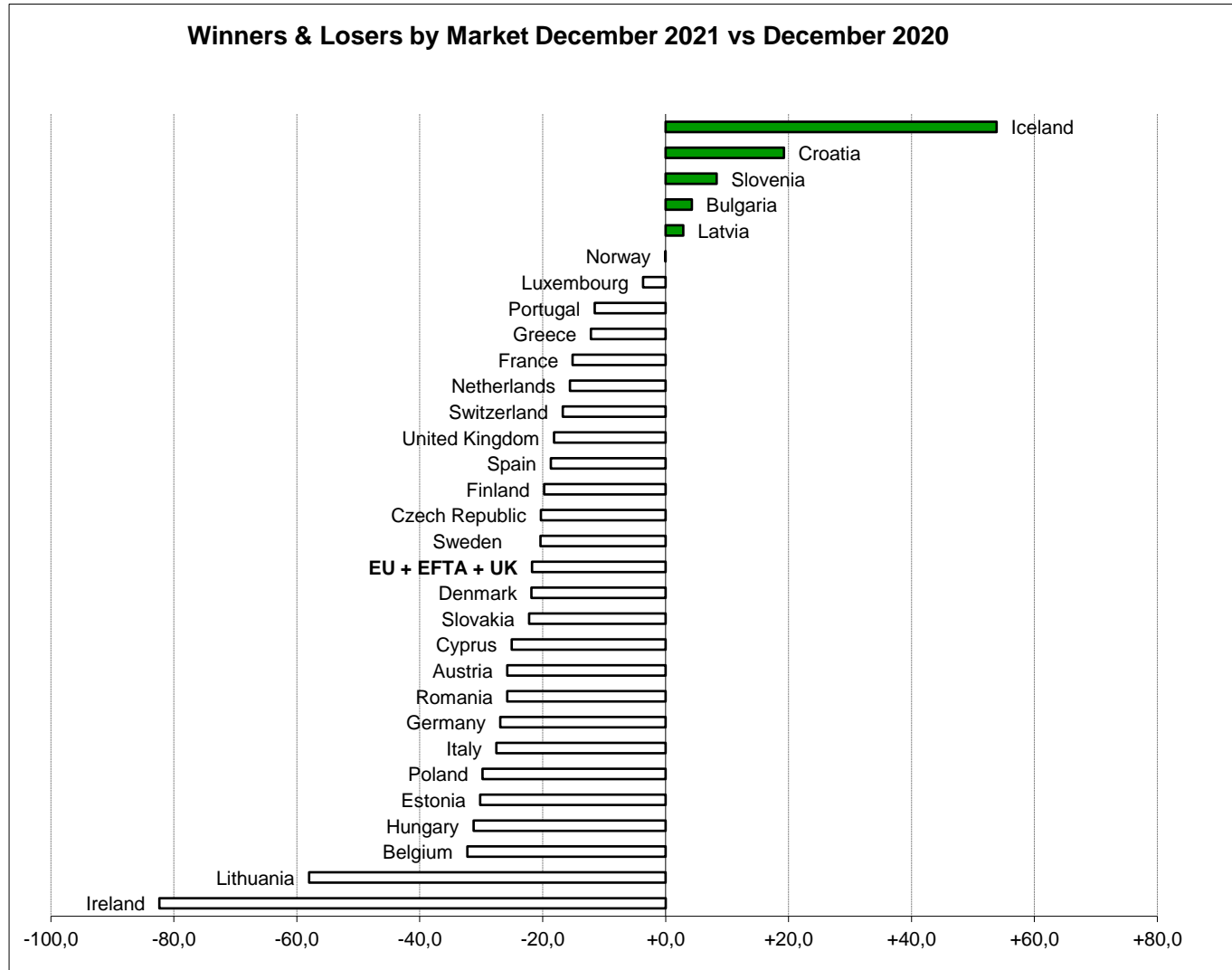




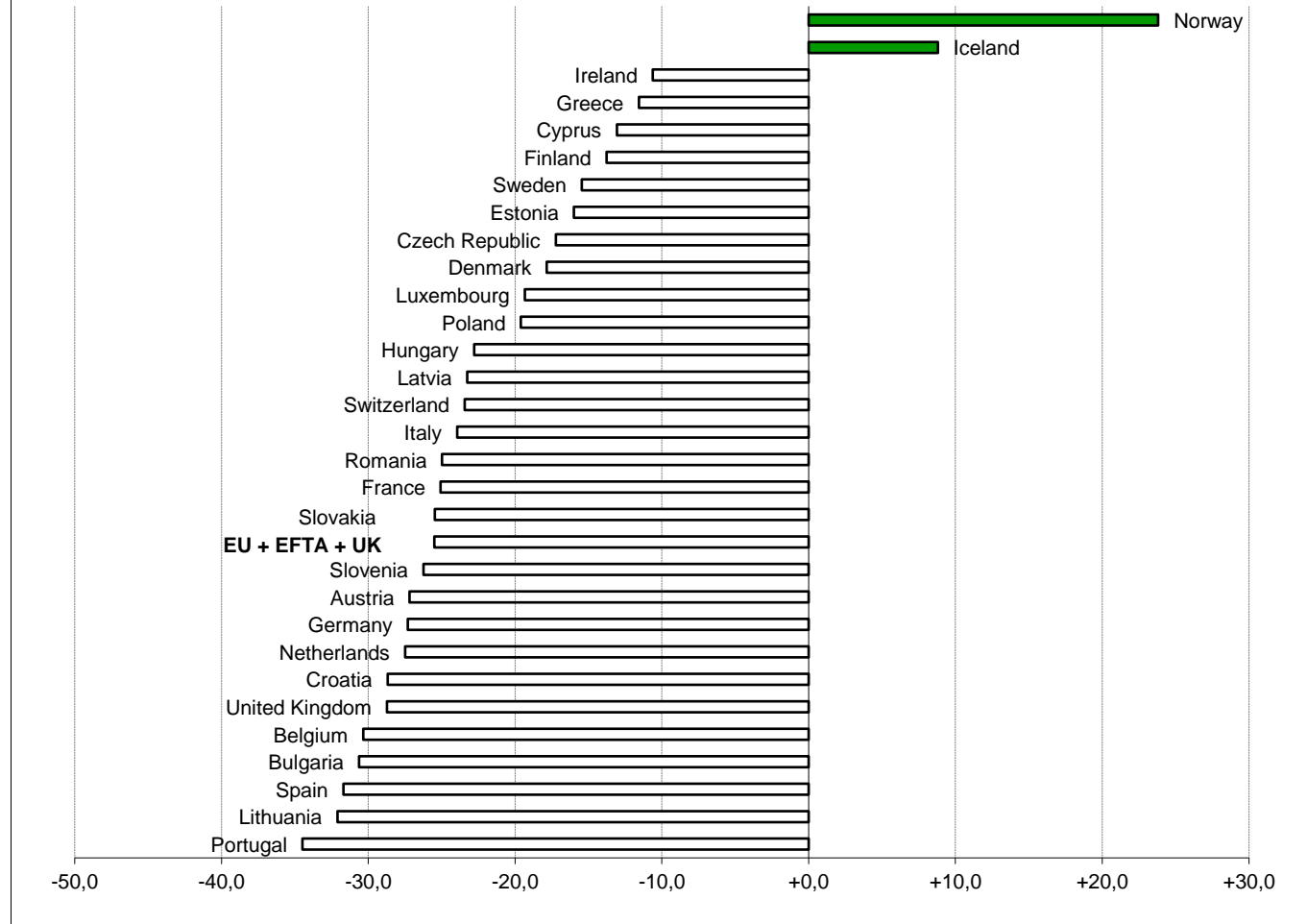
| Countries             | December 21/20<br>% Chg |
|-----------------------|-------------------------|
| Iceland               | +53,9                   |
| Croatia               | +19,3                   |
| Slovenia              | +8,3                    |
| Bulgaria              | +4,3                    |
| Latvia                | +2,9                    |
| Norway                | -0,0                    |
| Luxembourg            | -3,7                    |
| Portugal              | -11,5                   |
| Greece                | -12,2                   |
| France                | -15,1                   |
| Netherlands           | -15,6                   |
| Switzerland           | -16,7                   |
| United Kingdom        | -18,2                   |
| Spain                 | -18,7                   |
| Finland               | -19,8                   |
| Czech Republic        | -20,3                   |
| Sweden                | -20,4                   |
| <b>EU + EFTA + UK</b> | <b>-21,7</b>            |
| Denmark               | -21,8                   |
| Slovakia              | -22,2                   |
| Cyprus                | -25,0                   |
| Austria               | -25,8                   |
| Romania               | -25,8                   |
| Germany               | -26,9                   |
| Italy                 | -27,5                   |
| Poland                | -29,8                   |
| Estonia               | -30,2                   |
| Hungary               | -31,2                   |
| Belgium               | -32,3                   |
| Lithuania             | -58,0                   |
| Ireland               | -82,4                   |





| Countries             | Jan-Dec 21/19<br>% Chg |
|-----------------------|------------------------|
| Norway                | +23,8                  |
| Iceland               | +8,8                   |
| Ireland               | -10,6                  |
| Greece                | -11,6                  |
| Cyprus                | -13,1                  |
| Finland               | -13,8                  |
| Sweden                | -15,5                  |
| Estonia               | -16,0                  |
| Czech Republic        | -17,2                  |
| Denmark               | -17,8                  |
| Luxembourg            | -19,3                  |
| Poland                | -19,6                  |
| Hungary               | -22,8                  |
| Latvia                | -23,3                  |
| Switzerland           | -23,4                  |
| Italy                 | -23,9                  |
| Romania               | -25,0                  |
| France                | -25,1                  |
| Slovakia              | -25,5                  |
| <b>EU + EFTA + UK</b> | <b>-25,5</b>           |
| Slovenia              | -26,2                  |
| Austria               | -27,2                  |
| Germany               | -27,3                  |
| Netherlands           | -27,5                  |
| Croatia               | -28,7                  |
| United Kingdom        | -28,7                  |
| Belgium               | -30,3                  |
| Bulgaria              | -30,6                  |
| Spain                 | -31,7                  |
| Lithuania             | -32,1                  |
| Portugal              | -34,5                  |

Winners & Losers by Market Jan-Dec 2021 vs Jan-Dec 2019



(\*) data for Malta currently not available.

