Press Release

IN NOVEMBER THE EUROPEAN CAR MARKET RECORDED ITS THIRD CONSECUTIVE MONTH OF DECLINE (-8.1%), BUT YEAR TO DATE SO FAR IN 2018 IT REMAINS POSITIVE (+0.6%)

Demand continues to be driven by the new Member States (EU12) area, where registrations of vehicles have grown by 9.6% year to date. Registration of diesel cars continues to decline in major markets (-22% in the month)

Turin, 14th December 2018 – According to figures released today by ACEA, overall car registrations in **the countries of the enlarged European Union and EFTA[1]** in November totalled 1,158,300 units, a decrease of 8.1% compared to November 2017.

In the first eleven months of 2018, registered sales volumes reached 14,585,417 units, a positive increase of 0.6% compared with the same period in the previous year.

"In November, the European car market recorded a decline of 8.1%, marking its third consecutive month in decline – commented **Paolo Scudieri, President of ANFIA**. *In the run-up to the new WLTP testing that will come into force in September, car registrations increased by 29.8% in August which resulted in a drop-in demand in the following months. The market therefore continued to contract in most EU countries in November, including the five major markets: Spain -12.6%, Germany -9.9%, Italy -6.3%, France -4.7% and the United Kingdom -3%.*

Despite the downturn in the last three months, new car registrations in 2018 showed a slight increase (+0.6%) compared to 2017. Demand continued to be driven by the new Member States (EU12) area, where vehicle registrations increased by 9.6% year to date. When looking at the main EU markets, Spain (+8.0%) and France (+4.7%) recorded solid growth from January to November 2018 while the German market remained stable (+0.4%) and registrations fell in Italy (-3.5%) and the UK (-6.9%) during the same period.

In November, sales of diesel cars continued to fall for the five major markets (-22%), accounting for 35.5% of the market (6.7 points less than in November 2017), while in January-November 2018 they fell by 18.5%".

In **Italy**, total vehicle registrations in November stood at 146,991 units (-6,3%). In the first eleven months of 2018, total registrations were 1,785,722 units, a decrease of 3.5% compared to the same period of 2017.

According to preliminary ISTAT estimates, in November the **national consumer price index** fell by 0.1% on a monthly basis and increased by 1.7% on an annual basis (from +1.6% in the previous month). This is due to the slight increases in the prices of various

[1] EU 28 + EFTA. Data for Malta is not currently available.

types of products (including services relating to transportation, from +1.8% to +2.0%) that dominate the slowdown in the prices of non-regulated energy goods (from +9.5% to +7.8%), whose growth is still very strong and, together with that of regulated energy goods (stable at +10.7%), accounts for almost half of the increase in the rate of inflation.

Looking at **fuel types**, in November diesel car sales fell, -25% and 44.9% (11 points less than in November 2017); cumulative sales fell by 12%, accounting for 52% of market share. On the other hand, the new petrol cars market grew with an increase in sales of 27% in the month. Market share reached 41% (11 points more than in November 2017). In November, alternative-fuelled cars represented 14.2% of the total market, down 2.3%. Registrations of gas-powered cars also fell: LPG -6.5% and methane -41%. The market share of natural gas cars was just 1.3%. Sales of electric cars, although with a market share of just 0.3%, grew by 195% in November and hybrids grew by 19%. The outstanding performance of new registrations of hybrid and electric cars was worth 5.7% of the market. In January-November, new registrations of alternative-fuelled cars accounted for 13% of the market with 238,000 cars (+11%).

Italian manufacturers registered 68,720 registrations in Europe during November (-8%), with a market share of 5.9%. The month ended positively with a rise in the Jeep (+29.1%) and Lancia/Chrysler (+13.8%) brands. In the period January-November, Italian manufacturers registered 960,879 units (-2.2%), representing a share of 6.6%. This was a positive result for the Jeep brand, up 57.4%.

Spain totalled 91,063 registrations in November (-12.6%). In the first eleven months of 2018, total volumes stood at 1,222,147 (+8%).

