

March 17, 2008

## EUROPEAN CAR MARKET UP 3.6% YEAR TO DATE

- European car market grows by 3.6%
- February car market up 8.4% on last year
- VW is best selling brand
- Peugeot 207 best selling model

JATO Dynamics, the world's leading supplier of automotive data and intelligence, today reports the European car market increased by 8.4% (90,005 units) in February 2008 compared to the same month last year, to a total volume of 1,163,035 units. Year-to-date, the market increased by 3.6% (84,324 units) to a total of 2,451,321 units.

"Considering the stress placed upon the global economy in recent months, the car market so far this year appears to be very robust," says Nasir Shah, Global Business Development Director at JATO. "The February market was particularly strong thanks to the extra trading day afforded by the leap year and also because the French market recovered from the short-lived decline brought about by taxation changes early in the year."

### Brand Performance

Volkswagen continues its domination of the European car market and was once again the top-selling car brand in February, with total sales 14.5% higher than a year earlier and ahead of Peugeot (up 14.4%), Renault (up 9.9%), Opel/Vauxhall (up 2.0%) and Ford (up 2.9%).

So far in 2008 the top five performers have been Volkswagen, Ford, Opel/Vauxhall, Renault and Peugeot.

Make	Feb_08	Feb_07	% Change Feb	Feb YtD_08	Feb YtD_07	% Change YtD
VOLKSWAGEN	116,886	102,123	+14.5%	245,949	223,479	+10.1%
PEUGEOT	93,543	81,762	+14.4%	182,872	173,455	+5.4%
RENAULT	92,366	84,045	+9.9%	184,435	182,431	+1.1%
OPEL/VAUXHALL	89,493	87,716	+2.0%	189,616	199,323	-4.9%
FORD	87,708	85,255	+2.9%	198,125	196,341	+0.9%
FIAT	85,782	76,953	+11.5%	176,889	162,563	+8.8%
CITROEN	73,678	73,166	+0.7%	153,752	156,375	-1.7%
TOYOTA	64,894	66,589	-2.5%	137,769	147,576	-6.6%
MERCEDES	52,410	43,354	+20.9%	111,640	102,261	+9.2%
BMW	47,677	39,417	+21.0%	100,586	87,773	+14.6%

Fiat continues to improve its performance and increase its market share, with sales 11.5% higher than a year ago. Mercedes and BMW both posted volume increases of 21% over the same period last year thanks to the recovering German market.

Other significant market improvements have been posted by Nissan (up 55.8% in February and 52.0% YtD), largely driven by continued high demand for the Qashqai model, while MINI volumes grew by 48.9% due to the introduction of the new Clubman and the low-CO<sub>2</sub> ratings achieved by the revised "Efficient Dynamics" equipped models.

### Top Models

The Peugeot 207 was Europe's top-selling new car in February (up 23.0% at 38,493 units,) ahead of the Volkswagen Golf (36,032 units, up 43.7%), Renault Clio (29,007 units, up 4.9%), Opel/Vauxhall Corsa (28,304 units), Opel/Vauxhall Astra (27,287 units, up 1.6%), Fiat Punto (26,688 units), Ford Focus (26,494 units), Ford Fiesta (24,084 units, up 2.9%), Volkswagen Polo (21,819 units, up 13.1%) and Volkswagen Passat (19,977 units).

The Volkswagen Golf remains the best selling model year-to-date, ahead of the Peugeot 207, Opel /Vauxhall Corsa, Ford Focus, Renault Clio, Fiat Punto, Opel /Vauxhall Astra, Ford Fiesta, Volkswagen Polo and Fiat Panda.

