

October 15, 2007

ASTRA HITS THE TOP SPOT AS EUROPEAN MARKET HOLD FIRM

- **VW still Europe's top selling brand**
- **Opel/Vauxhall Astra is top selling model**
- **September market slightly down in September**
- **Market still up, Year-to-Date**

JATO Dynamics, the world's leading provider of automotive data and intelligence, reports today that the total European car market has increased by 0.3% (33,553 units) to 12,035,103 units for the first nine months of the year, although a 1.5% drop in September 2007 compared to 2006, with a total volume of 1,404,043 units.

"The post-holiday period is traditionally a month of strong car sales in Europe," says Nasir Shah, Global Business Development Director at JATO. "Many buyers return from holiday and finally make their purchase decision. The UK market peaks due to a registration-plate change and this leads to popular UK brands and models moving up the list of top-sellers list in September."

Brand Performance

Volkswagen, although decreased slightly in volumes, was once again Europe's top-selling car brand in September, beating a strong monthly performance from Opel/Vauxhall (up 4.6% in September, up 0.8% YtD). Ford sits in third place (up 1.0% YtD), while Peugeot and Renault complete the top five. The top five brands Year-to-Date are Volkswagen, Opel/Vauxhall, Ford, Renault and Peugeot.

Top Ten Brands

Make	Sep_07	Sep_06	% Change Sep	Sep YtD_07	Sep YtD_06	% Change YtD
VOLKSWAGEN	136,199	146,805	-7.2%	1,220,655	1,264,427	-3.5%
OPEL/VAUXHALL	127,806	122,192	+4.6%	1,032,216	1,023,589	+0.8%
FORD	127,171	129,120	-1.5%	1,001,329	991,226	+1.0%
PEUGEOT	93,662	101,837	-8.0%	847,869	855,346	-0.9%
RENAULT	93,211	106,754	-12.7%	894,769	1,008,910	-11.3%
FIAT	77,723	74,749	+4.0%	739,001	689,325	+7.2%
CITROEN	74,630	72,857	+2.4%	723,266	709,218	+2.0%
TOYOTA	74,236	80,675	-8.0%	695,225	674,979	+3.0%
BMW	70,775	72,508	-2.4%	523,629	513,737	+1.9%
MERCEDES	69,196	65,285	+6.0%	557,897	552,913	+0.9%

Strong performances last month included Fiat posting an increase of 4.0% (7.2% YtD) due largely to the recently introduced Bravo, 500 and Linea models and Mercedes-Benz increased sales by 6.0% in September following the successful introduction of the new C-Class, bringing YtD sales to 0.9% higher than 2006.

Toyota also performed well, posting a 3.0% increase Year-to-Date thanks to the new Auris and the continued growth of Prius hybrid sales.

Citroën also increased its market by 2.4% in September (2.0% YtD), thanks largely to strong sales of the C4 Picasso, Grand C4 Picasso and C-Crosser and Audi made significant progress with a sales increase of 3.8% Year-to-Date.

In volume terms, the fastest-growing brands in Europe for the first nine months of 2007 are Fiat (sales increased by nearly 50,000 units), Honda (up by almost 31,000 units) and Dacia (up by just over 22,000 units).

In percentage terms, the fastest growing volume brands over the same period are Dodge (up a staggering 153% due to a much-expanded range including Caliber, Avenger and Nitro), Dacia (up 69.2%) and Daihatsu (up 37.8% due to the introduction of the new Materia, Trevis and Terios and the continued success of the revised Sirion).

Top Models

The Opel/Vauxhall Astra was Europe's top-selling new car in September 2007 with 41,226 units sold, ahead of the Ford Fiesta (38,014 units), Peugeot 207 (37,557 units, up 8.1%), Volkswagen Golf (37,519 units), Ford Focus (36,870 units), Opel/Vauxhall Corsa (36,346 units, up 61.2%, new model), Renault Clio (31,452 units), BMW 3-Series (31,297 units), Fiat Punto (27,811 units) and Volkswagen Polo (24,415 units).

