

17 May 2012

Uncertain economy continues to unsettle Europe's new car market

- **Europe's new car sales declined by 6.1% in April, and 7.1% Year-to-Date compared to last year**
- **Italy and Spain recorded the greatest drop in sales across the big five markets during April**
- **Volkswagen's Golf and Ford's Fiesta maintained their positions as Europe's top performing models**

According to the latest analysis from JATO Dynamics, the world's leading provider of automotive intelligence, the European new car market remains uncertain under the current economic climate. Although the market is still down on 2011, April experienced the lowest drop in month-on-month sales so far this year.

JATO's key findings:

- *The European new car market declined by 6.1% in April and 7.1% Year-to-Date versus last year*
- *Of the big five markets, Germany and Great Britain achieved increased sales; France recorded a small decrease, while Italy and Spain recorded significant declines in sales*
- *Four of the top ten brands achieved an increase in April sales compared to last year*
- *Two of the top ten models recorded an increase in April sales compared to 2011*

Within the top ten brands by volume, Renault and Opel/Vauxhall experienced the largest fall in sales during April of 16.9% and 16.1% respectively. Volkswagen maintains top position, ahead of Ford.

Mercedes achieved the greatest increase in sales (+5.4%) within the top ten brands, partly due to new or improved models such as the B-Class and C-Class. Meanwhile Citroën recorded a 4.5% increase in April sales, with strong sales performances for the new DS4, DS5 and C4 Aircross models, and increased sales of the C3 model in France and Italy.

Outside the top ten, Land Rover sales increased by 54.7% largely due to the success of the Range Rover Evoque, and sister brand Jaguar recorded a 47.0% increase in sales following the introduction of the facelifted XF now available with a smaller 2.2-litre diesel engine.

Volkswagen's Golf and Ford's Fiesta retain first and second place amongst the top ten models sold in Europe, despite a reduction in April sales of both models. The introduction of BMW's new 3-Series saloon resulted in the model recording a 16.8% increase in April sales to take 9th place in the European top ten model sales league table.

Outside the top ten, new models such as Volkswagen Up, Toyota Yaris, Audi A6 and Mercedes B-Class are achieving the greatest increases in sales.

Commenting on the findings, Gareth Hession, Vice President, Research at JATO Dynamics said: "The April sales results again demonstrate the importance of new models in driving increased sales, in an environment as uncertain and highly competitive as the European new car market."

Sales by Market

Country	Apr_12	Apr_11	% Change Apr	Apr YtD_12	Apr YtD_11	% Change YtD
Austria*	33,783	33,317	+1.4%	122,547	121,182	+1.1%
Belgium	48,326	53,300	-9.3%	196,689	223,204	-11.9%
Croatia	2,622	4,169	-37.1%	13,468	14,670	-8.2%
Cyprus	977	1,051	-7.0%	3,865	4,747	-18.6%
Czech Republic	16,589	14,620	+13.5%	60,118	56,646	+6.1%
Denmark*	14,208	13,423	+5.8%	54,852	54,165	+1.3%
Estonia	1,765	1,538	+14.8%	6,423	5,283	+21.6%
Finland	4,061	11,378	-64.3%	51,823	47,027	+10.2%
France	166,552	169,757	-1.9%	674,393	817,211	-17.5%
Germany	274,066	266,251	+2.9%	1,047,702	1,029,654	+1.8%
Great Britain	142,322	137,746	+3.3%	705,878	696,082	+1.4%
Greece	4,407	10,109	-56.4%	21,526	35,353	-39.1%
Hungary	4,318	3,729	+15.8%	18,403	15,228	+20.8%
Iceland	726	293	+147.8%	1,802	828	+117.6%
Ireland	6,770	8,683	-22.0%	52,668	56,642	-7.0%
Italy	130,245	158,741	-18.0%	538,967	676,139	-20.3%
Latvia	884	845	+4.6%	3,372	3,215	+4.9%
Lithuania	1,061	1,164	-8.8%	3,933	4,031	-2.4%
Luxembourg	5,373	5,221	+2.9%	18,884	18,644	+1.3%
Norway	11,028	11,530	-4.4%	46,085	45,529	+1.2%
Poland	23,841	22,222	+7.3%	101,396	89,727	+13.0%
Portugal*	10,068	14,426	-30.2%	33,600	60,023	-44.0%
Romania	4,307	4,999	-13.8%	18,272	14,676	+24.5%
Serbia	2,224	4,178	-46.8%	7,460	10,800	-30.9%
Slovakia	5,794	5,676	+2.1%	22,399	21,399	+4.7%
Slovenia	4,362	5,007	-12.9%	18,687	21,660	-13.7%
Spain	56,183	71,732	-21.7%	256,690	280,213	-8.4%
Sweden	23,336	28,940	-19.4%	91,312	98,704	-7.5%
Switzerland	27,871	27,611	+0.9%	106,438	100,895	+5.5%
The Netherlands	41,174	47,624	-13.5%	207,863	228,018	-8.8%
Grand Total	1,069,243	1,139,280	-6.1%	4,507,515	4,851,595	-7.1%

* denotes estimated or provisional data used for April 2012

Top 10 Brands

Make	Apr_12	Apr_11	% Change Apr	Apr YtD_12	Apr YtD_11	% Change YtD
VOLKSWAGEN	139,124	150,658	-7.7%	572,485	578,551	-1.0%
FORD	79,632	88,130	-9.6%	365,122	394,032	-7.3%
RENAULT	70,654	85,025	-16.9%	296,738	384,733	-22.9%
PEUGEOT	70,557	74,024	-4.7%	288,654	340,471	-15.2%
OPEL/VAUXHALL	68,798	82,015	-16.1%	296,437	353,486	-16.1%
CITROEN	61,782	59,125	+4.5%	252,249	284,808	-11.4%
AUDI	61,171	58,997	+3.7%	241,364	231,627	+4.2%
BMW	55,574	53,826	+3.2%	212,912	211,701	+0.6%
FIAT	55,008	61,845	-11.1%	209,146	259,684	-19.5%
MERCEDES	50,896	48,303	+5.4%	203,221	188,736	+7.7%

Top 10 Models

Make & Model	Apr_12	Apr_11	% Change Apr	Apr YtD_12	Apr YtD_11	% Change YtD
VOLKSWAGEN GOLF	37,151	42,492	-12.6%	159,773	166,083	-3.8%
FORD FIESTA	25,927	28,444	-8.8%	117,108	130,305	-10.1%
VOLKSWAGEN POLO	24,193	31,476	-23.1%	111,615	125,529	-11.1%
RENAULT CLIO	20,604	22,336	-7.8%	86,946	111,359	-21.9%
OPEL/VAUXHALL CORSA	20,338	24,357	-16.5%	93,838	108,713	-13.7%
OPEL/VAUXHALL ASTRA	20,019	24,445	-18.1%	84,129	104,356	-19.4%
FORD FOCUS	19,677	21,008	-6.3%	94,547	92,679	+2.0%
FIAT PANDA	17,268	16,724	+3.3%	65,516	72,280	-9.4%
BMW SERIES 3	17,171	14,707	+16.8%	53,928	53,001	+1.7%
VOLKSWAGEN PASSAT	16,863	22,315	-24.4%	72,379	75,842	-4.6%

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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.

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