

16 June 2010

RENAULT SALES ACCELERATE IN EUROPE

- **European new car market down by 8.6% in May**
- **Volkswagen still top, but Renault closes gap in monthly sales**
- **Golf and Fiesta drop in May; Clio and Mégane gain**
- **Germany still falling, Italy dips into red again in May**

As the overall European new car market continues to slide, Renault is proving the big winner, according to the latest monthly analysis from the world's leading provider of automotive intelligence, JATO Dynamics.

European sales were down 8.6% overall in May, as a result of continuing poor sales in Germany, with the YtD improvement now just 2.9% vs. 2009, a decline compared to previous months. A traditionally strong sales base for Volkswagen Golf, Opel Astra and Ford Fiesta, Germany's changing competitive landscape is benefitting other brands in the top 10 sellers.

The biggest net winner is Renault with Clio performing well, particularly in Italy (+83.8%), the UK (+108%) and many smaller markets whilst remaining popular in its home market.

As a result, the French manufacturer has consolidated its second place in brand sales for May behind Volkswagen, increasing its own sales 10.4%, to be 3,208 units ahead of Ford who in third place for the month.

In Italy Fiat's sales continue to dip, a consequence of the country's scrappage scheme ending. The Fiat 500 in particular is now 15.2% down YtD.

David Di Girolamo, Head of JATO Consult commented: “The economic waves that are buffeting the European countries are now starting to effect sales of brands that traditionally enjoyed loyalty in their “home” markets, allowing other brands to benefit and establish a stronger foothold.”

Top 10 models

Make & Model	May_10	May_09	% Change May	May YtD_10	May YtD_09	% Change YtD
VOLKSWAGEN GOLF	42,061	54,754	-23.2%	228,418	226,680	+0.8%
FORD FIESTA	31,432	40,412	-22.2%	204,535	199,967	+2.3%
VOLKSWAGEN POLO	30,477	26,099	+16.8%	154,684	133,102	+16.2%
RENAULT CLIO	28,111	24,398	+15.2%	160,795	112,207	+43.3%
OPEL/VAUXHALL CORSA	26,747	31,301	-14.5%	139,135	147,238	-5.5%
PEUGEOT 207	26,127	33,680	-22.4%	144,412	156,410	-7.7%
OPEL/VAUXHALL ASTRA	25,289	27,179	-7.0%	130,752	108,935	+20.0%
FORD FOCUS	22,836	26,449	-13.7%	125,504	128,956	-2.7%
RENAULT MEGANE	21,662	18,579	+16.6%	115,204	86,574	+33.1%
FIAT PANDA	21,205	27,551	-23.0%	117,716	129,614	-9.2%

The above intelligence is provided by JATO Consult, the company’s bespoke consulting service which offers customers access to its unique research and provides solutions and advice to meet a wide range of automotive business challenges. For more information visit www.jato.com, or email consult@jato.com.

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

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