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## POOR SALES IN MAY BEGIN TO HIT YEAR-TO-DATE FIGURES

- Market down 7.2% in May
- Market down 0.9% Year-to-Date
- VW Golf remains Europe's best-selling car
- Volkswagen is Europe's top-selling brand

JATO Dynamics, the world's leading provider of automotive data and intelligence, today reports that after an encouraging start to the year, May has provided a little more adversity for the European car market, with drop of 7.2% (101,551 units) compared to the same month last year, posting a total sales volume of 1,314,775 units.

"The scale of the fall in the market in May is disappointing to witness, but given the general atmosphere of economic uncertainty it's not surprising", says Nasir Shah, Global Business Development Director at JATO.

The strong performance of the market in the first quarter of 2008 has meant the YtD figures are still generally on a par with this time last year as they are now 0.9% (or 59,903 units) behind last year's figures at 6,807,520 units.

### Brand Performance

Volkswagen maintains its dominance of the European market, heading the sales league in both May and year-to-date, ahead of Ford, Opel/Vauxhall, Renault and Peugeot.

### Top Ten Brands

Make	May_08	May_07	% Change May	May YtD_08	May YtD_07	% Change YtD
VOLKSWAGEN	137,991	149,672	-7.8%	689,476	683,849	+0.8%
FORD	111,103	117,706	-5.6%	571,911	582,269	-1.8%
OPEL/VAUXHALL	107,943	113,258	-4.7%	551,625	581,691	-5.2%
RENAULT	103,372	101,241	+2.1%	520,048	518,834	+0.2%
PEUGEOT	95,134	100,897	-5.7%	485,687	495,344	-1.9%
FIAT	89,077	92,193	-3.4%	459,501	442,689	+3.8%
CITROEN	78,031	85,805	-9.1%	400,240	419,425	-4.6%
TOYOTA	63,725	80,925	-21.3%	361,122	407,639	-11.4%
MERCEDES	58,218	64,732	-10.1%	315,014	307,549	+2.4%
BMW	62,974	66,959	-6.0%	305,172	283,391	+7.7%

With the market in the grip of a credit squeeze, most brands experienced reduced sales volumes in May. However, Renault bucked the trend by recording a 2.1% growth in sales compared to the same period last year. Other brands which managed the downturn better than most included Nissan (up 7.0%), Subaru (up 9.3%), Jaguar (up 60.7% as the new XF made an impact on the market) and Dodge (up 24.9%).

YtD there has been far more success for manufacturers including BMW up 7.7%, Fiat up 3.8% and Mercedes up 2.4%.

### Top Models

The Volkswagen Golf continues to perform brilliantly well, helping the German brand gain the position of Europe's top-selling new car in May with 39,912 (up 5.4%) units registered, ahead of the Peugeot 207 (38,635 units), Ford Focus (35,826 units), Opel/Vauxhall Corsa (34,324 units, up 4%), Renault Clio (30,367 units), Opel/Vauxhall Astra (29,167 units), Fiat Punto (27,392 units), Ford Fiesta (25,863 units), Volkswagen Polo (25,592 units) and BMW 3-Series (23,258 units).

YtD the Volkswagen Golf maintains its position as the top selling model (up 18.7% YtD), followed by the Peugeot 207 (up 4.5% YtD).

### Top Ten Models

Make & Model	May_08	May_07	% Change May	May YtD_08	May YtD_07	% Change YtD
VOLKSWAGEN GOLF	39,912	37,880	+5.4%	208,800	175,858	+18.7%
PEUGEOT 207	38,635	41,697	-7.3%	204,379	195,530	+4.5%
FORD FOCUS	35,826	40,339	-11.2%	176,698	192,489	-8.2%
OPEL/VAUXHALL CORSA	34,324	33,004	+4.0%	174,667	181,855	-4.0%
RENAULT CLIO	30,367	31,601	-3.9%	162,816	176,849	-7.9%
OPEL/VAUXHALL ASTRA	29,167	34,126	-14.5%	161,166	173,867	-7.3%
FIAT PUNTO	27,392	36,250	-24.4%	147,803	187,076	-21.0%
FORD FIESTA	25,863	33,249	-22.2%	151,050	167,657	-9.9%
VOLKSWAGEN POLO	25,592	26,356	-2.9%	125,427	123,187	+1.8%
BMW 3 SERIES	23,258	31,843	-27.0%	114,203	130,765	-12.7%

### National Trends

The German market remains the largest in Europe, despite a decline in May. The French market (up 7.0% in May and up 5.2% YtD) has benefited from environmental incentives which provide rebates to buyers purchasing new cars with CO<sub>2</sub> emissions of less than 130g/km. In some of the smaller and less mature markets too there was some significant growth, particularly the Czech Republic, Finland, Lithuania, Poland, Portugal, Slovakia and Slovenia have recorded YtD growth of over 10%.

## Volumes by Market

Country	May_08	May_07	% Change May	May YtD_08	May YtD_07	% Change YtD
Austria	28,455	28,523	-0.2%	134,046	133,257	+0.6%
Belgium	48,441	46,961	+3.2%	280,008	258,532	+8.3%
Cyprus	1,937	2,261	-14.3%	9,644	9,818	-1.8%
Czech Republic	16,983	16,091	+5.5%	78,252	68,502	+14.2%
Denmark	11,941	14,355	-16.8%	61,196	63,622	-3.8%
Estonia	2,699	3,232	-16.5%	12,931	13,764	-6.1%
Finland	14,218	13,137	+8.2%	75,942	65,622	+15.7%
France	184,463	172,320	+7.0%	909,142	864,132	+5.2%
Germany	275,259	293,484	-6.2%	1,329,133	1,275,891	+4.2%
Great Britain	179,272	185,797	-3.5%	1,038,289	1,044,436	-0.6%
Greece	24,714	29,242	-15.5%	131,818	131,150	+0.5%
Hungary	13,187	14,055	-6.2%	67,384	68,479	-1.6%
Iceland	1,206	1,950	-38.2%	5,150	6,160	-16.4%
Ireland	10,191	20,528	-50.4%	116,498	137,735	-15.4%
Italy	205,281	249,809	-17.8%	1,077,681	1,200,788	-10.3%
Latvia	1,851	3,361	-44.9%	10,091	14,094	-28.4%
Lithuania	2,133	2,025	+5.3%	11,505	7,643	+50.5%
Luxembourg	5,092	4,598	+10.7%	25,000	24,631	+1.5%
Norway	10,217	12,007	-14.9%	51,895	54,603	-5.0%
Poland	28,342	25,761	+10.0%	143,330	123,804	+15.8%
Portugal	19,368	18,788	+3.1%	93,051	84,515	+10.1%
Slovakia	7,397	6,917	+6.9%	35,684	29,258	+22.0%
Slovenia	6,291	6,081	+3.5%	32,820	28,844	+13.8%
Spain	116,221	146,449	-20.6%	587,467	677,698	-13.3%
Sweden	26,251	30,016	-12.5%	115,552	125,587	-8.0%
Switzerland	27,580	26,720	+3.2%	122,704	113,204	+8.4%
The Netherlands	45,785	41,858	+9.4%	251,307	241,654	+4.0%
<b>Grand Total</b>	<b>1,314,775</b>	<b>1,416,326</b>	<b>-7.2%</b>	<b>6,807,520</b>	<b>6,867,423</b>	<b>-0.9%</b>

In percentage terms, Lithuania continues its impressive growth as its YtD increase (up 50.5%) stands out compared to every other market, although the May growth of only 5.3% suggests the market is slowing.

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

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