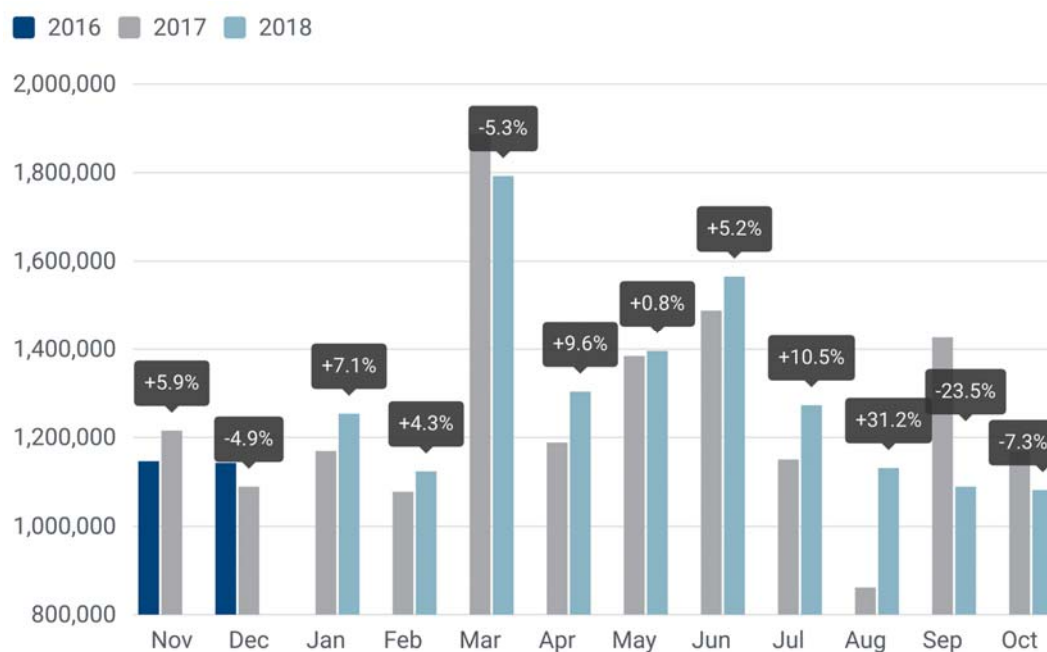


## NEW PASSENGER CAR REGISTRATIONS EUROPEAN UNION<sup>1</sup>



### Passenger car registrations: +1.6% 10 months into 2018; -7.3% in October

**In October 2018**, registrations of new passenger cars continued to decline across the European Union (-7.3%), although at a more moderate pace than in September. The main cause is still the introduction of the new WLTP emissions test on 1 September, which resulted in an exceptional surge in registrations over the summer. As a result, demand for new cars fell in most EU countries last month, including the five major markets.

**From January to October 2018**, EU demand for passenger cars went up by 1.6% compared to one year ago. Looking at the five biggest car markets, Spain (+10.0%) saw the highest growth rates, followed by France (+5.7%) and Germany (+1.4%). By contrast, registrations declined in Italy (-3.2%) and the United Kingdom (-7.2%).

