

PRESS RELEASE

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2017 OFF TO A STRONG START WITH EUROPEAN CAR REGISTRATIONS UP BY 9.4% IN JANUARY

- **European car registrations totalled 1.2 million units in January, which is an increase of 9.4% and constitutes the second highest January result in a decade**
- **24 out of 29 European markets posted an increase in registrations in January**
- **SUV launches continued to drive growth – with 38,000 of the units registered last month being new models**

The European car industry has continued to grow in January 2017 - with new car registrations for the month totalling 1.2 million units, a 9.4% increase when compared to January 2016. This is the second highest result for January in a decade, with the automotive market benefitting from an increased number of promotions and incentives across the 29 markets analysed.

All of Europe's largest five markets posted an increase in registrations, with Germany experiencing the highest increase of 10.5%. This can be attributed to improved economic conditions and consumer sentiment, combined with lowered interest rates. France came in second, posting a healthy increase of 10.4%. This is due to there being two more working days in the month, increased sales to rental companies, and brands registering stock vehicles in January, in order to sell them later in the year – a common practice used to achieve objectives and take advantage of bonus season. Meanwhile, Spain, Italy and the UK all posted increases of 8.4%, 10.1% and 2.9% respectively. The strong performance in the UK may be due to consumers rushing to make purchases before the Brexit process gets underway, amidst claims that prices will rise due to the sinking pound. The UK's performance is particularly notable ahead of the introduction of the new VED (Vehicle Exise Duty) car tax rules which are likely to influence the decision-making process of consumers from April onwards.

Among the 29 markets analysed, the Netherlands experienced a significant 26.6% increase in registrations. This was partially due to a shift in tax policy, with many dealers registering cars last month, to benefit from the new lower tax rate of 22% which came into effect in January 2017 (compared to the previous tax band of 25%).

EUROPE-29 JANUARY 2017 VOLUME BY COUNTRIES

	Jan/17	Jan/16	Var. 16-17
Austria	26,352	24,019	+9.7%
Belgium	51,978	44,325	+17.3%
Croatia	2,807	2,271	+23.6%
Cyprus+	1,040	928	+12.1%
Czech Rep.*	16,954	17,507	-3.2%
Denmark	19,530	16,438	+18.8%
Estonia	2,042	1,788	+14.2%
Finland	12,737	11,779	+8.1%
France	152,765	138,372	+10.4%
Germany	241,397	218,365	+10.5%
Greece	6,460	5,700	+13.3%
Hungary	6,418	5,589	+14.8%
Ireland	39,019	39,722	-1.8%
Italy	171,556	155,851	+10.1%
Latvia	1,445	1,090	+32.6%
Lithuania	1,827	1,561	+17.0%
Luxembourg	4,108	3,477	+18.1%
Netherlands	51,435	40,620	+26.6%
Norway	13,091	11,029	+18.7%
Poland	38,076	31,795	+19.8%
Portugal*	13,413	13,940	-3.8%
Romania*	7,059	5,800	+21.7%
Serbia*	1,950	1,167	+67.1%
Slovakia	5,387	5,430	-0.8%
Slovenia	6,472	5,823	+11.1%
Spain	83,913	77,403	+8.4%
Sweden	23,282	21,648	+7.5%
Switzerland	19,267	20,369	-5.4%
UK	174,564	169,678	+2.9%

+ Forecast by JATO * Forecast by LMC Automotive

THIS MONTH	
Europe-29	1,196,244
Var. Y-o-Y	+9.4%
Big 5	824,106
Var. Y-o-Y	+8.5%

2016-FY	
Europe-29	15,141,023
Var. Y-o-Y	+6.5%
Big 5	11,062,473
Var. Y-o-Y	+6.4%

SAAR	
Europe-29	15,655,612

“The positive results in January show that the boom of 2016 has continued into 2017. Increased incentives and stronger promotions are pushing consumers to purchase now. In the UK, anticipation of increased prices post-Brexit and the impending VED tax changes are driving growth, whilst in Germany lower interest rates are beginning to take effect. A range of economic and socio-political factors are benefiting the automotive industry and it will be interesting to see if the sector can improve upon the strong results of 2016,” commented Felipe Munoz, Global Automotive Analyst at JATO Dynamics.

