PRESS RELEASE

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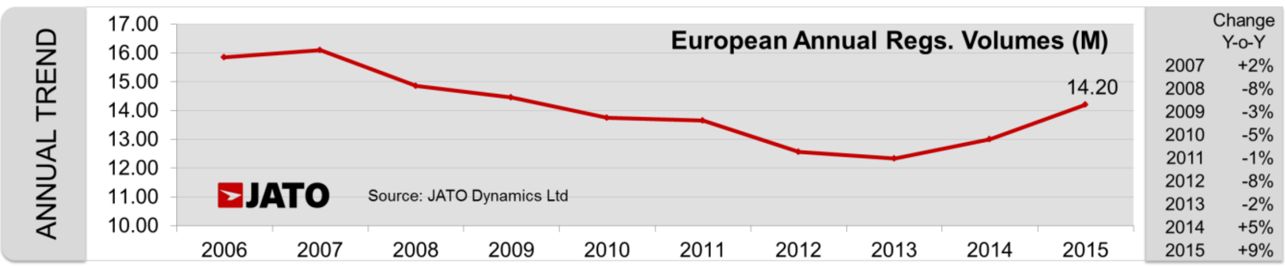
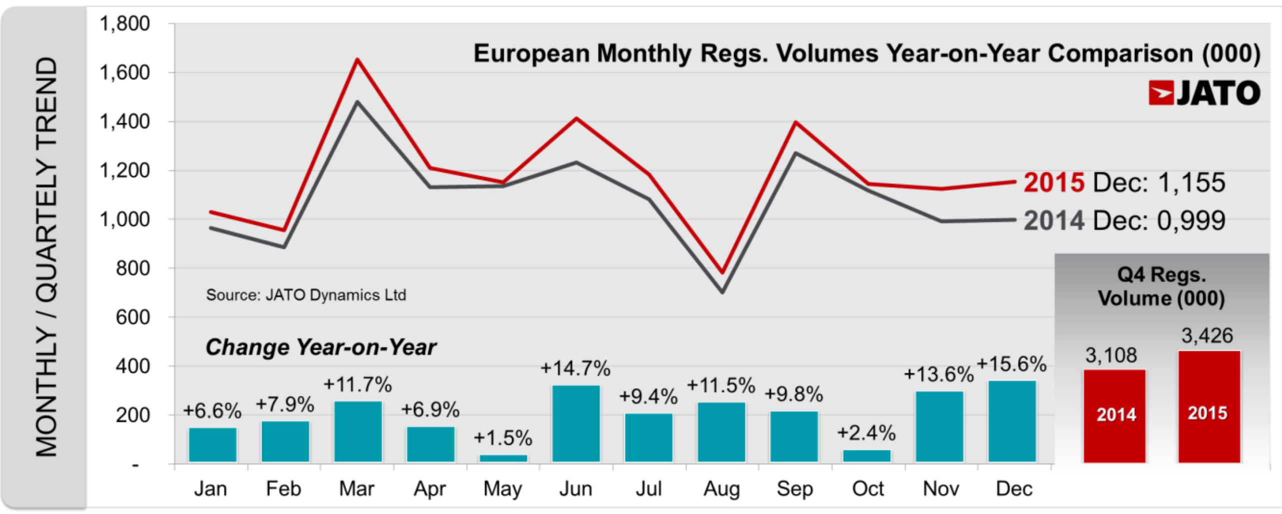
London, UK

