

October 2001 New Car Registrations - Analysis & Comment

New Registrations		October 2001	
		all cars	% chge
Month		185,325	20.7%
YTD		2,148,025	10.1%
Last three months		705,836	21.7%
12 MMAT		2,418,400	11.0%
Year	2000	2,221,647	1.1%
Forecast	2001	2,380,000	7.1%
	2002	2,220,000	-6.7%
	2003	2,220,000	0.0%

MMAT - monthly moving annual totals

Registrations by customer type

October 2001	Private	Fleet	Business
Registrations	91,510	78,727	15,088
Market share	49.4%	42.5%	8.1%
% change	28.3%	9.2%	49.5%
Year to Date 2001	Private	Fleet	Business
Registrations	1,065,635	890,887	191,503
Market share	49.6%	41.5%	8.9%
% change	21.8%	0.6%	0.4%

Record October market

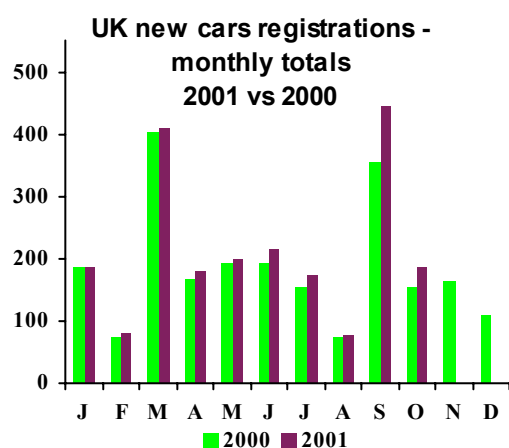
- October new car registrations reached an all-time high in 2001, despite the global economic slowdown. In the new car market consumer confidence remains strong.
- October was the fifth record month in 2001. It was also the 13th consecutive month of market growth.
- In the 12 months from November 2000 to October 2001 total registrations have topped 2.4 million units.

Private sector and fleets record growth

- Private buyers are still reacting positively to lower prices, new models and competitive finance packages. So far this year the sector has added more than 190,000 units to the market.
- Business demand bettered private sector growth in October, partly reflecting weak sales last year. Both fleet and business sales from January to October now exceed last year's totals.

2001 will be a record year

- Seven out of the last 12 months have seen record registration figures. The market seems to be showing little signs of cooling. However, the growth is expected to ease, following record registrations in both November and December last year.
- The 2001 market looks set to reach 2.38 million units. This is 100,000 units, or four per cent more, than in 1989, the previous record year.



Top 10 registrations

Oct 2001					YTD 2001
9,376	Focus	◀	1	▶	Focus 118,040
8,054	Corsa	◀	2	▶	Astra 86,372
7,742	Clio	◀	3	▶	206 85,975
7,338	Mégane	◀	4	▶	Fiesta 85,455
7,157	Astra	◀	5	▶	Corsa 81,134
6,183	Fiesta	◀	6	▶	Mondeo 77,446
5,969	206	◀	7	▶	Clio 66,202
5,240	Mondeo	◀	8	▶	Mégane 64,834
5,167	Golf	◀	9	▶	Golf 59,048
4,930	Vectra	◀	10	▶	Xsara 58,542

18 months at the top for Ford Focus

- For the 18th consecutive month the Ford Focus headed the best sellers list in October.
- Vauxhall's Corsa took October's second spot, while the Astra moved up to second in the YTD table. The Vectra returned to the top ten in October.
- Renault's Clio and Mégane performed strongly in October.

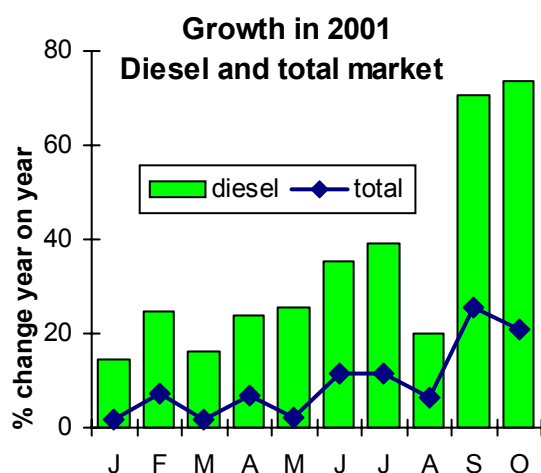
UK penetration

	Oct 2001	2000	YTD 2001	2000
UK				
Registrations	42,908	40,660	519,957	555,712
Market share	23.2%	26.5%	24.2%	28.5%
% change	5.5%	-9.7%	-6.4%	-1.2%
Imports				
Registrations	142,417	112,881	1,628,068	1,395,560
Market share	76.8%	73.5%	75.8%	71.5%
% change	26.2%	7.9%	16.7%	-0.8%

Imports lead growth

- Registrations of UK-built cars rose in October, with strong sales reported by MG Rover, Jaguar and the new Mini.
- Growth continues in imported products. French and German manufacturers reported a good October. Registrations of imported cars have risen by over 230,000 units over the course of 2001.