<sup>1</sup> Data for Malta not available on a monthly basis

# P R E S S   R E L E A S E

## PROVISIONAL

### NEW PASSENGER CAR REGISTRATIONS BY MARKET EUROPEAN UNION<sup>1</sup>

15/11/2018

|                       | October<br>'18   | October<br>'17   | %Change<br>18/17 | Jan - Oct<br>'18  | Jan - Oct<br>'17  | %Change<br>18/17 |
|-----------------------|------------------|------------------|------------------|-------------------|-------------------|------------------|
| AUSTRIA               | 22,513           | 28,244           | -20.3            | 298,271           | 298,122           | +0.05            |
| BELGIUM               | 36,894           | 43,500           | -15.2            | 492,616           | 478,841           | +2.9             |
| BULGARIA              | 2,562            | 3,000            | -14.6            | 29,005            | 25,098            | +15.6            |
| CROATIA               | 3,978            | 3,604            | +10.4            | 54,060            | 44,885            | +20.4            |
| CYPRUS                | 997              | 1,044            | -4.5             | 11,393            | 11,377            | +0.1             |
| CZECH REPUBLIC        | 19,704           | 23,192           | -15.0            | 227,488           | 228,703           | -0.5             |
| DENMARK               | 16,674           | 18,564           | -10.2            | 186,718           | 187,267           | -0.3             |
| ESTONIA               | 1,724            | 2,031            | -15.1            | 22,243            | 20,998            | +5.9             |
| FINLAND               | 7,935            | 8,752            | -9.3             | 105,670           | 100,848           | +4.8             |
| FRANCE                | 173,798          | 176,492          | -1.5             | 1,836,480         | 1,737,371         | +5.7             |
| GERMANY               | 252,628          | 272,855          | -7.4             | 2,926,046         | 2,884,676         | +1.4             |
| GREECE                | 7,125            | 6,306            | +13.0            | 91,201            | 76,164            | +19.7            |
| HUNGARY               | 10,923           | 10,363           | +5.4             | 115,539           | 93,064            | +24.2            |
| IRELAND               | 1,700            | 1,943            | -12.5            | 124,786           | 130,491           | -4.4             |
| ITALY                 | 146,655          | 158,417          | -7.4             | 1,638,364         | 1,692,767         | -3.2             |
| LATVIA                | 1,309            | 1,413            | -7.4             | 14,798            | 14,115            | +4.8             |
| LITHUANIA             | 2,823            | 2,316            | +21.9            | 27,151            | 21,475            | +26.4            |
| LUXEMBOURG            | 4,298            | 4,670            | -8.0             | 46,667            | 45,542            | +2.5             |
| NETHERLANDS           | 30,079           | 36,443           | -17.5            | 389,444           | 359,372           | +8.4             |
| POLAND                | 39,908           | 40,507           | -1.5             | 443,251           | 395,968           | +11.9            |
| PORTUGAL              | 13,956           | 15,898           | -12.2            | 196,652           | 187,450           | +4.9             |
| ROMANIA               | 6,736            | 10,036           | -32.9            | 110,331           | 88,805            | +24.2            |
| SLOVAKIA              | 8,071            | 8,446            | -4.4             | 83,792            | 79,781            | +5.0             |
| SLOVENIA              | 5,548            | 6,446            | -13.9            | 64,000            | 60,561            | +5.7             |
| SPAIN                 | 88,410           | 94,676           | -6.6             | 1,131,081         | 1,027,818         | +10.0            |
| SWEDEN                | 23,088           | 32,112           | -28.1            | 304,916           | 311,951           | -2.3             |
| UNITED KINGDOM        | 153,599          | 158,192          | -2.9             | 2,064,419         | 2,224,603         | -7.2             |
| <b>EUROPEAN UNION</b> | <b>1,083,635</b> | <b>1,169,462</b> | <b>-7.3</b>      | <b>13,036,382</b> | <b>12,828,113</b> | <b>+1.6</b>      |
| EU15 <sup>2</sup>     | 979,352          | 1,057,064        | -7.4             | 11,833,331        | 11,743,283        | +0.8             |
| EU12 <sup>3</sup>     | 104,283          | 112,398          | -7.2             | 1,203,051         | 1,084,830         | +10.9            |
| ICELAND               | 804              | 1,114            | -27.8            | 16,772            | 19,346            | -13.3            |
| NORWAY                | 11,655           | 12,472           | -6.6             | 123,155           | 128,830           | -4.4             |
| SWITZERLAND           | 22,788           | 24,724           | -7.8             | 248,074           | 256,207           | -3.2             |
| EFTA                  | 35,247           | 38,310           | -8.0             | 388,001           | 404,383           | -4.1             |
| EU + EFTA             | 1,118,882        | 1,207,772        | -7.4             | 13,424,383        | 13,232,496        | +1.5             |
| EU15 + EFTA           | 1,014,599        | 1,095,374        | -7.4             | 12,221,332        | 12,147,666        | +0.6             |

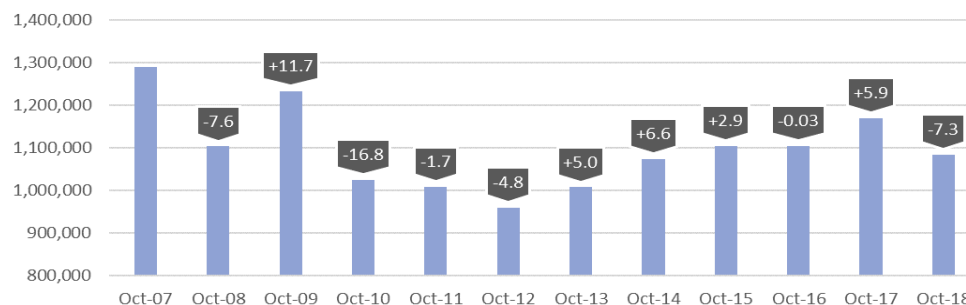
SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

<sup>1</sup> Data for Malta n.a.