TOP SELLING BRANDS

	Jan/17	Jan/16	Var. Jan 16-17	Mkt Share Jan/17
VOLKSWAGEN	138,650	128,579	+7.8%	11.6%
FORD	84,701	77,496	+9.3%	7.1%
OPEL/VAUXHALL	74,829	71,333	+4.9%	6.3%
RENAULT	74,396	67,347	+10.5%	6.2%
PEUGEOT	72,229	65,738	+9.9%	6.1%
MERCEDES	65,622	57,367	+14.4%	5.5%
AUDI	63,461	62,561	+1.4%	5.3%
FIAT	62,290	53,514	+16.4%	5.2%
BMW	60,208	54,798	+9.9%	5.0%
TOYOTA	58,411	48,886	+19.5%	4.9%
SKODA	50,916	47,282	+7.7%	4.3%
CITROEN	45,291	42,907	+5.6%	3.8%
NISSAN	43,487	41,987	+3.6%	3.6%
HYUNDAI	38,998	36,172	+7.8%	3.3%
KIA	38,260	32,486	+17.8%	3.2%
DACIA	34,125	31,546	+8.2%	2.9%
SEAT	28,351	22,689	+25.0%	2.4%
VOLVO	22,172	19,516	+13.6%	1.9%
SUZUKI	18,447	14,268	+29.3%	1.5%
MAZDA	18,005	20,050	-10.2%	1.5%
LAND ROVER	12,443	12,897	-3.5%	1.0%
MINI	12,073	11,230	+7.5%	1.0%
HONDA	11,868	12,757	-7.0%	1.0%
MITSUBISHI	8,926	8,898	+0.3%	0.7%
JEEP	7,422	7,863	-5.6%	0.6%
SMART	7,178	6,960	+3.1%	0.6%
ALFA ROMEO	6,057	4,573	+32.5%	0.5%
LANCIA	5,832	5,703	+2.3%	0.5%
JAGUAR	5,828	3,890	+49.8%	0.5%
PORSCHE	5,293	4,907	+7.9%	0.4%
DS	3,741	5,626	-33.5%	0.3%
LEXUS	3,649	3,572	+2.2%	0.3%
SUBARU	2,712	2,558	+6.0%	0.2%
TESLA	1,416	769	+84.1%	0.1%
SSANGYONG	1,376	1,238	+11.1%	0.1%
INFINITI	1,141	453	+151.9%	0.1%
MASERATI	985	439	+124.4%	0.1%
ABARTH	907	645	+40.6%	0.1%
BENTLEY	369	209	+76.6%	0.0%
ASTON MARTIN	271	110	+146.4%	0.0%
LADA	264	165	+60.0%	0.0%
FERRARI	220	196	+12.2%	0.0%
MG	205	313	-34.5%	0.0%
CHEVROLET	118	121	-2.5%	0.0%
ROLLS-ROYCE	64	49	+30.6%	0.0%
CADILLAC	63	44	+43.2%	0.0%
MCLAREN	63	14	+350.0%	0.0%
LAMBORGHINI	52	50	+4.0%	0.0%
LOTUS	44	39	+12.8%	0.0%
IVECO	42	31	+35.5%	0.0%

TOP 10 CAR GROUPS MARKET SHARE

THIS MONTH

VW Group	23.96%
Renault-Nissan*	13.57%
PSA	10.14%
Ford	7.08%
FCA	6.98%
Hyundai-Kia	6.46%
GM	6.27%
Daimler	6.09%
BMW Group	6.05%
Toyota	5.19%

TOP 5 MKT SHARE WINNERS & LOSERS

Toyota	+0.39
FCA	+0.33
Suzuki	+0.24
Daimler	+0.20
Hyundai-Kia	+0.18
Renault-Nissan*	-0.18
GM	-0.27
PSA	-0.31
Mazda	-0.33
VW Group	-0.35

*Includes Mitsubishi

Volkswagen led the brand ranking, although it is growing at a slower rate than the market average as the brand's traditional models, such as the Golf and Polo, were overtaken by newer rivals. The Tiguan, Europe's best-selling SUV, helped boost the brand's performance.

