

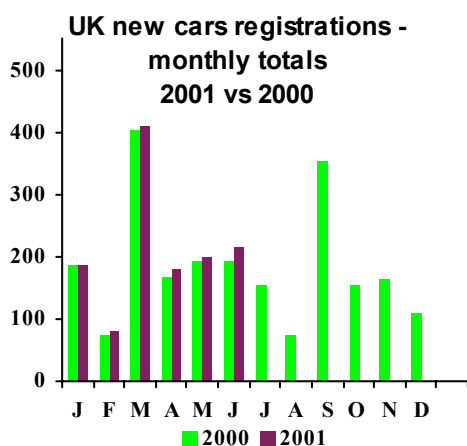
June 2001 New Car Registrations - Analysis & Comment

New Registrations		June 2001	
		all cars	% chge
Month		215,325	11.4%
YTD		1,269,028	4.3%
Last three months		593,944	6.9%
12 MMAT		2,274,254	2.3%
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

June 2001	Private	Fleet	Business
Registrations	100,720	93,667	20,938
Market share	46.8%	43.5%	9.7%
% change	22.8%	4.8%	-4.7%
Year to Date 2001	Private	Fleet	Business
Registrations	617,861	536,867	114,300
Market share	48.7%	42.3%	9.0%
% change	18.8%	-5.3%	-11.9%



Record June

- Last month was the highest June total for new car registrations on record. 215,325 units were registered beating 1979's previous high of 200,172 units by 7.6 per cent.
- The June market rose by 11.4 per cent compared to last year. It pushed total registrations over the first six months to 1,269,028 units, a 4.3 per cent rise on last year. Strong competition at franchised dealers, lower prices and a raft of new models helped achieve this result.

Private buyers still flocking to showrooms

- As registrations rose for the ninth month in succession it was once again private buyers who made the biggest impression. Up 22.8 per cent on June 2000, private demand has now added almost 100,000 units to the market in the first half of 2001.
- Large fleet demand also picked up a little on last year, but the business sector just failed to keep pace with the surge in demand reported a year earlier.

Market running above expectations

- The market has performed better than expected over the first half of the year, shrugging off fears that the economic slowdown may have hampered demand. Demand over the past year is running almost 25,000 units above the full-year forecast.
- The new registration plate format could boost sales above 400,000 units in September. However very strong demand in the final quarter of last year may prove difficult to match in surrounding months.

Top 10 registrations

June 2001				YTD 2001	
11,407	Focus	◀ 1 ▶	Focus	71,525	
10,118	Fiesta	◀ 2 ▶	Astra	53,216	
9,959	Astra	◀ 3 ▶	206	52,224	
8,804	Corsa	◀ 4 ▶	Fiesta	49,725	
7,924	Mégane	◀ 5 ▶	Mondeo	48,204	
7,341	206	◀ 6 ▶	Corsa	45,948	
6,863	Mondeo	◀ 7 ▶	Mégane	39,016	
6,664	Vectra	◀ 8 ▶	Clio	37,837	
6,237	Xsara	◀ 9 ▶	Punto	35,308	
5,908	Punto	◀ 10 ▶	Vecta	34,994	

Focus still best seller, but Fiesta moves into second place

- The Ford Focus headed the best seller's list for the fourteenth consecutive month. The Fiesta moved up to second place – its highest placing since June last year.
- Strong June performances helped boost the Vauxhall Astra and Ford Fiesta up one place in the best sellers' list for year to date.

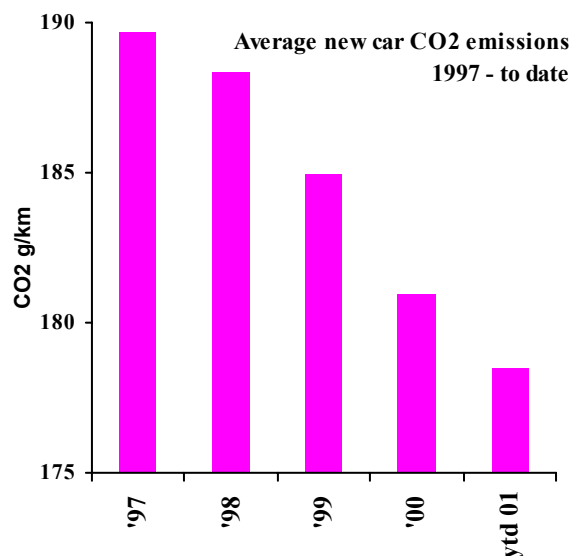
UK penetration

	June 2001	2000	YTD 2001	2000
GB				
Registrations	50,544	52,681	313,828	354,745
Market share	23.5%	27.2%	23.5%	29.2%
% change	-4.1%	-6.1%	-11.5%	5.5%
Imports				
Registrations	164,781	140,679	955,200	861,676
Market share	76.5%	72.8%	75.3%	70.8%
% change	17.1%	0.2%	10.9%	0.8%

