PRESS RELEASE

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SUV REGISTRATIONS SET A RECORD: ACCOUNTING FOR 1 IN 4 CARS SOLD IN EUROPE IN 2016

- **European car registration volume at second-highest point since 2007**
- **The market was boosted by the launch of additional SUVs and higher demand for premium brands**
- **Volkswagen Golf maintained its position as Europe's most popular car model**

The European car industry boomed in 2016 - with new car registrations for the year totalling 15.14 million units, a 6.5% increase when compared to 2015. This is the second highest volume seen since 2007 when total registrations exceeded 16 million units, demonstrating that the market is proving resilient in the face of the geopolitical events of 2016 which have rocked consumer confidence.

The results show that the continuing SUV boom was the overwhelming trend of the year, with registrations growing by 21.4% - increasing from 3.2 million units registered in 2015 to 3.9 million last year. In contrast, the traditional segments grew by just 2.2%. In fact, European consumer preferences shifted further towards SUVs, and away from hatchbacks, sedans, station wagons and MPVs. SUVs accounted for more than a quarter of total registrations at 25.6%, an increase in market share of 3.1 percentage points when compared to 2015. In contrast, MPVs lost 0.9 percentage points, with its market share falling to 9.5%, whilst subcompacts lost 0.8 percentage points and accounted for 21.2% of the market.

In a show of resilience, Volkswagen Group maintained its lead of the market, and despite 2016 being one of its most challenging years ever - the German car maker still managed to increase its registrations by 3.3%. The overall market grew by 6.5%, meaning that Volkswagen Group's market share fell from 24.8% in 2015 to 24.0% last year. This was the highest market share decrease of all car groups. In contrast, FCA, Daimler, Renault-Nissan and Tata Group all increased their market share, thanks to their wider SUV ranges and the increase in sales seen in Southern European markets. As other manufacturers gain ground, Volkswagen Group will need to work hard to maintain its position as Europe's leading manufacturer.

EUROPE-29 FULL-YEAR 2016 VOLUME BY COUNTRIES

	2016	2015	Var. 15-16	Dec/16	Dec/15	Var. Dec 15-16
Austria	329,603	308,555	+6.8%	25,662	22,832	+12.4%
Belgium	539,521	501,066	+7.7%	33,525	32,741	+2.4%
Croatia	43,015	34,852	+23.4%	3,383	1,885	+79.5%
Cyprus+	11,054	9,181	+20.4%	1,094	907	+20.6%
Czech Rep.	259,737	230,916	+12.5%	21,913	19,771	+10.8%
Denmark	222,961	207,580	+7.4%	19,345	18,459	+4.8%
Estonia	22,997	21,033	+9.3%	1,381	1,355	+1.9%
Finland	118,887	108,786	+9.3%	8,150	7,927	+2.8%
France	2,012,338	1,916,642	+5.0%	194,025	183,667	+5.6%
Germany	3,351,608	3,206,043	+4.5%	256,533	247,355	+3.7%
Greece	78,790	75,503	+4.4%	4,764	6,812	-30.1%
Hungary	96,666	77,418	+24.9%	9,756	7,108	+37.3%
Ireland	146,674	124,945	+17.4%	499	342	+45.9%
Italy*	1,845,999	1,590,361	+16.1%	128,961	112,067	+15.1%
Latvia	16,357	13,766	+18.8%	1,141	1,060	+7.6%
Lithuania	20,284	17,071	+18.8%	1,414	1,206	+17.2%
Luxembourg	50,561	46,473	+8.8%	3,065	2,636	+16.3%
Netherlands	384,387	451,838	-14.9%	35,667	69,065	-48.4%
Norway	156,740	152,630	+2.7%	13,705	13,092	+4.7%
Poland	416,092	354,920	+17.2%	43,721	37,349	+17.1%
Portugal	207,383	178,562	+16.1%	17,000	13,146	+29.3%
Romania*	94,919	81,162	+17.0%	9,331	8,739	+6.8%
Serbia	23,398	20,004	+17.0%	2,174	1,906	+14.1%
Slovakia	87,901	77,302	+13.7%	8,007	7,149	+12.0%
Slovenia	63,674	59,450	+7.1%	4,078	3,433	+18.8%
Spain	1,159,742	1,046,308	+10.8%	98,341	89,858	+9.4%
Sweden	372,318	345,108	+7.9%	37,281	33,540	+11.2%
Switzerland	314,934	321,625	-2.1%	34,854	32,065	+8.7%
UK	2,692,786	2,633,503	+2.3%	178,022	180,077	-1.1%

+ Forecast by JATO * Forecast by LMCA

2016

Europe-29	15,141,326
Var. Y-o-Y	+6.5%
Big 5	11,062,473
Var. Y-o-Y	+6.4%

DEC/16

Europe-29	1,196,792
Var. Y-o-Y	+3.4%
Big 5	855,882
Var. Y-o-Y	+5.3%

SAAR

Europe-29	16,291,085

“2016 was a great year for the industry, with the second highest volume of registrations since 2007. European car registrations have shown good momentum, with 27 out of 29 markets in Europe recording positive growth last year, and 14 of those markets posting double-digit increases. I believe car makers are now better prepared to face the challenging times ahead,” said Felipe Munoz, JATO’s Global Automotive Analyst.