Fonte: ACEA

MOD\_WAL REV.01 del 18.02.2020

**PRESS EMBARGO FOR ALL DATA**  
8.00am CET (7.00am GMT), 18 January 2021

**NEW PASSENGER CAR REGISTRATIONS, BY MARKET**  
EUROPEAN UNION<sup>1</sup> + EFTA + UK

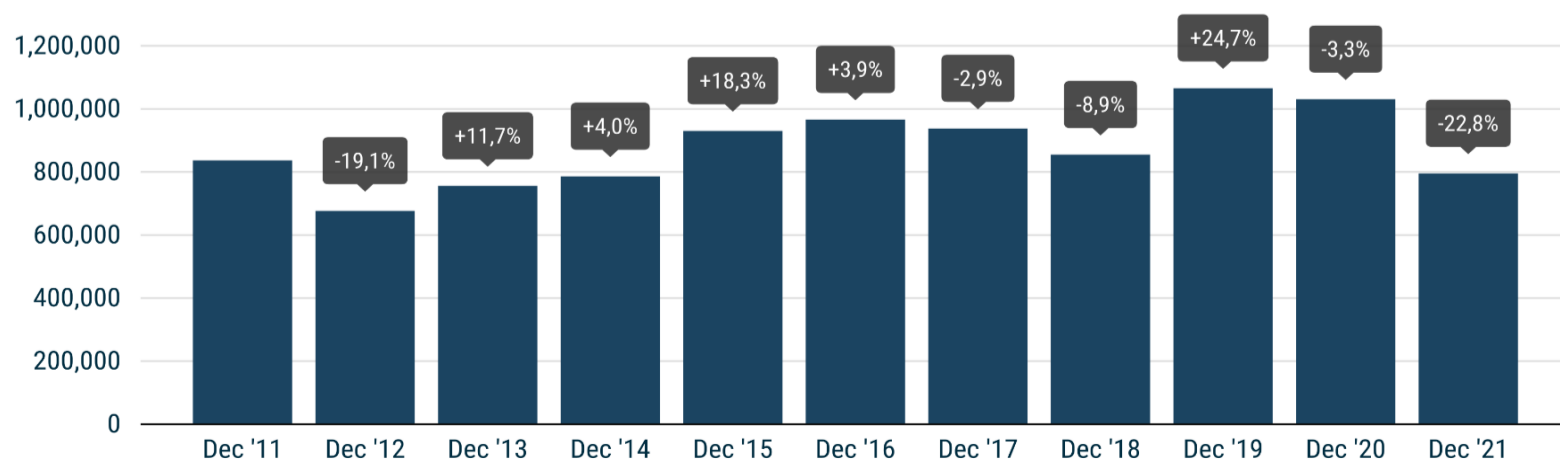
|                         | DECEMBER       |                  |                   | JANUARY-DECEMBER  |                   |                   |
|-------------------------|----------------|------------------|-------------------|-------------------|-------------------|-------------------|
|                         | Units          |                  | % change<br>21/20 | Units             |                   | % change<br>21/20 |
|                         | 2021           | 2020             |                   | 2021              | 2020              |                   |
| Austria                 | 17.648         | 23.772           | -25,8             | 239.803           | 248.740           | -3,6              |
| Belgium                 | 20.377         | 30.078           | -32,3             | 383.123           | 431.491           | -11,2             |
| Bulgaria                | 1.780          | 1.707            | +4,3              | 24.537            | 22.368            | +9,7              |
| Croatia                 | 2.446          | 2.051            | +19,3             | 44.915            | 36.005            | +24,7             |
| Cyprus                  | 494            | 659              | -25,0             | 10.624            | 9.993             | +6,3              |
| Czech Republic          | 16.208         | 20.333           | -20,3             | 206.876           | 202.971           | +1,9              |
| Denmark                 | 17.767         | 22.730           | -21,8             | 185.324           | 198.102           | -6,5              |
| Estonia                 | 1.023          | 1.465            | -30,2             | 22.336            | 18.750            | +19,1             |
| Finland                 | 6.526          | 8.133            | -19,8             | 98.481            | 96.418            | +2,1              |
| France                  | 158.117        | 186.323          | -15,1             | 1.659.003         | 1.650.118         | +0,5              |
| Germany                 | 227.630        | 311.394          | -26,9             | 2.622.132         | 2.917.678         | -10,1             |
| Greece                  | 5.660          | 6.443            | -12,2             | 100.916           | 80.977            | +24,6             |
| Hungary                 | 8.742          | 12.713           | -31,2             | 121.920           | 128.021           | -4,8              |
| Ireland                 | 106            | 601              | -82,4             | 104.669           | 88.325            | +18,5             |
| Italy                   | 86.679         | 119.620          | -27,5             | 1.457.952         | 1.381.756         | +5,5              |
| Latvia                  | 1.001          | 973              | +2,9              | 14.344            | 13.522            | +6,1              |
| Lithuania               | 1.783          | 4.245            | -58,0             | 31.371            | 40.232            | -22,0             |
| Luxembourg              | 3.232          | 3.355            | -3,7              | 44.372            | 45.189            | -1,8              |
| Netherlands             | 35.708         | 42.290           | -15,6             | 322.831           | 355.431           | -9,2              |
| Poland                  | 36.163         | 51.507           | -29,8             | 446.647           | 428.347           | +4,3              |
| Portugal                | 12.608         | 14.252           | -11,5             | 146.637           | 145.417           | +0,8              |
| Romania                 | 11.858         | 15.974           | -25,8             | 121.208           | 126.351           | -4,1              |
| Slovakia                | 5.510          | 7.083            | -22,2             | 75.700            | 76.305            | -0,8              |
| Slovenia                | 2.543          | 2.348            | +8,3              | 53.988            | 53.677            | +0,6              |
| Spain                   | 86.081         | 105.840          | -18,7             | 859.477           | 851.210           | +1,0              |
| Sweden                  | 27.605         | 34.662           | -20,4             | 301.006           | 292.024           | +3,1              |
| <b>EUROPEAN UNION</b>   | <b>795.295</b> | <b>1.030.551</b> | <b>-22,8</b>      | <b>9.700.192</b>  | <b>9.939.418</b>  | <b>-2,4</b>       |
| <b>EU14<sup>2</sup></b> | <b>705.744</b> | <b>909.493</b>   | <b>-22,4</b>      | <b>8.525.726</b>  | <b>8.782.876</b>  | <b>-2,9</b>       |
| <b>EU12<sup>3</sup></b> | <b>89.551</b>  | <b>121.058</b>   | <b>-26,0</b>      | <b>1.174.466</b>  | <b>1.156.542</b>  | <b>+1,5</b>       |
| Iceland                 | 1.237          | 804              | +53,9             | 12.755            | 9.394             | +35,8             |
| Norway                  | 20.567         | 20.574           | -0,03             | 176.276           | 141.412           | +24,7             |
| Switzerland             | 24.523         | 29.451           | -16,7             | 238.481           | 236.828           | +0,7              |
| <b>EFTA</b>             | <b>46.327</b>  | <b>50.829</b>    | <b>-8,9</b>       | <b>427.512</b>    | <b>387.634</b>    | <b>+10,3</b>      |
| United Kingdom          | 108.596        | 132.682          | -18,2             | 1.647.181         | 1.631.064         | +1,0              |
| <b>EU + EFTA + UK</b>   | <b>950.218</b> | <b>1.214.062</b> | <b>-21,7</b>      | <b>11.774.885</b> | <b>11.958.116</b> | <b>-1,5</b>       |
| <b>EU14 + EFTA + UK</b> | <b>860.667</b> | <b>1.093.004</b> | <b>-21,3</b>      | <b>10.600.419</b> | <b>10.801.574</b> | <b>-1,9</b>       |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

