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LCV VOLUMES RISE IN EUROPEAN MARKETS

- **2007 European LCV market has increase by 6.1% YtD**
- **Renault is top-selling LCV brand – up 1.6% over 2006**
- **Ford transit is the top selling model – up 14.2% over 2006**
- **Central and Eastern European markets record biggest segment growth**

JATO Dynamics, the world's leading provider of automotive data and intelligence, today reports a significant growth in the European Light-Commercial Vehicles sector.

Analysis reveals that in the period to the end of August 2007, the LCV market had posted a rise of 6.1% over the same period in 2006. An additional 81,688 units have been sold compared to 2006, taking the total volume to 1,423,430 vehicles.

"These are very satisfactory figures for the industry," says Nasir Shah, Global Business Development Director for JATO. "The European car market is quite tough this year, so the commercial success of LCVs is a welcome shot in the arm for many manufacturers."

Sector Performance

With a 46% share of the overall LCV market, the 'small' commercial sector is easily Europe's largest light van and truck segment. JATO's data shows the Ford Transit is the market leader of the segment, ahead of the Volkswagen Transporter (and derivatives), Mercedes-Benz Sprinter, Fiat Ducato and Renault Trafic.

Car-derived vans represent the next largest segment, with a 39% share of the overall market. The segment is led by the Citroën Berlingo, and followed by the Renault Kangoo, Volkswagen Caddy, Ford Transit Connect and Peugeot Partner.

Brand Performance

Renault's 1.6% increase in sales makes it Europe's top-selling LCV brand for the period, ahead of Ford which increased its sales by 10.9%, Fiat (up by 9.0%), Volkswagen (up by 9.2%) and Citroën (up 3.5%).

Top Ten Brands

Make	Aug_07	Aug_06	% Diff Aug	Aug YtD_07	Aug YtD_06	% Diff YtD
RENAULT	19,101	17,363	+10.0%	201,514	198,279	+1.6%
FORD	15,012	13,547	+10.8%	173,382	156,383	+10.9%
FIAT	13,306	10,169	+30.8%	152,811	140,224	+9.0%
VOLKSWAGEN	16,781	13,368	+25.5%	146,320	134,014	+9.2%
CITROEN	12,851	12,428	+3.4%	144,155	139,288	+3.5%
PEUGEOT	11,350	9,600	+18.2%	126,219	113,655	+11.1%
MERCEDES	11,974	10,034	+19.3%	112,151	95,646	+17.3%
OPEL/VAUXHALL	9,653	8,780	+9.9%	96,961	99,235	-2.3%
NISSAN	5,333	6,182	-13.7%	58,836	65,158	-9.7%
IVECO	4,660	4,261	+9.4%	51,241	46,938	+9.2%

Top Models

With a significant increase of 14.2% over the previous year, the Ford Transit is the top selling LCV model for the YtD, ahead of the Citroën Berlingo, Volkswagen Transporter (and derivatives), Mercedes-Benz Sprinter, Renault Kangoo, Fiat Ducato, Iveco Daily, Renault Trafic, Volkswagen Caddy and Peugeot Partner.

Top Ten Models

Make & Model	Aug_07	Aug_06	% Diff Aug	Aug YtD_07	Aug YtD_06	% Diff YtD
FORD TRANSIT/TOURNEO	8,580	7,227	+18.7%	101,748	89,069	+14.2%
CITROEN BERLINGO	5,986	6,032	-0.8%	67,611	65,621	+3.0%
VOLKSWAGEN TRANSPORTER/CARAVELLE/MULTIVAN/SHUTTLE/T5	7,086	5,813	+21.9%	65,986	62,580	+5.4%
MERCEDES SPRINTER	7,188	5,939	+21.0%	65,077	53,777	+21.0%
RENAULT KANGOO	6,008	5,951	+1.0%	64,788	69,033	-6.1%
FIAT DUCATO	5,498	3,410	+61.2%	62,921	50,720	+24.1%
IVECO DAILY	4,657	4,260	+9.3%	51,207	46,930	+9.1%
RENAULT TRAFIC	4,763	4,175	+14.1%	50,169	43,323	+15.8%
VOLKSWAGEN CADDY	6,324	4,534	+39.5%	49,928	42,860	+16.5%
PEUGEOT PARTNER/RANCH	4,364	4,202	+3.9%	48,284	46,462	+3.9%

