Press Release

THE EUROPEAN CAR MARKET SLOWS DOWN DURING MARCH 2018 (-5.2%), KEEPING A POSITIVE SIGN (+0.6%) IN THE FIRST THREE MONTHS

A strong reduce of diesel in the five main markets in the first three months (-18% and a share which goes from 47% to 39%): a worrisome data for the reaching of the target of 95 g/km CO_2 for 2021

Turin, April 18th 2018 – According to the data published by ACEA, in **the European Union countries and of EFTA countries[1]** in March registrations of cars reach 1,836,960 units, with an increasement of 5.2% respect to March 2017.

In the first three months of 2018, volumes registered reach 4,282,134 units, with a positive variation of 0.6% respect to the same period of the previous year.

"*In March 2018 the European Car market registers for the first time since the beginning of the year a decrease (-5.2%) – this is the first March in slowdown since 2014 – given also by the comparison with March 2017 which had higher volumes* – says **Gianmarco Giorda**, **Director of ANFIA.** *Sales trend is slowing down in some market and in particular in the United Kingdom, where it is registered a new decrease of 15.7%. The request of cars decreases also in Italy (-5.8%) – thanks also to the calendar effects and to the unsure political climate – and in Germany (-3.4%), while France (+2.2%) and Spain (+2.1%) are growing.*

In the first three months of 2018, the market stayed slightly positive (+0.6%) despite the decline in March. Car registrations grew in Spain (+10.5%), Germany (+4%) and France (+2.9%), while the car request decreased in Italy (-1.5%) and in the United Kingdom (-12.4%).

The market of the five European major markets decreases of 0.9% during the first three months, with a strong reshaping (-18%) of the diesel segment, which has in this area the 39% of share against the 47% of January-February 2017. This is a phenomenon with a negative effect for the reaching of the target of 95 g/km CO_2 for 2021.

A good performance of the new European Member States is pointed out, with an increasement of the request of 11.9% in the first three months of 2018".

[1] EU 28 + EFTA. The data of Malta are now not available.

National Association of Automotive Industry (ANFIA)

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In **Italy**, registrations totalized in March reached 213,731 units (-5.8%). In the first three months of 2018, the whole registrations reached 574,130, with a decrease of 1.5% respect to the volumes of the same period of 2017.

According to the ISTAT data, in March the **National consumer price index** grows of 0.3% per month and of 0.8% per year (from +0.5% of February).
In the field of the energetic good not regulated, are pointed out economic decreases in the prices of **other fuels**, which slow down of 1.7% - because of the slowing down of LPG – showing per year, a strong reduce of the growth (+1.9% from +5.2%), of **fuel** (-1%; +0.3% the yearly variation, in down since +1.3%) and of **Diesel** (-0.9%; +1.8% the trend from +2.8% of February).

In March, the alternative powered car market grows 6.2% and it gains the 11.6% of the market, a percentage more respect to March 2017, with about 25,000 cars, divided this way: 17,000 natural gas cars, 7,500 hybrids cars and 429 electrics. Electric and Hybrid Plug-in cars are growing fast. In **decrease, instead, diesel cars sales during the month (-9%),** this down involves also petrol cars (-3.9%), in the other main market instead this sector is growing.

Italian brands have seen in Europe, 120,591 registrations during March (-8%), with a market share 6.6%. Jeep (+42.3%) and Alfa Romeo (+8.6%) back to close positively the month. During the first three months of 2018, registrations of Italian brands reached 290,250 units (-4.3%) with a share of 6.8%. Still positive and in double figures the brands Jeep (+52.6%) and Alfa Romeo (+15.6%).

Spain totalizes 128,175 registrations during March (+2.1%). In the first three months of 2018, the whole volumes reached 340,311 units (+10.5%).

The Spanish Automotive Trade Association, ANFAC, points out how the registrations of March have been influenced by the celebrations of the Holy Week which stole two working days respect the same month of 2017. This celebration influenced the most the private owners channel which decreases of 3.3% against the positive sign of the other channel of sale and of the market more in general. Watching the trend of registrations during the first three months of 2018, private owners channel, even if it keeps a positive sign, registers however a lower increasement respect to business and rental cars. The increase of business cars (+17.5%) returns to grow in double figures respect to private owners ones (+7.3%) in the period from January to March, trend which happen several times in the last year.

