

February 18, 2008

FIAT HITS THE TOP FIVE WHILE GOLF REGAINS ITS TOP SLOT

- Fiat now a top five manufacturer
- Golf is Europe's best-selling car
- German market fully recovered

JATO Dynamics, the world's leading supplier of automotive data and intelligence, today reports that the European market for new cars is down by 1.7% (21,713 units) in January compared to the same month last year, with a total of 1,272,243 units sold.

Brand Performance

Volkswagen has made a strong start to the year and maintains its position as Europe's top-selling car brand with total sales of 127,350 units, which is 4.9% higher than January 2007. Ford, Opel/Vauxhall, Renault and Fiat complete the top five places.

"January tends to be a slow sales month in Europe, so it'll take a few more weeks to see how 2008 is shaping up", says Nasir Shah, Global Business Development Director for JATO. "Now that the German market has recovered from last year's taxation changes we should see it make a far greater contribution to European volumes this year. We are already seeing a resurgence of the German brands as a result."

TOP TEN MANUFACTURERS

| International Make | Jan_08 | Jan_07 | % Change Jan |
|--------------------|---------|---------|--------------|
| VOLKSWAGEN | 127,350 | 121,353 | +4.9% |
| FORD | 110,163 | 111,086 | -0.8% |
| OPEL/VAUXHALL | 99,080 | 111,606 | -11.2% |
| RENAULT | 91,914 | 98,373 | -6.6% |
| FIAT | 90,439 | 85,606 | +5.6% |
| PEUGEOT | 88,962 | 91,693 | -3.0% |
| CITROEN | 79,689 | 83,209 | -4.2% |
| TOYOTA | 69,637 | 80,987 | -14.0% |
| MERCEDES | 58,658 | 58,907 | -0.4% |
| BMW | 52,502 | 48,356 | +8.6% |

Fiat's performance is of particular note. "This is the first time we have seen Fiat in the top five for some time", says Shah. "This is a major turn-around, and with sales 5.6% higher than a year ago they are demonstrating significant growth. With the immediate success of the new 500 model, it is likely that Fiat will consolidate its position as the year progresses."

Nissan is also notable for its 46.1% increase in sales over January 2007, a success that has largely been driven by continued demand for the Qashqai model.

Top Models

The Volkswagen Golf was Europe's top-selling new car in January with 39,887 units sold (up 31.4%) ahead of the Peugeot 207 (37,506 units, up 9.2%), Ford Focus (33,884 units), Opel/Vauxhall Corsa (32,688 units), Fiat Punto (30,293 units), Renault Clio (29,859 units), Ford Fiesta (28,673 units), Opel/Vauxhall Astra (28,391 units), Volkswagen Polo (22,498 units, up 2.2%) and Fiat Panda (21,858 units).

TOP TEN MODELS

| Make & Model | Jan_08 | Jan_07 | % Change Jan |
|---------------------|--------|--------|--------------|
| VOLKSWAGEN GOLF | 39,887 | 30,349 | +31.4% |
| PEUGEOT 207 | 37,506 | 34,336 | +9.2% |
| FORD FOCUS | 33,884 | 35,464 | -4.5% |
| OPEL/VAUXHALL CORSA | 32,688 | 39,720 | -17.7% |
| FIAT PUNTO | 30,293 | 36,766 | -17.6% |
| RENAULT CLIO | 29,859 | 36,172 | -17.5% |
| FORD FIESTA | 28,673 | 32,291 | -11.2% |
| OPEL/VAUXHALL ASTRA | 28,391 | 29,887 | -5.0% |
| VOLKSWAGEN POLO | 22,498 | 22,006 | +2.2% |
| FIAT PANDA | 21,858 | 24,544 | -10.9% |

National Trends

The German market was depressed in January 2007 following changes in taxation, so the 10.5% increase seen in January 2008 is a return to normal trading conditions in the market. Lithuania continues to record massive growth in a small market, although its Baltic neighbours Latvia and Estonia are no longer recording the growth seen up to the middle of last year. The Czech Republic, Slovakia and Slovenia have all recorded significantly increased new car markets in January.

Luxembourg, Norway, Spain, Sweden, France and Italy have all recorded significant reductions in sales of new cars in January, compared to a year earlier. The remainder of the market remains relatively static.

| Country | Jan_08 | Jan_07 | % Change Jan |
|--------------------|------------------|------------------|-------------------------|
| Austria | 21,884 | 22,430 | -2.4% |
| Belgium | 56,846 | 55,832 | +1.8% |
| Cyprus | 2,239 | 1,989 | +12.6% |
| Czech Republic | 13,836 | 11,720 | +18.1% |
| Denmark | 11,991 | 11,697 | +2.5% |
| Estonia | 2,706 | 2,704 | +0.1% |
| Finland | 15,393 | 16,884 | -8.8% |
| France | 162,116 | 171,651 | -5.6% |
| Germany | 220,742 | 199,686 | +10.5% |
| Great Britain | 162,097 | 165,603 | -2.1% |
| Greece | 33,488 | 31,675 | +5.7% |
| Hungary | 12,466 | 12,981 | -4.0% |
| Iceland | 1,327 | 968 | +37.1% |
| Ireland | 47,609 | 45,820 | +3.9% |
| Italy | 233,564 | 252,158 | -7.4% |
| Latvia | 2,227 | 2,601 | -14.4% |
| Lithuania | 2,432 | 1,465 | +66.0% |
| Luxembourg | 1,993 | 3,908 | -49.0% |
| Norway | 9,901 | 12,685 | -21.9% |
| Poland | 23,895 | 22,770 | +4.9% |
| Portugal | 16,098 | 14,463 | +11.3% |
| Slovakia | 6,211 | 4,364 | +42.3% |
| Slovenia | 6,128 | 4,941 | +24.0% |
| Spain | 101,615 | 116,181 | -12.5% |
| Sweden | 17,033 | 20,599 | -17.3% |
| Switzerland | 20,087 | 17,553 | +14.4% |
| The Netherlands | 66,319 | 68,628 | -3.4% |
| Grand Total | 1,272,243 | 1,293,956 | -1.7% |

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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

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