<sup>1</sup> Data for Malta na

<sup>2</sup> Member states before the 2004 enlargement

<sup>3</sup> Member states having joined the EU since 2004



**PRESS EMBARGO FOR ALL DATA**  
8.00am CET (7.00am GMT), 18 January 2021

## NEW PASSENGER CAR REGISTRATIONS, BY MANUFACTURER EUROPEAN UNION

|                                | DECEMBER             |             |                |                |                   | JANUARY-DECEMBER     |             |                  |                  |                   |
|--------------------------------|----------------------|-------------|----------------|----------------|-------------------|----------------------|-------------|------------------|------------------|-------------------|
|                                | % share <sup>1</sup> |             | Units          |                | % change<br>21/20 | % share <sup>1</sup> |             | Units            |                  | % change<br>21/20 |
|                                | '21                  | '20         | 2021           | 2020           |                   | '21                  | '20         | 2021             | 2020             |                   |
| <b>Volkswagen Group</b>        | <b>23,4</b>          | <b>26,4</b> | <b>185.942</b> | <b>271.718</b> | <b>-31,6</b>      | <b>25,1</b>          | <b>25,8</b> | <b>2.437.110</b> | <b>2.561.159</b> | <b>-4,8</b>       |
| Volkswagen                     | 10,3                 | 13,1        | 81.775         | 135.141        | -39,5             | 11,2                 | 11,7        | 1.082.946        | 1.161.111        | -6,7              |
| Skoda                          | 4,9                  | 5,3         | 38.861         | 54.625         | -28,9             | 5,2                  | 5,6         | 504.598          | 559.143          | -9,8              |
| Audi                           | 4,4                  | 4,3         | 34.998         | 44.676         | -21,7             | 4,7                  | 4,7         | 451.898          | 467.284          | -3,3              |
| Seat <sup>2</sup>              | 2,8                  | 3,0         | 22.036         | 31.362         | -29,7             | 3,5                  | 3,2         | 336.533          | 316.988          | +6,2              |
| Porsche                        | 1,0                  | 0,6         | 8.025          | 5.681          | +41,3             | 0,6                  | 0,5         | 57.960           | 53.676           | +8,0              |
| Others <sup>3</sup>            | 0,0                  | 0,0         | 247            | 233            | +6,0              | 0,0                  | 0,0         | 3.175            | 2.957            | +7,4              |
| <b>STELLANTIS</b>              | <b>20,1</b>          | <b>20,7</b> | <b>160.209</b> | <b>213.510</b> | <b>-25,0</b>      | <b>21,9</b>          | <b>21,8</b> | <b>2.124.269</b> | <b>2.169.659</b> | <b>-2,1</b>       |
| Peugeot                        | 6,9                  | 6,4         | 54.930         | 65.900         | -16,6             | 6,7                  | 6,8         | 649.514          | 672.299          | -3,4              |
| Fiat <sup>4</sup>              | 3,6                  | 4,7         | 28.625         | 48.544         | -41,0             | 4,6                  | 4,7         | 446.622          | 463.126          | -3,6              |
| Citroen                        | 3,7                  | 3,6         | 29.262         | 37.593         | -22,2             | 4,2                  | 4,2         | 409.122          | 416.006          | -1,7              |
| Opel/Vauxhall                  | 3,6                  | 3,4         | 28.918         | 34.602         | -16,4             | 4,0                  | 3,9         | 387.648          | 383.942          | +1,0              |
| Jeep                           | 1,1                  | 1,2         | 9.010          | 12.763         | -29,4             | 1,2                  | 1,2         | 120.669          | 115.508          | +4,5              |
| Lancia/Chrysler                | 0,3                  | 0,5         | 2.215          | 4.729          | -53,2             | 0,5                  | 0,4         | 43.723           | 43.063           | +1,5              |
| DS                             | 0,6                  | 0,4         | 4.397          | 4.454          | -1,3              | 0,4                  | 0,4         | 39.622           | 39.589           | +0,1              |
| Alfa Romeo                     | 0,3                  | 0,4         | 2.463          | 4.463          | -44,8             | 0,2                  | 0,3         | 23.332           | 32.444           | -28,1             |
| Others <sup>5</sup>            | 0,0                  | 0,0         | 389            | 462            | -15,8             | 0,0                  | 0,0         | 4.017            | 3.682            | +9,1              |
| <b>Renault Group</b>           | <b>13,4</b>          | <b>11,8</b> | <b>106.441</b> | <b>121.775</b> | <b>-12,6</b>      | <b>10,6</b>          | <b>11,5</b> | <b>1.028.925</b> | <b>1.145.881</b> | <b>-10,2</b>      |
| Renault                        | 8,0                  | 8,0         | 63.974         | 82.488         | -22,4             | 6,6                  | 7,7         | 638.198          | 762.411          | -16,3             |