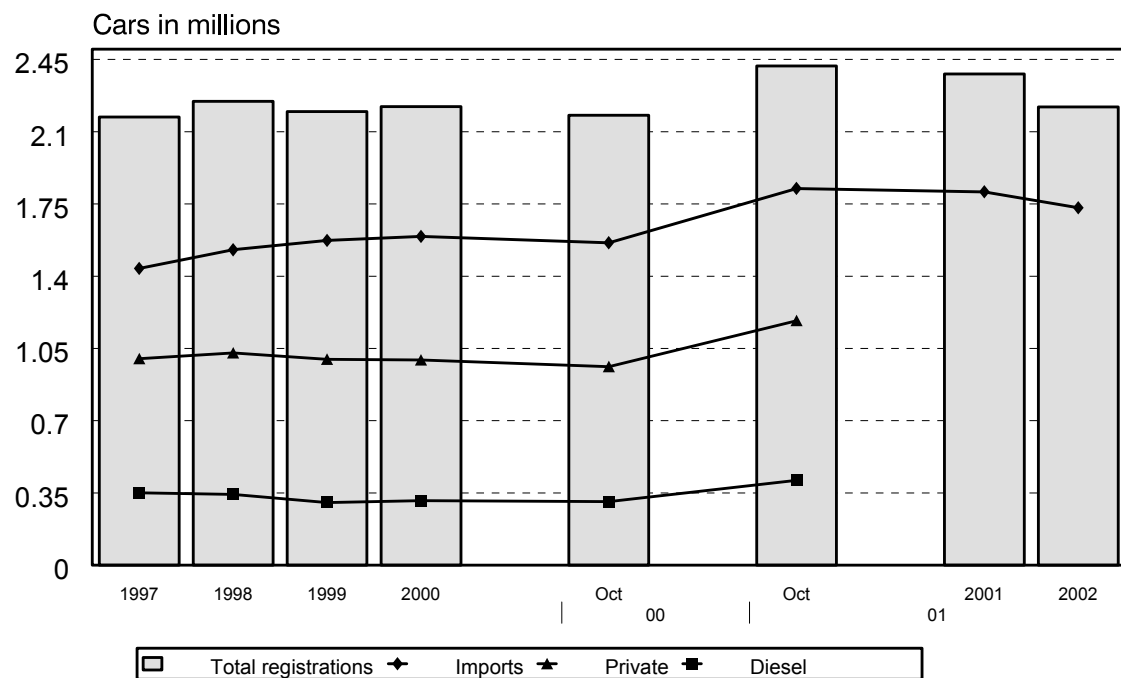
INDICATOR OF THE MONTH



Diesel performance - exceptional

- Diesel car sales have seen exceptional growth in 2001. Total diesel registrations have risen by 36.2 per cent so far this year to a total of 370,076 units.
- In the fleet sector alone diesel registrations were up 34.6 per cent to 240,116 units over the year-to-date.
- Diesel registrations now make up 17.2 per cent of the total new car market, up from 13.9 per cent market share taken during the first 10 months of 2000.

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



Source: SMMT

- The October market performed more strongly than many commentators had forecast. It grew by 20.7 per cent to 185,325 units. This was a record October total, and marked the fifth month this year that an all-time high in new car registrations has been achieved.
- The increase comes despite news that other areas of the UK economy are slowing, following a weakening in the world economy. Despite concerns about consumer confidence, new car buyers continue to take advantage of lower prices, zero per cent finance packages and a range of new models, many of them British-built.
- Although growth has been concentrated in the private sector, recently the market for business and large fleets has also improved. Year-to-date figures in all sectors are now up on 2000 levels.
- Demand is expected to ease next month following record highs last November and December. However, the strength of demand in the first 10 months should ensure that 2001 is a record year for registrations. SMMT predicts that demand in 2002 will fall back slightly to 2000 levels at around 2.22 million units. Registrations over the past five years have averaged around 2.2 million units.