In details, following the sales channels, March market is divided this way: 55,179 sales to private owners (-3.3% with a share of 43%), 37,021 business sales (+11.5% with a share of 29%) and 35,975 rental sales (+1.8% and with a share of 28%).

Looking at fuel types, diesel cars sales, that in 2017 represented the 48.3% of the market, keep losing share in the first three months of 2018 and they represent the

42% in January, the 38% in February and the 36% in March, with a share of 38% in the first three months (it was 51% from January to March 2017). The share of petrol cars in March is about 59% (56% in the cumulate), while alternative powered cars represent the 4.8% of the market (5.5% in the cumulate). SUVs of all dimensions gain the 38% of the market of March.

In **France**, during March, 231,103 new registrations have been registered, with an increasement of 2.2% respect to March 2017, which had the same working days (22 days).

The cumulate in the first three months of 2018 is about 556,842 units, 2.9% more respect to the first three months of 2017, percentage which stays this way with the same working days (64 days in the progressive of 2018 and in the progressive of 2017).

Second-hand market, according to CCFA registers 527,526 units in March, with a negative variation of 0.3% respect to the same month of 2017. From January to March 2018, the whole volumes reached 1,402,342 units, with a decrease of 3% respect to the same period of the previous year.

Looking at fuel types, **in the first three months of 2018, diesel cars registrations lose the 12% of the market (a decrease which involves 30,000 units) with the share which slows down 41% (it was 47% from January to March 2017).** Petrol cars with the 53.4% of the market, gain 6.2 points of share respect to the same period of 2017, thanks to an increasement of sales of 16%. Alternative powered car market represent the 6% of the market, with 33,383 units, among them 7,305 are electrics (-1.3% and 1.3% of share), 3,586 hybrids plug-in (+85% and 0.7% of share) and 21,805 traditional hybrids (+13% and 3.9% of share).

In the **German market,** have been registered during March 347,433 units (-3.4%). In the first three months of 2018, the market totalizes 878,611 units (+4%).

The German Association of the Automotive Industry, VDA points out the higher volumes reached in the first three months of the year: the best three months since 2000.

Private owners cars are the 39% of the month of the market (+7.6% respect to March 2017), while “business cars” are the 61% (-9.4%). Following the fuel, petrol cars sales grow of 9% and they represent the 64% of the market**, diesel cars register a decrease of 25.4% with the 31.4% of share,** and alternative powered cars are the 4.6% of the market. Alternative powered cars of March are divided this way: 10,874 hybrid cars (3.1% of the market, +45% of increasement), among them 3,018 hybrid plug-in (+32%), 3,792 electrics (1.1% of share, +73% of increasement). Natural gas cars are 1,046, six times more of March 2017, while LPG ones grown of 18%. Alternative powered cars of March reached over 16,000 units.

The average of CO_2 emissions of the new registered cars in March reached 128.7 g/km, in increasement of 0.8% respect to March 2017.

British market, in the end, during March totalized 474,069 cars (-15.7%). In the first three months of the year, the whole volumes reach 718,489 units, with a decrease of 12.4% respect to the same period of 2017, anyway in line with by with the U.K. Automotive Trade Association, SMMT forecast.

It also points out how the decrease of March is not unexpected, since the higher growth of registration in the same month of the last year. The volumes totalized which are considered high in comparison with the competitiveness of the choices made by consumers, budget available and ownerships costs. According to SMMT, consumers and companies' confidence has been stopped in the last months and it is fundamental for the British economy to build a brand new car market. Which means first of all, to create the economical conditions for all the consumers for the buying a new vehicles. All the technologies, no matter which fuel it is powered by, has a role in the contribution for the improvement of the quality of air, respecting the objectives to reduce the CO_2 emissions, so Government, according to the Association, do it more to push consumers to buy new vehicles instead of keeping eldest and polluting cars.