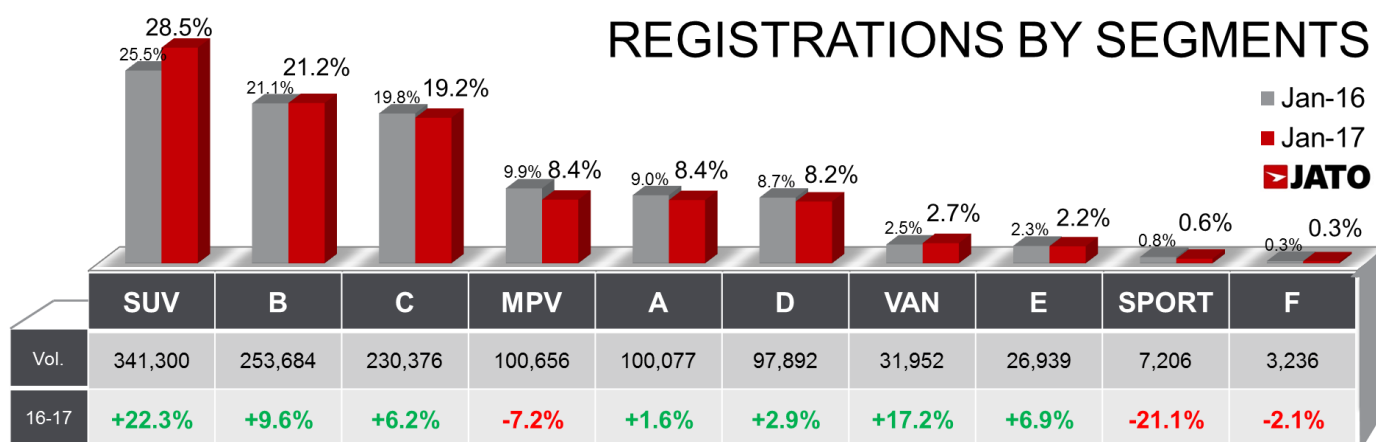
TOP SELLING MODELS

	Jan/17	Jan/16	Var. Jan 16-17
GOLF	37,645	37,423	+0.6%
FIESTA	24,949	21,138	+18.0%
CLIO	24,696	21,132	+16.9%
POLO	23,623	24,761	-4.6%
TIGUAN	21,849	11,063	+97.5%
ASTRA	20,654	16,915	+22.1%
208	20,131	19,477	+3.4%
CORSA	19,274	18,076	+6.6%
QASHQAI	19,267	18,032	+6.8%
OCTAVIA	18,777	17,416	+7.8%
PANDA	17,853	17,114	+4.3%
FOCUS	16,760	14,935	+12.2%
PASSAT	16,403	15,596	+5.2%
YARIS	16,019	16,044	-0.2%
C3	15,935	10,305	+54.6%
500	15,736	13,675	+15.1%
SANDERO	15,432	12,521	+23.2%
C-CLASS	15,032	12,573	+19.6%
2008	14,966	11,980	+24.9%
A3	14,316	15,805	-9.4%
MOKKA	13,437	12,210	+10.0%
FABIA	13,322	12,017	+10.9%
CAPTUR	13,314	14,571	-8.6%
308	13,260	15,375	-13.8%
TUCSON	12,495	12,192	+2.5%
A4	11,841	9,195	+28.8%
X1	11,816	6,438	+83.5%
SPORTAGE	11,389	10,318	+10.4%
DUSTER	10,254	10,483	-2.2%
MEGANE	10,138	6,378	+59.0%
SERIES 1	9,962	8,879	+12.2%
KUGA	9,878	8,158	+21.1%
TIPO	9,642	1,473	+554.6%
C-HR	9,509	0	New
AURIS	9,173	11,264	-18.6%
LEON	9,069	10,054	-9.8%
A-CLASS	8,955	9,205	-2.7%
TOURAN	8,766	8,849	-0.9%
GLC-CLASS/COUPE	8,744	5,766	+51.6%
E-CLASS	8,733	5,558	+57.1%
IBIZA	8,681	8,335	+4.2%
JUKE	8,550	8,013	+6.7%
SERIES 3	8,299	8,877	-6.5%
3008 SUV	8,262	0	New
UP	8,109	8,449	-4.0%
MINI	8,007	6,452	+24.1%
AYGO	7,551	6,244	+20.9%
Q5	7,395	4,174	+77.2%
C4 PICASSO/GRAND	7,256	8,211	-11.6%
SERIES 2 ACTIVE/GRAN TOURER	7,228	7,408	-2.4%



The Volkswagen Golf maintained its lead, and sales remained stable, but the model is losing ground to its rival - the Astra. However, Volkswagen's recently updated Golf is expected to revitalise its sales over the upcoming months.

REGISTRATIONS BY SEGMENTS



-Ends-

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More insights:



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.

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