

PRESS RELEASE

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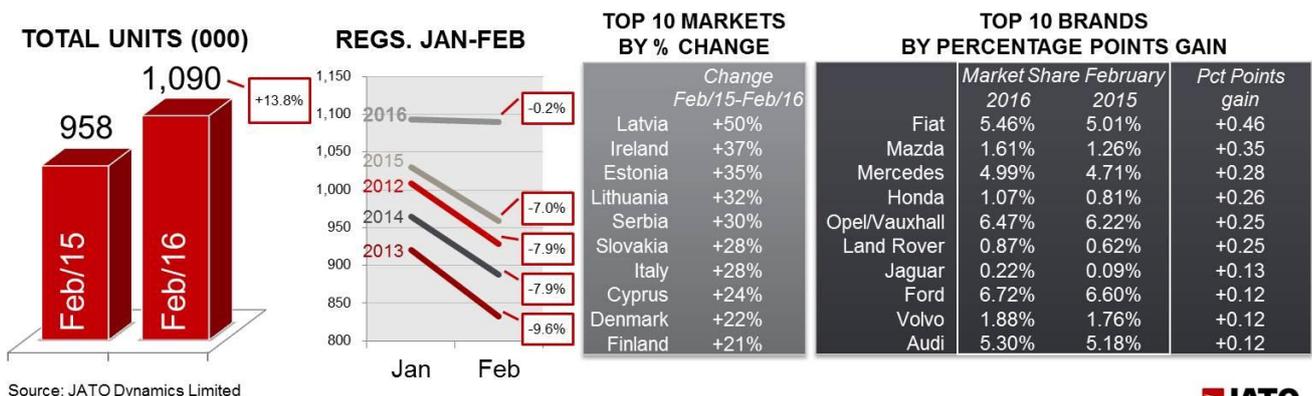
EUROPEAN NEW CAR REGISTRATIONS BUOYED BY SUVs DURING FEBRUARY 2016

- Records showed bumper sales during February, with 1.09 million units sold – a 13.8% year-on-year increase
- SUVs continued to significantly outperform the overall market
- Registrations in Italy were up by an outstanding 28%
- Nine of the top ten best-selling brands saw double-digit growth

European new car registrations grew by 13.8% in February 2016, marking the 30th consecutive month of year-on-year growth. Despite the traditional dip in sales across Europe, driven by February preceding the March plate change in the UK, registrations remained stable in February. The month's increase was more than double the rise posted in January 2016, and six percentage points higher than the growth seen in February 2015 when compared to February 2014. This can largely be explained by strong Italian sales, and double-digit growth in Germany, France and Spain. There were only four markets where registrations fell during the month: Greece (-32%), Netherlands (-17%), Portugal (-3%¹) and Switzerland (-1%). YTD volume grew by 9.8% at 2.18 million units.

The SUV segment continued to rule the market last month, gaining further market share at the expense of more traditional segments. In February, SUV registrations totalled 265,500 units, up by 31% compared to February 2015, and counting for 24.4% of the total European market.

EUROPEAN NEW CAR REGS. FEBRUARY 2016



¹ Based on estimated results for February 2016

Volkswagen remained the leading brand, with 124,300 units sold. However the German car maker continued to underperform when compared to the overall market, with year on year growth of just 4%. This was the lowest increase among the top 10 best-selling brands, and the third lowest within the top 20. Its market share dropped from 12.4% in February 2015 to 11.4% as a result, the highest market share drop in the overall brand ranking. All of its closest rivals posted double-digit growth, with Ford, Peugeot and Opel/Vauxhall outperforming the market average. Fiat occupied sixth position, outselling the German premium brands due to outstanding growth of 24%. Most of this came from its Italian operations (+36%), which counted for 61% of its total. The Italian brand posted the highest market share increase in the overall brand ranking. Other big market share winners were Mazda (+0.35 percentage points), Mercedes (+0.28), Honda (+0.26) and Opel/Vauxhall (+0.25).

