



**SMMT**  
DRIVING THE  
MOTOR INDUSTRY



**THE SOCIETY OF MOTOR  
MANUFACTURERS AND TRADERS  
MOTOR INDUSTRY FACTS 2012**

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**SMMT**  
VEHICLE DATA



**SMMT Automotive Information Services (AIS) is the definitive source for data on the UK motor industry.**

**From manufacturing and first registration to vehicles on the road (parc), SMMT provides the most up-to-date and accurate industry data available.**

**TO FIND OUT MORE, GO TO:  
[www.smmt.co.uk/data](http://www.smmt.co.uk/data)**



# ABOUT SMMT

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## What is SMMT?

The Society of Motor Manufacturers and Traders (SMMT) supports and promotes the interests of the UK automotive industry at home and abroad. Working closely with member companies, SMMT acts as the voice of the motor industry, promoting its position to government, stakeholders and the media.

As a membership organisation, SMMT represents over 500 automotive companies in the UK, providing them with a forum to voice their views on issues affecting the automotive sector, helping to guide strategies and build positive relationships with government and regulatory authorities.

One of the largest and most influential trade associations operating in the UK, SMMT's resources, reputation and unrivalled automotive data place it at the heart of the UK automotive industry. It undertakes a variety of activities to support and represent the interests of the industry and has a long history of achievement.

To find out how to join SMMT and for more information, visit [www.smmt.co.uk/memberservices](http://www.smmt.co.uk/memberservices) or e-mail [membership@smmt.co.uk](mailto:membership@smmt.co.uk).



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# ABOUT SMMT

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## SMMT priorities for 2012

SMMT fully supports government's ambitions for sustainable, long-term growth and leadership in the low carbon agenda. The UK automotive industry is well placed to drive growth and help rebalance the economy. In summary, throughout 2012, SMMT will focus on:

### **Encouraging investment into the UK motor industry**

Government must create the right environment for investment to ensure the UK is a competitive place to do business. This includes reform of R&D tax credits, ensuring appropriate business rates, and increasing capital allowances to unlock investment in plants, equipment and machinery.

### **Maintaining incentives for ultra-low carbon vehicles**

The Plug-In Car Grant has been retained and extended to include light commercial vehicles (vans). Incentives are important to ensure market development and UK leadership as a low carbon economy.

### **Ensuring regulation does not impede the UK's competitiveness**

Regulatory regimes are a key factor when decisions are made on where to do business. As part of the Red Tape Challenge, government has to address the overlapping, costly and burdensome energy efficiency regimes (CCL, CRC and EU ETS) in the UK.

### **Sustaining and developing the UK supply chain**

Automotive suppliers continue to experience difficulties in accessing affordable finance at reasonable terms. Government must continue its work on access to finance and credit and ensure quantitative easing and plans for 'credit easing' deliver tangible benefits to businesses across the UK economy.

### **Securing balanced trade policies**

Attracting international investment and growing business through trade is essential for our industry. Trade policy must reflect government's ambitions to re-balance the economy and seek fair and equal market access.

# SMMT POLICY AND LEGISLATION



### **Developing automotive skills**

The automotive industry invests heavily in skills and training its workforce. SMMT welcomes government commitment to strengthen its strategy for promoting science, technology, engineering and maths (STEM) skills and apprenticeships, and seeks flexible support for advanced apprenticeships and developing technicians as well as the existing workforce.



# INDUSTRY PERFORMANCE

## Did you know?

- On average, the UK produces 1.5 million cars and commercial vehicles and over 2.5 million engines. Of these, around 80% of vehicles and 70% of engines are sold overseas.
- UK automotive is a vital part of the UK economy and typically generates around £50 billion in annual turnover, delivering around £10 billion in net value-added to the economy<sup>1</sup>.
- The automotive industry is the UK's largest sector in terms of exports and generated £29 billion of export revenue for the UK in 2010<sup>2</sup>. In a typical year, the sector exports to over 100 markets worldwide and accounts for around 11% of total UK exports<sup>1</sup>.
- Average new car CO<sub>2</sub> emissions fell to a new low of 138.1g/km in 2011, and have fallen by over 20% in the last 10 years<sup>2</sup>.

- The automotive industry employs over 730,000 people across manufacturing, retail and aftermarket sectors<sup>2</sup> with approximately 145,000 people directly employed in manufacturing in 2010<sup>3</sup>.
- UK automotive is at the forefront of the low carbon agenda, investing in R&D and new technologies that will deliver ever cleaner, safer and more fuel-efficient cars.

### The UK is home to:

- Seven volume car manufacturers.
- Eight commercial vehicles manufacturers.
- 11 bus and coach manufacturers.
- More than 10 niche and specialist vehicle manufacturers.
- Around 2,350 component manufacturers, ranging from large companies competing globally to small and medium sized businesses (SMEs) actively involved in the UK supply chain<sup>4</sup>.

- Eight Formula One teams and the largest concentration of motorsport firms found within Motorsport Valley located in the centre of the UK<sup>5</sup>.

### Sources:

1. *Invest Now Report 2011*
2. *12th SMMT Annual Sustainability Report*
3. *ONS Automotive Business Survey 2011*
4. *Growing the Automotive Supply Chain 2011*
5. *Motorsport Industry Association*



# INDUSTRY PERFORMANCE

## UK sector profile

	2005	2006	2007	2008	2009	2010
Automotive manufacturing sector turnover (£bn)	48.2	49.3	53.2	53.2	41.0	49.0
Share of total transport manufacturing turnover (%)	67.7	66.7	67.0	72.1	64.0	65.8
Total net capital investment (£bn)	1.3	1.4	0.9	1.3	1.2	1.4
Automotive sector value added (£bn)	9.4	9.9	10.3	10.8	6.6	10
Total employees directly dependent on the UK automotive sector	868,000	851,000	840,000	807,000	736,000	737,000
Value of exports (£bn)	23.7	24.1	26.1	28.0	23.8	29
Percentage of total UK exports (%)	11.2	9.9	11.8	11.8	10.5	10.9
All automotive sectors - value added share of GVA (%)	3.3	3.2	3.3	2.6	2.2	2.6
UK share of global passenger car production (%)	2.7	2.4	2.4	2.3	1.8	1.8
Number of UK volume car manufacturers	8	7	7	7	7	7
Number of UK volume commercial vehicle manufacturers	9	9	9	9	9	8

To highlight the varied challenges facing the automotive industry and its response to them, SMMT has launched its annual 'Award for Automotive Innovation' to encourage and recognise the creation and

development of new innovative products, technologies and ideas that could change the face of the UK automotive industry. For more information, visit: [www.smmt.co.uk/aai](http://www.smmt.co.uk/aai).

## Research and development, technology and innovation

The automotive industry has been a constant innovator of new products to encourage safer and greener motoring. At €20 billion per year, the automotive sector is Europe's largest investor in R&D, driving industry forward and helping deliver more sustainable motoring for the 21st century.

In the UK, over £1.3 billion was spent on automotive R&D in 2010 and a strategic shift towards a low carbon economy will see in excess of £150 billion invested in low and ultra-low carbon vehicle technologies over the next 20 years.

In November 2011, the Chancellor used the Autumn Statement to respond to industry's calls for a reform of the UK R&D tax credit system, announcing a move to an 'above the line' credit from 2013. Sending a strong signal to international investors, the move could see an additional £390 million of R&D investment in the UK each year and increased economic output of £665 million in the short term.

*Source: BIS R&D Scoreboard 2010*

# INDUSTRY PERFORMANCE

## New investment to support growth

The automotive industry is truly global. Attracting inward investment to the UK remains a high priority for industry and government.

2011 saw a number of high-profile announcements from global OEMs regarding investment in the UK automotive sector. These have amounted to the creation of around 9,900 new jobs, the safeguarding of over 12,000 jobs and investments in facility expansion and new models worth more than £4 billion.



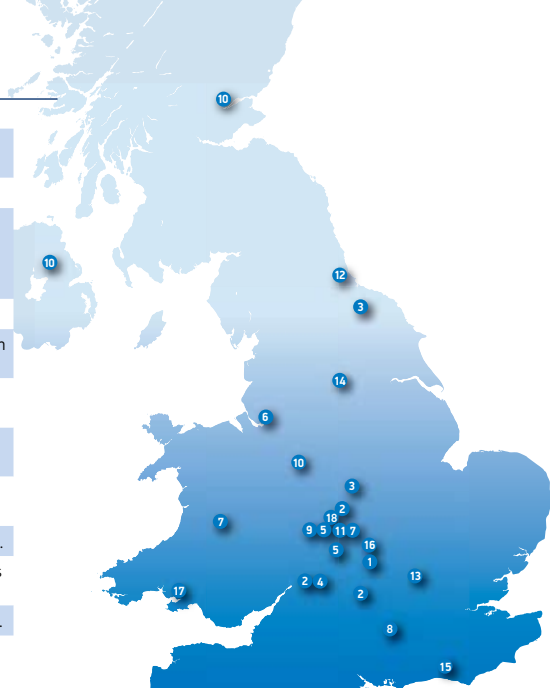
## 2011 investment announcements

Key	Manufacturer	Site	Key announcement/investment
1	Aston Martin	Gaydon	Production of the new city car, the Cygnet, in the UK and the four-door Rapide sports car to commence in the second half of 2012.
2	BMW	Oxford, Birmingham and Swindon	Oxford, Birmingham and Swindon - £500 million investment in new facilities and equipment at all three sites. Oxford - to build next generation MINI.
3	Caterpillar's Building and Construction Products Division	Leicestershire and Stoke-on-Tees	Investment of £50 million in its UK manufacturing facilities for new products and expanded production facilities in Leicestershire and Stoke-on-Tees.
4	Honda	Swindon	Mass production of the new Civic commenced and the company announced plans to create 500 new jobs to meet increased production forecasts in 2012.
5	Jaguar Land Rover	Solihull and Halewood	Solihull - £490 million investment to build C-X75 all-hybrid supercar, creating over 100 highly-skilled jobs. Plans to recruit a further 1,000 production employees.
6			Halewood - £2 billion investment to build new Range Rover Evoque, creating more than 3,000 new jobs.
			£355 million investment in a new facility in the Midlands to manufacture low emission engines, creating 750 new jobs.
7	JCB	Midlands and Wales	£31 million investment in a new engine development project (£4.5 million funded by the RGF), creating 350 new jobs.



