

PRESS RELEASE

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European new car market ends 2013 on a high

- **Strong sales increase European new car volumes in December by 12.7% year-on-year, the largest monthly increase in 2013**
- **The European new car market ended 2013 with full year sales down by just 1.7%**
- **Volkswagen Golf was the best-selling car in Europe in 2013**

According to the latest new car sales analysis from JATO Dynamics, the world's leading provider of automotive intelligence, annual new car sales in Europe improved significantly during the second half of 2013 to finish just 1.7% behind 2012 volumes. A strong final quarter, capped by the highest monthly increase of 2013 during December, helped to bring the year-on-year deficit down from 6.7% at the mid-year point in June 2013.

JATO's headline market analysis:

- *European new car volumes in 2013 were just 1.7% behind 2012 annual volumes*
- *Four consecutive monthly increases ended 2013 with December's improvement proving to be the largest monthly increase of the year*
- *Volkswagen retains title of Europe's best-selling brand for 2013*

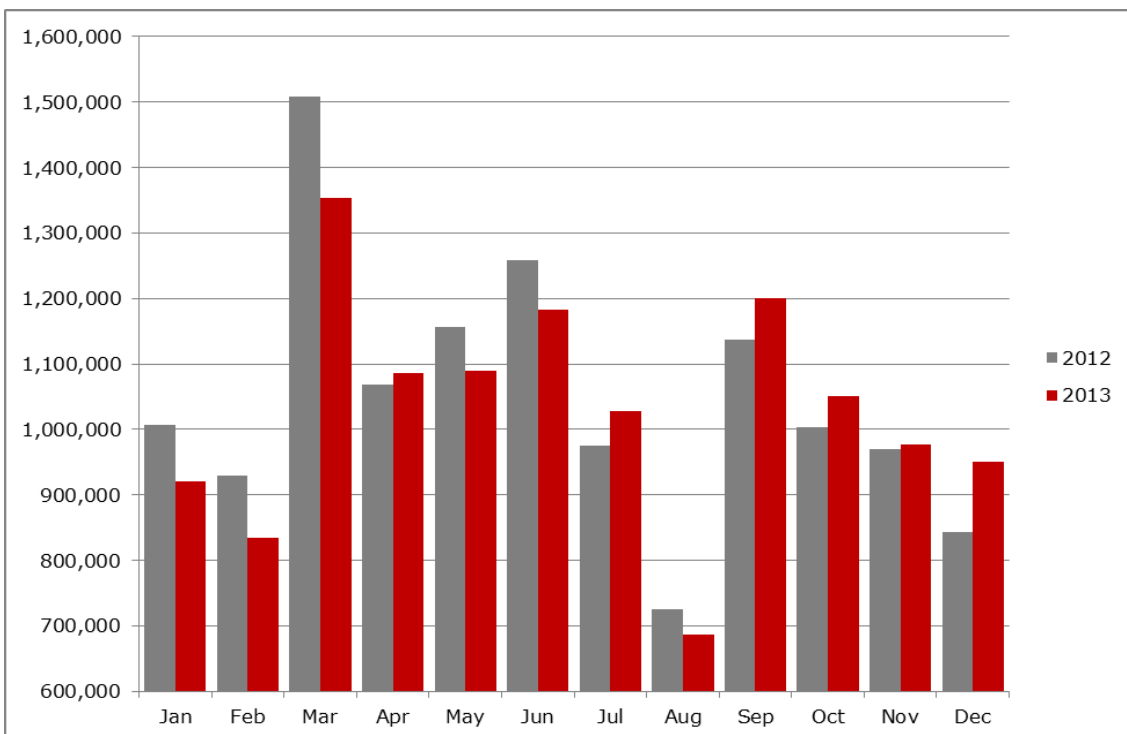
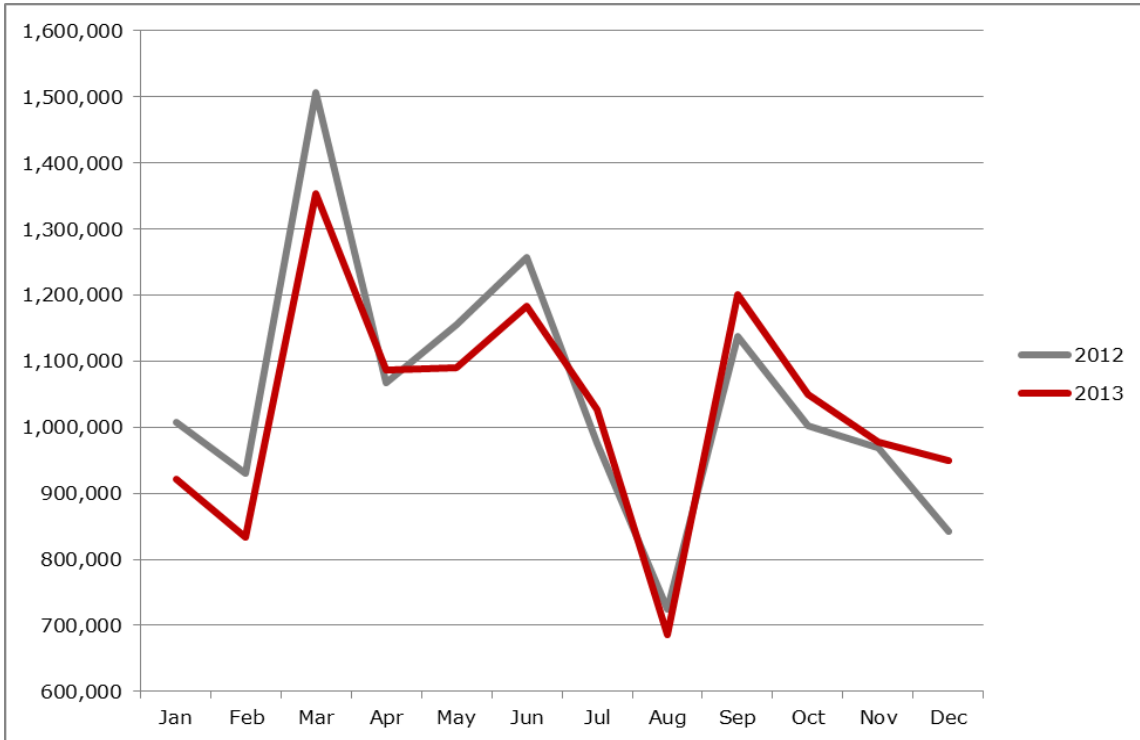
Finishing the year 220,000 units short of 2012 volumes, the European new car market reduced in size by 1.7% in 2013. Of the 30 markets analysed, 10 ended the year ahead of 2012 volumes.