According to ANFAC, the Spanish Automotive Association, November statistics showed that demand for vehicles was weak, especially within the private sector. This situation, in part, was the result of the anticipation of sales in the summer months caused by the new WLTP regulation on emissions which came into force, and in part responded to the uncertainty that the market and consumers were experiencing at that moment. The various reports regarding bans and restrictions on combustion engines, together with economic forecasts that envisage lower growth for the coming year did in fact influence the purchasing decision: consumer confidence is deteriorating, as were expectations of economic growth. ANFAC hopes that this situation will not lead to an increase in sales of older vehicles which would negatively affect fleet renewal and at the same time the environment.

According to sales channels, the November market was as follows: 55,681 sales to private individuals (-10.6%), 29,327 sales to companies (-12.3%) and 6,055 sales to the rental sector (-28.4%). Cumulative sales to private individuals grew by 5.2%, sales to companies grew by 14% and finally rental cars increased their market by 5.8%.

Sales of diesel cars in the month fell by 40% and had a share of 30.5% (33.8% overall), while petrol cars increased by 6%, with a share of 61.3% (52.8% overall). Finally, alternative fuels accounted for 8.2% of the car market (5.9% of the total). In the first eleven months of the year, diesel cars lost almost 13 percentage points of the market share compared to the same period in 2017 (from 48.7% to 36.1%).

In **France**, 171,611 new registrations were registered in November, down 4.7% from November 2017, which included the same working days (21 working days in November 2018 and November 2017).

During the first eleven months of 2018, the total number of units amounted to 2,008,091, 4.7% more than in the same period of 2017 (January-November) of +4.3% for the same number of working days (232 days year to date in 2018 and 231 days in the same period of 2017).

The second-hand market, according to CCFA estimates, registered 455,564 units in November with a positive variance of 6.2% compared to the same month in 2017. In the period January-November 2018, total volumes were 5,228,344 units, down 0.8% over the same period of the previous year.

In November 28% of the market (23,000 fewer units) were registered as diesel cars, with a market share of 35.4% (46.7% in November 2017). Petrol cars, with 56.3% of the market, gained 8.5 points of market share compared to November 2017, thanks to a 12% increase in sales. The alternative-fuelled car market represented 8.3% of the market share with 14,400 eco-friendly cars, including 3,541 electric cars (+112% and 2.1% share), 1,443 plug-in hybrids (+8% and 0.8% share), 9,072 traditional hybrids (+37% and 5% share).

In the **German market** 272,674 units (-9.9%) were registered in November. Between January and November 2018, the market totalled 3,198,720 units (+0.4%).

The decline in November 2018 was also affected by the fact that November 2017 was the best November since 2006. A similar effect was also observed in incoming domestic orders that were unusually buoyant a year ago.

In November, new registrations of petrol cars (163,420) fell by 12.5%, accounting for 59.9% of total vehicle registrations. Diesel car registrations fell (92,642), -10% compared to November 2017, with a share of 34%. LPG cars decreased by 13% and natural gas cars by 65%. Registrations of electric cars (4,262 units, 1.6% share) increased by 41%, while hybrid cars (11,672 units, 4.3% share) increased by 35%, and among these plug-in hybrids (2,004 units, 0.7% share) decreased by 38.5%. Sales to private individuals represented 34% of the market with volumes down 16%.

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Finally, in November, the **British market** totalled 158,639 cars (-3%). In the first eleven months of the year, total volumes reached 2,223,058 units with a decrease of 6.9% compared to the same period of 2017, although this is in line with the forecasts of the British Association of Automotive Industries SMMT.

This report points out that changes in models and regulations, combined with a collapse in consumer confidence contributed to the supply and demand situation in November. The good news is that as supply problems ease and new models are offered for sale in the coming months, buyers can expect a wider choice of cutting-edge petrol, diesel and electric cars. It is now essential that a Brexit agreement is guaranteed to increase consumer confidence and provide a stimulus to the new automotive market as it enters the new year.

In November, corporate fleets recorded lower volumes of 0.7% with a share of 53.2%. Diesel car sales fell by 17% in the month, while market share fell to 32.4% (5.4 percentage points less than in November 2017), with a loss of 10,000 units. On the other hand, the share of new petrol-powered cars grew by almost 4 points, reaching 60.8%, an increase of 3.5%; alternative-fuelled cars accounted for 6.8% of the market and were up 25%. In November, traditional hybrid cars recorded an increase of 34%, electric (battery) cars 69.5% and plug-in hybrid cars 3%. Together, electric cars (BEV) and plug-in hybrid cars (PHEV) make up 3% 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