“Despite the strong growth seen in most of the big markets, Volkswagen wasn’t able to tap into growing consumer demand to the same extent as its rivals, who took advantage to claim a bigger share of the market,” commented Felipe Munoz, Global Automotive Analyst at JATO Dynamics.

TOP 20 BEST-SELLING MODELS FEBRUARY 2016

	Feb-16	Feb-15	Change Feb	Feb YTD 2016	Feb YTD 2015	Change Feb YTD
Volkswagen Golf	36,117	35,891	+1%	73,508	76,737	-4%
Volkswagen Polo	22,854	21,662	+6%	47,685	45,387	+5%
Renault Clio	21,713	21,695	+0%	42,614	43,627	-2%
Peugeot 208	20,575	17,158	+20%	39,910	33,260	+20%
Ford Fiesta	20,522	18,501	+11%	41,685	40,370	+3%
Opel/Vauxhall Corsa	19,167	16,646	+15%	37,226	37,781	-1%
Fiat Panda	18,942	13,762	+38%	35,923	26,822	+34%
Skoda Octavia	18,189	16,428	+11%	35,642	33,685	+6%
Nissan Qashqai	17,054	15,567	+10%	35,078	33,786	+4%
Peugeot 308	16,991	13,331	+27%	32,311	27,602	+17%
Opel/Vauxhall Astra	16,634	12,284	+35%	33,497	23,516	+42%
Volkswagen Passat	16,492	15,818	+4%	32,068	30,736	+4%
Renault Captur	15,428	13,908	+11%	29,968	28,815	+4%
Ford Focus	14,535	13,865	+5%	29,446	28,442	+4%
Audi A3	14,377	14,062	+2%	30,169	29,538	+2%
Toyota Yaris	14,003	12,873	+9%	30,035	28,317	+6%
Peugeot 2008	13,469	11,669	+15%	25,427	23,756	+7%
Fiat 500	13,316	13,329	0%	26,941	27,236	-1%
Skoda Fabia	12,607	8,454	+49%	24,659	17,861	+38%
Opel/Vauxhall Mokka	12,015	12,060	0%	24,218	23,330	+4%

