

20 May 2013

European car sales up in April, but year-to-date decline continues

- **European new car sales were up 2.0% compared to April 2012**
- **Volkswagen Golf was Europe's best-selling car in April**
- **Germany, Spain and Great Britain achieved increases in April**

According to the latest new car sales analysis from JATO Dynamics, the world's leading provider of automotive intelligence, the Volkswagen Golf continued to be Europe's best-selling car, increasing by 17.9% in April compared to 2012. Four B-segment cars, the Renault Clio, Volkswagen Polo, Peugeot 208, and Ford Fiesta complete the top five.

JATO headline market analysis:

- *The European new car market increased by 2.0% in April compared to April 2012. Year-to-date sales remain down by 7.1%*
- *Within the 'Big 5' markets, Great Britain continued to record increased registrations and both Germany and Spain also experienced an increase in April. The Italian and French markets remain down year-on-year*
- *B-segment models took four out of the top five places*
- *Five of the top 10 brands recorded an increase in April sales, but only Mercedes recorded a year-to-date increase (2.4%)*

Despite Finland experiencing the largest increase of 141.6% in April compared to last year, year-to-date figures remained down 27.8% on 2012. The dramatic change year-on-year is due to an increase in car tax in April last year that resulted in an artificially high sales volume the previous month (March). Therefore the dramatic negative shift year-on-year is only reflective of a return to a more expected sales pattern.

Sales by Market

Country	Apr_13	Apr_12	% change Apr	Apr YtD_13	Apr YtD_12	% change YtD
Austria	30,807	32,728	-5.9%	110,831	121,492	-8.8%
Belgium	53,036	48,326	+9.7%	202,196	196,689	+2.8%
Croatia	2,804	2,640	+6.2%	8,823	13,486	-34.6%
Cyprus	474	977	-51.5%	2,197	3,865	-43.2%
Czech Republic	15,061	16,589	-9.2%	51,514	60,097	-14.3%
Denmark	15,823	12,088	+30.9%	57,762	52,827	+9.3%
Estonia	1,936	1,765	+9.7%	6,643	6,423	+3.4%
Finland	9,811	4,061	+141.6%	37,412	51,823	-27.8%
France	157,749	166,552	-5.3%	591,631	674,393	-12.3%
Germany	284,444	274,066	+3.8%	958,401	1,047,702	-8.5%
Great Britain	163,357	142,322	+14.8%	768,555	705,878	+8.9%
Greece	5,323	4,407	+20.8%	19,456	21,526	-9.6%
Hungary	4,652	4,321	+7.7%	17,284	18,404	-6.1%
Iceland	579	726	-20.2%	1,912	1,802	+6.1%
Ireland	6,121	6,760	-9.5%	45,632	52,600	-13.2%
Italy	116,768	130,832	-10.7%	473,834	541,040	-12.4%
Latvia	796	884	-10.0%	3,150	3,372	-6.6%
Lithuania	1,045	1,061	-1.5%	3,784	3,933	-3.8%
Luxembourg	5,160	5,373	-4.0%	17,475	18,884	-7.5%
Norway	14,242	11,028	+29.1%	48,205	46,085	+4.6%
Poland	24,015	23,872	+0.6%	99,735	101,427	-1.7%
Portugal*	9,563	8,407	+13.8%	33,685	31,928	+5.5%
Romania	5,242	4,307	+21.7%	16,475	18,272	-9.8%
Serbia*	2,120	2,224	-4.7%	6,196	7,461	-17.0%
Slovakia	5,765	5,794	-0.5%	20,264	22,399	-9.5%
Slovenia	4,702	4,362	+7.8%	17,470	18,687	-6.5%
Spain	62,726	56,187	+11.6%	244,373	260,278	-6.1%
Sweden	24,175	23,336	+3.6%	80,249	91,312	-12.1%
Switzerland	27,605	28,435	-2.9%	98,274	108,054	-9.1%
The Netherlands	30,600	41,030	-25.4%	147,029	207,466	-29.1%
Grand Total	1,086,501	1,065,460	+2.0%	4,190,447	4,509,605	-7.1%

NOTE: * denotes estimated volumes for April 2013

Although five brands recorded increased sales in April (Volkswagen, Ford, Opel/Vauxhall, Audi and Mercedes), Mercedes was the only brand in the top 10 to record an increase in year-to-date sales (2.4% higher than the same period in 2012).

Outside the top 10 the story was similar to March. Dacia, SEAT, Land Rover and Subaru all recorded significant increases in April sales. Subaru reported the highest increase out of these brands with a 61.6% increase year-on-year.

Top 10 Brands

Make	Apr_13	Apr_12	% change Apr	Apr YtD_13	Apr YtD_12	% change YtD
VOLKSWAGEN	146,951	138,044	+6.5%	525,505	572,043	-8.1%
FORD	80,148	80,004	+0.2%	308,493	365,916	-15.7%
RENAULT	69,737	70,026	-0.4%	263,883	296,421	-11.0%
OPEL/VAUXHALL	68,437	67,892	+0.8%	277,597	295,859	-6.2%
AUDI	66,965	61,586	+8.7%	237,031	242,048	-2.1%
PEUGEOT	65,486	70,901	-7.6%	254,953	289,271	-11.9%
MERCEDES	56,716	50,847	+11.5%	208,284	203,457	+2.4%
BMW	54,282	55,750	-2.6%	212,921	213,532	-0.3%
CITROEN	53,820	61,512	-12.5%	210,386	252,499	-16.7%
FIAT	52,824	54,811	-3.6%	206,883	209,196	-1.1%

The Volkswagen Golf continued to be Europe's best-selling car, increasing year-on-year sales by 17.9% for the month. The Renault Clio recorded an increase in sales in April 2013, compared to April 2012, with the successful introduction of the new shape model, contributing to an increase of 29.0% year-on-year and 17.1% year-to-date.

Four out of the top five best-selling models were B-segment models, with the VW Polo and Peugeot 208 achieving increased sales volumes over April 2012 while the Ford Fiesta experienced a small drop in sales compared to last April.

Commenting on the findings, Gareth Hession, Vice President of Research at JATO said: "The latest figures show just how much difference having a new product can make, with Volkswagen, Peugeot, Renault and Audi all enjoying increased sales and all but the latter producing one of the top four best-selling models in April."

Top 10 Models

Make & Model	Apr_13	Apr_12	% change Apr	Apr YtD_13	Apr YtD_12	% change YtD
VOLKSWAGEN GOLF	43,175	36,608	+17.9%	155,542	159,347	-2.4%
RENAULT CLIO	26,352	20,420	+29.0%	101,691	86,845	+17.1%
VOLKSWAGEN POLO	25,460	23,917	+6.5%	94,306	111,489	-15.4%
PEUGEOT 208	24,007	7,738	-	90,902	12,415	-
FORD FIESTA	23,564	25,836	-8.8%	101,282	117,162	-13.6%
OPEL/VAUXHALL CORSA	19,788	20,043	-1.3%	83,320	93,647	-11.0%
FORD FOCUS	18,715	19,860	-5.8%	79,936	94,801	-15.7%
BMW SERIES 3	17,105	17,215	-0.6%	65,292	54,002	+20.9%
AUDI A3/S3/RS3	16,787	11,545	+45.4%	49,908	45,938	+8.6%
OPEL/VAUXHALL ASTRA	16,321	19,165	-14.8%	68,166	82,117	-17.0%

For more information visit www.jato.com, or email jatoteam@firstlightpr.com

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