

April 2001 New Car Registrations - Analysis & Comment

New Registrations		April 2001	
		all cars	% chge
Month		179,996	7.0%
YTD		855,079	3.2%
Last three months		667,171	3.6%
12 MMAT		2,247,779	1.8%
Year	2000	2,221,647	1.1%
Forecast	2001	2,250,000	1.3%
	2002	2,215,000	-1.6%

MMAT - monthly moving annual totals

Registrations by customer type

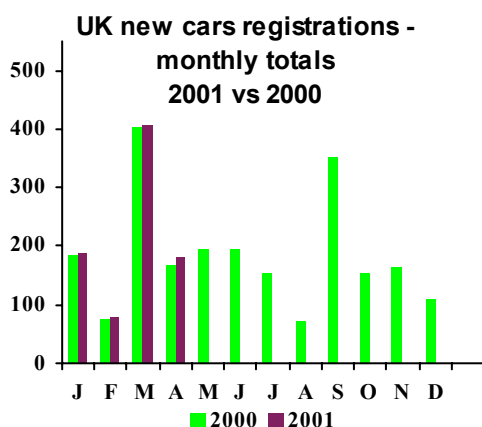
April 2001	Private	Fleet	Business
Registrations	86,906	78,136	14,954
Market share	48.3%	43.4%	8.3%
% change	18.0%	-3.4%	9.7%
Year to Date 2001	Private	Fleet	Business
Registrations	424,895	353,879	76,305
Market share	49.7%	41.4%	8.9%
% change	19.4%	-8.1%	-13.2%

Buyers dodge April showers to keep the new car market blooming

- For the seventh month in a row, new car registrations rose in April. Up 7.0 per cent on April 2000, 179,996 new cars were registered last month.
- Total registrations for the first four months of the year rose by 3.2 per cent to 855,079 units, driven by strong demand from private buyers.

Biggest gain in private sector

- Once again private buyers led market growth in April 2001. An 18 per cent increase saw the private sector's market share rise to 48.3 per cent from 42.2 per cent last year.
- Business demand also rose in April, up by 9.7 per cent to 14,954 units. Fleet demand dipped slightly by 3.4 per cent.



Strong growth could see second highest registrations ever in 2001

- After the positive start to the year, with growth in each of the first four months, the new car market is now forecast to reach 2.25 million units – the second highest annual total ever.
- 1989 was the best year for registrations with 2,300,944 new cars sold.

Top 10 registrations

April 2001					YTD 2001				
11,005	Focus	◀	1	▶	Focus			48,949	
7,384	Mondeo	◀	2	▶	206			36,672	
7,356	Clio	◀	3	▶	Astra			34,761	
7,258	206	◀	4	▶	Mondeo			33,531	
6,741	Mégane	◀	5	▶	Fiesta			31,996	
6,414	Corsa	◀	6	▶	Corsa			29,235	
6,326	Fiesta	◀	7	▶	Clio			27,516	
6,076	Astra	◀	8	▶	Mégane			24,649	
5,451	Golf	◀	9	▶	Punto			24,468	
4,599	Punto	◀	10	▶	Vectra			23,067	

UK penetration

	April 2001	2000	YTD 2001	2000
GB				
Registrations	40,874	57,841	216,128	247,316
Market share	22.7%	34.1%	25.3%	29.8%
% change	-29.3%	13.3%	-12.6%	6.9%
Imports				
Registrations	139,122	110,359	638,951	581,631
Market share	77.3%	65.6%	74.7%	70.2%
% change	26.1%	-16.4%	9.9%	-1.0%

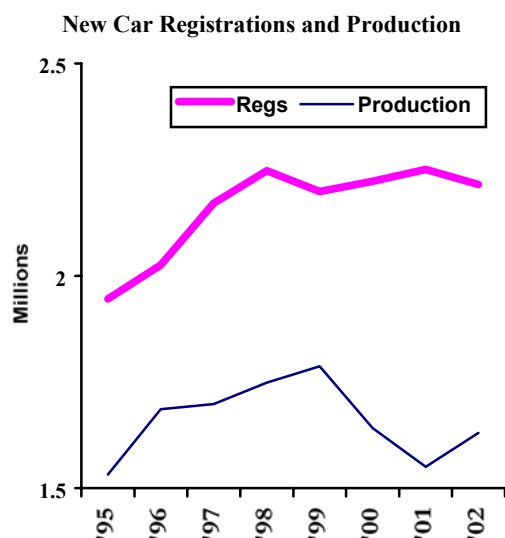
Ford locks out top slots in April

- Ford took the top two places in April's best sellers' list. The Focus headed the chart for the 12th month in succession and the new Mondeo climbed up to second place.
- Superminis continued to fare well, with the Renault Clio just edging out Peugeot's 206 to take third spot. Supermini and lower medium cars filled the remaining top ten places.

