

December 19, 2007

VOLKSWAGEN STILL TOPS THE CHARTS IN EUROPEAN SALES

- **European car market up 0.7% YtD**
- **November car market down by 0.6%**
- **Volkswagen Europe's biggest selling brand**

JATO Dynamics, the world's leading provider of automotive data and intelligence, today reports that European new car sales have fallen by 0.6% (or 7,825 units) in November 2007 compared to the same month in 2006, providing a total volume of 1,240,548 units. Year-to-date (YtD) the total market has increased slightly with growth of 0.7% (102,214 units) to 14,581,668 units.

Brand Performance

Volkswagen was once again Europe's top-selling car brand in November, ahead of Opel/Vauxhall (up 0.4% YtD), Ford (up 1.2% YtD), Renault (up 4.6%) and Peugeot. The order also mirrors that of the YtD top five brand performers.

Top Ten Brands

Make	Nov_07	Nov_06	% Change		% Change	
			Nov	Nov	Nov	Nov
			Nov	Nov	Nov	Nov
			YtD_07	YtD_06	YtD_06	YtD
VOLKSWAGEN	135,489	146,648	-7.6%	1,496,046	1,549,415	-3.4%
OPEL/VAUXHALL	98,759	106,322	-7.1%	1,231,869	1,227,131	+0.4%
FORD	97,380	99,506	-2.1%	1,199,870	1,186,226	+1.2%
RENAULT	94,164	90,020	+4.6%	1,097,419	1,207,964	-9.2%
PEUGEOT	84,297	87,637	-3.8%	1,023,980	1,035,697	-1.1%
FIAT	77,112	75,388	+2.3%	898,019	837,579	+7.2%
CITROEN	73,100	70,878	+3.1%	876,316	854,035	+2.6%
TOYOTA	64,928	68,452	-5.1%	828,552	811,768	+2.1%
BMW	60,213	54,715	+10.0%	645,690	618,343	+4.4%
MERCEDES	58,777	64,703	-9.2%	679,486	675,980	+0.5%

Individual brand performances worthy of note include BMW which increased 10.0% in November and 4.4% YtD, and MINI which increased sales by 53.8% in November and 26.9% YtD following the introduction of the Clubman versions.

Dacia sales increased by a staggering 137% in November and 77.7% YtD, and Nissan registrations increased by 18.9% in November, due to a strong performance by the Qashqai. Smart registrations increased by 34.5% in November, as the introduction of the new fortwo model took effect whilst Mitsubishi also posted a significant 28.6% increase in volumes.

Top Models

The Volkswagen Golf was Europe's top-selling new car in November with 38,211 units sold (up 3.9%), ahead of the Peugeot 207 (up 8.1%), Ford Focus, Opel/Vauxhall Corsa (up 13.4%, new model), Opel/Vauxhall Astra, Renault Clio (up 0.3%), Volkswagen Passat, Ford Fiesta (24,608 units), Fiat Punto and Volkswagen Polo (23,017 units).

Top Ten Models

Make & Model			% Change	Nov	Nov	% Change
	Nov_07	Nov_06	Nov	YtD_07	YtD_06	YtD
VOLKSWAGEN GOLF	38,211	36,768	+3.9%	401,343	388,780	+3.2%
PEUGEOT 207	34,014	31,477	+8.1%	410,156	187,955	+118.2%
FORD FOCUS	30,507	32,070	-4.9%	379,994	412,008	-7.8%
OPEL/VAUXHALL CORSA	30,453	26,846	+13.4%	373,114	255,954	+45.8%
OPEL/VAUXHALL ASTRA	29,384	33,850	-13.2%	374,240	407,977	-8.3%
RENAULT CLIO	29,343	29,246	+0.3%	355,990	403,661	-11.8%
VOLKSWAGEN PASSAT	25,117	29,270	-14.2%	280,121	308,274	-9.1%
FORD FIESTA	24,608	26,939	-8.7%	331,924	331,670	+0.1%
FIAT PUNTO	24,550	32,404	-24.2%	352,235	376,623	-6.5%
VOLKSWAGEN POLO	23,017	28,462	-19.1%	269,240	270,987	-0.6%

YtD the top sellers were the Peugeot 207, VW Golf, Ford Focus, Opel/Vauxhall Astra, Opel/Vauxhall Corsa, Renault Clio, Fiat Punto, Ford Fiesta, VW Passat and BMW 3-Series (up 3.9%).

