

New Car Registrations 2002 - Analysis & Comment

New Registrations		December 2002	
		all cars	% chge
Month		144,576	14.3%
YTD		2,563,631	4.3%
Last three months		500,395	0.9%
12 MMAT		2,563,631	4.3%
Year	2001	2,458,769	10.7%
Forecast	2002	2,563,631	4.3%
	2003	2,380,000	-7.2%

MMAT - monthly moving annual totals

Registrations by customer type

December 2002	Private	Fleet	Business
Registrations	61,663	70,563	12,350
% change	8.0%	18.9%	23.0%
Market share	42.7%	48.8%	8.5%
Year 2002	Private	Fleet	Business
Registrations	1,236,766	1,090,448	236,417
% change	2.0%	5.7%	10.3%
Market share	48.2%	42.5%	9.2%

Strong December boosts record year

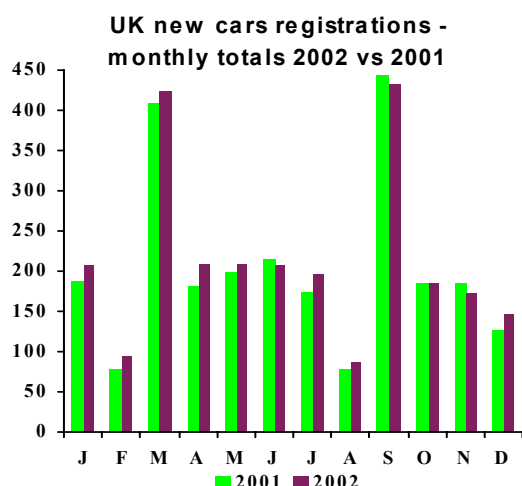
- The 2002 new car market reached a total of 2,563,631 units, bettering the previous record total set in 2001 by 4.3 per cent.
- December ended the year on a high, with a 14.3 per cent hike in registrations. This made it the strongest December market on record.
- Total registrations in 2002 rose for the third consecutive year, with almost one million more new cars registered than 10 years ago in 1992.

Sales to private buyers up again in 2002

- Following a 22 per cent hike in 2001, registrations by private buyers grew by two per cent last year to 1,236,766 units. December saw an eight per cent rise in private registrations.
- The large fleet sector saw registrations rise by 5.7 per cent in 2002 while business demand (sales to companies with fewer than 25 vehicles) rose by 10.3 per cent. Both large fleet and business volumes reached record levels in 2002.

A year to remember

- At the start of 2002, the market was forecast to reach 2.35 million units. However, strong private demand, coupled with fierce competition among manufacturers and a wealth of attractive new models, helped it to grow to a record level, topping 2.5 million sales for the first time.
- The UK is now the second largest new car market in Europe. By the end of November, this country had registered 433,357 more cars than the French and 346,755 than the Italians. Full year figures for all EU countries will be published by ACEA on 14 January.



Top 10 registrations

December 2002				Full Year 2002	
8,983	Focus	◀ 1 ▶	Focus	151,209	
6,506	Fiesta	◀ 2 ▶	Corsa	105,199	
5,953	Mondeo	◀ 3 ▶	Astra	102,107	
5,699	Corsa	◀ 4 ▶	206	96,938	
5,336	Ka	◀ 5 ▶	Fiesta	93,591	
5,241	Astra	◀ 6 ▶	Clio	86,337	
4,934	Clio	◀ 7 ▶	Golf	72,362	
4,903	Mégane	◀ 8 ▶	Mondeo	72,016	
3,848	3 series	◀ 9 ▶	Mégane	69,530	
3,799	Micra	◀ 10 ▶	Ka	62,863	

UK penetration

	Dec 2002	2001	Full Year 2002	2001
UK-built				
Registrations	28,189	31,074	582,659	594,029
Market share	19.5%	24.6%	22.7%	24.2%
% change	-9.3%	7.8%	-1.9%	-5.6%
Cars built outside UK				
Registrations	116,387	95,397	1,980,972	1,864,740
Market share	80.5%	75.4%	77.3%	75.8%
% change	22.0%	20.8%	6.2%	17.1%

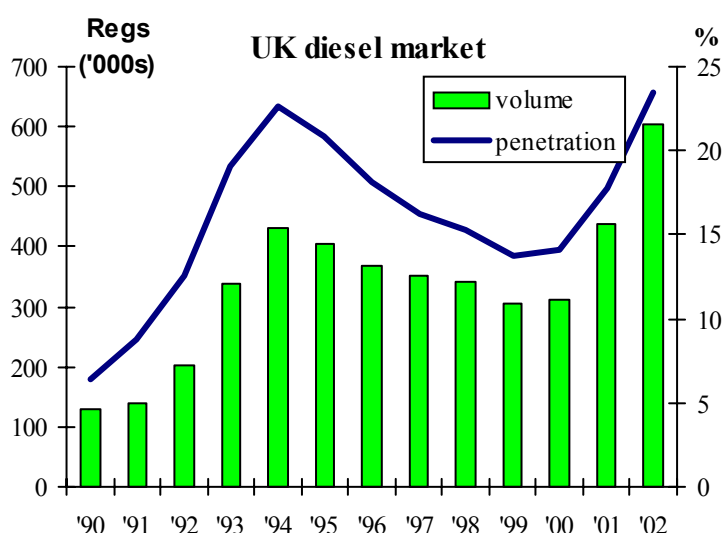
Ford Focus is buyers' number one

- Ford's Focus outsold the second place Corsa by 44 per cent, and more than 46,000 units in 2002. It has headed the best sellers' list in every month since May 2000.
- Five of the top 10 selling cars last year were superminis. The Ford Ka and Nissan Micra had best-ever top 10 placings in December, with the Ka taking 10th spot for the year overall.
- The Corsa and Astra broke the 100,000 unit barrier, taking second and third spots for Vauxhall.

Positive outlook for UK manufacturers

- Of UK-based manufacturers, Honda, Jaguar, Land Rover, MG Rover, MINI, Nissan, Peugeot and Toyota all reported growth in 2002. Overall registrations of UK-built cars fell marginally by 1.9 per cent over the year as a whole.
- Registrations of cars built outside the UK rose by 6.2 per cent in 2002 adding more than 115,000 units to the market.

INDICATOR OF THE MONTH



2002 - the year of diesel growth

- Diesel car registrations rose by 38 per cent in 2002, reaching a best-ever 602,623 units. This is 166,032 more than last year's 436,591 units.
- Market penetration rose to its highest ever level, at 23.5 per cent. This is almost a whole percentage point above the previous high in 1994.
- Diesel demand shows no sign of slowing, as buyers take advantage of more models and better performance – and lower company car tax. Penetration is expected to reach 30 per cent by 2004.