New Models

The Peugeot 207 is the only new nameplate introduced since the beginning of last year, and has taken a significant share of the market. JATO states that new models in the LCV market are introduced much less frequently than in the car market, with full-model updates presenting the more attractive option for manufacturers.

Model updates that have generated an increase in market share include the Fiat Ducato, Citroën Jumper/Relay, Peugeot Boxer, Toyota Hilux, Peugeot Expert, Citroën Jumpy/Dispatch and Fiat Scudo.

“The LCV market is very dependent on brand loyalty, and is far less fickle than the car market,” says Shah. “Manufacturers are more inclined to update their established brand names and ranges, rather than invest in frequent model changes.”

National Trends

Like the car market, the region of biggest market growth was Central and Eastern Europe, where many economies are growing at unprecedented rates. Of particular note, Latvia recorded significant market growth of 57%, while Slovenia saw a 40% rise, Poland a 33% rise, Cyprus a 33% rise and the Czech Republic a 30% rise.

In total volume terms, the greatest growth in Europe came from Germany (up 16,816 units), France (up 15,935 units) and the Netherlands (up 16,644 units).

Country Performance

Country	Aug_07	Aug_06	% Diff Aug	Aug YtD_07	Aug YtD_06	% Diff YtD
Austria	2,927	2,518	+16.2%	23,295	21,520	+8.2%
Belgium	4,682	3,787	+23.6%	47,380	41,492	+14.2%
Cyprus	239	210	+13.8%	2,863	2,161	+32.5%
Czech Republic	2,027	1,471	+37.8%	14,706	11,304	+30.1%
Denmark	3,696	5,102	-27.6%	39,602	39,956	-0.9%
Estonia	403	373	+8.0%	3,083	2,385	+29.3%
Finland	1,315	1,250	+5.2%	12,126	10,596	+14.4%
France	28,378	24,232	+17.1%	307,595	291,660	+5.5%
Germany	19,030	13,326	+42.8%	145,652	128,836	+13.1%
Great Britain	15,283	15,863	-3.7%	211,766	207,163	+2.2%
Greece	1,824	1,686	+8.2%	15,877	16,199	-2.0%
Hungary	1,840	1,482	+24.2%	13,447	12,832	+4.8%
Iceland	272	200	+36.0%	1,937	1,718	+12.7%
Ireland	2,685	2,624	+2.3%	38,454	34,247	+12.3%
Italy	7,449	7,846	-5.1%	133,819	141,533	-5.5%
Latvia	275	262	+5.0%	2,277	1,449	+57.1%
Lithuania	315	371	-15.1%	2,581	2,583	-0.1%
Luxembourg	247	194	+27.3%	2,434	2,189	+11.2%
Norway	3,871	3,334	+16.1%	28,688	34,645	-17.2%
Poland	4,252	3,073	+38.4%	32,188	24,245	+32.8%
Portugal	3,171	3,877	-18.2%	47,886	41,436	+15.6%
Slovenia	648	536	+20.9%	5,022	3,576	+40.4%
Spain	17,553	17,490	+0.4%	186,818	180,461	+3.5%
Sweden	3,511	3,270	+7.4%	27,999	25,357	+10.4%
Switzerland	2,087	1,715	+21.7%	17,536	15,444	+13.5%
The Netherlands	6,838	4,973	+37.5%	58,399	46,755	+24.9%
Grand Total	134,818	121,065	+11.4%	1,423,430	1,341,742	+6.1%

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Editorial note: JATO Dynamics background

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 data 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 while major leasing companies use JATO data to drive the vehicle quotation process. Visit JATO at www.jato.com

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