EUROPEAN NEW CAR REGISTRATIONS GREW BY 9.3% IN 2015, WITH SALES EXCEEDING 14 MILLION UNITS

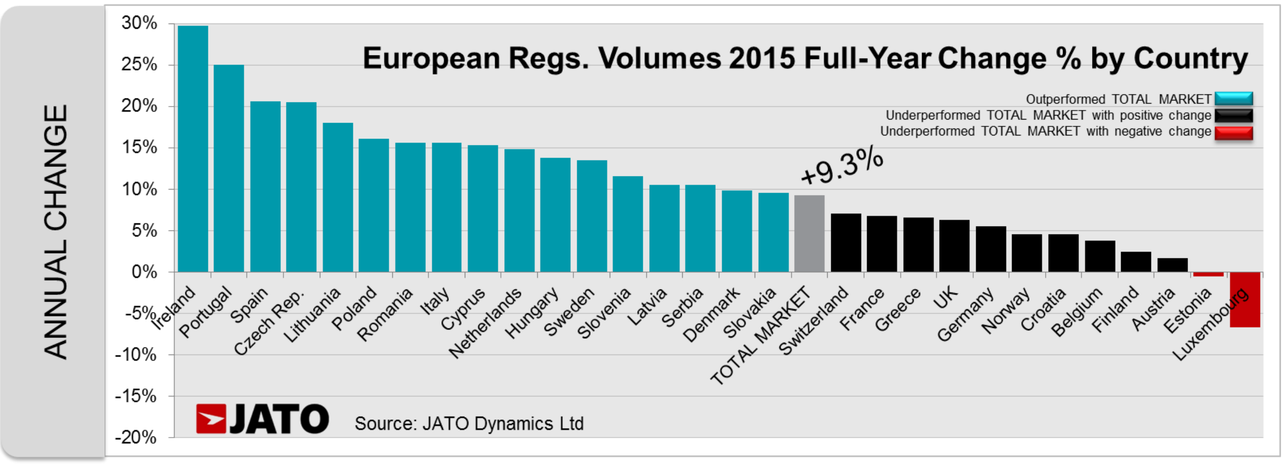
- **2015 was the second year in a row of positive growth**
- **The increase was driven by Spain and Italy and other smaller markets**
- **Q4 posted the highest growth of the year, up by 10.2% over Q4 2014**
- **December volumes were up by 15.6%, the highest monthly increase of the year**

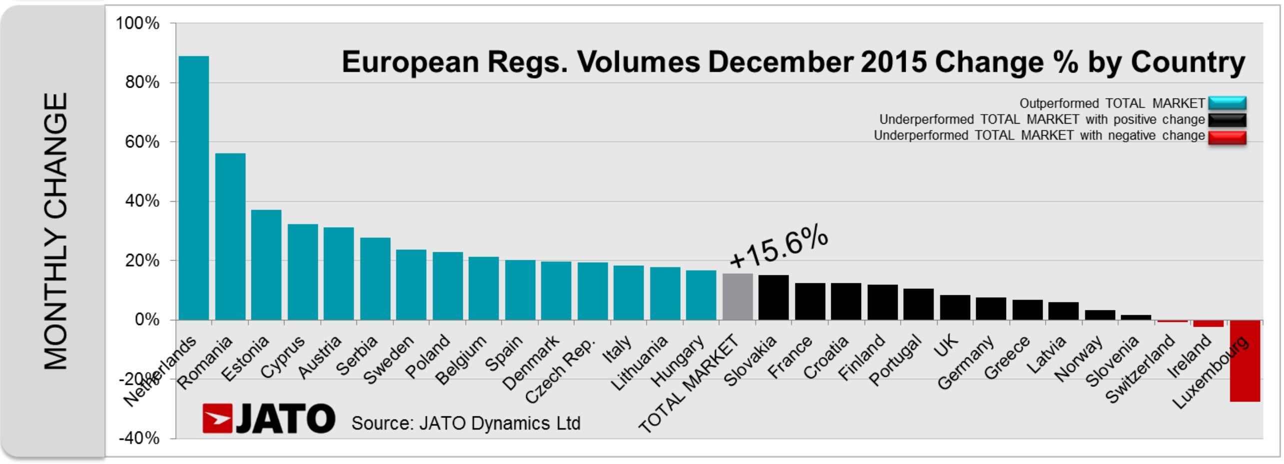
In 2015 the European car market totalled 14.2 million new registrations, an increase of 9.3% over 2014 full year results; the highest since 2009. The market benefited from the last two months of double-digit growth with December setting the highest positive monthly change of the last three years at 1.16 million units. Therefore, the last quarter volume increase was the highest of the year, standing at 10.2% more than in Q4 2014, representing 3.42 million cars sold in total. The Seasonally Adjusted Annual Rate, SAAR, came in at 16.52 million units.





In 2015, nearly all of the markets analysed (27 out of 29) posted a positive registrations increase with only Estonia and Luxembourg falling behind the levels experienced in 2014. The biggest increases came from Italy and Spain, which together added almost 400,000 units to the year's total. Spain posted its highest total since 2008, and Italy recorded their best result since 2011. In both cases the totals are still far from the 1.64 million units registered in Spain in 2005 and the 2.51 million seen in Italy in 2007. Germany topped the overall market with 3.2 million new cars, up by 5.6%, and reaching their highest total since 2009. The UK came second with an all-time record of 2.63 million units (+6.3%), and in France registrations went up by 6.8% to 1.92 million units, the highest since 2011.





