

PRESS RELEASE

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Six months of consecutive growth for European new car market

- **Total market growth of 6.1% in February was the sixth consecutive month the European new car market increased**
- **Year-to-date, the European new car market is up 5.4% in 2014**
- **Audi and Opel/Vauxhall benefit from above average growth**

According to the latest new car sales analysis from JATO Dynamics, the world's leading provider of automotive intelligence, the European new car market continues to grow, with 6.1% year-on-year increase in February marking the sixth consecutive month of growth. Up to February 2014, the market was up 5.4% on the same period in 2013.

JATO's headline market analysis:

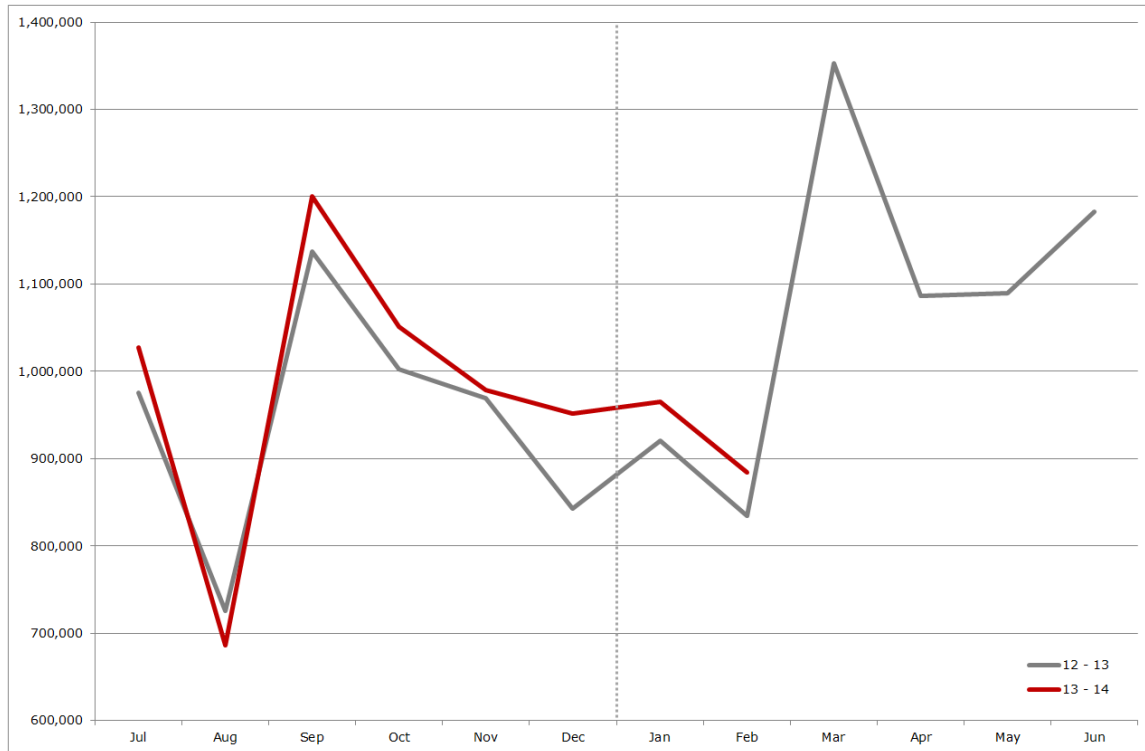
- *25 European markets achieved an increase in volumes in February*
- *Volkswagen lead the European market with the Golf*
- *The Skoda Octavia recorded volume increases for both the month and year-to-date of over 35% compared with 2013*

Of the 30 markets studied, 25 posted increases for the month of February compared with February 2013 volumes, with the exception of Belgium, France, Norway, Poland and Switzerland.

The German market emerged as one of the strongest growth areas in Europe in February, with sales up by 8,666 units compared to February 2013. Germany also recorded the largest absolute growth in year-to-date sales volumes with 22,572 more new cars being sold or registered in Germany in the first two months of 2014 than in the same period in 2013.

Italy, Spain and Great Britain also recorded strong growth in February. Spain recorded an increase of 11,469 units on February 2013, whilst Italy was up 9,288 units, and all three reported impressive year-to-date growth compared to the first two months of 2013.

