

April 2002 New Car Registrations - Analysis & Comment

New Registrations		April 2002	
		all cars	% chge
Month		208,976	16.1%
YTD		931,694	9.0%
Last three months		726,218	8.9%
12 MMAT		2,535,384	12.8%
Year	2001	2,458,769	10.7%
Forecast	2002	2,400,000	-2.4%
	2003	2,300,000	-4.2%

MMAT - monthly moving annual totals

Registrations by customer type

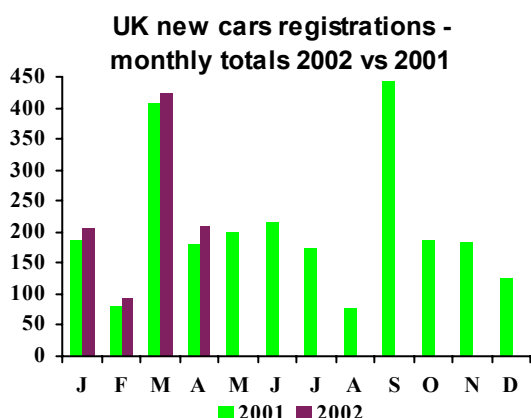
April 2002	Private	Fleet	Business
Registrations	108,126	83,487	17,363
Market share	51.7%	40.0%	8.3%
% change	24.5%	6.7%	16.4%
YTD 2002	Private	Fleet	Business
Registrations	463,651	380,224	87,819
Market share	49.8%	40.8%	9.4%
% change	9.2%	7.2%	15.8%

April market grows again

- The April market hit a record high in 2002 climbing 16.1 per cent on April 2001's level to 208,976 units. This was almost 18,000 units higher than the previous record of 191,276 in 1989.
- Diesel new car registrations soared 60.5 per cent in April to 48,537 units. Market share hit 23.2 per cent compared to 16.8 per cent in April 2001, reflecting the growing popularity of company car tax beating diesel models.

Private buyers still pushing growth

- Private buyers once again flocked to showrooms in April. A 24.5 per cent hike in registrations last month came on top of a 17.9 per cent increase in April 2001, as the competitive market continued to entice customers to franchised dealers.
- The business sector also reported growth, with the sector up 15.8 per cent, while the fleet sector also performed well, up 6.7 per cent.



Market up over 75,000 units so far

- Registrations have risen by 76,615 units over the first four months of 2002 to 931,694 units. This is a record market size and has pushed the May 2001 - April 2002 total to 2.535 million units.
- Market forecasts have been revised upwards to 2.4 million units, but despite a record start to the year, the market is expected to ease on the back of very strong sales in the second half of 2001.

Top 10 registrations

April 2002				YTD 2002
14,076	Focus	◀ 1 ▶	Focus	60,255
9,877	Fiesta	◀ 2 ▶	Corsa	37,869
8,516	Corsa	◀ 3 ▶	206	37,023
7,698	Astra	◀ 4 ▶	Astra	36,130
7,667	Clio	◀ 5 ▶	Fiesta	35,170
7,422	206	◀ 6 ▶	Clio	32,548
7,307	Golf	◀ 7 ▶	Golf	26,584
6,146	Mondeo	◀ 8 ▶	Mondeo	25,694
6,133	Polo	◀ 9 ▶	Mégane	24,172
5,723	Mégane	◀ 10 ▶	3 series	23,546

Focus leads as superminis gain

- The Ford Focus headed the monthly best sellers' list for the 24th successive month.
- Five superminis featured in the top 10. Supermini registrations provided the largest boost to April volumes, with registrations up more than a fifth to 68,409 units.
- MPVs performed strongly, up 45 per cent in April to 8,743 units.

UK penetration

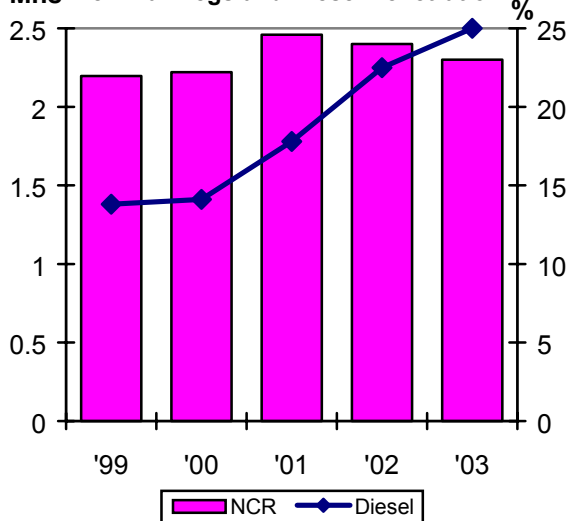
	April 2002	2001	YTD 2002	2001
UK				
Registrations	46,752	40,874	227,798	216,129
Market share	22.4%	22.7%	24.4%	24.2%
% change	14.4%	-29.3%	5.4%	-5.6%
Cars built outside the UK				
Registrations	162,224	139,122	703,896	638,950
Market share	77.6%	77.3%	75.6%	74.7%
% change	16.6%	26.1%	10.2%	9.9%

Imports and UK-built cars grow

- Registrations of both cars built outside the UK and domestically produced cars grew in April.
- UK-built cars from MINI, Jaguar and Honda all did well in April, while models from Audi, BMW, Citroen, Ford, Mazda, Mercedes, Vauxhall and VW all improved their market shares during the month.

INDICATOR OF THE MONTH

Mns New Car Regs and Diesel Penetration



New car registrations to ease to 2.4mn units

- SMMT has revised its full year forecast by 50,000 to 2.4 million units following an excellent start to the year. However, the threat of interest rate rises and a cooling of consumer spending could see demand ease later in the year, as figures come on very strong figures in the latter half of 2001. The UK looks set to remain a focal point for European demand though.
- Diesel demand looks to set to rise to 25 per cent of the market, well over half a million units in 2002. But Britain still has some way to go to hit the 35 per cent share taken in Europe, where fuel duty rates favour diesel powered vehicles.