Another good annual performance came from Ireland, where registrations were up by 29.7% despite a fall in December. Portugal and the Czech Republic were also up above the 20% mark, and they were followed by 10 other markets who posted double-digit growth. These included the Netherlands and Poland who were up 14.8% and 16.1% respectively, following an outstanding performance during December compared to the previous year.

"Last year was very positive for the industry in terms of growth. Most of the car markets that suffered the most during the European crisis posted the highest annual increases. Even in the case of Greece, its registrations growth rate in 2015 outperformed those seen in the UK and Germany" commented Felipe Munoz, Marketing Analyst at JATO Dynamics.

2015 FULL-YEAR

Top 20 Makes	Registrations Total	Registrations Change 2015/2014	Market Share 2015	Market Share 2014
Volkswagen	1,720,045	+7%	12.11%	12.39%
Ford	1,040,979	+8%	7.33%	7.41%
Renault	974,054	+11%	6.86%	6.74%
Opel/Vauxhall	939,698	+6%	6.62%	6.82%
Peugeot	854,128	+9%	6.01%	6.03%
Audi	766,504	+6%	5.40%	5.58%
BMW	746,297	+11%	5.26%	5.19%
Mercedes	741,871	+13%	5.22%	5.06%
Fiat	654,927	+12%	4.61%	4.51%
Skoda	618,071	+7%	4.35%	4.45%
Toyota	560,911	+6%	3.95%	4.07%
Nissan	557,597	+16%	3.93%	3.69%
Citroen	548,381	+5%	3.86%	4.04%
Hyundai	467,400	+11%	3.29%	3.25%
Kia	386,276	+9%	2.72%	2.72%
Dacia	379,709	+4%	2.67%	2.80%
Seat	337,436	+3%	2.38%	2.53%
Volvo	285,722	+12%	2.01%	1.96%
Mazda	210,993	+21%	1.49%	1.34%
Mini	188,122	+20%	1.32%	1.21%

Source: JATO Dynamics Ltd

DECEMBER 2015

Top 20 Makes	Registrations Total	Registrations Change 2015/2014	Market Share 2015	Market Share 2014
Volkswagen	133,564	+5%	11.56%	12.67%
Renault	97,494	+29%	8.44%	7.57%
Ford	81,699	+19%	7.07%	6.87%
Peugeot	76,370	+27%	6.61%	6.02%
Opel/Vauxhall	71,065	+4%	6.15%	6.82%
BMW	69,293	+22%	6.00%	5.67%
Mercedes	59,348	+15%	5.14%	5.18%
Audi	51,138	+7%	4.43%	4.78%
Fiat	48,435	+23%	4.19%	3.92%
Toyota	45,918	+11%	3.98%	4.14%
Skoda	45,679	+7%	3.95%	4.29%
Nissan	40,814	+8%	3.53%	3.79%
Citroen	40,709	+7%	3.52%	3.80%
Hyundai	40,677	+38%	3.52%	2.96%
Dacia	35,021	+24%	3.03%	2.83%
Volvo	34,663	+34%	3.00%	2.59%
Seat	25,042	-10%	2.17%	2.80%
Kia	24,634	+7%	2.13%	2.31%
Mini	18,318	+10%	1.59%	1.67%
Mazda	16,068	+56%	1.39%	1.03%

Source: JATO Dynamics Ltd

Volkswagen led the European market with 1.72 million units and 12.11% market share, but its sales only increased by 7% compared to 2014. However, despite recent challenges in reality it only lost 0.28 percentage points of market share. Ford was second, exceeding the million units mark but also lost market share. Renault outsold Opel/Vauxhall to take third place in the rankings during 2015 thanks to its double-digit growth. The GM brands and Peugeot complete the top 5. The rest of the top 10 was made up of the three German premium brands, with Audi leading the annual total but posting the lowest growth among them. Fiat and Skoda completed the top 10 - the Italian brand moving further ahead of Skoda.

Outside the top 10 Nissan's strong performance allowed it to reduce its gap on Toyota, still the largest Japanese make in Europe. However, Toyota's registrations grew more than Nissan's during December. Volvo managed to increase its market share up to 2%, and Mazda and Mini posted registrations growth of more than 20%.

Market Share TOP 10 Winners

1	Jeep
2	Smart
3	Nissan
4	Mercedes
5	Mitsubishi
6	Mazda
7	Renault
8	Mini
9	Fiat
10	Land Rover

Source: JATO Dynamics Ltd

One of the biggest winners last year was Jeep, thanks to the subcompact SUV Renegade, which increased its market share from 0.31% in 2014 to 0.62% last year. Overall, it was the 25th best-selling brand in Europe with almost 88,000 units. The new Fortwo and Forfour models allowed Smart to increase its registrations by 72% compared with 2014, gaining 0.25 percentage points of market share.