During March, business fleet register a decrease of volumes of 15%, with a share of 47%. **The decrease of 37.2%, during the month, also the diesel cars sales, while the market share reduces of 32.4% (over ten points of percentage low respect of March 2017), with a losing of almost 90,000 units.** It grows of ten points the share of the new petrol cars instead, which gain the 62.5% of the market, with an increasement trend of 0.5%; Alternative powered cars represent the 5.1% of the market and are growing of 5% and electric cats (batteries) lose 7.5%,while hybrid plug-in grows of 18%. Together with electric cars (BEV) and the hybrid – plug in (PHEV) represent the 2% of the market.

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ANFIA – Italian Association of the Automotive Industry – is one of the leading Italian Trade Associations, members of CONFINDUSTRIA.
Born in March 1912, over these one hundred years, ANFIA mission has always been to represent the interests of its associate members and ensure effective communication between the Italian motor vehicle industries on the one hand, and the Public Administration and Italian political bodies on the other, with regard to all technical, economic, fiscal, legal, statistical and quality-related issues referred to the automotive sector. The Association is structured in three product-based Groups, each one chaired by a President.
Components: motor vehicle parts and components manufacturers; Car Coachbuilders and Designers: companies working in the sector of design, engineering and style of motor vehicles and/or parts and components for the automotive sector; Motor vehicles: motor vehicles manufacturers in general, including trucks, trailers, camper vans, special means of transport.

UNIONE EUROPEA[1] - IMMATRICOLAZIONI AUTOVETTURE PER PAESE

EUROPEAN UNION[1] - NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

dati provvisori/provisional data

	Marzo/March		% Chg	Gennaio-Marzo/January-March		% Chg
	2018	2017	18/17	2018	2017	18/17
AUSTRIA	35.407	36.830	-3,9	90.474	88.493	+2,2
BELGIUM	58.431	61.066	-4,3	165.557	164.709	+0,5
BULGARIA	3.312	3.005	+10,2	8.336	6.607	+26,2
CROATIA	6.296	5.381	+17,0	13.876	10.810	+28,4
CYPRUS	1.906	1.410	+35,2	4.189	3.640	+15,1
CZECH REPUBLIC	24.453	26.786	-8,7	67.873	68.059	-0,3
DENMARK	19.758	22.760	-13,2	56.956	59.923	-5,0
ESTONIA	2.278	2.191	+4,0	6.632	5.743	+15,5
FINLAND	11.721	11.214	+4,5	34.413	33.126	+3,9
FRANCE	231.103	226.134	+2,2	556.842	541.054	+2,9
GERMANY	347.433	359.683	-3,4	878.611	844.684	+4,0
GREECE	11.058	9.445	+17,1	26.781	21.097	+26,9
HUNGARY	12.748	9.924	+28,5	31.609	24.347	+29,8
IRELAND	17.764	19.890	-10,7	71.802	75.982	-5,5
ITALY	213.731	226.780	-5,8	574.130	583.162	-1,5
LATVIA	1.402	1.442	-2,8	4.185	4.064	+3,0
LITHUANIA	2.761	2.053	+34,5	6.477	5.524	+17,3
LUXEMBOURG	5.379	5.191	+3,6	14.296	13.341	+7,2
NETHERLANDS	42.194	36.590	+15,3	136.023	119.697	+13,6
POLAND	51.669	49.429	+4,5	139.885	125.932	+11,1
PORTUGAL	27.818	25.980	+7,1	63.139	59.869	+5,5
ROMANIA	8.122	6.915	+17,5	28.643	22.276	+28,6
SLOVAKIA	8.550	9.038	-5,4	24.343	22.814	+6,7
SLOVENIA	7.855	6.538	+20,1	20.359	18.690	+8,9
SPAIN	128.175	125.600	+2,1	340.311	307.911	+10,5
SWEDEN	37.206	38.387	-3,1	87.397	89.404	-2,2
UNITED KINGDOM	474.069	562.337	-15,7	718.489	820.016	-12,4
EUROPEAN UNION	**1.792.599**	**1.891.999**	**-5,3**	**4.171.628**	**4.140.974**	**+0,7**
EU15[2]	1.661.247	1.767.887	-6,0	3.815.221	3.822.468	-0,2
EU12[3]	131.352	124.112	+5,8	356.407	318.506	+11,9
ICELAND	*1.834*	*2.078*	*-11,7*	*4.618*	*4.653*	*-0,8*
NORWAY	*14.401*	*13.398*	*+7,5*	*33.799*	*38.241*	*-11,6*
SWITZERLAND	*28.126*	*30.509*	*-7,8*	*72.089*	*72.769*	*-0,9*
EFTA	44.361	45.985	-3,5	110.506	115.663	-4,5
EU + EFTA	**1.836.960**	**1.937.984**	**-5,2**	**4.282.134**	**4.256.637**	**+0,6**
EU15 + EFTA	1.705.608	1.813.872	-6,0	3.925.727	3.938.131	-0,3

