

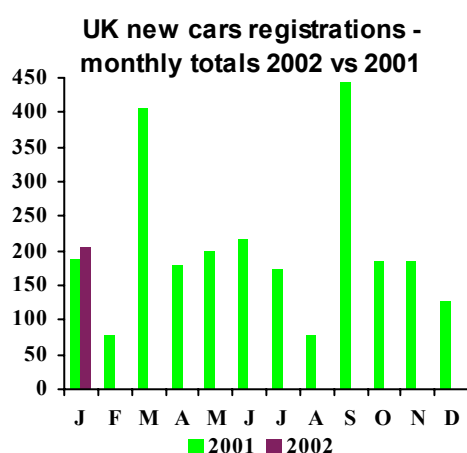
# January 2002 New Car Registrations - Analysis & Comment

New Registrations		January 2002	
		all cars	% chge
Month		205,476	9.3%
YTD		205,476	9.3%
Last three months		516,225	12.6%
12 MMAT		2,476,337	11.3%
Year	2001	2,458,769	10.7%
Forecast	2002	2,350,000	-4.4%
	2003	2,250,000	-4.3%

MMAT - monthly moving annual totals

## Registrations by customer type

January 2002	Private	Fleet	Business
Registrations	91,528	91,380	22,568
Market share	44.5%	44.5%	11.0%
% change	5.3%	9.8%	27.1%
YTD 2002	Private	Fleet	Business
Registrations	91,528	91,380	22,568
Market share	44.5%	44.5%	11.0%
% change	5.3%	9.8%	27.1%



## New Year 2002 – market still growing

- New car registrations rose 9.3 per cent in January, continuing the trend of 16 consecutive months' growth.
- The market continues to defy expectations of a slowdown, as consumers take advantage of attractive market conditions and deals.

## All sectors improve - business users show best gain.

- All sales type categories reported growth in January, over their 2001 levels.
- The private sector reported a 5.3 per cent gain, on top of the 28.2 per cent hike reported last year.
- Both large fleet and business demand showed even greater increases than the private sector in January – a feat not seen since mid 2000.

## Market to ease to 2.35mn units in 2002

- The market is expected to ease back slightly in 2002 after the exceptional year in 2001. A strong first quarter will give way to a slightly lower market compared to last year.
- Intense competition and new models will remain a key feature in the car market this year, but the economic backdrop and potential interest rate rises later in the year could knock volumes. However, a 2.35mn market would still be the second best level ever.

### Top 10 registrations

Jan 2002						YTD 2002
12,842	Focus	◀	1	▶	Focus	12,842
10,097	Fiesta	◀	2	▶	Fiesta	10,097
8,658	206	◀	3	▶	206	8,658
8,450	Clio	◀	4	▶	Clio	8,450
7,746	Astra	◀	5	▶	Astra	7,746
7,386	Corsa	◀	6	▶	Corsa	7,386
6,132	Vectra	◀	7	▶	Vectra	6,132
5,881	Golf	◀	8	▶	Golf	5,881
5,440	Ka	◀	9	▶	Ka	5,440
5,370	Mégane	◀	10	▶	Mégane	5,370

### Focus top, but superminis close in

- The Ford Focus topped the monthly best seller's list for the 21<sup>st</sup> successive month.
- Fiesta led the chasing group. The top 10 contained five superminis. This included Ford's Ka, which made another appearance inside the top 10.
- January's growth focused around the supermini, upper medium, MPV and dual purpose segments.

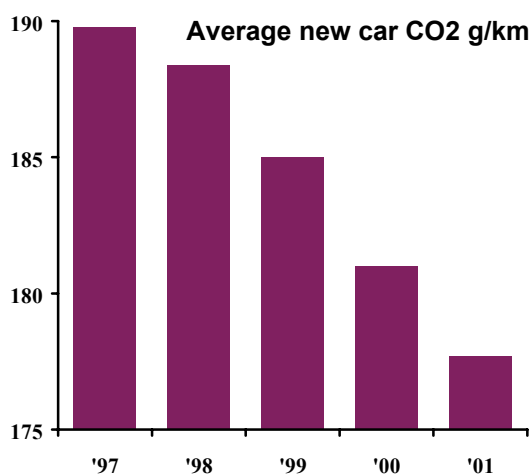
### UK penetration

	Jan 2002	2001	YTD 2002	2001
UK				
Registrations	52,051	51,287	52,051	51,287
Market share	25.3%	27.3%	25.3%	27.3%
% change	1.5%	-3.5%	1.5%	-3.5%
Imports				
Registrations	153,425	136,621	153,425	136,621
Market share	74.7%	72.7%	74.7%	72.7%
% change	12.3%	3.6%	12.3%	3.6%

### Cars built outside the UK make best of January's gain

- Overseas manufacturers improved their market share again in January.
- French and German manufacturers led the growth, although Jaguar, Honda, the new MINI, Nissan and Peugeot all did well with their UK products.
- UK-built cars rose just under 1,000 units.

## INDICATOR OF THE MONTH



### Average new car CO<sub>2</sub> levels fall again

- SMMT's new monthly data service on average new car CO<sub>2</sub> emissions showed 2001 was the best performance ever. Average new car CO<sub>2</sub> levels in the UK fell to 177.7g/km in 2001, down 1.8 per cent from the 2000 level and 6.4 per cent below the 1997 level – the first year SMMT began reporting the figures.
- Further details on CO<sub>2</sub> levels in the UK, by fuel type, segment, manufacturer, model detail can be sourced from the SMMT. This is a chargeable, commercial service.