Performance within the 'Big Five' markets was mixed, with France, Germany and Italy all decreasing in size in 2013, while Great Britain and Spain both increased. Great Britain posted the largest annual volume increase in Europe, growing by 220,128 units or 10.8% in 2013.

December saw the largest monthly increase in new car volumes in 2013, driven by large increases in France, Germany, Great Britain, Spain and the

Netherlands. Company car drivers were behind the increase in the Netherlands as they seek to avoid planned taxation changes for January 2014. Spain's volumes were in part affected by a VAT increase at the end of 2012 and enhanced in 2013 as customers took advantage of government incentives.

European Monthly Sales Volumes 2013 vs. 2012



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

Volkswagen ended 2013 as the best-selling brand in Europe. Despite a decrease in yearly volumes of 3.7%, Volkswagen retains a remarkable lead of 68.6% over the next best-selling brand in 2013. Ford finished the year in second and Opel/Vauxhall in third, however both these brands also ended the year down on 2012 volumes. Of the top 10 brands, Mercedes was the only brand to post an increase for 2013, up by 4.2%. Outside of the top 10, Dacia, Seat and Mazda also all increased annual volumes by 23.6%, 11.0% and 18.3% respectively.

During December, eight of the top 10 brands posted an increase for the month, five of which increased by 20% or more. Volkswagen again led the monthly top 10, followed by Renault and Ford.

Top 10 Brands

Make	Yr_13	Yr_12	% change Yr
VOLKSWAGEN	1,554,915	1,614,176	-3.7%
FORD	922,477	952,791	-3.2%
OPEL/VAUXHALL	822,981	835,711	-1.5%
RENAULT	803,166	816,845	-1.7%
PEUGEOT	741,939	796,217	-6.8%
AUDI	694,528	705,663	-1.6%
BMW	639,823	641,257	-0.2%
MERCEDES	622,769	597,931	+4.2%
CITROEN	603,080	674,551	-10.6%
FIAT	574,946	583,418	-1.5%

Make	Dec_13	Dec_12	% change Dec	Yr_13	Yr_12	% change Yr
VOLKSWAGEN	124,310	100,861	+23.2%	1,554,915	1,614,176	-3.7%
RENAULT	69,824	57,286	+21.9%	803,166	816,845	-1.7%
FORD	65,922	54,924	+20.0%	922,477	952,791	-3.2%
OPEL/VAUXHALL	64,670	53,157	+21.7%	822,981	835,711	-1.5%
PEUGEOT	55,331	51,014	+8.5%	741,939	796,217	-6.8%
BMW	50,933	53,423	-4.7%	639,823	641,257	-0.2%
AUDI	46,338	39,770	+16.5%	694,528	705,663	-1.6%
CITROEN	44,482	41,052	+8.4%	603,080	674,551	-10.6%
MERCEDES	44,125	44,487	-0.8%	622,769	597,931	+4.2%
SKODA	43,028	35,243	+22.1%	513,182	494,258	+3.8%

With a clear lead over the market, the Volkswagen Golf retains the title of best-selling car in Europe for 2013, ending the year with a commanding 60.1% advantage over the next best-selling model, the Ford Fiesta. The Fiesta was the best-selling B-segment model in 2013, despite an annual fall in volumes of 4.1%.

The Renault Clio ended 2013 in third place, with an increase of 17.6% for the year, while both the Peugeot 208 and BMW 3 Series, achieved increases in 2013 also. With annual volumes up 49.3% and 14.8%, the models finished in sixth and ninth respectively.

Also making strong progress throughout 2013 was the Mercedes A-Class, Dacia Sandero, Toyota Auris, Seat Leon, Fiat 500L, Volvo V40 and Opel/Vauxhall Mokka. All of these models saw annual volumes increase by 70% or more in 2013.

Top 10 Models

Make & Model	Yr_13	Yr_12	% change Yr
VOLKSWAGEN GOLF	470,229	431,754	+8.9%
FORD FIESTA	293,663	306,308	-4.1%
RENAULT CLIO	287,111	244,076	+17.6%
VOLKSWAGEN POLO	266,994	287,639	-7.2%
OPEL/VAUXHALL CORSA	239,814	265,070	-9.5%
PEUGEOT 208	239,102	160,150	+49.3%
FORD FOCUS	224,232	241,728	-7.2%
NISSAN QASHQAI	202,593	208,049	-2.6%
BMW 3 SERIES	201,224	175,299	+14.8%
OPEL/VAUXHALL ASTRA	194,683	230,237	-15.4%