Imports lead June market growth

- Registrations of imported cars rose by 17.1 per cent in June to give them an improved market share of 76.5 per cent.
- Registrations of cars built in the UK fell by 4.1 per cent in June, despite growth from Vauxhall, Toyota, Jaguar, Land Rover, and Peugeot.

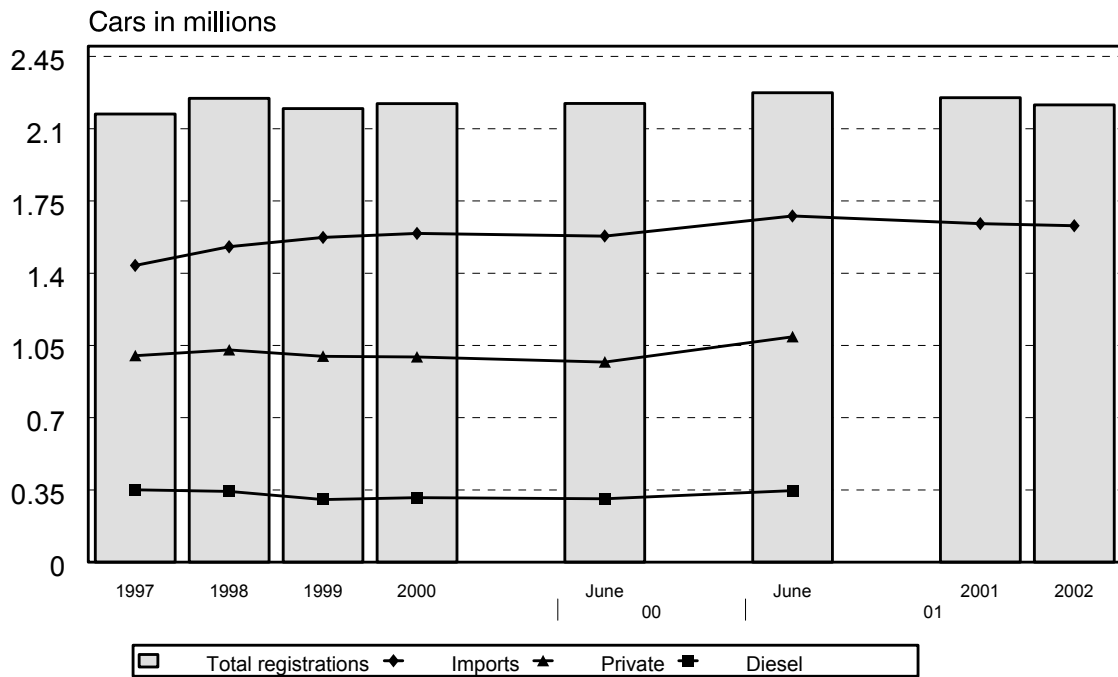
INDICATOR OF THE MONTH



CO₂ emissions falling

- Latest figures taken from SMMT's CO₂ database show CO₂ emissions from new cars have fallen by almost six per cent from 1997 levels, as manufacturers have improved products and buyers switch to smaller vehicles.
- European emission levels are on target to meet the challenging voluntary commitment to reduce CO₂ levels by 25 per cent between 1995 and 2008.

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



Source: SMMT

- Registrations continued to grow last month with a record June total of 215,325 units. This represented an 11.4 per cent increase over last year's level. Registrations rose by 4.3 per cent in the first half of 2001 to 1,269,028 units, and growth in the second quarter more than trebled the pace recorded in quarter one, at 6.9 per cent.
- Demand continues to rise on the back of buoyant private demand. Demand is especially strong for diesel fuelled cars, with diesel car registrations up 35.5 per cent in June and by 22.2 per cent in the first half of the year. This has helped reduce average new car CO₂ even further, as shown in this month's 'special focus', using data taken from SMMT's CO₂ database.
- The market appears well on course to meet SMMT's full year forecast of 2.25 million units, although demand may now enter a more unsettled phase. Demand could peak in September when the new registration plate format arrives with weaker registrations in surrounding months.