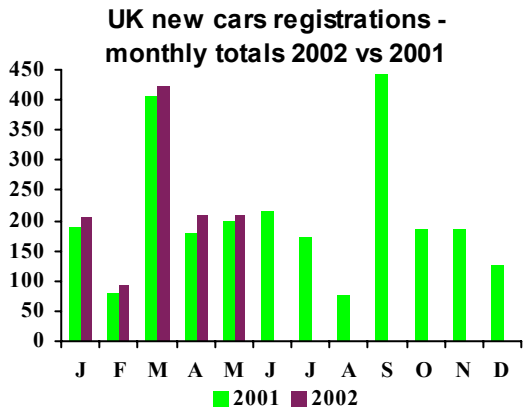
May 2002 New Car Registrations - Analysis & Comment

New Registrations		May 2002 all cars	% chge
Month		208,669	5.1%
YTD		1,140,363	8.2%
Last three months		841,372	7.0%
12 MMAT		2,545,433	13.0%
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			
May 2002	Private	Fleet	Business
Registrations	104,599	86,925	17,145
Market share	50.1%	41.7%	8.2%
% change	13.4%	-2.8%	1.1%
YTD 2002	Private	Fleet	Business
Registrations	568,192	467,292	104,879
Market share	49.8%	41.0%	9.2%
% change	10.0%	5.2%	13.0%



May market marks 20 months of growth

- Registrations rose for the 20th successive month in May, to a record high, of 208,669 units. The 5.1 per cent increase helped take the full year tally to 1,140,363 units, an 8.2 per cent increase over the same period in 2001.

- The strong start to the year has put the market on course to hit 2.4 million units. However registrations are expected to ease later this year after record growth in the second half of 2001.

Private buyers continue to lead growth

- Registrations rose in May mainly due to strong growth from private buyers. The market continues to defy expectations of a slowdown, as consumers are attracted by new models and low cost finance packages.

- Business demand edged forward in May, while large fleet volumes cooled. However, over the first five months of the year growth across all segments remains impressive.

More than 86,000 units added to market

- Registrations over the first five months of the year were 86,664 units up on last year's tally.

- Such has been the pace of growth this year that the market is expected to end the year at 2.4 million units, just below last year's record total. Much will depend on consumer spending patterns, which could be influenced by any interest rate movements.

Top 10 registrations						
May 2002						YTD 2002
12,996	Focus	◀	**1**	▶	Focus	73,251
9,166	Corsa	◀	**2**	▶	Corsa	47,035
8,027	Astra	◀	**3**	▶	206	44,585
7,788	Clio	◀	**4**	▶	Astra	44,157
7,769	Fiesta	◀	**5**	▶	Fiesta	42,939
7,562	206	◀	**6**	▶	Clio	40,336
6,767	Golf	◀	**7**	▶	Golf	33,351
6,345	Megane	◀	**8**	▶	Mondeo	31,692
5,998	Mondeo	◀	**9**	▶	Megane	30,517
5,262	Ka	◀	**10**	▶	Xsara	28,523

Focus leads as superminis gain

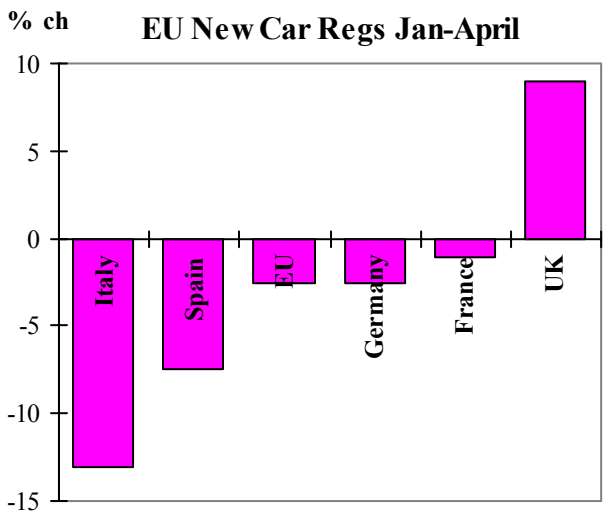
- The Ford Focus headed the monthly best sellers' list for the 25th successive month.
- The main volume of growth in May came from the supermini and lower medium sectors. All bar one model in the top ten - the Mondeo - came from these two segments.
- MPVs, 4x4s and luxury saloons all reported strong May growth.

UK penetration	May 2002	2001	YTD 2002	2001
UK				
Registrations	46,233	47,150	274,031	263,279
Market share	22.2%	23.7%	24.0%	25.0%
% change	-1.9%	-13.9%	4.1%	-12.8%
Cars built outside UK				
Registrations	162,436	151,470	866,332	790,420
Market share	77.8%	76.3%	76.0%	75.0%
% change	7.2%	8.7%	9.6%	9.6%

UK-built cars up 10,752 units in 2002

- Registrations of cars built in Britain are up 10,752 units so far in 2002, although May recorded a slight dip of 1.9 per cent.
- Registrations of cars built outside the UK continued to rise in May, taking 77.8 per cent of market share, compared to 76.3 per cent in May 2001.

INDICATOR OF THE MONTH



UK is hot spot of Europe

- While new car registrations have grown in the UK, demand across Europe as a whole has fallen 2.6 per cent - according to figures from ACEA for the January – April period.
- The UK is the only one of Europe's big five markets to grow. The Italian and Spanish markets have shown a big slump, while Germany and France remain sluggish.
- The UK is now Europe's second largest market, second only to Germany.