SOURCE: **NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS**

[1] *Data for Malta n.a.*

[2] *Member States before the 2004 enlargement*

[3] *Member States having joined the EU since 2004*

EU 28[1] - IMMATRICOLAZIONI AUTOVETTURE PER MARCA

EU 28[1] - NEW PASSENGER CAR REGISTRATIONS BY MAKE

dati provvisori/provisional data

	Marzo/March					Gennaio-Marzo/January-Fmarch				
	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17
VW Group	**22,6**	**21,3**	**405.103**	**403.868**	**+0,3**	**23,7**	**22,6**	**986.759**	**935.774**	**+5,4**
VOLKSWAGEN	10,5	9,7	187.803	183.704	+2,2	10,9	10,5	453.512	433.210	+4,7
AUDI	4,9	5,1	87.059	95.785	-9,1	5,0	5,2	207.307	213.870	-3,1
SKODA	4,1	3,8	73.818	70.953	+4,0	4,6	4,1	190.332	169.602	+12,2
SEAT	2,7	2,3	48.112	43.874	+9,7	2,8	2,4	115.381	99.911	+15,5
PORSCHE	0,4	0,5	7.792	8.891	-12,4	0,5	0,4	19.083	17.886	+6,7
OTHERS[3]	0,0	0,0	519	661	-21,5	0,0	0,0	1.144	1.295	-11,7
PSA Group	**15,9**	**9,4**	**285.434**	**178.719**	**+59,7**	**16,5**	**10,0**	**687.390**	**414.271**	**+65,9**
PEUGEOT	5,9	5,5	105.697	104.261	+1,4	6,4	5,9	265.989	242.660	+9,6
OPEL/VAUXHALL[4]	6,0	0,0	108.249			5,9	0,0	245.903		
CITROEN	3,7	3,6	65.636	68.258	-3,8	3,9	3,8	164.121	158.414	+3,6
DS	0,3	0,3	5.852	6.200	-5,6	0,3	0,3	11.377	13.197	-13,8
RENAULT Group	**9,8**	**9,5**	**174.884**	**180.598**	**-3,2**	**9,9**	**9,6**	**411.258**	**399.416**	**+3,0**
RENAULT	7,1	7,2	126.379	136.647	-7,5	6,8	7,0	283.028	289.258	-2,2
DACIA	2,7	2,3	48.047	43.488	+10,5	3,0	2,6	126.969	109.053	+16,4
LADA	0,0	0,0	423	463	-8,6	0,0	0,0	1.225	1.105	+10,9
ALPINE	0,0	0,0	35	0		0,0	0,0	36	0	
FORD	**7,4**	**8,2**	**132.765**	**156.040**	**-14,9**	**7,0**	**8,3**	**290.948**	**345.262**	**-15,7**
FCA Group	**6,6**	**6,8**	**118.975**	**129.259**	**-8,0**	**6,9**	**7,2**	**285.941**	**298.777**	**-4,3**
FIAT	4,9	5,3	87.021	99.332	-12,4	4,9	5,5	205.718	227.255	-9,5
JEEP	0,9	0,6	16.201	11.374	+42,4	1,0	0,6	40.403	26.405	+53,0
ALFA ROMEO	0,5	0,5	9.609	8.866	+8,4	0,6	0,5	23.910	20.767	+15,1
LANCIA/CHRYSLER	0,3	0,4	5.269	8.428	-37,5	0,3	0,5	13.721	21.528	-36,3
OTHERS[5]	0,0	0,1	875	1.259	-30,5	0,1	0,1	2.189	2.822	-22,4
BMW Group	**6,6**	**6,7**	**118.746**	**126.051**	**-5,8**	**6,1**	**6,3**	**256.425**	**260.584**	**-1,6**
BMW	5,2	5,2	92.435	99.134	-6,8	4,9	5,1	204.055	209.994	-2,8
MINI	1,5	1,4	26.311	26.917	-2,3	1,3	1,2	52.370	50.590	+3,5
DAIMLER	**6,0**	**5,9**	**108.101**	**111.922**	**-3,4**	**5,8**	**5,9**	**242.847**	**242.370**	**+0,2**
MERCEDES	5,5	5,3	98.156	100.700	-2,5	5,3	5,3	219.631	217.465	+1,0
SMART	0,6	0,6	9.945	11.222	-11,4	0,6	0,6	23.216	24.905	-6,8
TOYOTA Group	**4,7**	**4,6**	**83.546**	**87.302**	**-4,3**	**4,9**	**4,8**	**203.652**	**200.377**	**+1,6**
TOYOTA	4,3	4,3	77.236	81.362	-5,1	4,6	4,6	191.086	188.487	+1,4
LEXUS	0,4	0,3	6.310	5.940	+6,2	0,3	0,3	12.566	11.890	+5,7
NISSAN	**4,2**	**4,8**	**74.626**	**90.834**	**-17,8**	**3,7**	**4,2**	**154.755**	**173.911**	**-11,0**
HYUNDAI	**3,4**	**3,1**	**60.663**	**58.574**	**+3,6**	**3,4**	**3,2**	**141.626**	**131.648**	**+7,6**
KIA	**3,2**	**2,9**	**56.725**	**54.152**	**+4,8**	**3,1**	**3,0**	**129.310**	**122.891**	**+5,2**
VOLVO CAR CORP.	**1,9**	**1,9**	**33.821**	**35.279**	**-4,1**	**1,8**	**1,8**	**75.414**	**75.255**	**+0,2**
JAGUAR LAND ROVER Group	**2,0**	**2,4**	**35.105**	**45.222**	**-22,4**	**1,5**	**1,8**	**61.363**	**73.446**	**-16,5**
LAND ROVER	1,3	1,6	22.605	30.518	-25,9	1,0	1,2	39.805	49.249	-19,2
JAGUAR	0,7	0,8	12.500	14.704	-15,0	0,5	0,6	21.558	24.197	-10,9
HONDA	**1,3**	**1,1**	**23.445**	**20.915**	**+12,1**	**1,1**	**1,0**	**44.130**	**42.589**	**+3,6**
GM[4]	**0,0**	**6,6**	**58**	**128.504**	**-100,0**	**0,0**	**6,4**	**431**	**272.010**	**-99,8**