	Novembre/Novembre		% Chg	Gennaio-Novembre/January-November		% Chg
	2018	2017	18/17	2018	2017	18/17
AUSTRIA	23.604	29.547	-20,1	321.875	327.669	-1,8
BELGIUM	33.819	39.645	-14,7	526.435	518.486	+1,5
BULGARIA	2.768	3.082	-10,2	31.773	28.180	+12,8
CROATIA	3.448	3.503	-1,6	57.511	48.388	+18,9
CYPRUS	888	990	-10,3	12.281	12.367	-0,7
CZECH REPUBLIC	19.283	22.925	-15,9	246.771	251.628	-1,9
DENMARK	17.931	18.045	-0,6	204.650	205.273	-0,3
ESTONIA	2.031	2.033	-0,1	24.274	23.031	+5,4
FINLAND	8.662	9.670	-10,4	114.335	110.518	+3,5
FRANCE	171.611	180.005	-4,7	2.008.091	1.917.376	+4,7
GERMANY	272.674	302.636	-9,9	3.198.720	3.187.312	+0,4
GREECE	6.893	6.523	+5,7	98.094	82.687	+18,6
HUNGARY	11.373	12.369	-8,1	126.910	105.433	+20,4
IRELAND	643	682	-5,7	125.415	131.173	-4,4
ITALY	146.991	156.886	-6,3	1.785.722	1.849.656	-3,5
LATVIA	1.341	1.278	+4,9	15.808	15.393	+2,7
LITHUANIA	2.841	2.425	+17,2	29.992	23.900	+25,5
LUXEMBOURG	3.529	4.389	-19,6	50.196	49.931	+0,5
NETHERLANDS	34.785	37.569	-7,4	423.938	396.941	+6,8
POLAND	43.248	42.373	+2,1	486.499	438.341	+11,0
PORTUGAL	15.466	17.626	-12,3	212.113	205.076	+3,4
ROMANIA	8.303	9.311	-10,8	121.634	98.116	+24,0
SLOVAKIA	8.323	8.275	+0,6	92.115	88.056	+4,6
SLOVENIA	5.192	6.292	-17,5	69.192	66.853	+3,5
SPAIN	91.063	104.170	-12,6	1.222.147	1.131.988	+8,0
SWEDEN	25.813	32.484	-20,5	330.729	344.435	-4,0
UNITED KINGDOM	158.639	163.541	-3,0	2.223.058	2.388.144	-6,9
EUROPEAN UNION	**1.121.162**	**1.218.274**	**-8,0**	**14.160.278**	**14.046.351**	**+0,8**
EU15[2]	1.012.123	1.103.418	-8,3	12.845.518	12.846.665	-0,01
EU12[3]	109.039	114.856	-5,1	1.314.760	1.199.686	+9,6
ICELAND	*722*	*1.027*	*-29,7*	*17.494*	*20.439*	*-14,4*
NORWAY	*12.313*	*13.743*	*-10,4*	*135.468*	*142.573*	*-5,0*
SWITZERLAND	*24.103*	*26.749*	*-9,9*	*272.177*	*282.956*	*-3,8*
EFTA	37.138	41.519	-10,6	425.139	445.968	-4,7
EU + EFTA	**1.158.300**	**1.259.793**	**-8,1**	**14.585.417**	**14.492.319**	**+0,6**
EU15 + EFTA	1.049.261	1.144.937	-8,4	13.270.657	13.292.633	-0,2