"With tiny exceptions, most of the brands competing in Europe sold more cars than the previous year. However, not all of them benefited the same from the rising demand. The brands that enlarged their ranges introducing new models and SUVs were the big winners in 2015", commented Munoz.

2015 FULL-YEAR

Top 20 Models	Registrations *Total*	*Change 2015/2014*
VW Golf	533,584	+3%
Ford Fiesta	314,432	+2%
Renault Clio	305,305	+1%
VW Polo	302,817	+8%
Opel/Vauxhall Corsa	269,765	+7%
Ford Focus	234,442	+5%
Nissan Qashqai	232,176	+14%
Peugeot 208	229,767	+7%
VW Passat	228,113	+49%
Skoda Octavia	218,095	+6%
Peugeot 308	214,907	+32%
Audi A3/S3/RS3	199,668	-0%
Opel/Vauxhall Astra	195,612	+8%
Renault Captur	195,323	+18%
Toyota Yaris	184,317	+9%
Fiat 500	180,523	-1%
Mercedes C-Class	173,381	+27%
Fiat Panda	172,338	+13%
Opel/Vauxhall Mokka	163,747	+28%
Skoda Fabia	161,394	+38%

Source:JATO Dynamics Ltd

DECEMBER 2015

Top 20 Models	Registrations *Total*	*Change 2015/2014*
VW Golf	39,938	+8%
Renault Clio	28,514	+10%
Peugeot 308	27,215	+74%
VW Polo	23,114	+9%
Ford Fiesta	22,752	+16%
VW Passat	20,520	+68%
Opel/Vauxhall Corsa	19,663	+1%
Peugeot 208	18,981	+28%
Nissan Qashqai	17,315	+14%
Renault Captur	17,240	+12%
Ford Focus	16,662	+5%
Opel/Vauxhall Astra	16,389	+22%
Skoda Octavia	16,098	-7%
Toyota Auris	14,519	+43%
Dacia Sandero	13,943	+38%
BMW 1-Series	13,403	+18%
Toyota Yaris	13,387	+5%
Audi A3/S3/RS3	13,382	+4%
Fiat 500	12,812	+2%
Fiat Panda	12,565	+11%

Source: JATO Dynamics Ltd

Once again the Volkswagen Golf was Europe's best-selling car with more than 530,000 units registered in 2015. It was ahead of the second place Ford Fiesta by more than 200,000 units. The Golf was the best-selling car in Austria, Croatia, Germany, Luxembourg, Norway and Switzerland and kept its position despite its slower annual growth, the third lowest in the top 10. Renault's Clio and Volkswagen's Polo finished in third and fourth place respectively. The Nissan Qashqai was once again the best-selling SUV/crossover in Europe and was one of only two models to post double-digit growth in the top 10. The other was Volkswagen's Passat, the big winner in terms of volume growth with 87,500 units more than the previous year.

Outside the top 10, the Peugeot 308, Renault Captur, Mercedes C-Class, Fiat Panda, Opel/Vauxhall Mokka and Skoda Fabia also posted double-digit growth. When looking at the top 20 best performing models, six belonged to the VW Group while Renault-Nissan and GM models occupied three positions each, Ford, FCA and PSA each had two of their models in the top 20, and Daimler and Toyota had one model each. "The all-new cars and SUVs clearly grabbed the attention of customers last year. Europe continues to move from the traditional segments to the Sport Utility Vehicles and crossovers" concluded Munoz.

The VW Golf was Europe's best-selling car once again. The VW Passat and Peugeot 308 posted two of the highest rates of registrations growth.

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For media enquiries:
Aimen Chouchane
+44 (0) 203 617 7239
jatoteam@firstlightpr.com

For all other enquiries:
Felipe Munoz
+39 345 388 0176
felipe.munoz@jato.com

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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.

Major leasing companies use JATO's intelligence to drive the vehicle quotation process.

Visit JATO at www.jato.com for more information.

See notes to editors on following page.