<sup>2</sup> Member States before the 2004 enlargement

<sup>3</sup> Member States having joined the EU since 2004

New passenger car registrations in the EU - month trend | 2007-2018



Next press release: Friday 14 December 2018

This information is available on the ACEA website: <http://www.acea.be>

# PRESS RELEASE

## PROVISIONAL

### NEW PASSENGER CAR REGISTRATIONS BY MANUFACTURER<sup>1</sup>

#### EUROPEAN UNION (EU)

15/11/2018

|                                | October             |             |                |                |              | January - October   |             |                  |                  |              |
|--------------------------------|---------------------|-------------|----------------|----------------|--------------|---------------------|-------------|------------------|------------------|--------------|
|                                | %Share <sup>2</sup> |             | Units          | Units          | %Change      | %Share <sup>2</sup> |             | Units            | Units            | %Change      |
|                                | '18                 | '17         | '18            | '17            | 18/17        | '18                 | '17         | '18              | '17              | 18/17        |
| <b>VW Group</b>                | <b>20.8</b>         | <b>24.5</b> | <b>225,415</b> | <b>287,052</b> | <b>-21.5</b> | <b>23.9</b>         | <b>23.6</b> | <b>3,117,936</b> | <b>3,029,215</b> | <b>+2.9</b>  |
| VOLKSWAGEN                     | 10.2                | 11.1        | 110,418        | 129,599        | -14.8        | 11.1                | 10.8        | 1,453,522        | 1,387,689        | +4.7         |
| AUDI                           | 2.7                 | 5.5         | 29,543         | 64,114         | -53.9        | 4.8                 | 5.3         | 621,275          | 683,201          | -9.1         |
| SKODA                          | 5.1                 | 4.7         | 54,819         | 54,868         | -0.1         | 4.6                 | 4.4         | 596,498          | 568,989          | +4.8         |
| SEAT                           | 2.6                 | 2.8         | 28,607         | 33,135         | -13.7        | 2.9                 | 2.5         | 382,408          | 326,972          | +17.0        |
| PORSCHE                        | 0.2                 | 0.4         | 1,781          | 4,963          | -64.1        | 0.5                 | 0.5         | 60,242           | 58,361           | +3.2         |
| OTHERS <sup>3</sup>            | 0.0                 | 0.0         | 247            | 373            | -33.8        | 0.0                 | 0.0         | 3,991            | 4,003            | -0.3         |
| <b>PSA Group</b>               | <b>17.4</b>         | <b>16.2</b> | <b>188,151</b> | <b>189,476</b> | <b>-0.7</b>  | <b>16.2</b>         | <b>11.6</b> | <b>2,117,493</b> | <b>1,488,666</b> | <b>+42.2</b> |
| PEUGEOT                        | 7.2                 | 6.5         | 78,187         | 76,493         | +2.2         | 6.3                 | 5.9         | 819,540          | 759,606          | +7.9         |
| OPEL/VAUXHALL <sup>4</sup>     | 5.8                 | 5.7         | 62,311         | 66,776         | -6.7         | 5.8                 | 1.6         | 750,637          | 210,760          | +256.2       |
| CITROEN                        | 4.1                 | 3.7         | 44,881         | 43,079         | +4.2         | 3.9                 | 3.7         | 508,918          | 480,056          | +6.0         |
| DS                             | 0.3                 | 0.3         | 2,772          | 3,128          | -11.4        | 0.3                 | 0.3         | 38,398           | 38,244           | +0.4         |
| <b>RENAULT Group</b>           | <b>9.7</b>          | <b>10.6</b> | <b>105,519</b> | <b>124,044</b> | <b>-14.9</b> | <b>10.6</b>         | <b>10.3</b> | <b>1,381,602</b> | <b>1,322,721</b> | <b>+4.5</b>  |
| RENAULT                        | 6.2                 | 7.6         | 67,706         | 89,013         | -23.9        | 7.2                 | 7.3         | 940,186          | 934,238          | +0.6         |
| DACIA                          | 3.4                 | 3.0         | 37,371         | 34,562         | +8.1         | 3.3                 | 3.0         | 435,571          | 384,235          | +13.4        |
| LADA                           | 0.0                 | 0.0         | 327            | 468            | -30.1        | 0.0                 | 0.0         | 4,464            | 4,247            | +5.1         |
| ALPINE                         | 0.0                 | 0.0         | 115            | 1              | ∞            | 0.0                 | 0.0         | 1,381            | 1                | ∞            |
| <b>FCA Group</b>               | <b>6.0</b>          | <b>6.4</b>  | <b>64,571</b>  | <b>74,727</b>  | <b>-13.6</b> | <b>6.7</b>          | <b>7.0</b>  | <b>875,000</b>   | <b>892,002</b>   | <b>-1.9</b>  |