SOURCE: **ACEA MEMBERS**

[1] *Includes data for ACEA members*

[2] *ACEA estimation based on total by market*

[3] *Includes Bentley, Lamborghini and Bugatti*

[4] *Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group*

[5] *Includes Dodge and Maserati*

EUROPA (EU28[1]+EFTA) - IMMATRICOLAZIONI AUTOVETTURE PER MARCA

EUROPE (EU28[1] +EFTA) - NEW PASSENGER CAR REGISTRATIONS BY MAKE

dati provvisori/provisional data

	Marzo/March					Gennaio-Marzo/January-Fmarch				
	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17
VW Group	**22,6**	**21,4**	**415.219**	**415.384**	**-0,04**	**23,7**	**22,7**	**1.013.982**	**965.118**	**+5,1**
VOLKSWAGEN	10,4	9,7	191.862	188.467	+1,8	10,9	10,5	464.678	445.710	+4,3
AUDI	4,8	5,1	89.084	98.271	-9,3	5,0	5,2	212.347	219.739	-3,4
SKODA	4,2	3,8	76.263	73.594	+3,6	4,6	4,1	197.048	176.378	+11,7
SEAT	2,7	2,3	49.140	44.971	+9,3	2,8	2,4	118.423	102.853	+15,1
PORSCHE	0,5	0,5	8.321	9.372	-11,2	0,5	0,4	20.261	19.052	+6,3
OTHERS[3]	0,0	0,0	549	709	-22,6	0,0	0,0	1.225	1.386	-11,6
PSA Group	**15,7**	**9,3**	**289.274**	**181.043**	**+59,8**	**16,3**	**9,9**	**697.468**	**420.654**	**+65,8**
PEUGEOT	5,8	5,5	107.092	105.654	+1,4	6,3	5,8	269.788	246.659	+9,4
OPEL/VAUXHALL[4]	6,0	0,0	109.733			5,8	0,0	249.756		
CITROEN	3,6	3,6	66.539	69.102	-3,7	3,9	3,8	166.368	160.584	+3,6
DS	0,3	0,3	5.910	6.287	-6,0	0,3	0,3	11.556	13.411	-13,8
RENAULT Group	**9,7**	**9,5**	**177.401**	**183.215**	**-3,2**	**9,8**	**9,5**	**417.534**	**406.025**	**+2,8**
RENAULT	7,0	7,1	128.018	138.457	-7,5	6,7	6,9	287.014	293.777	-2,3
DACIA	2,7	2,3	48.923	44.293	+10,5	3,0	2,6	129.257	111.139	+16,3
LADA	0,0	0,0	423	465	-9,0	0,0	0,0	1.225	1.109	+10,5
ALPINE	0,0	0,0	37	0				38	0	
FORD	**7,3**	**8,1**	**134.770**	**157.840**	**-14,6**	**6,9**	**8,2**	**295.877**	**350.044**	**-15,5**
FCA Group	**6,6**	**6,8**	**120.591**	**131.064**	**-8,0**	**6,8**	**7,1**	**290.250**	**303.217**	**-4,3**