TOP SELLING BRANDS

	2016	Var. 15-16	Dec/16	Var. Dec 15-16
VOLKSWAGEN	1,714,646	-0.5%	133,368	-0.3%
RENAULT	1,101,400	+12.9%	112,953	+15.5%
FORD	1,056,115	+1.5%	77,682	-4.8%
OPEL/VAUXHALL	991,172	+5.5%	72,484	+1.9%
PEUGEOT	865,426	+1.1%	65,353	-14.7%
MERCEDES	845,178	+13.9%	68,835	+15.7%
AUDI	830,364	+8.3%	61,296	+19.7%
BMW	820,505	+9.9%	68,245	-1.5%
FIAT	731,980	+13.1%	53,585	+12.0%
SKODA	663,467	+7.3%	52,334	+14.5%
TOYOTA	600,993	+7.1%	49,207	+7.2%
NISSAN	550,510	-1.2%	42,146	+3.5%
CITROEN	543,798	-1.2%	37,632	-9.7%
HYUNDAI	502,773	+7.6%	38,477	-5.4%
KIA	434,174	+12.4%	27,239	+10.4%
DACIA	419,466	+10.2%	37,496	+6.7%
SEAT	350,203	+3.8%	26,882	+7.2%
VOLVO	290,388	+1.6%	30,016	-13.4%
MAZDA	235,879	+11.8%	16,154	+0.5%
MINI	209,451	+11.3%	17,887	-2.4%
SUZUKI	202,145	+12.4%	16,349	+22.5%
LAND ROVER	167,382	+18.8%	11,857	+0.6%
HONDA	159,394	+21.4%	10,547	+3.5%
MITSUBISHI	116,669	-11.9%	9,465	-26.9%
SMART	105,608	+9.6%	8,878	+25.2%
JEEP	104,672	+19.3%	8,229	+10.7%
PORSCHE	71,322	+4.3%	5,927	+64.5%
LANCIA	67,199	+9.2%	4,465	+1.5%
JAGUAR	67,182	+70.1%	5,023	+43.7%
ALFA ROMEO	66,256	+16.5%	6,155	+42.9%
DS	65,664	-12.7%	3,855	-40.6%
LEXUS	44,455	+12.7%	3,536	-8.4%
SUBARU	38,471	-2.5%	3,209	-4.6%
SSANGYONG	19,234	+35.1%	1,273	+4.3%
TESLA	16,120	-3.5%	2,732	-12.7%
ABARTH	15,749	+41.5%	1,537	+50.5%
INFINITI	13,563	+151.2%	947	+158.0%
MASERATI	7,913	+30.1%	918	+191.4%
MG	4,194	+32.8%	367	+29.7%
LADA	3,951	+81.0%	330	+94.1%
BENTLEY	3,616	+49.0%	351	+119.4%
FERRARI	2,866	+8.2%	135	+53.4%
CHEVROLET	1,713	-30.2%	130	+4.8%
ASTON MARTIN	1,509	-7.4%	169	+67.3%
BOLLORE	944	-20.7%	2	-97.6%
LAMBORGHINI	914	+19.3%	38	+123.5%
LOTUS	888	+6.9%	76	+90.0%
ROLLS-ROYCE	814	+38.9%	82	+115.8%
ALPINA	767	+2.8%	62	+6.9%
CADILLAC	731	+30.8%	49	-39.5%

TOP 10 CAR GROUPS MARKET SHARE

	2016
VW Group	24.00%
Renault-Nissan	13.80%
PSA	9.74%
Ford	6.98%
BMW Group	6.81%
FCA	6.57%
GM	6.56%
Daimler	6.28%
Hyundai-Kia	6.19%
Toyota	4.26%

TOP 5 MKT SHARES WINNERS & LOSERS

MARKET SHARE % POINTS CHANGE

FCA	+0.44
Daimler	+0.38
Renault-Nissan	+0.28
Tata Group	+0.28
BMW Group	+0.23
Geely	-0.09
Mitsubishi	-0.16
Ford	-0.34
PSA	-0.68
VW Group	-0.74