| FIAT                           | 4.2                 | 4.6         | 45,545         | 53,881         | -15.5        | 4.7                 | 5.3         | 618,081          | 675,186          | -8.5         |
| JEEP                           | 1.0                 | 0.8         | 10,441         | 9,362          | +11.5        | 1.1                 | 0.7         | 138,060          | 85,573           | +61.3        |
| ALFA ROMEO                     | 0.3                 | 0.5         | 3,505          | 6,219          | -43.6        | 0.5                 | 0.5         | 71,384           | 69,648           | +2.5         |
| LANCIA/CHRYSLER                | 0.4                 | 0.4         | 4,483          | 4,504          | -0.5         | 0.3                 | 0.4         | 39,926           | 53,778           | -25.8        |
| OTHERS <sup>5</sup>            | 0.1                 | 0.1         | 597            | 761            | -21.6        | 0.1                 | 0.1         | 7,549            | 7,817            | -3.4         |
| <b>FORD</b>                    | <b>7.1</b>          | <b>6.6</b>  | <b>76,501</b>  | <b>77,041</b>  | <b>-0.7</b>  | <b>6.4</b>          | <b>6.7</b>  | <b>839,223</b>   | <b>853,073</b>   | <b>-1.6</b>  |
| <b>BMW Group</b>               | <b>7.6</b>          | <b>6.1</b>  | <b>81,983</b>  | <b>71,630</b>  | <b>+14.5</b> | <b>6.3</b>          | <b>6.4</b>  | <b>827,569</b>   | <b>827,289</b>   | <b>+0.03</b> |
| BMW                            | 5.9                 | 4.8         | 63,654         | 56,258         | +13.1        | 5.0                 | 5.1         | 653,582          | 656,388          | -0.4         |
| MINI                           | 1.7                 | 1.3         | 18,329         | 15,372         | +19.2        | 1.3                 | 1.3         | 173,987          | 170,901          | +1.8         |
| <b>DAIMLER</b>                 | <b>7.6</b>          | <b>6.6</b>  | <b>82,785</b>  | <b>76,983</b>  | <b>+7.5</b>  | <b>6.0</b>          | <b>6.3</b>  | <b>782,483</b>   | <b>809,577</b>   | <b>-3.3</b>  |
| MERCEDES                       | 6.8                 | 5.9         | 73,806         | 68,461         | +7.8         | 5.4                 | 5.7         | 700,382          | 728,998          | -3.9         |
| SMART                          | 0.8                 | 0.7         | 8,979          | 8,522          | +5.4         | 0.6                 | 0.6         | 82,101           | 80,579           | +1.9         |
| <b>TOYOTA Group</b>            | <b>5.4</b>          | <b>4.7</b>  | <b>58,237</b>  | <b>55,005</b>  | <b>+5.9</b>  | <b>4.9</b>          | <b>4.6</b>  | <b>632,371</b>   | <b>595,711</b>   | <b>+6.2</b>  |
| TOYOTA                         | 5.1                 | 4.4         | 55,193         | 51,793         | +6.6         | 4.6                 | 4.4         | 594,065          | 559,080          | +6.3         |
| LEXUS                          | 0.3                 | 0.3         | 3,044          | 3,212          | -5.2         | 0.3                 | 0.3         | 38,306           | 36,631           | +4.6         |
| <b>HYUNDAI</b>                 | <b>3.7</b>          | <b>3.6</b>  | <b>39,721</b>  | <b>41,853</b>  | <b>-5.1</b>  | <b>3.5</b>          | <b>3.3</b>  | <b>454,822</b>   | <b>428,658</b>   | <b>+6.1</b>  |
| <b>NISSAN</b>                  | <b>2.4</b>          | <b>3.2</b>  | <b>26,443</b>  | <b>37,126</b>  | <b>-28.8</b> | <b>3.2</b>          | <b>3.7</b>  | <b>422,087</b>   | <b>478,452</b>   | <b>-11.8</b> |
| <b>KIA</b>                     | <b>3.7</b>          | <b>3.3</b>  | <b>39,910</b>  | <b>38,028</b>  | <b>+4.9</b>  | <b>3.2</b>          | <b>3.1</b>  | <b>417,698</b>   | <b>394,835</b>   | <b>+5.8</b>  |
| <b>VOLVO CAR CORP.</b>         | <b>2.3</b>          | <b>2.0</b>  | <b>25,446</b>  | <b>23,218</b>  | <b>+9.6</b>  | <b>1.9</b>          | <b>1.8</b>  | <b>250,710</b>   | <b>234,469</b>   | <b>+6.9</b>  |
| <b>JAGUAR LAND ROVER Group</b> | <b>1.5</b>          | <b>1.2</b>  | <b>16,169</b>  | <b>14,274</b>  | <b>+13.3</b> | <b>1.3</b>          | <b>1.4</b>  | <b>173,759</b>   | <b>184,368</b>   | <b>-5.8</b>  |
| LAND ROVER                     | 0.9                 | 0.9         | 9,782          | 10,228         | -4.4         | 0.8                 | 1.0         | 106,864          | 126,312          | -15.4        |
| JAGUAR                         | 0.6                 | 0.3         | 6,387          | 4,046          | +57.9        | 0.5                 | 0.5         | 66,895           | 58,056           | +15.2        |
| <b>HONDA</b>                   | <b>0.8</b>          | <b>0.8</b>  | <b>8,558</b>   | <b>8,998</b>   | <b>-4.9</b>  | <b>0.9</b>          | <b>0.9</b>  | <b>114,195</b>   | <b>115,619</b>   | <b>-1.2</b>  |
| <b>GM<sup>4</sup></b>          | <b>0.0</b>          | <b>0.0</b>  | <b>222</b>     | <b>156</b>     | <b>+42.3</b> | <b>0.0</b>          | <b>4.5</b>  | <b>2,653</b>     | <b>589,426</b>   | <b>-99.5</b> |