FIAT	4,8	5,2	87.774	100.369	-12,5	4,9	5,4	207.859	229.884	-9,6
JEEP	0,9	0,6	16.601	11.668	+42,3	1,0	0,6	41.427	27.156	+52,6
ALFA ROMEO	0,5	0,5	9.996	9.202	+8,6	0,6	0,5	24.840	21.497	+15,6
LANCIA/CHRYSLER	0,3	0,4	5.270	8.431	-37,5	0,3	0,5	13.726	21.534	-36,3
OTHERS[5]	0,1	0,1	950	1.394	-31,9	0,1	0,1	2.398	3.146	-23,8
BMW Group	**6,7**	**6,7**	**122.566**	**129.813**	**-5,6**	**6,2**	**6,4**	**267.101**	**271.229**	**-1,5**
BMW	5,2	5,3	95.571	102.376	-6,6	5,0	5,2	213.051	219.274	-2,8
MINI	1,5	1,4	26.995	27.437	-1,6	1,3	1,2	54.050	51.955	+4,0
DAIMLER	**6,1**	**6,0**	**112.344**	**115.519**	**-2,7**	**5,9**	**5,9**	**252.065**	**251.898**	**+0,1**
MERCEDES	5,6	5,4	102.231	104.052	-1,8	5,3	5,3	228.358	226.376	+0,9
SMART	0,6	0,6	10.113	11.467	-11,8	0,6	0,6	23.707	25.522	-7,1
TOYOTA Group	**4,7**	**4,7**	**85.804**	**90.775**	**-5,5**	**4,9**	**4,9**	**210.281**	**208.887**	**+0,7**
TOYOTA	4,3	4,4	79.358	84.687	-6,3	4,6	4,6	197.385	196.573	+0,4
LEXUS	0,4	0,3	6.446	6.088	+5,9	0,3	0,3	12.896	12.314	+4,7
NISSAN	**4,2**	**4,8**	**77.741**	**92.909**	**-16,3**	**3,7**	**4,2**	**160.057**	**178.604**	**-10,4**
HYUNDAI	**3,4**	**3,1**	**61.967**	**59.968**	**+3,3**	**3,4**	**3,2**	**145.008**	**134.926**	**+7,5**
KIA	**3,1**	**2,8**	**57.492**	**55.007**	**+4,5**	**3,1**	**2,9**	**131.434**	**124.987**	**+5,2**
VOLVO CAR CORP.	**2,0**	**1,9**	**35.873**	**36.897**	**-2,8**	**1,9**	**1,9**	**80.572**	**80.238**	**+0,4**
JAGUAR LAND ROVER Group	**2,0**	**2,4**	**35.986**	**46.047**	**-21,8**	**1,5**	**1,8**	**63.087**	**74.923**	**-15,8**
LAND ROVER	1,3	1,6	23.108	31.039	-25,6	1,0	1,2	40.908	50.259	-18,6
JAGUAR	0,7	0,8	12.878	15.008	-14,2	0,5	0,6	22.179	24.664	-10,1
HONDA	**1,3**	**1,1**	**24.259**	**21.682**	**+11,9**	**1,1**	**1,0**	**45.792**	**44.062**	**+3,9**
GM[4]	**0,0**	**6,7**	**109**	**130.286**	**-99,9**	**0,0**	**6,5**	**517**	**276.125**	**-99,8**