| Dacia                          | 5,3                  | 3,8         | 41.881         | 38.971         | +7,5              | 4,0                  | 3,8         | 387.007          | 380.274          | +1,8              |
| Alpine                         | 0,0                  | 0,0         | 393            | 234            | +67,9             | 0,0                  | 0,0         | 2.143            | 1.152            | +86,0             |
| Lada                           | 0,0                  | 0,0         | 193            | 82             | +135,4            | 0,0                  | 0,0         | 1.577            | 2.044            | -22,8             |
| <b>Hyundai Group</b>           | <b>8,1</b>           | <b>6,3</b>  | <b>64.116</b>  | <b>65.157</b>  | <b>-1,6</b>       | <b>8,5</b>           | <b>7,0</b>  | <b>828.337</b>   | <b>699.858</b>   | <b>+18,4</b>      |
| Hyundai                        | 4,6                  | 3,8         | 36.239         | 39.281         | -7,7              | 4,4                  | 3,6         | 428.225          | 362.146          | +18,2             |
| Kia                            | 3,5                  | 2,5         | 27.877         | 25.876         | +7,7              | 4,1                  | 3,4         | 400.112          | 337.712          | +18,5             |
| <b>BMW Group</b>               | <b>6,6</b>           | <b>6,6</b>  | <b>52.212</b>  | <b>68.509</b>  | <b>-23,8</b>      | <b>6,8</b>           | <b>6,5</b>  | <b>658.490</b>   | <b>649.030</b>   | <b>+1,5</b>       |
| BMW                            | 5,0                  | 5,5         | 39.373         | 56.469         | -30,3             | 5,5                  | 5,3         | 533.843          | 528.223          | +1,1              |
| Mini                           | 1,6                  | 1,2         | 12.839         | 12.040         | +6,6              | 1,3                  | 1,2         | 124.647          | 120.807          | +3,2              |
| <b>Toyota Group</b>            | <b>5,9</b>           | <b>5,8</b>  | <b>47.142</b>  | <b>60.103</b>  | <b>-21,6</b>      | <b>6,3</b>           | <b>5,7</b>  | <b>615.142</b>   | <b>563.700</b>   | <b>+9,1</b>       |
| Toyota                         | 5,6                  | 5,4         | 44.865         | 55.815         | -19,6             | 6,0                  | 5,3         | 583.360          | 531.642          | +9,7              |
| Lexus                          | 0,3                  | 0,4         | 2.277          | 4.288          | -46,9             | 0,3                  | 0,3         | 31.782           | 32.058           | -0,9              |
| <b>Daimler</b>                 | <b>6,6</b>           | <b>6,4</b>  | <b>52.754</b>  | <b>65.654</b>  | <b>-19,6</b>      | <b>5,6</b>           | <b>6,3</b>  | <b>547.384</b>   | <b>625.151</b>   | <b>-12,4</b>      |
| Mercedes                       | 6,2                  | 5,9         | 49.626         | 60.981         | -18,6             | 5,3                  | 6,0         | 513.440          | 599.816          | -14,4             |
| Smart                          | 0,4                  | 0,5         | 3.128          | 4.673          | -33,1             | 0,3                  | 0,3         | 33.944           | 25.335           | +34,0             |
| <b>Ford</b>                    | <b>3,7</b>           | <b>4,4</b>  | <b>29.292</b>  | <b>45.167</b>  | <b>-35,1</b>      | <b>4,1</b>           | <b>4,9</b>  | <b>394.967</b>   | <b>487.591</b>   | <b>-19,0</b>      |
| <b>Volvo</b>                   | <b>2,7</b>           | <b>2,5</b>  | <b>21.303</b>  | <b>26.187</b>  | <b>-18,7</b>      | <b>2,3</b>           | <b>2,2</b>  | <b>218.878</b>   | <b>221.630</b>   | <b>-1,2</b>       |
| <b>Nissan</b>                  | <b>1,7</b>           | <b>2,1</b>  | <b>13.705</b>  | <b>22.097</b>  | <b>-38,0</b>      | <b>1,8</b>           | <b>2,1</b>  | <b>172.198</b>   | <b>209.346</b>   | <b>-17,7</b>      |
| <b>Mazda</b>                   | <b>1,0</b>           | <b>1,3</b>  | <b>7.570</b>   | <b>13.192</b>  | <b>-42,6</b>      | <b>1,3</b>           | <b>1,2</b>  | <b>121.842</b>   | <b>118.905</b>   | <b>+2,5</b>       |
| <b>Jaguar Land Rover Group</b> | <b>0,6</b>           | <b>0,8</b>  | <b>4.929</b>   | <b>8.688</b>   | <b>-43,3</b>      | <b>0,7</b>           | <b>0,7</b>  | <b>69.692</b>    | <b>69.726</b>    | <b>-0,0</b>       |
| Land Rover                     | 0,5                  | 0,6         | 3.814          | 5.849          | -34,8             | 0,5                  | 0,5         | 52.178           | 50.726           | +2,9              |
| Jaguar                         | 0,1                  | 0,3         | 1.115          | 2.839          | -60,7             | 0,2                  | 0,2         | 17.514           | 19.000           | -7,8              |
| <b>Mitsubishi</b>              | <b>0,6</b>           | <b>0,6</b>  | <b>5.165</b>   | <b>5.844</b>   | <b>-11,6</b>      | <b>0,7</b>           | <b>0,9</b>  | <b>63.122</b>    | <b>86.521</b>    | <b>-27,0</b>      |
| <b>Honda</b>                   | <b>0,4</b>           | <b>0,6</b>  | <b>2.826</b>   | <b>6.106</b>   | <b>-53,7</b>      | <b>0,4</b>           | <b>0,5</b>  | <b>38.248</b>    | <b>50.469</b>    | <b>-24,2</b>      |

