PRESS RELEASE

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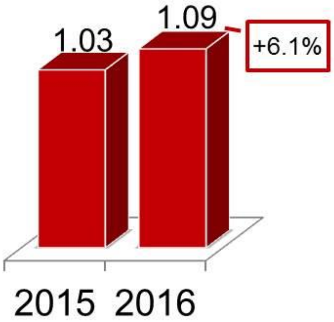
NEW SUVS AND THE NEW OPEL/VAUXHALL ASTRA BOOST JANUARY SALES IN EUROPE

- **New car registrations grew by 6.1% in January, buoyed by the SUV segment**
- **Despite the biggest drop in market share, Volkswagen still led the market**
- **New Opel/Vauxhall Astra and Fiat Panda entered the top 10 models table**
- **New small and compact SUVs posted impressive market share gains**

With 1.09 million units sold, January 2016 marked the 29th consecutive month of year-on-year registration growth in Europe. The month saw a 6.1% increase in volume compared with January 2015, and the region's highest January sales in four years. The results were boosted by strong growth in two of the big-5 European markets – Italy and Spain - as well as Ireland, Czech Republic, Switzerland and Finland. However, the Netherlands, Belgium, Greece, Croatia and Latvia all experienced a downturn in sales.

JANUARY 2016 EUROPEAN NEW CAR REGS.

TOTAL (million units)



TOP 10 MARKETS BY % CHANGE

Country	Change Jan/15-16
Serbia	+78%
Ireland	+34%
Slovakia	+19%
Italy	+17%
Romania	+17%
Cyprus	+16%
Finland	+15%
Hungary	+14%
Slovenia	+13%
Spain	+12%

TOP 10 BRANDS BY PERCENTAGE POINTS GAIN

Brand	Mkt Sh Jan/16	Mkt Sh Jan/15	Pct Points gain
Mazda	1.82%	1.40%	+0.42
Audi	5.71%	5.31%	+0.41
Opel/Vauxhall	6.52%	6.17%	+0.36
Fiat	4.94%	4.61%	+0.34
Honda	1.16%	0.84%	+0.33
Ford	7.12%	6.89%	+0.23
Jaguar	0.36%	0.15%	+0.21
Suzuki	1.31%	1.12%	+0.18
Jeep	0.72%	0.57%	+0.15
Land Rover	1.19%	1.05%	+0.14

Source: JATO Dynamics Ltd

Volkswagen remained the best-selling brand for the month with 128,500 units sold, though it experienced a loss of market share, falling from 12.9% in January 2015 to 11.8% last month. The German car maker registered the only negative change among the top 10 best-selling brands. Its sister brand Audi had a different experience, increasing its volume by 14.2%, the highest rise in the top 10. This boosted its market share by 0.41 percentage points. Other big market share winners were Mazda (+0.42 percentage points), Opel/Vauxhall (+0.36), Fiat (+0.34) and Honda (+0.33).

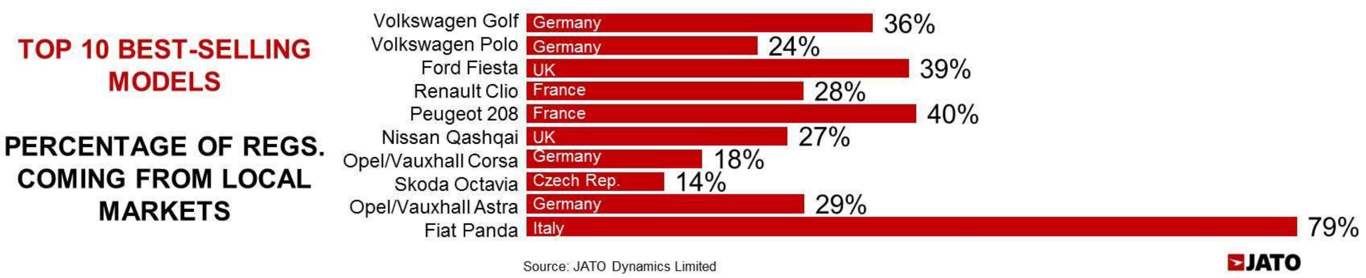
Once again the Volkswagen Golf was the top model, thanks in particular to its strong position in Germany and Italy, though it also performed well in other large and mid-size markets. However, it also saw its market share drop in 20 of 29 European markets. The Golf's market share stood at 3.4% in January 2016, compared to almost 4.0% in the same month of 2015, its second lowest monthly share since January 2014. Sales volumes fell by 9.5% from January 2015 to 36,900 units. However, Opel/Vauxhall experienced an excellent 50% gain in year-on-year growth with its new-generation Astra, a direct rival to the Golf, with sales totalling 16,900 units. The Astra posted the highest percentage increase in the top 10 as volumes soared in Germany (+98%), Spain (+60%) and France (+114%).

