PRESS RELEASE

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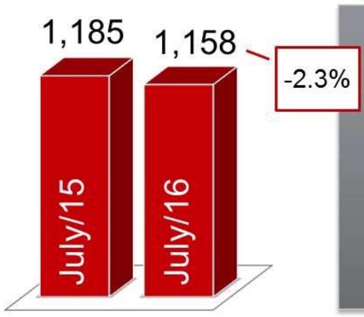
London, UK

EUROPEAN CAR REGISTRATIONS IN JULY FELL FOR THE FIRST TIME IN 34 MONTHS

- **New car registrations dropped by 2.3% in July compared to the same period last year**
- **Volkswagen continued to be the best-selling brand despite a reduction in overall market share**
- **The SUV segment continued to grow, posting an 11.9% increase**

New car registrations in the 29 markets analysed by JATO Dynamics dropped by 2.3% in July, falling from 1.18 million in July 2015 to 1.16 million for the same period this year. This fall in registrations marked the end of 34 months of continuous growth, the last time European registrations fell was August 2013. The two fewer working days in July may have been a contributor to this result, along with the significant decline of two of the largest European car groups, PSA and VW, who recorded a 13.2% and 8.8% fall in registrations respectively.

EUROPEAN NEW CAR REGS. JULY 2016



TOP 10 MARKETS BY

HIGHER CHANGE	Change Jul/15-Jul/16	LOWER CHANGE	Change Jul/15-Jul/16
Greece	+34.8%	Germany	-3.9%
Hungary	+14.9%	Belgium	-4.2%
Cyprus	+13.0%	Luxembourg	-4.5%
Ireland	+8.5%	Finland	-4.6%
Croatia	+6.0%	Netherlands	-8.0%
Lithuania	+5.9%	France	-9.6%
Poland	+5.4%	Norway	-10.6%
Spain	+4.4%	Czech Rep.	-12.5%
Serbia	+3.4%	Switzerland	-13.8%
Italy	+2.6%	Romania	-38.5%

TOP 10 BRANDS BY PERCENTAGE POINTS GAIN

	Market Share July 2015	Market Share July 2016	Pct Points gain
Dacia	2.77%	3.17%	+0.39
Mercedes	5.39%	5.71%	+0.33
Kia	2.89%	3.17%	+0.27
Land Rover	0.73%	0.99%	+0.26
Suzuki	1.17%	1.42%	+0.26
Opel/Vauxhall	6.33%	6.58%	+0.25
Fiat	4.80%	5.03%	+0.23
Hyundai	3.40%	3.62%	+0.22
Ford	7.06%	7.26%	+0.20
BMW	4.87%	5.04%	+0.17

Source: JATO Dynamics Limited

The UK posted a slight increase of 0.1% which is an improvement on June's figures. Of the large markets, France and Germany recorded significant drops of 9.6% and 3.9% respectively, whilst the others recorded modest increases, with Italy posting a 2.6% rise and Spain a 4.4% increase.

Volkswagen was the best-selling brand, with 136,393 units registered, accounting for 11.8% of the total market. But in comparison, in July 2015 its volume of 152,863 accounted for 12.9% of the total market. Despite still leading the market in terms of sales, Volkswagen recorded the highest drop of any brand in the top ten, falling by 10.8% compared to the same period last year, closely followed by Skoda and Peugeot who both recorded a 10.5% drop. Volkswagen's fall in demand could be attributed to the emissions issue and anticipation ahead of the launch of the updated version of the Volkswagen Golf at the Paris Motor Show in October.

TOP 20 BEST-SELLING MODELS JULY 2016

BY VOLUME

	Jul-16	Change Jul 15-16	July YTD 2016	Change Jul YTD
Volkswagen Golf	36,540	-21.6%	305,649	-4.8%
Volkswagen Polo	24,632	-6.1%	191,562	+3.3%
Ford Fiesta	22,179	-3.3%	181,760	-7.9%
Opel/Vauxhall Astra	20,954	+26.0%	150,763	+26.5%
Renault Clio	20,167	-11.4%	193,669	+2.5%
Opel/Vauxhall Corsa	19,183	+9.2%	166,754	-1.0%
Nissan Qashqai	18,373	-6.9%	144,503	-0.2%
Peugeot 208	17,985	+1.7%	156,426	+12.5%
Ford Focus	17,543	-12.3%	138,114	-6.7%
Volkswagen Passat	17,124	-22.6%	128,890	-3.5%
Skoda Octavia	16,571	-17.9%	137,886	+4.5%
Dacia Sandero	15,869	+30.5%	107,988	+15.8%
Toyota Yaris	14,700	+1.8%	119,166	+7.8%
Audi A4/S4/RS4	14,614	+14.3%	100,012	+26.9%
Fiat Panda	14,602	-3.1%	124,338	+16.6%
Volkswagen Tiguan	14,373	+0.2%	87,210	-3.0%
Peugeot 308	14,179	-19.7%	127,920	+5.0%
Mercedes C-Class	14,168	-8.2%	102,629	-3.5%
Skoda Fabia	13,764	-13.6%	106,063	+13.3%
Renault Captur	13,660	-3.8%	132,225	+8.7%