# INDUSTRY PERFORMANCE

8	McLaren Automotive	Woking	Production of the MP4-12C high-performance sports car commenced.
9	MG	Longbridge	The new MG6 GT sports fastback will be designed, engineered and assembled in the UK.
10	Michelin	Ballymena (Northern Ireland), Dundee, and Stoke-on-Trent	Up to £50 million investment into renewed manufacturing facilities at all three sites.
11	MIRA	Nuneaton	£300 million investment in facilities expansion, creating 2,000 new jobs.
12	Nissan	Sunderland	£192 million investment to design, engineer and build new Qashqai in the UK. £420 million investment for the production of the Nissan LEAF in 2013.
13	Opel/Vauxhall	Luton	Confirmed Luton as the manufacturing site of the next generation Opel/Vauxhall Vivaro light commercial vehicle.
14	Optare	Leeds	Opened new manufacturing facility, that is the first bus assembly plant to open in the UK for 40 years.
15	Rolls-Royce	Goodwood	Significant investment in its Assembly Hall and Surface Finish Centre, with expansion plans set to commence in 2012.
16	Tata Motors	Coventry	Tata pledged to increase investment in Tata Motors European Technical Centre (TMETC) by 40%.
17	The Schaeffler Group	Llanelli, Wales	Several million euros invested into its engine components manufacturing plant - 230 jobs safeguarded.
18	Toyota	Burnaston	£100 million investment to produce the new generation hatchback, creating 1,500 new jobs.



# INDUSTRY PERFORMANCE

## The UK supply chain

- Of all UK suppliers, over 70% manufacture their products in the UK.
- At present, about 80% of all component types required for vehicle assembly operations can be procured from UK suppliers.
- The UK automotive supply chain typically generates £4.5-£5bn of added value annually.
- There are around 2,350 UK companies that regard themselves as 'automotive' suppliers, employing around 82,000 people (data as of the end of 2009).
- It is estimated that every job in UK vehicle assembly supports 7.5 elsewhere in the economy.
- The global transition to low and ultra-low carbon technologies and fuels provides the UK supply chain with new opportunities.

## Growing the automotive supply chain

The strength and capability of the automotive supply chain is a crucial factor in driving growth and attracting inward investment. In 2011, the Automotive Council launched a new sourcing roadmap which identifies significant opportunities for growing the UK-based automotive supply chain. The report Growing the Automotive Supply Chain found that OEMs operating in the UK are actively committed to increasing their level of UK sourcing of components, creating a wealth of new opportunities for UK supply chain.

For more information on strengthening the UK supply chain, visit: [www.automotivecouncil.co.uk](http://www.automotivecouncil.co.uk).



# INDUSTRY PERFORMANCE

## Legislation in the automotive industry

The automotive industry is subject to numerous national, EU and global laws and regulations including those relating to vehicle safety and environmental issues such as emissions levels, fuel economy and manufacturing practices.

### Key environmental legislation

There are several recent environmental policies that are now impacting the automotive industry including:

- **New car CO<sub>2</sub> regulation**

In 2009, legislation was passed that committed European car manufacturers to cut fleet average CO<sub>2</sub> emissions from new cars to 130g/km by 2015 and 95g/km by 2020. The legislation sets out a progressive programme for car manufacturers with 65% of new cars averaging the 130g/km target by 2012, 75% by 2013, 85% by 2014 and 100% by 2015. Derogations exist for niche and small volume manufacturers.

- **Van CO<sub>2</sub> regulation**

The Van (Light Commercial Vehicle) CO<sub>2</sub> Regulation

sets a European fleet average target of 175 CO<sub>2</sub> g/km, phased in between 2014-2016 and a long-term target of 147g/km in 2020. Each manufacturer's target is based on the weight of each new van it registers in the EU in a given year.

- **Euro standards**

Euro engine emission standards were introduced in the early 1990s to reduce pollutants from vehicles. They have led to significant improvements in emissions of nitrogen oxides, particulates and hydrocarbons from passenger cars, vans and trucks. Euro V is already standard for all new commercial vehicles and came into effect for passenger cars in 2011. Euro VI will apply to newly registered heavy duty commercial vehicles from 2014 and will be required for new types of car from 2014 and vans from 2015.

- **Energy efficiency regimes**

In addition to efforts to reduce CO<sub>2</sub> from vehicle tailpipes, industry is also committed to reducing emissions from the manufacturing process. There are several energy efficiency regimes that the industry

is covered by including the mandatory EU Emissions Trading Scheme (EUETS), the voluntary UK Climate Change Agreements (CCAs), and the UK Carbon Reduction Commitment (CRC) energy efficiency scheme.

For more information on how the automotive industry is reducing its environmental impacts, visit [www.smmmt.co.uk](http://www.smmmt.co.uk) and download SMMT's 12th Annual Sustainability Report.



## Other key legislation

- **Vehicle safety – ESC**

From 1 November 2011 all new type approved vehicles were required to have Electronic Stability Control fitted as standard and from 1 November 2014 all newly registered vehicles must also comply. ESC helps significantly to reduce the risk of a vehicle sliding if a bend is taken too fast or skidding during a sudden emergency manoeuvre. ESC identifies the risk early and stabilises the car by braking individual wheels.

- **Tyre labelling**

Tyre labelling for passenger cars and light trucks will come into effect on 1 November 2012 under European Regulation (EC) No. 1222/2009. Aiming to increase the safety as well as the environmental and economic efficiency of road transport, the new label is intended to allow motorists to make more informed purchasing decisions and will focus on three criteria.

- Rolling resistance (fuel efficiency).
- Wet grip (braking performance).
- Exterior noise.

Like the European energy label that is used for household appliances, the tyre label will use classes ranging from best-performance (green 'A' class) to worst (red 'G' class).

- **Tyre Pressure Monitoring Systems (TPMS)**

From 1 November 2012 all new type approved vehicles will be required to have Tyre Pressure Monitoring Systems fitted as standard and from 1 November 2014 all newly registered vehicles must also comply. By continuously monitoring the pressure of the tyres, TPMS alerts the driver to under-inflation. Failure to maintain the correct tyre pressure leads to increased fuel consumption and shorter tyre life.

- **European Whole Vehicle Type Approval**

European Whole Vehicle Type Approval is the process by which vehicles, their systems and components are approved to the appropriate national and European environmental and safety standards. Without it, vehicles cannot be sold or registered in the UK. Coming into effect initially in 2009, there are various stages of the legislation that will be phased in for different

manufacturer types between 2012 and 2014. For more information, visit: [www.smmmt.co.uk](http://www.smmmt.co.uk).



# INDUSTRY PERFORMANCE

## SMMT European and National Type Approval (SENTA) Guide

In 2009, the European Whole Vehicle Type Approval Directive came into effect and applies to companies involved in the building or part-building of all vehicles including cars, buses, coaches, vans, trucks, trailers and other special purpose vehicles.

Whole Vehicle Type Approval is the process by which vehicles, their systems and components are approved to the appropriate national, European environmental and safety standards. Without it, vehicles cannot be sold or registered in Europe.

To ease vehicle manufacturers and bodybuilders through the complicated European Community whole vehicle type approval system, SMMT has developed the SENTA Guide.

SENTA is a step-by-step online guide to the legislation. It is free to SMMT members and available to non-members with an annual subscription charge.

For more information and to register for access, visit: [www.smmt.co.uk/SENTA](http://www.smmt.co.uk/SENTA)



# INDUSTRY PERFORMANCE

## Export and trade

### Exports of UK-built cars and commercial vehicles, by destination 2007-2011

	2007	2008	2009	2010	2011
All UK exports (millions)	1.317	1.254	0.829	1.047	1.194
EU26	65.3%	60.3%	71.3%	64.5%	60.9%
Russia	8.6%	13.8%	3.8%	5.0%	8.1%
US	8.5%	8.5%	9.5%	9.1%	7.5%
China	1.0%	1.4%	2.3%	4.2%	5.1%
Japan	4.2%	1.4%	1.5%	1.5%	1.2%
Other	12.4%	14.6%	11.6%	15.1%	17.2%

SMMT works to develop global exposure for the UK automotive industry. Through leading effective participation in international events, trade missions, seminars and exhibitions, often in collaboration with UKTI, SMMT provides support to grow businesses throughout the world and tap into new opportunities.

To find out more, visit:

[www.smm.co.uk/products-services/international-trade](http://www.smm.co.uk/products-services/international-trade).