SOURCE: ACEA MEMBERS

<sup>1</sup> Includes data for ACEA members

<sup>2</sup> ACEA estimation based on total by market

<sup>3</sup> Includes Bentley, Lamborghini and Bugatti

<sup>4</sup> Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group

<sup>5</sup> Includes Dodge and Maserati

# PRESS RELEASE

## PROVISIONAL

### NEW PASSENGER CAR REGISTRATIONS BY MANUFACTURER<sup>1</sup>

#### EU + EFTA Countries

15/11/2018

|                                | October             |             |                |                |              | January - October   |             |                  |                  |              |
|--------------------------------|---------------------|-------------|----------------|----------------|--------------|---------------------|-------------|------------------|------------------|--------------|
|                                | %Share <sup>2</sup> |             | Units          | Units          | %Change      | %Share <sup>2</sup> |             | Units            | Units            | %Change      |
|                                | '18                 | '17         | '18            | '17            | 18/17        | '18                 | '17         | '18              | '17              | 18/17        |
| <b>VW Group</b>                | <b>20.9</b>         | <b>24.7</b> | <b>233,806</b> | <b>298,289</b> | <b>-21.6</b> | <b>24.0</b>         | <b>23.7</b> | <b>3,219,137</b> | <b>3,140,498</b> | <b>+2.5</b>  |
| VOLKSWAGEN                     | 10.2                | 11.2        | 114,340        | 134,864        | -15.2        | 11.2                | 10.9        | 1,498,260        | 1,437,684        | +4.2         |
| AUDI                           | 2.8                 | 5.5         | 31,274         | 66,487         | -53.0        | 4.8                 | 5.3         | 641,470          | 705,499          | -9.1         |
| SKODA                          | 5.1                 | 4.7         | 56,741         | 57,176         | -0.8         | 4.6                 | 4.5         | 618,773          | 593,931          | +4.2         |
| SEAT                           | 2.6                 | 2.8         | 29,199         | 34,136         | -14.5        | 2.9                 | 2.5         | 392,191          | 336,779          | +16.5        |
| PORSCHE                        | 0.2                 | 0.4         | 1,988          | 5,232          | -62.0        | 0.5                 | 0.5         | 64,165           | 62,290           | +3.0         |
| OTHERS <sup>3</sup>            | 0.0                 | 0.0         | 264            | 394            | -33.0        | 0.0                 | 0.0         | 4,278            | 4,315            | -0.9         |
| <b>PSA Group</b>               | <b>17.1</b>         | <b>16.0</b> | <b>190,790</b> | <b>193,095</b> | <b>-1.2</b>  | <b>16.0</b>         | <b>11.4</b> | <b>2,151,343</b> | <b>1,515,062</b> | <b>+42.0</b> |
| PEUGEOT                        | 7.1                 | 6.4         | 79,180         | 77,688         | +1.9         | 6.2                 | 5.8         | 832,360          | 772,976          | +7.7         |
| OPEL/VAUXHALL <sup>4</sup>     | 5.7                 | 5.7         | 63,379         | 68,413         | -7.4         | 5.7                 | 1.6         | 763,679          | 215,227          | +254.8       |
| CITROEN                        | 4.1                 | 3.6         | 45,423         | 43,809         | +3.7         | 3.8                 | 3.7         | 516,226          | 487,913          | +5.8         |
| DS                             | 0.3                 | 0.3         | 2,808          | 3,185          | -11.8        | 0.3                 | 0.3         | 39,078           | 38,946           | +0.3         |
| <b>RENAULT Group</b>           | <b>9.6</b>          | <b>10.4</b> | <b>107,358</b> | <b>125,710</b> | <b>-14.6</b> | <b>10.5</b>         | <b>10.2</b> | <b>1,404,258</b> | <b>1,345,331</b> | <b>+4.4</b>  |
| RENAULT                        | 6.2                 | 7.5         | 68,981         | 90,049         | -23.4        | 7.1                 | 7.2         | 954,815          | 949,189          | +0.6         |
| DACIA                          | 3.4                 | 2.9         | 37,929         | 35,192         | +7.8         | 3.3                 | 3.0         | 443,481          | 391,885          | +13.2        |
| LADA                           | 0.0                 | 0.0         | 327            | 468            | -30.1        | 0.0                 | 0.0         | 4,469            | 4,256            | +5.0         |
| ALPINE                         | 0.0                 | 0.0         | 121            | 1              | ∞            | ∞                   | ∞           | 1,493            | 1                | ∞            |
| <b>FCA Group</b>               | <b>5.9</b>          | <b>6.3</b>  | <b>66,217</b>  | <b>76,384</b>  | <b>-13.3</b> | <b>6.6</b>          | <b>6.9</b>  | <b>891,498</b>   | <b>907,932</b>   | <b>-1.8</b>  |