SOURCE: **NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS**

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

[2] *Member States before the 2004 enlargement*

EU 28[1] - IMMATRICOLAZIONI AUTOVETTURE PER MARCA

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

dati provvisori/provisional data

	Novembre/November					Gennaio/Novembre - January/November				
	%[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	**23,7**	**24,5**	**265.814**	**298.427**	**-10,9**	**23,9**	**23,7**	**3.381.682**	**3.327.640**	**+1,6**
VOLKSWAGEN	11,8	11,2	131.959	136.956	-3,6	11,2	10,9	1.584.461	1.524.643	+3,9
AUDI	3,3	5,2	37.443	62.868	-40,4	4,6	5,3	658.325	746.069	-11,8
SKODA	5,3	4,8	59.193	58.533	+1,1	4,6	4,5	655.537	627.522	+4,5
SEAT	3,1	2,8	34.802	34.385	+1,2	2,9	2,6	416.947	361.357	+15,4
PORSCHE	0,2	0,4	2.031	5.360	-62,1	0,4	0,5	62.072	63.721	-2,6
OTHERS[3]	0,0	0,0	386	325	+18,8	0,0	0,0	4.340	4.328	+0,3
PSA Group	**16,5**	**16,1**	**185.071**	**196.493**	**-5,8**	**16,3**	**12,0**	**2.302.491**	**1.685.159**	**+36,6**
PEUGEOT	6,6	6,5	74.094	79.186	-6,4	6,3	6,0	893.640	838.792	+6,5
OPEL/VAUXHALL[4]	5,8	5,8	64.907	70.342	-7,7	5,8	2,0	815.485	281.102	+190,1
CITROEN	3,8	3,6	43.003	43.415	-0,9	3,9	3,7	551.891	523.471	+5,4
DS	0,3	0,3	3.067	3.550	-13,6	0,3	0,3	41.475	41.794	-0,8
RENAULT Group	**10,3**	**11,3**	**115.108**	**137.098**	**-16,0**	**10,6**	**10,4**	**1.496.663**	**1.459.819**	**+2,5**
RENAULT	6,3	8,1	70.232	98.124	-28,4	7,1	7,3	1.010.447	1.032.362	-2,1
DACIA	4,0	3,2	44.317	38.498	+15,1	3,4	3,0	479.768	422.733	+13,5
LADA	0,0	0,0	350	476	-26,5	0,0	0,0	4.863	4.723	+3,0
ALPINE	0,0	0,0	209	0		0,0	0,0	1.585	1	∞
FCA Group	**6,0**	**6,0**	**67.173**	**73.070**	**-8,1**	**6,7**	**6,9**	**942.834**	**965.073**	**-2,3**
FIAT	4,0	4,2	45.165	51.004	-11,4	4,7	5,2	663.773	726.191	-8,6
JEEP	1,2	0,8	13.317	10.299	+29,3	1,1	0,7	151.406	95.872	+57,9
