

**REGISTRATIONS OF NEW CARS IN THE UNITED KINGDOM - BY MANUFACTURER**

| MANUFACTURER       | March          |               |                |               | %           | YEAR TO DATE   |               |                |               | %           |
|--------------------|----------------|---------------|----------------|---------------|-------------|----------------|---------------|----------------|---------------|-------------|
|                    | 2002           | %             | 2001           | %             |             | 2002           | %             | 2001           | %             |             |
| ALFA ROMEO         | 1,743          | 0.41          | 2,075          | 0.51          | -16.00      | 3,189          | 0.44          | 4,041          | 0.60          | -21.08      |
| AUDI               | 10,246         | 2.42          | 8,268          | 2.03          | 23.92       | 18,582         | 2.57          | 13,560         | 2.01          | 37.04       |
| BENTLEY            | 25             | 0.01          | 77             | 0.02          | -67.53      | 80             | 0.01          | 105            | 0.02          | -23.81      |
| BMW                | 16,891         | 3.99          | 16,243         | 3.98          | 3.99        | 26,237         | 3.63          | 24,454         | 3.62          | 7.29        |
| CHRYSLER JEEP      | 2,820          | 0.67          | 2,637          | 0.65          | 6.94        | 5,085          | 0.70          | 4,670          | 0.69          | 8.89        |
| CITROEN            | 22,137         | 5.22          | 22,278         | 5.46          | -0.63       | 36,119         | 5.00          | 34,686         | 5.14          | 4.13        |
| DAEWOO             | 2,824          | 0.67          | 3,610          | 0.88          | -21.77      | 4,651          | 0.64          | 5,135          | 0.76          | -9.43       |
| FIAT               | 16,182         | 3.82          | 18,038         | 4.42          | -10.29      | 26,149         | 3.62          | 29,339         | 4.35          | -10.87      |
| FORD               | 61,315         | 14.47         | 63,732         | 15.62         | -3.79       | 114,916        | 15.90         | 116,673        | 17.28         | -1.51       |
| GENERAL MOTORS     | 53,480         | 12.62         | 50,739         | 12.44         | 5.40        | 91,516         | 12.66         | 85,544         | 12.67         | 6.98        |
| CADILLAC           | 1              | 0.00          | 6              | 0.00          | -83.33      | 5              | 0.00          | 10             | 0.00          | -50.00      |
| CHEVROLET          | 2              | 0.00          | 31             | 0.01          | -93.55      | 11             | 0.00          | 47             | 0.01          | -76.60      |
| VAUXHALL           | 53,477         | 12.62         | 50,702         | 12.43         | 5.47        | 91,500         | 12.66         | 85,487         | 12.66         | 7.03        |
| HONDA              | 13,972         | 3.30          | 12,078         | 2.96          | 15.68       | 22,015         | 3.05          | 18,493         | 2.74          | 19.05       |
| HYUNDAI            | 5,264          | 1.24          | 5,232          | 1.28          | 0.61        | 8,209          | 1.14          | 7,935          | 1.18          | 3.45        |
| I.M. GROUP         | 2,525          | 0.60          | 2,698          | 0.66          | -6.41       | 3,755          | 0.52          | 4,511          | 0.67          | -16.76      |
| DAIHATSU           | 996            | 0.24          | 770            | 0.19          | 29.35       | 1,295          | 0.18          | 1,073          | 0.16          | 20.69       |
| ISUZU              | 251            | 0.06          | 239            | 0.06          | 5.02        | 428            | 0.06          | 364            | 0.05          | 17.58       |
| SSANGYONG          | 0              | 0.00          | 0              | 0.00          | 0.00        | 0              | 0.00          | 0              | 0.00          | 0.00        |
| SUBARU             | 1,278          | 0.30          | 1,689          | 0.41          | -24.33      | 2,032          | 0.28          | 3,074          | 0.46          | -33.90      |
| JAGUAR / DAIMLER   | 4,454          | 1.05          | 2,421          | 0.59          | 83.97       | 7,543          | 1.04          | 3,671          | 0.54          | 105.48      |
| KIA                | 2,360          | 0.56          | 2,120          | 0.52          | 11.32       | 3,580          | 0.50          | 3,120          | 0.46          | 14.74       |