TOP 20 BEST-SELLING MODELS

Model	Volume Jan/16	Volume Jan/15	Change Jan/15-Jan/16	Volume 2015 Full Year
Volkswagen Golf	37,449	40,877	-8.4%	535,837
Volkswagen Polo	24,845	23,687	+4.9%	302,869
Ford Fiesta	21,258	21,877	-2.8%	314,461
Renault Clio	21,126	21,932	-3.7%	305,345
Peugeot 208	19,230	16,102	+19.4%	229,772
Nissan Qashqai	18,059	18,227	-0.9%	232,175
Opel/Vauxhall Corsa	18,040	21,144	-14.7%	269,799
Skoda Octavia	17,442	17,217	+1.3%	218,113
Opel/Vauxhall Astra	16,900	11,252	+50.2%	195,638
Fiat Panda	16,899	13,061	+29.4%	172,345
Toyota Yaris	16,017	15,455	+3.6%	184,313
Audi A3/S3/RS3	15,767	15,496	+1.7%	199,691
Volkswagen Passat	15,632	14,924	+4.7%	228,131
Peugeot 308	15,271	14,291	+6.9%	214,906
Ford Focus	14,926	14,574	+2.4%	234,441
Renault Captur	14,642	14,885	-1.6%	195,324
Fiat 500	13,649	13,925	-2.0%	180,530
Mercedes C-Class	12,431	14,403	-13.7%	173,386
Dacia Sandero	12,412	11,969	+3.7%	149,266

Source: JATO Dynamics Ltd

The Golf was followed by the usual three best-selling subcompacts – Volkswagen's Polo, Ford's Fiesta and Renault's Clio, with the Polo growing 4.9% to almost 25,000 units. The volume falls recorded by the Fiesta and Clio allowed the Peugeot 208 to gain ground on its competition, posting sales of 19,200 units, an increase of 19.4% year-on-year. The small Peugeot benefitted from increasing demand in France (+27%) and Italy (+45%), its two main markets, and outsold its competitor from GM, the Opel/Vauxhall Corsa (-14.7% at 18,000 units).



It was also a challenging start to the year for the Nissan Qashqai, as its registrations fell by almost 1%. Small sales rises in the UK (+3%) and Italy (+4%) were not sufficient to offset decreases in Germany (-13%) and France (-14%). The Skoda Octavia dropped one position in the top 10 models to eighth with

17,400 units (+1%), and Fiat re-entered the top 10 thanks to sales of the Panda in Italy (+42%) that counted for 79% of its total registrations.

Outside the top 10, the Volkswagen Passat and Peugeot 308 experienced relatively moderate growth, while the Renault Captur posting a small percentage decrease (1.6%).The Captur's rival, the Opel/Vauxhall Mokka, had a positive month, occupying 20th position thanks to an 8.1% increase in volume. The performance of the Fiat 500 also declined. The 13,600 units sold, represented a drop of 2% due to fewer sales in the UK (-33%) and France (-9%). Registrations of the Mercedes C-Class fell by 14% following a slowdown in all the big-5 European markets.

The new Hyundai Tucson was Europe's best performer in terms of market share gain, adding 1.1% to its market share. Its largest market was Ireland, which contributed 20% of its European sales. The Renault Kadjar was another big winner with a 0.75% rise in share, achieved through sales of almost 8,200 units. It was followed by the Fiat 500X, Suzuki Vitara, Opel/Vauxhall Karl/Viva and the Mercedes GLC, all with more than 0.5 percentage points gains. The models that posted the biggest falls in market share were the Hyundai ix35, Volkswagen Golf, Opel/Vauxhall Corsa, Volkswagen Golf Sportsvan, Renault Scenic and the BMW 5-Series.

"After two months of double-digit growth, the European new car market slowed down in January. Volkswagen remained top but lost ground to its main rivals, who benefitted from the success of their SUVs and new models. January's figures suggest that the current momentum behind SUVs will continue, further establishing the segment's importance," commented Felipe Munoz, Global Automotive Analyst at JATO Dynamics.

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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.

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See notes to editors on following page.