ALFA ROMEO	0,3	0,6	3.689	7.178	-48,6	0,5	0,5	75.074	76.826	-2,3
LANCIA/CHRYSLER	0,4	0,3	4.467	3.925	+13,8	0,3	0,4	44.432	57.703	-23,0
OTHERS[5]	0,0	0,1	535	664	-19,4	0,1	0,1	8.149	8.481	-3,9
FORD	**6,4**	**6,4**	**71.266**	**77.659**	**-8,2**	**6,4**	**6,6**	**910.391**	**931.592**	**-2,3**
BMW Group	**7,3**	**6,9**	**81.725**	**84.064**	**-2,8**	**6,4**	**6,5**	**909.616**	**911.353**	**-0,2**
BMW	5,6	5,4	63.279	65.227	-3,0	5,1	5,1	717.181	721.615	-0,6
MINI	1,6	1,5	18.446	18.837	-2,1	1,4	1,4	192.435	189.738	+1,4
DAIMLER	**7,1**	**6,4**	**80.126**	**77.537**	**+3,3**	**6,1**	**6,3**	**862.609**	**887.114**	**-2,8**
MERCEDES	6,4	5,7	72.247	69.164	+4,5	5,5	5,7	772.629	798.162	-3,2
SMART	0,7	0,7	7.879	8.373	-5,9	0,6	0,6	89.980	88.952	+1,2
TOYOTA Group	**5,0**	**4,5**	**56.484**	**54.416**	**+3,8**	**4,9**	**4,6**	**688.749**	**650.126**	**+5,9**
TOYOTA	4,7	4,2	53.119	50.815	+4,5	4,6	4,3	647.065	609.894	+6,1
LEXUS	0,3	0,3	3.365	3.601	-6,6	0,3	0,3	41.684	40.232	+3,6
HYUNDAI	**3,5**	**3,4**	**39.190**	**41.756**	**-6,1**	**3,5**	**3,3**	**494.030**	**470.414**	**+5,0**
KIA	**3,2**	**3,0**	**36.066**	**36.104**	**-0,1**	**3,2**	**3,1**	**453.764**	**430.939**	**+5,3**
NISSAN	**2,3**	**3,1**	**25.705**	**37.161**	**-30,8**	**3,2**	**3,7**	**447.609**	**515.601**	**-13,2**
VOLVO CAR CORP.	**2,3**	**1,9**	**26.091**	**23.004**	**+13,4**	**1,9**	**1,8**	**275.187**	**256.302**	**+7,4**
JAGUAR LAND ROVER Group	**1,6**	**1,4**	**17.470**	**16.616**	**+5,1**	**1,4**	**1,4**	**191.229**	**200.984**	**-4,9**
LAND ROVER	0,9	1,0	10.541	11.617	-9,3	0,8	1,0	117.405	137.929	-14,9
JAGUAR	0,6	0,4	6.929	4.999	+38,6	0,5	0,4	73.824	63.055	+17,1
HONDA	**0,8**	**0,8**	**8.633**	**9.948**	**-13,2**	**0,9**	**0,9**	**122.828**	**125.567**	**-2,2**
GM[4]	**0,0**	**0,0**	**162**	**165**	**-1,8**	**0,0**	**4,1**	**2.711**	**589.423**	**-99,5**