SOURCE: **ACEA MEMBERS**

[1] Includes data for ACEA members

[2] ACEA estimation based on total by market

[3] Includes Bentley, Lamborghini and Bugatti

[4] Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group

[5] Includes Dodge and Maserati

EUROPA OCC.[1] (EU15+EFTA) - IMMATRICOLAZIONI AUTOVETTURE PER MARCA

WESTERN EUROPE[1] (EU15+EFTA) - NEW PASSENGER CAR REGISTRATIONS BY MAKE

dati provvisori/provisional data

	Marzo/March					Gennaio-Marzo/January-Fmarch				
	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17	%[2] 2018	%[2] 2017	Unità *Units* 2018	Unità *Units* 2017	Var % % Chg 18/17
VW Group	**22,0**	**20,8**	**375.801**	**376.474**	**-0,2**	**23,0**	**22,0**	**903.302**	**865.502**	**+4,4**
VOLKSWAGEN	10,5	9,7	179.294	175.296	+2,3	10,9	10,4	429.527	411.113	+4,5
AUDI	5,0	5,2	85.642	95.182	-10,0	5,2	5,4	203.678	212.267	-4,0
SKODA	3,3	3,0	56.257	54.342	+3,5	3,5	3,2	138.741	126.470	+9,7
SEAT	2,7	2,3	46.076	41.920	+9,9	2,8	2,4	110.765	95.958	+15,4
PORSCHE	0,5	0,5	8.011	9.049	-11,5	0,5	0,5	19.426	18.363	+5,8
OTHERS[3]	0,0	0,0	521	685	-23,9	0,0	0,0	1.165	1.331	-12,5
PSA Group	**16,0**	**9,6**	**273.536**	**174.543**	**+56,7**	**16,7**	**10,3**	**656.467**	**403.906**	**+62,5**
PEUGEOT	6,0	5,6	102.538	101.766	+0,8	6,6	6,0	257.415	236.634	+8,8
OPEL/VAUXHALL[4]	6,0	0,0	101.553			5,8	0,0	229.444		
CITROEN	3,7	3,7	63.564	66.537	-4,5	4,0	3,9	158.128	154.032	+2,7
DS	0,3	0,3	5.881	6.240	-5,8	0,3	0,3	11.480	13.240	-13,3
RENAULT Group	**9,3**	**9,3**	**158.914**	**168.353**	**-5,6**	**9,5**	**9,4**	**374.098**	**368.257**	**+1,6**
RENAULT	7,0	7,2	119.890	131.272	-8,7	6,8	7,0	268.364	275.795	-2,7
DACIA	2,3	2,0	38.765	36.798	+5,3	2,7	2,3	105.016	91.784	+14,4
LADA	0,0	0,0	222	283	-21,6	0,0	0,0	680	678	+0,3
ALPINE	0,0	0,0	37	0		0,0	0,0	38	0	
FCA Group	**6,8**	**7,0**	**116.290**	**127.031**	**-8,5**	**7,1**	**7,4**	**279.245**	**292.594**	**-4,6**
FIAT	4,9	5,4	84.395	97.200	-13,2	5,1	5,6	199.346	221.723	-10,1
JEEP	0,9	0,6	15.961	11.132	+43,4	1,0	0,6	39.727	25.480	+55,9
ALFA ROMEO	0,6	0,5	9.751	9.007	+8,3	0,6	0,5	24.145	20.947	+15,3
LANCIA/CHRYSLER	0,3	0,5	5.268	8.353	-36,9	0,3	0,5	13.715	21.451	-36,1