SOURCE: ACEA MEMBERS

<sup>1</sup> ACEA estimation based on total by market

<sup>2</sup> Including Cupra

<sup>3</sup> Including Bentley, Lamborghini and Bugatti

<sup>4</sup> Including Abarth

<sup>5</sup> Including Dodge, Maserati and RAM

**PRESS EMBARGO FOR ALL DATA**  
 8.00am CET (7.00am GMT), 18 January 2021

**NEW PASSENGER CAR REGISTRATIONS, BY MANUFACTURER**  
 EUROPEAN UNION + EFTA + UK

|                                | DECEMBER             |             |                |                |                   | JANUARY-DECEMBER     |             |                  |                  |                   |
|--------------------------------|----------------------|-------------|----------------|----------------|-------------------|----------------------|-------------|------------------|------------------|-------------------|
|                                | % share <sup>1</sup> |             | Units          |                | % change<br>21/20 | % share <sup>1</sup> |             | Units            |                  | % change<br>21/20 |
|                                | '21                  | '20         | 2021           | 2020           |                   | '21                  | '20         | 2021             | 2020             |                   |
| <b>Volkswagen Group</b>        | <b>23,5</b>          | <b>26,4</b> | <b>223.281</b> | <b>320.784</b> | <b>-30,4</b>      | <b>25,0</b>          | <b>25,6</b> | <b>2.944.117</b> | <b>3.056.143</b> | <b>-3,7</b>       |
| Volkswagen                     | 10,0                 | 13,0        | 95.167         | 158.199        | -39,8             | 10,8                 | 11,4        | 1.274.137        | 1.358.059        | -6,2              |
| Audi                           | 4,8                  | 4,5         | 45.470         | 54.442         | -16,5             | 5,1                  | 5,0         | 597.428          | 600.529          | -0,5              |
| Skoda                          | 4,8                  | 5,1         | 45.847         | 62.417         | -26,5             | 5,0                  | 5,4         | 589.170          | 644.174          | -8,5              |
| Seat <sup>2</sup>              | 2,6                  | 3,0         | 25.047         | 36.867         | -32,1             | 3,4                  | 3,1         | 400.155          | 374.797          | +6,8              |
| Porsche                        | 1,2                  | 0,7         | 11.341         | 8.416          | +34,8             | 0,7                  | 0,6         | 77.844           | 73.529           | +5,9              |
| Others <sup>3</sup>            | 0,0                  | 0,0         | 409            | 443            | -7,7              | 0,0                  | 0,0         | 5.383            | 5.055            | +6,5              |
| <b>STELLANTIS</b>              | <b>18,7</b>          | <b>19,2</b> | <b>177.734</b> | <b>233.115</b> | <b>-23,8</b>      | <b>20,2</b>          | <b>20,2</b> | <b>2.378.979</b> | <b>2.417.982</b> | <b>-1,6</b>       |
| Peugeot                        | 6,4                  | 5,9         | 60.443         | 72.071         | -16,1             | 6,2                  | 6,2         | 724.383          | 741.500          | -2,3              |
| Opel/Vauxhall                  | 3,8                  | 3,5         | 35.733         | 42.298         | -15,5             | 4,1                  | 4,1         | 486.503          | 485.808          | +0,1              |
| Fiat <sup>4</sup>              | 3,2                  | 4,1         | 30.591         | 50.323         | -39,2             | 4,0                  | 4,1         | 475.502          | 491.110          | -3,2              |
| Citroen                        | 3,3                  | 3,3         | 31.163         | 39.628         | -21,4             | 3,8                  | 3,8         | 445.650          | 448.572          | -0,7              |
| Jeep                           | 1,0                  | 1,1         | 9.558          | 13.725         | -30,4             | 1,1                  | 1,0         | 128.968          | 123.903          | +4,1              |
| Lancia/Chrysler                | 0,2                  | 0,4         | 2.215          | 4.731          | -53,2             | 0,4                  | 0,4         | 43.725           | 43.067           | +1,5              |
| DS                             | 0,5                  | 0,4         | 4.744          | 4.806          | -1,3              | 0,4                  | 0,4         | 42.708           | 43.027           | -0,7              |
| Alfa Romeo                     | 0,3                  | 0,4         | 2.706          | 4.953          | -45,4             | 0,2                  | 0,3         | 26.322           | 36.443           | -27,8             |
| Others <sup>5</sup>            | 0,1                  | 0,0         | 581            | 580            | +0,2              | 0,0                  | 0,0         | 5.218            | 4.552            | +14,6             |
| <b>Renault Group</b>           | <b>11,8</b>          | <b>10,4</b> | <b>112.253</b> | <b>125.835</b> | <b>-10,8</b>      | <b>9,3</b>           | <b>10,3</b> | <b>1.093.539</b> | <b>1.227.924</b> | <b>-10,9</b>      |
| Renault                        | 7,1                  | 7,1         | 67.402         | 85.641         | -21,3             | 5,8                  | 6,8         | 678.736          | 819.067          | -17,1             |