Top Ten Models

Make/Model	Sep_07	Sep_06	% Change Sep	Sep YtD_07	Sep YtD_06	% Change YtD
OPEL/VAUXHALL ASTRA	41,226	44,098	-6.5%	315,330	341,674	-7.7%
FORD FIESTA	38,014	41,872	-9.2%	282,260	279,545	+1.0%
PEUGEOT 207	37,557	34,742	+8.1%	336,895	125,131	+169.2%
VOLKSWAGEN GOLF	37,519	40,258	-6.8%	320,223	318,600	+0.5%
FORD FOCUS	36,870	38,325	-3.8%	320,070	349,240	-8.4%
OPEL/VAUXHALL CORSA	36,346	22,541	+61.2%	310,925	206,427	+50.6%
RENAULT CLIO	31,452	40,381	-22.1%	295,281	338,143	-12.7%
BMW SERIES 3	31,297	34,360	-8.9%	231,014	220,726	+4.7%
FIAT PUNTO	27,811	33,427	-16.8%	298,477	313,644	-4.8%
VW POLO	24,415	26,163	-6.7%	221,301	217,963	+1.5%

Year-to-Date, the top sellers were the Peugeot 207 (up 169.2%), VW Golf (up 0.5%), Ford Focus, Opel/Vauxhall Astra, Opel/Vauxhall Corsa (up 50.6%), Fiat Punto, Renault Clio, Ford Fiesta (up 1.0%), BMW 3-Series (up 4.7%) and the Volkswagen Passat.

New Models

New models that performed well in the European market during the nine months to September include the Nissan Qashqai, Fiat Bravo, Kia Cee'd, Skoda Roomster, Ford S-Max, Volvo C30, Chevrolet Captiva, Opel/Vauxhall Antara, Fiat 500, Peugeot 308, Hyundai i30 and Audi A5/S5.

Models showing significantly increased sales volume following a full-model update include the Opel/Vauxhall Corsa, Honda CR-V, Audi TT, Mercedes-Benz C-Class, Renault Twingo, MINI, Mitsubishi Outlander, Smart fortwo, BMW X5, Ford Galaxy and Toyota Yaris. The Dacia Logan, Seat Altea and BMW 1-Series benefited from the addition of new versions that have increased their showroom appeal.

National Trends

Of the 'Big 5' European markets, only Britain and France record market improvements both in September and Year-to-Date, whilst Italy is up 5.7% Year-to-Date.

Conversely, the German market continues to struggle to re-establish the strength it enjoyed in 2006. Year-to-Date, the market 8.0% down on last year, while the September 2007 figures are down 11.0% on last year, largely due to the high 2006 sales posted ahead of the changes to the tax regime in January 2007.

Elsewhere, many of the Central and Eastern European markets continue to provide the biggest percentage increases, while the market in Cyprus is still demonstrating significant growth.

Cont...

Market Performance

Country	Sep_07	Sep_06	% Change Sep	Sep YtD_07	Sep YtD_06	% Change YtD
Austria	25,390	24,274	+4.6%	234,917	242,045	-2.9%
Belgium	36,611	34,989	+4.6%	418,599	428,977	-2.4%
Cyprus	1,798	1,454	+23.7%	17,691	14,370	+23.1%
Czech Republic	11,857	13,073	-9.3%	123,420	116,050	+6.4%
Denmark	12,252	12,321	-0.6%	116,979	118,737	-1.5%
Estonia	2,211	2,062	+7.2%	24,221	19,110	+26.7%
Finland	11,572	11,716	-1.2%	110,457	119,746	-7.8%
France	148,164	143,634	+3.2%	1,523,817	1,518,380	+0.4%
Germany	265,473	298,179	-11.0%	2,340,493	2,544,676	-8.0%
Great Britain	419,290	413,991	+1.3%	1,940,515	1,901,888	+2.0%
Greece	19,367	18,354	+5.5%	228,224	216,739	+5.3%
Hungary	13,744	13,463	+2.1%	128,946	137,060	-5.9%
Iceland	1,115	1,139	-2.1%	12,448	14,586	-14.7%
Ireland	5,765	6,176	-6.7%	180,894	172,088	+5.1%
Italy	186,567	186,562	+0.0%	1,931,131	1,827,457	+5.7%
Latvia	2,298	2,131	+7.8%	25,173	17,662	+42.5%
Lithuania	1,659	1,160	+43.0%	15,343	10,313	+48.8%
Luxembourg	1,740	3,241	-46.3%	38,152	40,568	-6.0%
Norway	9,340	8,842	+5.6%	97,874	80,714	+21.3%
Poland	22,629	19,097	+18.5%	217,280	175,265	+24.0%
Portugal	12,982	12,398	+4.7%	155,041	152,139	+1.9%
Slovakia	5,525	5,052	+9.4%	52,011	48,426	+7.4%
Slovenia	4,859	4,350	+11.7%	50,189	46,080	+8.9%
Spain	96,483	104,384	-7.6%	1,206,335	1,231,431	-2.0%
Sweden	23,806	24,472	-2.7%	219,505	209,820	+4.6%
Switzerland	23,117	19,276	+19.9%	213,085	201,081	+6.0%
The Netherlands	38,429	39,521	-2.8%	412,363	396,142	+4.1%
Grand Total	1,404,043	1,425,311	-1.5%	12,035,103	12,001,550	+0.3%

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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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