# UK AUTOMOTIVE MANUFACTURING

## Key UK manufacturing sites

Key	Manufacturer	Location	Sector	Model
1	Alexander Dennis	Falkirk and Guildford	Bus	Enviro bus range
2	Aston Martin	Gaydon	Car	Cygnets, DB, One-77, Vantage and Virage
3	Bentley	Crewe	Car, engine	Continental and Mulsanne
4	BMW	Hams Hall	Engine	Engine range
5	Caterham	Dartford	Car	Super 7
6	Cummins	Darlington	Engine	Engine range
7	Dennis Eagle	Warwick	CV	N and W truck range
8	Euromotive	Hythe	Minibus	Minibus range
9	Ford	Bridgend, Dagenham and Southampton	CV, engine and minibus	Transit van and minibus range
10	Honda	Swindon	Car, engine	Civic, CR-V and Jazz

Key	Manufacturer	Location	Sector	Model
11	Jaguar	Castle Bromwich	Car	XF, XJ and XK
12	John Dennis Coachbuilders	Guildford	CV and minibus	Minibus range
13	Land Rover	Halewood and Solihull	Car and CV	Defender Commercial, Defender, Discovery, Evoque, Freelander and Range Rover
14	Leyland Trucks	Leyland	CV	DAF CF, LF and XF truck range
15	Lotus	Norwich	Car	Elise, Evora and Exige
16	LTI	Coventry	CV	TX Taxi
17	Mellor Coachcraft	Bolton	Minibus	Minibus range
18	McLaren Automotive	Woking	Car	MP4-12C
19	MG Motors	Longbridge	Car	MG6
20	Michelin	Ballymena (Northern Ireland), Dundee and Stoke-on-Trent	Tyre	Car, Truck and Truck remould tyre range



# UK AUTOMOTIVE MANUFACTURING

Key	Manufacturer	Location	Sector	Model
21	MINI	Oxford and Swindon	Car	MINI
22	Minibus Options	Whaley Bridge	Bus and coach	Minibus range
23	Morgan	Malvern	Car	Aeromax, 4/4, Plus 4 and Roadster
24	Nissan	Sunderland	Car, engine	Juke, Note and Qashqai
25	Optare	Leeds	Bus	Solo, Tempo and Versa bus range
26	Plaxton	Scarborough	Bus and coach	Cheetah, Elite, Panther, Paragon coach bodies and Enviro bus range
27	Rolls-Royce	Goodwood	Car	Ghost and Phantom
28	Smith (Tanfield)	Tyne and Wear	CV	Newton and Edison
29	Toyota	Burnaston and Deeside	Car, engine	Auris and Avensis
30	Vauxhall Opel	Ellesmere Port and Luton	Car, CV and minibus	Astra, Astra van, Vivaro van and minibus range
31	Warnerbus	Dunstable	Minibus	Minibus range





# UK AUTOMOTIVE MANUFACTURING

## UK car manufacturing output annual totals

Year	Production	% Change	Home market	% Change	% of total	Export market	% Change	% of total
2002	1,629,744	9.2%	582,460	-2.6%	35.7%	1,047,284	17.1%	64.3%
2003	1,657,558	1.7%	513,799	-11.8%	31.0%	1,143,759	9.2%	69.0%
2004	1,646,246	-0.7%	466,160	-9.3%	28.3%	1,180,086	3.2%	71.7%
2005	1,595,697	-3.1%	411,194	-11.4%	25.8%	1,184,503	0.4%	74.2%
2006	1,442,085	-9.6%	335,992	-18.3%	23.3%	1,106,093	-6.6%	76.7%
2007	1,534,567	6.4%	349,108	1.5%	22.7%	1,185,459	7.2%	77.3%
2008	1,446,619	-5.7%	318,033	-8.9%	22.0%	1,128,586	-4.8%	78.0%
2009	999,460	-30.9%	237,226	-25.4%	23.7%	762,234	-32.5%	76.3%
2010	1,270,444	27.1%	309,024	30.3%	24.3%	961,420	26.1%	75.7%
2011	1,343,810	5.8%	219,134	-29.1%	16.3%	1,124,676	17.0%	83.7%

UK car manufacturing peaked in 1972 at 1.92 million units, and 2003 saw the highest car output this decade with output totalling 1.65 million units. Although car manufacturing levels have not yet matched pre-

recession levels, full year 2011 figures confirm that UK vehicle and engine production continue to lead the manufacturing-led recovery with increased output and exports taking a record-breaking share.



# UK AUTOMOTIVE MANUFACTURING

## UK commercial vehicle manufacturing output annual totals

Year	Manufacturing output	% Change	Home market	% Change	% of total	Export market	% Change	% of total
2002	191,267	-0.8%	77,033	-20.3%	40.3%	114,234	18.7%	59.7%
2003	188,871	-1.3%	85,954	11.6%	45.5%	102,917	-9.9%	54.5%
2004	209,293	10.8%	81,186	-5.5%	38.8%	128,107	24.5%	61.2%
2005	206,753	-1.2%	76,480	-5.8%	37.0%	130,273	1.7%	63.0%
2006	207,704	0.5%	71,485	-6.5%	34.4%	136,219	4.6%	65.6%
2007	215,686	3.8%	84,124	17.7%	39.0%	131,562	-3.4%	61.0%
2008	202,896	-5.9%	77,285	-8.1%	38.1%	125,611	-4.5%	61.9%
2009	90,679	-55.3%	24,225	-68.7%	26.7%	66,454	-47.1%	73.3%
2010	123,019	35.7%	37,472	54.7%	30.5%	85,547	28.7%	69.5%
2011	121,312	-1.4%	51,936	38.6%	42.8%	69,376	-18.9%	57.7%

In the last decade, CV manufacturing peaked at 215,686 units in 2007, with 61% of units exported overseas. Despite CV manufacturing dipping

considerably following the recession, 2011 figures show signs of stability with CV manufacturing levels down just 1.4% on 2010.



# UK AUTOMOTIVE MANUFACTURING

## Engine output by manufacturer

	2006	2007	2008	2009	2010	2011
Bentley	9,386	10,014	7,675	3,596	4,791	7,528
BMW	217,000	367,000	371,269	362,300	385,051	433,689
Ford (Bridgend)	671,202	758,581	704,181	683,340	680,717	714,709
Ford (Dagenham)	683,729	900,776	1,047,570	746,426	959,480	987,078
Honda	190,538	248,000	203,647	60,125	136,658	97,368
Nissan	212,046	119,000	112,829	108,955	105,766	135,958
Toyota	438,000	345,000	297,398	88,714	114,254	127,724
<b>Total</b>	<b>2,826,901</b>	<b>3,167,371</b>	<b>3,164,569</b>	<b>2,053,456</b>	<b>2,386,717</b>	<b>2,504,054</b>



# UK AUTOMOTIVE MANUFACTURING

## Top five UK automotive manufacturers 2011



Car	
Make	Volume
Nissan	480,485
Land Rover	238,237
MINI	191,474
Vauxhall	137,971
Toyota	128,146

Model		
Make	Model	Volume
Nissan	Qashqai	301,277
MINI	MINI	191,474
Vauxhall	Astra	137,971
Nissan	Juke	132,606
Land Rover	Range Rover	85,829

Commercial Vehicle	
Make	Volume
IBC	73,105
Ford	28,170
Leyland Trucks	14,568
Land Rover	2,862
Alexander Dennis	1,539

# UK AUTOMOTIVE MANUFACTURING

## Global automotive manufacturing

### World's top 15 automotive manufacturing countries 2011

	Country	Total vehicles	% change 2011 vs 2010
1	China	18,418,876	0.8%
2	US	8,653,560	11.5%
3	Japan	8,398,654	-12.8%
4	Germany	6,311,318	6.9%
5	South Korea	4,657,094	9.0%
6	India	3,936,448	10.7%
7	Brazil	3,406,150	0.7%
8	Mexico	2,680,037	14.4%
9	Spain	2,353,682	-1.4%
10	France	2,294,889	2.9%
11	Canada	2,134,893	3.2%
12	Russia	1,988,036	41.7%
13	Iran	1,648,505	3.1%
14	Thailand	1,478,460	-10.1%
15	UK	1,465,122	5.1%

### Europe's top 10 automotive manufacturing countries 2011

	Country	Total vehicles	% change 2011 vs 2010
1	Germany	6,311,318	6.9%
2	Spain	2,353,682	-1.4%
3	France	2,294,889	2.9%
4	UK	1,465,122	5.1%
5	Czech Republic	1,199,834	11.5%
6	Poland	837,132	-3.7%
7	Italy	790,348	-5.7%
8	Slovakia	639,763	13.9%
9	Belgium	562,386	1.3%
10	Romania	335,232	-4.5%

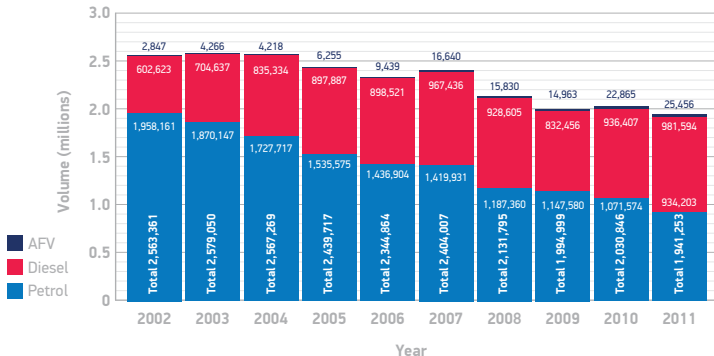
*Note: All data based on provisional estimates.*

*Source: OICA 2012*

**In 2011, a total of 59,932,155 cars and 20,132,013 commercial vehicles were manufactured around the world, up 3.2% on 2010.**

# NEW CAR REGISTRATIONS

## Annual UK totals and top 10 cars



### Top 10 cars registered in 2011

	Make and Model	Volume
1	Ford Fiesta	96,112
2	Ford Focus	81,832
3	Vauxhall Corsa	77,751
4	Volkswagen Golf	63,368
5	Vauxhall Astra	62,575
6	Vauxhall Insignia	46,324
7	Volkswagen Polo	45,992
8	BMW 3 Series	42,471
9	Nissan Qashqai	39,406
10	MINI MINI	35,845

### Top 10 diesel cars registered in 2011

	Make and Model	Volume
1	Volkswagen Golf	46,714
2	Vauxhall Insignia	38,987
3	Ford Focus	35,492
4	BMW 3 Series	32,895
5	Vauxhall Astra	30,277
6	Volkswagen Passat	29,157
7	Ford Fiesta	24,745
8	Nissan Qashqai	24,391
9	Mercedes-Benz C-Class	22,466
10	BMW 1 Series	21,095

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
<b>Volume</b>	2,563,631	2,579,050	2,567,269	2,439,717	2,344,864	2,404,007	2,131,795	1,994,999	2,030,846	1,941,253
<b>Change %</b>	4.3	0.6	-0.5	-5.0	-3.9	2.5	-11.3	-6.4	1.8	-4.4