| Dacia                          | 4,7                  | 3,3         | 44.247         | 39.866         | +11,0             | 3,5                  | 3,4         | 410.788          | 405.484          | +1,3              |
| Alpine                         | 0,0                  | 0,0         | 411            | 246            | +67,1             | 0,0                  | 0,0         | 2.438            | 1.328            | +83,6             |
| Lada                           | 0,0                  | 0,0         | 193            | 82             | +135,4            | 0,0                  | 0,0         | 1.577            | 2.045            | -22,9             |
| <b>Hyundai Group</b>           | <b>7,9</b>           | <b>6,1</b>  | <b>74.848</b>  | <b>74.085</b>  | <b>+1,0</b>       | <b>8,7</b>           | <b>7,0</b>  | <b>1.018.563</b> | <b>841.033</b>   | <b>+21,1</b>      |
| Hyundai                        | 4,5                  | 3,6         | 42.750         | 43.926         | -2,7              | 4,4                  | 3,5         | 515.886          | 424.318          | +21,6             |
| Kia                            | 3,4                  | 2,5         | 32.098         | 30.159         | +6,4              | 4,3                  | 3,5         | 502.677          | 416.715          | +20,6             |
| <b>BMW Group</b>               | <b>7,2</b>           | <b>7,3</b>  | <b>68.590</b>  | <b>88.296</b>  | <b>-22,3</b>      | <b>7,3</b>           | <b>7,1</b>  | <b>858.762</b>   | <b>847.763</b>   | <b>+1,3</b>       |
| BMW                            | 5,2                  | 5,9         | 49.295         | 71.436         | -31,0             | 5,8                  | 5,6         | 682.895          | 674.898          | +1,2              |
| Mini                           | 2,0                  | 1,4         | 19.295         | 16.860         | +14,4             | 1,5                  | 1,4         | 175.867          | 172.865          | +1,7              |
| <b>Toyota Group</b>            | <b>5,9</b>           | <b>5,7</b>  | <b>56.065</b>  | <b>68.946</b>  | <b>-18,7</b>      | <b>6,5</b>           | <b>5,8</b>  | <b>760.178</b>   | <b>693.508</b>   | <b>+9,6</b>       |
| Toyota                         | 5,6                  | 5,3         | 52.965         | 63.796         | -17,0             | 6,1                  | 5,4         | 712.574          | 646.497          | +10,2             |
| Lexus                          | 0,3                  | 0,4         | 3.100          | 5.150          | -39,8             | 0,4                  | 0,4         | 47.604           | 47.011           | +1,3              |
| <b>Daimler</b>                 | <b>6,7</b>           | <b>6,2</b>  | <b>63.822</b>  | <b>74.960</b>  | <b>-14,9</b>      | <b>5,8</b>           | <b>6,4</b>  | <b>678.574</b>   | <b>762.320</b>   | <b>-11,0</b>      |
| Mercedes                       | 6,4                  | 5,8         | 60.511         | 70.181         | -13,8             | 5,5                  | 6,1         | 642.948          | 735.185          | -12,5             |
| Smart                          | 0,3                  | 0,4         | 3.311          | 4.779          | -30,7             | 0,3                  | 0,2         | 35.626           | 27.135           | +31,3             |
| <b>Ford</b>                    | <b>3,7</b>           | <b>4,7</b>  | <b>35.421</b>  | <b>57.352</b>  | <b>-38,2</b>      | <b>4,4</b>           | <b>5,4</b>  | <b>523.970</b>   | <b>648.530</b>   | <b>-19,2</b>      |
| <b>Volvo</b>                   | <b>2,9</b>           | <b>2,8</b>  | <b>27.139</b>  | <b>33.858</b>  | <b>-19,8</b>      | <b>2,5</b>           | <b>2,4</b>  | <b>289.301</b>   | <b>286.265</b>   | <b>+1,1</b>       |
| <b>Nissan</b>                  | <b>2,2</b>           | <b>2,5</b>  | <b>21.036</b>  | <b>30.272</b>  | <b>-30,5</b>      | <b>2,1</b>           | <b>2,4</b>  | <b>249.232</b>   | <b>290.520</b>   | <b>-14,2</b>      |
| <b>Mazda</b>                   | <b>1,0</b>           | <b>1,3</b>  | <b>9.098</b>   | <b>15.656</b>  | <b>-41,9</b>      | <b>1,3</b>           | <b>1,2</b>  | <b>155.434</b>   | <b>149.419</b>   | <b>+4,0</b>       |
| <b>Jaguar Land Rover Group</b> | <b>1,0</b>           | <b>1,4</b>  | <b>9.513</b>   | <b>17.306</b>  | <b>-45,0</b>      | <b>1,3</b>           | <b>1,3</b>  | <b>149.784</b>   | <b>159.423</b>   | <b>-6,0</b>       |
| Land Rover                     | 0,7                  | 0,9         | 6.907          | 10.589         | -34,8             | 0,9                  | 0,9         | 111.745          | 112.776          | -0,9              |
| Jaguar                         | 0,3                  | 0,6         | 2.606          | 6.717          | -61,2             | 0,3                  | 0,4         | 38.039           | 46.647           | -18,5             |
| <b>Mitsubishi</b>              | <b>0,6</b>           | <b>0,6</b>  | <b>5.781</b>   | <b>6.891</b>   | <b>-16,1</b>      | <b>0,6</b>           | <b>0,9</b>  | <b>73.370</b>    | <b>103.411</b>   | <b>-29,1</b>      |
| <b>Honda</b>                   | <b>0,5</b>           | <b>0,7</b>  | <b>4.550</b>   | <b>7.893</b>   | <b>-42,4</b>      | <b>0,6</b>           | <b>0,7</b>  | <b>68.346</b>    | <b>80.656</b>    | <b>-15,3</b>      |