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

	Novembre/November					Gennaio/Novembre - January/November				
	%[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	**23,7**	**24,6**	**275.004**	**310.049**	**-11,3**	**23,9**	**23,8**	**3.492.004**	**3.450.545**	**+1,2**
VOLKSWAGEN	11,8	11,2	136.265	141.642	-3,8	11,2	10,9	1.633.485	1.579.324	+3,4
AUDI	3,3	5,2	38.693	65.420	-40,9	4,7	5,3	679.779	770.919	-11,8
SKODA	5,3	4,9	61.699	61.350	+0,6	4,7	4,5	680.260	655.281	+3,8
SEAT	3,1	2,8	35.706	35.520	+0,5	2,9	2,6	427.634	372.299	+14,9
PORSCHE	0,2	0,5	2.205	5.770	-61,8	0,5	0,5	66.169	68.060	-2,8
OTHERS[3]	0,0	0,0	436	347	+25,6	0,0	0,0	4.677	4.662	+0,3
PSA Group	**16,2**	**15,9**	**187.901**	**200.020**	**-6,1**	**16,0**	**11,8**	**2.339.181**	**1.715.082**	**+36,4**
PEUGEOT	6,5	6,4	75.343	80.523	-6,4	6,2	5,9	907.710	853.499	+6,4
OPEL/VAUXHALL[4]	5,7	5,7	65.968	71.752	-8,1	5,7	2,0	829.594	286.979	+189,1
CITROEN	3,8	3,5	43.448	44.158	-1,6	3,8	3,7	559.647	532.071	+5,2
DS	0,3	0,3	3.142	3.587	-12,4	0,3	0,3	42.230	42.533	-0,7
RENAULT Group	**10,1**	**11,1**	**117.269**	**139.416**	**-15,9**	**10,4**	**10,2**	**1.521.467**	**1.484.747**	**+2,5**
RENAULT	6,2	7,9	71.720	99.583	-28,0	7,0	7,2	1.026.559	1.048.772	-2,1
DACIA	3,9	3,1	44.977	39.357	+14,3	3,3	3,0	488.330	431.242	+13,2
LADA	0,0	0,0	350	476	-26,5	0,0	0,0	4.868	4.732	+2,9
ALPINE	0,0	0,0	222	0				1.710	1	∞
FCA Group	**5,9**	**5,9**	**68.720**	**74.680**	**-8,0**	**6,6**	**6,8**	**960.879**	**982.613**	**-2,2**
FIAT	4,0	4,1	45.883	51.790	-11,4	4,6	5,1	672.618	736.120	-8,6
JEEP	1,2	0,8	13.789	10.680	+29,1	1,1	0,7	156.058	99.151	+57,4
ALFA ROMEO	0,3	0,6	3.969	7.548	-47,4	0,5	0,6	78.852	80.074	-1,5
LANCIA/CHRYSLER	0,4	0,3	4.470	3.928	+13,8	0,3	0,4	44.468	57.729	-23,0
OTHERS[5]	0,1	0,1	609	734	-17,0	0,1	0,1	8.883	9.539	-6,9
BMW Group	**7,4**	**7,0**	**85.679**	**87.950**	**-2,6**	**6,5**	**6,6**	**949.027**	**951.410**	**-0,3**
BMW	5,8	5,4	66.771	68.532	-2,6	5,1	5,2	750.476	755.646	-0,7
MINI	1,6	1,5	18.908	19.418	-2,6	1,4	1,4	198.551	195.764	+1,4
FORD	**6,3**	**6,3**	**72.783**	**79.482**	**-8,4**	**6,4**	**6,6**	**928.601**	**949.723**	**-2,2**
DAIMLER	**7,2**	**6,4**	**82.892**	**80.413**	**+3,1**	**6,1**	**6,4**	**894.273**	**922.571**	**-3,1**
MERCEDES	6,5	5,7	74.816	71.805	+4,2	5,5	5,7	802.182	831.323	-3,5
SMART	0,7	0,7	8.076	8.608	-6,2	0,6	0,6	92.091	91.248	+0,9
TOYOTA Group	**5,1**	**4,5**	**58.625**	**57.009**	**+2,8**	**4,9**	**4,7**	**715.865**	**681.733**	**+5,0**
TOYOTA	4,8	4,2	55.085	53.239	+3,5	4,6	4,4	672.671	639.955	+5,1
LEXUS	0,3	0,3	3.540	3.770	-6,1	0,3	0,3	43.194	41.778	+3,4
HYUNDAI	**3,5**	**3,4**	**40.656**	**42.936**	**-5,3**	**3,5**	**3,3**	**507.292**	**483.284**	**+5,0**
NISSAN	**2,4**	**3,0**	**27.411**	**38.061**	**-28,0**	**3,2**	**3,6**	**466.516**	**528.772**	**-11,8**
KIA	**3,2**	**3,0**	**36.871**	**37.178**	**-0,8**	**3,2**	**3,0**	**463.429**	**441.080**	**+5,1**
VOLVO CAR CORP.	**2,4**	**2,0**	**27.758**	**24.852**	**+11,7**	**2,0**	**1,9**	**293.111**	**273.035**	**+7,4**
JAGUAR LAND ROVER Group	**1,6**	**1,4**	**18.214**	**17.011**	**+7,1**	**1,4**	**1,4**	**197.417**	**205.752**	**-4,1**
LAND ROVER	0,9	0,9	10.815	11.937	-9,4	0,8	1,0	120.746	141.339	-14,6
JAGUAR	0,6	0,4	7.399	5.074	+45,8	0,5	0,4	76.671	64.413	+19,0
HONDA	**0,8**	**0,8**	**9.045**	**10.469**	**-13,6**	**0,9**	**0,9**	**127.461**	**130.954**	**-2,7**
GM[4]	**0,0**	**0,0**	**190**	**209**	**-9,1**	**0,0**	**4,1**	**3.046**	**600.603**	**-99,5**