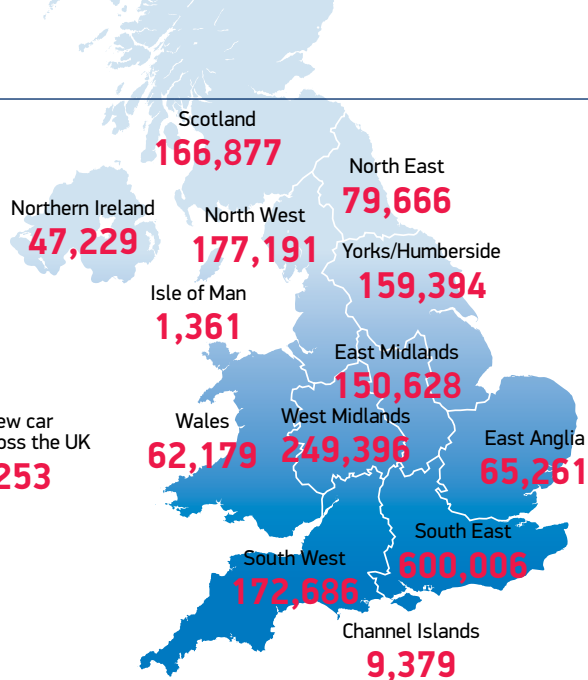


# NEW CAR REGISTRATIONS

## 2011 total new car registrations across the UK

	% change 2011 vs 2010
Channel Islands	-0.4%
East Anglia	-9.1%
East Midlands	-5.4%
Isle of Man	-17.1%
North East	-6.2%
North West	-14.4%
Northern Ireland	-11.7%
Scotland	-4.8%
South East	-5.0%
South West	-3.2%
Wales	-9.7%
West Midlands	10.8%
Yorkshire and Humberside	-2.8%
<b>Total UK</b>	<b>-4.4%</b>

2011 total new car registrations across the UK  
**1,941,253**



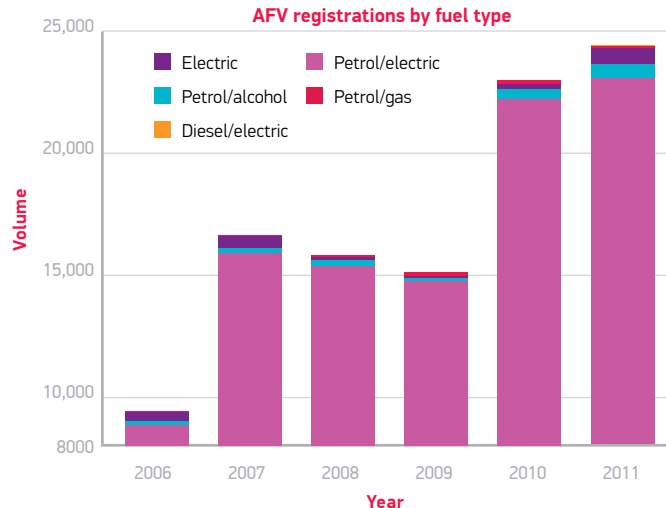
# NEW CAR REGISTRATIONS

## Alternatively-Fuelled Vehicle registrations by fuel type

Alternatively-Fuelled Vehicles (AFVs) include any vehicle that is not powered solely by a petrol or diesel engine.

Fuel Type	2006	2007	2008	2009	2010	2011
Diesel/electric	-	-	-	-	-	25
Electric	-	2	70	20	138	1,082
Petrol/alcohol	145	269	240	140	429	884
Petrol/electric	8,957	15,972	15,385	14,645	22,148	23,373
Petrol/gas	39	3	26	156	121	76

*Note: Quadricycle registrations are no longer collated by SMMT and have been removed from the above data listed in the table.*





# NEW CAR REGISTRATIONS

## Registrations by sales type

### Business, fleet and private registrations

	2006	2007	2008	2009	2010	2011
Business	154,868	163,391	129,571	98,282	99,608	99,033
Fleet	1,156,273	1,194,810	1,109,964	882,413	973,233	1,019,126
Private	1,033,723	1,045,806	892,260	1,014,304	958,005	823,094



### Top 10 fleet and business registrations

Make	Range	2011
Ford	Focus	58,897
Ford	Fiesta	49,045
Vauxhall	Astra	47,995
Vauxhall	Corsa	45,138
Volkswagen	Golf	43,103
Vauxhall	Insignia	42,122
Nissan	Qashqai	30,965
BMW	3 Series	29,720
Volkswagen	Passat	25,768
Mercedes	C-Class	20,752



# SECTION: NEW CAR REGISTRATIONS

## Segment totals and market share

Segment	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Mini %	40,370 1.6	38,940 1.5	36,171 1.4	27,195 1.1	23,297 1.0	21,512 0.9	28,094 1.3	68,098 3.4	53,388 2.6	42,061 2.2
Supermini %	831,264 32.4	873,690 33.9	839,604 32.7	732,756 30.0	752,872 32.1	783,686 32.6	726,006 34.1	742,153 37.2	739,615 36.4	703,925 36.3
Lower medium %	771,319 30.1	719,163 27.9	729,690 28.4	761,328 31.2	695,436 29.7	708,927 29.5	605,817 28.4	530,849 26.6	539,403 26.6	489,900 25.2
Upper medium %	505,026 19.7	480,220 18.6	459,061 17.9	427,278 17.5	393,999 16.8	386,414 16.1	340,796 16.0	283,552 14.2	264,251 13.0	256,437 13.2
Executive %	114,382 4.5	118,579 4.6	109,667 4.3	111,112 4.6	100,339 4.3	104,468 4.3	98,572 4.6	90,114 4.5	99,079 4.9	110,246 5.7
Luxury %	10,193 0.4	13,500 0.5	13,620 0.5	11,678 0.5	13,227 0.6	13,120 0.5	9,977 0.5	6,547 0.3	8,140 0.4	8,647 0.4
Sports %	60,114 2.3	65,179 2.5	73,940 2.9	64,681 2.7	65,039 2.8	65,731 2.7	50,256 2.4	46,467 2.3	46,210 2.3	44,389 2.3
4x4/SUV %	137,576 5.4	159,144 6.2	179,439 7.0	187,392 7.7	175,805 7.5	176,290 7.3	136,525 6.4	132,472 6.6	156,552 7.7	165,997 8.6
MPV %	93,387 3.6	110,635 4.3	126,077 4.9	116,297 4.8	124,850 5.3	143,859 6.0	135,752 6.4	94,747 4.7	124,208 6.1	119,651 6.2
<b>Total</b>	<b>2,563,631</b>	<b>2,579,050</b>	<b>2,567,269</b>	<b>2,439,717</b>	<b>2,344,864</b>	<b>2,404,007</b>	<b>2,131,795</b>	<b>1,994,999</b>	<b>2,030,846</b>	<b>1,941,253</b>



# NEW CAR REGISTRATIONS

## Top cars registered by segment



### Mini

Model	Registrations	Market Share
Hyundai i10	20,325	48.3%
Suzuki Alto	5,598	13.3%
Vauxhall Agila	5,106	12.1%
smart fortwo coupe	3,959	9.4%
Toyota iQ	2,868	6.8%

Segment total - 42,061  
Diesel share - 2.62%



### Supermini

Model	Registrations	Market Share
Ford Fiesta	96,112	13.7%
Vauxhall Corsa	77,751	11.1%
Volkswagen Polo	45,992	6.5%
MINI	35,845	5.1%
Peugeot 207	31,540	4.5%

Segment total - 703,925  
Diesel share - 21.00%



### Lower Medium

Model	Registrations	Market Share
Ford Focus	81,832	16.7%
Volkswagen Golf	63,368	12.9%
Vauxhall Astra	62,575	12.8%
Nissan Qashqai	39,406	8.0%
BMW 1 Series	28,664	5.9%

Segment total - 489,900  
Diesel share - 57.47%

# NEW CAR REGISTRATIONS

## Top cars registered by segment



Model	Registrations	Market Share
Vauxhall Insignia	46,324	18.1%
BMW 3 Series	42,471	16.6%
Volkswagen Passat	29,488	11.5%
Audi A4	21,042	8.2%
Ford Mondeo	20,297	7.9%

Segment total – 256,437  
Diesel share – 79.88%



Model	Registrations	Market Share
Mercedes C-Class	30,518	27.7%
Mercedes E-Class	24,621	22.3%
BMW 5 Series	21,703	19.7%
Audi A6	10,770	9.8%
Jaguar XF	10,373	9.4%

Segment total – 110,246  
Diesel share – 84.35%



Model	Registrations	Market Share
Jaguar XJ	2,011	23.3%
Mercedes S-Class	1,702	19.7%
BMW 7 Series	1,471	17.0%
Audi A8	1,365	15.8%
Bentley Continental	885	10.2%

Segment total – 8,647  
Diesel share – 69.61%

# NEW CAR REGISTRATIONS

## Top cars registered by segment



Model	Registrations	Market Share
Volkswagen Scirocco	7,514	16.9%
Audi TT	7,343	16.5%
Mazda MX-5	3,660	8.3%
Mercedes-Benz SLK	3,548	8.0%
Peugeot RCZ	3,205	7.2%

**Segment total – 44,389**  
**Diesel share – 22.75%**



Model	Registrations	Market Share
Land Rover Freelander	13,259	8.0%
Honda CR-V	11,225	6.8%
Ford Kuga	10,496	6.3%
Kia Sportage	9,474	5.7%
Volkswagen Tiguan	8,121	4.9%