BY PERCENTAGE POINTS GAIN

	Market Share July 2015	Market Share July 2016	Pct Points Gain
Hyundai Tucson	0.15%	1.02%	+0.88
Fiat Tipo	0.00%	0.55%	+0.55
Mercedes GLC	0.00%	0.51%	+0.50
BMW X1	0.15%	0.65%	+0.50
Volkswagen Touran	0.33%	0.82%	+0.49
Renault Kadjar	0.34%	0.79%	+0.45
Opel/Vauxhall Astra	1.40%	1.81%	+0.41
Dacia Sandero	1.03%	1.37%	+0.34
Skoda Superb	0.27%	0.54%	+0.27
Ford S-Max	0.05%	0.30%	+0.25
Kia Sportage	0.82%	1.03%	+0.22
Honda HR-V	0.00%	0.21%	+0.21
Renault Talisman	0.00%	0.20%	+0.20
Mini Clubman	0.01%	0.19%	+0.19
Jaguar F-Pace	0.00%	0.18%	+0.18
Audi A4/S4/RS4	1.08%	1.26%	+0.18
Opel/Vauxhall Corsa	1.48%	1.66%	+0.17
Ford Ecosport	0.25%	0.42%	+0.17
Suzuki Baleno	0.00%	0.17%	+0.17
Mazda CX-3	0.21%	0.35%	+0.15

