

January 2001 New Car Registrations - Analysis & Comment

Positive start to the year

New Registrations		January 2001	
		all cars	% chge
Month		187,908	1.5%
Last three months		458,283	11.0%
12 MMAT		2,224,514	1.1%
Year	1999	2,197,615	-2.2%
	2000	2,221,647	1.1%
Forecast	2001	2,250,000	1.3%
	2002	2,250,000	0.0%

MMAT - monthly moving annual totals

Registrations by customer type

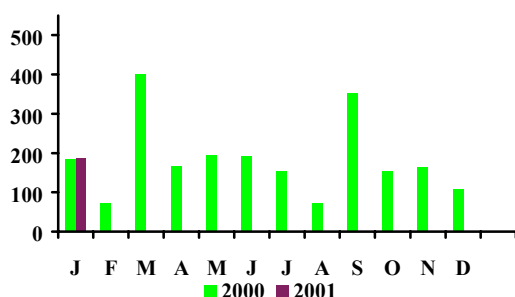
January 2001	Private	Fleet	Business
Registrations	87,062	82,982	17,864
Market share	46.3%	44.2%	9.5%
% change	28.4%	-13.8%	-14.8%
Year to Date 2001	Private	Fleet	Business
Registrations	87,062	82,982	17,864
Market share	46.3%	44.2%	9.5%
% change	28.4%	-13.8%	-14.8%

- The new car market saw a 1.5 per cent rise in registrations to 187,908 units in January.
- This is the fourth successive month of growth. The figures also top a strong January last year, which was up by two per cent.
- The trend is upward although there may be a temporary drop-off next month before the March plate change.

January growth reflects private sales boom

- Growth in January was led by a 28.4 per cent rise in demand from the private sector. Buyers have reacted positively to the attractive deals and new models on offer.
- The private sector accounted for 46.3 per cent of all January registrations, compared with a 36.6 per cent share a year ago.
- The large fleet and business sectors of the market both failed to repeat the strong improvements made in December 2000.

UK new cars registrations - monthly totals 2001 vs 2000



Sales patterns difficult to predict this year

- The market improved in January, but sales patterns may change this year as the effect on demand of March and September plate changes is not yet clear.
- Year-on-year monthly analyses may be difficult as the markets in March, May and the final quarter of last year were very strong.

Top 10 registrations

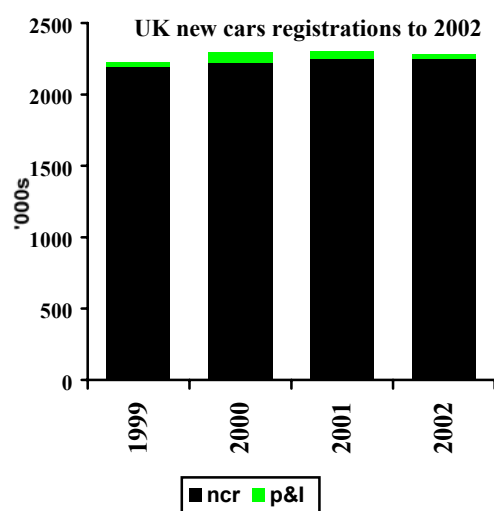
January 2001	YTD 2001
--------------	----------

UK penetration				
	Jan 2001	2000	YTD 2001	2000
GB				
Registrations	51,286	53,171	51,286	53,171
Market share	27.3%	28.7%	27.3%	28.7%
% change	-3.5%	1.5%	-3.5%	1.5%
Imports				
Registrations	136,622	131,870	136,622	131,870
Market share	72.7%	71.3%	72.7%	71.3%
% change	3.6%	1.8%	3.6%	1.8%

Imports lead January growth

- Registrations of imported cars rose by 3.6 per cent in January, to boost their market share to 72.7 per cent.
- Registrations of British-built cars dropped 3.5 per cent on last year's levels. However, Land Rover, Toyota, Nissan and Peugeot all recorded strong gains.

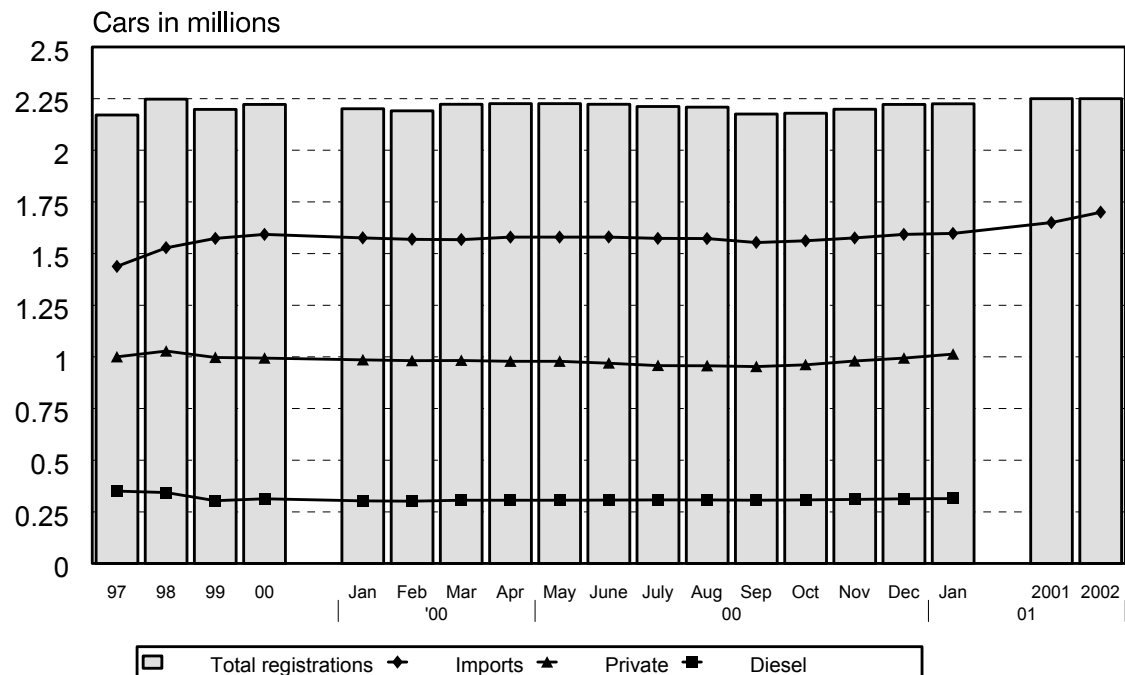
INDICATOR OF THE MONTH



Mature market to remain at high levels

- The new car market is expected to remain around the 2.25 million unit mark this year
- Import levels are set to rise further, accounting for over 75 per cent of the market by 2002.
- Personal and independent new car imports (p&i on chart), will fall again this year and in 2002.
- Registrations of larger saloons dropped in 2000. New model variants may help reverse this trend this year.

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



Source: SMMT

- After record growth in the final quarter of 2000 the market rose again in January 2001, once more led by demand from the private sector. Overall the January market showed a 1.5 per cent increase to 187,908 units.
- September 2001 sees the arrival of an all-new plate change system that could affect sales patterns this year. The introduction of the graduated VED scheme in March, based on CO₂ emissions, may also have an impact on the type of vehicle bought.
- Sales are expected to remain healthy this year, buoyed by a positive economic framework, strong private demand and the arrival of a stream of new models.