**Segment total – 165,997**  
**Diesel share – 90.46%**

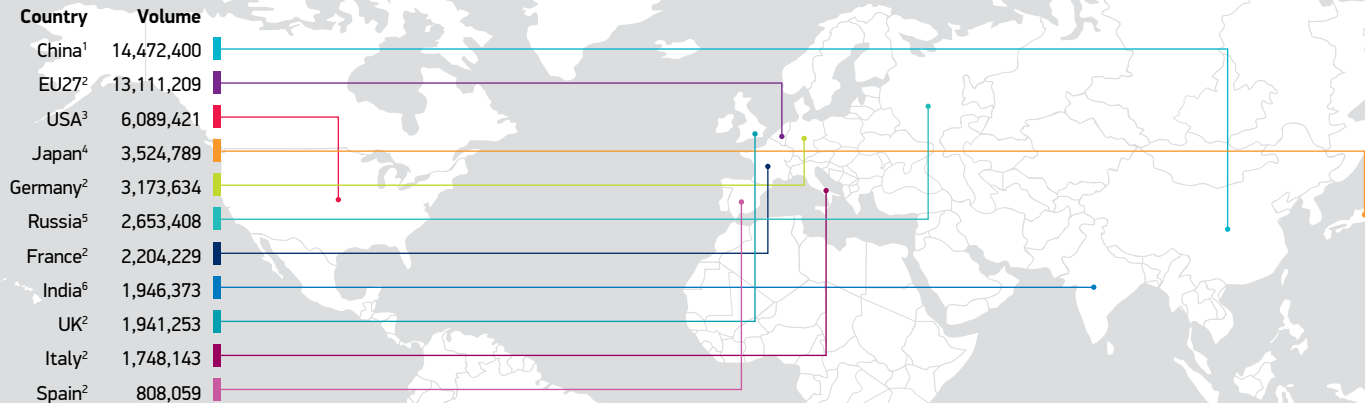


Model	Registrations	Market Share
Vauxhall Zafira	20,589	17.2%
Ford C-MAX	18,925	15.8%
Renault Scenic	12,822	10.7%
Ford S-MAX	8,470	7.1%
Ford Galaxy	7,970	6.7%

**Segment total – 119,651**  
**Diesel share – 72.69%**

# NEW CAR REGISTRATIONS

## Passenger car registrations by country 2011



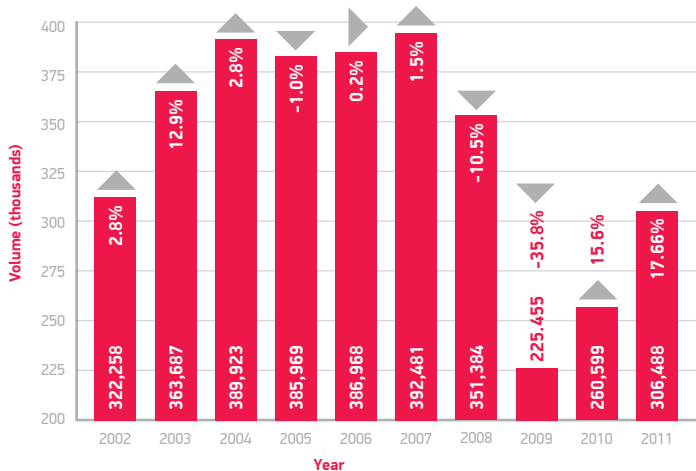
Sources:

1: China Association of Automobile Manufacturers (CAAM) 2: Association des Constructeurs Européens d'Automobiles (ACEA) 3: Alliance of Automobile Manufacturers (Auto Alliance)

4: Japan Automobile Manufacturers Association (JAMA) 5: Association of European Business in the Russian Federation (AEB) 6: Society of Indian Automobile Manufacturers (SIAM)

# COMMERCIAL VEHICLE REGISTRATIONS

## Annual UK CV registrations



Year	LCVs up 3.5t	Rigids	Artics	Bus and coach	All CVs	Year on year % change
2002	266,346	35,135	16,785	3,992	<b>322,258</b>	2.8%
2003	303,755	36,788	18,802	4,342	<b>363,687</b>	12.9%
2004	329,599	37,461	18,851	4,012	<b>389,923</b>	2.8%
2005	322,930	38,957	19,884	4,198	<b>385,969</b>	-1.0%
2006	327,162	36,973	18,601	4,232	<b>386,968</b>	0.2%
2007	337,741	35,614	15,133	3,993	<b>392,481</b>	1.5%
2008	289,463	38,651	18,759	4,511	<b>351,384</b>	-10.5%
2009	186,386	24,973	9,773	4,323	<b>225,455</b>	-35.8%
2010	222,915	22,383	12,075	3,226	<b>260,599</b>	15.6%
2011	260,153	24,524	18,420	3,391	<b>306,488</b>	17.6%



# COMMERCIAL VEHICLE REGISTRATIONS

## Annual UK bus and coach registrations



Year	Registrations	% change
2002	3,992	4.2%
2003	4,342	10.7%
2004	4,012	-7.6%
2005	4,198	4.6%
2006	4,232	0.8%
2007	3,993	-5.4%
2008	4,511	12.9%
2009	4,323	-4.2%
2010	3,226	-25.4%
2011	3,391	5.1%





# VEHICLES IN USE

## Used car sales 2007-2011

Year	Volume
2007	7,487,544
2008	7,186,286
2009	6,798,864
2010	6,797,789
2011	6,778,759

Source: Experian Ltd. All rights reserved. Reproduced by SMMT with permission. No third party reproduction without prior written consent from copyright owner.

## Annual totals of cars on UK roads 2002-2011



The total number of cars on UK roads in 2011 emitting less than 100g/km CO<sub>2</sub> was 123,296.

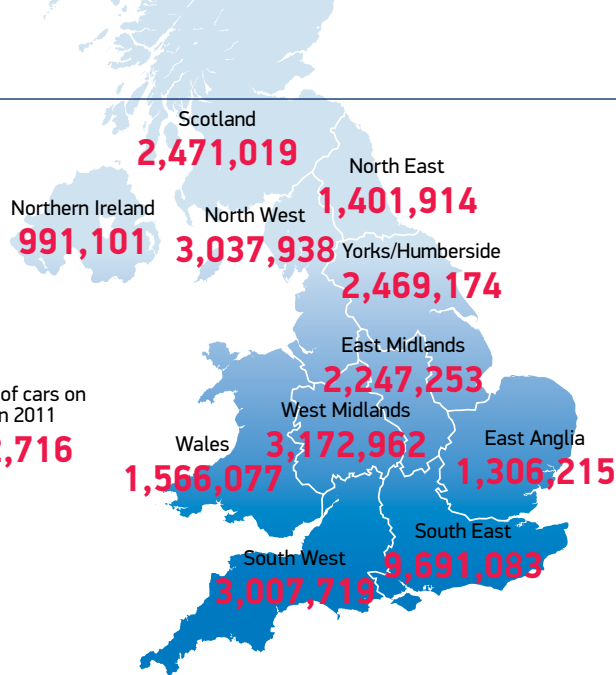


# VEHICLES IN USE

## Cars on UK roads 2011

	% change 2011 vs 2010
East Anglia	0.6%
East Midlands	0.4%
North East	0.2%
North West	-2.9%
Northern Ireland	5.0%
Scotland	0.2%
South East	-0.1%
South West	1.2%
Wales	0.3%
West Midlands	2.9%
Yorks/Humberside	0.1%
<b>UK total</b>	<b>0.3%</b>

Total number of cars on UK roads in 2011  
**31,362,716**



# VEHICLES IN USE

## Age of cars on the road

Years old	Year	Volume
Less than three	2011-2009	5,896,137
Three to six	2008-2006	6,708,713
Six to nine	2005-2003	7,203,147
Nine to 12	2002-2000	6,269,323
More than 12	Pre-2000	5,285,396
<b>Total</b>		<b>31,362,716</b>

## Colours of cars on the road 2002 versus 2011

### Top five colours in 2002

Colour	Volumes	% of Parc
Blue	7,105,766	24.9%
Red	6,116,160	21.5%
Silver	4,359,148	15.3%
Green	3,286,931	11.5%
White	2,575,607	9.0%

### Top five colours in 2011

Colour	Volumes	% of total parc
Silver	8,036,332	25.6%
Blue	6,887,558	22.0%
Black	5,342,846	17.0%
Red	3,606,427	11.5%
Grey	3,103,790	9.9%

The average age of a car on the road in the UK is 7.44 years.



# VEHICLES IN USE

## Annual totals of commercial vehicles on UK roads 2002-2011

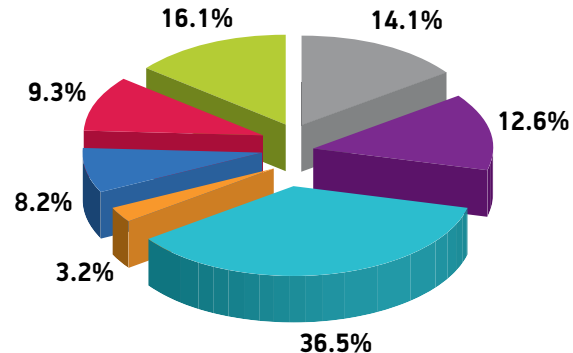
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
LCV	2,898,250	2,979,759	3,109,744	3,227,461	3,420,620	3,545,724	3,600,116	3,534,664	3,566,460	3,614,664
HCV	579,465	587,862	580,718	586,129	595,266	598,447	589,129	558,076	563,295	563,872
Bus and coach	100,099	101,069	102,978	103,175	102,401	103,817	95,961	88,779	90,700	91,105
<b>Total CV</b>	<b>3,577,814</b>	<b>3,668,690</b>	<b>3,793,440</b>	<b>3,916,765</b>	<b>4,118,287</b>	<b>4,247,988</b>	<b>4,285,206</b>	<b>4,181,519</b>	<b>4,220,455</b>	<b>4,269,641</b>



# ENVIRONMENTAL PERFORMANCE

## UK CO<sub>2</sub> emissions by source (MtCO<sub>2</sub>)

Source category	2009	2010	% change
Cars	69.7	67.4	-3.3
Other road transport	41.4	43.7	5.5
Other transport	52.8	49.7	-5.8
Energy supply	189.8	195.7	5.9
Business	76	75.6	-0.4
Residence	74.7	86.5	15.8
Other	16.4	17.4	6.0



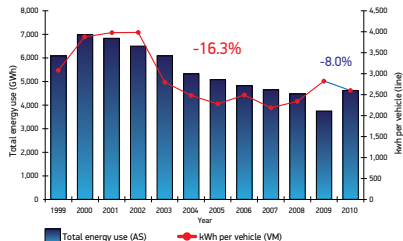
Source: Department of Energy and Climate Change (DECC) 2012

# ENVIRONMENTAL PERFORMANCE

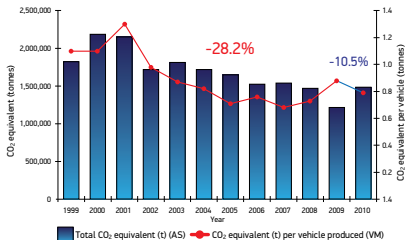
## Sustainable manufacturing

Since SMMT began collating data on sustainable manufacturing processes in 1999, vehicle manufacturers have made great strides in reducing the environmental impact of their UK facilities making more efficient use of natural resources. Despite an inherent link between production volumes and resource consumption, the automotive industry has improved energy efficiency considerably and applied a closed loop approach to materials management.