European Monthly Sales Volumes Year-on-Year Comparison



(Tables now presented at end of release, image files of graph also attached)

All of the top 10 brands have posted increases year-to-date, with Audi posting the largest increase within the top 10 of 9.2%. Eight of the top 10 brands also posted increases for the month compared to February 2013, with Opel/Vauxhall recording the largest percentage increase of 14.6% in the monthly top 10.

Strong growth was also recorded outside the top 10 brands; seven of the top 20 brands posted a year-on-year increase of more than 10%. In particular, Skoda, Suzuki and Dacia led the growth, with each brand recording more than a 20% increase in sales compared to February 2013.

This strong growth isn't limited to just February, however. So far, in 2014, 18 of the top 20 brands have achieved a year-to-date increase, with six posting year-to-date growth of more than 10%. Suzuki, Mazda and Dacia are all up by more than 20% on 2013 year-to-date volumes.

Top 10 Brands

| Make | Feb_14 | Feb_13 | % change Feb | YtD_14 | YtD_13 | % change YtD |
|---------------|---------|---------|-----------------|---------|---------|-----------------|
| VOLKSWAGEN | 105,723 | 107,920 | -2.0% | 228,467 | 221,788 | +3.0% |
| RENAULT | 60,536 | 58,691 | +3.1% | 119,865 | 115,866 | +3.5% |
| PEUGEOT | 58,936 | 56,327 | +4.6% | 120,859 | 112,950 | +7.0% |
| FORD | 58,654 | 54,033 | +8.6% | 126,528 | 116,610 | +8.5% |
| OPEL/VAUXHALL | 56,709 | 49,487 | +14.6% | 111,804 | 109,309 | +2.3% |
| AUDI | 48,093 | 43,397 | +10.8% | 102,339 | 93,705 | +9.2% |
| CITROEN | 46,561 | 46,961 | -0.9% | 96,733 | 95,034 | +1.8% |
| FIAT | 46,551 | 43,721 | +6.5% | 92,301 | 90,726 | +1.7% |
| BMW | 41,612 | 39,739 | +4.7% | 90,324 | 87,787 | +2.9% |
| MERCEDES | 40,399 | 39,231 | +3.0% | 86,135 | 84,684 | +1.7% |

Volkswagen continued to enjoy success with their popular Golf and Polo models, finishing first and third respectively in February's best-selling models in Europe table. Both models increased volumes in February and remain up on 2013 year-to-date volumes. Despite a fall in volumes for both the month and year-to-date, the Renault Clio was the second best-selling model in February.

Also achieving significant increases for both the month and year-to-date were the Ford Fiesta and Skoda Octavia. The fourth best-selling model in Europe in February, the Ford Fiesta, increased monthly volumes by 19.3% and year-to-date volumes by 13.2% year-on-year.

The seventh best-selling model in Europe in February was the Skoda Octavia, which recorded the largest percentage increase in the top 10 for both the month and year-to-date. Sales were up for the recently updated model by 39.3% in February and 35.4% year-to-date compared with 2013 volumes.

Top 10 Models

| Make & Model | Feb_14 | Feb_13 | % change Feb | YtD_14 | YtD_13 | % change YtD |
|---------------------|--------|--------|-----------------|--------|--------|-----------------|
| VOLKSWAGEN GOLF | 34,318 | 32,720 | +4.9% | 73,629 | 63,322 | +16.3% |
| RENAULT CLIO | 21,236 | 22,384 | -5.1% | 42,271 | 43,868 | -3.6% |
| VOLKSWAGEN POLO | 20,001 | 19,551 | +2.3% | 42,783 | 40,444 | +5.8% |
| FORD FIESTA | 18,508 | 15,509 | +19.3% | 40,925 | 36,160 | +13.2% |
| PEUGEOT 208 | 17,285 | 19,035 | -9.2% | 35,782 | 38,778 | -7.7% |
| OPEL/VAUXHALL CORSA | 16,766 | 13,837 | +21.2% | 30,957 | 29,959 | +3.3% |
| SKODA OCTAVIA | 14,941 | 10,725 | +39.3% | 31,841 | 23,514 | +35.4% |
| FIAT PANDA | 14,402 | 13,993 | +2.9% | 26,404 | 28,539 | -7.5% |
| FORD FOCUS | 14,130 | 14,623 | -3.4% | 30,268 | 32,305 | -6.3% |
| NISSAN QASHQAI | 13,171 | 15,811 | -16.7% | 25,993 | 32,789 | -20.7% |

Gareth Hession, Vice President of Research at JATO Dynamics, commented: "The latest volumes offer further reassurance of sustained improvement within the European new car market. We've seen overall volumes increase for six months consecutively, with the majority of markets posting increased volumes for both the month and year-to-date. Manufacturers have brought some really innovative products to market and they are now beginning to reap the rewards of investing in new technology."