SOURCE: ACEA MEMBERS

<sup>1</sup> ACEA estimation based on total by market

<sup>2</sup> Including Cupra

<sup>3</sup> Including Bentley, Lamborghini and Bugatti

<sup>4</sup> Including Abarth

<sup>5</sup> Including Dodge, Maserati and RAM

**PRESS EMBARGO FOR ALL DATA**  
8.00am CET (7.00am GMT), 18 January 2021

**NEW PASSENGER CAR REGISTRATIONS, BY MANUFACTURER**  
WESTERN EUROPE (EU14 + EFTA + UK)

|                                | DECEMBER             |             |                |                |                   | JANUARY-DECEMBER     |             |                  |                  |                   |
|--------------------------------|----------------------|-------------|----------------|----------------|-------------------|----------------------|-------------|------------------|------------------|-------------------|
|                                | % share <sup>1</sup> |             | Units          |                | % change<br>21/20 | % share <sup>1</sup> |             | Units            |                  | % change<br>21/20 |
|                                | '21                  | '20         | 2021           | 2020           |                   | '21                  | '20         | 2021             | 2020             |                   |
| <b>Volkswagen Group</b>        | <b>23,2</b>          | <b>26,3</b> | <b>199.371</b> | <b>286.982</b> | <b>-30,5</b>      | <b>24,7</b>          | <b>25,1</b> | <b>2.617.111</b> | <b>2.711.071</b> | <b>-3,5</b>       |
| Volkswagen                     | 10,3                 | 13,4        | 88.427         | 146.861        | -39,8             | 11,1                 | 11,6        | 1.175.920        | 1.253.786        | -6,2              |
| Audi                           | 5,0                  | 4,7         | 42.620         | 51.798         | -17,7             | 5,3                  | 5,3         | 565.368          | 574.175          | -1,5              |
| Skoda                          | 3,9                  | 4,2         | 33.402         | 45.571         | -26,7             | 4,0                  | 4,2         | 421.698          | 454.488          | -7,2              |
| Seat <sup>2</sup>              | 2,8                  | 3,1         | 23.807         | 34.232         | -30,5             | 3,5                  | 3,3         | 375.712          | 354.036          | +6,1              |
| Porsche                        | 1,2                  | 0,7         | 10.737         | 8.116          | +32,3             | 0,7                  | 0,6         | 73.462           | 69.985           | +5,0              |
| Others <sup>3</sup>            | 0,0                  | 0,0         | 378            | 404            | -6,4              | 0,0                  | 0,0         | 4.951            | 4.601            | +7,6              |
| <b>STELLANTIS</b>              | <b>19,6</b>          | <b>19,6</b> | <b>168.643</b> | <b>214.671</b> | <b>-21,4</b>      | <b>21,1</b>          | <b>20,9</b> | <b>2.236.404</b> | <b>2.255.575</b> | <b>-0,8</b>       |
| Peugeot                        | 6,8                  | 6,3         | 58.228         | 68.361         | -14,8             | 6,5                  | 6,5         | 684.677          | 700.586          | -2,3              |
| Opel/Vauxhall                  | 3,8                  | 3,6         | 33.055         | 39.084         | -15,4             | 4,3                  | 4,2         | 451.634          | 451.215          | +0,1              |
| Fiat <sup>4</sup>              | 3,4                  | 4,0         | 29.297         | 44.259         | -33,8             | 4,2                  | 4,1         | 447.072          | 446.820          | +0,1              |
| Citroen                        | 3,4                  | 3,4         | 29.499         | 37.171         | -20,6             | 4,0                  | 3,9         | 420.294          | 422.668          | -0,6              |
| Jeep                           | 1,0                  | 1,1         | 8.788          | 11.740         | -25,1             | 1,1                  | 1,0         | 118.679          | 111.052          | +6,9              |
| Lancia/Chrysler                | 0,3                  | 0,4         | 2.212          | 4.731          | -53,2             | 0,4                  | 0,4         | 43.703           | 43.055           | +1,5              |
| DS                             | 0,5                  | 0,4         | 4.689          | 4.756          | -1,4              | 0,4                  | 0,4         | 41.892           | 42.458           | -1,3              |
| Alfa Romeo                     | 0,3                  | 0,4         | 2.326          | 4.003          | -41,9             | 0,2                  | 0,3         | 23.461           | 33.322           | -29,6             |
| Others <sup>5</sup>            | 0,1                  | 0,1         | 549            | 566            | -3,0              | 0,0                  | 0,0         | 4.992            | 4.399            | +13,5             |
| <b>Renault Group</b>           | <b>11,3</b>          | <b>9,9</b>  | <b>97.657</b>  | <b>108.530</b> | <b>-10,0</b>      | <b>9,1</b>           | <b>9,8</b>  | <b>962.001</b>   | <b>1.062.989</b> | <b>-9,5</b>       |
| Renault                        | 7,3                  | 7,3         | 62.714         | 79.255         | -20,9             | 5,9                  | 7,0         | 630.499          | 754.296          | -16,4             |