OTHERS[5]	0,1	0,1	915	1.339	-31,7	0,1	0,1	2.312	2.993	-22,8
FORD	**7,4**	**8,3**	**126.040**	**149.735**	**-15,8**	**6,9**	**7,4**	**272.409**	**291.811**	**-6,6**
BMW Group	**7,0**	**6,9**	**118.616**	**125.568**	**-5,5**	**6,6**	**6,6**	**257.271**	**261.019**	**-1,4**
BMW	5,4	5,4	92.156	98.567	-6,5	5,2	5,3	204.593	210.042	-2,6
MINI	1,6	1,5	26.460	27.001	-2,0	1,3	1,3	52.678	50.977	+3,3
DAIMLER	**6,3**	**6,2**	**107.870**	**111.782**	**-3,5**	**6,2**	**6,2**	**241.571**	**242.561**	**-0,4**
MERCEDES	5,7	5,5	97.842	100.401	-2,5	5,6	5,5	218.028	217.166	+0,4
SMART	0,6	0,6	10.028	11.381	-11,9	0,6	0,6	23.543	25.395	-7,3
TOYOTA Group	**4,4**	**4,5**	**75.565**	**80.746**	**-6,4**	**4,6**	**4,6**	**180.751**	**182.154**	**-0,8**
TOYOTA	4,1	4,1	69.748	75.240	-7,3	4,3	4,4	169.470	171.425	-1,1
LEXUS	0,3	0,3	5.817	5.506	+5,6	0,3	0,3	11.281	10.729	+5,1
NISSAN	**4,3**	**4,9**	**72.743**	**88.003**	**-17,3**	**3,8**	**4,3**	**148.496**	**168.271**	**-11,8**
HYUNDAI	**3,2**	**3,0**	**55.338**	**53.918**	**+2,6**	**3,2**	**3,0**	**127.424**	**118.953**	**+7,1**
KIA	**3,0**	**2,8**	**51.705**	**50.177**	**+3,0**	**3,0**	**2,8**	**116.077**	**112.157**	**+3,5**
VOLVO CAR CORP.	**2,0**	**1,9**	**33.465**	**34.737**	**-3,7**	**1,9**	**1,9**	**75.874**	**75.604**	**+0,4**
JAGUAR LAND ROVER Group	**2,1**	**2,5**	**35.153**	**45.340**	**-22,5**	**1,6**	**1,9**	**61.259**	**73.408**	**-16,5**
LAND ROVER	1,3	1,7	22.677	30.499	-25,6	1,0	1,2	39.840	49.125	-18,9
JAGUAR	0,7	0,8	12.476	14.841	-15,9	0,5	0,6	21.419	24.283	-11,8
HONDA	**1,3**	**1,1**	**21.854**	**20.026**	**+9,1**	**1,0**	**1,0**	**40.417**	**39.559**	**+2,2**
GM[4]	**0,0**	**6,8**	**104**	**122.730**	**-99,9**	**0,0**	**6,5**	**510**	**256.587**	**-99,8**

SOURCE: **ACEA MEMBERS**

[1] *Includes data for ACEA members*

[2] *ACEA estimation based on total by market*

[3] *Includes Bentley, Lamborghini and Bugatti*

[4] *Following PSA acquisition of the Opel and Vauxhall brands, as of 1 August 2017 Opel/Vauxhall registrations are accounted in the PSA Group*

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