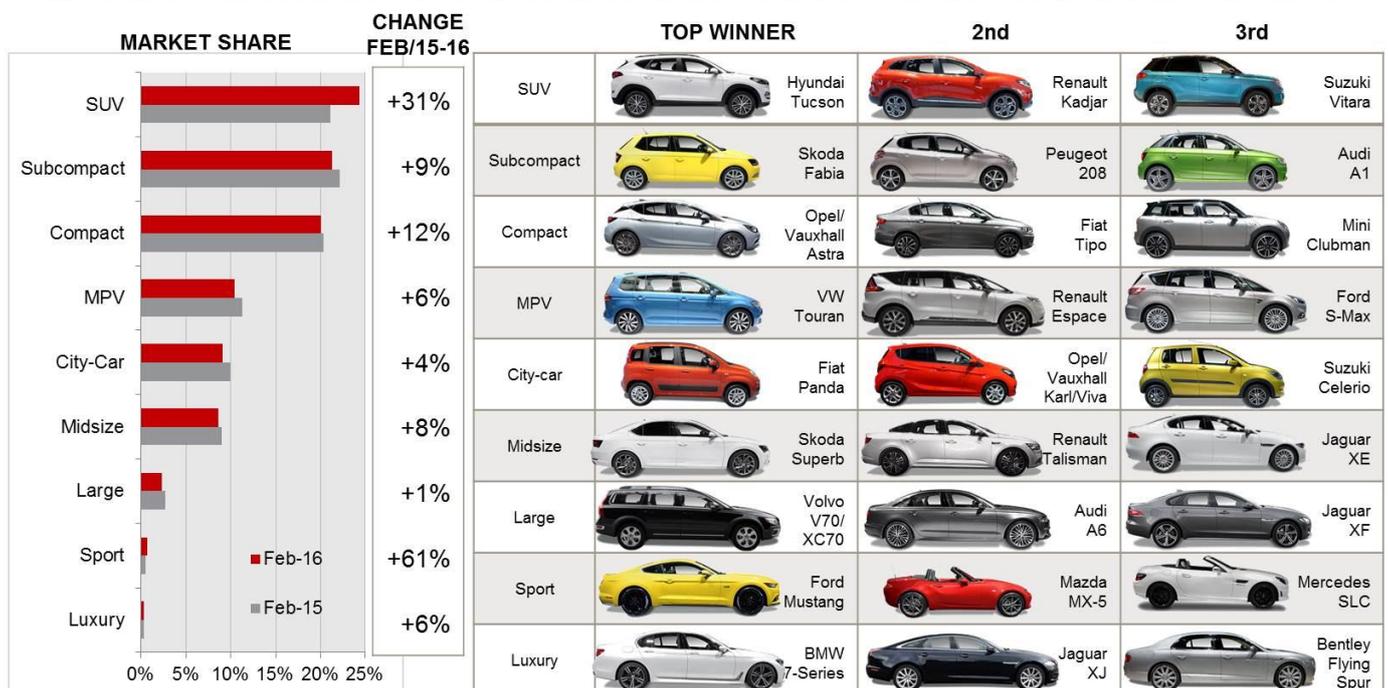
Source: JATO Dynamics Limited

The Volkswagen Golf continued to be Europe’s best-selling car, with registrations totalling 36,100 units, a marginal increase of 1% from February 2015. This can in part be explained by a fall in sales in France (-19%) and the UK (-19%), though this was offset by big increases in Italy (+37%) and Germany (+6%). The popular German compact car recorded a 3.31% market share, down 0.43 percentage points from February 2015’s share. In February 2014 the Golf’s market share was 3.88%. Part of the reason for this decrease was the rising demand for the new Opel/Vauxhall Astra, which benefited from sales growing in Germany (+45%), Italy (+27%), and an exceptional rise in France (+167%). Other compacts which gained share included the Peugeot 308, Toyota Auris and Mercedes A-Class.

Second and third places were occupied by the Volkswagen Polo (+6%) and Renault Clio (0%) respectively, both of which lost market share. Sales of the fourth placed Peugeot 208 continued to grow (+20%). In fact, the French subcompact outsold the Ford Fiesta, thanks to impressive growth in France, Italy and Spain. The biggest year-on-year percentage increase in the top 10 was posted by the Fiat Panda, which took seventh position, behind the Opel/Vauxhall Corsa. As usual, a significant portion of the volumes registered by the Italian city-car came from its home market (78% of the total), where its sales increased by 51%. The Panda's increase was the second highest among the top 20, after the 49% rise recorded by the Skoda Fabia (in 19th position). Completing the top 10 were the Skoda Octavia, Nissan Qashqai and the Peugeot 308, with only the last one gaining market share.

Opel/Vauxhall's Astra and Volkswagen's Passat almost reached the top 10, while the Renault Captur kept its place as the second best-selling SUV – though with 16,500 units sold, and total growth at 11%, it underperformed in comparison to the rest of the market. These were followed by the Ford Focus, Audi A3 and Toyota Yaris, all of them with single-digit growth, while the Peugeot 208 finished in 18th place, up by 15%. The Opel/Vauxhall Mokka and Fiat 500 were the only two models of the top 20 to see sales decline.

REGS. BY SEGMENTS / TOP 3 SEGMENT SHARE WINNERS FEBRUARY 2016



Source: JATO Dynamics Limited

For the second month in a row, the new Hyundai Tucson was Europe's best performer in terms of market share gain. The Korean compact SUV was the 24th best-selling car in Europe and second-placed C-SUV, ahead of the Volkswagen Tiguan and Renault's Kadjar - the second best improver in terms of market share. The Suzuki Vitara, Fiat 500X, Mercedes GLC and Mazda CX-3 followed as the biggest market share winners. "The trend is clear. The European new-car market double-digit growth rate is being driven by the SUV boom. As mainstream and premium car makers update their compact and large SUVs, their sales are expected to keep on growing", concluded Munoz.