| Dacia                          | 4,0                  | 2,7         | 34.356         | 28.969         | +18,6             | 3,1                  | 2,8         | 327.664          | 305.570          | +7,2              |
| Alpine                         | 0,0                  | 0,0         | 404            | 239            | +69,0             | 0,0                  | 0,0         | 2.393            | 1.304            | +83,5             |
| Lada                           | 0,0                  | 0,0         | 183            | 67             | +173,1            | 0,0                  | 0,0         | 1.445            | 1.819            | -20,6             |
| <b>Hyundai Group</b>           | <b>7,4</b>           | <b>5,9</b>  | <b>64.030</b>  | <b>64.072</b>  | <b>-0,1</b>       | <b>8,1</b>           | <b>6,7</b>  | <b>861.088</b>   | <b>720.548</b>   | <b>+19,5</b>      |
| Hyundai                        | 4,2                  | 3,5         | 36.240         | 38.199         | -5,1              | 4,1                  | 3,4         | 433.504          | 362.485          | +19,6             |
| Kia                            | 3,2                  | 2,4         | 27.790         | 25.873         | +7,4              | 4,0                  | 3,3         | 427.584          | 358.063          | +19,4             |
| <b>BMW Group</b>               | <b>7,6</b>           | <b>7,7</b>  | <b>65.245</b>  | <b>83.855</b>  | <b>-22,2</b>      | <b>7,6</b>           | <b>7,5</b>  | <b>809.769</b>   | <b>807.451</b>   | <b>+0,3</b>       |
| BMW                            | 5,4                  | 6,2         | 46.434         | 67.379         | -31,1             | 6,0                  | 5,9         | 638.208          | 638.326          | -0,02             |
| Mini                           | 2,2                  | 1,5         | 18.811         | 16.476         | +14,2             | 1,6                  | 1,6         | 171.561          | 169.125          | +1,4              |
| <b>Daimler</b>                 | <b>7,0</b>           | <b>6,5</b>  | <b>60.025</b>  | <b>71.491</b>  | <b>-16,0</b>      | <b>6,0</b>           | <b>6,7</b>  | <b>632.082</b>   | <b>722.973</b>   | <b>-12,6</b>      |
| Mercedes                       | 6,6                  | 6,1         | 56.734         | 66.779         | -15,0             | 5,6                  | 6,4         | 596.638          | 696.216          | -14,3             |
| Smart                          | 0,4                  | 0,4         | 3.291          | 4.712          | -30,2             | 0,3                  | 0,2         | 35.444           | 26.757           | +32,5             |
| <b>Toyota Group</b>            | <b>5,2</b>           | <b>5,1</b>  | <b>44.486</b>  | <b>56.199</b>  | <b>-20,8</b>      | <b>5,8</b>           | <b>5,3</b>  | <b>619.051</b>   | <b>574.074</b>   | <b>+7,8</b>       |
| Toyota                         | 4,8                  | 4,7         | 41.736         | 51.867         | -19,5             | 5,5                  | 4,9         | 580.269          | 533.779          | +8,7              |
| Lexus                          | 0,3                  | 0,4         | 2.750          | 4.332          | -36,5             | 0,4                  | 0,4         | 38.782           | 40.295           | -3,8              |
| <b>Ford</b>                    | <b>3,7</b>           | <b>4,8</b>  | <b>31.798</b>  | <b>52.442</b>  | <b>-39,4</b>      | <b>4,5</b>           | <b>5,6</b>  | <b>476.670</b>   | <b>608.256</b>   | <b>-21,6</b>      |
| <b>Volvo</b>                   | <b>2,9</b>           | <b>2,9</b>  | <b>25.324</b>  | <b>32.074</b>  | <b>-21,0</b>      | <b>2,5</b>           | <b>2,5</b>  | <b>268.753</b>   | <b>268.362</b>   | <b>+0,1</b>       |
| <b>Nissan</b>                  | <b>2,3</b>           | <b>2,5</b>  | <b>19.612</b>  | <b>27.584</b>  | <b>-28,9</b>      | <b>2,2</b>           | <b>2,5</b>  | <b>228.492</b>   | <b>266.005</b>   | <b>-14,1</b>      |
| <b>Jaguar Land Rover Group</b> | <b>1,1</b>           | <b>1,5</b>  | <b>9.181</b>   | <b>16.905</b>  | <b>-45,7</b>      | <b>1,4</b>           | <b>1,4</b>  | <b>144.456</b>   | <b>154.386</b>   | <b>-6,4</b>       |
| Land Rover                     | 0,8                  | 0,9         | 6.621          | 10.284         | -35,6             | 1,0                  | 1,0         | 107.477          | 108.929          | -1,3              |
| Jaguar                         | 0,3                  | 0,6         | 2.560          | 6.621          | -61,3             | 0,3                  | 0,4         | 36.979           | 45.457           | -18,7             |
| <b>Mazda</b>                   | <b>1,0</b>           | <b>1,3</b>  | <b>7.570</b>   | <b>13.192</b>  | <b>-42,6</b>      | <b>1,3</b>           | <b>1,2</b>  | <b>121.842</b>   | <b>118.905</b>   | <b>+2,5</b>       |
| <b>Mitsubishi</b>              | <b>0,6</b>           | <b>0,6</b>  | <b>5.475</b>   | <b>6.272</b>   | <b>-12,7</b>      | <b>0,6</b>           | <b>0,9</b>  | <b>68.633</b>    | <b>94.505</b>    | <b>-27,4</b>      |
| <b>Honda</b>                   | <b>0,5</b>           | <b>0,5</b>  | <b>4.030</b>   | <b>5.816</b>   | <b>-30,7</b>      | <b>0,6</b>           | <b>0,6</b>  | <b>59.632</b>    | <b>68.429</b>    | <b>-12,9</b>      |

SOURCE: ACEA MEMBERS

<sup>1</sup> ACEA estimation based on total by market

<sup>2</sup> Including Cupra

<sup>3</sup> Including Bentley, Lamborghini and Bugatti

<sup>4</sup> Including Abarth

<sup>5</sup> Including Dodge, Maserati and RAM