| FIAT                           | 4.1                 | 4.5         | 46,299         | 54,820         | -15.5        | 4.7                 | 5.2         | 626,208          | 684,329          | -8.5         |
| JEEP                           | 1.0                 | 0.8         | 10,914         | 9,724          | +12.2        | 1.1                 | 0.7         | 142,240          | 88,471           | +60.8        |
| ALFA ROMEO                     | 0.3                 | 0.5         | 3,837          | 6,482          | -40.8        | 0.6                 | 0.5         | 74,882           | 72,526           | +3.2         |
| LANCIA/CHRYSLER                | 0.4                 | 0.4         | 4,497          | 4,505          | -0.2         | 0.3                 | 0.4         | 39,959           | 53,801           | -25.7        |
| OTHERS <sup>5</sup>            | 0.1                 | 0.1         | 670            | 853            | -21.5        | 0.1                 | 0.1         | 8,209            | 8,805            | -6.8         |
| <b>BMW Group</b>               | <b>7.6</b>          | <b>6.2</b>  | <b>85,251</b>  | <b>75,042</b>  | <b>+13.6</b> | <b>6.4</b>          | <b>6.5</b>  | <b>863,005</b>   | <b>863,460</b>   | <b>-0.1</b>  |
| BMW                            | 5.9                 | 4.9         | 66,403         | 59,059         | +12.4        | 5.1                 | 5.2         | 683,362          | 687,114          | -0.5         |
| MINI                           | 1.7                 | 1.3         | 18,848         | 15,983         | +17.9        | 1.3                 | 1.3         | 179,643          | 176,346          | +1.9         |
| <b>FORD</b>                    | <b>7.0</b>          | <b>6.5</b>  | <b>78,003</b>  | <b>78,677</b>  | <b>-0.9</b>  | <b>6.4</b>          | <b>6.6</b>  | <b>855,916</b>   | <b>869,381</b>   | <b>-1.5</b>  |
| <b>DAIMLER</b>                 | <b>7.7</b>          | <b>6.6</b>  | <b>85,666</b>  | <b>79,651</b>  | <b>+7.6</b>  | <b>6.0</b>          | <b>6.4</b>  | <b>811,381</b>   | <b>842,158</b>   | <b>-3.7</b>  |
| MERCEDES                       | 6.8                 | 5.9         | 76,480         | 70,907         | +7.9         | 5.4                 | 5.7         | 727,366          | 759,518          | -4.2         |
| SMART                          | 0.8                 | 0.7         | 9,186          | 8,744          | +5.1         | 0.6                 | 0.6         | 84,015           | 82,640           | +1.7         |
| <b>TOYOTA Group</b>            | <b>5.4</b>          | <b>4.8</b>  | <b>60,541</b>  | <b>57,845</b>  | <b>+4.7</b>  | <b>4.9</b>          | <b>4.7</b>  | <b>657,369</b>   | <b>624,725</b>   | <b>+5.2</b>  |
| TOYOTA                         | 5.1                 | 4.5         | 57,359         | 54,487         | +5.3         | 4.6                 | 4.4         | 617,729          | 586,717          | +5.3         |
| LEXUS                          | 0.3                 | 0.3         | 3,182          | 3,358          | -5.2         | 0.3                 | 0.3         | 39,640           | 38,008           | +4.3         |
| <b>HYUNDAI</b>                 | <b>3.7</b>          | <b>3.6</b>  | <b>40,863</b>  | <b>42,881</b>  | <b>-4.7</b>  | <b>3.5</b>          | <b>3.3</b>  | <b>466,618</b>   | <b>440,348</b>   | <b>+6.0</b>  |
| <b>NISSAN</b>                  | <b>2.5</b>          | <b>3.2</b>  | <b>28,210</b>  | <b>38,201</b>  | <b>-26.2</b> | <b>3.3</b>          | <b>3.7</b>  | <b>439,288</b>   | <b>490,723</b>   | <b>-10.5</b> |
| <b>KIA</b>                     | <b>3.6</b>          | <b>3.2</b>  | <b>40,740</b>  | <b>38,978</b>  | <b>+4.5</b>  | <b>3.2</b>          | <b>3.1</b>  | <b>426,558</b>   | <b>403,902</b>   | <b>+5.6</b>  |
| <b>VOLVO CAR CORP.</b>         | <b>2.4</b>          | <b>2.1</b>  | <b>27,366</b>  | <b>24,813</b>  | <b>+10.3</b> | <b>2.0</b>          | <b>1.9</b>  | <b>266,967</b>   | <b>249,354</b>   | <b>+7.1</b>  |
| <b>JAGUAR LAND ROVER Group</b> | <b>1.5</b>          | <b>1.2</b>  | <b>17,020</b>  | <b>14,733</b>  | <b>+15.5</b> | <b>1.3</b>          | <b>1.4</b>  | <b>179,203</b>   | <b>188,741</b>   | <b>-5.1</b>  |
| LAND ROVER                     | 0.9                 | 0.9         | 10,097         | 10,526         | -4.1         | 0.8                 | 1.0         | 109,931          | 129,402          | -15.0        |
| JAGUAR                         | 0.6                 | 0.3         | 6,923          | 4,207          | +64.6        | 0.5                 | 0.4         | 69,272           | 59,339           | +16.7        |
| <b>HONDA</b>                   | <b>0.8</b>          | <b>0.8</b>  | <b>9,011</b>   | <b>9,561</b>   | <b>-5.8</b>  | <b>0.9</b>          | <b>0.9</b>  | <b>118,416</b>   | <b>120,485</b>   | <b>-1.7</b>  |
| <b>GM<sup>4</sup></b>          | <b>0.0</b>          | <b>0.0</b>  | <b>238</b>     | <b>197</b>     | <b>+20.8</b> | <b>0.0</b>          | <b>4.5</b>  | <b>2,966</b>     | <b>600,606</b>   | <b>-99.5</b> |