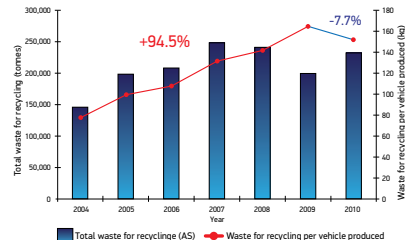
### Energy use per vehicle



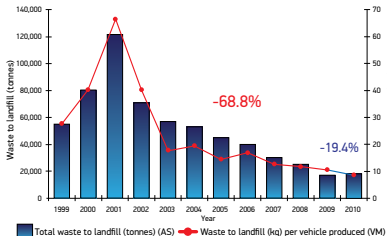
### CO<sub>2</sub> emissions per vehicle



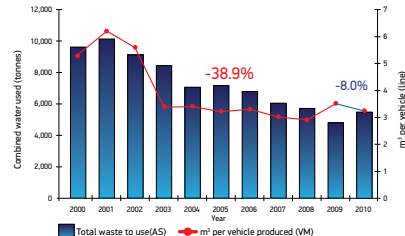
### Total waste to recycling



### Total waste to landfill



### Total water use

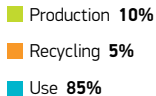


# ENVIRONMENTAL PERFORMANCE

## Carbon footprint through the life cycle

The 'use' phase is one of the most significant environmental, social and economic impacts in a vehicle's life cycle. These proportions are expected to change as alternative fuels and new technologies, such as hybrids and pure electric vehicles, penetrate the market further.

### Manufacturing process lifecycle CO<sub>2</sub> emissions (%)



### Production includes:

- Manufacturing
- Logistics
- Energy for sales and support functions

### Use includes:

- CO<sub>2</sub> from distance driven
- CO<sub>2</sub> from servicing and aftermarket functions

### Recycling includes:

- CO<sub>2</sub> from managing end-of-life vehicles (ELV)

## End-of-Life-Vehicles (ELVs)

The UK automotive industry is not only committed to sustainable manufacturing, but also sustainability at the end of the product's life. The ELV Directive aims to reduce the amount of waste from vehicles (cars and LCVs) when they are finally scrapped.

Since 2006, manufacturers' networks have met their annual target of 85% reuse, recycling or recovery by weight of vehicles.

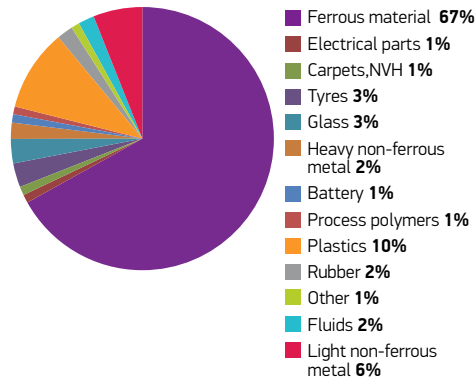
There are approximately 1,500 Authorised Treatment Facilities (ATFs) licensed by the Environment Agency and able to meet the Directive standards to 'depollute' ELVs.

Future investment in ELVs will ensure that by 2015, 95% of new vehicles will be fully recyclable.

Environmental performance statistics related to ELVs are published biennially by the Department for Business, Innovation and Skills and are documented in SMMT's Annual Sustainability Report.

## Average material breakdown

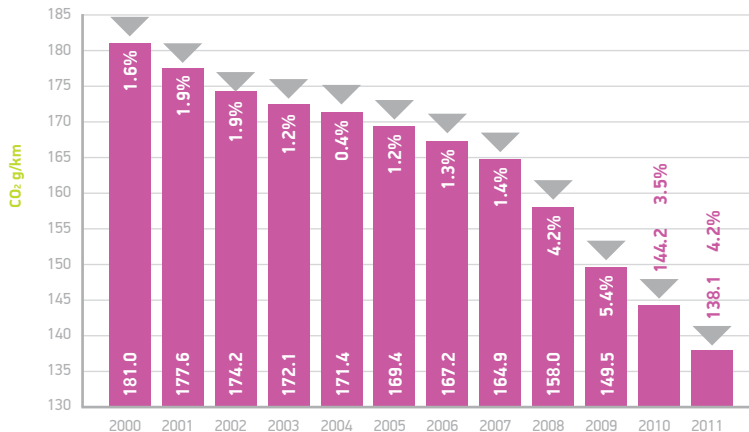
### Average material breakdown



Sources:  
12th Annual Sustainability Report

# ENVIRONMENTAL PERFORMANCE

## UK average new car CO<sub>2</sub> emissions



In 2009, a new EU legislation on emissions targets was passed which committed vehicle manufacturers to cut average CO<sub>2</sub> emissions from new cars to 130g/km by 2015 and about 95g/km by 2020.

### Eco-innovations

Meeting growing environmental challenges, manufacturers have designed various eco-innovations to help drivers save fuel and CO<sub>2</sub>:

- Stop-start technologies automatically cut the engine when a vehicle is stationary. The engine is re-started by releasing the brake or depressing the clutch.
- Tyre pressure monitoring systems measure the pressure of each of the tyres and will give a warning through the dashboard display if they become under-inflated.
- Gear shift indicators show the driver the optimum time to change gear (up and down) while driving.
- Low rolling resistance tyres are designed to improve the fuel efficiency of a vehicle by minimising the energy wasted as heat when the tyre rolls down the road.

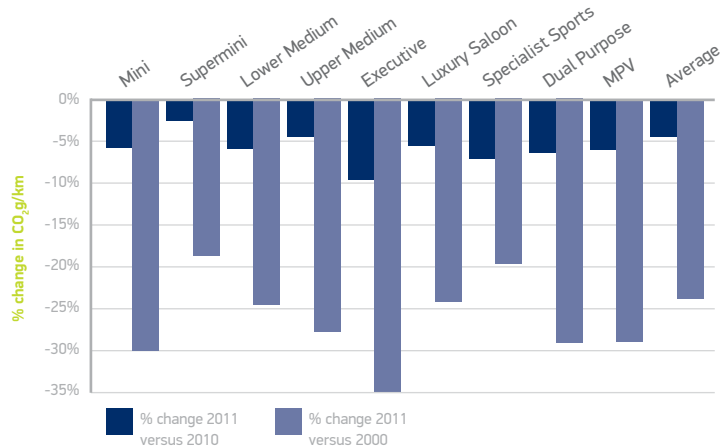
Manufacturers are committed to low carbon growth and to driving forward sustainable initiatives within the automotive industry.





# ENVIRONMENTAL PERFORMANCE

Change in average new car CO<sub>2</sub> g/km emissions by segment 2011 versus 2010 and 2000



# ENVIRONMENTAL PERFORMANCE

## New car market by VED band

VED band	2011		Market share (%)		
	Volume	Average CO <sub>2</sub>	2011	2010	2000
A (up to 100g/km)	71,649	94.61	3.4%	1.8%	0.0%
B (101-110g/km)	209,681	106.65	10.6%	6.9%	0.0%
C (111-120g/km)	325,357	116.91	17.0%	16.5%	0.1%
D (121-130g/km)	301,548	126.72	14.9%	12.9%	0.7%
E (131-140g/km)	354,351	136.38	18.4%	18.3%	7.3%
F (141-150g/km)	200,822	146.04	10.5%	11.1%	11.1%
G (151-165g/km)	177,805	156.21	11.9%	15.1%	23.8%
H (166-175g/km)	89,778	165.75	3.8%	4.0%	8.9%
I (176-185g/km)	71,867	176.3	3.7%	4.9%	13.8%
J (186-200g/km)	76,124	190.54	2.7%	3.8%	11.1%
K (201-225g/km)	22,480	216.54	1.2%	2.2%	11.9%
L (226-255g/km)	28,638	242.37	1.5%	1.5%	6.4%
M (over 255g/km)	11,153	309.48	0.6%	1.0%	4.8%

For cars registered since 2001, Vehicle Excise Duty (VED or 'road tax') is based on tailpipe CO<sub>2</sub> emissions with the amount payable scaling with the level of emissions. For more detail on VED refer to page 49.

## 10 lowest CO<sub>2</sub>-emitting models in 2011

The table below lists the 10 lowest CO<sub>2</sub>-emitting cars registered in 2011. Last year, six pure electric models (as per page 43) were on the market with zero tailpipe emissions.

Rank	Make	Model	Powertrain	Segment	CO <sub>2</sub> g/km
1	Vauxhall	Ampera	Petrol/electric	Upper Medium	27
2	Toyota	Prius	Petrol/electric	Upper Medium	59
3	Kia	Rio	Diesel	Lower Medium	85
4	smart	fortwo coupe	Diesel	Mini	86
5	Citroen	C3	Diesel	Supermini	87
6	Toyota	Prius	Petrol/electric	Upper Medium	89
6	Skoda	Fabia	Diesel	Supermini	89
6	Toyota	Auris	Petrol/electric	Lower Medium	89
9	Fiat	500	Petrol	Supermini	90
10	Volkswagen	Polo	Diesel	Supermini	91

# ENVIRONMENTAL PERFORMANCE

## The growing role of alternatively-fuelled vehicles in the automotive industry

Electric Vehicle (EV) is the umbrella term for any vehicle that is powered, in part or in full, by a battery that can be directly plugged into mains electricity. The term EV includes Pure-Electric Vehicles, Plug-In Hybrid Vehicles and Extended-Range Electric Vehicles.

**Pure-Electric Vehicles (Pure EVs)** – These are wholly electric vehicles operated by a battery. Most Pure-Electric Vehicles have a range of about 100 miles.

**Plug-In Hybrid Vehicles (PHVs)** – These are vehicles which have a battery range in excess of 10 miles, after which they revert to hybrid capability, using battery and Internal Combustion Engine (ICE) power for propulsion.