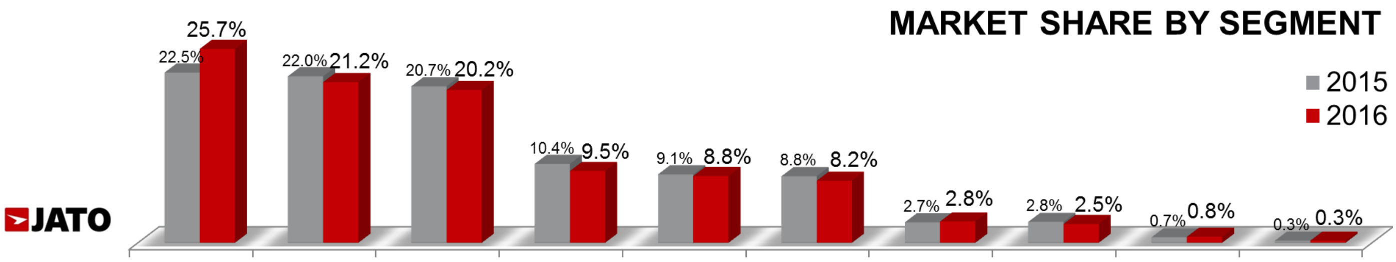
Regarding the performance of brands in 2016, Munoz said "The challenges seen by VW benefitted mainstream brands such as Renault and Fiat. The premium brands also performed very well, increasing their market share by almost 1 percentage point from 23.0% in 2015 to 23.8% last year."

TOP SELLING MODELS

	2016	Var. 15-16	Dec/16	Var. Dec 15-16
GOLF	492,952	-7.8%	37,488	-6.4%
CLIO	315,115	+3.0%	32,018	+11.6%
POLO	308,561	+1.9%	22,801	-1.4%
FIESTA	300,528	-4.4%	22,942	+0.7%
CORSA	264,844	-1.9%	17,406	-11.6%
ASTRA	253,483	+29.6%	21,536	+31.3%
208	249,047	+8.0%	18,143	-4.9%
QASHQAI	234,340	+0.9%	17,853	+3.3%
OCTAVIA	230,255	+5.6%	18,517	+15.0%
CAPTUR	217,105	+11.1%	19,776	+14.7%
FOCUS	214,435	-8.5%	16,370	-1.7%
PASSAT	208,575	-8.4%	17,572	-14.1%
308	195,653	-9.1%	13,320	-51.1%
YARIS	193,969	+5.2%	14,391	+7.5%
PANDA	191,617	+10.5%	13,252	+4.0%
A3	190,660	-4.5%	13,281	-0.8%
500	183,730	+1.8%	13,487	+5.3%
TIGUAN	180,198	+21.3%	18,603	+55.9%
FABIA	177,301	+9.8%	13,819	+15.2%
C-CLASS	176,551	+1.8%	13,721	+10.2%
2008	176,349	+13.5%	13,785	+12.3%
SANDERO	170,300	+13.9%	13,025	-6.8%
MOKKA	164,682	+0.5%	13,052	+6.1%
A4	163,491	+31.1%	10,685	+50.7%
TUCSON	154,009	+304.8%	11,589	+27.4%
MEGANE	149,051	+20.3%	18,982	+92.7%
LEON	144,740	+1.8%	9,046	-20.1%
SERIES 3	143,945	+0.3%	11,164	-9.9%
A-CLASS	142,722	+18.5%	11,415	+22.9%
DUSTER	141,299	+11.6%	13,108	+14.9%
SPORTAGE	139,097	+31.4%	7,737	+14.2%
MINI	135,875	-0.3%	11,681	-4.7%
C3	134,560	+8.3%	12,170	+30.8%
SERIES 1	132,588	+1.0%	13,258	-1.0%
AURIS	129,795	-0.9%	10,486	-27.9%
KADJAR	128,737	+161.1%	12,114	+8.8%
IBIZA	121,423	+2.5%	7,973	-4.3%
KUGA	119,729	+16.5%	7,940	-11.9%
TOURAN	111,881	+51.3%	7,439	-8.5%
C4 PICASSO/GRAND	106,326	-4.8%	6,555	-22.6%
500X	106,226	+41.9%	8,113	-9.7%
SERIES 2 A/G TOURER	102,188	+18.5%	7,482	-4.2%
I20	99,785	+9.3%	8,078	+23.6%
E-CLASS	99,517	+17.2%	8,202	+44.7%
UP	98,222	-7.5%	6,565	-17.2%
JUKE	98,210	-4.5%	7,932	+0.5%
X1	97,044	+130.3%	9,289	+23.4%
A1	96,710	+5.3%	6,273	-4.8%
A6	93,805	-2.0%	6,236	-7.4%
Q3	92,671	+12.4%	6,419	+16.4%

The Golf maintained its lead but lost ground in the model ranking. The Opel/Vauxhall Astra, Renault Captur, Fiat Panda, VW Tiguan and Peugeot 2008 also performed well. The highest market share gains were posted by the Hyundai Tucson, Renault Kadjar and Fiat Tipo.

SEGMENTS



	SUV	B	C	MPV	D	A	VAN	E	SPORT	F
Volume	3,880,618	3,213,813	3,056,002	1,436,165	1,336,751	1,240,315	425,185	374,984	119,573	41,570
Change 15 vs 16	**+21.4%**	**+2.7%**	**+4.0%**	**-3.1%**	**+4.0%**	**-0.7%**	**+10.9%**	**-4.4%**	**+16.7%**	**+6.1%**

-Ends-

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More insights:

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.

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