SOURCE: ACEA MEMBERS

<sup>1</sup> Includes data for ACEA members

<sup>2</sup> ACEA estimation based on total by market

<sup>3</sup> Includes Bentley, Lamborghini and Bugatti

<sup>4</sup> Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group

<sup>5</sup> Includes Dodge and Maserati

# PRESS RELEASE

## PROVISIONAL

### NEW PASSENGER CAR REGISTRATIONS BY MANUFACTURER<sup>1</sup>

#### WESTERN EUROPE (EU15 + EFTA Countries)

15/11/2018

|                                | October             |             |                |                |              | January - October   |             |                  |                  |              |
|--------------------------------|---------------------|-------------|----------------|----------------|--------------|---------------------|-------------|------------------|------------------|--------------|
|                                | %Share <sup>2</sup> |             | Units          | Units          | %Change      | %Share <sup>2</sup> |             | Units            | Units            | %Change      |
|                                | '18                 | '17         | '18            | '17            | 18/17        | '18                 | '17         | '18              | '17              | 18/17        |
| <b>VW Group</b>                | <b>19.7</b>         | <b>24.0</b> | <b>200,046</b> | <b>262,733</b> | <b>-23.9</b> | <b>23.3</b>         | <b>23.1</b> | <b>2,852,511</b> | <b>2,806,203</b> | <b>+1.7</b>  |
| VOLKSWAGEN                     | 10.2                | 11.2        | 103,405        | 123,121        | -16.0        | 11.2                | 10.9        | 1,374,035        | 1,325,557        | +3.7         |
| AUDI                           | 2.9                 | 5.8         | 29,207         | 63,619         | -54.1        | 5.0                 | 5.6         | 615,259          | 680,582          | -9.6         |
| SKODA                          | 3.7                 | 3.5         | 37,793         | 38,825         | -2.7         | 3.5                 | 3.5         | 432,120          | 421,829          | +2.4         |
| SEAT                           | 2.7                 | 2.9         | 27,672         | 31,735         | -12.8        | 3.0                 | 2.6         | 365,966          | 314,313          | +16.4        |
| PORSCHE                        | 0.2                 | 0.5         | 1,715          | 5,052          | -66.1        | 0.5                 | 0.5         | 61,089           | 59,756           | +2.2         |
| OTHERS <sup>3</sup>            | 0.0                 | 0.0         | 254            | 381            | -33.3        | 0.0                 | 0.0         | 4,042            | 4,166            | -3.0         |
| <b>PSA Group</b>               | <b>17.7</b>         | <b>16.5</b> | <b>179,610</b> | <b>181,031</b> | <b>-0.8</b>  | <b>16.5</b>         | <b>11.8</b> | <b>2,011,112</b> | <b>1,438,714</b> | <b>+39.8</b> |
| PEUGEOT                        | 7.4                 | 6.8         | 75,170         | 74,223         | +1.3         | 6.5                 | 6.1         | 789,280          | 739,140          | +6.8         |
| OPEL/VAUXHALL <sup>4</sup>     | 5.8                 | 5.7         | 58,485         | 62,175         | -5.9         | 5.7                 | 1.6         | 696,064          | 196,761          | +253.8       |
| CITROEN                        | 4.3                 | 3.8         | 43,166         | 41,481         | +4.1         | 4.0                 | 3.8         | 486,936          | 464,324          | +4.9         |
| DS                             | 0.3                 | 0.3         | 2,789          | 3,152          | -11.5        | 0.3                 | 0.3         | 38,832           | 38,489           | +0.9         |
| <b>RENAULT Group</b>           | <b>8.9</b>          | <b>10.0</b> | <b>90,753</b>  | <b>109,418</b> | <b>-17.1</b> | <b>10.1</b>         | <b>9.8</b>  | <b>1,235,420</b> | <b>1,196,366</b> | <b>+3.3</b>  |
| RENAULT                        | 6.2                 | 7.5         | 63,294         | 82,280         | -23.1        | 7.2                 | 7.3         | 882,650          | 883,241          | -0.1         |
| DACIA                          | 2.7                 | 2.5         | 27,140         | 26,866         | +1.0         | 2.9                 | 2.6         | 348,826          | 310,678          | +12.3        |
| LADA                           | 0.0                 | 0.0         | 202            | 271            | -25.5        | 0.0                 | 0.0         | 2,472            | 2,446            | +1.1         |
| ALPINE                         | 0.0                 | 0.0         | 117            | 1              | ∞            | 0.0                 | 0.0         | 1,472            | 1                | ∞            |
| <b>FCA Group</b>               | <b>6.1</b>          | <b>6.6</b>  | <b>61,931</b>  | <b>72,666</b>  | <b>-14.8</b> | <b>6.9</b>          | <b>7.2</b>  | <b>844,233</b>   | <b>870,612</b>   | <b>-3.0</b>  |
| FIAT                           | 4.2                 | 4.7         | 43,032         | 51,815         | -17.0        | 4.8                 | 5.4         | 589,916          | 655,272          | -10.0        |