**Extended-Range Electric Vehicles (E-REVs)** – These vehicles are similar to pure EVs, but they have a shorter battery range of around 40 miles which is extended by an ICE on-board generator, providing additional mileage capability. Unlike PHVs, which can use electric or full hybrid for propulsion, E-REVs always use electricity for propulsion.

For the automotive industry to achieve and exceed emissions targets set by the EU, all technologies will play a part. Electric vehicles (EVs) represent one option in a range of technologies being developed by the motor industry<sup>1</sup>.

Electric vehicles registered in 2011

Make	Model	Fuel type	CO <sub>2</sub> g/km
Citroen	C-Zero	Pure-EV	0
Mitsubishi	iMiEV	Pure-EV	0
Nissan	LEAF	Pure-EV	0
Peugeot	iOn	Pure-EV	0
smart	fortwo	Pure-EV	0
Tesla	Roadster	Pure-EV	0

## UK H<sub>2</sub>Mobility

In January 2012, government and industry launched UK H<sub>2</sub>Mobility, an initiative designed to ensure a nationwide roll-out of hydrogen vehicles and refuelling infrastructure across the UK. The H<sub>2</sub>Mobility group comprises of a consortium of 13 automotive companies, government organisations and energy companies that will consider the actions needed to secure the UK's global role in the manufacture and use of hydrogen fuel cell vehicles, ahead of an anticipated roll-out to consumers in 2014/15.

# ENVIRONMENTAL PERFORMANCE

## The Plug-In Car Grant

In January 2011, government announced that motorists will be entitled to 25% (up to £5,000) off the list price of an eligible car, through the Office for Low Emission Vehicles' new established Plug-In Car Grant. Cars with tailpipe emissions of 75g CO<sub>2</sub>/km or less, including electric, plug-in hybrid and hydrogen models, are all potentially eligible for the subsidy.

At the end of 2011, 892 claims had been made through the Plug-In Car Grant scheme, with SMMT data showing the 1,052 cars eligible for the Grant were registered over the same period. The scheme has subsequently been retained in 2012<sup>2</sup>.

Eligible vehicles for the Plug-In Car Grant:

Make and model	On Sale
Citroën C-Zero	Now
Mitsubishi i-MiEV	Now
Nissan LEAF	Now
Peugeot iOn	Now
smart fortwo electric drive	Now
Chevrolet Volt	Spring 2012
Renault Fluence ZE	Spring 2012
Vauxhall Ampera	Spring 2012
Toyota Prius Plug-in Hybrid	2012
Tata Vista	TBC

## The Plug-In Van Grant

In January 2012, government introduced a new Plug-In Van Grant that entitles motorists purchasing a qualifying ultra-low emission van to a grant of 20% to put towards the cost of the vehicle – up to £8,000.

The Plug-In Van Grant has been designed to help make the whole-life costs of a qualifying van more comparable with petrol or diesel equivalents<sup>2</sup>.

Eligible vehicles for the Plug-In Van Grant:

Manufacturer	Model	On Sale
Mercedes-Benz	Mercedes-Benz Vito E-CELL	On sale now
Renault	Renault Kangoo Z.E. (+ variants)	On sale now
Smith Electric	Smith Edison (+ variants SE2 and SE3)	On sale now
Faam	Ecomile	March 2012
Faam	Jolly 2000	March 2012
Mia-electric	Mia U	May 2012

Sources:

1. SMMT Electric Car Guide 2011 2. Office for Low Emission Vehicles (OLEV)

# ENVIRONMENTAL PERFORMANCE

## Ultra-low carbon innovation and the future of UK automotive

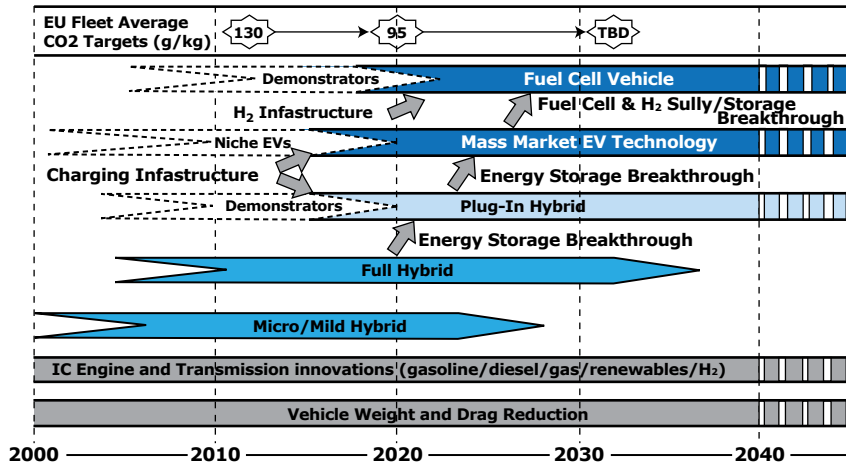
UK automotive is fast becoming a centre for low carbon vehicle research, development, design and manufacture and is well placed to lead the transition to a low carbon economy.

### Delivering a low carbon economy

Vehicle manufacturers are investing heavily in R&D to develop innovative technologies that improve fuel efficiency, lower the emissions and reduce the overall environmental impact of their products.

Collaboratively the UK industry has developed consensus technology roadmaps for cars (see across) and commercial and off-highway vehicles which provide a strategic outlook for the industry, recognising the long-term challenges associated with the transition to ultra-low carbon vehicles.

The Automotive Council has also set out strategic investment priorities for the move to lower carbon technologies, identifying five 'sticky' or priority technology groups where the UK has the potential for a significant return on investment. The 'sticky' technologies include: energy storage and management, electric motors and power electronics, internal combustion engines, lightweight vehicle and powertrain structures and intelligent mobility.



# KEY ISSUES

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## The Automotive Council

The Automotive Council was established in 2009 as a collaborative partnership between industry and government to align strategic objectives to shape the future of the UK's automotive sector.

The Council is co-chaired by the Secretary of State for Business, Innovation and Skills (BIS), Dr Vince Cable and industry chair, Richard Parry Jones CBE, and brings together senior executives from across the industry.

The work of the Council is channelled through two sub-groups, the Supply Chain Group and Technology Group, to ensure the Council is adept to support the UK's dynamic, innovative and cutting-edge automotive sector.

Central to the objectives of the Council are strengthening the UK's supply chain, positioning the UK as a leader in developing low carbon vehicles and technologies and boosting the UK's skills base by encouraging more young people to take up careers in engineering and advanced manufacturing.

Over the next decade the Automotive Council will work to enhance the attractiveness of the UK as a location for global automotive investment and promote UK-based manufacturers and technologies to ensure UK automotive remains a compelling investment proposition for world class automotive manufacturing, R&D and skills capabilities.

To find out how the Automotive Council is supporting industry and government to work collaboratively to deliver long term strategic goals of the UK automotive industry, visit:

[www.automotivecouncil.co.uk](http://www.automotivecouncil.co.uk)



# KEY ISSUES

## Automotive skills

### Employment in the UK automotive industry

From engineering to retail, the UK automotive industry invests heavily in training and up-skilling, employing over 730,000 people and thousands more apprentices.

### Top five UK automotive manufacturing employers in 2011

Ranking	UK automotive company	Number of employees in automotive manufacturing per company
1	JLR	20,000
2	Ford	7,250
3	BMW Group	5,960
5	Nissan	5,000
5	Toyota	4,530

### Skill, apprenticeships and training

More than 40,000 apprenticeships have begun in engineering and manufacturing over the last two years and maintaining a large, highly-skilled and flexible talent pool is an invaluable tool for the UK automotive industry.

### Key facts:

- In 2011, 64% of UK automotive companies provided training, with 58% recruiting 16 year olds from school, 11% directly from University/HEI<sup>1</sup>.
- There are approximately 18,000 apprentices working in automotive retail at any one time<sup>2</sup>.
- The GVA (Gross Value Added) per employee for automotive is £61,100 per employee, compared with £35,000 across the whole economy<sup>3</sup>.

### Key dates

- October 2010 – Government announces expansion of apprenticeships, with plans to offer 75,000 on-the-job apprenticeship training schemes and spend an additional £250m on adult training.
- May 2011 – SEMTA Apprenticeship Ambition launches, with the aim of doubling the number of apprentice registrations to 16,000 by 2016.
- June 2011 – Industry and government roll-out pilot scheme ‘See Inside Manufacturing’ to encourage young people to consider careers in the automotive sector.
- April 2012 – Government launched a National Careers Service, offering specialist careers guidance for young people and adults.

### Sources:

1. *Engineering UK 2012, the state of engineering, Oct 2011*
2. *MI Automotive Skills Sector Qualifications Strategy, Nov 2011*
3. *Engineering UK 2012, the state of engineering, Oct 2011*

# KEY ISSUES

## Vehicle security and road safety

### Vehicle theft 2002-2011

Year	Theft of vehicles	Theft from vehicles
2002/03	306,947	663,679
2003/04	280,288	603,256
2004/05	231,323	500,360
2005/06	203,239	507,239
2006/07	182,464	502,651
2007/08	159,704	432,412
2008/09	137,508	396,976
2009/10	109,687	339,188
2010/11	99,277	313,474

Source: *Crime in England and Wales 2010/11*

### Number of dangerous driving offences on UK roads

Year	Number of dangerous driving offences
2005/06	5,923
2006/07	5,353
2007/08	4,725
2008/09	4,240
2009/10	3,939
2010/11	3,465

Source: *Crime in England and Wales 2010/11*

### Vehicle safety

The number of people killed or injured on UK roads has fallen considerably due to increasing investments in the research and development of in-vehicle safety products.

According to the Department for Transport, road deaths fell to an all-time low in 2010 to 1,850, down 17% on the number of fatalities recorded in 2009. The total number of road accidents including deaths, serious and slight injuries fell 6% to 208,648 in 2010, while serious injuries alone fell to 22,660, down 8% on 2009.

