6 February 2002 3870 Immediate

January 2002 CV market up by 6.7 per cent

Registrations of New Commercial Vehicles in the United Kingdom				
	January	**% change**	**YTD**	**% change**
Total	**22,678**	**6.7%**	**22,678**	**6.7%**
LCVs	**18,620**	**6.8%**	**18,620**	**6.8%**
HCVs	**3,722**	**6.6%**	**3,722**	**6.6%**
Buses & Coaches	**336**	**8.0%**	**336**	**8.0%**

Total CV Registrations in January

'January was an excellent start to the year for the UK new CV market,' said SMMT chief executive Christopher Macgowan. 'A very strong monthly total, only bettered recently by January 1998, is a sign of continuing confidence in a market where the pace of growth continues to surprise most analysts.

'The market made sustained progress over the second half of 2001 and the trend appears to be robust enough to last into and perhaps beyond the first quarter of the year. Since August 2001 the UK market for new CVs has seen six consecutive months of growth.'

Despite the economic uncertainties of the immediate past, the market for new CVs continues to look very positive. The rise in 2001 was supported by robust growth in a variety of service sector and distribution markets and these are still expected to support economic growth in 2002. The year as a whole should also prove to be very positive for the UK new CV market.

Light Commercial Vehicle (LCV) Registrations

The LCV market volume achieved the highest total since 1998 when 19,413 new LCVs were registered. The year on year growth at 6.8 per cent was spread across most segments of the LCV sector, although the pattern of growth in the sector has been variable in the past three to six months. In general, light vans (up to 1.8t gvw) have seen weak monthly growth while the medium and heavy van sectors have fared much better. 4x4 utilities, after struggling for a number of years to mid-2001, recently started a strong revival. In January the light van segment built on the growth in December with a

4.2 per cent increase and the medium and heavy sector continued to develop strongly. The 4x4 utilities segment again posted a very strong year on year monthly change of 33.5 per cent.

While there have been a number of structural changes affecting the mix of new vans purchased, the drive to purpose-built as opposed to car derived vans and the general popularity of heavier vans, has made the market as a whole grow strongly. In January LCVs accounted for around 82 per cent of all new CV registrations.

New Registrations of Trucks

Growth in truck demand in January was 6.6 per cent, close to the average for all CVs. In this very varied sector the overall market for rigid vehicles recorded growth of 4.9 per cent while that for artics was up by 10.4 per cent. Two axle artics, with growth of 19.5 per cent led the growth momentum, but overall volume is about half of that of three axle artics. Growth of three axle artics was up by 6.8 per cent.

The rigid market is varied and market performance is often diverse. January showed that the average growth of 4.9 per cent masked a growth rate of 56.5 per cent for two axle light trucks (3.5 to 7.4t gvw) and a fall of 34.1 per cent for two axle rigids (12 to 15t gvw). The two main weight ranges in the two axle rigid segment, 7.4 to 7.5t gvw and over 15t gvw, recorded changes in registration volume for the month respectively down by 2.5 per cent and up by 15.5 per cent. Within the multi axle rigid segment growth of 10.8 per cent in four axle vehicles could not overturn a fall of 12.9 per cent in three axle vehicles, registrations for multi axle rigids as a whole fell by 3.5 per cent.

New Bus & Coach Registrations

Bus and coach registrations were up by 8.0 per cent in January wholly due to a surge of 188.6 per cent in registrations of 101 new coaches. Despite this welcome growth the market for fare stage PSV remains becalmed at a relatively low volumes and growth in coach registrations over the past six months has been inconsistent.

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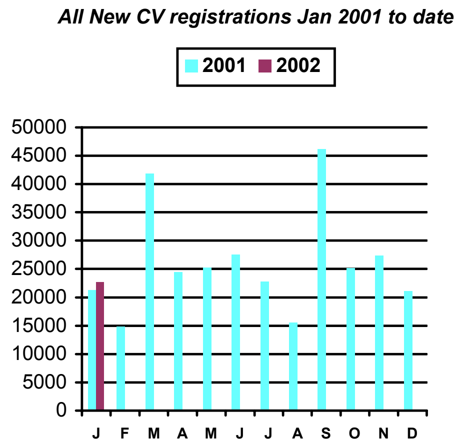
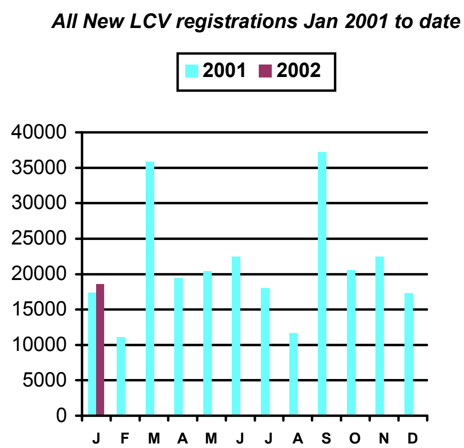


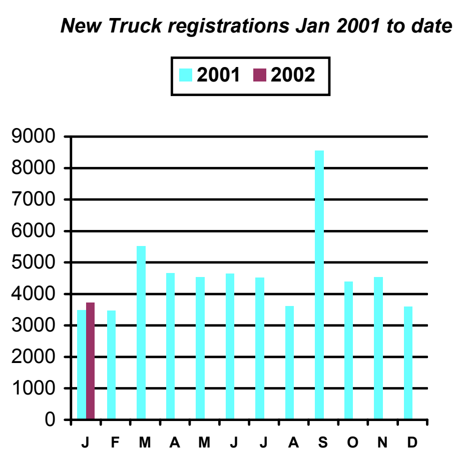
January 2002 new CV registrations up by 6.7 per cent:

- Best January since 1998
- Momentum from 2001 continues
- Good monthly volume, but slower growth is expected this year



LCV new registrations grow by 6.8 per cent in January:

- Strong growth in 4x4 utilities
- Very positive start to year and good potential for 2002
- This segment accounts for 82 per cent of all CV sales



January 2002 new registrations for trucks grow by 6.6 per cent:

- Artic volume up 10.4 per cent, while rigids grows more modestly at 4.9 per cent
- Strong growth of 56.5 per cent in the 3.5t to 7.4t (light) rigid segment
- Volume of growth focused at over 15t gvw