| LANDROVER          | 6,435          | 1.52          | 8,622          | 2.11          | -25.37      | 10,544         | 1.46          | 12,691         | 1.88          | -16.92      |
| LEXUS              | 1,585          | 0.37          | 1,615          | 0.40          | -1.86       | 2,901          | 0.40          | 2,999          | 0.44          | -3.27       |
| LOTUS              | 173            | 0.04          | 58             | 0.01          | 198.28      | 312            | 0.04          | 151            | 0.02          | 106.62      |
| MAZDA              | 4,108          | 0.97          | 2,878          | 0.71          | 42.74       | 6,648          | 0.92          | 4,119          | 0.61          | 61.40       |
| MERCEDES BENZ      | 12,227         | 2.89          | 11,012         | 2.70          | 11.03       | 21,923         | 3.03          | 20,307         | 3.01          | 7.96        |
| MINI               | 5,390          | 1.27          | 0              | 0.00          | 0.00        | 9,623          | 1.33          | 0              | 0.00          | 0.00        |
| MITSUBISHI         | 2,647          | 0.62          | 3,310          | 0.81          | -20.03      | 4,401          | 0.61          | 5,671          | 0.84          | -22.39      |
| NISSAN             | 18,592         | 4.39          | 16,008         | 3.92          | 16.14       | 29,608         | 4.10          | 25,478         | 3.77          | 16.21       |
| PERODUA            | 110            | 0.03          | 179            | 0.04          | -38.55      | 239            | 0.03          | 391            | 0.06          | -38.87      |
| PEUGEOT            | 36,908         | 8.71          | 36,458         | 8.94          | 1.23        | 62,161         | 8.60          | 59,701         | 8.84          | 4.12        |
| PORSCHE            | 858            | 0.20          | 982            | 0.24          | -12.63      | 1,499          | 0.21          | 1,600          | 0.24          | -6.31       |
| PROTON             | 632            | 0.15          | 722            | 0.18          | -12.47      | 971            | 0.13          | 1,088          | 0.16          | -10.75      |
| RENAULT            | 28,554         | 6.74          | 26,498         | 6.49          | 7.76        | 52,955         | 7.33          | 43,513         | 6.45          | 21.70       |
| ROLLS ROYCE        | 4              | 0.00          | 6              | 0.00          | -33.33      | 16             | 0.00          | 13             | 0.00          | 23.08       |
| MG ROVER           | 17,206         | 4.06          | 16,370         | 4.01          | 5.11        | 27,546         | 3.81          | 25,921         | 3.84          | 6.27        |
| SAAB               | 3,236          | 0.76          | 3,241          | 0.79          | -0.15       | 4,926          | 0.68          | 4,962          | 0.74          | -0.73       |
| SEAT               | 4,913          | 1.16          | 4,193          | 1.03          | 17.17       | 8,390          | 1.16          | 6,895          | 1.02          | 21.68       |
| SKODA              | 6,428          | 1.52          | 6,679          | 1.64          | -3.76       | 10,633         | 1.47          | 9,957          | 1.47          | 6.79        |
| SUZUKI             | 5,922          | 1.40          | 5,427          | 1.33          | 9.12        | 9,002          | 1.25          | 8,163          | 1.21          | 10.28       |
| TOYOTA             | 20,079         | 4.74          | 16,398         | 4.02          | 22.45       | 31,027         | 4.29          | 27,645         | 4.10          | 12.23       |
| VOLKSWAGEN         | 22,279         | 5.26          | 26,435         | 6.48          | -15.72      | 41,482         | 5.74          | 44,414         | 6.58          | -6.60       |
| VOLVO              | 8,032          | 1.90          | 7,937          | 1.95          | 1.20        | 11,736         | 1.62          | 11,847         | 1.75          | -0.94       |
| OTHER BRITISH      | 165            | 0.04          | 241            | 0.06          | -31.54      | 318            | 0.04          | 524            | 0.08          | -39.31      |
| OTHER IMPORTS      | 1,006          | 0.24          | 509            | 0.12          | 97.64       | 2,231          | 0.31          | 1,096          | 0.16          | 103.56      |
| <b>GRAND TOTAL</b> | <b>423,727</b> | <b>100.00</b> | <b>408,024</b> | <b>100.00</b> | <b>3.85</b> | <b>722,718</b> | <b>100.00</b> | <b>675,083</b> | <b>100.00</b> | <b>7.06</b> |