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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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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	Feb/16	Feb/15	% Change	Feb/16 YTD	Feb/15 YTD	% Change YTD
Austria	22,495	20,641	+9.0%	46,514	44,068	+5.6%
Belgium	49,707	44,504	+11.7%	94,033	91,828	+2.4%
Croatia	2,440	2,179	+12.0%	4,711	4,561	+3.3%
Cyprus	729	589	+23.8%	1,657	1,388	+19.4%
Czech Rep.	18,879	16,385	+15.2%	36,382	32,118	+13.3%
Denmark	16,600	13,592	+22.1%	33,038	29,620	+11.5%
Estonia	1,671	1,239	+34.9%	3,459	2,931	+18.0%
Finland	9,655	7,985	+20.9%	21,434	18,249	+17.5%
France	166,694	147,561	+13.0%	305,066	280,710	+8.7%
Germany	250,146	223,254	+12.0%	468,511	434,591	+7.8%
Greece	3,305	4,894	-32.5%	8,994	10,735	-16.2%
Hungary	6,635	5,941	+11.7%	12,223	10,855	+12.6%
Ireland	21,625	15,778	+37.1%	61,437	45,586	+34.8%
Italy	173,939	135,980	+27.9%	330,103	269,027	+22.7%
Latvia	1,246	829	+50.3%	2,335	1,977	+18.1%
Lithuania	1,407	1,069	+31.6%	2,968	2,490	+19.2%
Luxembourg	4,448	3,783	+17.6%	7,925	6,988	+13.4%
Netherlands	28,308	33,916	-16.5%	68,727	81,856	-16.0%
Norway	12,304	10,741	+14.6%	23,333	21,316	+9.5%
Poland	33,663	28,394	+18.6%	65,458	58,066	+12.7%
Portugal*	13,883	14,310	-3.0%	27,824	26,151	+6.4%
Romania	6,426	5,781	+11.2%	11,537	10,274	+12.3%
Serbia	1,419	1,089	+30.3%	2,579	2,063	+25.0%
Slovakia	6,689	5,209	+28.4%	12,119	9,782	+23.9%
Slovenia	4,762	4,550	+4.7%	10,585	9,689	+9.2%
Spain	98,528	84,954	+16.0%	175,974	154,349	+14.0%
Sweden	26,869	23,735	+13.2%	48,517	44,143	+9.9%
Switzerland	22,237	22,449	-0.9%	42,276	40,962	+3.2%
UK	83,395	76,958	+8.4%	253,073	241,814	+4.7%
TOTAL	1,090,104	958,289	+13.8%	2,182,792	1,988,187	+9.8%

NOTE: * denotes forecast data from LMC Automotive

Make	Feb/16	Feb/15	% Change	Feb/16 YTD	Feb/15 YTD	% Change YTD
Volkswagen	124,317	119,175	+4.3%	252,901	252,509	+0.2%
Renault	76,816	69,527	+10.5%	143,986	135,767	+6.1%
Ford	73,294	63,219	+15.9%	151,041	134,249	+12.5%
Peugeot	70,616	62,091	+13.7%	136,246	125,920	+8.2%
Opel/Vauxhall	70,577	59,646	+18.3%	141,820	123,164	+15.1%
Fiat	59,597	47,966	+24.2%	112,567	94,831	+18.7%
Audi	57,796	49,661	+16.4%	120,346	104,266	+15.4%
BMW	55,407	48,355	+14.6%	110,090	99,954	+10.1%
Mercedes	54,459	45,145	+20.6%	111,687	97,407	+14.7%
Skoda	50,061	43,550	+15.0%	97,511	87,980	+10.8%

Model	Feb/16	Feb/15	% Change	Feb/16 YTD	Feb/15 YTD	% Change YTD
Volkswagen Golf	36,117	35,891	+0.6%	73,508	76,737	-4.2%
Volkswagen Polo	22,854	21,662	+5.5%	47,685	45,387	+5.1%
Renault Clio	21,713	21,695	+0.1%	42,614	43,627	-2.3%
Peugeot 208	20,575	17,158	+19.9%	39,910	33,260	+20.0%
Ford Fiesta	20,522	18,501	+10.9%	41,685	40,370	+3.3%
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