Year	All killed	All injured
2002	3,431	299,000
2003	3,508	287,000
2004	3,221	278,000
2005	3,201	268,000
2006	3,172	255,000
2007	2,946	245,000
2008	2,538	228,000
2009	2,222	220,000
2010	1,850	207,000
% change 2000 - 2010	-46.8%	-30.8%

Source: *DfT Reported Road Casualties in Great Britain: 2010 Annual Report*





# KEY ISSUES

## Fuel costs and Vehicle Excise Duty (VED)

Average annual fuel prices over 10 years

Year	Fuel cost (p) and all tax as % of total			
	Unleaded	% tax	Diesel	% tax
2002	73.24	77.5%	75.46	75.6%
2003	76.04	75.6%	77.92	74.1%
2004	80.87	73.1%	82.45	72.0%
2005	87.23	68.9%	91.28	66.5%
2006	91.96	66.2%	95.65	64.2%
2007	94.98	66.3%	97.44	65.0%
2008	107.5	61.7%	118.1	57.5%
2009	99.9	67.5%	104.4	65.2%
2010	117.3	63.6%	119.8	62.7%
2011	133.9	56.8%	139.2	58.5%

\*Alternatively-fuelled cars get a £10 discount on all bands.

\*\*Cars over 225g/km registered between 01/03/01-23/03/06 in band K.

Source: Direct Gov

Vehicle CO<sub>2</sub> emission bands (VED)

Band/g/km CO <sub>2</sub> emissions	Standard Rate (£)*	First Year Rate (£)
	2012-2013	2012-2013
A (up to 100g/km)	0	0
B (101-110g/km)	20	0
C (111-120g/km)	33	0
D (121-130g/km)	100	0
E (131-140g/km)	120	120
F (141-150g/km)	135	135
G (151-165g/km)	170	170
H (166-175g/km)	195	275
I (176-185g/km)	215	325
J (186-200g/km)	250	460
K** (201-225g/km)	270	600
L (226-255g/km)	460	815
M (over 255g/km)	475	1,030

# KEY ISSUES

## Consumer protection

The government-backed industry self-regulator, Motor Codes, operates codes of practice outlining clear-cut customer service level expectations in the new car, service and repair and vehicle warranty sectors. Its network of over 6,500 garages provides motorists with the UK's most extensive network of OFT-approved service and repair centres.

Motor Codes serves as a business driver for subscribing garages and offers reassurance to motorists, through transparent online garage ratings and an independent advisory service.

This free advise service has been hugely effective at fulfilling the government brief to reduce consumer complaints, with fewer than 10% of calls requiring conciliation. Of those cases, more than half were resolved by Motor Codes as Fast Track cases, while a customer's car was still in the garage.

### Calls to Motor Codes advice line full year 2011

Over 90% of calls to the Motor Codes advice line are purely for advice – fewer than 10% require any form of conciliation.

Case Type	New Car	Service @ Repair	Vehicle Warranty Products	Total
Calls to Advice Line	4743	3227	1007	8997
Conciliation cases	286	67	64	417
Fast Track cases	107	113	5	225
Arbitration cases	7	8	2	17

Free advice line: **0800 692 0825**

For more information, visit: [www.motorcodes.co.uk](http://www.motorcodes.co.uk).



## Glossary of terms

### Market segmentation

#### SMMT segmentation

A **Mini** eg Hyundai i10

B **Supermini** eg Ford Fiesta

C **Lower Medium** eg Volkswagen Golf

D **Upper Medium** eg Vauxhall Insignia

E **Executive** eg Mercedes C-Class

F **Luxury Saloon** eg Jaguar XJ

G **Specialist Sports** eg Audi TT

H **Dual Purpose** (4x4/SUV) eg Land Rover Freelander

I **Multi-Purpose Vehicle** eg Renault Scenic

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#### Segment A – Mini

- Normally less than 1.0cc
  - Bodystyle ‘miniature’
  - Normally two-door
  - Length normally not exceeding 3,050mm (10ft)
- 

#### Segment B – Supermini

- Normally between 1.0 – 1.4cc
  - Bodystyle bigger than mini
  - Length normally not exceeding 3,745mm (12.5ft)
  - Performance greater than mini
  - More variety of trims per range
- 

#### Segment C – Lower medium

- Normally between 1.3 – 2.0cc
  - Length under 4,230mm (14 ft)
- 

#### Segment D – Upper Medium

- Normally between 1.6 – 2.8cc
  - Length normally under 4,470mm (14.9 ft)
- 

#### Segment E – Executive

- Normally between 2.0 – 3.5cc
  - Bodystyle generally bigger than upper medium
  - Normally four-door
  - Length normally under 4,800mm (16 ft)
  - More luxuriously appointed
- 

#### Segment F – Luxury Saloon

- Normally upward from 3.5cc
  - Most luxurious available
- 

#### Segment G – Specialist Sports

- Sports coupé
  - Sports saloons
  - Traditional sports
- 

#### Segment H – Dual Purpose (4x4/SUV)

- 4x4 off road
- 

#### Segment I – Multi-Purpose Vehicle (MPV)

- 4x2 or 4x4 estates with a seating capacity of up to eight people

# SMMT INFORMATION

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## Registration types

### Business

If the vehicle is being sold to/registered by a company that operates up to 24 vehicles, it should be so designated a business sale. This includes dealer demonstrators.

### Fleet

If the vehicle is being registered by a company that operates a fleet of 25 or more vehicles, it should be so designated a fleet sale. This includes dealer demonstrators and Motability-leased vehicles.

### Private

If the vehicle is being registered primarily for the personal use of a private individual, it should be designated a private sale.



# SMMT INFORMATION

## SMMT group companies

### SMMT's core activities focus around:

- Member services.
- Manufacturing environment and supply chain.
- International business development.
- Vehicle legislation.
- Policy lobbying.
- Data services.

### Motor Codes



*Peace of mind for motorists*

Motor Codes Ltd was established by the motor industry to act as the self regulatory body for the automotive sector and is a wholly-owned subsidiary of the Society of Motor Manufacturers and Traders.

Motor Codes is responsible for operating three automotive codes:

- The **New Car Code** covers over 99% of all new cars sold in the UK and regulates the advertising, sale, warranty, replacement parts availability and complaint handling processes for new cars.
- The **Vehicle Warranty Products Code** represents about 70% of the industry's major providers that administer over three million products. It covers a wide range of automotive warranty and insurance products, providing protection, advice and raising standards.
- The **Service and Repair Code** helps motorists identify responsible garages committed to providing the highest standards of customer service.

Key features for motorists:

- Free advice line: 0800 692 0825.
- Free conciliation and low cost, legally binding arbitration.
- Online Garage Finder.
- Garage satisfaction survey.
- Free MOT and service reminder.
- Individual garage profiles and customer ratings.arbitration.

For more information, visit [www.motorcodes.co.uk](http://www.motorcodes.co.uk)

### Industry Forum



Industry Forum exists to improve performance and competitiveness throughout manufacturing. Initially formed in 1994 as a unique collaboration between leading vehicle manufacturers, SMMT and the government, it now works across a range of business sectors and countries.

The team delivers significant results by providing knowledge, hands-on experience and guidance to improve business performance through structured training and development programmes and by using globally recognised objective assessment criteria.

Industry Forum has practical continuous improvement at its heart and its strategy is to align itself with world-leading partners to deliver complete solutions for customers. To meet the needs of its customer base, Industry Forum's team of engineers undergoes continuous training and development to build on substantial industrial experience.

For more information, visit [www.industryforum.co.uk](http://www.industryforum.co.uk)

# SMMT INFORMATION

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## SMMT publications

12th Annual Sustainability Report  
[www.smm.co.uk/shop/twelfth-sustainability-report-2011](http://www.smm.co.uk/shop/twelfth-sustainability-report-2011)

Dealer Energy Efficiency Guide  
[www.smm.co.uk/shop/dealer-energy-efficiency-guide](http://www.smm.co.uk/shop/dealer-energy-efficiency-guide)

Electric Car Guide 2011  
[www.smm.co.uk/shop/electric-car-guide-2011](http://www.smm.co.uk/shop/electric-car-guide-2011)

Invest Now Report  
[www.smm.co.uk/shop/invest-now-report](http://www.smm.co.uk/shop/invest-now-report)

New Car CO<sub>2</sub> Report 2012  
[www.smm.co.uk/CO2report](http://www.smm.co.uk/CO2report)

## Useful links

Association des Constructeurs Européens d'Automobiles (ACEA)  
[www.acea.be](http://www.acea.be)

Automobile Association (AA)  
[www.theaa.com](http://www.theaa.com)

Automotive Council  
[www.automotivecouncil.co.uk](http://www.automotivecouncil.co.uk)

British Vehicle Rental and Leasing Association (BVRLA)  
[www.bvrla.co.uk](http://www.bvrla.co.uk)

Department for Business, Innovation and Skills (BIS)  
[www.bis.gov.uk](http://www.bis.gov.uk)

Department for Transport (DfT)  
[www.dft.gov.uk](http://www.dft.gov.uk)

Driver and Vehicle Licensing Agency (DVLA)  
[www.dft.gov.uk/dvla](http://www.dft.gov.uk/dvla)

EEF – The Manufacturers' Organisation  
[www.eef.org.uk](http://www.eef.org.uk)

European Commission  
[http://ec.europa.eu/index\\_en.htm](http://ec.europa.eu/index_en.htm)

Freight Transport Association (FTA)  
[www.fta.co.uk](http://www.fta.co.uk)

Industry Forum  
<http://www.industryforum.co.uk>

LowCVP  
[www.lowcvc.org.uk](http://www.lowcvc.org.uk)

Motor Codes  
[www.motorcodes.co.uk](http://www.motorcodes.co.uk)

Office for Low Emissions Vehicles (OLEV)  
[www.dft.gov.uk/topics/sustainable/olev/](http://www.dft.gov.uk/topics/sustainable/olev/)

Retail Motor Industry Federation (RMI)  
[www.rmif.co.uk](http://www.rmif.co.uk)

Road Haulage Association (RHA)  
[www.rha.uk.net](http://www.rha.uk.net)

RoadSafe  
[www.roadsafe.com](http://www.roadsafe.com)



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