Notes to editors:

Sales by Market/Make/Model

Country	Dec_15	Dec_14	% change Dec	Dec YtD_15	Dec YtD_14	% change YtD
Austria	22,832	17,391	+31.3%	308,555	303,318	+1.7%
Belgium	32,741	26,990	+21.3%	501,066	482,939	+3.8%
Croatia	1,855	1,650	+12.4%	34,820	33,311	+4.5%
Cyprus	716	541	+32.3%	8,990	7,797	+15.3%
Czech Republic	19,908	16,688	+19.3%	227,474	188,804	+20.5%
Denmark	18,459	15,418	+19.7%	207,576	188,929	+9.9%
Estonia	1,355	989	+37.0%	21,033	21,135	-0.5%
Finland	7,927	7,088	+11.8%	108,786	106,179	+2.5%
France	183,667	163,328	+12.5%	1,916,642	1,794,579	+6.8%
Germany	247,355	229,700	+7.7%	3,206,042	3,036,773	+5.6%
Great Britain	180,077	166,198	+8.4%	2,633,503	2,476,435	+6.3%
Greece	6,812	6,383	+6.7%	75,502	70,845	+6.6%
Hungary	7,108	6,093	+16.7%	77,362	67,998	+13.8%
Ireland	342	350	-2.3%	124,947	96,338	+29.7%
Italy	110,581	93,388	+18.4%	1,582,271	1,369,026	+15.6%
Latvia	1,060	1,000	+6.0%	13,766	12,452	+10.6%
Lithuania	1,206	1,023	+17.9%	17,071	14,461	+18.0%
Luxembourg	2,636	3,636	-27.5%	46,473	49,793	-6.7%
Norway	13,092	12,668	+3.3%	152,630	145,948	+4.6%
Poland	36,466	29,654	+23.0%	354,037	304,871	+16.1%
Portugal	13,146	11,908	+10.4%	178,566	142,867	+25.0%
Romania	8,739	5,595	+56.2%	81,162	70,172	+15.7%
Serbia	1,906	1,491	+27.8%	20,004	18,099	+10.5%
Slovakia	7,149	6,216	+15.0%	77,302	70,569	+9.5%
Slovenia	3,433	3,373	+1.8%	59,450	53,296	+11.5%
Spain	89,913	74,781	+20.2%	1,047,852	868,999	+20.6%
Sweden	33,540	27,144	+23.6%	345,108	303,948	+13.5%
Switzerland	32,065	32,287	-0.7%	321,238	300,050	+7.1%
The Netherlands	69,071	36,528	+89.1%	451,844	393,544	+14.8%
Grand Total	**1,155,157**	**999,499**	**+15.6%**	**14,201,072**	**12,993,475**	**+9.3%**

Make	Dec_15	Dec_14	% change Dec	Dec YtD_15	Dec YtD_14	% change YtD
VOLKSWAGEN	133,564	126,640	+5.5%	1,720,045	1,609,859	+6.8%
RENAULT	97,494	75,705	+28.8%	974,054	875,354	+11.3%
FORD	81,699	68,662	+19.0%	1,040,979	962,825	+8.1%
PEUGEOT	76,370	60,216	+26.8%	854,128	783,319	+9.0%
OPEL/VAUXHALL	71,065	68,134	+4.3%	939,698	885,847	+6.1%
BMW	69,293	56,721	+22.2%	746,297	673,760	+10.8%
MERCEDES	59,348	51,796	+14.6%	741,871	658,089	+12.7%
AUDI	51,138	47,738	+7.1%	766,504	724,652	+5.8%
FIAT	48,435	39,221	+23.5%	654,927	585,751	+11.8%
TOYOTA	45,918	41,371	+11.0%	560,911	529,204	+6.0%

Make & Model	Dec_15	Dec_14	% change Dec	Dec YtD_15	Dec YtD_14	% change YtD
VOLKSWAGEN GOLF	39,938	37,053	+7.8%	533,584	516,265	+3.4%
RENAULT CLIO	28,514	25,840	+10.3%	305,305	301,018	+1.4%
PEUGEOT 308	27,215	15,637	+74.0%	214,907	162,337	+32.4%
VOLKSWAGEN POLO	23,114	21,248	+8.8%	302,817	280,581	+7.9%
FORD FIESTA	22,752	19,633	+15.9%	314,432	309,120	+1.7%
VOLKSWAGEN PASSAT	20,520	12,180	+68.5%	228,113	153,238	+48.9%
OPEL/VAUXHALL CORSA	19,663	19,466	+1.0%	269,765	252,381	+6.9%
PEUGEOT 208	18,981	14,856	+27.8%	229,767	214,512	+7.1%
NISSAN QASHQAI	17,315	15,211	+13.8%	232,176	204,467	+13.6%
RENAULT CAPTUR	17,240	15,376	+12.1%	195,323	165,611	+17.9%