Imports hit all time record high

- Registrations of imported cars rose to their highest level ever in April, at 77.3 per cent. This followed a 26.1 per cent hike in their registrations.
- Registrations of British-built cars fell by 29.3 per cent, but Land Rover, Peugeot and Toyota all recorded above average growth last month.

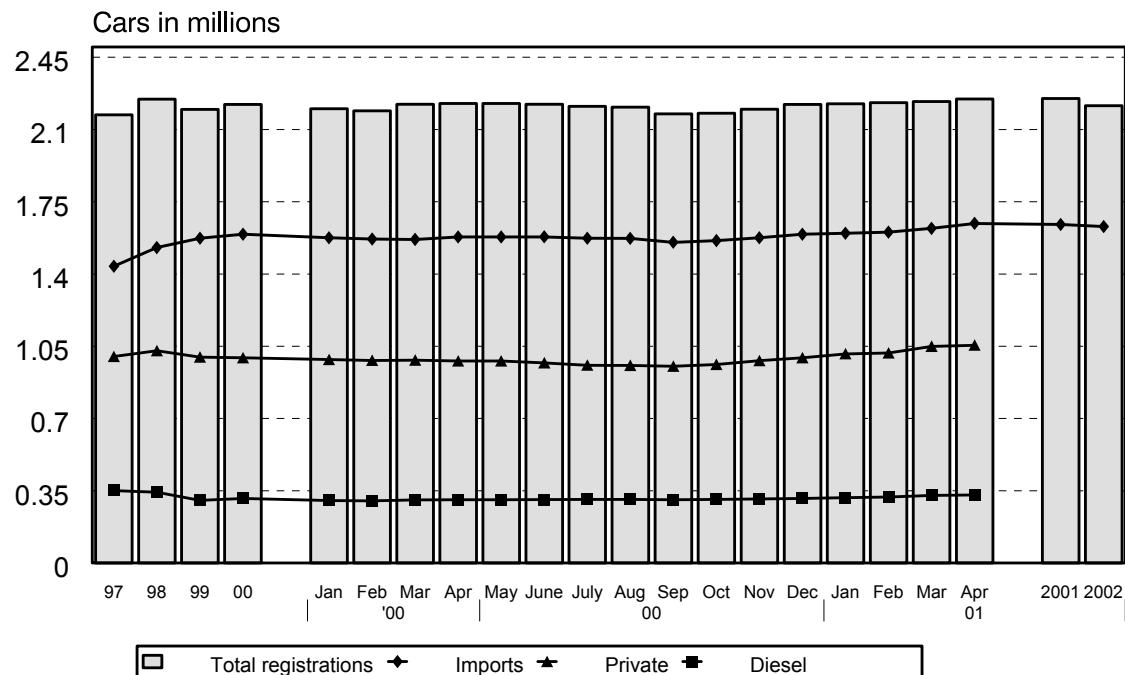
INDICATOR OF THE MONTH



Demand strong, but production dips before recovery next year

- New car demand is forecast to rise 1.3 per cent to 2.25 million units this year.
- However, the global slowdown means new car registrations might dip slightly next year to around 2.215 million units.
- Production volumes are expected to fall to 1.55 million units in 2001, as global markets ease and restructuring continues. However, prospects for UK producers are good and recovery is expected in 2002.

Annual UK new car registrations 1997 to 2000; Monthly moving annual total to April 2001 and SMMT's annual forecasts for 2001 and 2002



Source: SMMT

- Registrations in April rose by seven per cent to 179,996 units – the fourth highest April on record. The increase marks the seventh consecutive month of growth and demand remains buoyant despite fears that the economy may be slowing.
- Registrations for the first four months of the year have risen by 3.2 per cent to 855,079 units. The outlook is for the market to climb to 2.25 million units over the full year. Demand may ease next month following strong figures in May 2000 but modest growth is still envisaged for the full year.
- Next year registrations may be affected by the global slowdown, however, they should remain well above the long term running rate, at 2.215 million units.
- Demand this year has been largely concentrated in the smaller vehicle segments. Imported models continue to prove popular with UK buyers, as do diesel cars, which have recorded very strong growth so far in 2001.