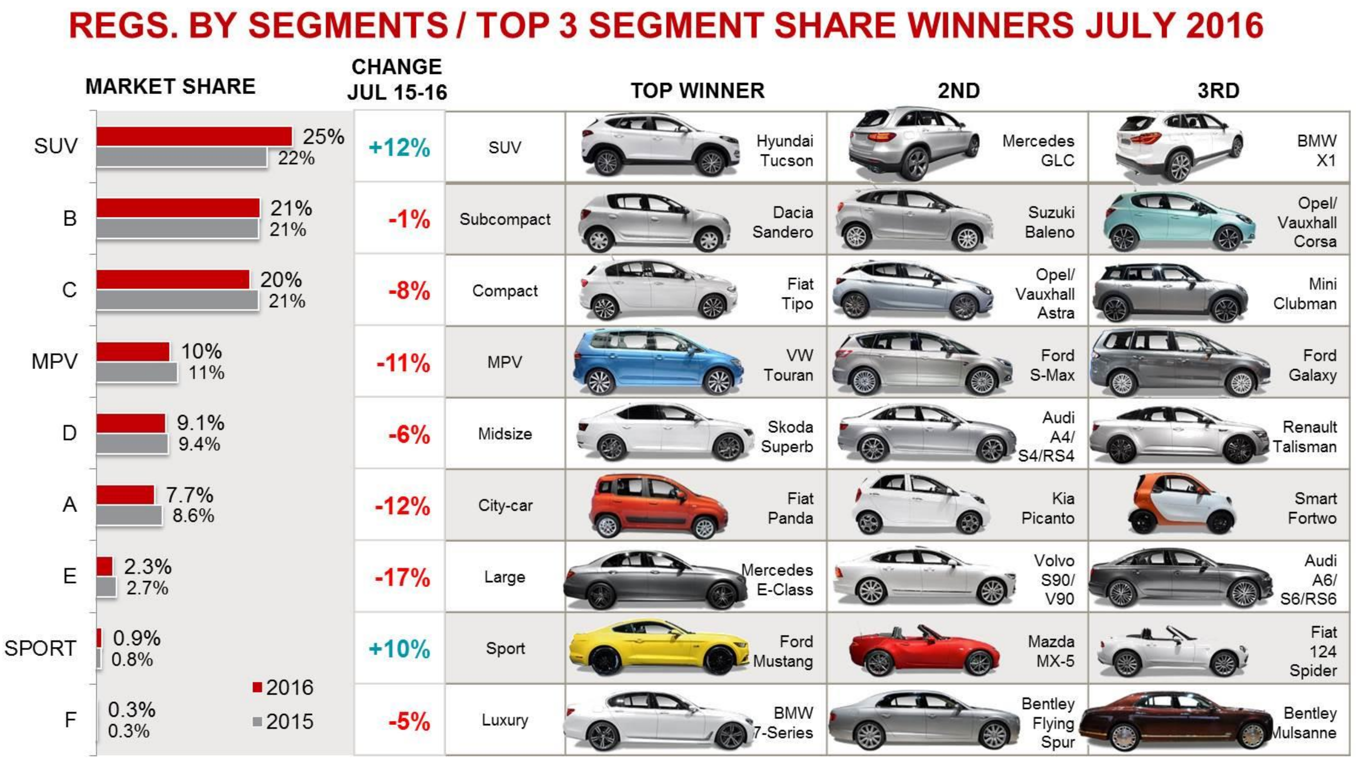
Source: JATO Dynamics Limited

Mercedes posted the highest increase in the top ten, but this was a modest 3.7%, which saw the brand register 66,153 units in July 2016. Outside of the top ten, Dacia (+11.5%), Suzuki (+19.5%), Mini (+10.7%), Land Rover (+33%), Honda (+15.3%) and Jeep (+11.4%) recorded double-digit growth largely driven by their SUVs. Other strong performers were Infiniti which posted a dramatic increase of 218% registering 1,768 units, largely due to the popularity of the Q30 and QX30. Jaguar was another big improver, posting a 32.5% increase due to strong demand for its mid-size SUV the F-Pace.

The Volkswagen Golf was still the best-selling model, with 36,540 units registered in July, but its volume dropped considerably, resulting in the model's second lowest market share since December 2012. By comparison, in July 2015 Volkswagen registered 46,628 models. This decline coincides with the model's biggest rival, the new generation Opel/Vauxhall Astra becoming the fourth best-selling car in Europe, registering 20,954 units, up by 26% on the same period last year. The other big players all posted double digit falls, including the Ford Focus (-12.3%), Skoda Octavia (-17.9%), Peugeot 308 (-19.7%) and the Audi A3 (-25.9%). The Mercedes A-Class and the Volvo V40 were two of the C-segment models that saw an increase in sales.

In the subcompact segment it was the Opel/Vauxhall Corsa which stood out, registering a significant increase of 9.2% in contrast to its major rivals such as the Volkswagen Polo, Ford Fiesta and Renault Clio which posted declines of 6.1%, 3.3% and 11.4% respectively. The Dacia Sandero was the other popular subcompact to post an increase with a dramatic 30.5% rise on the same period last year.

Felipe Munoz, Global Automotive Analyst at JATO Dynamics commented: “July marked the first decline in new car registrations in almost three years. This was largely driven by market conditions but there have been some significant drops recorded by some of the most popular models and brands.”



Source: JATO Dynamics Limited

The SUV segment continued to grow, increasing registrations by 11.9% compared to July 2015, meaning it now accounts for 25.5% of the overall market, largely due to growth amongst the D-SUV and C-SUV groups, at the expense of the Compact, MPV and large Sedan/SW segments. The Nissan Qashqai kept its position as the best-selling SUV, registering 18,373 units, but this was a 6.9% drop on the same period last year. It was its newer rivals such as the Renault Kadjar, Hyundai Tucson and Kia Sportage which drove the segment’s growth, posting significant increases of 127%, 586% and 24% respectively. The new generation of the Volkswagen Tiguan meant the model reversed the downward trend seen last month, posting a small 0.2% increase.

The Peugeot 2008 boosted the B-SUV segment’s registrations with a rise of 6.9%. Amongst the larger SUVs, the Volvo XC60 maintained its lead of the mid-size group despite the rise of the Mercedes GLC, beating both the Audi Q5 and BMW X3. The Jaguar F-Pace was the eighth best-selling D-SUV. Volvo also led in the large SUV segment, thanks to the 15% increase posted by the XC90 which surpassed the BMW X5 (-4.8%), Mercedes GLE (+78%), Audi Q7 (+5.3%) and Range Rover Sport (+31%).

MPVs continued to decline, with registrations down by 11% despite the strong performance of the Volkswagen Touran which posted the highest percentage increase of the month (+144%). Other big segment winners were the midsize Audi A4 and Skoda Superb, the compact SUV BMW X1, the B-SUVs Ford Ecosport, Suzuki Vitara and Jeep Renegade, and the midsize SUV Nissan X-Trail. At the other end of the spectrum, the biggest drops were recorded by the Mercedes CLS, Porsche Panamera and Cayenne, Volkswagen Touareg, Citroen C5, DS 5, Nissan Pulsar, Hyundai i40 and Mitsubishi Space Star.

Felipe Munoz, Global Automotive Analyst at JATO Dynamics concluded: “Despite July’s slightly disappointing results, the full year figures are unlikely to be impacted too severely. The lower growth rates we are currently seeing are likely to moderate the larger growth rates we have seen in some of the biggest markets over the past three years”.

For further details, tables and rankings please visit JATO Blog.