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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.

Major leasing companies use JATO's intelligence to drive the vehicle quotation process.

Visit JATO at www.jato.com for more information.

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Notes to editors

Sales by Market

| Country | Feb_14 | Feb_13 | % change Feb | YtD_14 | YtD_13 | % change YtD |
|--------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| Austria | 27,589 | 21,196 | +30.2% | 51,579 | 48,957 | +5.4% |
| Belgium* | 43,497 | 45,400 | -4.2% | 93,081 | 96,084 | -3.1% |
| Croatia | 2,225 | 1,808 | +23.1% | 4,445 | 3,609 | +23.2% |
| Cyprus | 610 | 579 | +5.4% | 1,310 | 1,351 | -3.0% |
| Czech Republic | 12,779 | 10,562 | +21.0% | 26,417 | 22,633 | +16.7% |
| Denmark | 14,755 | 12,242 | +20.5% | 31,014 | 26,988 | +14.9% |
| Estonia | 1,424 | 1,364 | +4.4% | 3,046 | 3,077 | -1.0% |
| Finland | 8,165 | 7,865 | +3.8% | 20,854 | 18,111 | +15.1% |
| France | 141,290 | 143,255 | -1.4% | 266,744 | 268,053 | -0.5% |
| Germany | 209,349 | 200,683 | +4.3% | 415,345 | 392,773 | +5.7% |
| Great Britain | 68,736 | 66,749 | +3.0% | 223,298 | 210,392 | +6.1% |
| Greece | 4,358 | 4,118 | +5.8% | 10,527 | 9,645 | +9.1% |
| Hungary | 5,017 | 3,864 | +29.8% | 9,425 | 7,567 | +24.6% |
| Iceland* | 486 | 380 | +27.9% | 978 | 839 | +16.6% |
| Ireland | 12,753 | 10,579 | +20.6% | 35,666 | 27,821 | +28.2% |
| Italy | 119,124 | 109,836 | +8.5% | 237,849 | 224,737 | +5.8% |
| Latvia | 903 | 773 | +16.8% | 1,871 | 1,549 | +20.8% |
| Lithuania | 1,044 | 782 | +33.5% | 2,220 | 1,783 | +24.5% |
| Luxembourg | 4,123 | 4,090 | +0.8% | 7,538 | 7,465 | +1.0% |
| Norway | 11,298 | 11,369 | -0.6% | 22,719 | 23,044 | -1.4% |
| Poland | 23,584 | 24,109 | -2.2% | 50,756 | 50,354 | +0.8% |
| Portugal* | 8,446 | 7,523 | +12.3% | 17,713 | 14,546 | +21.8% |
| Romania | 5,108 | 4,213 | +21.2% | 8,963 | 7,547 | +18.8% |
| Serbia* | 1,545 | 1,254 | +23.2% | 2,567 | 2,301 | +11.6% |
| Slovakia | 5,076 | 4,395 | +15.5% | 9,969 | 8,703 | +14.5% |
| Slovenia | 4,047 | 3,807 | +6.3% | 8,693 | 8,190 | +6.1% |
| Spain | 70,105 | 58,636 | +19.6% | 124,535 | 108,603 | +14.7% |
| Sweden | 21,525 | 17,860 | +20.5% | 40,198 | 33,581 | +19.7% |
| Switzerland | 21,562 | 22,188 | -2.8% | 41,652 | 43,450 | -4.1% |
| The Netherlands | 33,995 | 32,457 | +4.7% | 79,001 | 80,822 | -2.3% |
| Grand Total | 884,518 | 833,936 | +6.1% | 1,849,973 | 1,754,575 | +5.4% |

NOTE: *denotes estimated volumes for February 2014