Make & Model	Feb_08	Feb_07	% Change Feb	Feb YtD_08	Feb YtD_07	% Change YtD
PEUGEOT 207	38,493	31,306	+23.0%	76,306	65,642	+16.2%
VOLKSWAGEN GOLF	36,032	25,073	+43.7%	77,702	55,424	+40.2%
RENAULT CLIO	29,007	27,651	+4.9%	58,823	63,823	-7.8%
OPEL/VAUXHALL CORSA	28,304	28,542	-0.8%	61,038	68,262	-10.6%
OPEL/VAUXHALL ASTRA	27,287	26,850	+1.6%	56,059	56,737	-1.2%
FIAT PUNTO	26,688	32,355	-17.5%	56,859	69,122	-17.7%
FORD FOCUS	26,494	29,264	-9.5%	60,514	64,728	-6.5%
FORD FIESTA	24,084	23,399	+2.9%	52,562	55,690	-5.6%
VOLKSWAGEN POLO	21,819	19,284	+13.1%	44,387	41,291	+7.5%
VOLKSWAGEN PASSAT	19,977	21,053	-5.1%	41,457	48,196	-14.0%

### National Trends

Following the well-documented depression of the German car market in early 2007 as a result of changes in taxation, the market has recovered remarkably well with February sales up 24.8%. This has naturally benefited the German brands which enjoy strong support in their domestic market.

The French market saw the introduction of significant CO<sub>2</sub>-based rebates and taxes at the start of the year, which depressed the market in January. However, the February market appears to have adjusted to the new regime with total sales up 11.1%.

Lithuania continues to record massive growth in a small market, but its Baltic neighbours Latvia and Estonia are no longer recording the growth seen up to the middle of last year. Belgium, the Czech Republic, Finland,

Greece, Slovakia, Slovenia and the Netherlands have all recorded significant increases to their new car markets.

Denmark, Great Britain, Ireland and Italy recorded declining car markets in February.

Country	Feb_08	Feb_07	% Change Feb	Feb YtD_08	Feb YtD_07	% Change YtD
Austria	20,800	20,544	+1.2%	42,684	42,974	-0.7%
Belgium	55,941	48,856	+14.5%	112,787	104,688	+7.7%
Cyprus	1,857	1,759	+5.6%	4,096	3,748	+9.3%
Czech Republic	13,429	11,350	+18.3%	27,265	23,070	+18.2%
Denmark	9,705	10,833	-10.4%	23,912	22,530	+6.1%
Estonia	2,198	2,134	+3.0%	4,904	4,838	+1.4%
Finland	12,056	10,570	+14.1%	33,605	27,454	+22.4%
France	175,126	157,671	+11.1%	337,242	329,322	+2.4%
Germany	228,623	183,258	+24.8%	449,365	382,944	+17.3%
Great Britain	69,602	73,586	-5.4%	231,699	239,189	-3.1%
Greece	23,190	19,836	+16.9%	56,678	51,511	+10.0%
Hungary	13,260	12,416	+6.8%	25,726	25,397	+1.3%
Iceland	1,035	953	+8.6%	2,467	1,921	+28.4%
Ireland	24,119	26,599	-9.3%	71,728	72,419	-1.0%
Italy	218,171	227,190	-4.0%	451,735	479,359	-5.8%
Latvia	2,614	2,511	+4.1%	4,841	5,112	-5.3%
Lithuania	2,196	1,154	+90.3%	4,628	2,619	+76.7%
Luxembourg	4,152	4,506	-7.9%	8,134	8,414	-3.3%
Norway	10,567	9,793	+7.9%	20,468	22,478	-8.9%
Poland	24,159	22,018	+9.7%	52,526	44,788	+17.3%
Portugal	16,195	14,105	+14.8%	32,044	28,568	+12.2%
Slovakia	6,590	5,846	+12.7%	12,801	10,210	+25.4%
Slovenia	6,028	5,176	+16.5%	12,156	10,117	+20.2%
Spain	130,015	120,170	+8.2%	231,630	236,351	-2.0%
Sweden	21,250	20,326	+4.5%	38,283	40,925	-6.5%
Switzerland	19,879	18,562	+7.1%	41,339	36,115	+14.5%
The Netherlands	50,278	41,308	+21.7%	116,578	109,936	+6.0%
<b>Grand Total</b>	<b>1,163,035</b>	<b>1,073,030</b>	<b>+8.4%</b>	<b>2,451,321</b>	<b>2,366,997</b>	<b>+3.6%</b>

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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 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 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](http://www.jato.com)

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