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

	Novembre/November					Gennaio/Novembre - January/November				
	%[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	**22,9**	**24,0**	**240.064**	**274.376**	**-12,5**	**23,3**	**23,2**	**3.092.497**	**3.080.577**	**+0,4**
VOLKSWAGEN	11,8	11,4	124.261	130.569	-4,8	11,3	11,0	1.498.275	1.456.124	+2,9
AUDI	3,5	5,5	36.738	62.565	-41,3	4,9	5,6	652.010	743.147	-12,3
SKODA	4,1	3,7	42.580	41.901	+1,6	3,6	3,5	474.641	463.730	+2,4
SEAT	3,2	2,9	34.100	33.429	+2,0	3,0	2,6	400.167	347.742	+15,1
PORSCHE	0,2	0,5	1.968	5.579	-64,7	0,5	0,5	62.980	65.335	-3,6
OTHERS[3]	0,0	0,0	417	333	+25,2	0,0	0,0	4.424	4.499	-1,7
PSA Group	**16,8**	**16,3**	**176.518**	**186.977**	**-5,6**	**16,5**	**12,2**	**2.187.589**	**1.625.691**	**+34,6**
PEUGEOT	6,8	6,7	71.484	76.980	-7,1	6,5	6,1	860.767	816.120	+5,5
OPEL/VAUXHALL[4]	5,8	5,7	60.637	64.748	-6,3	5,7	2,0	756.676	261.509	+189,3
CITROEN	3,9	3,6	41.296	41.678	-0,9	4,0	3,8	528.204	506.002	+4,4
DS	0,3	0,3	3.101	3.571	-13,2	0,3	0,3	41.942	42.060	-0,3
RENAULT Group	**9,5**	**10,7**	**99.369**	**123.020**	**-19,2**	**10,1**	**9,9**	**1.334.836**	**1.319.386**	**+1,2**
RENAULT	6,2	8,0	65.418	91.913	-28,8	7,1	7,3	948.122	975.154	-2,8
DACIA	3,2	2,7	33.515	30.848	+8,6	2,9	2,6	382.335	341.526	+11,9
LADA	0,0	0,0	215	259	-17,0	0,0	0,0	2.687	2.705	-0,7
ALPINE	0,0	0,0	221	0		0,0	0,0	1.692	1	∞
BMW Group	**7,9**	**7,4**	**82.415**	**84.526**	**-2,5**	**6,9**	**6,9**	**911.781**	**912.914**	**-0,1**
BMW	6,1	5,7	63.874	65.412	-2,4	5,4	5,4	717.488	720.964	-0,5
MINI	1,8	1,7	18.541	19.114	-3,0	1,5	1,4	194.293	191.950	+1,2
FCA Group	**6,1**	**6,2**	**63.694**	**70.707**	**-9,9**	**6,8**	**7,1**	**908.617**	**941.320**	**-3,5**
FIAT	4,0	4,3	42.286	48.663	-13,1	4,8	5,3	632.772	703.936	-10,1
JEEP	1,2	0,9	12.591	10.103	+24,6	1,1	0,7	146.655	93.040	+57,6
ALFA ROMEO	0,4	0,6	3.766	7.313	-48,5	0,6	0,6	76.209	77.694	-1,9
LANCIA/CHRYSLER	0,4	0,3	4.468	3.928	+13,7	0,3	0,4	44.443	57.507	-22,7
OTHERS[5]	0,1	0,1	583	700	-16,7	0,1	0,1	8.538	9.143	-6,6
DAIMLER	**7,5**	**6,7**	**78.449**	**76.695**	**+2,3**	**6,4**	**6,6**	**853.496**	**883.733**	**-3,4**
MERCEDES	6,7	6,0	70.443	68.154	+3,4	5,7	6,0	762.314	793.095	-3,9
SMART	0,8	0,7	8.006	8.541	-6,3	0,7	0,7	91.182	90.638	+0,6
FORD	**6,3**	**6,3**	**66.217**	**72.617**	**-8,8**	**6,4**	**6,6**	**850.043**	**880.163**	**-3,4**
TOYOTA Group	**4,7**	**4,3**	**48.932**	**48.747**	**+0,4**	**4,6**	**4,4**	**610.413**	**590.884**	**+3,3**
TOYOTA	4,4	4,0	45.919	45.537	+0,8	4,3	4,2	573.034	554.714	+3,3
LEXUS	0,3	0,3	3.013	3.210	-6,1	0,3	0,3	37.379	36.170	+3,3
HYUNDAI	**3,3**	**3,2**	**34.266**	**36.327**	**-5,7**	**3,3**	**3,2**	**438.718**	**419.968**	**+4,5**
NISSAN	**2,4**	**3,0**	**24.898**	**34.616**	**-28,1**	**3,2**	**3,7**	**428.189**	**491.598**	**-12,9**
KIA	**3,0**	**2,8**	**31.765**	**31.987**	**-0,7**	**3,0**	**2,9**	**403.876**	**385.989**	**+4,6**
VOLVO CAR CORP.	**2,5**	**2,1**	**26.348**	**23.536**	**+11,9**	**2,1**	**1,9**	**276.895**	**258.525**	**+7,1**
JAGUAR LAND ROVER Group	**1,7**	**1,4**	**17.751**	**16.464**	**+7,8**	**1,4**	**1,5**	**192.296**	**200.376**	**-4,0**
LAND ROVER	1,0	1,0	10.508	11.535	-8,9	0,9	1,0	117.631	137.312	-14,3
JAGUAR	0,7	0,4	7.243	4.929	+46,9	0,6	0,5	74.665	63.064	+18,4
HONDA	**0,7**	**0,8**	**7.645**	**9.001**	**-15,1**	**0,8**	**0,9**	**111.768**	**116.489**	**-4,1**
GM[4]	**0,0**	**0,0**	**187**	**204**	**-8,3**	**0,0**	**4,2**	**3.025**	**554.242**	**-99,5**

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*