National Trends

The German market has now consolidated after a turbulent few months following tax changes in January and whilst the November figures are down 12.9% on the total achieved in the same month last year, it has now settled back to normal levels of trading. Year-to-date the German market is down 8.2%. Austria, Hungary and Spain have also recorded reduced markets compared to 2006 for both November and for the YtD.

The car market in Lithuania continues to grow significantly, while the high growth seen earlier in the year in neighbouring Latvia and Estonia means that those markets are still maintaining large YtD increases. Poland continues its recovery, with YtD volumes up 22.5% on the previous year. The car market in Cyprus is also growing fast, up 29.5% YtD. Many other European markets have also recorded increased car sales during 2007, leaving the overall European market up by 0.7% YtD.

Market Performance

Country	Nov_07	Nov_06	% Change	Nov	Nov	% Change
			Nov	YtD_07	YtD_06	YtD
Austria	22,870	23,873	-4.2%	279,416	290,919	-4.0%
Belgium	38,222	34,686	+10.2%	502,971	505,155	-0.4%
Cyprus	2,087	1,754	+19.0%	21,762	16,803	+29.5%
Czech Republic	15,407	13,903	+10.8%	155,247	143,971	+7.8%
Denmark	12,503	12,655	-1.2%	145,383	143,833	+1.1%
Estonia	2,461	2,252	+9.3%	29,252	23,615	+23.9%
Finland	9,430	9,032	+4.4%	129,216	139,899	-7.6%
France	169,757	158,296	+7.2%	1,882,451	1,849,813	+1.8%
Germany	283,921	326,039	-12.9%	2,906,258	3,164,548	-8.2%
Great Britain	158,735	155,315	+2.2%	2,266,047	2,211,054	+2.5%
Greece	19,971	18,507	+7.9%	269,278	254,863	+5.7%
Hungary	14,093	14,809	-4.8%	158,299	165,570	-4.4%
Iceland	1,365	947	+44.1%	15,092	16,498	-8.5%
Ireland	1,461	1,696	-13.9%	186,087	177,835	+4.6%
Italy	196,719	194,849	+1.0%	2,342,759	2,214,044	+5.8%
Latvia	2,687	2,725	-1.4%	30,547	22,761	+34.2%
Lithuania	2,179	1,243	+75.3%	19,822	13,004	+52.4%
Luxembourg	3,823	3,730	+2.5%	46,663	48,316	-3.4%
Norway	10,453	8,744	+19.5%	119,973	98,131	+22.3%
Poland	24,158	21,272	+13.6%	266,221	217,412	+22.5%
Portugal	15,922	14,702	+8.3%	186,569	181,075	+3.0%
Slovakia	6,133	5,945	+3.2%	65,060	60,937	+6.8%
Slovenia	5,121	4,422	+15.8%	61,192	55,156	+10.9%
Spain	130,607	135,135	-3.4%	1,465,910	1,491,238	-1.7%
Sweden	27,705	24,816	+11.6%	276,049	258,887	+6.6%
Switzerland	24,944	21,942	+13.7%	259,876	244,159	+6.4%
The Netherlands	37,814	35,084	+7.8%	494,268	469,958	+5.2%
Grand Total	1,240,548	1,248,373	-0.6%	14,581,668	14,479,454	+0.7%

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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

For further press information, please contact:

Peter Haynes at Automotive PR. Tel: +44 (0) 207 494 8056

Mob: +44 (0) 7738 883259

Email: phaynes@automotivepr.com