Notes to editors:

Sales by Market/Make/Model

Country	Jan_16	Jan_15	% change Jan	Jan YtD_16	Jan YtD_15	% change YtD
Austria	24,019	23,427	+2.5%	24,019	23,427	+2.5%
Belgium	44,326	47,324	-6.3%	44,326	47,324	-6.3%
Croatia	2,269	2,382	-4.7%	2,269	2,382	-4.7%
Cyprus	928	799	+16.1%	928	799	+16.1%
Czech Republic	17,500	15,727	+11.3%	17,500	15,727	+11.3%
Denmark	16,438	16,028	+2.6%	16,438	16,028	+2.6%
Estonia	1,788	1,692	+5.7%	1,788	1,692	+5.7%
Finland	11,779	10,264	+14.8%	11,779	10,264	+14.8%
France	138,372	133,149	+3.9%	138,372	133,149	+3.9%
Germany	218,365	211,337	+3.3%	218,365	211,337	+3.3%
Great Britain	169,678	164,856	+2.9%	169,678	164,856	+2.9%
Greece	5,689	5,841	-2.6%	5,689	5,841	-2.6%
Hungary	5,588	4,914	+13.7%	5,588	4,914	+13.7%
Ireland	39,812	29,808	+33.6%	39,812	29,808	+33.6%
Italy	156,164	133,046	+17.4%	156,164	133,046	+17.4%
Latvia	1,089	1,148	-5.1%	1,089	1,148	-5.1%
Lithuania	1,561	1,421	+9.9%	1,561	1,421	+9.9%
Luxembourg	3,477	3,205	+8.5%	3,477	3,205	+8.5%
Norway	11,029	10,575	+4.3%	11,029	10,575	+4.3%
Poland	31,796	29,672	+7.2%	31,796	29,672	+7.2%
Portugal*	12,769	11,841	+7.8%	12,769	11,841	+7.8%
Romania	5,800	4,978	+16.5%	5,800	4,978	+16.5%
Serbia	1,738	974	+78.4%	1,738	974	+78.4%
Slovakia	5,430	4,573	+18.7%	5,430	4,573	+18.7%
Slovenia	5,823	5,139	+13.3%	5,823	5,139	+13.3%
Spain	77,446	69,395	+11.6%	77,446	69,395	+11.6%
Sweden	21,648	20,408	+6.1%	21,648	20,408	+6.1%
Switzerland	20,039	18,513	+8.2%	20,039	18,513	+8.2%
The Netherlands	40,419	47,940	-15.7%	40,419	47,940	-15.7%
Grand Total	**1,092,779**	**1,030,376**	**+6.1%**	**1,092,779**	**1,030,376**	**+6.1%**

NOTE: * denotes forecast data from LMC Automotive included for Jan_16

Make	Jan_16	Jan_15	% change Jan	Jan YtD_16	Jan YtD_15	% change YtD
VOLKSWAGEN	128,500	133,319	-3.6%	128,500	133,319	-3.6%
FORD	77,784	70,984	+9.6%	77,784	70,984	+9.6%
OPEL/VAUXHALL	71,290	63,530	+12.2%	71,290	63,530	+12.2%
RENAULT	67,803	66,248	+2.3%	67,803	66,248	+2.3%
PEUGEOT	65,524	63,869	+2.6%	65,524	63,869	+2.6%
AUDI	62,448	54,680	+14.2%	62,448	54,680	+14.2%
MERCEDES	56,943	52,390	+8.7%	56,943	52,390	+8.7%
BMW	54,475	51,687	+5.4%	54,475	51,687	+5.4%
FIAT	54,021	47,463	+13.8%	54,021	47,463	+13.8%
TOYOTA	48,902	47,775	+2.4%	48,902	47,775	+2.4%

Make & Model	Jan_16	Jan_15	% change Jan	Jan YtD_16	Jan YtD_15	% change YtD
VOLKSWAGEN GOLF	37,449	40,877	-8.4%	37,449	40,877	-8.4%
VOLKSWAGEN POLO	24,845	23,687	+4.9%	24,845	23,687	+4.9%
FORD FIESTA	21,258	21,877	-2.8%	21,258	21,877	-2.8%
RENAULT CLIO	21,126	21,932	-3.7%	21,126	21,932	-3.7%
PEUGEOT 208	19,230	16,102	+19.4%	19,230	16,102	+19.4%
NISSAN QASHQAI	18,059	18,227	-0.9%	18,059	18,227	-0.9%
OPEL/VAUXHALL CORSA	18,040	21,144	-14.7%	18,040	21,144	-14.7%
SKODA OCTAVIA	17,442	17,217	+1.3%	17,442	17,217	+1.3%
OPEL/VAUXHALL ASTRA	16,900	11,252	+50.2%	16,900	11,252	+50.2%
FIAT PANDA	16,899	13,061	+29.4%	16,899	13,061	+29.4%