%
PEUGEOT	87,036	93,160	-6.6%	670,153	697,183	-3.9%
FIAT	81,035	80,701	+0.4%	630,603	614,388	+2.6%
CITROEN	78,428	84,068	-6.7%	564,263	595,613	-5.3%
TOYOTA	69,004	75,972	-9.2%	495,657	564,636	-12.2%
BMW	60,820	58,574	+3.8%	435,675	411,410	+5.9%
MERCEDES	59,409	61,567	-3.5%	436,066	438,088	-0.5%

Top Models

Sales of the Volkswagen Golf were up 4.6% compared to the same period in 2007, thanks in part to a robust performance in Germany where registrations in July grew by 34.5% compared to July 2007. July was the fourth month in a row in which the Golf has led the European market, and the fifth month this year. It has held the YtD top spot since January.

The Peugeot 207, Ford Focus, Opel / Vauxhall Corsa and the Opel/Vauxhall Astra followed, while the Audi A4 broke into the European top 10 as it full range of new models, including the Avant, became available to customers. The Audi A4 sold 27,767 units in July 2008, an improvement of 42.5% over the same period in 2007.

For the year-to-Date the Golf (up 15.8%) again leads from the, 207 (up 1.3%), Focus, Corsa, Clio, Astra, Fiesta, Punto, Polo and BMW 3-Series.

Top Ten Models

Make & Model	Jul_08	Jul_07	% Change July	Jul YtD_08	Jul YtD_07	% Change YtD
VOLKSWAGEN GOLF	39,558	37,802	+4.6%	293,848	253,772	+15.8%
PEUGEOT 207	36,213	37,917	-4.5%	280,277	276,713	+1.3%
FORD FOCUS	33,112	33,846	-2.2%	245,383	263,583	-6.9%
OPEL/VAUXHALL CORSA	28,951	32,945	-12.1%	240,467	252,959	-4.9%
OPEL/VAUXHALL ASTRA	28,199	34,821	-19.0%	221,881	250,971	-11.6%
AUDI A4/S4/RS4	27,767	19,480	+42.5%	148,867	145,397	+2.4%
RENAULT CLIO	25,958	30,562	-15.1%	226,738	243,475	-6.9%
FORD FIESTA	25,792	27,120	-4.9%	207,048	225,820	-8.3%
VOLKSWAGEN POLO	25,337	26,934	-5.9%	177,161	178,493	-0.7%
FIAT PUNTO	22,324	30,266	-26.2%	196,714	253,975	-22.5%

National Trends

The overall European new car market's fall in July was caused by significant falls in the Spanish, Italian and British markets, with Ireland and Sweden also contributing to the Year-to-Date fall.

The Danish market saw tax changes introduced at the beginning of July. The market had been depressed in previous months, as customers waited for the change to take effect, and the pent-up demand led to July registrations that were almost 2.5 times those achieved in July 2007, and YtD registrations are now 28.5% higher than a year ago. Ireland also introduced new taxation in July, leading to an increase in sales over the same month last year, but YtD registrations remain lower than a year earlier. Recent data from JATO indicates tax incentives can have a significant impact in persuading car purchasers to choose vehicles with lower CO_2 emissions. The eventual effect of these new changes has yet to be determined.

The French market fell slightly in July, as the markets starts to settle after the tax changes in January. YtD registrations remain higher than last year. The German market continues to grow slowly.

Many of the major markets in Central and Eastern Europe continue to record significant growth, including the Czech Republic, Poland, Slovakia and Slovenia.

Volumes by Market

Country	Jul_08	Jul_07	% Change July	Jul YtD_08	Jul YtD_07	% Change YtD
Austria	22,695	23,616	-3.9%	191,363	188,197	+1.7%
Belgium	39,242	39,597	-0.9%	369,939	348,106	+6.3%
Cyprus	2,214	1,985	+11.5%	14,015	14,087	-0.5%
Czech Republic	16,292	14,406	+13.1%	109,858	98,869	+11.1%
Denmark	33,179	13,434	+147.0%	118,533	92,250	+28.5%
Estonia	2,337	2,649	-11.8%	17,543	19,444	-9.8%
Finland	11,177	10,446	+7.0%	99,261	87,862	+13.0%
France	182,954	183,340	-0.2%	1,311,850	1,263,948	+3.8%
Germany	262,534	258,639	+1.5%	1,895,700	1,835,638	+3.3%
Great Britain	153,420	176,277	-13.0%	1,400,899	1,443,576	-3.0%
Greece	27,263	27,867	-2.2%	185,864	187,339	-0.8%
Hungary	13,944	15,349	-9.2%	95,947	99,964	-4.0%
Iceland	578	1,486	-61.1%	7,719	9,973	-22.6%
Ireland	16,418	13,097	+25.4%	140,565	166,139	-15.4%
Italy	191,504	215,968	-11.3%	1,457,682	1,647,522	-11.5%
Latvia	1,850	2,856	-35.2%	13,697	20,176	-32.1%
Lithuania	2,070	1,912	+8.3%	15,486	11,755	+31.7%
Luxembourg	4,811	4,231	+13.7%	34,713	33,483	+3.7%
Norway	9,605	12,062	-20.4%	71,170	77,748	-8.5%
Poland	25,402	24,173	+5.1%	194,059	173,767	+11.7%
Portugal	21,137	22,554	-6.3%	135,552	130,091	+4.2%
Slovakia	8,710	6,785	+28.4%	52,731	43,016	+22.6%
Slovenia	6,380	5,548	+15.0%	45,450	40,685	+11.7%
Spain	121,521	166,999	-27.2%	823,809	1,010,494	-18.5%
Sweden	16,902	20,588	-17.9%	156,413	172,637	-9.4%
Switzerland	25,154	24,769	+1.6%	176,067	168,817	+4.3%
The Netherlands	39,837	38,899	+2.4%	339,226	332,975	+1.9%
Grand Total	**1,259,130**	**1,329,532**	**-5.3%**	**9,475,111**	**9,718,558**	**-2.5%**

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Editorial note: JATO Dynamics background

JATO was founded in 1984 and provides the world's most timely, accurate and up-to-date intelligence 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 data 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 while major leasing companies use JATO data to drive the vehicle quotation process. Visit JATO at www.jato.com .

For further press information, please contact:

Harry Ronaldson at harry.ronaldson@bisslancaster.com or telephone 020 7467 9218