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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	Jul-16	Jul-15	July Change	Jul YTD-16	Jul YTD-15	YTD Change
Austria	26,881	26,917	-0.1%	198,651	188,550	+5.4%
Belgium	34,610	36,121	-4.2%	344,216	324,545	+6.1%
Croatia	3,484	3,288	+6.0%	29,209	24,573	+18.9%
Cyprus	1,070	947	+13.0%	6,429	5,196	+23.7%
Czech Rep.	18,739	21,415	-12.5%	151,116	134,695	+12.2%
Denmark	15,734	16,235	-3.1%	132,656	121,169	+9.5%
Estonia	1,937	1,944	-0.4%	14,017	12,706	+10.3%
Finland	8,329	8,729	-4.6%	73,744	65,785	+12.1%
France	132,893	147,014	-9.6%	1,235,038	1,164,249	+6.1%
Germany	278,866	290,196	-3.9%	2,012,705	1,909,145	+5.4%
Greece	7,028	5,215	+34.8%	54,399	48,333	+12.6%
Hungary	8,078	7,030	+14.9%	54,101	44,214	+22.4%
Ireland	29,931	27,594	+8.5%	131,269	109,931	+19.4%
Italy	137,368	133,868	+2.6%	1,188,215	1,013,822	+17.2%
Latvia	1,257	1,237	+1.6%	9,954	8,103	+22.8%
Lithuania	1,651	1,559	+5.9%	12,339	10,122	+21.9%
Luxembourg	4,141	4,334	-4.5%	32,456	30,015	+8.1%
Netherlands	31,161	33,878	-8.0%	225,969	236,889	-4.6%
Norway	11,371	12,716	-10.6%	90,369	88,288	+2.4%
Poland	31,262	29,652	+5.4%	241,972	207,400	+16.7%
Portugal	15,632	15,549	+0.5%	134,273	116,252	+15.5%
Romania	5,691	9,253	-38.5%	41,143	43,725	-5.9%
Serbia*	1,736	1,679	+3.4%	14,085	11,380	+23.8%
Slovakia	6,828	6,994	-2.4%	50,599	43,817	+15.5%
Slovenia	5,062	5,079	-0.3%	40,042	36,929	+8.4%
Spain	108,769	104,203	+4.4%	737,731	663,864	+11.1%
Sweden	24,197	24,139	+0.2%	211,788	192,123	+10.2%
Switzerland	25,660	29,759	-13.8%	182,674	191,071	-4.4%
UK	178,523	178,420	+0.1%	1,599,159	1,555,309	+2.8%
Total	**1,157,889**	**1,184,964**	**-2.3%**	**9,250,318**	**8,602,200**	+7.5%

* Forecast provided by LMC Automotive

Make	Jul-16	Jul-15	July Change	Jul YTD-16	Jul YTD-15	YTD Change
Volkswagen	136,630	152,863	-10.6%	1,042,522	1,052,808	-1.0%
Ford	84,062	83,684	+0.5%	653,511	632,235	+3.4%
Opel/Vauxhall	76,194	74,991	+1.6%	616,050	574,035	+7.3%
Renault	71,260	71,024	+0.3%	666,474	588,540	+13.2%
Audi	66,574	70,193	-5.2%	509,290	470,775	+8.2%
Mercedes	66,153	63,815	+3.7%	493,274	435,455	+13.3%
Peugeot	63,438	70,866	-10.5%	543,849	520,739	+4.4%
BMW	58,397	57,742	+1.1%	483,809	429,781	+12.6%
Fiat	58,222	56,869	+2.4%	469,431	407,195	+15.3%
Skoda	49,501	55,278	-10.5%	398,907	374,735	+6.5%

Model	Jul-16	Jul-15	July Change	Jul YTD-16	Jul YTD-15	YTD Change
Volkswagen Golf	36,540	46,628	-21.6%	305,649	320,921	-4.8%
Volkswagen Polo	24,632	26,236	-6.1%	191,562	185,492	+3.3%
Ford Fiesta	22,179	22,943	-3.3%	181,760	197,319	-7.9%
Opel/Vauxhall Astra	20,954	16,633	+26.0%	150,763	119,188	+26.5%
Renault Clio	20,167	22,770	-11.4%	193,669	188,997	+2.5%
Opel/Vauxhall Corsa	19,183	17,567	+9.2%	166,754	168,508	-1.0%
Nissan Qashqai	18,373	19,745	-6.9%	144,503	144,837	-0.2%
Peugeot 208	17,985	17,691	+1.7%	156,426	139,010	+12.5%
Ford Focus	17,543	20,011	-12.3%	138,114	148,075	-6.7%
Volkswagen Passat	17,124	22,117	-22.6%	128,890	133,500	-3.5%