| JEEP                           | 1.0                 | 0.8         | 10,113         | 9,238          | +9.5         | 1.1                 | 0.7         | 134,055          | 82,937           | +61.6        |
| ALFA ROMEO                     | 0.4                 | 0.6         | 3,653          | 6,279          | -41.8        | 0.6                 | 0.6         | 72,443           | 70,381           | +2.9         |
| LANCIA/CHRYSLER                | 0.4                 | 0.4         | 4,494          | 4,503          | -0.2         | 0.3                 | 0.4         | 39,936           | 53,579           | -25.5        |
| OTHERS <sup>5</sup>            | 0.1                 | 0.1         | 639            | 831            | -23.1        | 0.1                 | 0.1         | 7,883            | 8,443            | -6.6         |
| <b>BMW Group</b>               | <b>8.0</b>          | <b>6.5</b>  | <b>81,376</b>  | <b>71,529</b>  | <b>+13.8</b> | <b>6.8</b>          | <b>6.8</b>  | <b>829,032</b>   | <b>828,388</b>   | <b>+0.1</b>  |
| BMW                            | 6.2                 | 5.1         | 62,870         | 55,888         | +12.5        | 5.3                 | 5.4         | 653,269          | 655,552          | -0.3         |
| MINI                           | 1.8                 | 1.4         | 18,506         | 15,641         | +18.3        | 1.4                 | 1.4         | 175,763          | 172,836          | +1.7         |
| <b>FORD</b>                    | <b>7.0</b>          | <b>6.6</b>  | <b>71,076</b>  | <b>72,127</b>  | <b>-1.5</b>  | <b>6.4</b>          | <b>6.6</b>  | <b>783,826</b>   | <b>807,545</b>   | <b>-2.9</b>  |
| <b>DAIMLER</b>                 | <b>8.0</b>          | <b>6.9</b>  | <b>81,577</b>  | <b>75,948</b>  | <b>+7.4</b>  | <b>6.3</b>          | <b>6.6</b>  | <b>775,047</b>   | <b>807,038</b>   | <b>-4.0</b>  |
| MERCEDES                       | 7.1                 | 6.1         | 72,457         | 67,285         | +7.7         | 5.7                 | 6.0         | 691,871          | 724,941          | -4.6         |
| SMART                          | 0.9                 | 0.8         | 9,120          | 8,663          | +5.3         | 0.7                 | 0.7         | 83,176           | 82,097           | +1.3         |
| <b>TOYOTA Group</b>            | <b>5.1</b>          | <b>4.5</b>  | <b>51,889</b>  | <b>49,834</b>  | <b>+4.1</b>  | <b>4.6</b>          | <b>4.5</b>  | <b>561,419</b>   | <b>542,138</b>   | <b>+3.6</b>  |
| TOYOTA                         | 4.9                 | 4.3         | 49,239         | 47,085         | +4.6         | 4.3                 | 4.2         | 527,056          | 509,178          | +3.5         |
| LEXUS                          | 0.3                 | 0.3         | 2,650          | 2,749          | -3.6         | 0.3                 | 0.3         | 34,363           | 32,960           | +4.3         |
| <b>HYUNDAI</b>                 | <b>3.4</b>          | <b>3.3</b>  | <b>34,640</b>  | <b>36,526</b>  | <b>-5.2</b>  | <b>3.3</b>          | <b>3.2</b>  | <b>404,406</b>   | <b>383,641</b>   | <b>+5.4</b>  |
| <b>NISSAN</b>                  | <b>2.5</b>          | <b>3.2</b>  | <b>25,610</b>  | <b>34,834</b>  | <b>-26.5</b> | <b>3.3</b>          | <b>3.8</b>  | <b>403,297</b>   | <b>456,994</b>   | <b>-11.8</b> |
| <b>KIA</b>                     | <b>3.4</b>          | <b>3.1</b>  | <b>34,206</b>  | <b>33,826</b>  | <b>+1.1</b>  | <b>3.0</b>          | <b>2.9</b>  | <b>372,111</b>   | <b>354,002</b>   | <b>+5.1</b>  |
| <b>VOLVO CAR CORP.</b>         | <b>2.6</b>          | <b>2.2</b>  | <b>26,112</b>  | <b>23,677</b>  | <b>+10.3</b> | <b>2.1</b>          | <b>1.9</b>  | <b>252,161</b>   | <b>236,160</b>   | <b>+6.8</b>  |
| <b>JAGUAR LAND ROVER Group</b> | <b>1.6</b>          | <b>1.3</b>  | <b>16,547</b>  | <b>14,273</b>  | <b>+15.9</b> | <b>1.4</b>          | <b>1.5</b>  | <b>174,545</b>   | <b>183,911</b>   | <b>-5.1</b>  |
| LAND ROVER                     | 1.0                 | 0.9         | 9,795          | 10,200         | -4.0         | 0.9                 | 1.0         | 107,123          | 125,776          | -14.8        |
| JAGUAR                         | 0.7                 | 0.4         | 6,752          | 4,073          | +65.8        | 0.6                 | 0.5         | 67,422           | 58,135           | +16.0        |
| <b>HONDA</b>                   | <b>0.8</b>          | <b>0.7</b>  | <b>7,663</b>   | <b>7,982</b>   | <b>-4.0</b>  | <b>0.9</b>          | <b>0.9</b>  | <b>104,123</b>   | <b>107,488</b>   | <b>-3.1</b>  |
| <b>GM<sup>4</sup></b>          | <b>0.0</b>          | <b>0.0</b>  | <b>231</b>     | <b>196</b>     | <b>+17.9</b> | <b>0.0</b>          | <b>4.6</b>  | <b>2,940</b>     | <b>554,245</b>   | <b>-99.5</b> |

SOURCE: ACEA MEMBERS

<sup>1</sup> Includes data for ACEA members

<sup>2</sup> ACEA estimation based on total by market

<sup>3</sup> Includes Bentley, Lamborghini and Bugatti

<sup>4</sup> Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group

<sup>5</sup> Includes Dodge and Maserati