Make & Model	Dec_13	Dec_12	% change Dec	Yr_13	Yr_12	% change Yr
VOLKSWAGEN GOLF	37,066	22,630	+63.8%	470,229	431,754	+8.9%
RENAULT CLIO	23,767	18,376	+29.3%	287,111	244,076	+17.6%
FORD FIESTA	21,897	16,406	+33.5%	293,663	306,308	-4.1%
VOLKSWAGEN POLO	21,545	18,115	+18.9%	266,994	287,639	-7.2%
OPEL/VAUXHALL CORSA	17,962	15,267	+17.7%	239,814	265,070	-9.5%
FORD FOCUS	15,837	15,050	+5.2%	224,232	241,728	-7.2%
SKODA OCTAVIA	15,766	10,325	+52.7%	169,666	176,736	-4.0%
PEUGEOT 208	15,481	19,445	-20.4%	239,102	160,150	+49.3%
BMW 3 SERIES	14,597	15,151	-3.7%	201,224	175,299	+14.8%
OPEL/VAUXHALL ASTRA	13,671	15,286	-10.6%	194,683	230,237	-15.4%

Gareth Hession, Vice President of Research at JATO Dynamics, commented: "2013 started out looking like another bleak year for the European new car market, but a strong second half to the year showed promise. Although we see an overall annual deficit of 1.7% for 2013, it is worth remembering that six of these months showed growth. There have now been four consecutive months of growth, culminating in the largest single monthly increase in December 2013. If this trend continues, 2014 could prove to be a promising year for the industry."

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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	Dec_13	Dec_12	% change Dec	Yr_13	Yr_12	% change Yr
Austria	20,831	18,421	+13.1%	319,035	336,010	-5.1%
Belgium	25,081	22,319	+12.4%	486,065	486,732	-0.1%
Croatia	1,780	1,316	+35.3%	27,909	31,326	-10.9%
Cyprus*	530	569	-6.9%	6,241	10,098	-38.2%
Czech Republic	14,539	12,784	+13.7%	164,733	173,988	-5.3%
Denmark	14,255	10,702	+33.2%	182,113	170,630	+6.7%
Estonia	1,002	1,043	-3.9%	19,792	19,424	+1.9%
Finland	5,902	6,414	-8.0%	103,301	111,170	-7.1%
France	175,319	160,314	+9.4%	1,790,456	1,898,771	-5.7%
Germany	215,320	204,331	+5.4%	2,952,431	3,082,504	-4.2%
Great Britain	152,918	123,557	+23.8%	2,264,737	2,044,609	+10.8%
Greece	4,248	3,641	+16.7%	58,662	58,296	+0.6%
Hungary	5,047	5,091	-0.9%	56,427	53,479	+5.5%
Iceland	290	544	-46.7%	7,274	7,930	-8.3%
Ireland	212	316	-32.9%	74,303	79,498	-6.5%
Italy	89,519	88,846	+0.8%	1,309,793	1,411,724	-7.2%
Latvia	818	796	+2.8%	10,636	10,665	-0.3%
Lithuania	929	842	+10.3%	12,061	12,165	-0.9%
Luxembourg	2,555	3,072	-16.8%	46,624	50,398	-7.5%
Norway	11,405	9,377	+21.6%	143,921	139,373	+3.3%
Poland	26,435	21,064	+25.5%	290,046	272,636	+6.4%
Portugal*	9,378	6,363	+47.4%	106,725	95,367	+11.9%
Romania	5,324	5,345	-0.4%	67,355	72,177	-6.7%
Serbia*	1,531	1,518	+0.9%	20,272	21,889	-7.4%
Slovakia*	5,523	5,074	+8.8%	64,873	69,300	-6.4%
Slovenia	2,599	2,489	+4.4%	50,878	48,648	+4.6%
Spain	61,738	52,675	+17.2%	726,171	701,168	+3.6%
Sweden	26,423	27,108	-2.5%	269,599	279,899	-3.7%
Switzerland	29,493	28,524	+3.4%	305,082	325,890	-6.4%
The Netherlands	39,159	18,306	+113.9%	420,724	502,514	-16.3%
Grand Total	950,103	842,761	+12.7%	12,358,239	12,578,278	-1.7%

NOTE: * denotes estimated volumes for December 2013